

May 13, 2016

BSE Limited  
Department of Corporate Services  
1<sup>st</sup> Floor, New Trading Ring,  
Rotunda Building, P J Towers,  
Dalal Street, Fort,  
**Mumbai – 400 001**

Dear Sirs,

**Sub: Outcome of the Board Meeting**  
Security Code: **523405**

We wish to inform you that the Board of Directors of the Company at its meeting held today has;

- approved the Standalone and Consolidated Audited Financial Results for the last quarter and financial year ended March 31, 2016.
- recommended a final dividend of Re. 0.85 per share for the year ended March 31, 2016.
- decided to convene the Thirty First Annual General Meeting on August 2, 2016.

The above dividend, if declared at the ensuing Annual General Meeting will be paid on and from August 4, 2016.

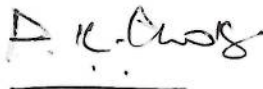
A copy each of the above Audited Financial Results, as approved by the Board is enclosed for your information and record. As required under regulation 33(3)(d) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we also enclose Form A (Audit Report with un-modified opinion). Additionally, a copy of the Press Release being issued by the Company is enclosed together with the corporate presentation which is being uploaded on the website of the Company.

Further, pursuant to regulation 33(3)(c)(ii) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are also forwarding herewith a copy of the 'Audit Report', received from our Statutory Auditors, M/s Khimji Kunverji & Co. on the standalone and consolidated audited financial results.

You are requested to circulate the above financial results among the members of the exchange for their information.

Thank you.

Yours faithfully,  
for JM Financial Limited



**P K Choksi**  
Group Head - Compliance, Legal  
& Company Secretary

**JM Financial Limited**

Corporate Identity Number : L67120MH1986PLC038784

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

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

**Form A**

1.	Name of the company	JM Financial Limited
2.	Annual Consolidated Financial Statements for the year ended	March 31, 2016
3.	Type of audit observation	Un modified / <del>Emphasis of Matter</del>
4.	Frequency of observation	Not Applicable <del>Whether appeared first time.../ repetitive.....</del> <del>/since how long period.</del>

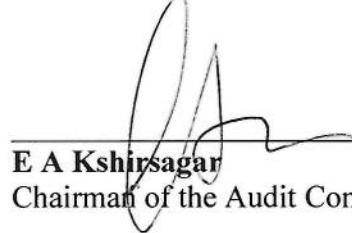
5. Signed by

For JM Financial Limited



**Nimesh Kampani**  
Chairman & Managing Director

For JM Financial Limited



**E A Kshirsagar**  
Chairman of the Audit Committee

For JM Financial Limited



**Manish Sheth**  
Chief Financial Officer

For Khimji Kunverji & Co.,



**Shivji K Vikamsey**  
Partner, Khimji Kunverji & Co.  
Auditors of the Company

Date: May 13, 2016

Place: Mumbai



**Independent Auditor's Report****To:****Board of Directors of JM Financial Limited,**

We have audited the quarterly consolidated financial results of JM Financial Limited ("the Company") and its subsidiaries and associates (collectively referred to as "the Group") for the quarter ended March 31, 2016 and year to date consolidated results for the year from April 1, 2015 to March 31, 2016 attached herewith, being submitted by the company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. These quarterly consolidated financial results as well as the year to date consolidated financial results which are the responsibility of the company's management and approved by the Board of directors, have been prepared on the basis of the related financial statements of the Group which is in accordance with Accounting Standards specified under Section 133 of the Companies Act, 2013 ("the Act") read with relevant rules issued thereunder, as applicable and other accounting principles generally accepted in India.

We conducted our audit in accordance with the Standards on Auditing specified under Section 143(10) of the Act. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal financial control relevant to the Company's preparation of the financial statement, that give a true and fair view, in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by the Company's management and Board of Directors, as well as evaluating the overall presentation of the financial statements. We believe that our audit provides a reasonable basis for our opinion.

We did not audit the financial statements of 12 subsidiaries an associate and a partnership firm included in the consolidated results, whose financial statements reflect total assets of Rs. 10,07,429.73 lakhs as at March 31, 2016, the total revenue of Rs. 1,65,041.80 lakhs and Net Cash inflow of Rs. 67,129.18 lakhs for the year ended on that date. These financial statements and other financial information have been audited by other auditors whose reports have been furnished to us by the management of the Holding company. In so far as it relates to the amounts and



disclosures included in respect of these Components of the Group in the quarterly and year to date consolidated financial results, is based solely on the reports of those respective auditors. Our opinion is not qualified in respect of this matter

In our opinion and to the best of our information and according to the explanations given to us these quarterly consolidated financial results as well as the consolidated year to date results:

- (i) include the quarterly financial results and year to date of the following entities

## **Subsidiaries in India**

- a. JM Financial Institutional Securities Limited
- b. JM Financial Investment Managers Limited
- c. Infinite India Investment Management Limited
- d. JM Financial Insurance Broking Private Limited
- e. JM Financial Properties and Holdings Limited
- f. JM Financial Services Limited
- g. JM Financial Commtrade Limited
- h. CR Retail Malls (India) Limited
- i. JM Financial Capital Limited
- j. JM Financial Products Limited
- k. JM Financial Credit Solutions Limited
- l. JM Financial Asset Management Limited

## **Partnership Firm in India**

- a. Astute Investments

## **Subsidiaries outside India**

- a. JM Financial Overseas Holdings Private Limited
- b. JM Financial Singapore Pte. Ltd.
- c. JM Financial Securities, Inc
- d. PT JM Financial Securities Indonesia

## **Associates**

- a. JM Financial Asset Reconstruction Company Private Limited
- b. JM Financial Trustee Company Private Limited



- (ii) have been presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 in this regard; and

For **Khimji Kunverji & Co**

Chartered Accountants

Firm Registration No

105146W

*Shivji K. Vikamsey*

**Shivji K Vikamsey**

Partner (F - 2242)

Place: Mumbai

Date: May 13, 2016






### Form A

1.	Name of the company	JM Financial Limited
2.	Annual Standalone Financial Statements for the year ended	March 31, 2016
3.	Type of audit observation	Un modified / <del>Emphasis of Matter</del>
4.	Frequency of observation	Not Applicable <del>Whether appeared first time.../ repetitive.....</del> <del>/ since how long period.</del>

#### 5. Signed by

For JM Financial Limited



**Nimesh Kampani**  
Chairman & Managing Director

For JM Financial Limited



**E A Kshirsagar**  
Chairman of the Audit Committee

For JM Financial Limited



**Manish Sheth**  
Chief Financial Officer

For Khimji Kunverji & Co.,



**Shivji K Vikamsey**  
Partner, Khimji Kunverji & Co.  
Auditors of the Company

Date: May 13, 2016

Place: Mumbai

**Independent Auditor's Report****To:****Board of Directors of JM Financial Limited,**

We have audited the quarterly financial results of JM Financial Limited for the quarter ended March 31, 2016 and the year to date results for the year from April 1, 2015 to March 31, 2016 attached herewith, being submitted by the company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. These quarterly financial results as well as the year to date financial results which are the responsibility of the company's management and approved by the Board of directors, have been prepared on the basis of the related financial statements which is in accordance with Accounting Standards specified under Section 133 of the Act read with relevant rules issued thereunder, as applicable and other accounting principles generally accepted in India.

We conducted our audit in accordance with the Standards on Auditing specified under Section 143(10) of the Act. Those standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial results are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts disclosed as financial results. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal financial control relevant to the Company's preparation of the financial statement, that give a true and fair view, in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of the accounting estimates made by the Company's management and Board of Directors, as well as evaluating the overall presentation of the financial statements. We believe that our audit provides a reasonable basis for our opinion.





In our opinion and to the best of our information and according to the explanations given to us the quarterly financial results as well as the year to date results:

- i. are presented in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 in this regard; and
- ii. give a true and fair view of the net profit and other financial information for the quarter ended March 31, 2016 as well as the year to date results for the year from April 1, 2015 to March 31, 2016

For **Khimji Kunverji & Co**

Chartered Accountants

Firm Registration No 105146W

**Shivji K Vikamsey**

Partner (F - 2242)

Place: Mumbai

Date: May 13, 2016





**JM FINANCIAL LIMITED**  
CONSOLIDATED FINANCIAL RESULTS

**PART I - STATEMENT OF CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2016**

Rupees in Lakh

Sr. No.	Particulars	Quarter Ended			Year Ended	
		31.03.2016	31.12.2015	31.03.2015	31.03.2016	31.03.2015
		Audited	Unaudited	Audited	Audited	Audited
<b>1</b>	<b>Income from operations</b>					
	(a) Fees & commission	10,265.82	7,372.23	6,310.33	31,575.70	30,147.39
	(b) Brokerage	3,190.30	3,285.21	4,150.44	13,468.07	14,525.45
	(c) Interest and other income on fund based activities	28,746.46	27,841.52	23,783.90	1,04,440.46	74,951.31
	(d) Other operating income	4,197.71	4,072.97	4,937.59	17,796.71	19,613.39
	<b>Total income from operations</b>	<b>46,400.29</b>	<b>42,571.93</b>	<b>39,182.26</b>	<b>1,67,280.94</b>	<b>1,39,237.54</b>
<b>2</b>	<b>Expenses</b>					
	(a) Employee benefits expense	7,157.57	6,350.15	5,133.59	26,391.48	23,524.29
	(b) Sub-brokerage, fees & commission	1,818.69	1,983.78	2,538.15	7,703.85	9,715.17
	(c) Operating and other expenses	3,915.66	2,497.40	4,082.42	11,848.55	11,549.02
	(d) Depreciation and amortisation expense	515.19	523.55	431.25	2,028.57	1,804.49
	<b>Total expenses</b>	<b>13,407.11</b>	<b>11,354.88</b>	<b>12,185.41</b>	<b>47,972.45</b>	<b>46,592.97</b>
<b>3</b>	<b>Profit from operations before other income and finance costs (1-2)</b>	<b>32,993.18</b>	<b>31,217.05</b>	<b>26,996.85</b>	<b>1,19,308.49</b>	<b>92,644.57</b>
<b>4</b>	<b>Other income</b>	<b>1,054.44</b>	<b>27.73</b>	<b>104.06</b>	<b>1,185.60</b>	<b>1,066.88</b>
<b>5</b>	<b>Profit from ordinary activities before finance costs (3+4)</b>	<b>34,047.62</b>	<b>31,244.78</b>	<b>27,100.91</b>	<b>1,20,494.09</b>	<b>93,711.45</b>
<b>6</b>	<b>Finance costs</b>	<b>13,912.94</b>	<b>13,431.41</b>	<b>11,255.48</b>	<b>51,208.64</b>	<b>42,020.23</b>
<b>7</b>	<b>Profit from ordinary activities before tax (5-6)</b>	<b>20,134.68</b>	<b>17,813.37</b>	<b>15,845.43</b>	<b>69,285.45</b>	<b>51,691.22</b>
<b>8</b>	<b>Tax expense</b>	<b>5,806.88</b>	<b>6,089.59</b>	<b>5,138.73</b>	<b>22,244.85</b>	<b>15,638.82</b>
<b>9</b>	<b>Net Profit from ordinary activities after tax (7-8)</b>	<b>14,327.80</b>	<b>11,723.78</b>	<b>10,706.70</b>	<b>47,040.60</b>	<b>36,052.40</b>
<b>10</b>	<b>Extraordinary items</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>11</b>	<b>Net Profit after tax (9+10)</b>	<b>14,327.80</b>	<b>11,723.78</b>	<b>10,706.70</b>	<b>47,040.60</b>	<b>36,052.40</b>
<b>12</b>	<b>Less :- Share of Minority interest</b>	<b>3,450.31</b>	<b>3,283.42</b>	<b>2,108.01</b>	<b>12,527.56</b>	<b>4,875.71</b>
<b>13</b>	<b>Add :- Share in Profit of Associates</b>	<b>496.25</b>	<b>3,270.56</b>	<b>696.95</b>	<b>5,532.84</b>	<b>1,875.80</b>
<b>14</b>	<b>Net consolidated profit (11-12+13)</b>	<b>11,373.74</b>	<b>11,710.92</b>	<b>9,295.64</b>	<b>40,045.88</b>	<b>33,052.49</b>
<b>15</b>	<b>Paid up equity share capital (Face value Re.1/- per share)</b>	<b>7,889.86</b>	<b>7,887.33</b>	<b>7,837.24</b>	<b>7,889.86</b>	<b>7,837.24</b>
<b>16</b>	<b>Reserves excluding revaluation reserves</b>				<b>2,72,531.96</b>	<b>2,35,933.90</b>
<b>17</b>	<b>Earning Per Share (EPS)</b>					
	Basic EPS (in Rs.) (Not annualised)	1.44	1.49	1.21	5.08	4.32
	Diluted EPS (in Rs.) (Not annualised)	1.43	1.47	1.19	5.04	4.25



