



JM Financial Limited

Q1 FY14 Consolidated Performance

August 2013

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Highlights of Q1 FY14 Financial performance



Income at ₹ 282 Cr, up 13% yoy, PAT at ₹ 56 Cr up 57% yoy. Overall growth driven by financing activities.



Income remained flat qoq, PAT down 20% qoq, Q4 is traditionally the peak quarter for Financial Services industry



Consolidated group annualised RoE improves to 11.1%



Loan book grows 23% to ₹ 2,780 Cr in Q1 FY14 from ₹ 2,261 Cr in Q1 FY13, The treasury book for fixed income securities stood at ₹ 473 crore. NIM stood at 4.6%.



Wealth AUM continues steady growth and Assets under management stand at over ₹19,500 Cr



Cash market volumes continuing to put brokerage yield under pressure

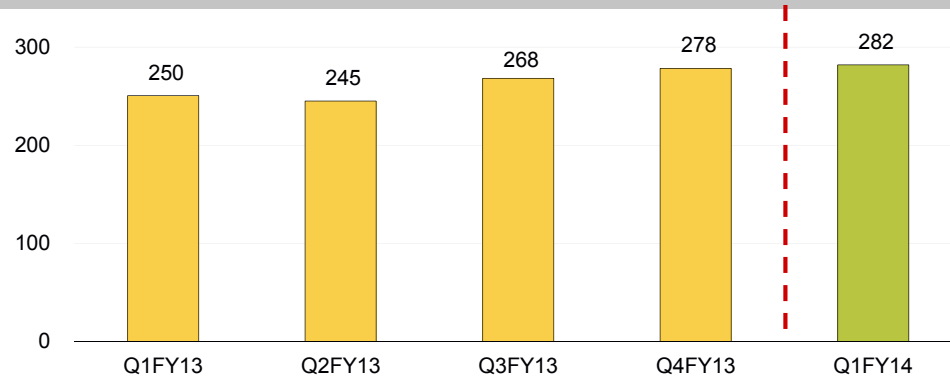


Asset Reconstruction saw an increased acquisition activity with AUM currently at 1,100 Cr

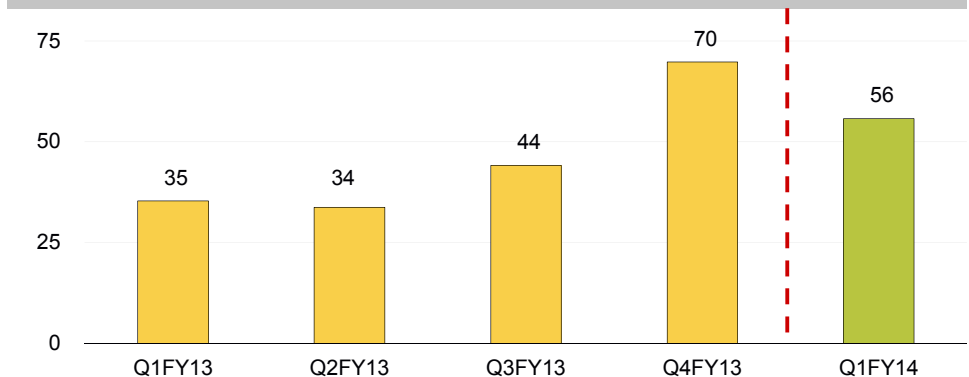
Financial Performance

Snapshot

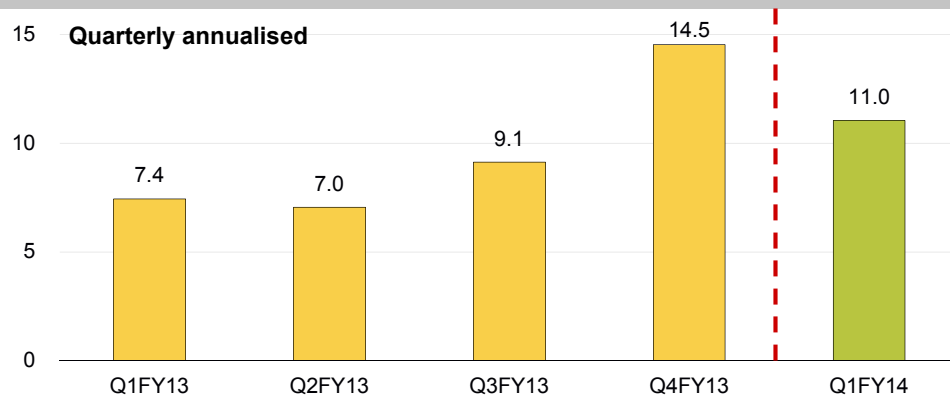
Gross Revenue
(₹ Crore)



