



JM Financial Limited

Q3 FY15 Consolidated Performance

December 2014

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I : Key features

Key features of Q3 FY15 Consolidated Financial performance



Gross revenue ₹ 367 Cr (q-q ₹ 377 Cr, y-y ₹ 222 Cr)



Earning before Depreciation and Tax (EBDT) at ₹ 142 Cr (q-q ₹ 142 Cr, y-y ₹ 66 Cr)



Profit after tax ₹ 87 Cr (q-q ₹ 92 Cr, y-y ₹ 44 Cr)



PAT Margin at 23.7 % (q-q 24.4%, y-y 19.9%)



Net Interest Margin at 6.5 % (q-q 5.4%, y-y 6.8%)



Earning Per Share stood at ₹ 1.14 (q-q 1.22, y-y 0.59) (not annualised)



Consolidated group annualised RoE at 15.3%

Key features of 9M FY15 Consolidated Financial performance



Gross revenue ₹ 1,010 Cr (y-y ₹ 752 Cr)



Earning before Depreciation and Tax (EBDT) at ₹ 372 Cr (y-y ₹ 220 Cr)



Profit after tax ₹ 238 Cr (y-y ₹ 150 Cr)



PAT Margin at 23.5 % (y-y - 20 %)



Earning Per Share stood at ₹ 3.10 (y-y – 1.99) (not annualised)



Consolidated group annualised RoE at 13.9%

Key features of Consolidated Financial performance



Loan book on 31 December 2014 at ₹ 4,856 Cr ;
treasury book for fixed income securities at ₹ 643 Cr



Wealth Management AUM on 31 December 2014 at around ₹ 20,188 Cr



Average Daily Turnover in the secondary market at ₹ 2,277 Cr



Asset Reconstruction AUM on 31 December 2014 at ₹ 8,365 Cr



Alternate Asset management AUM on 31 December 2014 at ₹ 975 Cr



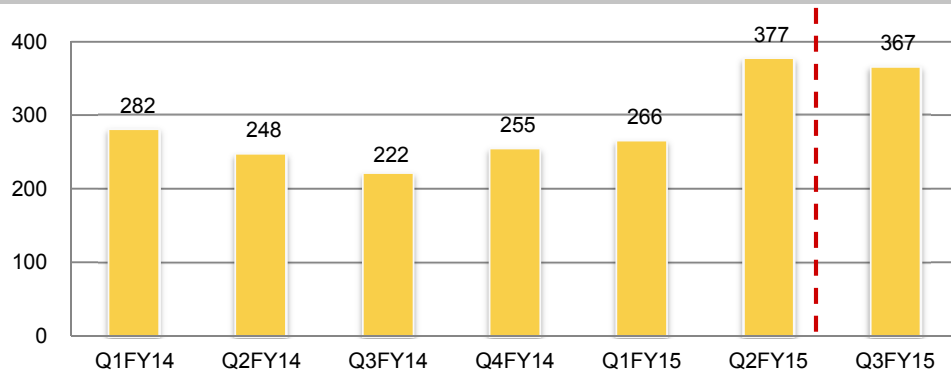
Asset management Average AUM for Q3 FY15 at ₹ 14,240 Cr

II : Quarterly performance

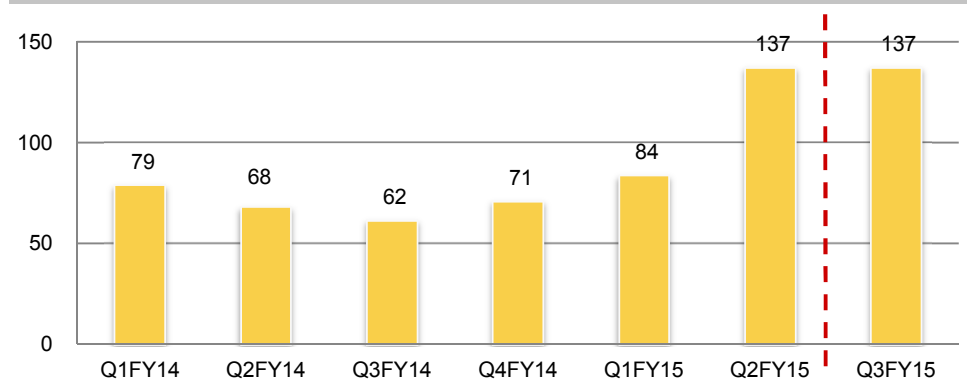
Consolidated Financial Performance – Quarter by Quarter

Snapshot

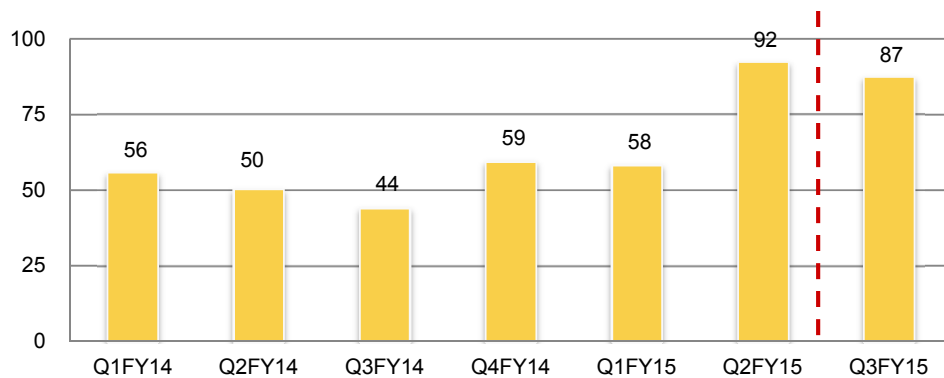
Gross Revenue
(₹ Crore)