**JM Financial Limited**

Corporate Identity Number : L67120MH1986PLC038784

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

T: +91 22 6630 3101 / 3102 F: +91 22 6630 3344 www.jmfl.com

**SEGMENTWISE DETAILS ON CONSOLIDATED BASIS FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2016**
*Rupees in Lakh*

Particulars	Quarter Ended			Year Ended	
	31.03.2016	31.12.2015	31.03.2015	31.03.2016	31.03.2015
	Audited	Unaudited	Audited	Audited	Audited
<b>Segment Revenue</b>					
A Investment banking and securities business	14,341.27	10,855.89	13,094.39	49,466.35	52,193.27
B Fund based activities	29,729.40	28,795.34	24,541.80	1,07,895.89	80,621.16
C Alternative asset management	382.64	359.28	791.40	1,284.67	2,743.78
D Asset management	2,258.56	2,424.94	1,318.72	8,554.22	4,675.43
E Others	5,077.27	1,664.99	1,840.48	19,396.96	13,917.01
<b>Total Segment Revenue</b>	<b>51,789.14</b>	<b>44,100.44</b>	<b>41,586.79</b>	<b>1,86,598.09</b>	<b>1,54,150.65</b>
Less: Inter - segmental revenue	(4,334.41)	(1,500.78)	(2,300.47)	(18,131.55)	(13,846.23)
<b>Total Revenue</b>	<b>47,454.73</b>	<b>42,599.66</b>	<b>39,286.32</b>	<b>1,68,466.54</b>	<b>1,40,304.42</b>
<b>Segment Results (Profit before tax)</b>					
A Investment banking and securities business	2,462.93	1,031.40	2,350.44	7,941.70	12,398.82
B Fund based activities	15,900.14	14,679.86	13,096.71	54,862.07	34,743.56
C Alternative asset management	146.08	171.54	255.06	437.82	1,494.69
D Asset management	1,219.57	1,838.33	50.17	5,634.13	1,781.29
E Others	405.96	92.24	93.05	409.73	1,272.86
<b>Total Results</b>	<b>20,134.68</b>	<b>17,813.37</b>	<b>15,845.43</b>	<b>69,285.45</b>	<b>51,691.22</b>
<b>Segment Capital Employed</b>					
A Investment banking and securities business	55,848.31	57,610.92	59,988.17	55,848.31	59,988.17
B Fund based activities	2,56,036.98	2,45,434.67	2,10,417.14	2,56,036.98	2,10,417.14
C Alternative asset management	8,306.44	8,169.78	8,472.09	8,306.44	8,472.09
D Asset management	18,320.96	17,333.58	13,758.03	18,320.96	13,758.03
E Unallocated	8,763.98	17,134.45	16,596.05	8,763.98	16,596.05
<b>Total Capital Employed</b>	<b>3,47,276.67</b>	<b>3,45,683.40</b>	<b>3,09,231.48</b>	<b>3,47,276.67</b>	<b>3,09,231.48</b>





**STAND-ALONE FINANCIAL RESULTS**

**PART I - STATEMENT OF STAND-ALONE AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH, 2016**

*Rupees in Lakh*

Sr. No.	Particulars	Quarter Ended			Year Ended	
		31.03.2016	31.12.2015	31.03.2015	31.03.2016	31.03.2015
		Audited	Unaudited	Audited	Audited	Audited
<b>1</b>	<b>Income from operations</b>					
	(a) Dividend	2,563.16	9.69	50.67	11,430.15	7,439.73
	(b) Other operating income	792.96	751.33	877.49	3,534.56	2,979.36
	<b>Total income from operations</b>	<b>3,356.12</b>	<b>761.02</b>	<b>928.16</b>	<b>14,964.71</b>	<b>10,419.09</b>
<b>2</b>	<b>Expenses</b>					
	(a) Employee benefits expense	286.72	138.04	29.01	1,007.80	868.07
	(b) Operating and other expenses	410.51	65.10	291.22	805.03	736.82
	(c) Depreciation and amortisation expense	9.23	5.91	12.59	38.25	40.10
	<b>Total expenses</b>	<b>706.46</b>	<b>209.05</b>	<b>332.82</b>	<b>1,851.08</b>	<b>1,644.99</b>
<b>3</b>	<b>Profit from operations before other income and finance costs (1-2)</b>	<b>2,649.66</b>	<b>551.97</b>	<b>595.34</b>	<b>13,113.63</b>	<b>8,774.10</b>
<b>4</b>	<b>Other income</b>	<b>809.39</b>	<b>2.88</b>	<b>34.20</b>	<b>812.75</b>	<b>34.69</b>
<b>5</b>	<b>Profit from ordinary activities before finance costs (3+4)</b>	<b>3,459.05</b>	<b>554.85</b>	<b>629.54</b>	<b>13,926.38</b>	<b>8,808.79</b>
<b>6</b>	<b>Finance costs</b>	<b>669.87</b>	<b>576.87</b>	<b>606.79</b>	<b>2,715.41</b>	<b>758.54</b>
<b>7</b>	<b>Profit from ordinary activities before tax (5-6)</b>	<b>2,789.18</b>	<b>(22.02)</b>	<b>22.75</b>	<b>11,210.97</b>	<b>8,050.25</b>
<b>8</b>	<b>Tax expense</b>	<b>(18.94)</b>	<b>25.97</b>	<b>(30.77)</b>	<b>(14.11)</b>	<b>239.60</b>
<b>9</b>	<b>Net Profit from ordinary activities after tax (7-8)</b>	<b>2,808.12</b>	<b>(47.99)</b>	<b>53.52</b>	<b>11,225.08</b>	<b>7,810.65</b>
<b>10</b>	<b>Extraordinary items</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>
<b>11</b>	<b>Net Profit after tax (9+10)</b>	<b>2,808.12</b>	<b>(47.99)</b>	<b>53.52</b>	<b>11,225.08</b>	<b>7,810.65</b>
<b>12</b>	<b>Paid up equity share capital (Face value Re.1/- per share)</b>	<b>7,889.86</b>	<b>7,887.33</b>	<b>7,837.24</b>	<b>7,889.86</b>	<b>7,837.24</b>
<b>13</b>	<b>Reserves excluding revaluation reserves</b>				<b>1,57,612.24</b>	<b>1,56,481.21</b>
<b>14</b>	<b>Earning Per Share (EPS)</b>					
	Basic EPS (in Re.) (Not annualised)	0.36	(0.01)	0.01	1.42	1.02
	Diluted EPS (in Re.) (Not annualised)	0.35	(0.01)	0.01	1.41	1.00





**STATEMENT OF ASSETS AND LIABILITIES**
*Rupees in lakh*

Particulars	Consolidated		Stand-alone	
	As at	As at	As at	As at
	31.03.2016	31.03.2015	31.03.2016	31.03.2015
	Audited	Audited	Audited	Audited
<b><u>EQUITY AND LIABILITIES</u></b>				
<b>Shareholders' funds</b>				
(a) Share Capital	7,889.86	7,837.24	7,889.86	7,837.24
(b) Reserves and Surplus	2,65,588.61	2,36,732.98	1,57,612.24	1,56,481.21
(c) Capital Reserve on Consolidation	17,469.16	9,726.73	-	-
(d) Minority Interest	66,854.85	65,460.34	-	-
	3,57,802.48	3,19,757.29	1,65,502.10	1,64,318.45
<b>Non-current liabilities</b>				
(a) Long-term borrowings	2,47,241.25	26,137.18	1.71	21.85
(b) Deferred tax liabilities (net)	8,528.42	8,731.13	10,979.16	11,003.28
(c) Other long-term liabilities	270.00	270.00	100.00	100.00
(d) Long-term provisions	6,381.40	5,516.01	19.85	20.51
	2,62,421.07	40,654.32	11,100.72	11,145.64
<b>Current liabilities</b>				
(a) Short-term borrowings	3,84,628.55	4,15,143.36	42,633.80	12,187.87
(b) Trade payables	31,202.41	20,839.37	87.17	103.38
(c) Other current liabilities				
Current maturities of long term borrowings	35,203.64	30,859.90	-	-
Others	25,818.91	13,753.00	983.06	746.77
(d) Short-term provisions	9,016.02	9,479.17	6,887.15	6,364.89
	4,85,869.53	4,90,074.80	50,591.18	19,402.91
<b>Total</b>	<b>11,06,093.08</b>	<b>8,50,486.41</b>	<b>2,27,194.00</b>	<b>1,94,867.00</b>
<b><u>ASSETS</u></b>				
<b>Non-current assets</b>				
(a) Fixed assets	34,028.00	34,178.83	285.97	205.22
(b) Goodwill on consolidation	10,525.81	10,525.81	-	-
(c) Non-current investments	50,991.91	48,199.90	1,75,660.30	1,66,161.30
(d) Long-term loans and advances	4,80,388.03	3,07,099.00	16,485.92	16,219.85
(e) Other non-current assets	-	-	245.48	362.15
	5,75,933.75	4,00,003.54	1,92,677.67	1,82,948.52
<b>Current assets</b>				
(a) Current investments	26,180.14	15,768.29	-	-
(b) Debt securities held as stock in trade	25,689.42	35,900.76	-	-
(c) Assets held for arbitrage activities	5,913.83	-	-	-
(d) Trade receivables	35,480.41	22,668.46	-	-
(e) Cash and bank balances	1,26,504.78	83,287.13	1,254.33	3,321.84
(f) Short-term loans and advances	3,03,819.26	2,90,881.57	31,252.37	7,578.62
(g) Other current assets	6,571.49	1,976.66	2,009.63	1,018.02
	5,30,159.33	4,50,482.87	34,516.33	11,918.48
<b>Total</b>	<b>11,06,093.08</b>	<b>8,50,486.41</b>	<b>2,27,194.00</b>	<b>1,94,867.00</b>





**Notes:**

- 1) The above audited financial results have been reviewed by the Audit Committee and on its recommendation have been approved by the Board of Directors at its meeting held on May 13, 2016, pursuant to Regulation 33 of SEBI (Listing Obligation and Disclosure Requirements), Regulations 2015.
- 2) The Board of Directors of the Company has recommended final dividend of Re. 0.85 per share of the face value of Re.1 each. The final dividend, if declared at the Thirty First Annual General Meeting, will result in cash outflow of Rs. 67.12. crore. The Company had paid the interim dividend of Re. 0.60 per share in February 2016. With the final dividend as above, the total dividend for the financial year 2015-16 would be Re. 1.45 per share aggregating Rs. 114.44 crore.
- 3) 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".
- 4) The figures of the last quarter ended March 31, 2016 are the balancing figures between audited figures in respect of the full financial year 2015-16 and published year to date figures up to the third quarter of the said financial year.
- 5) During the last quarter of the financial year 2015-16, the Allotment Committee of the Board has allotted 2,52,773 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. 78,89,85,636.
- 6) 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. 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.
- 7) 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.
- 8) Consolidated as well as Standalone unaudited financial results for the quarter and audited financial results for the year ended March 31, 2016 will be made available on the Company's website viz., [www.jmfl.com](http://www.jmfl.com) and websites of BSE Limited and National Stock Exchange of India Limited viz., [www.bseindia.com](http://www.bseindia.com) and [www.nseindia.com](http://www.nseindia.com) respectively.