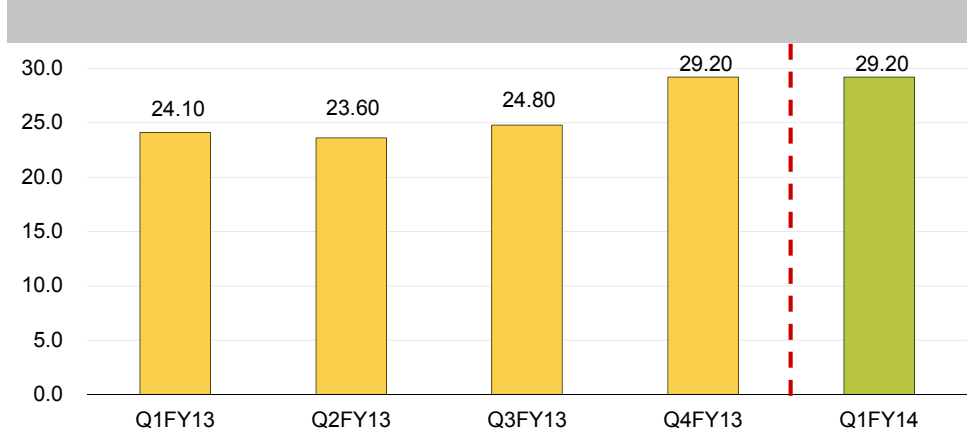
Consolidated Profit / Loss
(₹ Crore)



Return on Equity
(%)



EBTDA Margin (%) (Net of Interest cost)

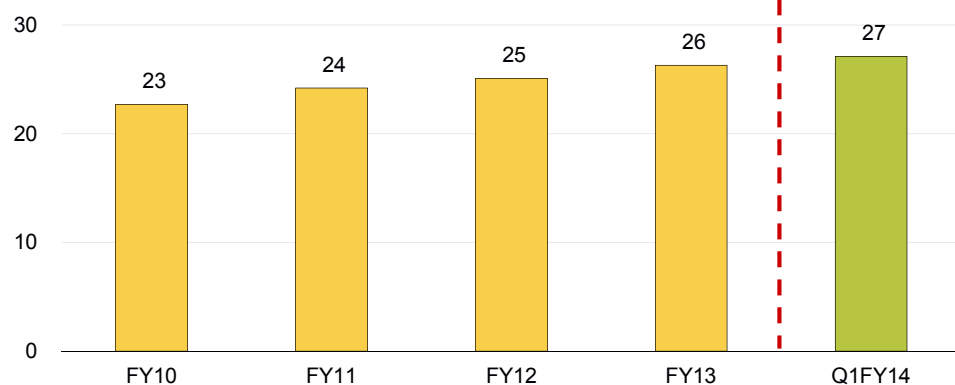


Net Worth as on June 30, 2013 was ₹ 2,046 Crores

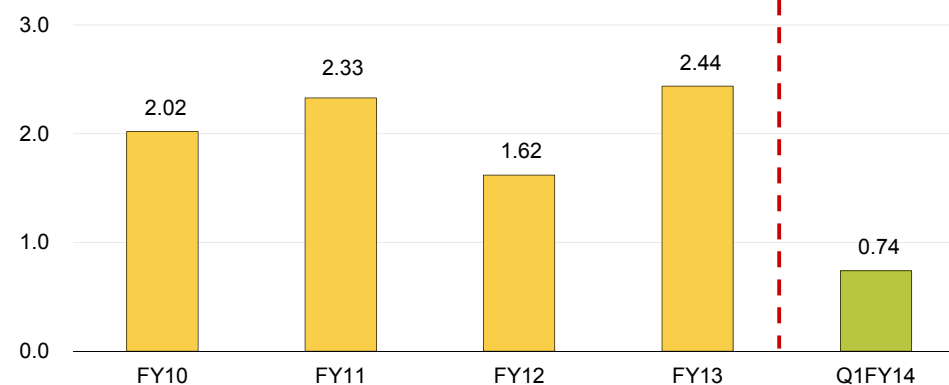
Financial Performance

Snapshot

Consolidated Book Value Per Share (₹)



Consolidated EPS (₹)



