

July 19, 2018

BSE Limited
Department of Corporate Services
1st Floor, New Trading Ring
Rotunda Building, P J Towers
Dalal Street, Fort,
Mumbai 400001

Dear Sirs,

Sub: Corporate Presentation

Security Code: 523405

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, read with Para A of Part A of Schedule III thereto, we wish to inform you that a corporate presentation is being uploaded on the website of the Company viz., www.jmfl.com for information of the investors. A copy of the said presentation is attached.

We request you to disseminate the above information on your website.

Thank You.

Yours faithfully, for JM Financial Limited

P. K. ands.

P K Choksi

Group Head – Compliance, Legal & Company Secretary



JM Financial Limited

Quarter ended June 30, 2018 – Results update *July 18, 2018*

Safe Harbour

This presentation and the following discussion may contain "forward looking statements" by JM Financial Limited ("JM Financial" or "JMFL" or the "Company") that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives are based on the current beliefs, assumptions, expectations, estimates and projections of the management of JMFL about the business, industry and markets in which JMFL operates.

These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and other factors, some of which are beyond JMFL's control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements.

Such statements are not and should not be construed as a representation of future performance or achievements of JMFL. In particular, such statements should not be regarded as a projection of future performance of JMFL. It should be noted that the actual performance or achievements of JMFL may vary significantly from such statements.

The Financial Results of the Company commencing from April 1, 2018 are being prepared in accordance with the applicable Indian Accounting Standards, whereas the Financial Results till March 31, 2018 were being prepared as per the applicable Indian GAAP. Due to the above change, figures for the period prior to March 31, 2018 are not comparable with the figures post April 1, 2018. Similarly, the figures wherever appearing in the corporate presentation for the period prior due to implementation of the Ind As are not comparable with the figures post April 2018.



Key implications on financial statements upon migration to Ind AS

Expected Credit 6
Loss (ECL)

Under the ECL model, the loan loss provision is made on the basis of the loan book's historical loss experience and future expected credit loss depending on the credit quality assessment. ECL adjustment has had a negative impact on our networth and on this quarter's profits

Amortization of fee income and cost under effective interest rate (EIR)

Fees generated on loans originated and the corresponding costs including processing fees incurred on borrowings have been amortized over the life of the loan / period of service. This has resulted in temporary deferral of revenue and cost recognition. This has resulted in a negative impact on our networth and a marginal negative impact on our profits for this quarter

Fair value implications on financial assets

On the date of transition, all financial assets have been recorded in the balance sheet at fair value. The impact of fair valuation of financial assets, post initial recording in the balance sheet has been accounted through the statement of profit and loss. FVTPL has had a positive impact on our networth

Consolidation of trusts in the Distressed Creditor Business

The trusts where we have a controlling interest have been consolidated after fair valuing the assets held by each of those trusts. This has had a positive impact on our networth

Segment reclassification

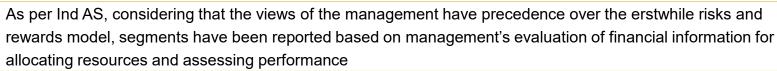




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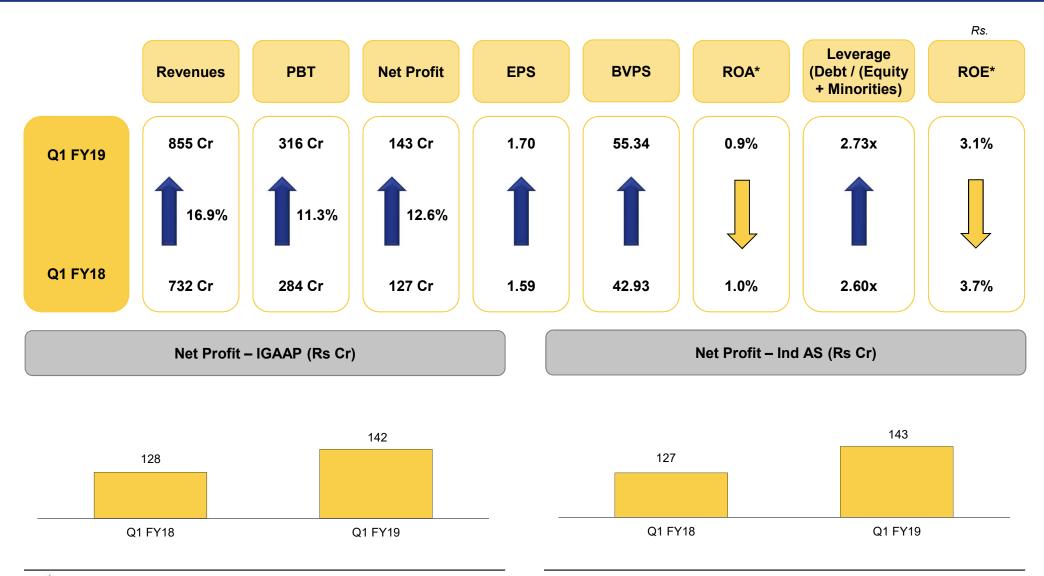
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Key Highlights – Consolidated Performance – Ind AS





