



JM Financial Limited

Q3 FY14 Consolidated Performance

January 2014

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Highlights of Q3 FY14 Financial performance



Income at ₹ 222 Cr (q-q ₹ 248 Cr, y-y ₹ 268 Cr), PAT at ₹ 44 Cr (q-q ₹ 50 Cr, y-y ₹ 44 Cr)



Consolidated annualised RoE at 8.6%



Loan book on Dec 2013 at ₹ 2,642 Cr ; treasury book for fixed income securities at ₹ 272 Cr



Net Interest Margin at 6.8 % (q-q 6.7%, y-y 4.5%)



Wealth Management AUM on Dec 2013 at ₹17,530 Cr



Cash market volumes continue to put brokerage yield under pressure



Asset Reconstruction AUM on Dec 2013 at ₹ 1,172 Cr

Highlights of 9M FY14 Financial performance



Gross revenue ₹ 752 Cr (₹ 764 Cr) ↓ 2 %



Earning before Interest and Tax (EBIT) at ₹ 220 Cr (₹ 185 Cr)



Profit after Tax ₹ 150 Cr (₹ 113 Cr) ↑ 33 %



PAT margin at 20.0%



Earning Per Share stood at ₹ 1.99 (not annualised) (₹ 1.51)

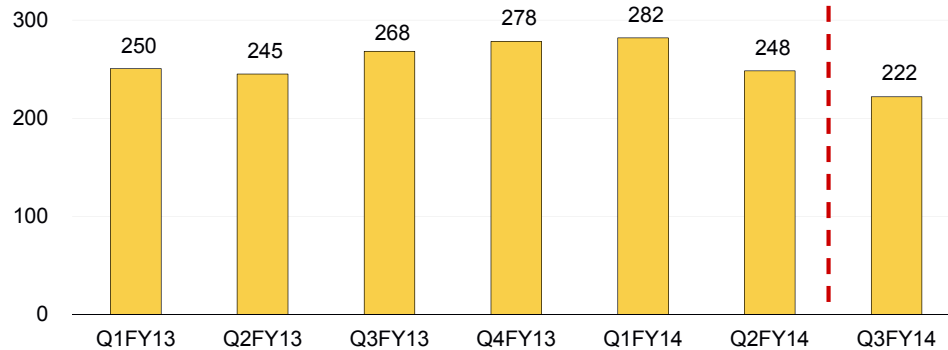


Consolidated group annualised RoE at 9.8%

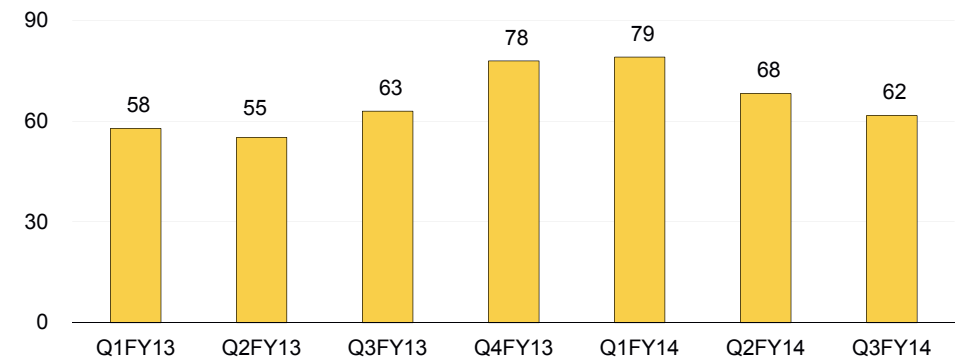
Financial Performance

Snapshot

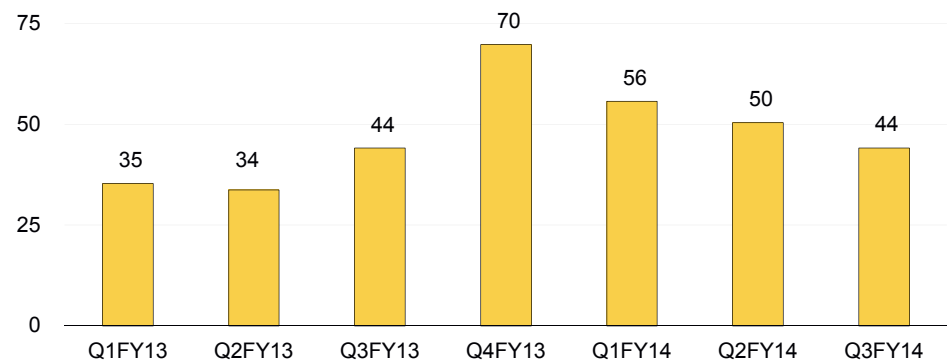
Gross Revenue
(₹ Crore)



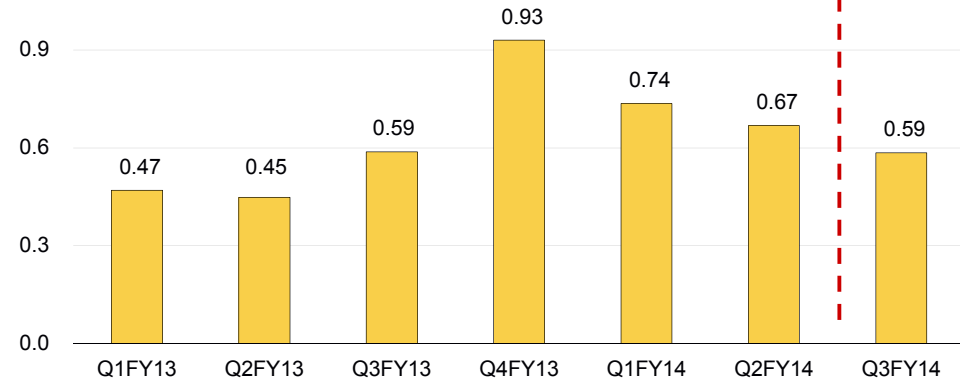
Profit before tax
(₹ Crore)