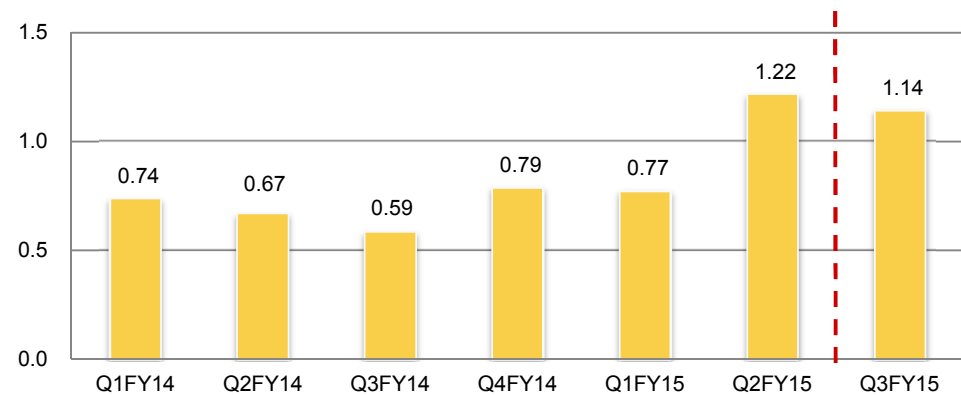
Profit before tax
(₹ Crore)



Net Profit after Minority interest and share of profit of Associates (₹ Crore)



EPS (₹) (not annualised)

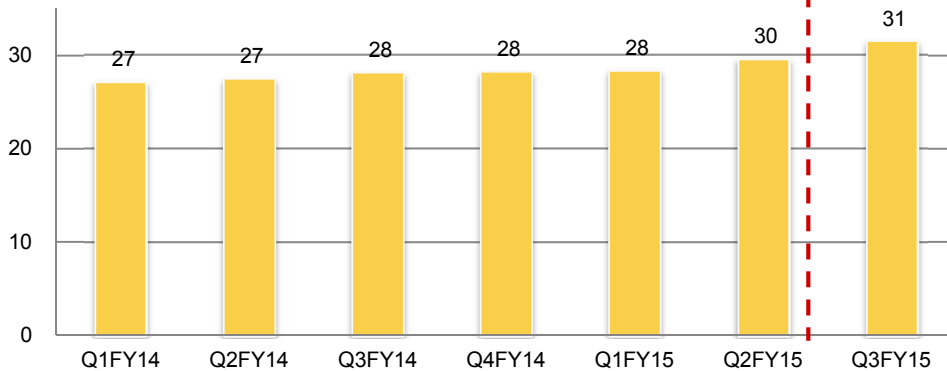


Net Worth as on December 31, 2014 was ₹ 2,466 Crore

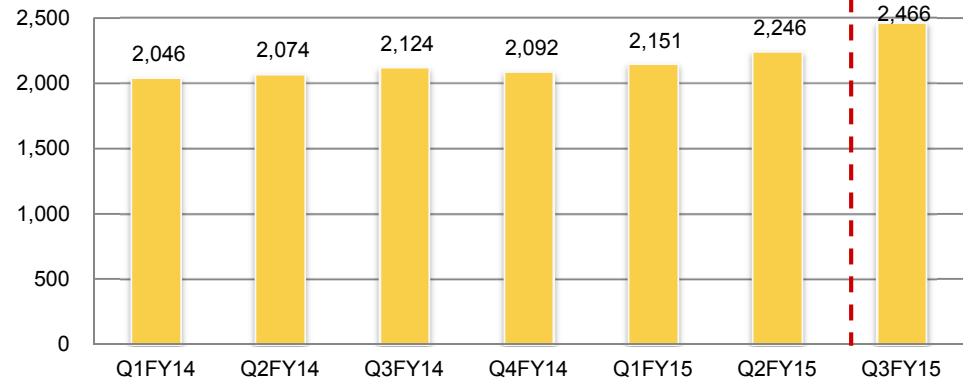
Consolidated Financial Performance – Quarter by Quarter

Snapshot

Book Value Per Share (₹)



Net worth (₹ Cr)



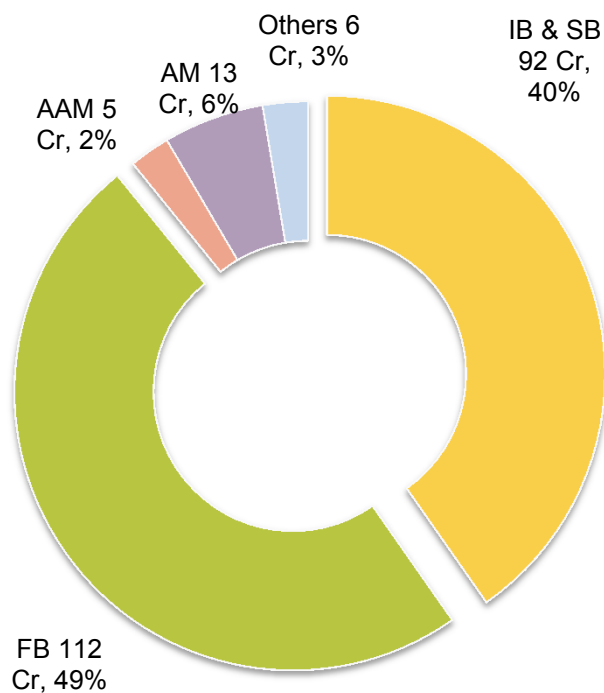
Net Worth as on December 31, 2014 was ₹ 2,466 Crore

Results for Q3 FY15 (Consolidated)

₹ Cr	Q3 FY15	Q2 FY15	QoQ	Q3FY14	YoY
Gross Revenue	367	377	-3%	222	65%
Sub-brokerage	23	24	-5%	19	20%
Net Revenue	344	353	-3%	203	69%
Employee cost	58	75	-22%	42	38%
Operating cost	28	26	8%	28	0%
Finance cost	115	110	4%	67	72%
Depreciation	5	5	8%	4	19%
Profit before tax	137	137	0%	62	123%
Profit after tax	98	98	1%	43	127%
Minority interest / Associate	-11	-6		1	
Net Consolidated profit	87	92	-5%	44	97%