Consolidated Profit & Loss Statement – Ind AS

Particulars (Rs Cr)	Q1 FY19	Q1 FY18	YoY %
Gross Revenue	855	732	16.9%
Employee cost	105	98	7.1%
Other expenses	93	81	13.0%
Finance cost	335	263	27.4%
Depreciation	6	6	1.0%
PBT	316	284	11.3%
Tax Expense	117	101	15.7%
PAT	199	183	8.8%
Share in profit of Associates	#	#	-28.9%
PAT before share in profit of Associates	199	183	8.8%
Other Comprehensive Income	#	#	31.6%
Total Comprehensive Income before Minority Interest	199	183	8.8%
Minority Interest	57	56	0.4%
Total Comprehensive Income after Minority Interest	143	127	12.6%



Reconciliation of Net Profit - IGAAP and Ind AS

Particulars (Rs Cr)	Quarter ended 30.06.2018 Unaudited
Net profit after tax and before minority interest (IGAAP)	196
Add / (Less):	
Provision for expected credit Loss	(8)
Inc / (Dec) in interest income / borrowing cost pursuant to application of effective interest rate (net)	4
Diminution in fair valuation of investments	(5)
Gain on fair valuation of investments SR	51
Consolidation impact – ARC Trusts	(21)
Increase / (Decrease) in employee benefit expenses due to fair valuation of ESOP	(1)
Deferred tax impact on above	(17)
Total effect of transition to Ind AS	3
Net profit after tax (before OCI) as per Ind AS	199
Other comprehensive Income (net of tax)	#
Net profit after tax and before minority interest (Ind AS)	199

IGAAP financials are based on management reports and have not been subjected to review by auditors



Consolidated Balance Sheet – Ind AS

Particulars (Rs Cr)	As at June 30, 2018	As at June 30, 2017
Assets	Julie 00, 2010	5 4110 55 , 25 17
Loan book (Net of Effective Interest Rate)	16,314	12,017
Distressed asset book (Investment in SRs / Loan)	3,037	2,468
Treasury fund	2,614	1,308
Arbitrage and trading book	748	406
Property, Plant and Equipment	375	379
Other assets	1,302	1,468
TOTAL	24,390	18,047
Equity and Liabilities		
Shareholders' Funds	4,646	3,420
Minority Interest	1,416	1,166
Share of security receipt holders	526	531
Borrowings (Net of Effective Interest Rate)	16,545	11,925
Other Liabilities and Provisions	1,257	1,005
TOTAL	24,390	18,047



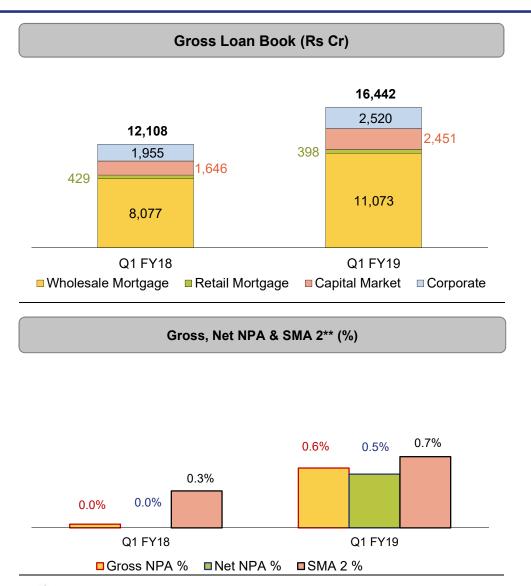
Reconciliation of Net worth - IGAAP and Ind AS

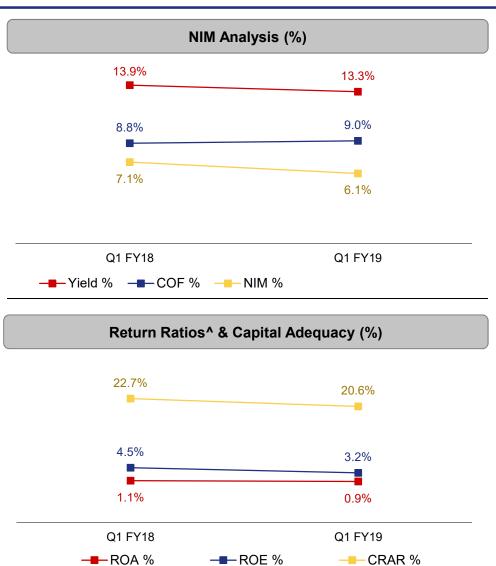
Particulars (Rs Cr)	As at 30.06.2018 Unaudited
Net worth as per the erstwhile Indian GAAP (IGAAP) before minority interest	5,939
Add / (Less):	
Provision for expected credit Loss	(26)
Increase in interest income / borrowing cost pursuant to application of effective interest rate method	(123)
Gain on fair valuation of investments	132
Gain on fair valuation of investments - SR	188
Increase / (Decrease) in employee benefit expenses due to fair valuation of Employee Stock Option	(3)
Deferred tax impact on above	(45)
Total effect of transition to Ind AS	123
Net profit after tax (before OCI) as per Ind AS	6,062
Other comprehensive Income (net of tax)	#
Net worth as per the Ind AS before minority interest	6,062