Consolidated Profit / (Loss)
(₹ Crore)



Consolidated EPS (₹) (not annualised)

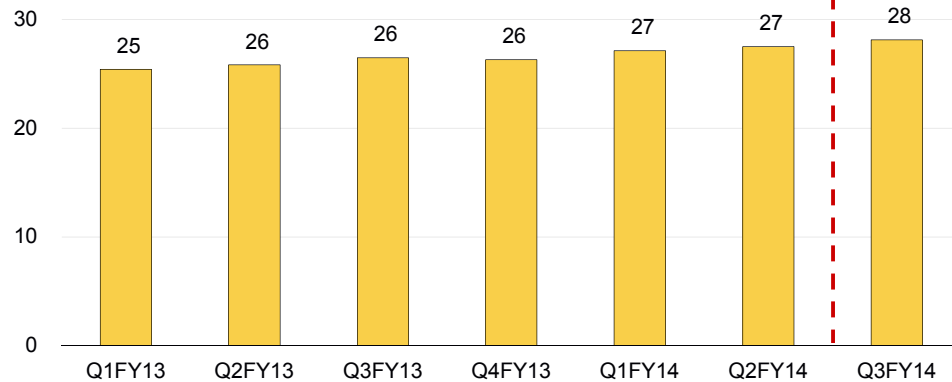


Net Worth as on December 31, 2013 was ₹ 2,124 Crore

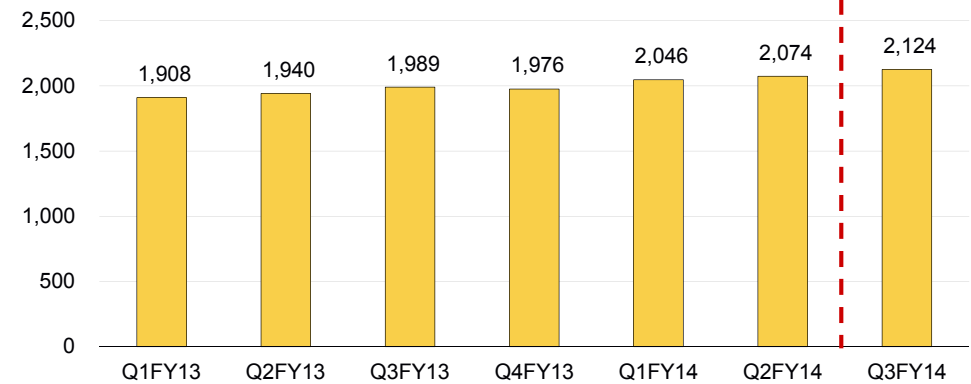
Financial Performance

Snapshot

Consolidated Book Value Per Share (₹)



Consolidated Net worth (₹ Cr)



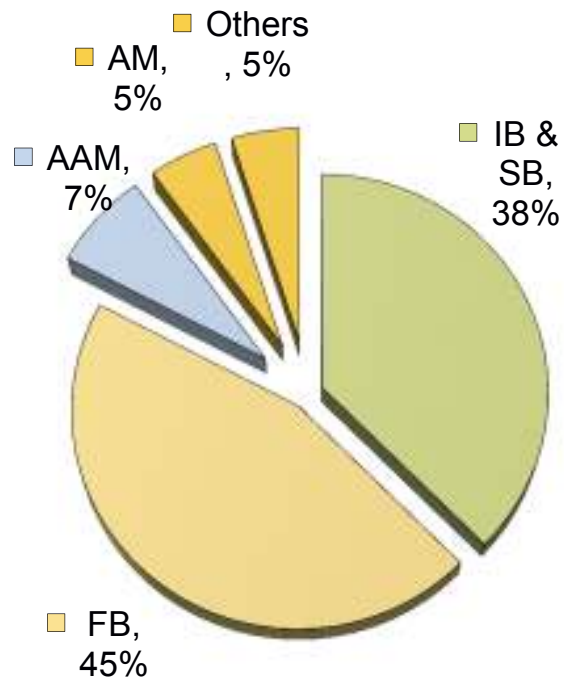
Net Worth as on December 31, 2013 was ₹ 2,124 Crore

Consolidated results for quarter ended Dec 13

₹ Cr	Q3 FY14	Q2 FY14	QoQ	Q3FY13	YoY
Gross Revenue	222	248	-10%	268	-17%
Sub-brokerage	19	19	1%	26	-28%
Net Revenue	203	229	-11%	242	-16%
Employee cost	42	49	-14%	51	17%
Operating cost	28	31	-11%	28	-1%
Finance cost	67	77	-12%	97	-31%
Depreciation	4	4	14%	4	18%
Profit before tax	62	68	-10%	63	-2%
Profit after tax	43	49	-12%	47	-7%
Minority interest / Associate	1	1	-27%	-3	-135%
Net Consolidated profit	44	50	-12%	44	0%

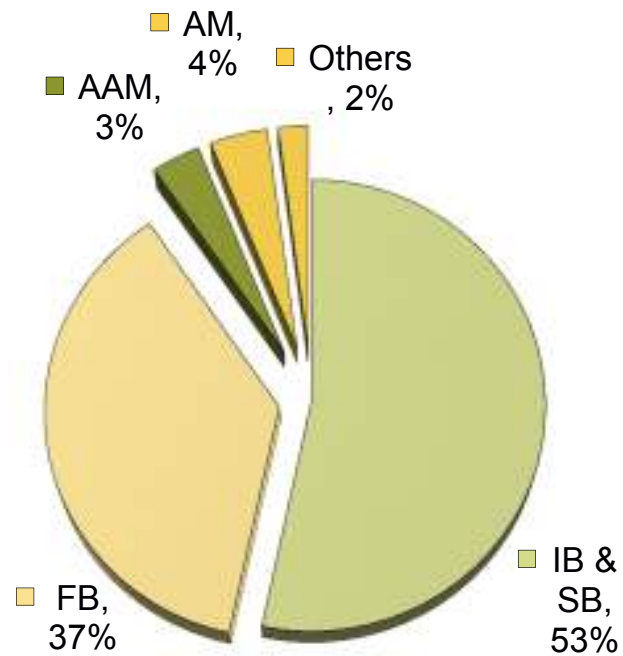
Revenue Growth and Segment Mix at Net Revenue level