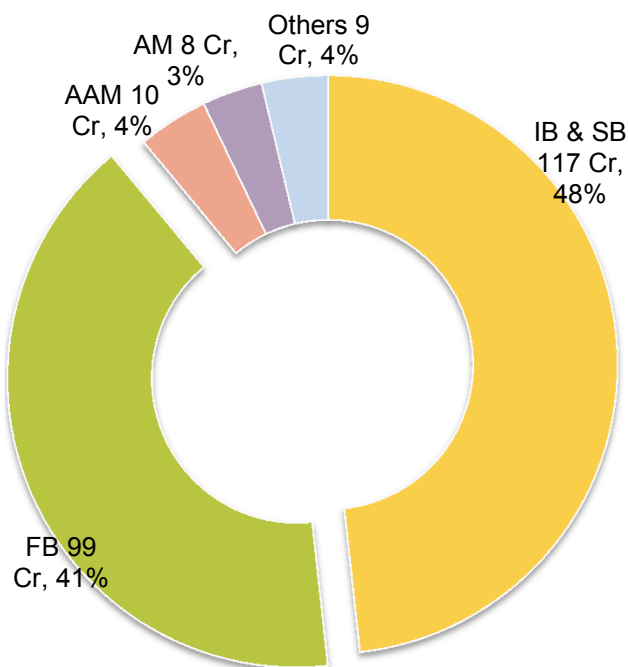
Segments–Net Revenue breakup (net of sub brokerage & finance cost)

