

November 15, 2021

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

National Stock Exchange of India Limited  
Exchange Plaza  
Plot No.C-1, G Block  
Bandra-Kurla Complex  
Bandra (East)  
Mumbai – 400 051

Security Code: **523405**

Symbol: **JMFINANCIL**

Dear Sirs,

**Sub: Corporate Presentation**

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 of JM Financial Credit Solutions Limited, a material subsidiary, is being uploaded on the website of the Company viz., [www.jmfl.com](http://www.jmfl.com) for information of the investors. A copy of the said presentation is attached.

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

Thank You.

Yours faithfully,  
for JM Financial Limited



**Prashant Choksi**  
Group Head – Compliance, Legal  
& Company Secretary

Encl.: as above.



# JM Financial Credit Solutions Limited

*September 2021*



# Safe Harbour



*This presentation have been prepared solely for information purposes and do not constitute an offer to sell or, recommendation or solicitation of an offer to subscribe for or purchase any securities and nothing contained herein shall form the basis of any contract or commitment whatsoever.*

*This presentation and the following discussion may contain “forward looking statements” by JM Financial Credit Solutions Limited (“JMFCSL” 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 JMFCSL about the business, industry and markets in which JMFCSL operates. The information set out herein may be subject to updating, completion, revision, verification and amendment and such information may change materially. It should be understood that subsequent developments may affect the information contained in this presentation, which the Company is under no obligation to update, revise or affirm. Any liability or claim in respect of this Presentation or any inaccuracy therein or omission therefrom which might otherwise arise is hereby expressly disclaimed.*

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**1**

## **Business Overview**



## JM Financial Group overview

- Presence of over four decades
- Established financial services player with presence in fund based activities, investment banking and securities business, alternative asset management and asset management businesses
- Relationships across the corporate, institutional, HNI and the retail client base

### Strong Financial Profile (As of September 2021)

Revenue  
Rs. 1,962 Cr

PAT  
Rs. 378 Cr

Shareholders equity<sup>(2)</sup>  
Rs. 10,006 Cr

Total Assets  
Rs.22,581 Cr



46.68%<sup>(1)</sup>

JM Financial Credit  
Solutions Limited

(NBFC)

53.32%

Other Shareholders

- INH Mauritius 1- 48.96%
- Other Shareholders – 4.36%

## JM Financial Credit Solutions Limited overview

- A wholesale finance NBFC providing integrated financial solutions to real estate developers with a focus on residential project financing such as funding real estate developers at various stages in the life cycle of a real estate project.

**Networth of Rs. 3,777 Cr as of September 2021**

- **Geographic presence** : Mumbai, Thane, Pune, Bangalore, Chennai, Hyderabad, NCR and Kolkata

## Key Statistics as of September 30 2021

Loan book  
Rs. 6,595 Cr

GNPA  
2.49%

NNPA  
1.68%

No. of Borrowers  
64

H1FY22 PAT  
127.6 Cr

Gross D / Eq- 1.2  
Net D / Eq- 0.7  
CRAR 43.79%

ROE  
6.9%

ROA  
3.0%

### Notes

1. JM Financial Limited controlled entity with effective ownership of 46.68%
2. Including minority interests;

# Key Products



## Construction / Project finance



✓ This includes offering loans to developers for construction of residential or commercial projects.

## Loans against property



✓ This includes loans against the residential or commercial properties with occupation certificate.

## Loans against securities



✓ This includes loans to promoters against the listed or unlisted shares / securities of corporates

## Project at early stage loans

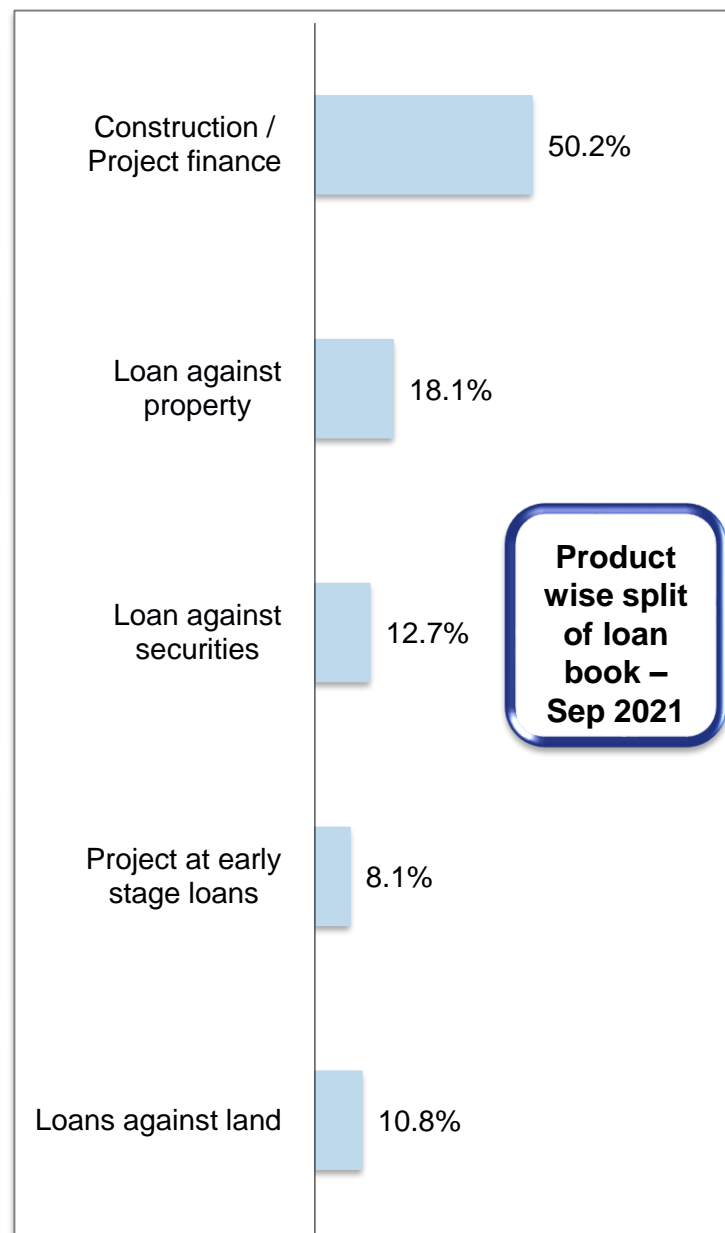


✓ This is primarily undertaken against projects which are expected to be launched soon