Q3 FY14



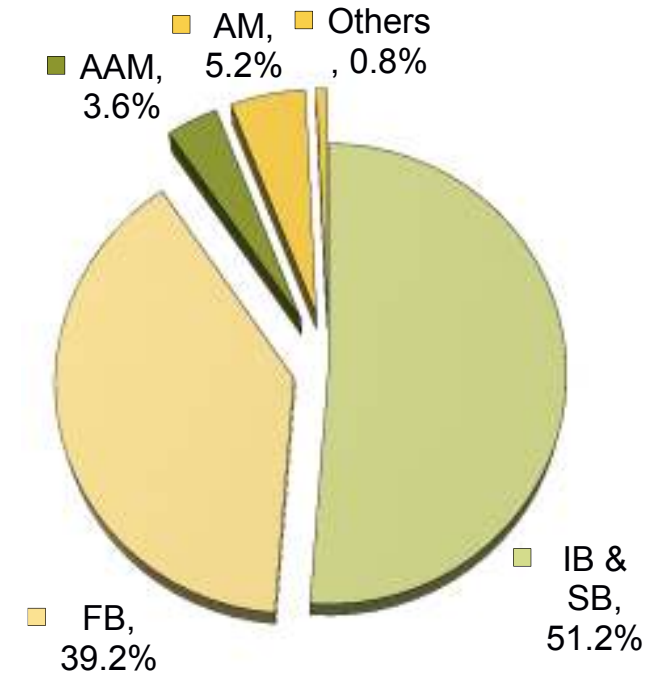
₹ 136 Crore

Q2FY14



₹ 153 Crore

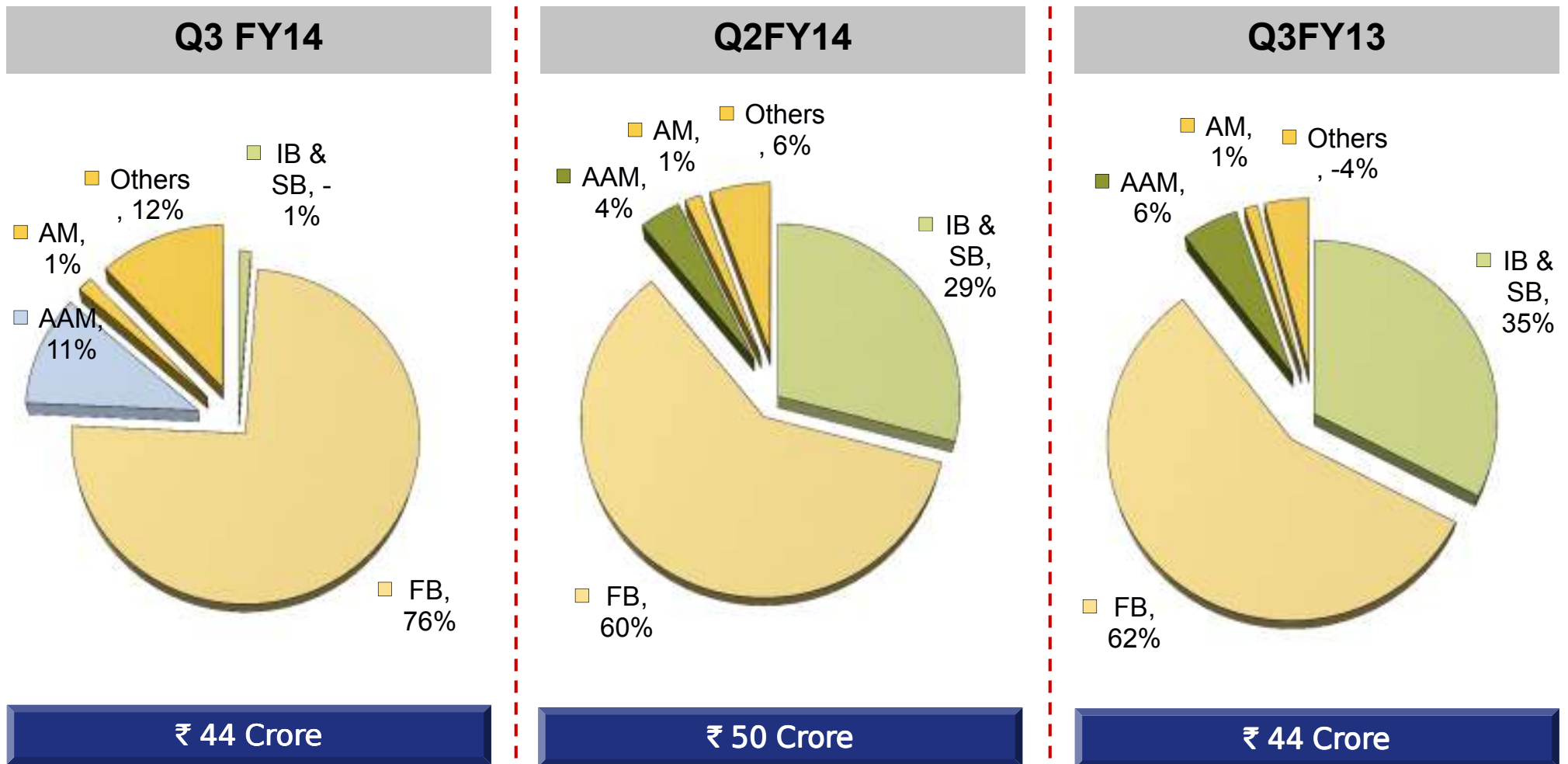
Q3FY13



₹ 145 Crore

IB & SB - Investment banking and securities business, FB - Fund based activities, AAM - Alternative asset management, AM - Asset management