Q3 FY15



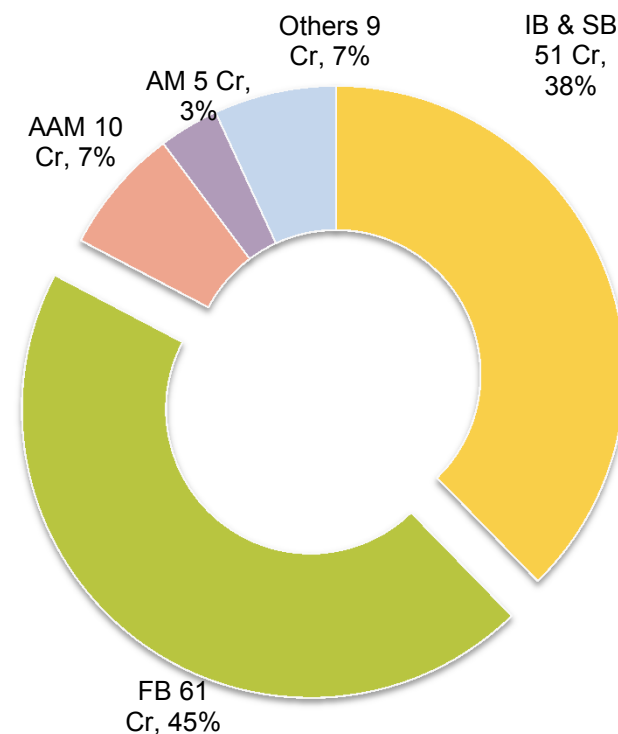
₹ 228 Crore

Q2 FY15



₹ 243 Crore

Q3 FY14

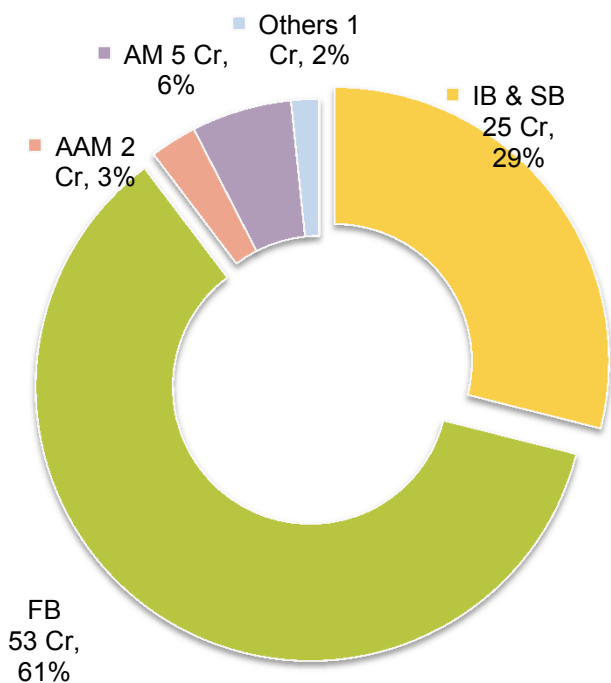


₹ 136 Crore

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

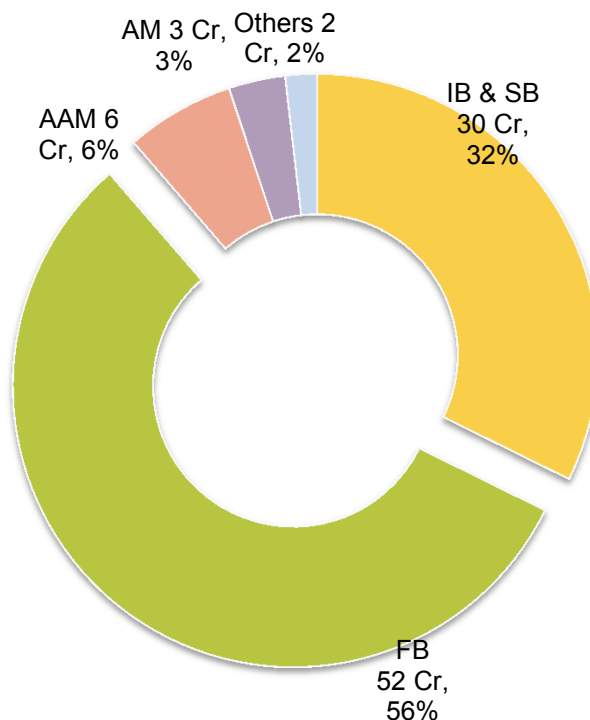
Segments – Profit after tax breakup

Q3 FY15



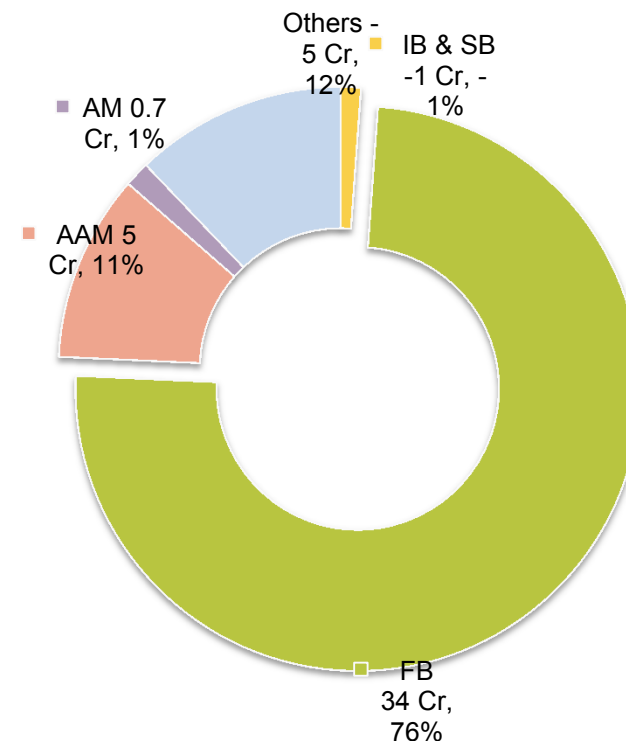
₹ 87 Crore

Q2 FY15



₹ 92 Crore

Q3 FY14



₹ 44 Crore

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

Results for 9M FY15 (Consolidated)

₹ Cr	9M FY15	9M FY14	YoY
Gross Revenue	1,010	752	34%
Sub-brokerage	72	58	24%
Net Revenue	938	694	35%
Employee cost	184	148	24%
Operating cost	75	84	-11%
Finance cost	308	242	27%
Depreciation	14	11	23%
Profit before tax	358	209	72%
Profit after tax	254	148	71%
Minority interest / Associate	-16	2	
Net Consolidated profit	238	150	58%

III : Balance sheet highlights

Balance Sheet Highlights



Net worth on 31 December 2014 ₹ 2,466 Cr (March 2014 ₹ 2,092 Cr)



Borrowings on 31 December 2014 ₹ 4,618 Cr (March 2014 ₹ 2,987 Cr)



Cash and cash equivalent on 31 December 2014 ₹ 672 Cr



Debt Equity : Gross Gearing - 1.9x, Net Gearing – 1.6x



Balance sheet size on 31 December 2014 ₹ 8,222 Cr (March 2014 ₹ 5,825 Cr)



Loan book on 31 December 2014 ₹ 4,856 Cr (March 2014 ₹ 2,978 Cr)



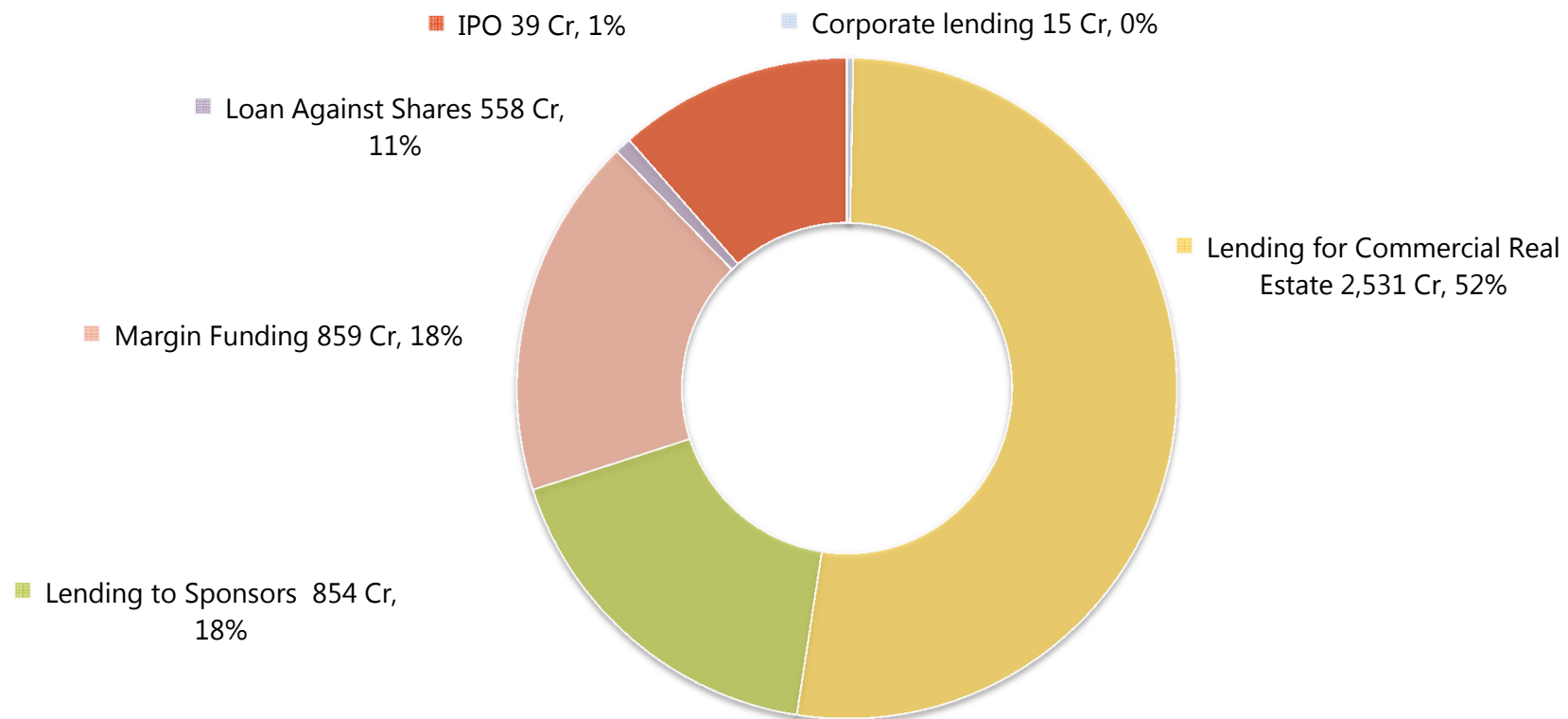
The Rating Committee of ICRA, has assigned the rating “[ICRA] AA” with stable outlook in respect of our long term bond Programme