IGAAP financials are based on management reports and have not been subjected to review by auditors



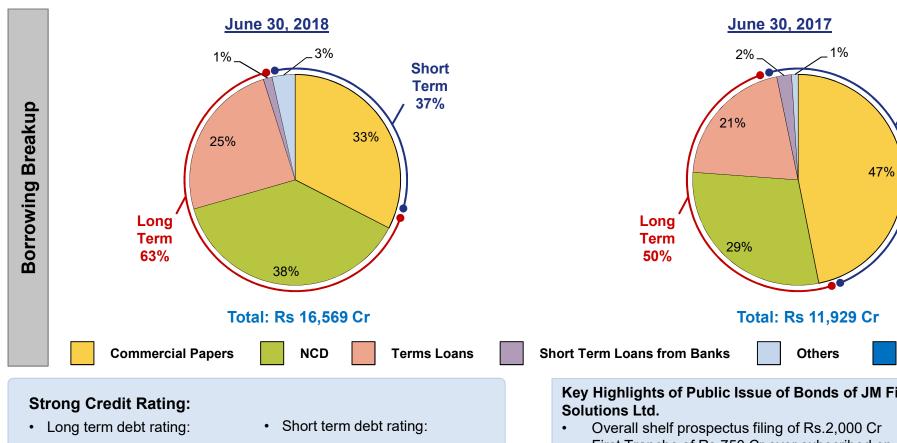
Lending book Profile – Ind AS







Borrowing Profile



- CRISIL AA STABLE
- ICRA AA STABLE
- India Ratings AA STABLE
- CRISIL A1+
- ICRA A1+

Key Highlights of Public Issue of Bonds of JM Financial Credit

- First Tranche of Rs.750 Cr over subscribed on Day 1
- Majority demand in 5 year and 10 year tenures providing long term money

JM Financial Home Loans Ltd. rated AA Stable by ICRA



Short

Term

50%

ICD

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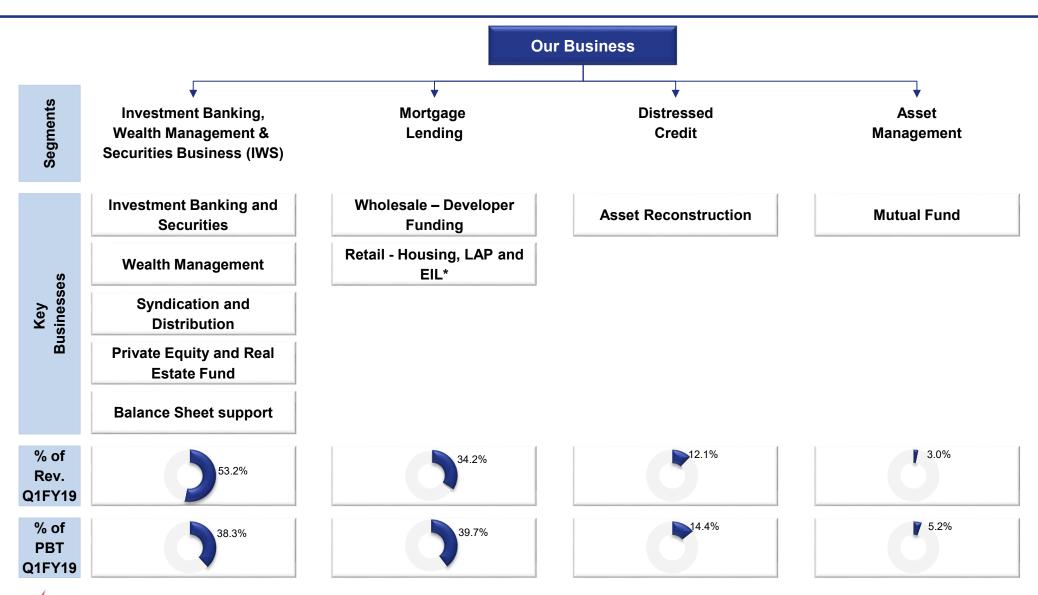
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Our Business





Segment Performance – Ind AS

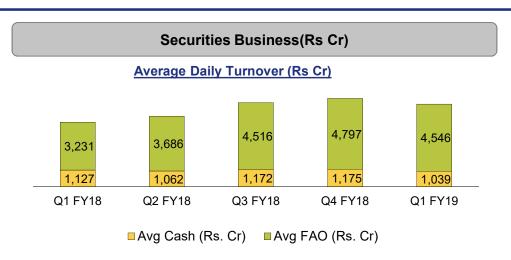
	Ind AS			
Segment revenue (Rs Cr)	Q1 FY19	Q1 FY18	YoY	
Investment Banking, Wealth Management and Securities Business*	456	505	-9.7%	
Mortgage Lending	292	237	23.1%	
Distressed Credit	103	81	27.2%	
Asset Management	26	22	17.0%	
Others	20	10	101.7%	
Total Segment Revenue	897	855	3.9%	
Less: Inter - segmental revenue	(41)	(123)	-71.7%	
Total Revenue	855	732	16.9%	
Segment PAT (Rs Cr)	Q1 FY19	Q1 FY18	YoY	
Investment Banking, Wealth Management and Securities Business	77	69	11.6%	
Mortgage Lending	40	42	-4.8%	
Distressed Credit	13	9	44.8%	
Asset Management	7	6	23.4%	
Others	6	1	N/M	
Total	143	127	12.6%	