Segment result Growth and Mix at Profit after Tax level



IB & SB - Investment banking and securities business, FB - Fund based activities, AAM - Alternative asset management, AM - Asset management

Consolidated nine months ended results for Dec' 13

₹ Cr	9M FY14	9M FY13	YoY
Gross Revenue	752	764	7%
Sub-brokerage	58	79	-26%
Net Revenue	694	685	11%
Employee cost	148	147	10%
Operating cost	84	74	22%
Finance cost	242	279	-4%
Depreciation	11	9	40%
Profit before tax	209	176	30%
Profit after tax	148	122	40%
Minority interest / Associate	2	-9	-117%
Net Consolidated profit	150	113	53%

Balance Sheet Highlights



Net worth on Dec 2013 ₹ 2,124 Cr (Dec 2012 ₹ 2,006 Cr)



Borrowings on Dec 2013 ₹ 2,555 Cr (Dec 2012 ₹ 4,111 Cr)



Debt Equity : Gross Gearing - 1.2x, Net Gearing – 0.8x



Balance sheet size on Dec 2013 ₹ 5,428 Cr (Dec 2012 ₹ 6,744 Cr)



Loan book on Dec 2013 ₹ 2,642 Cr (Dec 2012 ₹ 2,846 Cr)



Treasury funds around ₹ 860 Cr



Short term rating by CRISIL A1+ ; long- term rating of CRISIL AA- with stable outlook

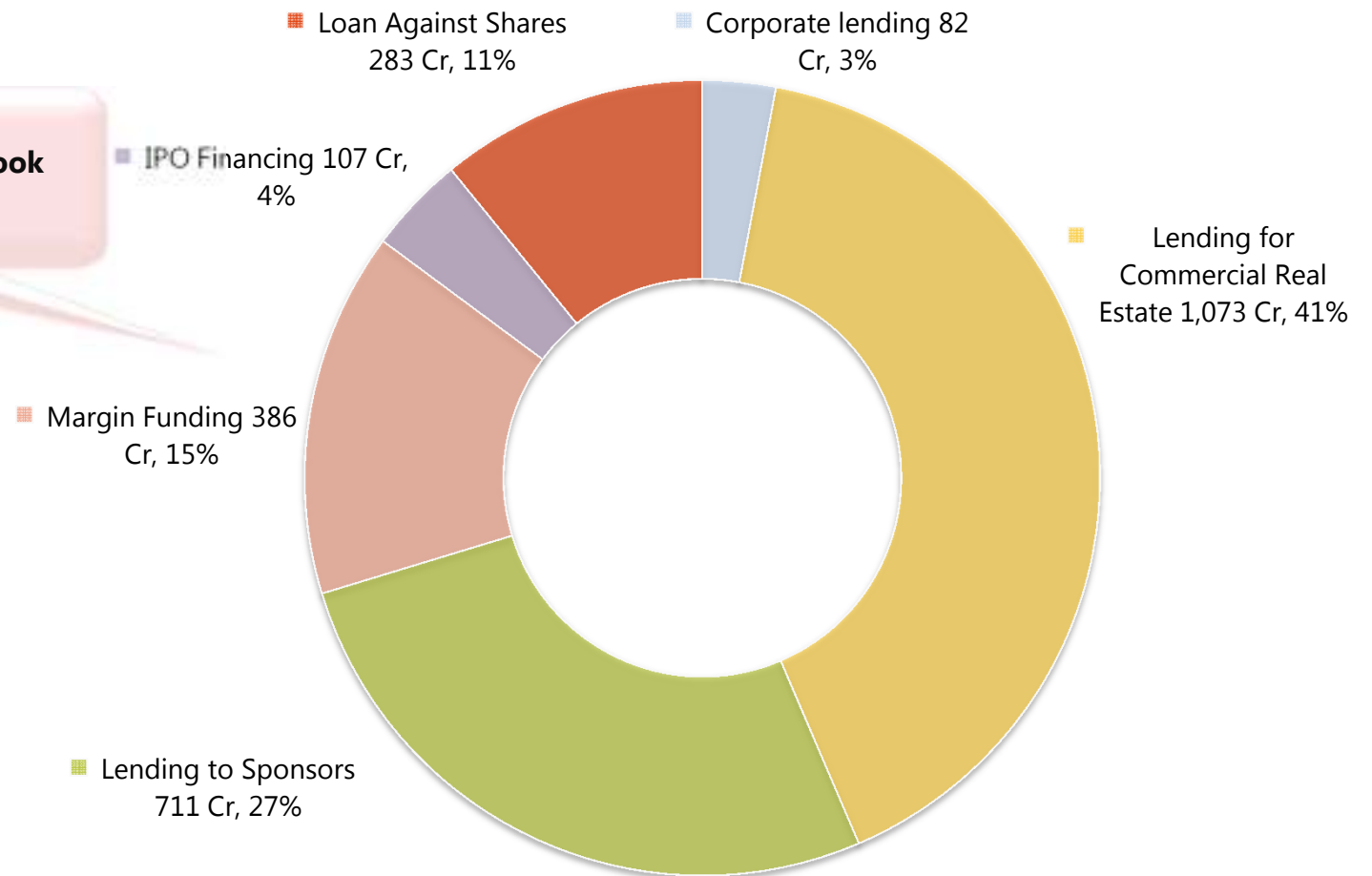
Summary Balance Sheet

Rs Cr	As at December 31, 2013	As at March 31, 2013	As at December 30, 2012
Equity and Liabilities			
Shareholders' Funds	2,124	1,976	2,006
Minority Interest	162	150	152
Borrowings	2,555	4,267	4,111
TOTAL	4,841	6,393	6,269
Assets			
Loan book	2,642	3,042	2,846
Investment and Treasury fund	1,480	1,987	1,906
Arbitrage and trading book	272	1,100	1,119
Other net assets	447	264	398
TOTAL	4,841	6,393	6,269