Summary Balance Sheet

Rs Cr	As at Dec 30, 2014	As at March 31, 2014
Equity and Liabilities		
Shareholders' Funds	2,466	2,092
Minority Interest	641	165
Borrowings	4,618	2,987
TOTAL	7,725	5,244
Assets		
Loan book	4,856	2,978
Investment and Treasury fund	1,394	1,469
Arbitrage and trading book	868	534
Other net assets	607	263
TOTAL	7,725	5,244

Lending portfolio

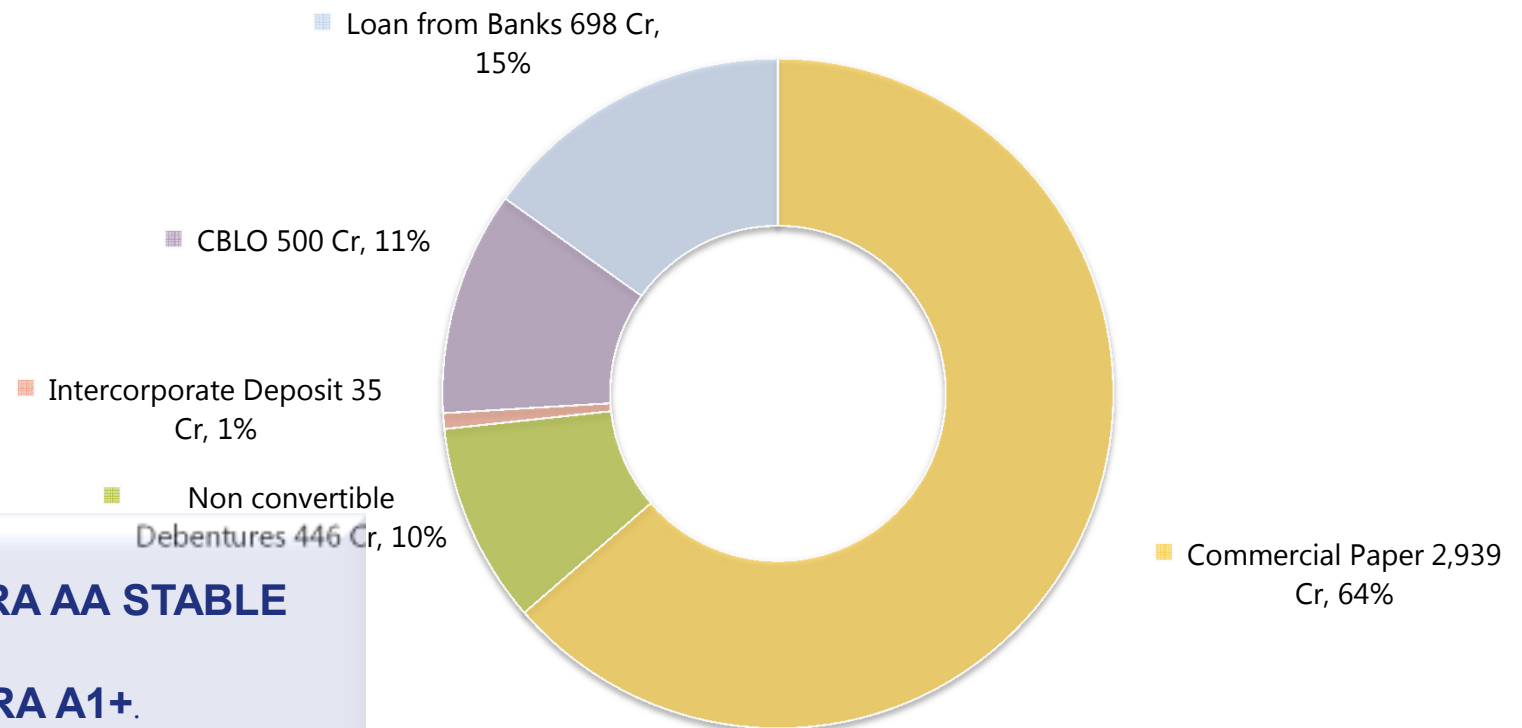
Break-up of Loan book (%)



As on December 31, 2014, the Loan book stood at Rs.4,856 Crores

Borrowing breakup

Sources of Funds (%)



Long term debt ratings: **ICRA AA STABLE**

Short term debt ratings: **ICRA A1+**

As on December 31, 2014, the total borrowing was Rs.4,618 Crores

IV : Business performance

Investment banking

Snapshot



Acted as managers to Qualified Institutional Placement by Ceat Ltd – Rs. 400 crore



Acted as managers to Future Group on investment by Premji Invest of Rs.175 crore



Acted as managers for the Open Offer to the shareholders of Network 18 Group – Rs.2,295 crore

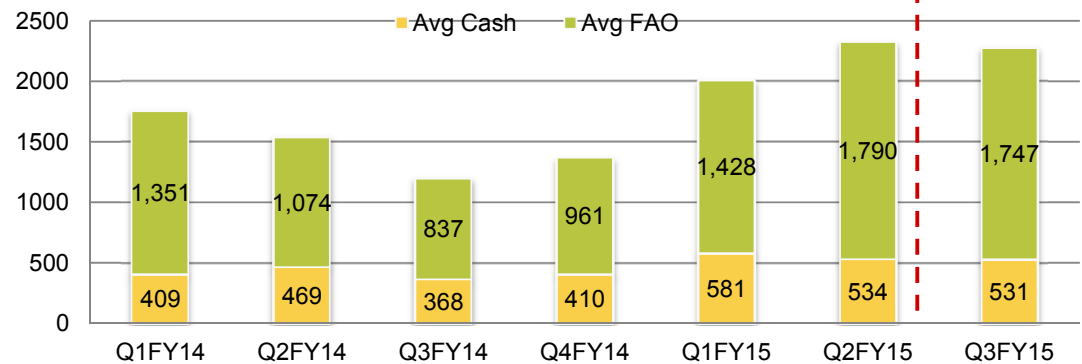
Equities broking and Wealth advisory Highlights