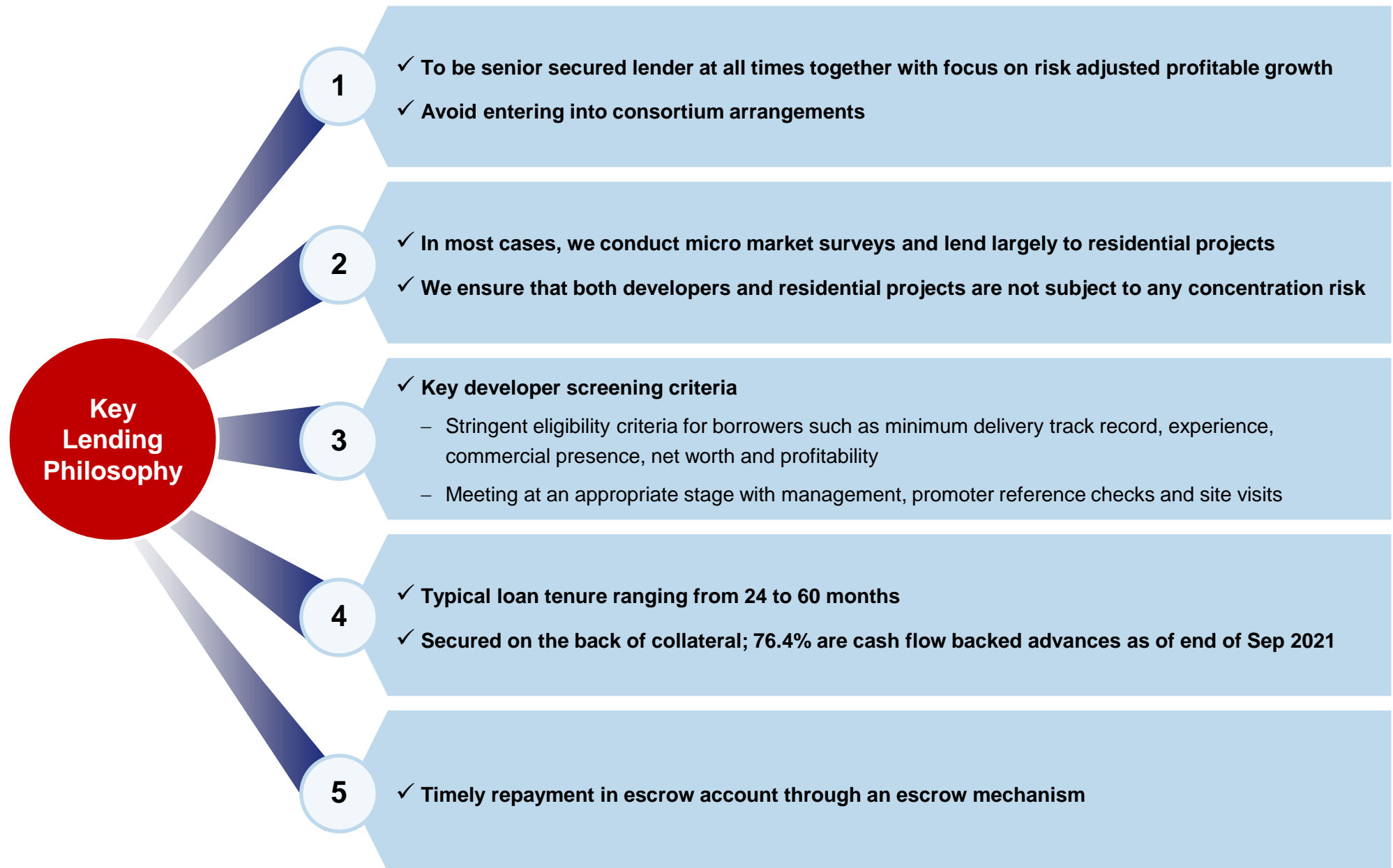
## Loans against land



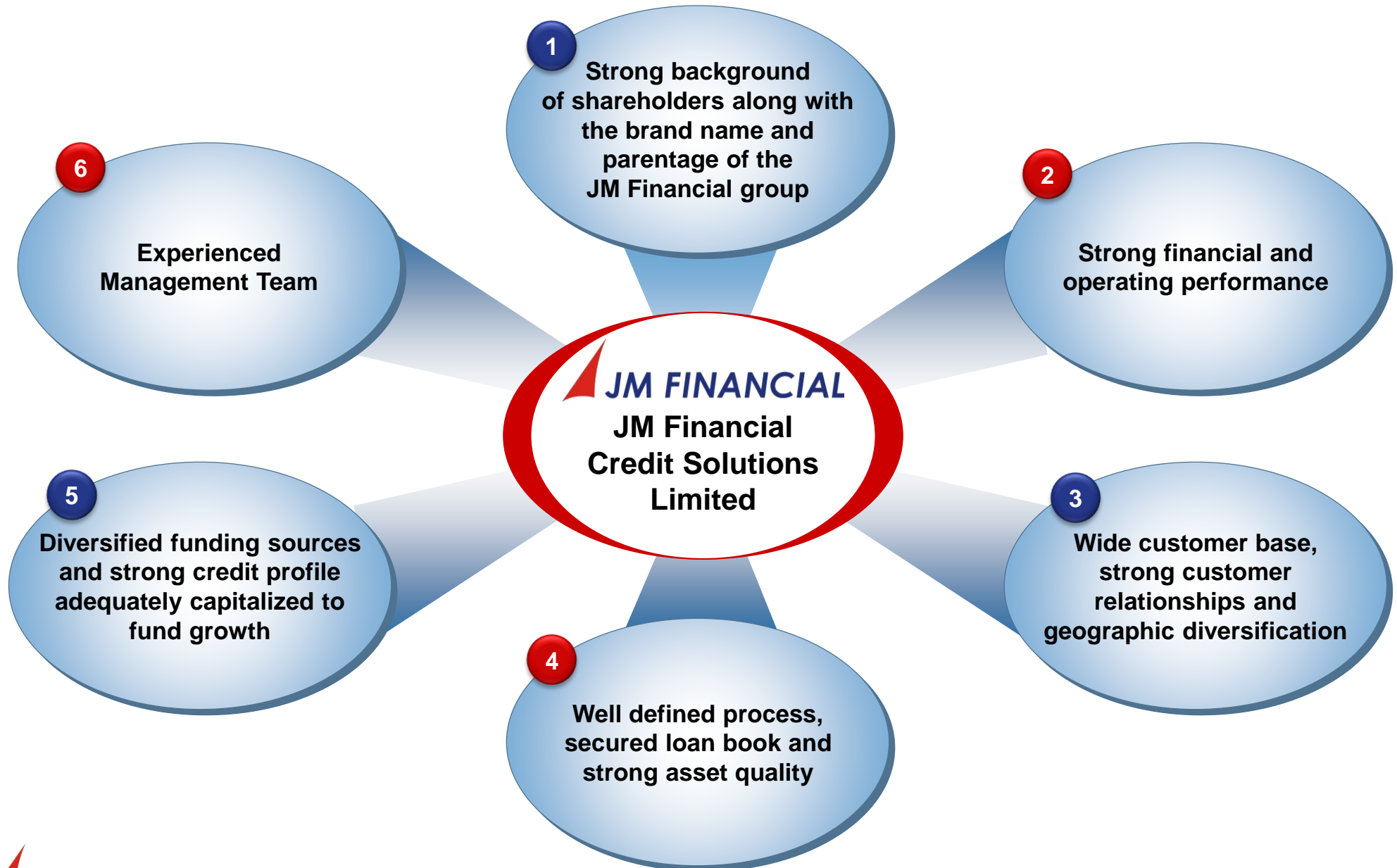
✓ This funding is primarily undertaken for land acquisition or against land parcels which are not expected to be launched in the near future