Lending portfolio

Break-up of Loan book (%)

As on December 31st, 2013, the **Loan book stood at Rs.2,642 Crores**



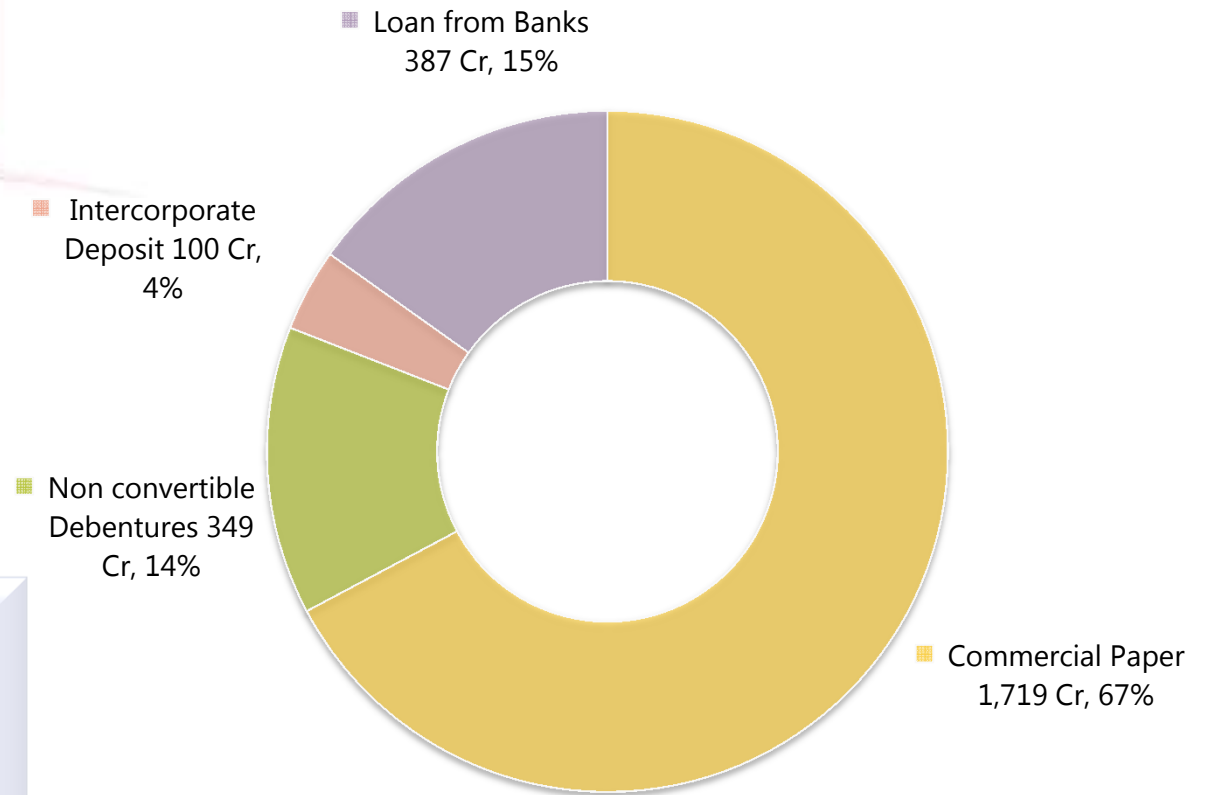
Funding sources

As on December 31st, 2013, the total **sources of funds** was **Rs.2,555 Crores**

Long term debt ratings: **CRISIL AA-/STABLE**

Short term debt ratings: **CRISIL A1+**.

Sources of Funds (%)



II : Business performance

Investment banking

Snapshot



Awarded the 'Investment Bank of the Year' as well as the 'India Deal of the Year (Large Markets)' at the recently conducted M&A Atlas Awards



The India Deal of the Year award was received for the de-merger of the Pantaloons format business from Pantaloon Retail (India) Limited and acquisition of controlling stake by the Aditya Birla Group.



Advised Eton Park International LLP on divestment of their stake in JSW Infrastructure limited.



JM Financial Singapore Pte. Ltd received capital market services license from Monetary Authority of Singapore (MAS).

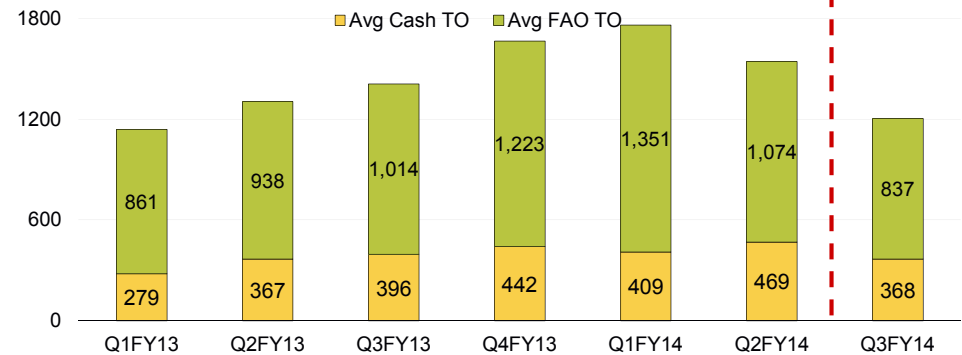
Equities broking and Wealth advisory Highlights