Snapshot

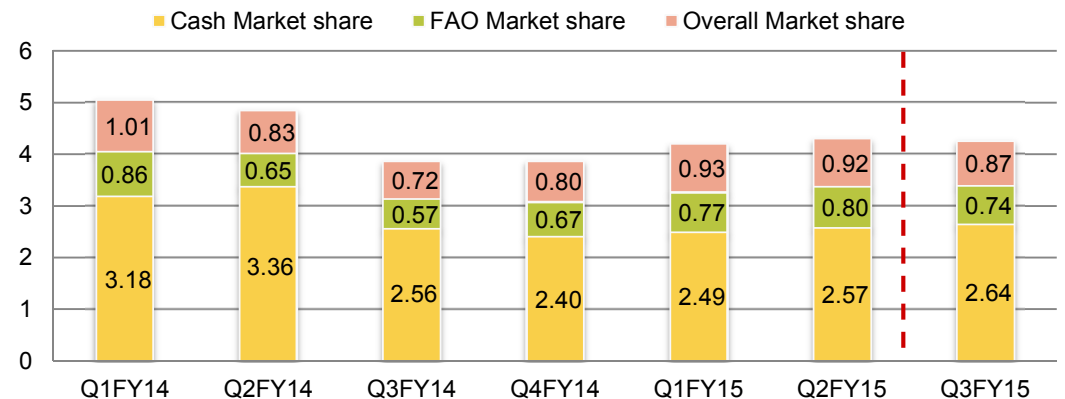
Despite equity market upsurge, retail participation still low

- Average daily turnover at ₹ 2,277 Cr in Q3FY15
- Market share on NSE at 0.87% in Q3FY15
- Stocks under research coverage - 167
- Wealth management AUM at around ₹ 20,188 Cr
- Approximately 7,400 active Independent Financial Distributors (IFDs)
- Presence in 111 cities

Average daily turnover (₹Cr)



Equity market share on NSE (%)



Fund based activities - Quarterly



Income at ₹ 215 Cr (q-q ₹ 204 Cr, y-y ₹ 126 Cr)



Profit after tax at ₹ 59 Cr (q-q ₹ 55 Cr, y-y ₹ 33 Cr)



Net Interest Income at ₹ 50 Cr.
Net Interest Margin at 6.5 %



Loan book as on 31st Dec 2014
₹ 4,856 Cr.



Gross NPA at 2.1 % , Net NPA at 1.8 %



Treasury book for fixed income securities ₹ 643 Cr.



Capital Adequacy Ratio at 37.3%



Provision Coverage Ratio at 14%.
Including standard asset provision at 34 %



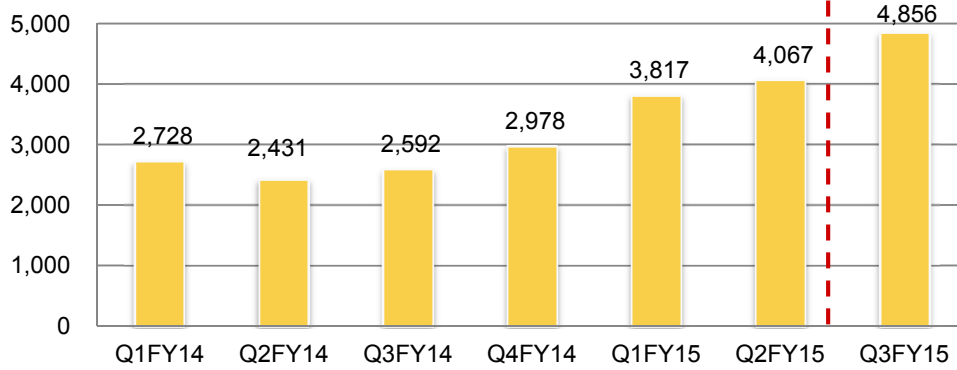
Borrowings in fund based segment stood at 3,900 Cr



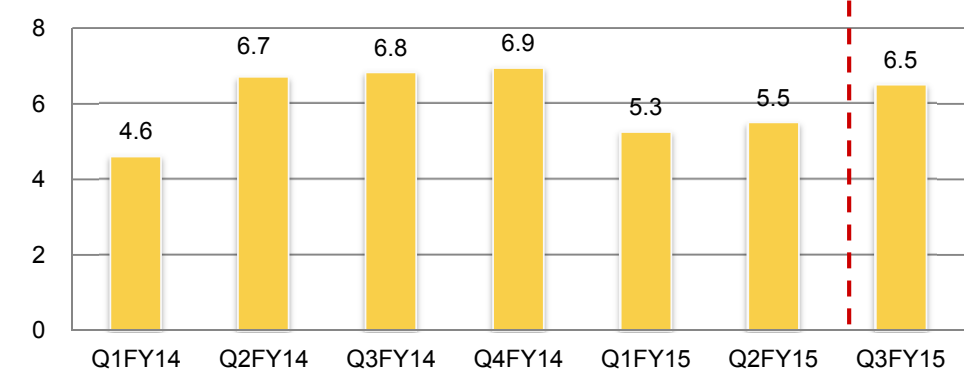
Gross Gearing - 1.9x,
Net Gearing – 1.7x at NBFC level
– 1.6x at Consolidated