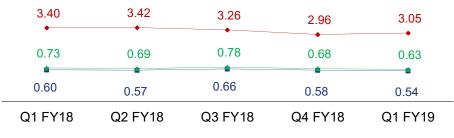
IWS – Key Non Financial Information

Investment Banking Transactions

- Lead Financial & Transaction Advisor to Adani Enterprises Limited on the demerger of its Renewable Energy Business into Adani Green Energy Limited
- Fairness Opinion to the board of directors of Century Textiles and Industries Limited on the share entitlement ratio for the demerger of its cement business undertaking into Ultratech Cement Limited through a composite scheme of arrangement
- Fairness Opinion to the board of directors of Merck Limited on valuation of biopharma, performance materials and life sciences business division for transfer to MLS Private Limited
- Manager to the Open Offer by Xchanging Technology Services India Private Limited along with Computer Sciences Corporation India Private Limited and DXC Technology Company to the shareholders of Xchanging Solutions Limited
- Book running lead manager to the IPOs of Indostar Capital Limited (~Rs. 1,844 Cr) and Fine Organics Limited (~Rs. 600 Cr)
- Book running lead manager to the Qualified Institutions Placement ("QIP") of Oberoi Realty Limited (~Rs. 1,200 Cr)
- Lead manager to the public issue of secured non-convertible debentures of JM Financial Credit Solutions Limited (~Rs.750 Cr)

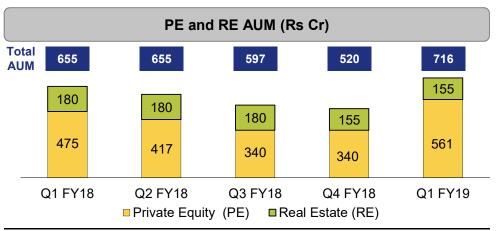


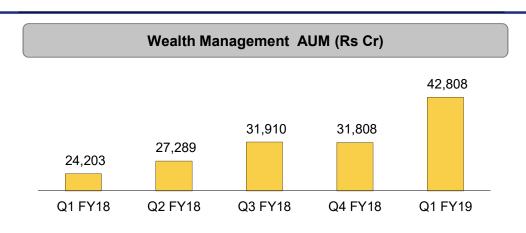






IWS – Key Financial Information





New PE Fund commitment	of Rs	225 Cr is	included in	10FY19

of wealth advisors as of 1Q FY19: 56

Particulars (Rs Cr) – IND AS	Q1 FY19	Q1 FY18	YoY %
Net worth + MI	2,563	2,067	24.0%
Loan Book	7,760	6,429	20.7%
Gross Revenue	456	505	-9.7%
Less: Inter Segment Dividend	-	94	-100.0%
Net Revenue	456	416	10.6%
Operating expenses	163	147	11.3%
Finance Cost	163	150	8.7%
Provisions / Bad Debts	5	5	N/M
PBT	122	108	12.9%
Tax	44	39	12.8%
PAT before Minority Interest	77	69	11.5%
Minority Interest	#	#	N/M
PAT after Minority Interest	77	69	11.6%
ROE (%)*	3.1%	3.4%	



Mortgage Lending

Business Overview

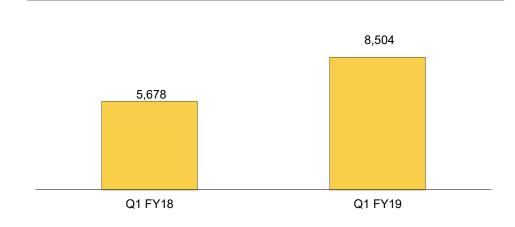
- Provides an integrated financial solution to real estate developers with major focus on real estate project financing
- 82 groups significant focus on repeat business
- Most of the clients with over 25 years of experience in the industry
- Focus on Tier I markets Mumbai, Bengaluru, Pune and Chennai
 - Loan disbursements of 39.5% in Mumbai, 23.3%
 Bengaluru, 13.2% Chennai, 7.7% Pune, 6.1%
 NCR and 10.2% others
- 85.8% of the book is cashflow backed lending
- 76.0% of the book is against residential projects

Retail

Wholesale

- Home loans business commenced operations in December 2017 with a focus on affordable housing
- Have set up 5 clusters across Maharashtra and Gujarat
- Small ticket LAP loans business operation in Mumbai, Ahmedabad, Chennai and Pune
- Focus on affordable and growing private institutions with operations in Western and Southern Indian region