Snapshot

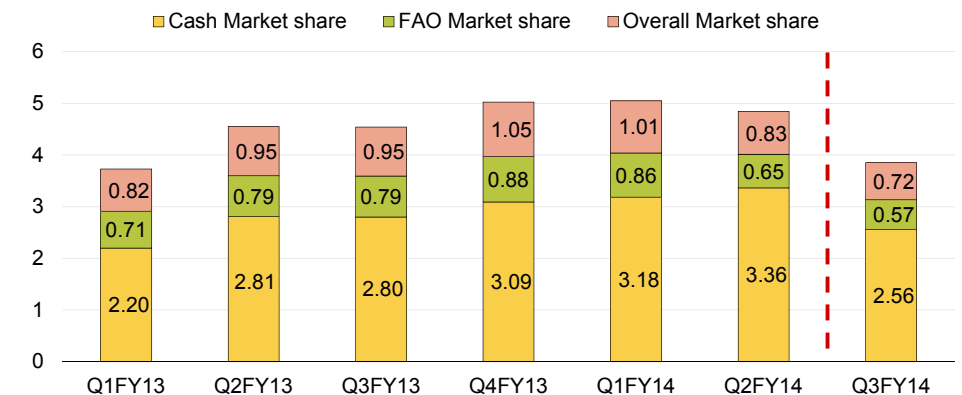
Despite equity market upsurge, retail participation still low

- Average daily turnover at ₹ 1,205 Cr in Q3FY14
- Market share on NSE at 0.72% in Q3FY14
- Stocks under research coverage - 172
- Wealth management AUM over ₹ 17,500 Cr
- Over 8,000 active IFDs
- Presence in 114 cities

Average daily turnover (₹Cr)



Equity market share on NSE (%)



Fund based activities - Nine Monthly

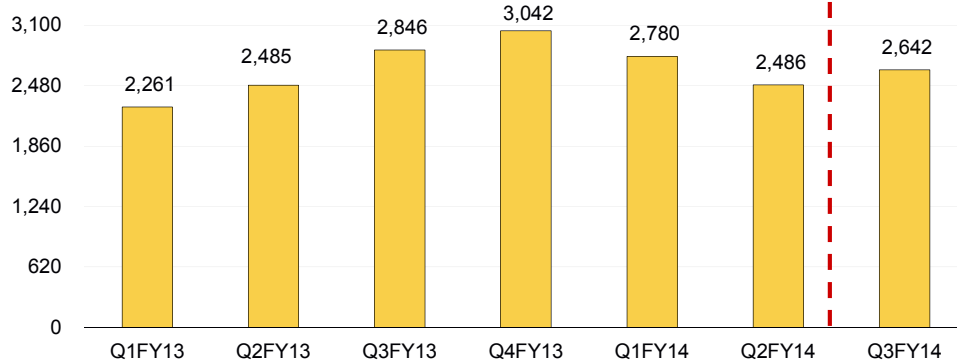
✓	Income at ₹ 400 Cr (₹ 405 Cr) ↓ 1 %	✓	Treasury book for fixed income securities ₹ 272 Cr.
✓	Profit before tax at ₹ 149 Cr (₹ 131 Cr) ↑ 14 %	✓	Net Interest Income at ₹ 132 Cr. Net Interest Margin at 6.01%
✓	Profit after tax at ₹ 99 Cr (₹ 90 Cr) ↑ 9%	✓	Gross NPA is 0.9 % , Net NPA is 0.7 %
✓	RoE (annualised) at 14.5%	✓	Net worth as on 31 st Dec 2013 ₹ 958 Cr
✓	Loan book as on 31 st Dec 2013 ₹ 2,642 Cr.	✓	Real Estate exposure ₹ 1,073 Cr

Highlights - Fund based activities - Quarterly

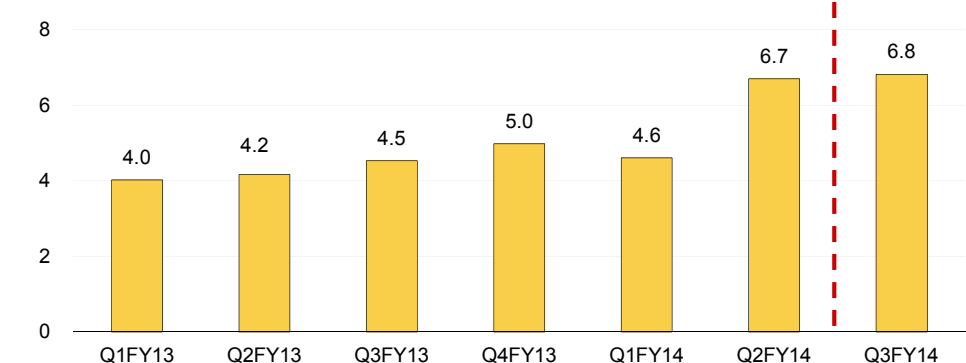
✓	Income at ₹ 126 Cr (q-q ₹ 121 Cr, y-y ₹ 144 Cr)	✓	Capital Adequacy Ratio at 30.21%
✓	Profit before tax at ₹ 50 Cr (q-q ₹ 45 Cr, y-y ₹ 42 Cr)	✓	Provision Coverage Ratio at 22%.
✓	Profit after tax at ₹ 33 Cr (q-q ₹ 30 Cr, y-y ₹ 29 Cr)	✓	Provision Coverage Ratio including standard asset provision at 133 %
✓	RoE (annualised) at 14.5%	✓	Borrowings stood at 2,479 Cr
✓	Net Interest Income at ₹ 49 Cr. Net Interest Margin at 6.82 %	✓	Gross Gearing - 2.6x, Net Gearing – 2.3x

Highlights - Fund based activities

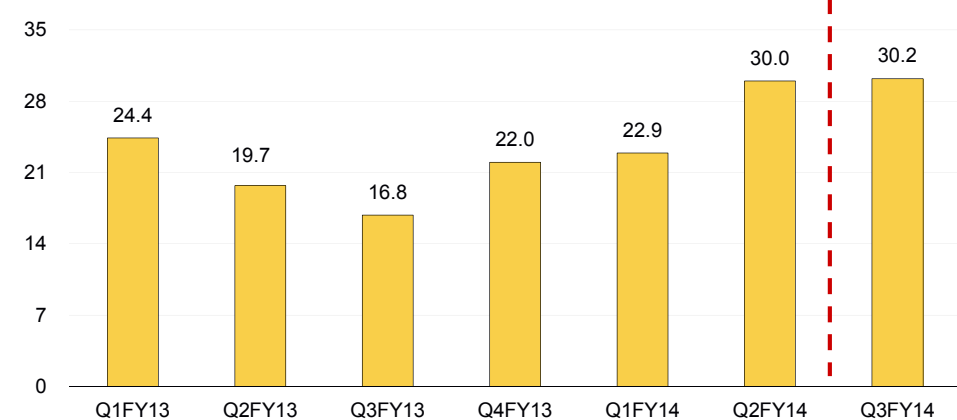
Loan book
(₹Cr)