# Key Lending Philosophy

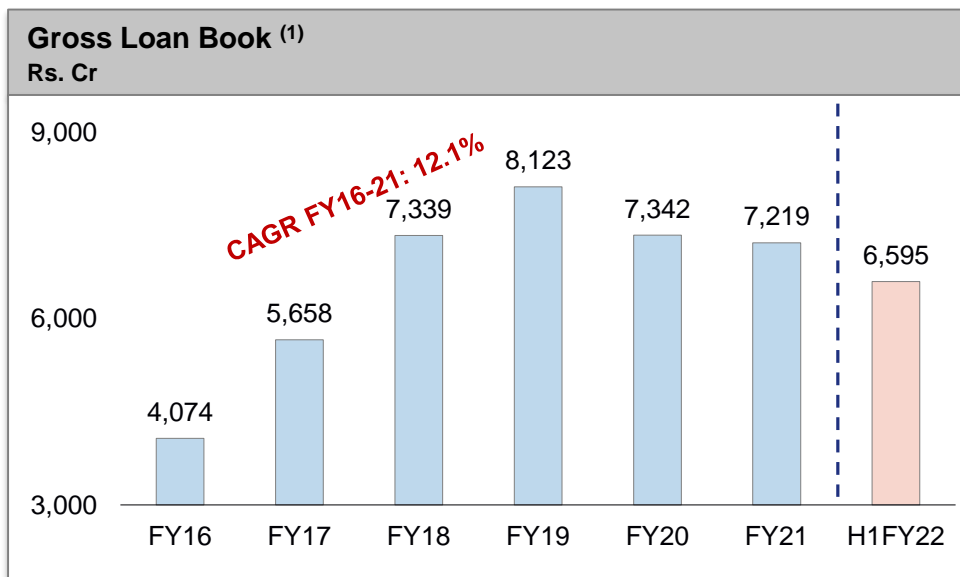


# Key Strengths

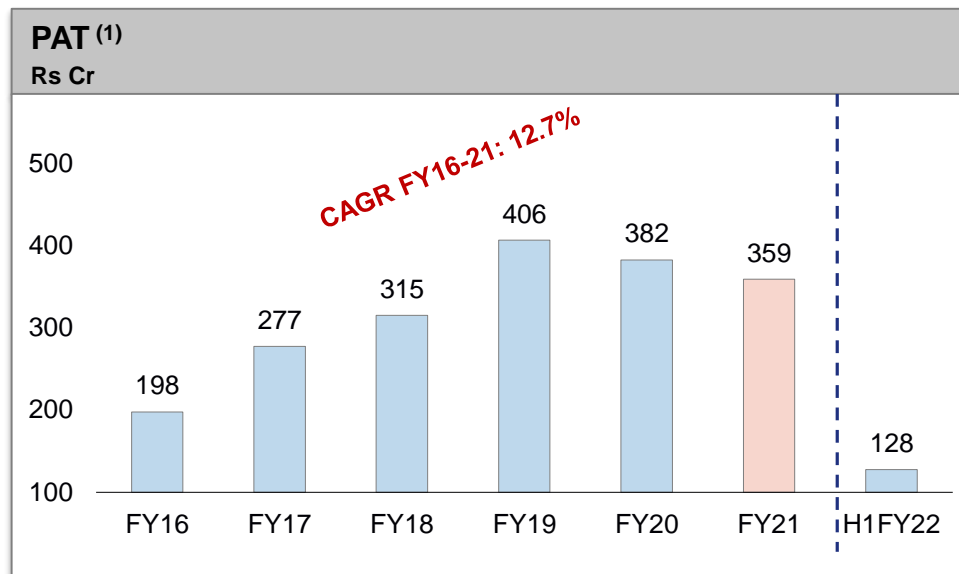
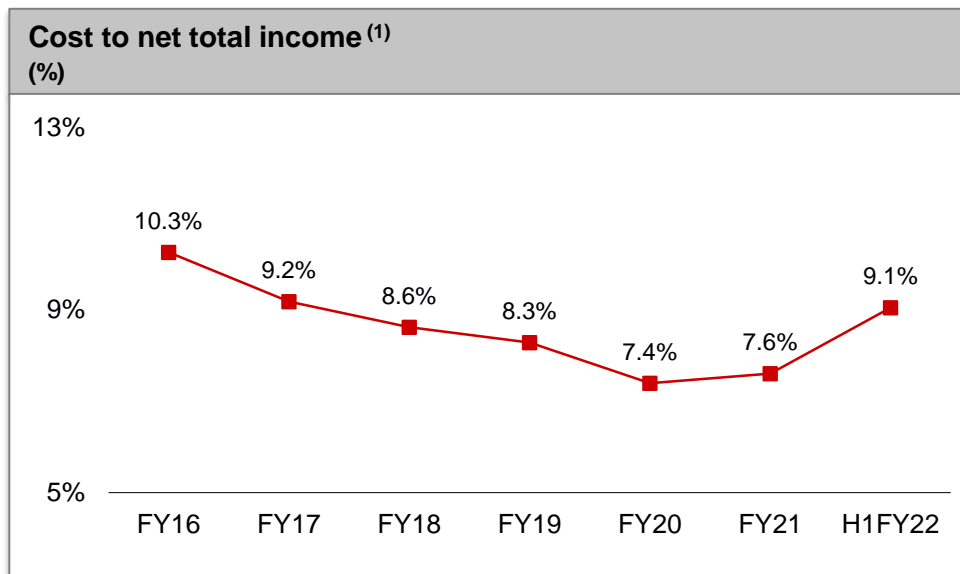
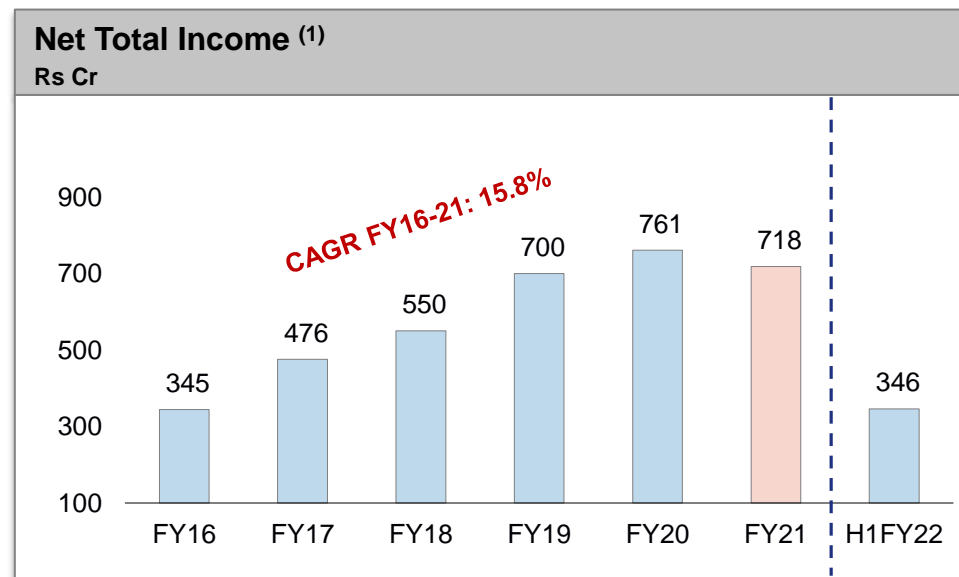




# Strong financial and operating performance



Gross loan book calculated without impact of EIR, Interest accrued and ECL