Loan Book (Rs Cr)



Particulars (Rs Cr) - IND AS	Q1 FY19	Q1 FY18	YoY %
Net worth + MI	1,785	1,450	23.1%
Revenue	292	237	23.2%
Operating expenses	17	13	53.5%
Finance Cost	140	93	50.5%
Provisions / Bad Debts	9	2	267.6%
PBT	126	129	-2.3%
PAT before Minority Interest	81	84	-3.6%
Minority Interest	41	42	-2.4%
PAT after Minority Interest	40	42	-4.8%
ROA* (%)	1.0%	1.5%	
ROE* (%)	4.7%	6.0%	



Distressed Credit – Asset Reconstruction

Business Overview

Long Term Credit Rating of AA- and Short Term Credit Rating of A1+ by ICRA & CARE. Comfortable gearing of 1.86x

This business has multiple income streams like Management Fees, Interest income and Upside / Yield

Current AUM of ~Rs 13,294 Cr comprising Corporate Accounts and Corporate/SME/ Retail Portfolios

Business related activities such as Financial & Legal due diligence for acquisitions, resolutions and document storage etc. are conducted by only in-house resources and not outsourced

Focus on Restructuring and Revival of Corporate Accounts.

Long Term Positive Drivers

 The various initiatives taken by regulatory authorities shall lead to increase in bad loans due to slippages from the SMA category thereby increasing opportunities for ARCs to participate in the NPA market.

 The RBI vide its circular dated Feb 12, 2018 withdrew all the restructuring schemes (CDR,SDR, S4A, 5:25) and got in place a time bound process for resolution of bad loans in consonance with IBC i.e. March 01,2018.

 The new norms direct Banks to start Insolvency proceedings on accounts with debt of Rs.2,000 Crore and more if stress is not resolved within 180 days*

 This move will bring in more transparency, also early warnings and resolutions will result in a higher probability of turnaround or timely asset sell-off of distressed accounts.



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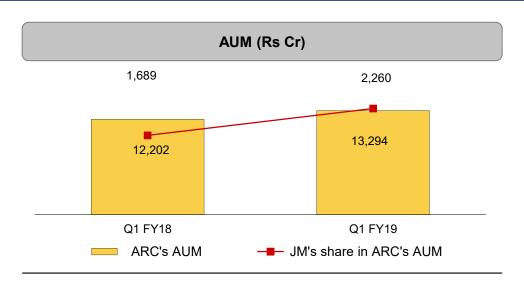
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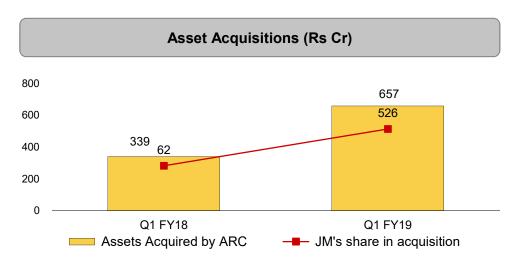
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Distressed Credit – Asset Reconstruction (cont'd)

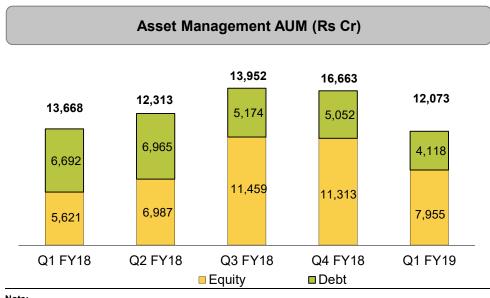




Particulars (Rs Cr) – IND AS - Consolidated	Q1 FY19	Q1 FY18	YoY %
Net worth + MI	1,045	724	44%
Gross Revenue	103	81	28%
Operating expenses	23	16	18%
Finance Cost	35	29	20%
PBT	46	34	35%
PAT before Minority Interest	23	18	27%
Minority Interest	10	9	11
PAT after Minority Interest	13	9	44%
ROE (%)*	2.0%	2.5%	-



Asset Management – Mutual Fund



Mutual Fund:

- Quarterly Average AUM (QAAUM) Rs 12,073 cr.
- Rank (QAAUM) 23 among 41 Mutual Funds.
- Market Share 0.52%.
- 15 Schemes categorized as Long Term Debt, Short Term Debt, Balance, Equity Arbitrage and Equity.
- Investor reach 1,20,581 base, 13 branches & 81 service centres.