Key stand-alone financial information is given below:

Particulars	Quarter Ended			Year Ended	
	31.03.2016 Audited	31.12.2015 Unaudited	31.03.2015 Audited	31.03.2016 Audited	31.03.2015 Audited
Total Income	4,165.51	763.90	962.36	15,777.46	10,453.78
Profit/(Loss) before tax	2,789.18	(22.02)	22.75	11,210.97	8,050.25
Profit/(Loss) after tax	2,808.12	(47.99)	53.52	11,225.08	7,810.65

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

Place: Mumbai  
Date: May 13, 2016



For and on behalf of the Board



**Nimesh Kampani**  
Chairman & Managing Director  
(DIN: 00009071)



**JM Financial FY 16 consolidated revenue up by 20% to Rs.1,685 crore and consolidated profit up by 21 % to Rs.400 crore. The Board of Directors recommends a final dividend of Re. 0.85 per share.**

**Mumbai, May 13, 2016:** The Board of Directors of JM Financial Limited, at its meeting held today, considered and approved the audited financial results for the year ended March 31, 2016. The Board recommended final dividend of Re. 0.85 for each equity share of the face value of Re.1/- each. The total dividend for the financial year 2015-16 would be Rs. 1.45 per share including interim dividend of Re. 0.60 paid by the Company.

**Q4 - FY 16 compared to Q4 - FY 15**

(Rs. in crore)

Particulars	Quarter ended March 31, 2016	Quarter ended March 31, 2015	% Increase
Total income	474.55	392.86	21%
Profit before tax	201.35	158.45	27%
Net profit after tax and before minority interest	148.24	114.04	30%
Net profit after tax, minority interest and share of associates	113.74	92.96	22%

**FY 16 compared to FY 15**

(Rs. in crore)

Particulars	Year ended March 31, 2016	Year ended March 31, 2015	% Increase
Total income	1,684.67	1,403.04	20%
Profit before tax	692.85	516.91	34%
Net profit after tax and before minority interest	525.73	379.28	39%
Net profit after tax, minority interest and share of associates	400.46	330.52	21%

The Earnings per share and Diluted Earnings per share, for FY 16 is Rs. 5.08 and Rs.5.04 respectively. The consolidated net worth as at March 31, 2016 stands at Rs. 2,804 crore and the debt equity ratio is 2.4 times. The net debt equity ratio is 2.1 times.



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

*"In the context of the long term sustained growth objective of the government, the focus on infrastructure and rural sectors in the budget was a step in the right direction. The decision of rate cut by the Reserve Bank of India in its bi-monthly monetary policy was also a welcome step to incentivise the economy.*

*India is projected to become the world's fastest growing economy by 2017 and is expected to sustain such growth over foreseeable timeframe.. Therefore despite the uncertainty in emerging and global markets, Indian markets will still offer tremendous wealth creation opportunities for the Investors.*

*We delivered sound results this year as well. Looking at the performance for the full year, the fund based businesses and asset management business have done reasonably well. It reflects our ongoing strategy to build platforms for growth while continuing focus on maintaining leadership in the advisory business. We also remain focused on maintaining prudent risk profile and building on our core values.*

*As we enter into the next financial year, while our priorities remain the same with an addition of focus to leverage on evolving opportunities in technology backed platforms that can be complimentary to our businesses."*

**Business Update**

**Investment banking and securities business:**

**Investment Banking business** continues to grow with a robust deal pipeline and several mandated transactions under execution. The business saw closure of long running transactions during this quarter. Given our in-depth understanding of the industry and Capital Markets, we continue to lead in the industry with customised advisory solutions.

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

- As BRLM for Qualified Institutional Placement by Suprajit Engineering Limited – Rs 150 crore
- As financial advisor to Bain Capital for its investment in QuEST Global Services Pte Ltd.
- As Financial advisor and manager to the delisting offer made by Essar Oil Limited.
- As Sole financial advisor to Hotel Leela ventures Limited on the closure of the Leela, Goa to Medtube Group.

- As Sole financial advisor and merchant banker to Reliance Infrastructure Limited for their open offer to the shareholders of Pipavav Defence and Offshore Engineering Company Limited.
- As advisor and arranger for a Private Equity investment round for a leading healthcare distribution company.

Our **Institutional Equities business** continued to focus on strengthening our client relationships across geographies and adding new clients. Our international offices in New York, Singapore and Mauritius have clearly helped deepen our relationships with marquee global funds.

During the quarter, the Institutional Equities business hosted its 6th annual investor conference in New York in March 2016. The conference was extremely well received with strong participation from both leading corporates and large institutional investors.

The business also continues to expand and deepen its research product across a wide spectrum of sectors and companies and latest technology enhancements across functions.

**Investment Advisory and Distribution business** offers wealth management, equity brokerage and Independent Financial Distribution services.

**Wealth management business** offers wealth management services to High Net worth, Ultra High Net worth & Corporate clients and follows model of asset allocation and custody services. Open product architecture through combination of in-house offerings and third party products positioned JM Financial as "Unbiased trusted advisor" to the clients. We follow a hub and spoke model where the smaller cities are covered by the team based in our offices in 7 major cities.

The **AUM** of our wealth management business stood at over **Rs. 26,958 crore** as on March 31, 2016. 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.

Our **Equity brokerage business** offers equity sales and trading services to HNIs, Corporates and Retail clients. This group is supported by technical and fundamental research teams who generate Investment and derivative strategists who generate Investment and Trading ideas.

We have presence in 260 locations spread across 111 cities through a network of branches and franchisees.

In the **distribution business**, we have a large network of over 8,300 active Independent Financial Distributors (IFDs) who distribute various financial products

across the country. During the quarter, we helped corporates mobilise more than Rs. 930 Crore in fixed deposit schemes and fixed income products.

Mutual fund mobilization was to the tune of Rs.30,846 crore and IPO distribution was to the tune of Rs.2,922 crore during the quarter.

#### **Fund based business:**

The overall lending book stood at **Rs. 7,214 crore** as on March 31, 2016 as against Rs.5,388 crore as on March 31, 2015. Out of the total lending book, the real estate lending was **Rs.5,629 crore** whereas the non-real estate lending was **Rs.1,586 crore**. The treasury book as on March 31, 2016 for the fixed income securities stood at **Rs. 257 crore**. We continued our efforts of diversifying our sources and maturities for our borrowing profile. Our long term borrowing as a proportion of total borrowing stood at approximately **37 %** on March 31, 2016. Our commercial real estate funding focus is on Tier - 1 cities, viz., Mumbai, Pune, Bangalore and Chennai. We plan to selectively enter into new geographies to expand our business. The Budget proposal to extend the recovery powers to NBFC's under the SARFESI Act will help our risk mitigation and recovery processes.

During the quarter, **the asset reconstruction business** actively participated in several NPA auction processes and also initiated discussions with banks for acquiring non-performing assets. This was a good quarter in terms of acquisition. We closed nineteen deals – nine fresh acquisitions and ten deals as part of debt aggregation. Focused efforts were made towards resolution of our acquired portfolio and majority of the recovery came from restructured accounts.

Recognising the role of Asset Reconstruction Companies (ARCs) in dealing with high level of stress in the Indian banking system, the Budget also addressed a long standing demand from the ARCs to enable sponsors to hold up to 100% stake in an ARC. In addition, the Budget has also allowed 100% FDI in ARCs through automatic route. These provisions will open up avenues for ARCs and facilitate them to strengthen the capital base and effectively participate in the huge NPA market in India. Allowing non-institutional investors to invest in SRs and removing the 74% investment cap in each scheme of SRs for FPIs will lead to increase in the depth of Security Receipts market. The budget also provides clarity on taxation in the hands of Trusts set up by ARCs and confers a pass-through status to the Trusts. Passing of the Bankruptcy Law is another positive development towards NPA resolution.

With persistent high level of NPAs, improving economic scenario and increasing recognition for the role of ARCs, the outlook for the business looks promising. We will continue to focus on acquisition of accounts with revival potential and restructuring & resolution of our acquired portfolio.

#### **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. 770 crore.



Both the **private equity fund** and **real estate fund** continue to work closely with its portfolio companies to seek exit opportunities.

The **Private Equity Fund** returned an **aggregate 74.90%** of the capital contribution received from its Investors in Indian Rupee terms.

The domestic scheme of the **Real Estate Fund** returned an **aggregate 54%** of the capital contribution received by it and the **offshore scheme returned 49%** of its capital contribution both in Indian Rupee terms.

**Asset Management:**

We offer a bouquet of 17 mutual fund schemes across the risk-return spectrum that cater to the specific needs of both institutional and non-institutional investors. Our risk and fund management framework allows us to effectively manage risk while generating high quartile returns across the product categories that we offer.

**The average AUM** of our Mutual Fund schemes during the quarter ended March 31, 2016 stood at **Rs. 16,161 crore**. Out of this AUM, the AUM in the **equity schemes was at Rs. 7,114 crore**, under the **Arbitrage scheme at Rs 2,966 crore** and the **AUM of the debt schemes stood at Rs. 6,081 crore**.

-ends-

The audited financial results are attached. Both, the press release and audited financial results are available on our website [www.jmfl.com](http://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](http://www.jmfl.com) or **contact:**

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Corporate Communications	Group Chief Financial Officer
Tel.: +91 22 6630 3475	Tel.: +91 22 6630 3460
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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.



**JM Financial Limited**

Investor Presentation

*May 13, 2016*



## Safe harbour

*This presentation describing our activities, projections and expectations for the future, may contain certain 'forward looking statements' 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 businesses as well as ability to implement our strategies. We are under no obligation to publicly amend, modify or revise any forward looking statement on the basis of any subsequent developments, information or events and assume no liability for any action taken by anyone on the basis of any information contained herein.*

# Sustainable growth – Oriented portfolio

- JM Financial is a four decade old institution founded by Mr. Nimesh Kampani
- Servicing clients across the financial services spectrum
- PAN India Presence
- Firm four-decade footprints - proven track record of growth & sustainability
- Pioneered innovative products in the financial services space
- Trusted & preferred partner – client centric business model

## Investment Banking, Securities and Wealth Management

- Corporate Finance Advisory
- M&A Advisory – domestic & cross border
- Private Equity Synd
- Equity Capital Markets - Debt Capital Markets
- Equity Research, Sales & Trading
- Wealth Management
- Financial Products Distribution

## Fund based activities

- Margin Financing
- Loan against property
- Loan against Shares
- Broker Funding
- Commercial Real Estate
- Debt Restructuring
- ESOP Funding

## Asset Management

- Mutual Funds

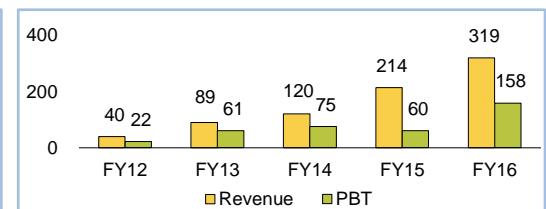
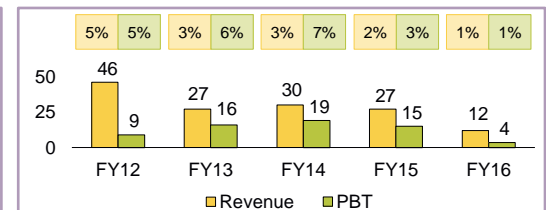
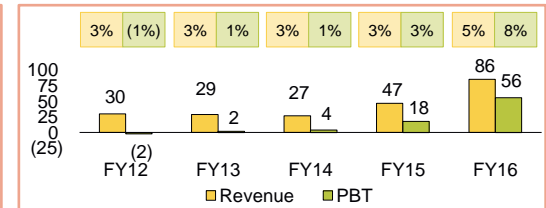
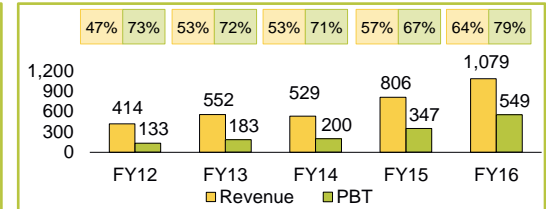
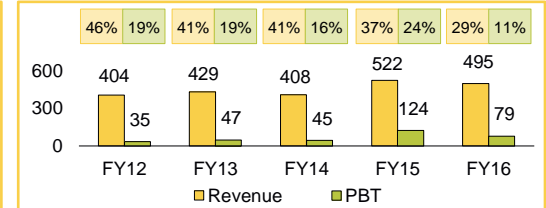
## Alternative Asset Management

- Real Estate Fund
- Private Equity Fund

## Asset Reconstruction Business

- Acquisition of Bank NPA's and resolution thereof

Revenue & PBT in ₹ Cr.