**Notes**

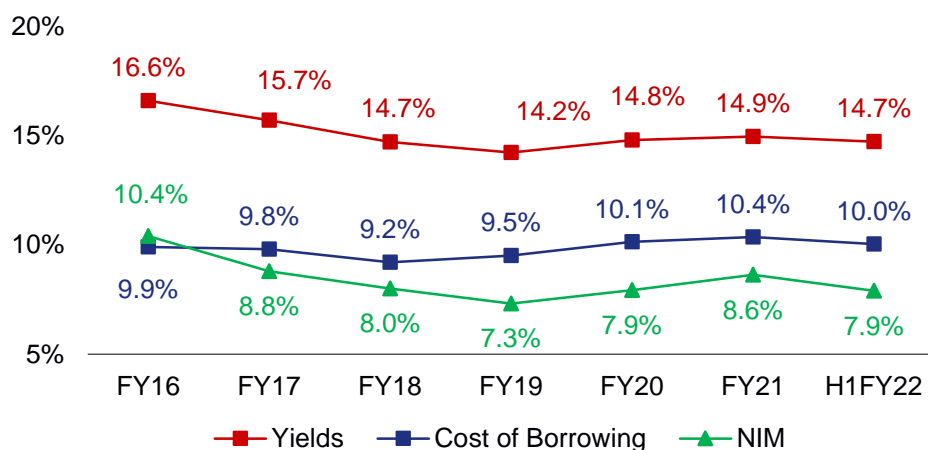
1. Financial and operating information upto FY17 is based on IGAAP.

# Strong financial and operating performance (cont'd)



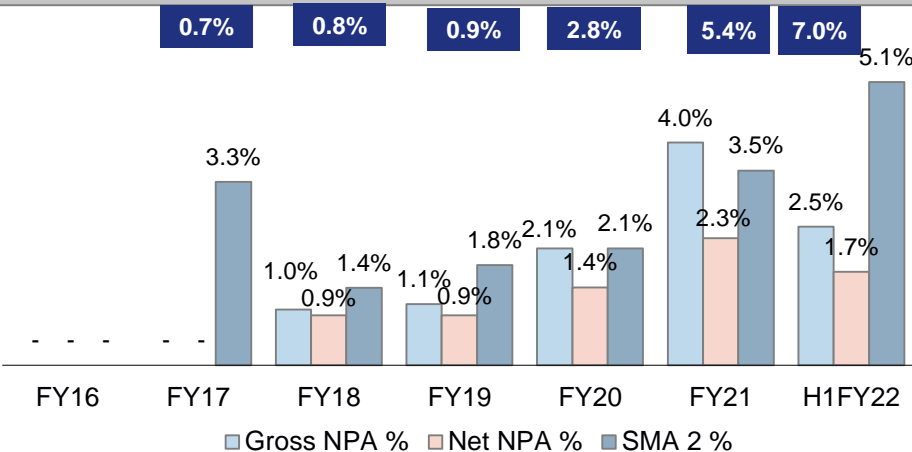
## Yields and Margins<sup>(1,2)</sup>

Yields, Cost of Borrowing, Net Interest Margin (NIM)(%)