Note: Equity AUM for Q1 FY19 include arbitrage fund of Rs. 1,741 Cr

Particulars (Rs Cr) - INDAS	Q1 FY19	Q1 FY18	YoY %
Net worth + MI	208	241	-13.8%
Revenue	26	22	17.0%
Employee Cost	6	6	8.0%
Other Expenses	3	2	22%
PBT	17	14	20%
PAT	12	11	11%
Minority Interest	5	5	-3.4%
Share of Profit from Associates	#	#	N/M
PAT after Minority Interest	7	6	16.7%
ROE (%)*	6.2%	4.7%	

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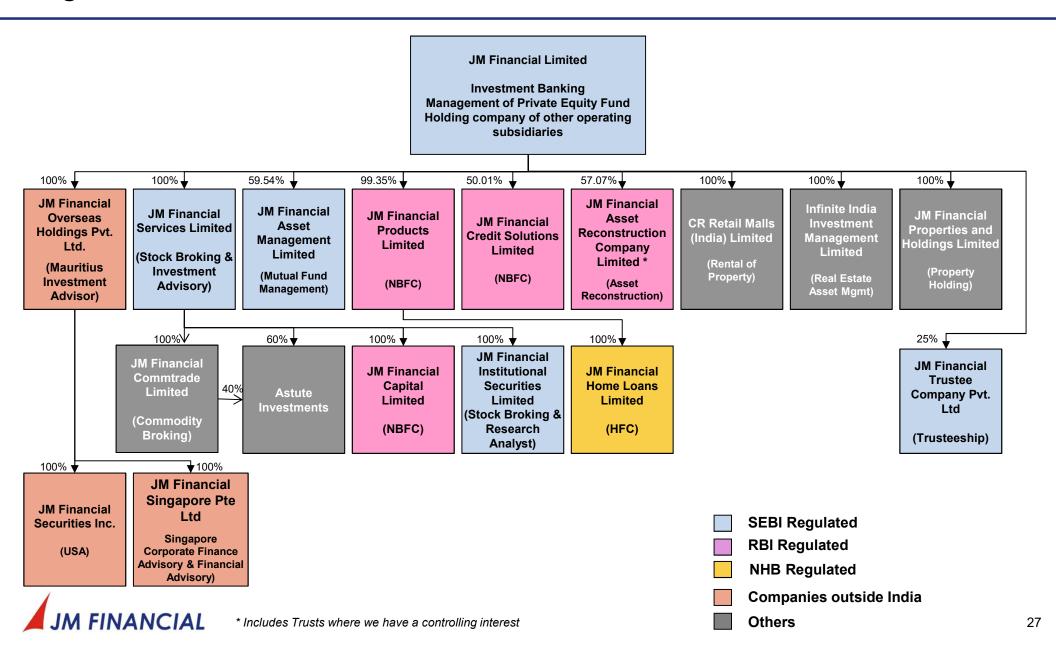
Group Structure and Shareholding Pattern

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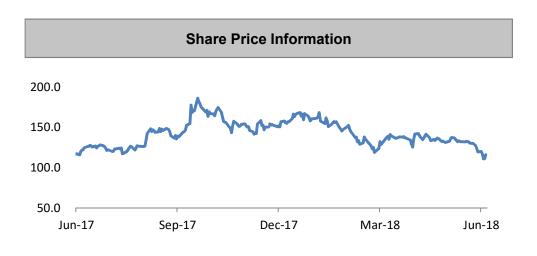
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Organisational Structure



Shareholding Summary



Market Information (BSE)	As on 30.06.2018
Market Capitalization (Rs Cr)	9,729.16
Price (Rs)	115.90
No. of Shares Outstanding (Cr)	83.94
52 Week High-Low (Rs)	190.95-104.30

% Shareholding – June 30, 2018		
Financial Institutions / Banks, 0.08%	Non- Institutions, 17.06%	
Mutual Funds,		Promoter & Promoter
Foreign —		Group, 62.00%
Portfolio Investors,		
16.68%		

Key Institutional Investors – As on June 30, 2018	% Holding
Valiant Group	2.81
Baron Emerging Markets Fund	2.42
TIMF Holdings	1.86
IDFC Premier Equity Fund	1.47
Azim Premji Trust	1.39

Source - Company



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Performance of Select Subsidiaries – IND AS

In Rs Cr

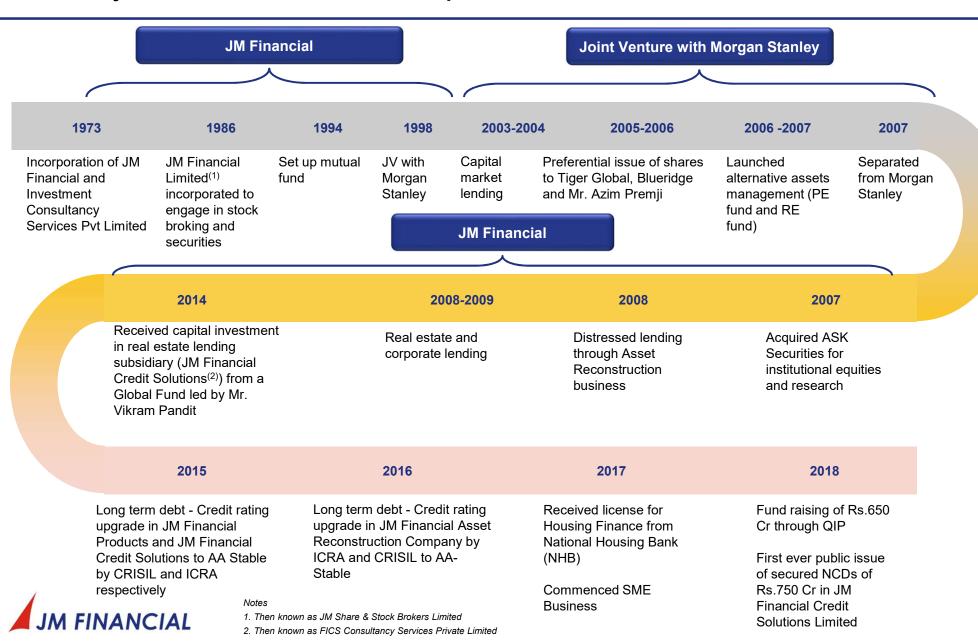
JM Financial Credit Solutions Ltd				
	Q1 FY19	Q1 FY18		
Revenue	291	237		
Net Profit	83	84		
Net worth	1,756	1,438		
Loan book	8,475	5,678		
Net Interest Margin	7.0%	8.5%		
Total Assets	8,494	5,687		
ROE (Not annualized)	4.8%	5.9%		
ROA (Not annualized)	1.0%	1.5%		
Debt / Equity Ratio	3.8	2.9		
CAR	20.1%	22.4%		
Credit Rating	AA	AA		
Ownership	50.01%	50.01%		