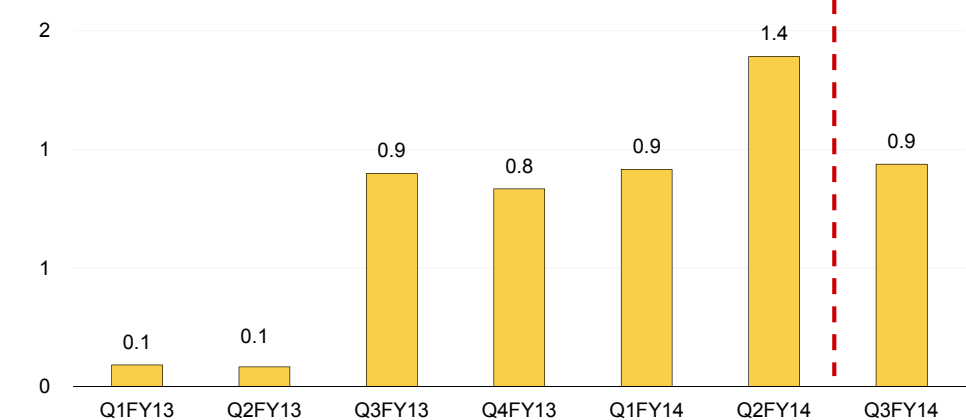
Net Interest Margin
(%)



Capital Adequacy Ratio
(%)



Gross NPA
(%)



Asset Reconstruction



AUM at ₹ 1,172 Cr



JM ARC share in total AUM at ₹ 368 Cr



Assets acquired during the quarter at ₹ 93 Cr



JM ARC share in acquisition during the quarter at ₹ 15 Cr



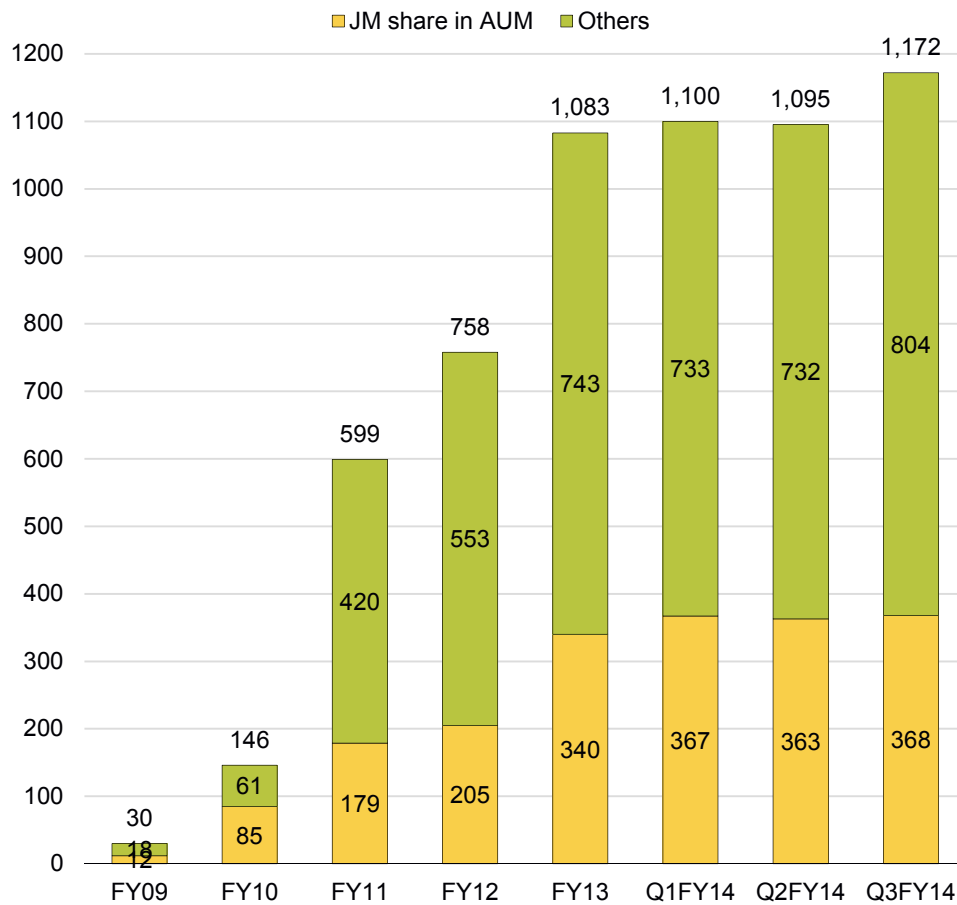
Assets Redeemed during the quarter at ₹ 16 Cr