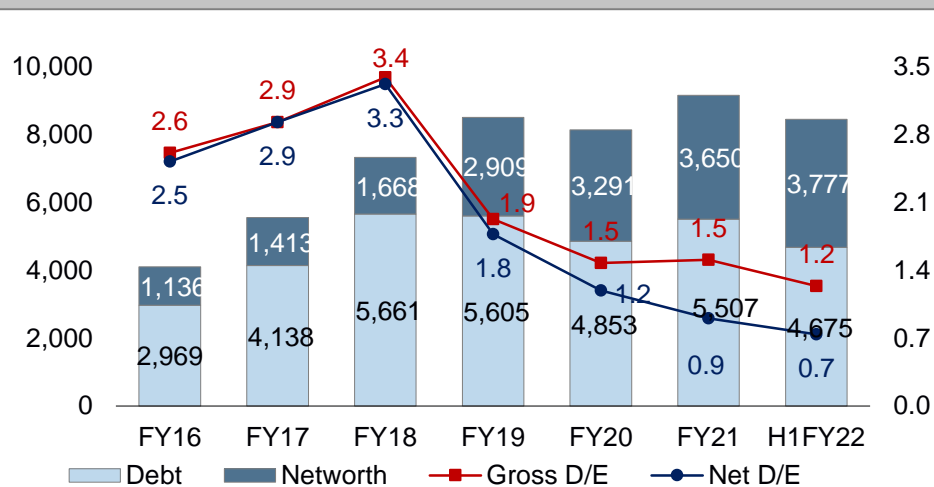
## Asset Quality<sup>(1)</sup>

Gross NPA (%), Net NPA (%) and SMA2 (%) (PCR %)



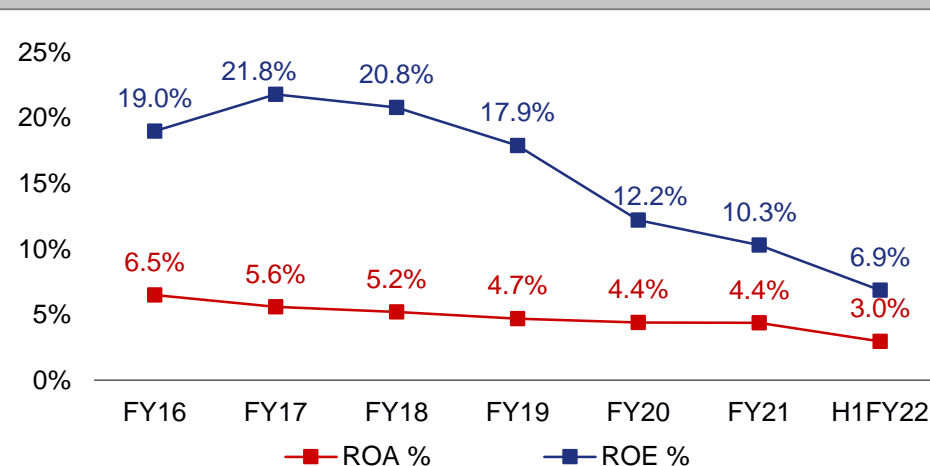
## Leverage Analysis<sup>(1)</sup>

Rs Cr



## Return Ratios<sup>(1,2)</sup>

(%)



### Notes

1. Financial and operating information upto FY17 is based on IGAAP.
2. Ratios for FY19 are on an annualized / weighted average basis (on account of equity funds raised in September 2018)