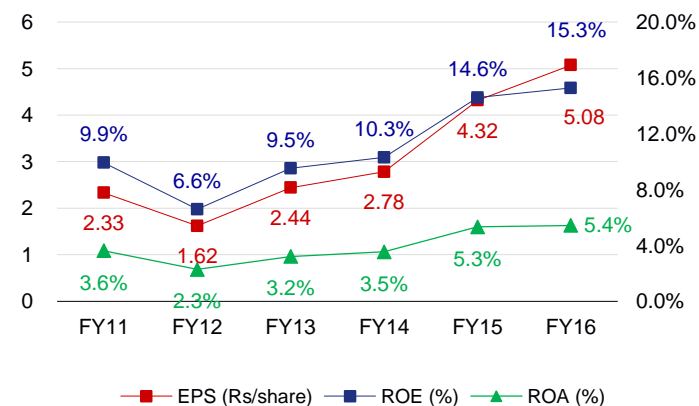
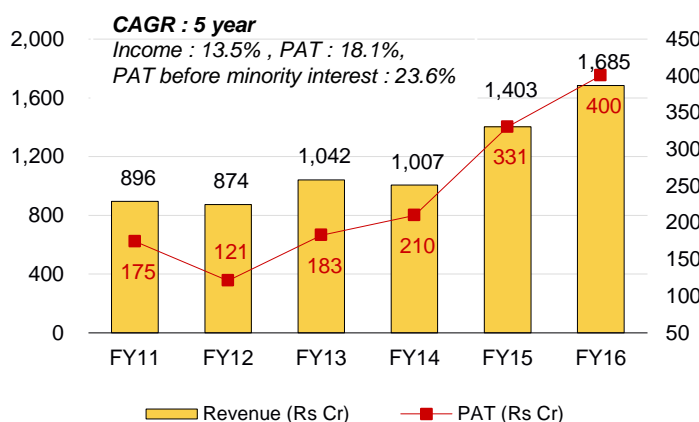
% contribution of consolidated revenue

% contribution of consolidated PBT

- Four decades of prominent presence depicting –
  - value driven growth and;
  - long-term sustainability
- Q4 FY16 highlights –
  - Revenue ₹ 475 Cr
  - PBT ₹ 201 Cr
  - Net profit before minority interest ₹ 148 Cr
  - EPS ₹ 1.44
  - ROE 17.4%
  - ROA 6.1%

## Accelerated pace of growth

### Consistent performance amidst volatile markets



ROA = Net profit before minority interest / Average total assets

### Expanding latitude year on year

2008 – 2016

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

2003 – 2007

- NBFC (Securities Backed Financing)
- Alternative Asset Mgmt (Private Equity & Real Estate)
- Broking (Debt & Commodity)

1991 – 2002

- Institutional Equities (Research & Sales)
- Asset Management (Mutual Fund)
- Cross Border (M&A, ADR & GDR)
- Broking (Equity)

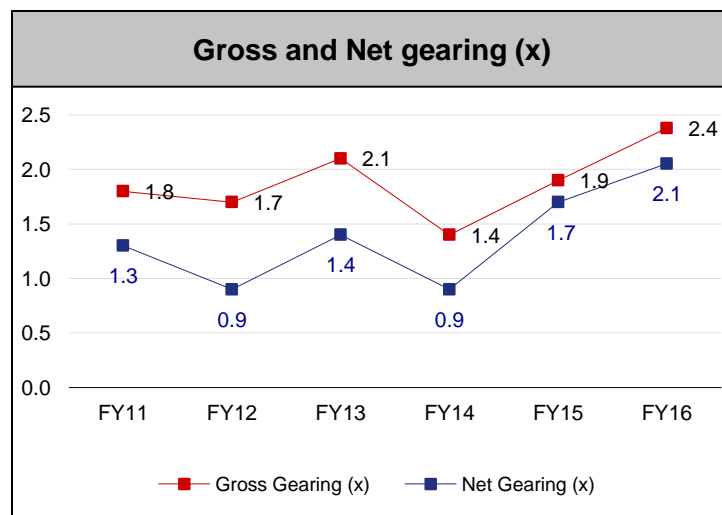
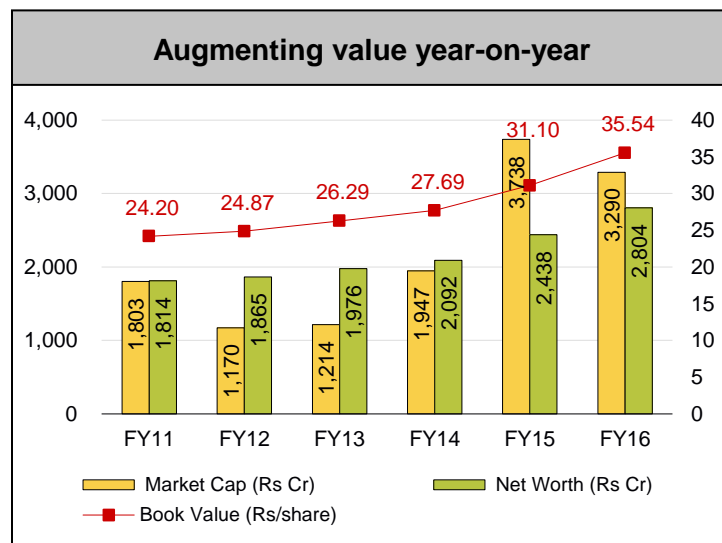
1973-1990

- Wealth Management (Investment Advisory)
- Financial Product Distribution – creation of retail investing culture
- Investment Banking



- Delivering consistent superior returns to shareholders -
- Stock trading at a P/E of around 8.2x and a P/B of 1.1x
- Continued focus on maximizing shareholders' return

## Delivering value



Stock performance vs. Indices		
Stock / Index	12-M	3-Y
JMFL	-8%	126%
CNX 500	-3%	38%
CNX Smallcap	-4%	50%
CNX Bank	-7%	22%
CNX Finance	-6%	25%

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

# Key features of consolidated financial performance

## Key Features

Net worth on March 2016 ₹ 2,804 Cr (March 2015 ₹ 2,438 Cr), Book value on March 2016 ₹ 35.54

Loan book on March 2016 at ₹ 7,214 Cr (March 2015 at ₹ 5,388 Cr)

Average Daily Turnover as on March 2016 in the secondary market at ₹ 2,137 Cr (March 2015 ₹ 2,420 Cr)

Wealth Management AUM on March 2016 at ₹ 26,958 Cr (March 2015 ₹ 17,383 Cr)

Asset Reconstruction AUM on March 2016 at ₹ 9,820 Cr (March 2015 ₹ 8,398 Cr)

Alternative Asset Management AUM on March 2016 at ₹ 773 Cr (March 2015 ₹ 942 Cr)

Asset Management Quarterly Average AUM at ₹ 16,161 Cr (Q4 FY15 ₹ 12,231 Cr)

**I : Yearly performance – FY16**



# Key features of FY16 Consolidated financial performance

## Key Features

Gross revenue ₹ 1,685 Cr (FY15 ₹ 1,403 Cr), up 20 %

Profit before tax ₹ 693 Cr (FY15 ₹ 517 Cr), up by 34 %

Profit after tax and before minority interest ₹ 526 Cr (FY15 ₹ 379 Cr), up by 39%

Profit after tax ₹ 400 Cr (FY15 ₹ 331 Cr), up by 21 %

PAT Margin at 23.8 % (FY15 23.6 %)

Earning per share stood at ₹ 5.08 (FY15 ₹ 4.32)

Consolidated group RoE at 15.3 % (FY15 14.6%)

## Results for FY16 (Consolidated)

₹ Cr	FY16	FY15	YoY
<b>Gross Revenue</b>	<b>1,685</b>	<b>1,403</b>	<b>20%</b>
Sub-brokerage	77	97	-21%
Employee cost	264	235	12%
Operating cost	118	115	3%
Finance cost	512	420	22%
Depreciation	20	18	12%
<b>Profit before tax</b>	<b>693</b>	<b>517</b>	<b>34%</b>
<b>Profit after tax</b>	<b>470</b>	<b>361</b>	<b>30%</b>
Share in profit of Associates	55	19	195%
<b>Net profit before minority interest</b>	<b>526</b>	<b>379</b>	<b>39%</b>
Minority interest	-125	-49	157%
<b>Net Consolidated profit</b>	<b>400</b>	<b>331</b>	<b>21%</b>

## Segment performance

Segment revenue	FY16	FY15	YoY
Investment Banking and Securities Business	495	522	-5%
Fund Based Activities	1,079	806	34%
Alternative Asset Management	13	27	-53%
Asset Management	86	47	83%
Others	194	139	39%
<b>Total Segment Revenue</b>	<b>1,866</b>	<b>1,542</b>	<b>21%</b>
Less: Inter - segmental revenue	181	139	31%
<b>Total Revenue</b>	<b>1,685</b>	<b>1,403</b>	<b>20%</b>
Segment PAT	FY16	FY15	YoY
Investment Banking and Securities Business	54	85	-36%
Fund Based Activities	315	217	45%
Alternative Asset Management	4	11	-66%
Asset Management	25	10	158%
Others	2	8	-67%
<b>Total</b>	<b>400</b>	<b>331</b>	<b>21%</b>



## **II : Quarterly performance – Q4 FY16**

# Key features of Q4 FY16 consolidated financial performance

## Key Features

Gross revenue ₹ 475 Cr (Q3FY16 ₹ 426 Cr, Q4FY15 ₹ 393 Cr)

Profit before tax ₹ 201 Cr (Q3FY16 ₹ 178 Cr, Q4FY15 ₹ 158 Cr)

Profit after tax and before minority interest ₹ 148 Cr (Q3FY16 ₹ 150 Cr, Q4FY15 ₹ 114 Cr)

Profit after tax ₹ 114 Cr (Q3FY16 ₹ 117 Cr, Q4FY15 ₹ 93 Cr)

PAT margin at 24.0 % (Q3FY16 27.5%, Q4FY15 23.7%)

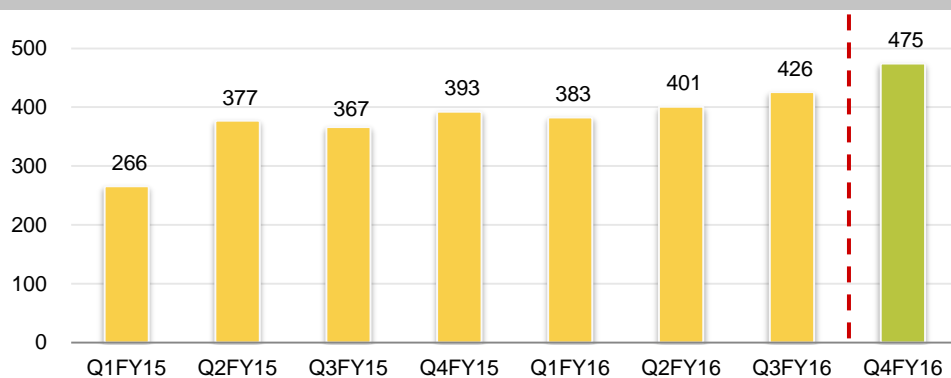
Earning per share stood at ₹ 1.44 (Q3 FY16 1.49, Q4 FY15 1.21) (not annualised)