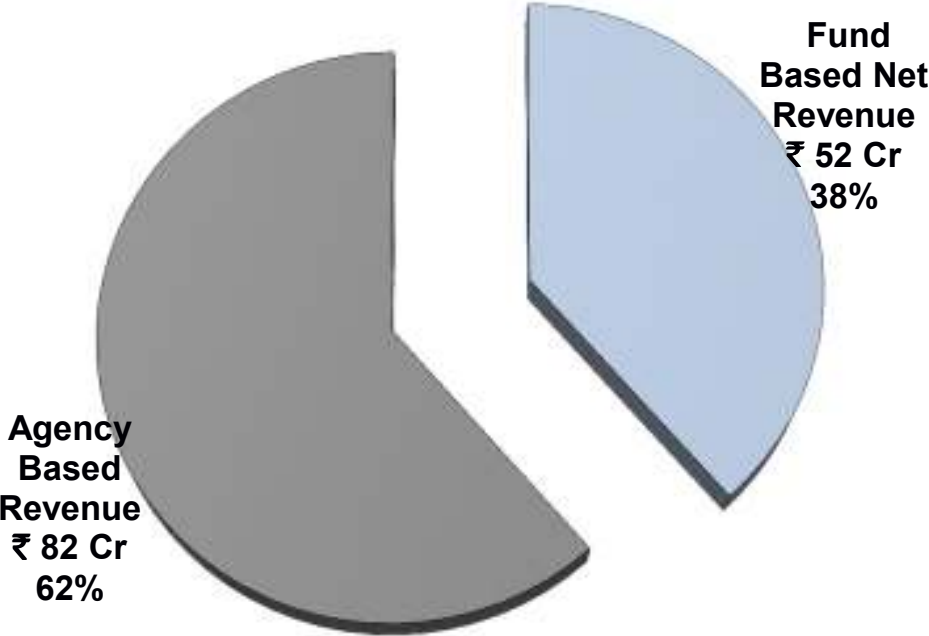
Net Worth as on June 30, 2013 was ₹ 2,046 Crores

JM Financial Group consolidated results for quarter ended June 13

₹ Cr	Q1 FY14	Q4 FY13	Q1FY13	QoQ	YoY
Gross Revenue	282	278	251	1%	13%
Sub-brokerage	20	22	25	(6%)	(20%)
Net Revenue	262	256	226	2%	16%
Employee cost	57	51	49	11%	17%
Operating cost	24	27	26	(9%)	(19%)
Finance cost	98	98	91	1%	9%
Depreciation	3	3	3	(2%)	27%
Profit before tax	79	78	58	2%	37%
Profit after tax	56	57	38	(2%)	46%
Minority interest / Associate	0	13	(3)	(102%)	(92%)
Net Consolidated profit	56	70	35	(20%)	57%

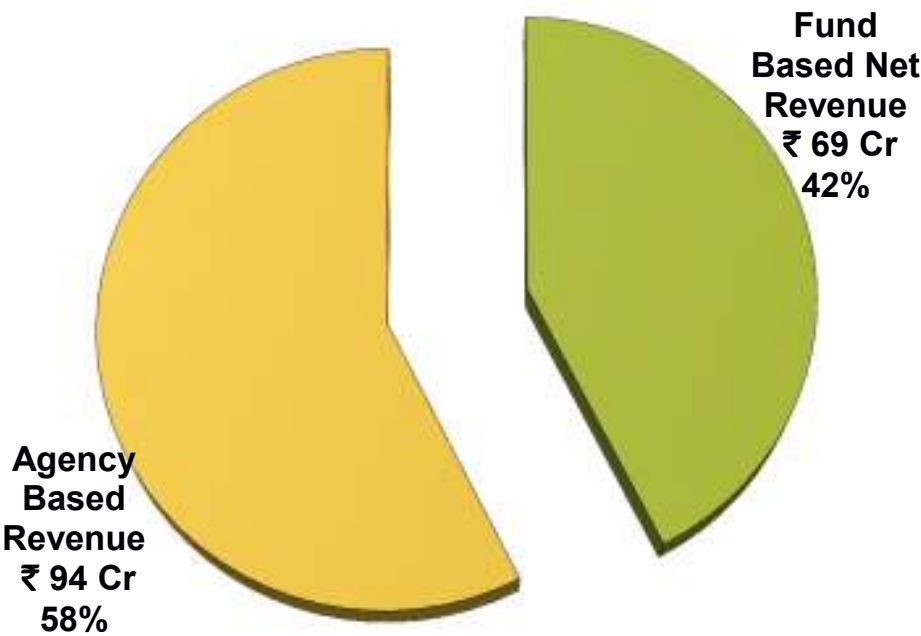
Revenue Growth and Segment Mix at Net Revenue level