# Wide customer base, strong customer relationships and geographic diversification



✓ 64 borrower groups\*



✓ Predominant focus on financing residential development

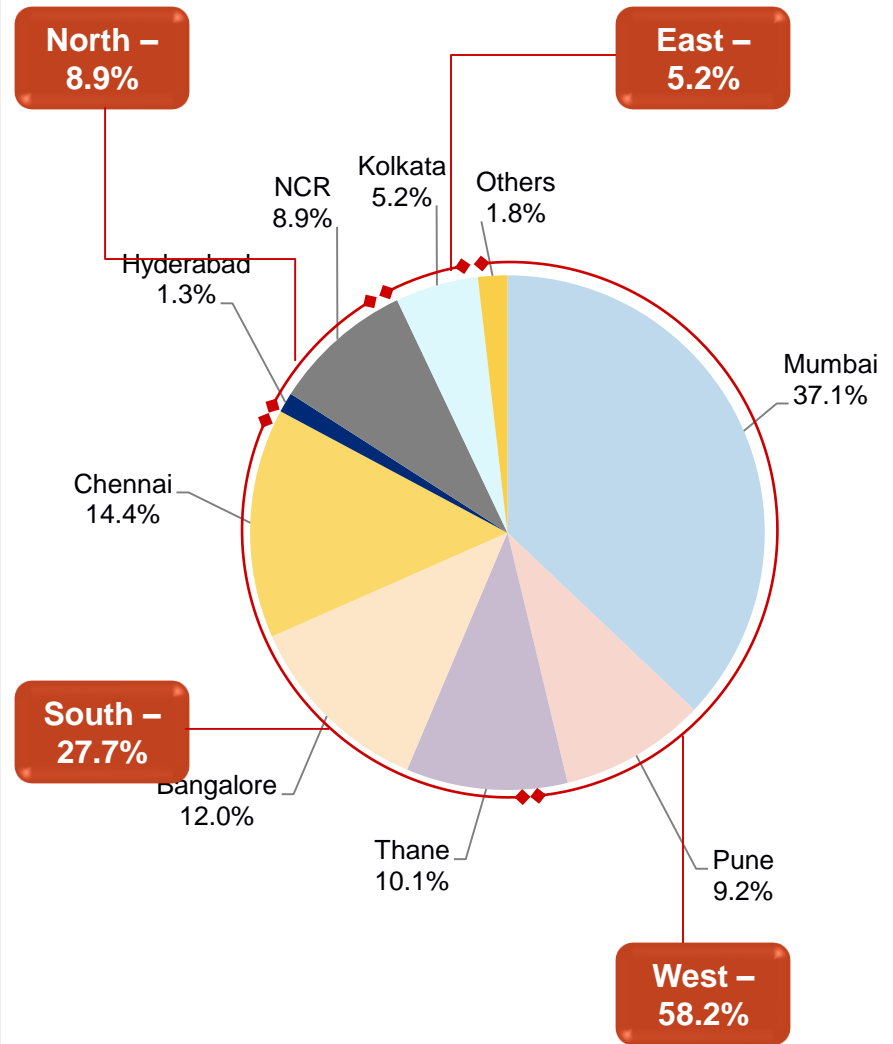


✓ Advances towards residential projects represented 76.6% of total advances and cash flow backed advances represented 76.4% of total advances\*



✓ Average ticket size of advances per borrower group - Rs. 103 crore\*  
✓ Average asset cover - 2.5 times

Geography wise split of loan book – September 2021



# Concentration Analysis – Top 10 Accounts Group-wise



Sr No	Group	Location	As on Sep 30, 2021 (Rs. Cr)	% of total
1	API Group	Mumbai	395	6.0%
2	Spenta	Mumbai	374	5.7%
3	Kalpataru Group	Mumbai	354	5.4%
4	Divyasree Group	Bangalore	296	4.5%
5	Pashmina Group	Mumbai	289	4.4%
6	Casa Grande	Chennai	285	4.3%
7	JSW Group	Mumbai	255	3.9%
8	Subhash Goel Group & Marvel Group	Pune	237	3.6%
9	Karle Group	Bangalore	220	3.3%
10	Bhattad Group	Mumbai	200	3.0%
			<b>2,905</b>	<b>44.0%</b>

# Loan book details



Locations	Book Size (Rs Cr.)	GNPA (Rs Cr.)	GNPA %	SMA2 (Rs Cr.)	SMA2 %	Average Cover (In times)
Mumbai / Others	2,562	48	0.72%	185	2.80%	2.35
Pune	605	-	-	6	0.09%	1.96
Thane	669	-	-	31	0.48%	2.15
Bangalore	793	-	-	-	-	3.89
Chennai	953	116	1.77%	86	1.30%	2.23
Hyderabad	83	-	-	-	-	2.28
NCR	586	-	-	-	-	3.16
Kolkata	344	-	-	28	0.42%	2.56
<b>Total</b>	<b>6,595</b>	<b>164</b>	<b>2.49%</b>	<b>336</b>	<b>5.09%</b>	<b>2.54</b>

# NPA accounts



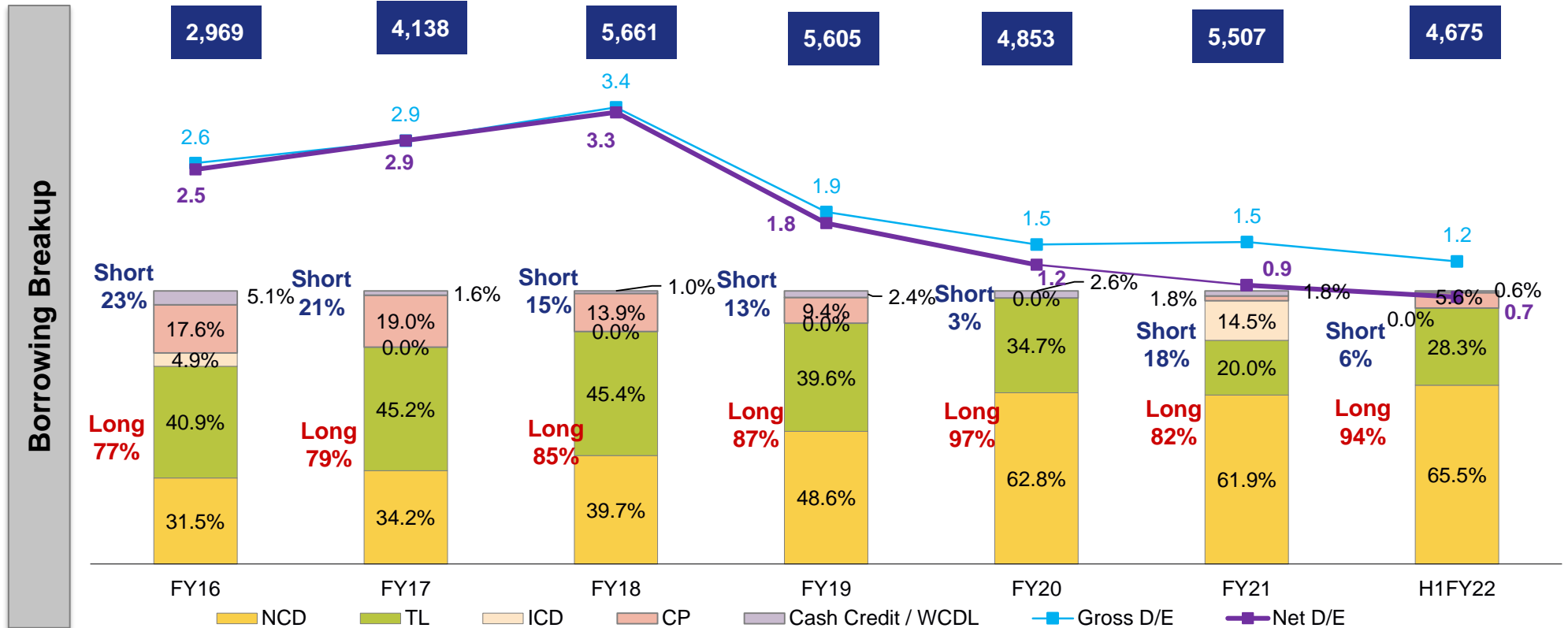
Developer	Principal Sanction in Crore	Principal O/s in Crore	% to total loan book	Provision %	Security Cover	Resolution Mechanism	Resolution expected by
<b>NPA</b>							
Mumbai Developer	47.3	47.2	0.72%	29.03%	1.1	SARFAESI action	Dec 21 – Mar 22
Mumbai Developer	35.0	0.7	0.01%	56.01%	12.1	Promoter equity / Sale of assets	Dec 21
Chennai Developer	84.0	46.6	0.71%	33.53%	1.9	SWAMIH Fund & sale of assets	Starting Mar 22
Chennai Developer	88.0	39.5	0.60%	33.18%	2.0	Sale of assets / SARFAESI action	Oct 21 - Mar 22
Chennai Developer	23.0	11.8	0.18%	32.03%	11.7	Sale of assets	Oct 21 - Mar 22
Chennai Developer	10.9	10.9	0.17%	31.64%	1.8	SWAMIH Fund & sale of assets	Oct 21 - Mar 22
Chennai Developer	10.0	6.3	0.10%	50.15%	5.1	Sale of Completed Inventory	Oct 21 - Mar 22
Chennai Developer	1.7	1.2	0.02%	30.00%	1.9	Sale of assets	Oct 21 - Mar 22
<b>Total</b>	<b>472.2</b>	<b>164.4</b>	<b>2.49%</b>	<b>32.63%</b>			