Consolidated group annualised RoE at 17.4% (Q3FY16 17.8%, Q4FY15 16.2%)

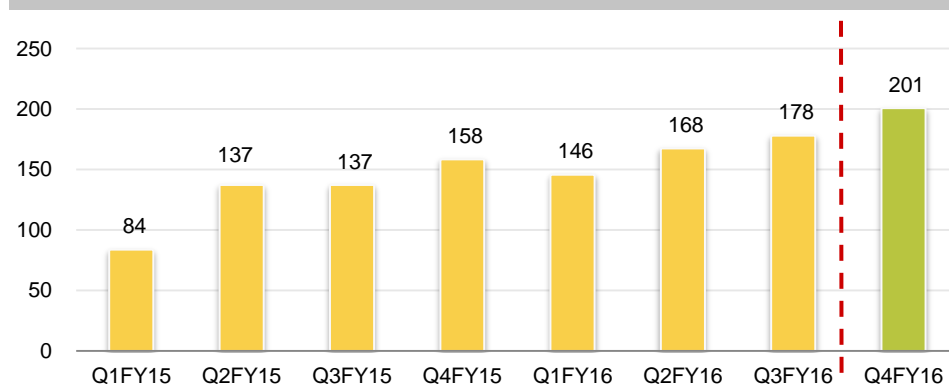
# Consolidated financial performance – Quarter by Quarter

## Snapshot

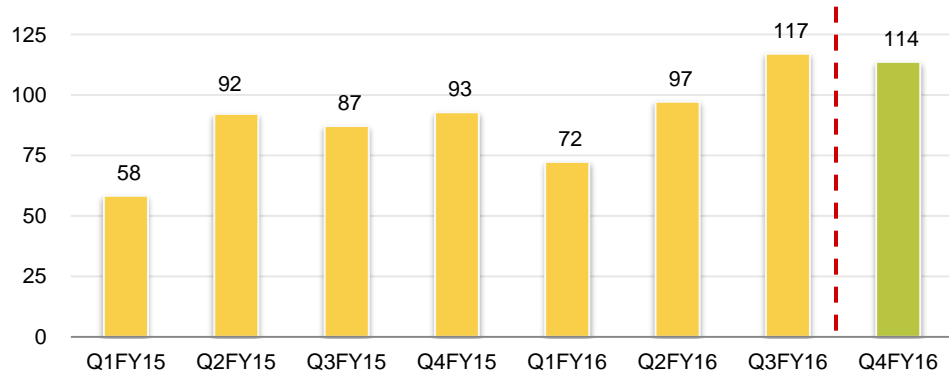
**Gross revenue (₹ Cr)**



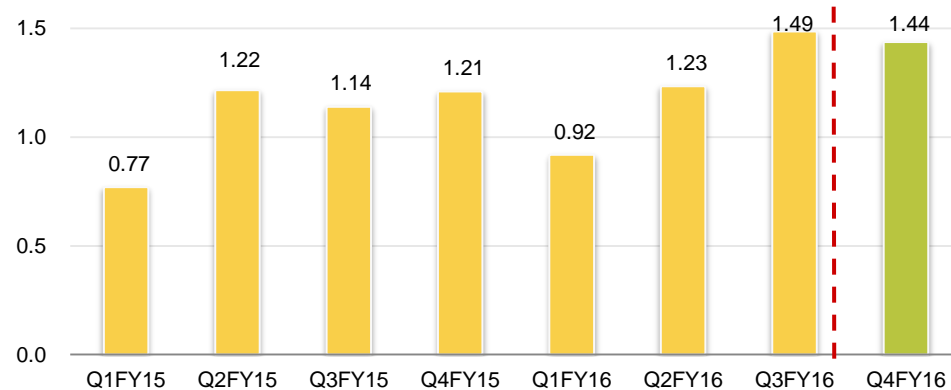
**Profit before tax (₹ Cr)**



**Net consolidated profit (₹ Cr)**



**EPS (₹) ( not annualised)**

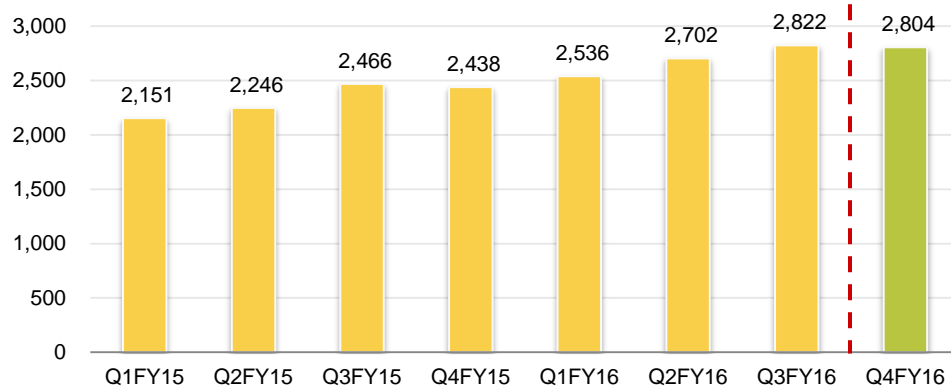




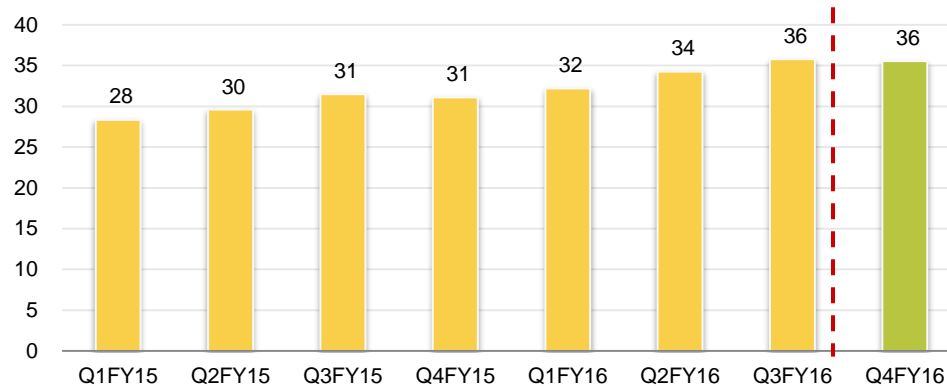
# Consolidated financial performance – Quarter by Quarter

## Snapshot

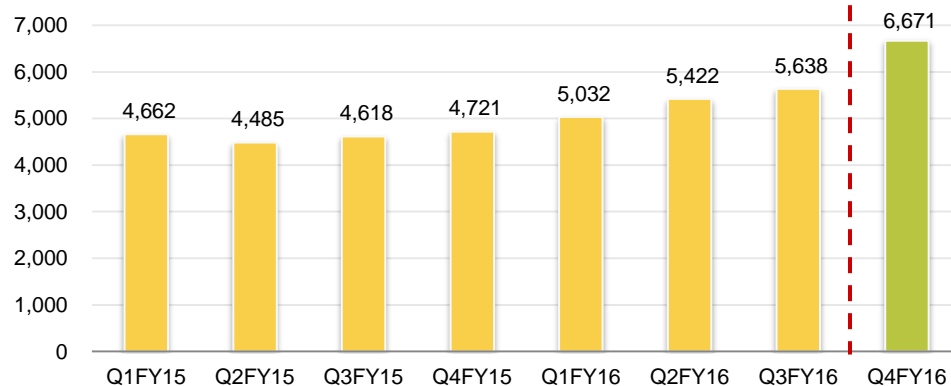
**Net worth (₹ Cr)**



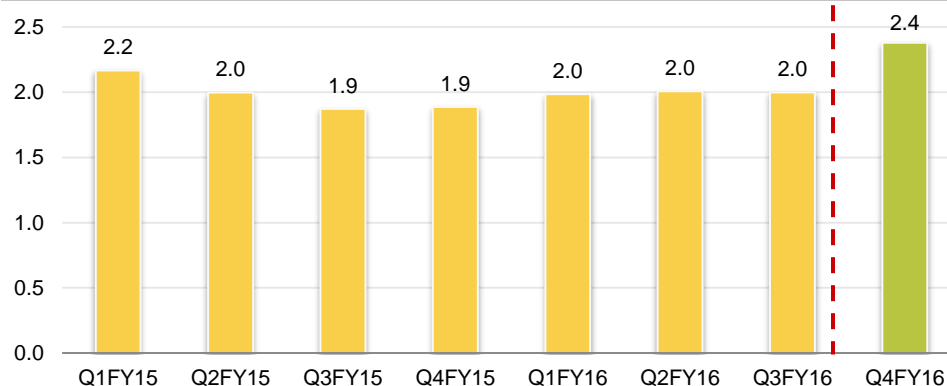
**Book value per share (₹)**



**Borrowings (₹ Cr)**



**Debt equity**



## Results for Q4 FY16 (Consolidated )

₹ Cr	Q4 FY16	Q3 FY16	QoQ	Q4 FY15	YoY
<b>Gross Revenue</b>	<b>475</b>	<b>426</b>	<b>11%</b>	<b>393</b>	<b>21%</b>
Sub-brokerage	18	20	-8%	25	-28%
Employee cost	71	64	12%	51	39%
Operating cost	40	25	58%	41	-3%
Finance cost	139	134	4%	113	24%
Depreciation	5	5	-2%	4	19%
<b>Profit before tax</b>	<b>201</b>	<b>178</b>	<b>13%</b>	<b>158</b>	<b>27%</b>
<b>Profit after tax</b>	<b>143</b>	<b>117</b>	<b>22%</b>	<b>107</b>	<b>33%</b>
Share in profit of Associates	5	33	-85%	7	-29%
<b>Net profit before minority interest</b>	<b>148</b>	<b>150</b>	<b>-1%</b>	<b>114</b>	<b>30%</b>
Minority interest	-34	-33	-5%	-21	64%
<b>Net Consolidated profit</b>	<b>114</b>	<b>117</b>	<b>-3%</b>	<b>93</b>	<b>22%</b>

## Segment performance

Segment revenue	Q4 FY16	Q3 FY16	QoQ	Q4 FY15	YoY
Investment Banking and Securities Business	143	109	32%	131	10%
Fund Based Activities	297	288	3%	245	21%
Alternative Asset Management	4	4	7%	8	-52%
Asset Management	23	24	-7%	13	71%
Others	51	17	205%	18	176%
<b>Total Segment Revenue</b>	<b>518</b>	<b>441</b>	<b>17%</b>	<b>416</b>	<b>25%</b>
Less: Inter - segmental revenue	43	15	189%	23	88%
<b>Total Revenue</b>	<b>475</b>	<b>426</b>	<b>11%</b>	<b>393</b>	<b>21%</b>

Segment PAT	Q4 FY16	Q3 FY16	QoQ	Q4 FY15	YoY
Investment Banking and Securities Business	18	5	271%	15	19%
Fund Based Activities	85	102	-17%	75	14%
Alternative Asset Management	1	1	-8%	1	2%
Asset Management	5	8	-34%	1	763%
Others	4	0	919%	1	259%
<b>Total</b>	<b>114</b>	<b>117</b>	<b>-3%</b>	<b>93</b>	<b>22%</b>

### **III : Balance sheet highlights**



# Balance sheet highlights

## Balance Sheet Highlights

Net worth on March 2016 ₹ 2,804 Cr (March 2015 ₹ 2,438 Cr)

Borrowings on March 2016 ₹ 6,671 Cr (March 2015 ₹ 4,721 Cr)

Free cash and cash equivalent on March 2016 ₹ 914 Cr (March 2015 ₹ 578 Cr)

Debt equity : Gross gearing 2.4x, Net gearing 2.1x

Balance sheet size on March 2016 ₹ 10,956 Cr (March 2015 ₹ 8,400 Cr)

Loan book on March 2016 ₹ 7,214 Cr (March 2015 ₹ 5,388 Cr)

CRISIL upgrades long term rating of JM Financial group companies to 'CRISIL AA/Stable'  
ICRA and India ratings have maintained long term rating of JM Financial group companies to AA/Stable'

## Summary Balance sheet

₹ Cr	As at March 31, 2016	As at March 31, 2015
<b>Equity and Liabilities</b>		
Shareholders' funds	2,804	2,438
Minority interest	669	655
Borrowings	6,671	4,721
Other liabilities and provisions	812	586
<b>TOTAL</b>	<b>10,956</b>	<b>8,400</b>
<b>Assets</b>		
Loan book	7,214	5,388
Investment in associates	269	214
Treasury fund	1,969	1,258
Arbitrage and trading book	316	359
Fixed assets	340	342
Other assets	848	839
<b>TOTAL</b>	<b>10,956</b>	<b>8,400</b>

## **IV : Business update**

- Over four decades of leadership in M&A and Capital Markets
- Strong track record of landmark M&A transactions
- Pioneer in innovating capital market products
- Wide & deep sectoral coverage both from a corporate finance & research perspective
- BW Business World Magna Awards 2015 – “M&A Deal Maker of the Year”
- Ranked as number 2 in the indian M & A league table for FY16 by Mergermarket

## Investment Banking business



Key strength lies in innovative structuring and execution of complex, challenging deals and restructuring of corporate groups & businesses.