JM Financial Products Ltd			
	Q1 FY19	Q1 FY18	
Revenue	243	211.7	
Net Profit	63	49	
Net worth	1,535	1,317	
Loan book	6,962	6,017	
Net Interest Margin	4.6%	5.8%	
Total assets	7,550	6,664	
ROE (Not annualized)	4.2%	3.7%	
ROA (Not annualized)	1.0%	0.8%	
Debt / Equity Ratio	3.7	3.9	
CAR	19.8%	18.5%	
Credit Rating	AA	AA	
Ownership	99.30%	99.27%	

JM Financial Asset Reconstruction Company Ltd*				
	Q1 FY19	Q1 FY18		
Revenue	103	81		
Net Profit	23	18		
Net worth	1045	724		
AUM	13,294	12,202		
Total assets	3,505	2,665		
ROE (Not annualized)	2.0%	2.5%		
ROA(Not annualized)	0.2%	0.7%		
Debt / Equity Ratio	1.86	1.70		
CAR	38.86%	30.71%		
Credit Rating	AA-	AA-		
Ownership	57.07%	50.01%		



Journey of JM Financial Group



Corporate Governance – Strong Board of Directors



Mr. Nimesh Kampani, Chairman

B. Com, FCA

- Founder and Chairman of JM Financial Group, one of India's leading financial services groups.
- Made pioneering contributions to the Indian capital markets
- Served as a member on several important committees like MoF, Gol, RBI, SEBI, BSE, NSE, CII, FICCI and ICAI
- Serves As An Independent Director on the Board of several leading Indian companies.



Mr. Vishal Kampani, Managing Director

M.com, M. S. (Finance) from London Business School

- Managing Director of JM Financial Ltd., the group's flagship listed company.
- Launched the Asset Reconstruction business in 2008 and the Real Estate Finance business in 2009.
- · Expanded the International Operations and built a global profile
- Joined the JM Financial group in 1997 as an Analyst in the Merchant Banking Division and has since moved up the rank



Mr. E. A. Kshirsagar, Independent Director B.Sc, FCA (England & Wales)

- Specialist in corporate strategy and structure, disinvestmentscentral/state/private sector, feasibility studies for a variety of industries and the impact of legislations on business;
- Serves on the Board of several reputed public limited companies.
- BSC (Science), FCA (India), FCA (England & Wales).



Dr. Vijay Kelkar, Independent Director

B.Sc, M.S. from University of Minnesota, USA, Ph.D from University of California, Berkely, USA

- Former Finance Secretary to the Government of India. He has also held several senior level positions in Govt. of India as well as International Organisations including International Monetary Fund
- · Awarded with Padma Vibhushan, the second highest civilian award
- Serves on the Board of several reputed public limited companies.



Mr. Darius E. Udwadia, Independent Director B.A., M.A., LLB,

- Founder partner, M/s. Udwadia & Udeshi, Solicitors & Advocates
- Serves on the Board of several reputed public limited companies.
- Vast experience and expertise in the areas like corporate law, mergers, acquisitions and takeovers, corporate restructuring, foreign collaboration, joint ventures, project and infrastructure finance, telecommunication, international loan and finance related transactions and instruments, real estate and conveyancing



Mr. Keki Dadiseth, Independent Director FCA (England & Wales)

- Worked with HUL for 27 years.
- Member of strategic advisory board of Atos India Pvt Ltd, and senior advisor to Sony group in India.
- Associated with various industry, educational, management and medical bodies.
- Serves on the Board of several reputed public limited companies.



Mr. Paul Zuckerman, Independent Director

M.A. in Economics, Ph.D in Agricultural Economics

- Has been associated with various international organisations, including World Bank and International Institute of Tropical Agriculture, Ibadan, Nigeria
- Was Chairman, SG Warburg & Co., and was closely associated with Indian companies in the early days of globalisation In India.