# SMA2 accounts



Developer	Principal Sanctioned in Crore	Principal O/s in Crore	% to total loan book	Provision %	Security Cover	Resolution Mechanism	Resolution expected by
<b>SMA2</b>							
Mumbai Developer	175.0	169.7	2.57%	77.27%	1.1	DM / JDA with strong developer	Dec 21 – Mar 22
Mumbai Developer	17.5	14.7	0.22%	32.08%	1.3	Promoter equity / Sale of assets	Oct 21 – Dec 21
Chennai Developer	90.0	85.9	1.30%	45.03%	0.7	Sale of Inventory	Starting Oct 21
Pune Developer	34.0	6.0	0.09%	16.03%	4.7	Sale of mortgaged assets	Dec – 21
Thane Developer	125.0	31.4	0.48%	19.04%	2.1	Recovery from project cashflow	Dec – 21
Kolkata Developer	51.2	28.0	0.42%	17.67%	1.3	Refinance/sale of mortgaged assets	Dec 21 – Mar 22
<b>Total</b>	<b>492.7</b>	<b>335.7</b>	<b>5.09%</b>	<b>55.54%</b>			

# Diversified funding sources and strong credit profile – Adequately capitalized to fund growth



## Strong Credit Rating:

- Long term debt rating:
  - ICRA AA / STABLE
  - India Ratings AA / STABLE
- Short term debt rating:
  - ICRA A1+
  - India Ratings A1+

## Liquidity

- ✓ Surplus liquidity of Rs. 1,888 crore as on Sep 30 2021 comprising of bank balances/FDs/ liquid mutual funds/Government securities and excluding unutilised bank lines of Rs.148 crore.
- ✓ Current ratio as on September 30, 2021 – 4.0x

## Gearing Philosophy

- ✓ Gearing of maximum 3 times
- ✓ Effective April 2019, the CP borrowing has been capped to 10% of the total borrowing except for opportunity based short term spikes towards short term assets subject to max cap of 20%



# Structural Liquidity (ALM 2) – Sep 2021



(Rs. in Crore)	1 to 7 days	8 to 14 days	Over 15 days to one month	1-2 months	2-3 months	3-6 months	6 months - 1 year	1-3 years	3 - 5 years	Over 5 years	Total
<b>OUTFLOWS</b>											
1. Networth	-	-	-	-	-	-	-	-	-	3,777	3,777
2. Borrowings	30	-	6	-	36	44	905	2,380	431	881	4,714
3. Current Liabilities & provisions	13	0	0	25	22	8	84	8	7	467	634
<b>A.TOTAL OUTFLOWS (A)</b>	<b>43</b>	<b>-</b>	<b>6</b>	<b>25</b>	<b>58</b>	<b>52</b>	<b>989</b>	<b>2,388</b>	<b>438</b>	<b>5,125</b>	<b>9,125</b>
B. Cumulative Outflows	43	43	49	74	132	184	1,173	3,561	3,999	9,125	9,125
<b>INFLOWS</b>											
4. Cash & Balances with banks	60	-	-	-	-	-	-	-	-	-	60
5. Investment*	-	40	200	700	150	439	300	-	-	267	2,096
6. Advances	-	-	50	70	99	411	1,609	3,260	873	195	6,567
7. Others	-	0	-	-	82	-	2	40	1	128	249
8. Committed Line of Credit	130	18	-	-	-	-	-	-	-	-	148
<b>C. TOTAL INFLOWS</b>	<b>190</b>	<b>58</b>	<b>250</b>	<b>770</b>	<b>331</b>	<b>850</b>	<b>1,911</b>	<b>3,300</b>	<b>874</b>	<b>590</b>	<b>9,125</b>
D. Mismatch (C - A)	147	58	244	744	273	798	904	917	436	-4,535	
<b>E. Mismatch as % to Outflows (D as % of A)</b>	343%	-	3,906%	2,927%	470%	1,537%	90%	38%	99%	-88%	
F. Cumulative Mismatch	147	205	449	1,193	1,466	2,264	3,187	4,099	4,535	-	
<b>G. Cumulative Mismatch as % to Cum. Outflows (F as % of B)</b>	343%	479%	916%	1,603%	1,107%	1,228%	272%	115%	113%	-	

# Current Board of Directors



**Mr. Vikram Pandit**  
Non-Executive  
Chairman

- Nominee Director representing INH Mauritius 1 in the Company since January 6, 2015.
- He is also the Non-Executive Chairman of the Company. He also serves as a Director on the Board of Bombardier Inc., and EXL Service.



**Ms. Dipti Neelakantan**  
Non-Executive Director

- Nominee Director representing JM Financial Limited in the Company since October 28, 2015. She is also on the Board of several companies such as JM Financial Services Limited, JM Financial Institutional Securities Limited and Infinite India Investment Management Limited



**Mr. Vishal Kampani**  
Vice Chairman &  
Managing Director

- Nominee Director representing JM Financial Limited in the Company since August 1, 2019.
- He is also the Vice Chairman & Managing Director of the Company and Non- Executive Vice Chairman of JM Financial Limited, the Group's flagship 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.