Strong long-term Indian Corporate relationships



Leadership positions in all product areas and unmatched market share for landmark transactions



Best-in-Class Execution Team with focus on client satisfaction



Won a number of awards and recognitions over the years for our advisory and execution capabilities. Awarded ‘Best Corporate and Institutional Bank –Domestic’ and ‘Best Equity House’ at the The Asset Triple A Country Awards.

# Investment banking business

Snapshot for Q4FY16

As BRLM for Qualified Institutional Placement by Suprajit Engineering Limited – Rs 150 crore

As financial advisor to Bain Capital for its investment in QuEST Global Services Pte Ltd

As Financial advisor and manager to the delisting offer made by Essar Oil Limited

As Sole financial advisor to Hotel Leelaventures Limited on the closure of the Leela, Goa to Medtube Group

As Sole financial advisor and merchant banker to Reliance Infrastructure Limited for their open offer to the shareholders of Pipavav Defence and Offshore Engineering Company Limited

As advisor and arranger for a Private Equity investment round for a leading healthcare distribution company



# Wealth Management and Broking business

## Wealth Management



Wealth AUM stands at ₹ 26,959 Cr with a team size of 53 wealth advisors as on March 2016



Presence in 7 major cities in India i.e. Mumbai, Delhi, Bangalore, Ahmedabad, Pune, Kolkata & Hyderabad



Intensely client-oriented approach, create customised long-term Asset Allocation strategy and provide them with unbiased investment solutions



Full service providers to clients across all products like Investment Banking, Corporate Finance etc.



Focus on growing Discretionary Assets



Around 8,320 active IFDs  
Coverage of broking segment - 111 cities

## Broking business



Worldwide institutional reach - dominant global & local institutional franchise



Institutional distribution strength - We cover 150 funds across regions



Institutional Equities offices at Singapore and New York



Extensive research coverage of 179 companies

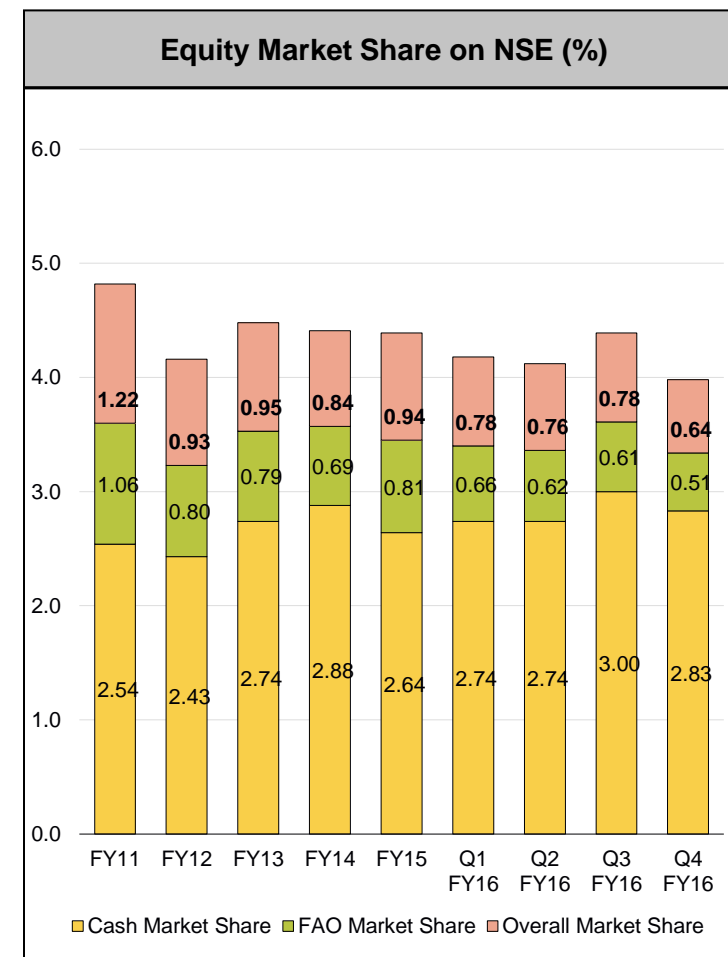
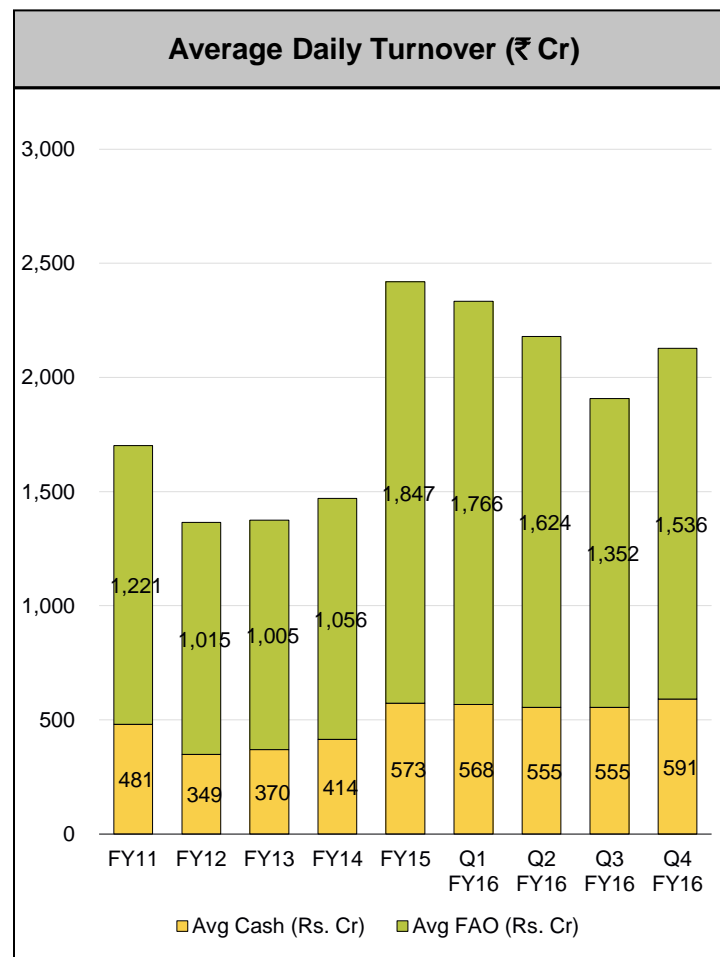


Average daily turnover in Q4FY16 - Rs. 2,127 Cr, which includes cash segment of Rs. 591 Crs



Market Share on NSE in Q4FY16 – overall 0.64%, 2.83 % cash segment

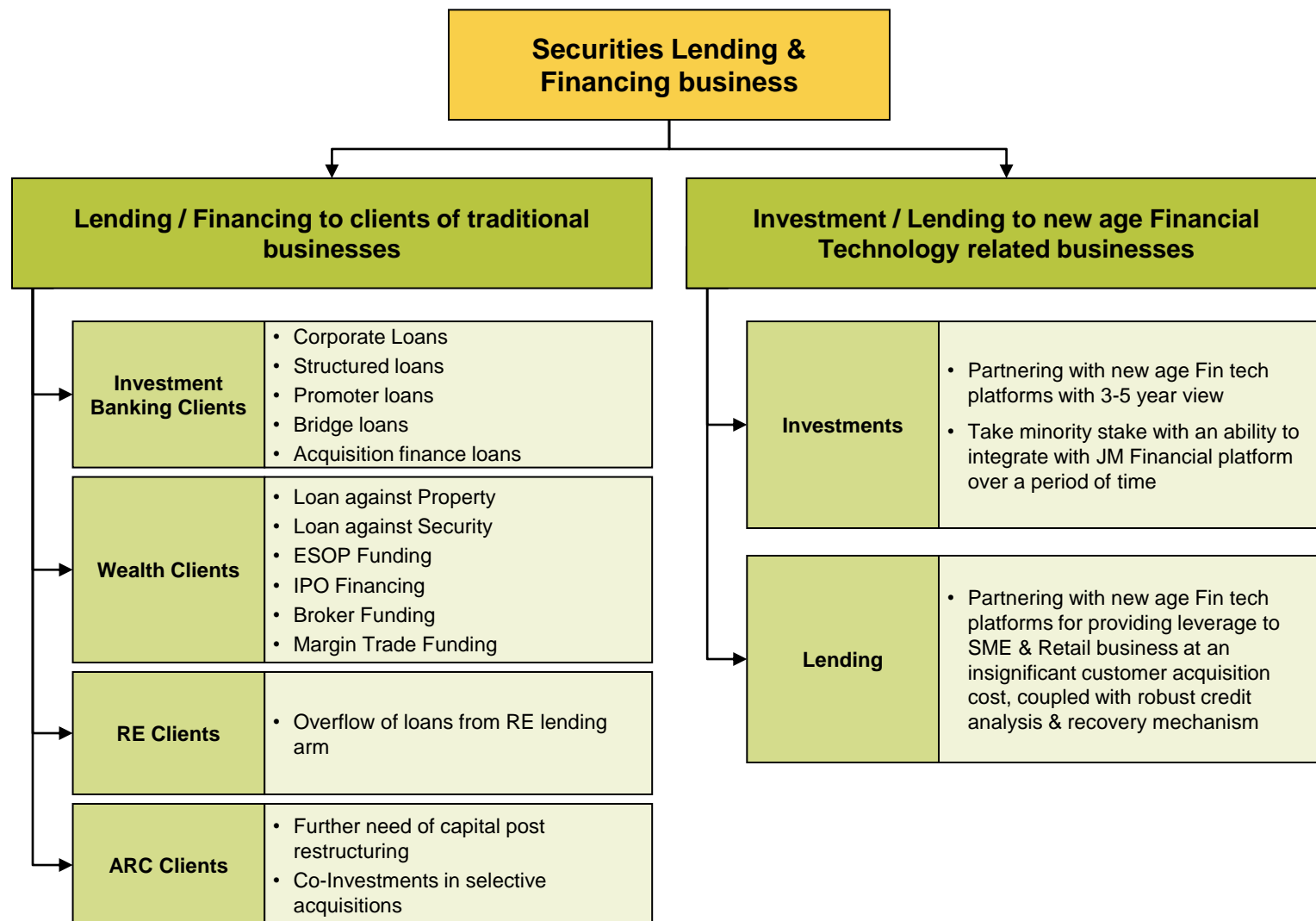
# Wealth Management and Broking business



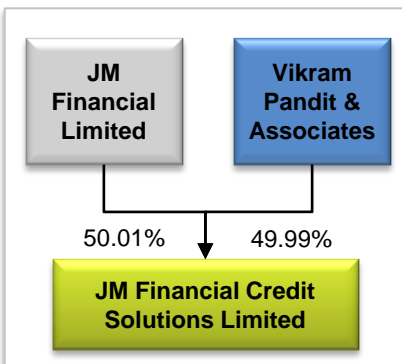
**Significant turnover in cash translating in higher returns**