Highlights - Fund based activities

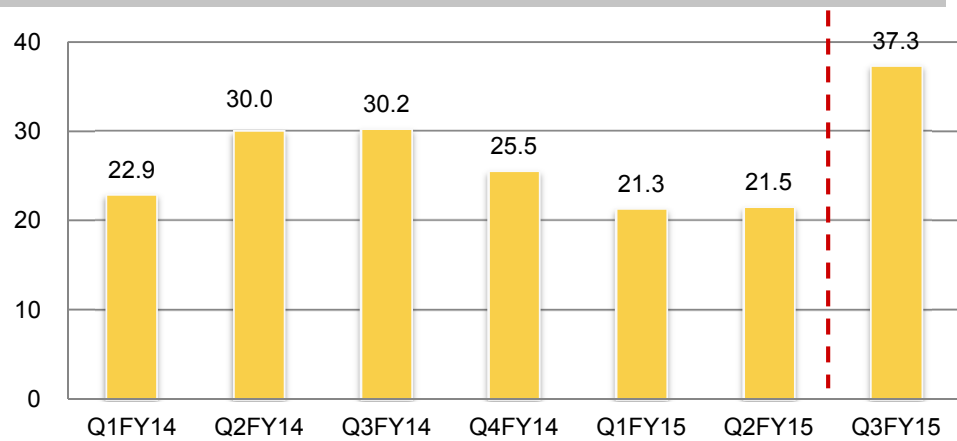
Loan book
(₹Cr)



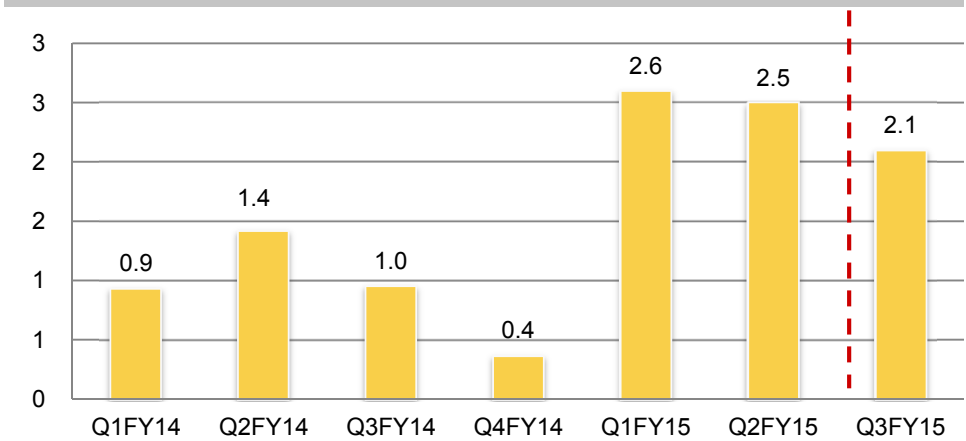
Net Interest Margin
(%)



Capital Adequacy Ratio
(%)



Gross NPA
(%)



Asset Reconstruction



AUM at ₹ 8,365 Cr (March 2014 ₹ 3,647 Cr)



JM ARC share in total AUM at ₹ 1,484 Cr (March 2014 ₹ 584 Cr)



Assets acquired during the quarter at ₹ 163 Cr (q-q ₹ 44 Cr, y-y ₹ 93 Cr)



JM ARC share in acquisition during the quarter at ₹ 24 Cr (q-q ₹ 10 Cr, y-y ₹ 15 Cr)



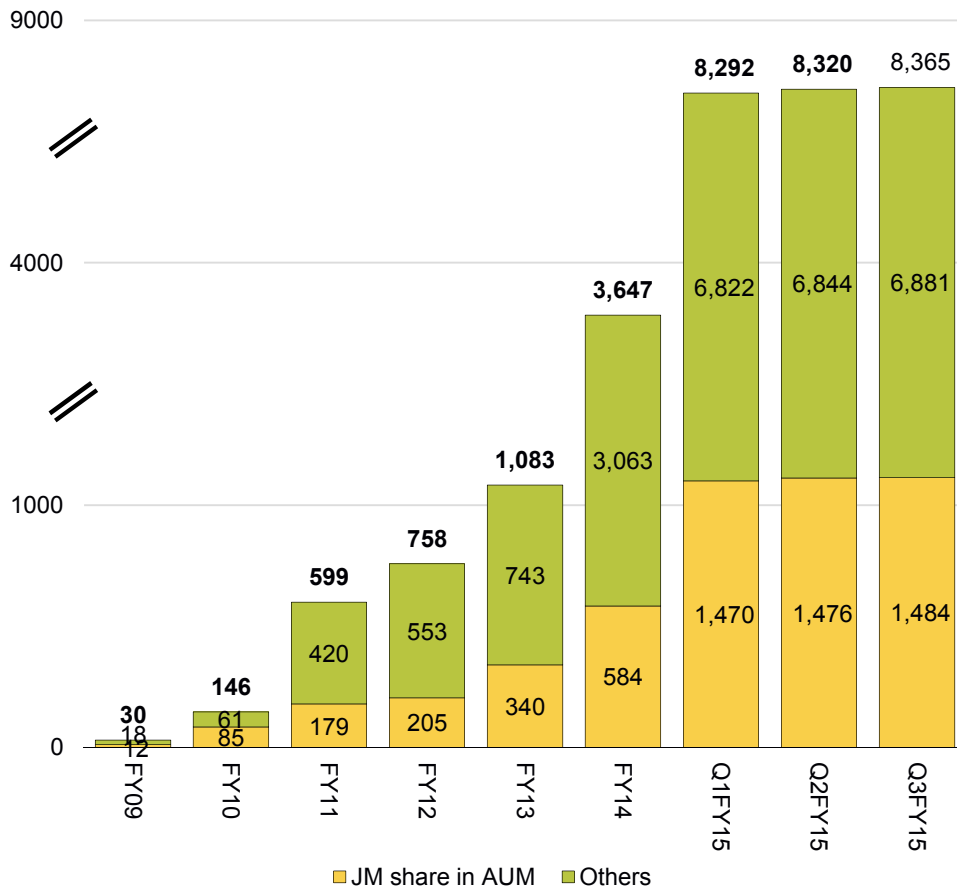
Assets Redeemed during the quarter at ₹ 118 Cr (q-q ₹ 16 Cr, y-y ₹ 16 Cr)