**Dr. Anup Shah**  
Independent Director

- Independent Director of our Company since March 29, 2016. He serves as a Director on the Board of several companies such as JM Financial Services Limited, JM Financial Capital Limited, JM Financial Home Loans Limited, Claris Limited and Claris Lifesciences Limited.



**Mr. Hariharan Aiyar**  
Non-Executive Vice  
Chairman

- Nominee Director representing INH Mauritius 1 in the Company since November 20, 2014.
- He is also the Non-Executive Vice Chairman of the Company
- He serves as a Director on the Board of JM Financial Home Loans Limited, SV India Opportunities Advisors Private Limited, INH Mauritius 1, INH Mauritius 2, Sical Infra Assets Limited and Managing Partner in Build India Capital Advisors LLP.



**Mr. Satish Chand  
Mathur**  
Independent Director

- Independent Director of our Company since August 1, 2019. He is also on the Board of several companies such as JM Financial Asset Reconstruction Company Limited, Indiabulls Housing Finance Limited, Tilaknagar Industries Limited and JBF Industries Limited.



**Mr. V P Shetty**  
Non-Executive Director

- Nominee Director representing JM Financial Limited in the Company since July 15, 2014. He is also on the Board of JM Financial Asset Reconstruction Company Limited, JM Financial Products Limited, JM Financial Home Loans Limited and JM Financial Asset Management Limited.



**Mr. K. G.  
Krishnamurthy**  
Independent Director

- Independent Director of our Company since August 25, 2021. He is also on the Board of several companies such as Vascon Engineers Limited, Shriram Properties Limited and Puravankara Limited.



**2**

## **Annexure – Financial Information**

# Profit and Loss Statement – Ind AS



Particulars (Rs. Crore)	Quarter ended			Half year ended		Year ended
	30-09-2021	30-06-2021	30-09-2020	30-09-2021	30-09-2020	31-03-2021
Interest income	280.21	265.56	273.33	545.77	549.17	1,131.18
Fees and commission income	-	2.15	-	2.15	0.99	0.99
Net gain on fair value changes	15.75	15.01	6.57	30.76	16.86	35.11
Other operating income	1.06	0.25	0.02	1.31	0.16	0.21
<b>Total Income</b>	<b>297.02</b>	<b>282.97</b>	<b>279.92</b>	<b>579.99</b>	<b>567.18</b>	<b>1,167.49</b>
Finance costs	116.47	117.05	110.23	233.52	223.69	449.13
Net loss on derecognition of financial instruments under amortised cost category	2.47	-	-	2.47	-	-
Impairment on financial instruments	62.08	79.30	49.94	141.38	103.86	185.02
Employee benefits expense	7.14	7.63	7.27	14.77	14.45	27.79
Depreciation, amortization and impairment	0.54	0.55	0.55	1.09	1.09	2.19
Operating and other expenses	7.76	7.61	5.38	15.37	15.97	24.63
<b>Total Expenses</b>	<b>196.46</b>	<b>212.14</b>	<b>173.37</b>	<b>408.60</b>	<b>359.06</b>	<b>688.76</b>
<b>Profit before tax</b>	<b>100.56</b>	<b>70.83</b>	<b>106.55</b>	<b>171.39</b>	<b>208.12</b>	<b>478.73</b>
Tax expenses	25.72	18.06	27.31	43.78	52.93	119.75
<b>Net Profit for the period</b>	<b>74.84</b>	<b>52.77</b>	<b>79.24</b>	<b>127.61</b>	<b>155.19</b>	<b>358.98</b>

# Balance Sheet – Ind AS



Particulars (Rs Crore)	As at	As at
	September 30, 2021	March 31, 2021
<b>ASSETS</b>		
<b>Financial Assets</b>		
Cash and cash equivalents (CCE)	59.55	232.60
Bank Balance other than CCE	5.08	0.25
Loans	6,187.74	6,830.71
Investments	2,056.03	2,027.70
Other Financial assets	54.08	5.93
<b>Total Financial Assets</b>	<b>8,362.48</b>	<b>9,097.19</b>
<b>Non-financial Assets</b>		
Current tax assets (net)	9.29	16.72
Deferred tax Assets (Net)	128.39	88.71
Property, Plant and Equipment	14.14	15.19
Other Intangible assets	0.05	0.09
Other non-financial assets	1.51	2.28
<b>Total Non-financial Assets</b>	<b>153.38</b>	<b>122.99</b>
<b>TOTAL</b>	<b>8,515.86</b>	<b>9,220.18</b>

# Balance Sheet – Ind AS (cont'd)



Particulars (Rs Crore)	As at	As at
	September 30, 2021	March 31, 2021
<b>LIABILITIES AND EQUITY</b>		
<b>LIABILITIES</b>		
<b>Financial Liabilities</b>		
Trade Payables	13.41	7.86
Debt Securities	3,323.01	3,507.66
Borrowings (Other than Debt Securities)	1,352.28	1,999.45
Lease liabilities	15.30	15.83
Other financial liabilities	30.51	33.35
<b>Total Financial Liabilities</b>	<b>4,734.51</b>	<b>5,564.15</b>
<b>Non-Financial Liabilities</b>		
Provisions	2.16	2.19
Other non-financial liabilities	2.38	3.98
<b>Total Non-Financial Liabilities</b>	<b>4.54</b>	<b>6.17</b>
<b>EQUITY</b>		
Equity Share capital	2.83	2.83
Other Equity	3,773.98	3,647.03
<b>Total Equity</b>	<b>3,776.81</b>	<b>3,649.86</b>
<b>TOTAL</b>	<b>8,515.86</b>	<b>9,220.18</b>

**For Further Queries**



**Mr. Gagan Kothari**

Chief Financial Officer

Email: [gagan.kothari@jmfl.com](mailto:gagan.kothari@jmfl.com)

Contact No: 022 66303360