# Securities Lending and Financing business

- JM Financial Products Ltd. is the Non-Banking Finance Company (NBFC) of the JM Financial Group. The company enjoys the highest short-term credit rating of A1+ from CRISIL
- During the year CRISIL re-affirmed the “CRISIL A1+” (highest grading) rating for the Commercial Paper program as well its “CRISIL AA/ Stable” rating for long term NCD issuances and bank loan rating



## Commercial Real Estate Lending business



- Strong Balance sheet : Net worth / Owned fund of 1,136 Crore
- JMFL and Vikram Pandit & Associates have created a true strategic partnership not a vanilla PE deal



The real estate financing arm of JM Financial Limited, looks at providing an integrated financial solution to real estate developers – Major focus on real estate project financing



Lending book has grown from INR 1,844 crs in the beginning of FY 2015-16 to ₹ 4,074 Cr till March 2016



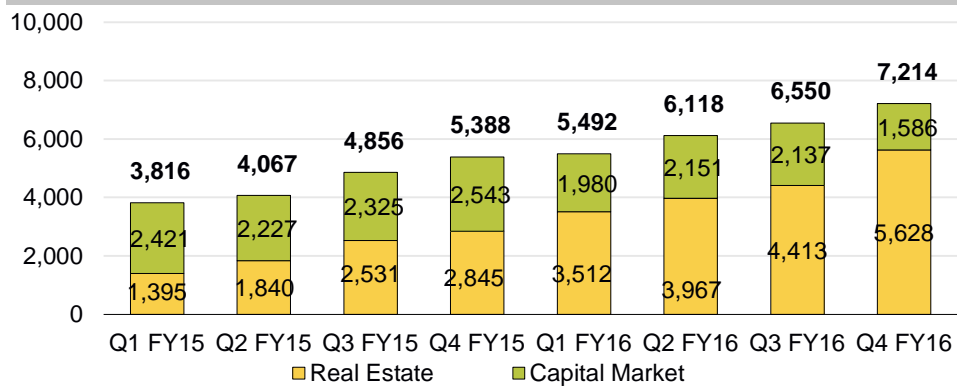
- Book comprises of 40 clients – significant focus on repeat business
- Most of the clients with over 25 years of experience in the industry
- Focus on Tier I markets – Mumbai, Bengaluru, Pune and Chennai
  - With loan disbursements of 50% in Mumbai, 24% Bengaluru, 15% Pune, 11% Chennai and others
- 90% of the book is cashflow backed lending
- 73% of the book is against residential projects



Prominent Relationships – Kalpataru, Wadhwa, RMZ, Embassy, Kanakia, Peninsula, Adarsh, Goel Ganga, Rajesh Lifespaces and Lodha amongst others

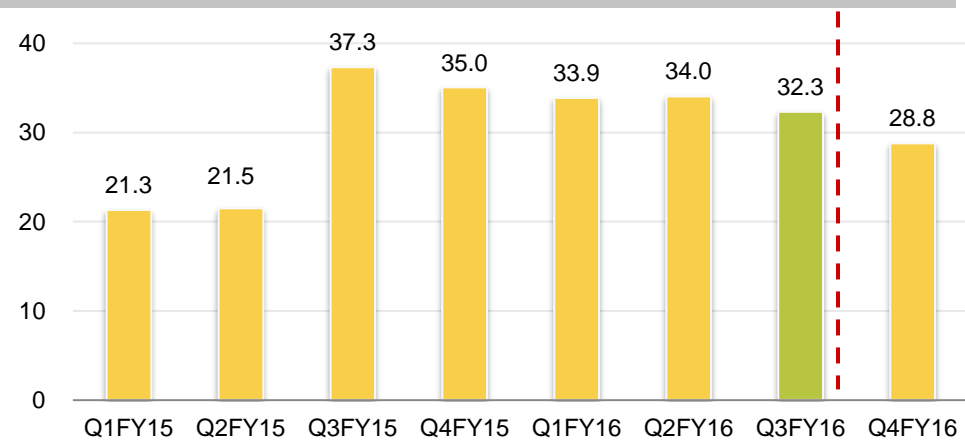
# Highlights – Fund Based Activities

**Loan book (₹Cr)**

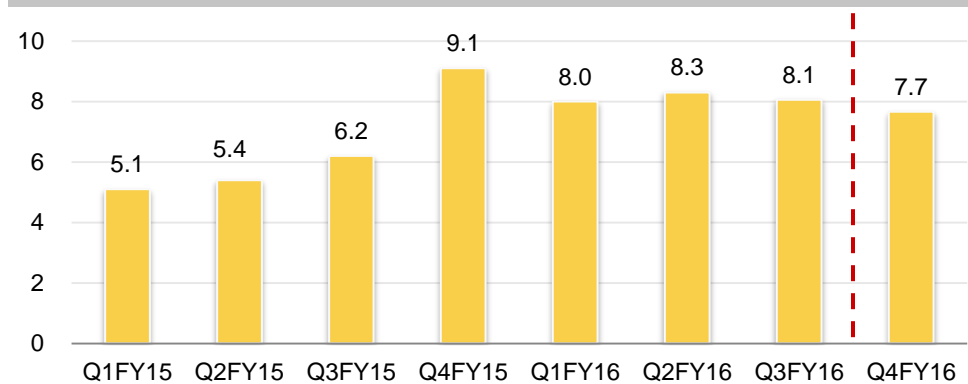


Includes 116 Cr of IPO funding in Q3FY16

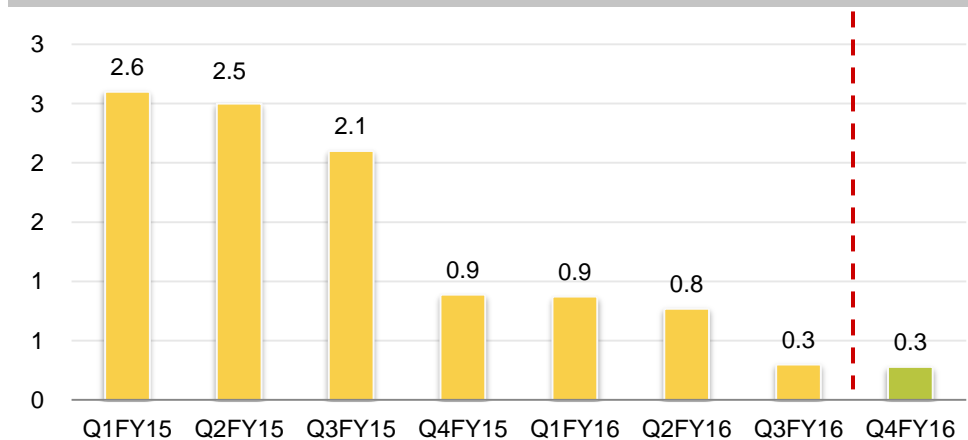
**Capital Adequacy Ratio (%)**



**Net Interest Margin (%)**



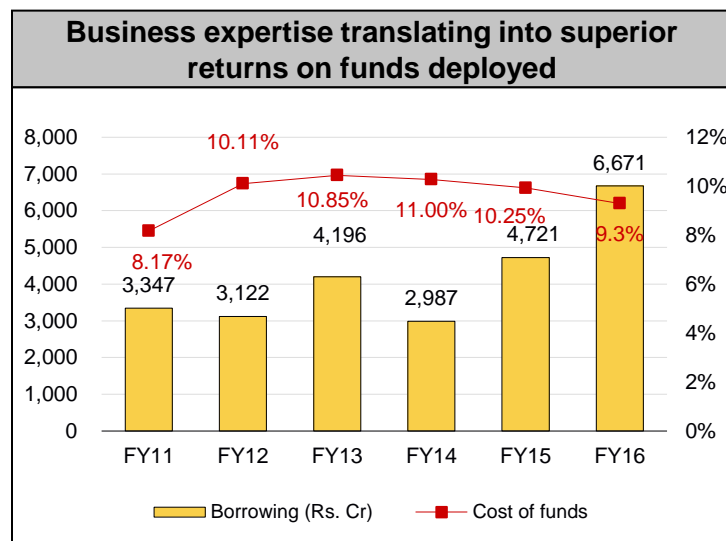
**Gross NPA (%)**



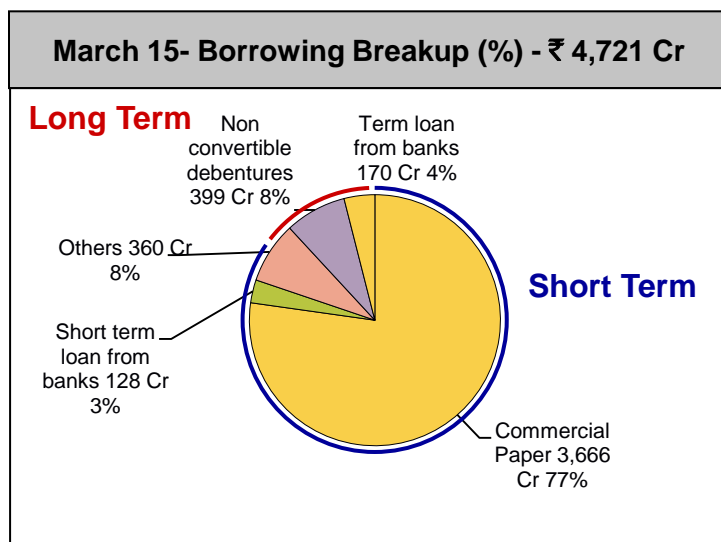
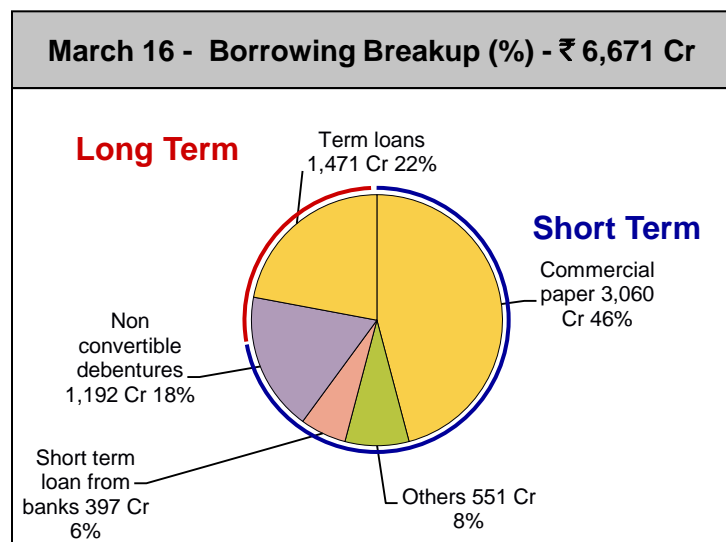


# Borrowing profile

- Capital Adequacy Ratio : 28.8%
- Long term debt rating:  
CRISIL AA STABLE  
ICRA AA STABLE  
India Ratings AA STABLE
- Short term debt rating:  
CRISIL A1+  
ICRA A1+
- Business strength coupled with visible future growth & long-term sustainability facilitate minimal debt servicing risk
- Group Borrowing & ALM committee meets regularly to :
  - review the ALM profile of the group
  - advise on diversifying borrowings based on asset maturity profiles