Ms. Jagi Mangat Panda, Independent Director

B.Sc (Biology & Chemistry), Management Development Programme, Indian Institute of Management, Ahmedabad

- Presently, Managing Director of Ortel Communications Limited
- Has more than 19 years of experience in the media and broadcasting industry
- Recognized as the 'Young Global Leader' at the World Economic Forum in 2008



Effective Risk Management Framework

- 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
- Quarterly risk meetings of all businesses with Group Risk Committee
- "Risk Events Update" briefly describing 'Risk Identification', 'Risk Classification', 'Risk Assessment & Impact' and 'Remedial Action/ Risk Mitigation' aspects of all the identified risks are placed periodically (every six monthly) before the Board of Directors
- Independent Internal Audit firms appointed to review and report on the business processes and policies in all operating companies of the Group
- Internal Financial Controls (IFC) framework (as per provisions of the Companies Act, 2013) is laid-down which briefly highlights the Risk Control Matrices (RCMs) across the Group with a focus on Entity Level Controls



CSR – Integrated Rural Transformation Programme

Education

- ▶ Project Bachpan 4 learning centers in Sikandra block, Jamui district, completes 11 months of operations with 100 students' (3 6 years) of which 11 children will graduate to grade 1.
- > Health and learning index of children rises over last six months
- New Bachpan centre starts in Dhanimatari village (one of the smallest villages with 36 households), Sikandra block in 3rd week of July, 2018.

_ivelihood

- ➤ Shri Vardhmann Mahila Griha Udyog Small-scale kitchen-based women's production unit initiated in Dec 2017 in Sikandra block
- Currently a group of 18 women roll out Khakhras (a healthy wheat flour snack) as an alternate source of income. The Udyog has capacity of producing minimum of 500kgs khakhras monthly.

- ➤ First Referral Unit (FRU) Project in Dumri block 1 year completion of the project. FRU saw increased utilization of public health services, May 1308`cases, June 1448 cases and July target is 1600.
- Capacity building of FRU staff with monthly training and monthly calendar. Procurement of equipment like suction machine, fetal Doppler & beds. FRU infrastructure enhanced with painting and repair.
- Mobile Health Unit (MHU) Project 10 months of project being operational. MHU Doctor & para medical team, conducts OPDs from Monday to Saturday (8.00 am to 4.00 pm) in 24 remote villages of Dumri & Pirtand blocks, based on a pre-determined monthly schedule.
- ➤ 16676 OPDs so far; March OPD 1474, April 1865 & May 1761.
- Diagnoses of malaria, Hemoglobin and drug delivery device nebulizer for respiratory issues are being provided to the patients through MHU.

Livelihoods

- Integrated Livestock Development Center (ILDC) Project in Sikandra, Chakai & Jhajha blocks. All 21 centers set up and operational from March 2018.
- ➤ 24*7 animal husbandry & veterinarian healthcare services provided by rained rural para-vets to cattle owners. Reaching out to over 120 villages for cattle management and prevention of diseases.

Integrated Development

- ➤ Model Village Development Project initiated in 13 villages of Sikandra block. Baseline assessment conducted.
- ➤ Target: Two Vardhaman Gyan Kendra started for students from Grade 8 -10 and Grade 1- 4 in Lacchwad and Korasi village of Sikandra Block. A model farm with 2.5acre land is being implemented

Palghar District, Maharashtra

Comprehensive Village Development

- ➤ Comprehensive Village Development Project in Palghar Project has been initiated in seven villages of Mokhada block.
- Areas of priority enhancing existing monsoon crop with periodic farmers training conducted in seven village. Target to enhance livelihoods of 909 farmers and 1103 households.
- ➤ 4500 cashew saplings distributed to farmers with farming kits and training better techniques for plantation.
- Govt. advocacy being undertaken for convergence under Govt. schemes in agriculture, water & sanitation, livestock.











JM Financial Foundation – Giving & Ongoing Activities

Philanthropic giving

- > Support to hospital and medical college to provide health care services in rural Gujarat
- ➤ Athletes supported by the Foundation win medals in Common Wealth Games 2018.
- Continued support through being part of fund raising for terminally ill patients.
- > Foundation plans to undertake skill development with youth in Mokhada Block, Palghar

Animal care



The project for the conservation of the endangered and enigmatic snow leopard in their natural habitat in the state of Jammu and Kashmir., continued onto its 3rd year. This support has helped reduce human conflict, enabled the villagers to co-exist peacefully with wildlife and also sensitized them towards the pressing need to contribute in preserving our ecological balance

32 Employees
Volunteered for
Cashew sapling
plantation with
farmers in Bariste
Village, Mokhada
Taluka, Palghar
district.







For Further Queries

Mr. Manish Sheth

Group CFO

Email: manish.sheth@jmfl.com

Contact No: 022 66303461

Ms. Karishma Mehta

Investor Relations

Email: karishma.mehta@jmfl.com

Contact No: 022 66303585

Mr. Nishit Shah

Business Strategy and Investor Relations

Email: nishit.shah@jmfl.com

Contact No: 022 66303522