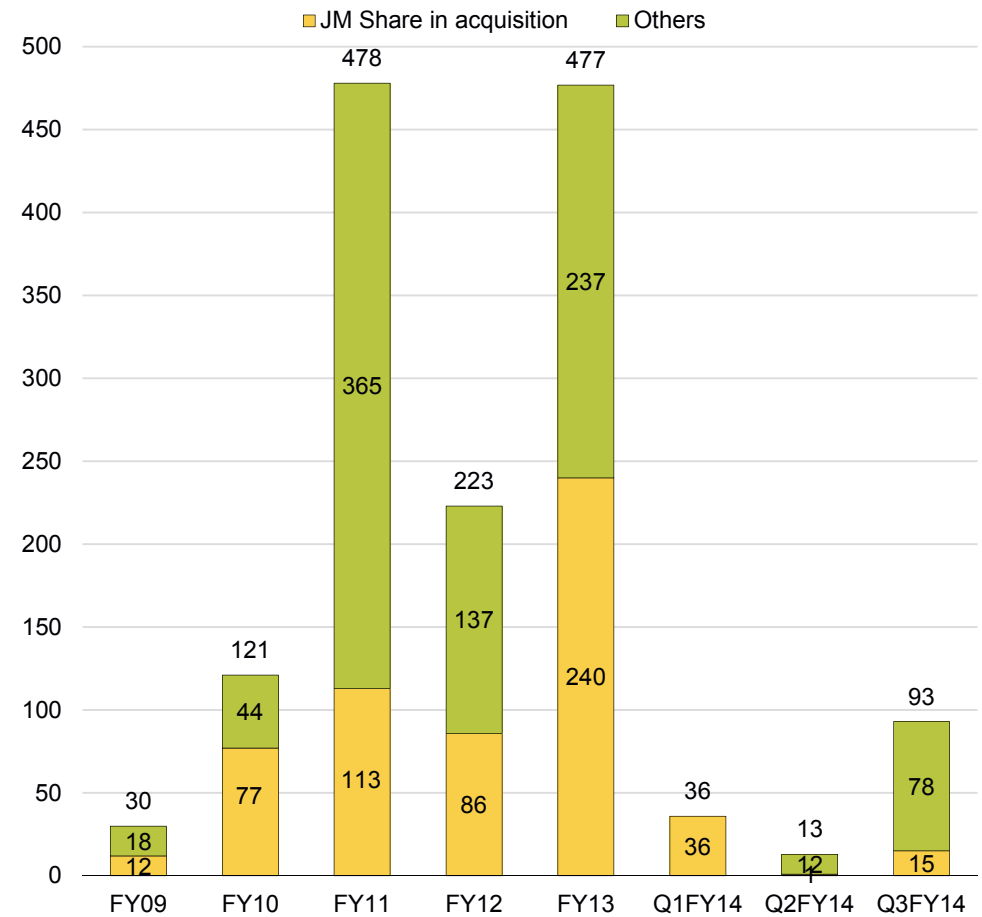
JM ARC share in redemption during the quarter at ₹ 10 Cr

Asset Reconstruction

AUM (₹ Cr)



Asset acquired during the period (₹ Cr)



Alternative Asset Management

Private Equity

- Fund Size: US\$ 225 Mn / Rs. 936 Cr.
- No. of investments: 16
- No. of Exits: 4
- Fully drawn down & invested

Real Estate

- Fund Size: 339 Cr
- No. of investments: 14
- No. of Exits: 2
- Fully drawn down & invested

Asset Management

Mutual Fund

- Average AUM

Equity 447

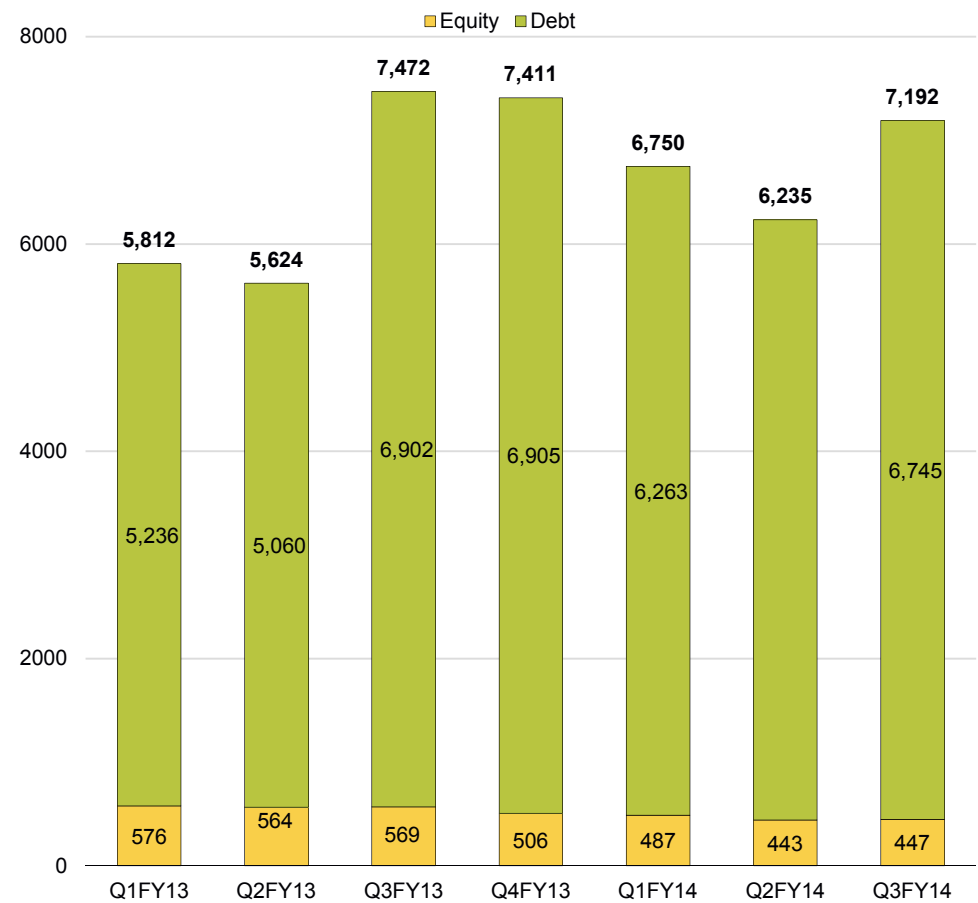
Debt 6,745

Total 7,192

- Over 2 Lacs active investors

- Number of Scheme : 16

Average AUM (₹ in Cr)



Thank You

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