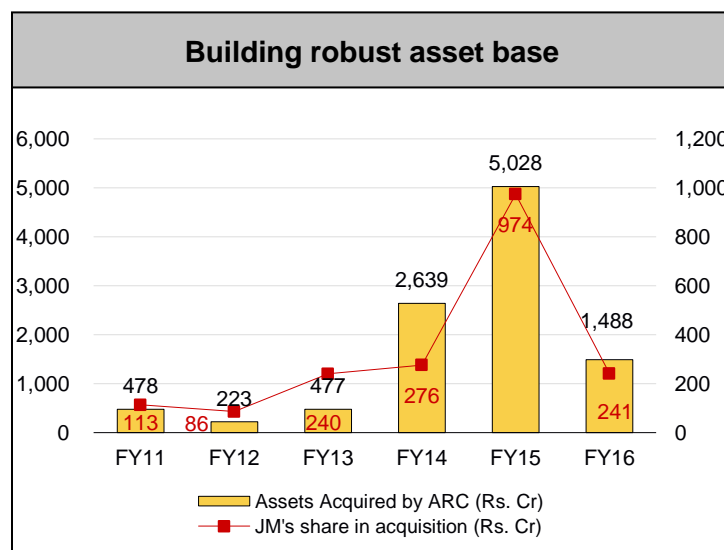
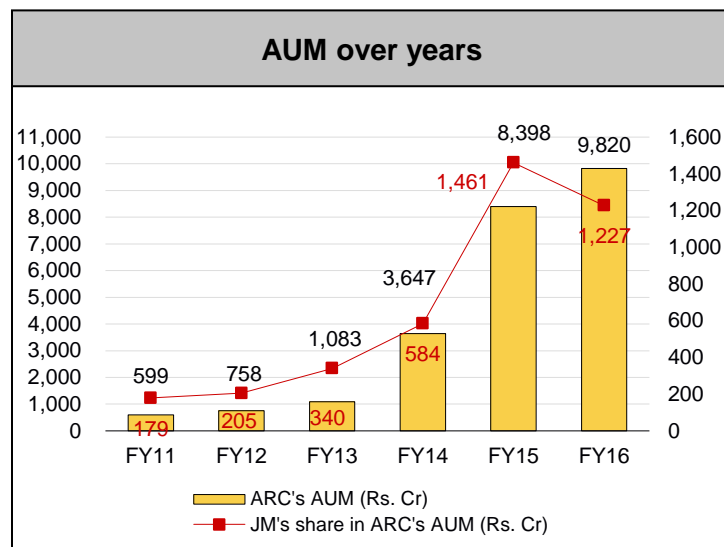
**Borrowing vs. Loan book translating into a NIM of 7.7%**



**Near term focus on diversifying sources of funds and lenders' profiles**

# Asset Reconstruction

- RBI registered ARC engaged in the business of Distressed Assets management in India
- Highest capitalized private sector ARC in the Indian industry
- Current AUM of ₹ 9,820 Cr comprising Corporate, SME and Retail portfolios
- In-house legal expertise and synergies from group wide professional expertise



## Significant potential upside in the asset reconstruction business

- RBI's concern over bank NPA's expected to increase the sell-down of distressed assets to ARCs
- Recent amendments expected to pave way for better & quicker returns –
  - improve quality of sell-down by banks at proper valuation
  - better due diligence by ARCs
  - speedy recovery due to early involvement of ARCs

## Breakthrough Hotel Leela deal

Hotel Leela Resolution – Phase I

Concluded sale of Hotel Leela Goa for ₹ 725 Cr. 69% of class A SRs along with yield and incentive fees.

# Asset Management

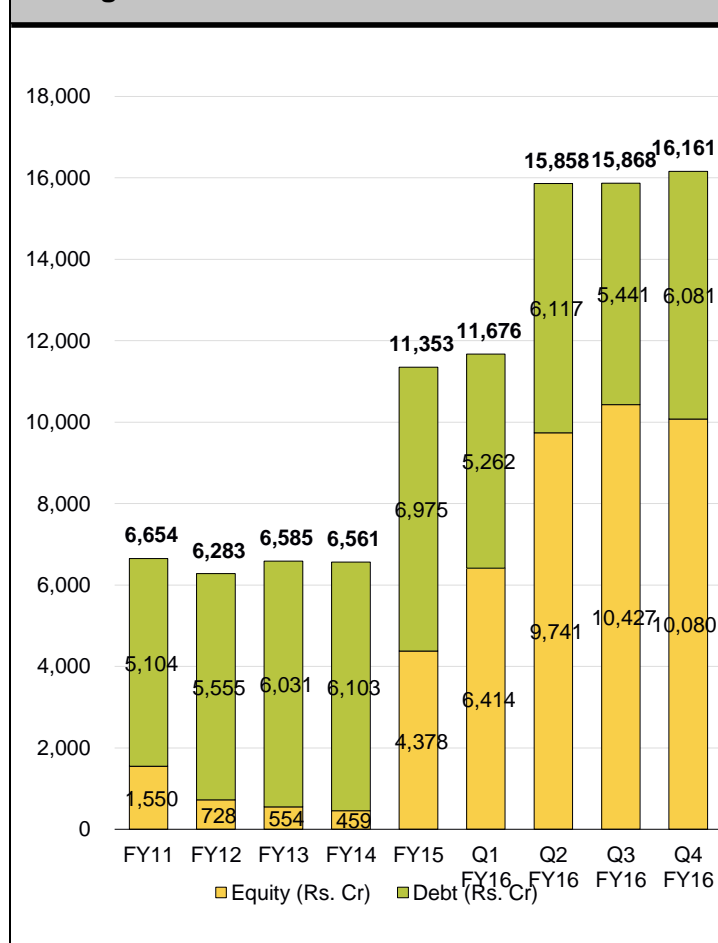
## Real Estate

- India focused fund with investments in commercial, residential, retail and hospitality sectors
- Approx. 45% funds raised from international investors
- AUM as on March 31, 2016 – ₹ 233 Cr
- No. of investments: 13
- No. of Exits: 5 full and 2 part
- Fully drawn down & invested
- Amount distributed till date ₹ 202 Cr.

## Private Equity

- India focused long term PE fund - providing growth capital to fast growing, primarily unlisted companies
- Approx. 85% of funds raised from International investors
- AUM as on March 31, 2016 - ₹ 540 Cr
- No. of investments: 13
- No. of Exits: 5 full
- Fully drawn down & invested
- Amount distributed till date ₹ 682 Cr

## Significant increase in AUM – CAGR 22.3%



## As on March 31, 2016

- Quarterly Average AUM (QAAUM): ₹16,161 Cr
- Rank (QAAUM): 17 among 43 Mutual Funds
- Market Share: 1.19%

## Reach

- Servicing and investor base of around **140,656** through **17** branches and **81** Investor Service Centres
- 17 schemes categorized under – Long Term Debt, Short Term Debt, Balance, Equity Arbitrage and Equity

- One of the well capitalized and profitable AMC in the industry

### Note:

1. Equity AUM for FY15 and Q4 FY16 include arbitrage fund of Rs. 3,084 and Rs.2,966 Cr resp

- Risk management given paramount importance
- Risk management embedded in the business processes
- Effective and adequate internal controls

## Effective Risk Management Framework

**1**

**Robust risk management architecture encompassing independent identification, measurement and management of risk across various businesses of the Group**

**2**

**Effective systems, processes and adequate review mechanism to actively monitor, manage and mitigate risks**

**3**

**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**

**5**

**Independent Internal Audit firms appointed to review and report on the business processes and policies in all operating companies of the Group**

# Community Engagement

- At JM Financial, CSR extends beyond a statutory obligation
- Firm belief in strengthening and uplifting the lesser privileged communities

- 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-privileged
  - fund-raiser inviting contributions towards the various causes supported by JM 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 learning material in Braille
  - Joy of Giving week – Joy boxes, Blood donation camps & Paraplegic Foundation



## Key Takeaways



**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**

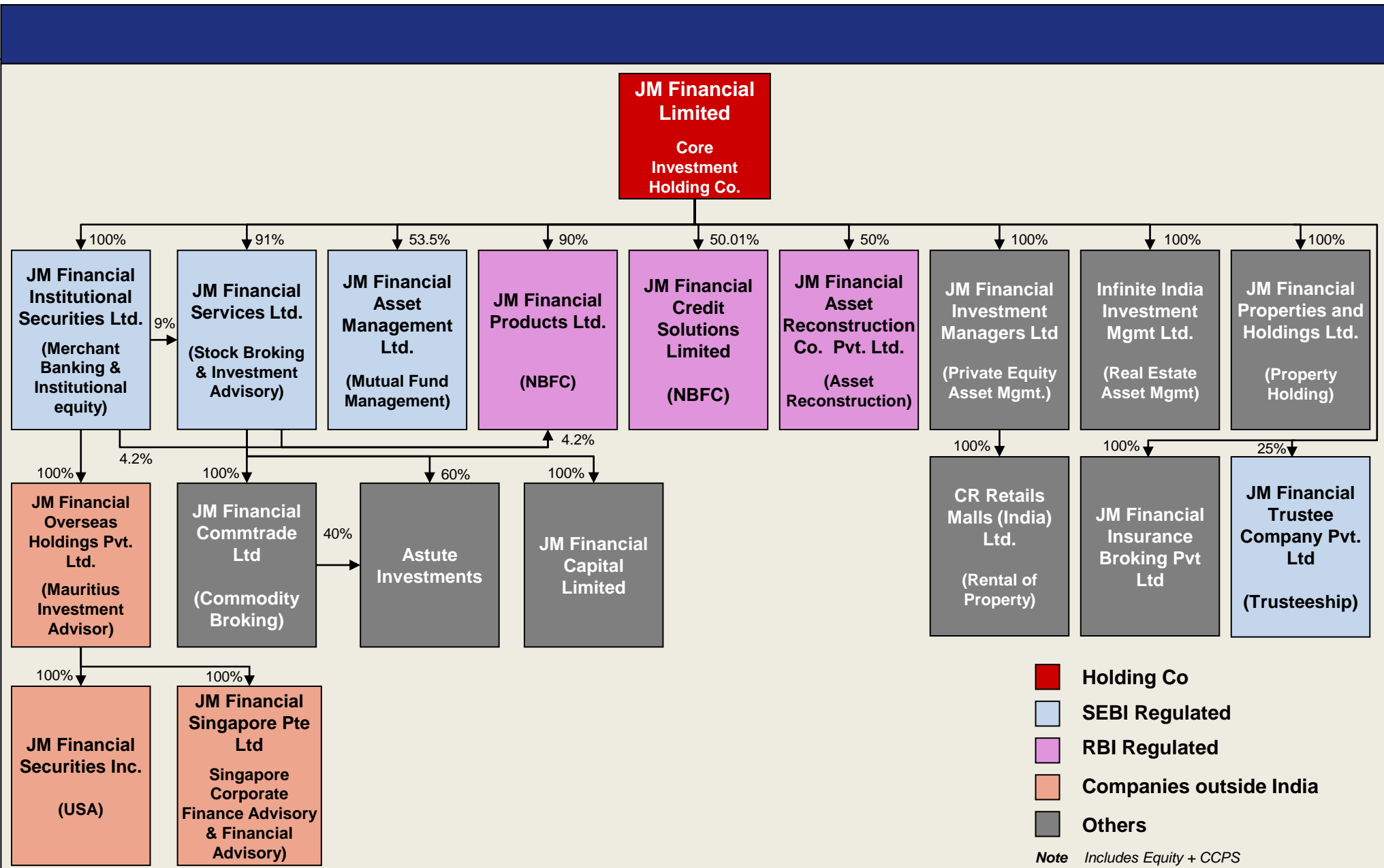


**Conservative gearing backed with adequate cash facilitates**

# Appendix

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# JM Financial Limited its Subsidiaries & Associates



# JM Financial Limited – Shareholding Pattern

## Share holding pattern – as on March 31, 2016

Name of the Shareholder	% Shareholding
<b>Promoter &amp; Promoter Group</b>	<b>65.67%</b>
<b>Foreign Institutional Investors</b>	13.64%
<b>Mutual funds / UTI</b>	3.13%
<b>Financial Institutions / Banks</b>	0.01%
<b>Non-Institutions</b>	17.55%
<b>Public Shareholding</b>	<b>34.33%</b>

## Public holding of more than 1% of total number of shares – as on March 31, 2016

Name of the Shareholder	% Shareholding
Morgan Stanley Asia (Singapore) Pte	6.33%
Valiant Mauritius Partners Ltd & Associates	3.96%
IDFC Premier Equity Fund	2.99%
Azim Hasham Premji	2.77%
Vikram Shankar Pandit	1.48%
<b>Total</b>	<b>17.53%</b>