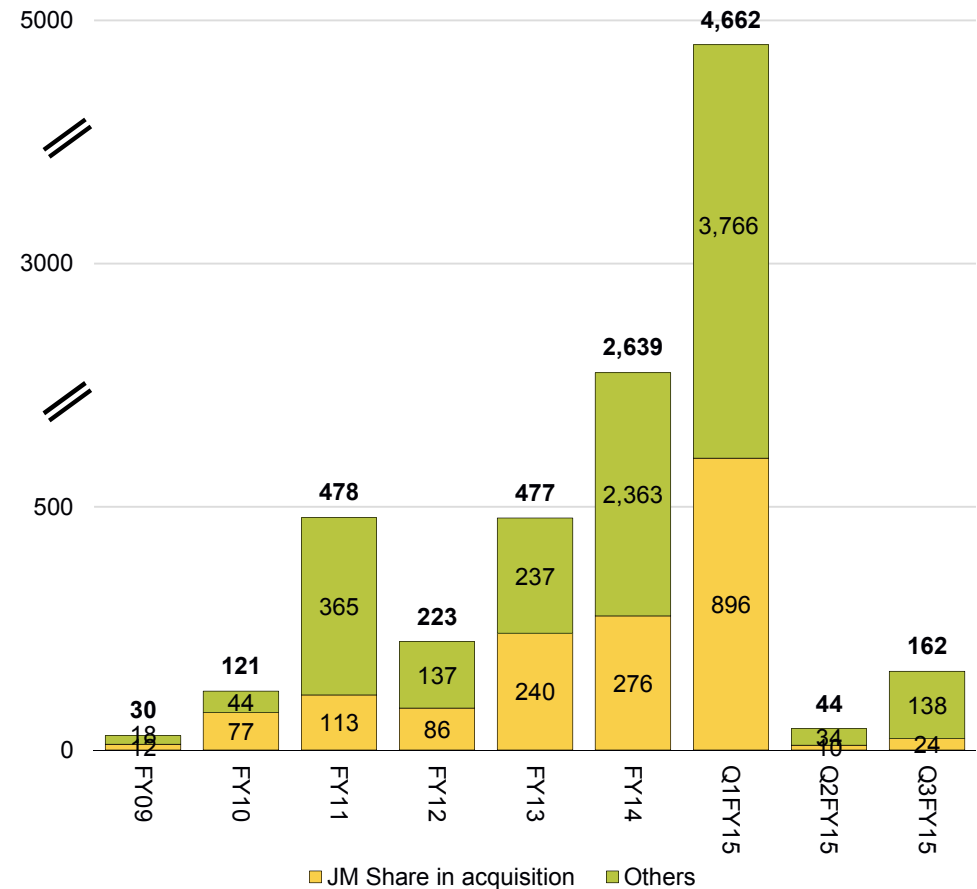
JM ARC share in redemption during the quarter at ₹ 14 Cr (q-q ₹ 4 Cr, y-y ₹ 10 Cr)

Asset Reconstruction

AUM (₹ Cr)



Asset acquired during the period (₹ Cr)



Alternative Asset Management

Private Equity

- AUM ₹ 673 Cr.
- No. of investments: 13
- No. of Exits: 4 full and 1 part
- Fully drawn down & invested

Real Estate

- AUM ₹ 302 Cr
- No. of investments: 11
- No. of Exits: 4 full and 1 part
- Fully drawn down & invested

Asset Management

Mutual Fund

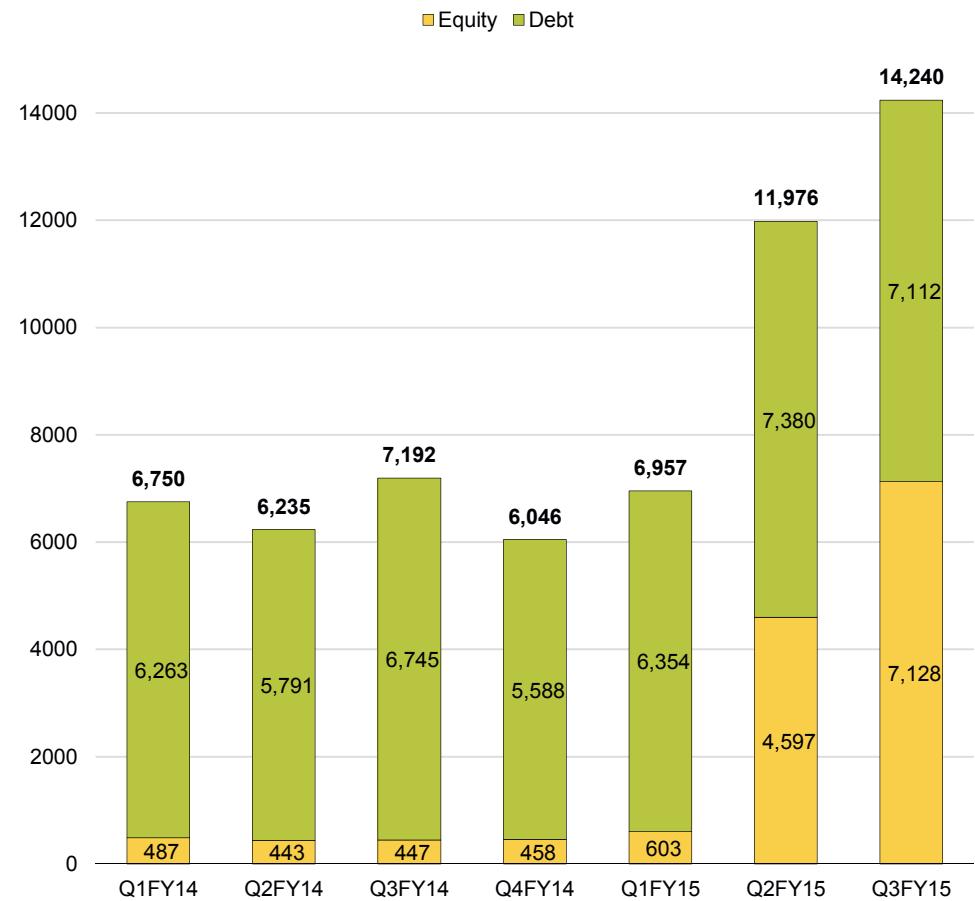
- Average AUM

Equity	7,128
Debt	7,112
Total	14,240

- Over 1.9 Lacs active investors

- Number of Schemes : 17

Average AUM (₹ in Cr)



Thank You

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