Q1FY13



₹ 134 Crores

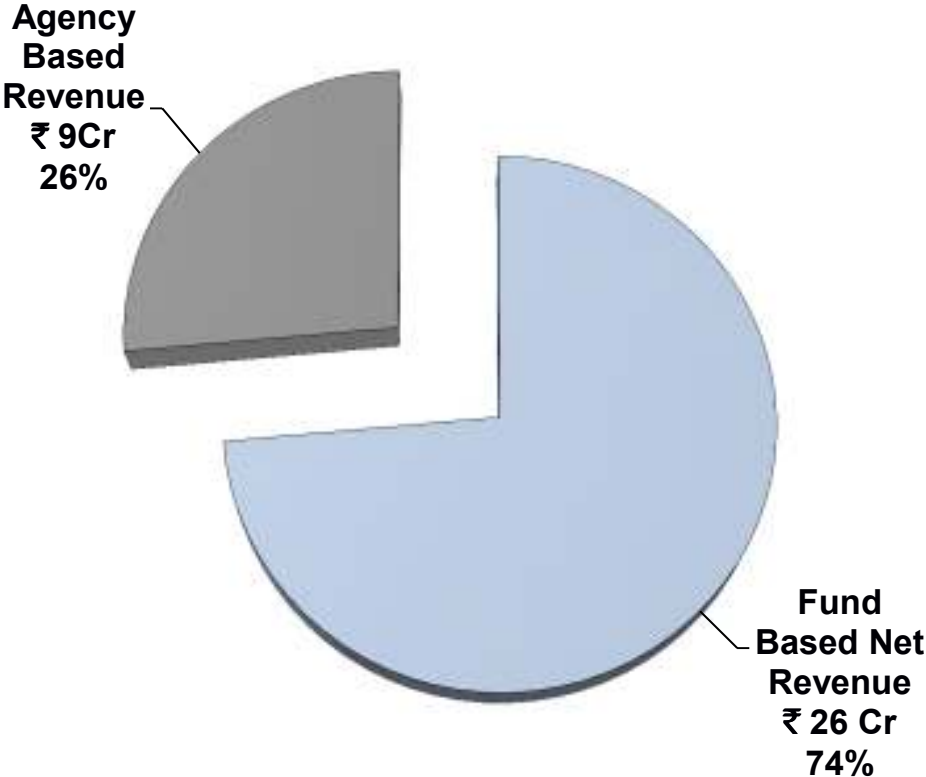
Q1 FY14



₹ 163 Crores

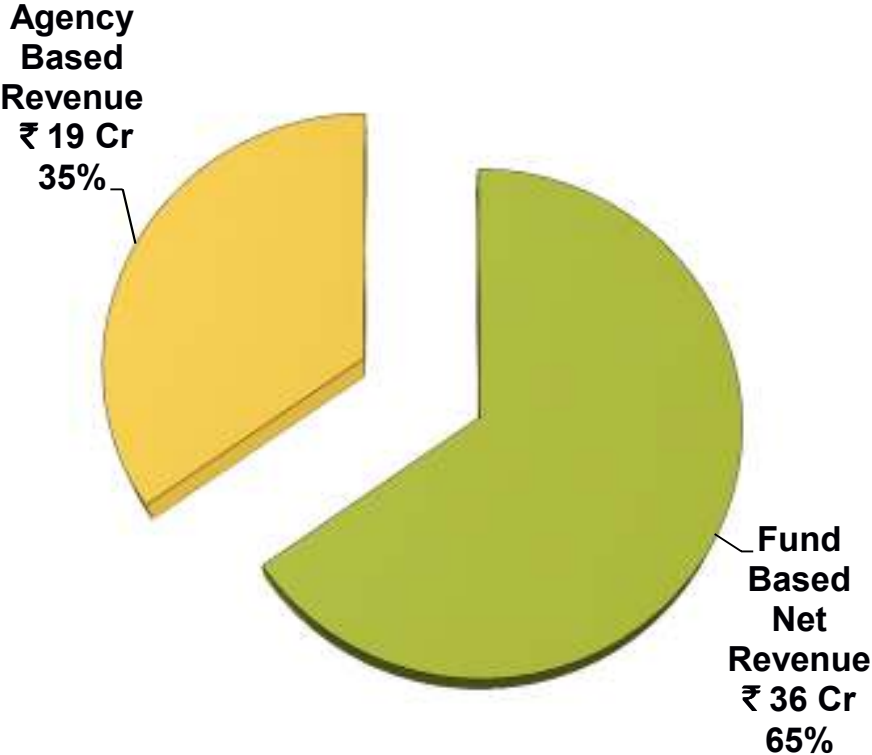
Segment result Growth and Mix at Profit after Tax level

Q1FY13



₹ 35 Crores

Q1 FY14



₹ 56 Crores

Balance Sheet Highlights

✓	Net worth stood at ₹ 2,046 Cr (yoy ₹ 1,930 Cr)
✓	Borrowings stood at ₹ 3,557 Cr (previous year ₹ 3,514)
✓	Debt Equity : Gross Gearing - 1.7x, Net Gearing – 1.3x
✓	Balance sheet size stood at ₹ 6,235 Cr (yoy ₹ 6,063 Cr)
✓	Loan book stood at ₹ 2,780 Cr (yoy ₹ 2,261 Cr)
✓	Treasury funds around ₹ 900 Cr which is 44 % of net worth
✓	Strong and Liquid Balance Sheet with a comfortable Leverage
✓	Highest Short term rating of CRISIL A1+ ; long- term rating of CRISIL AA- with stable outlook

Summary Balance Sheet

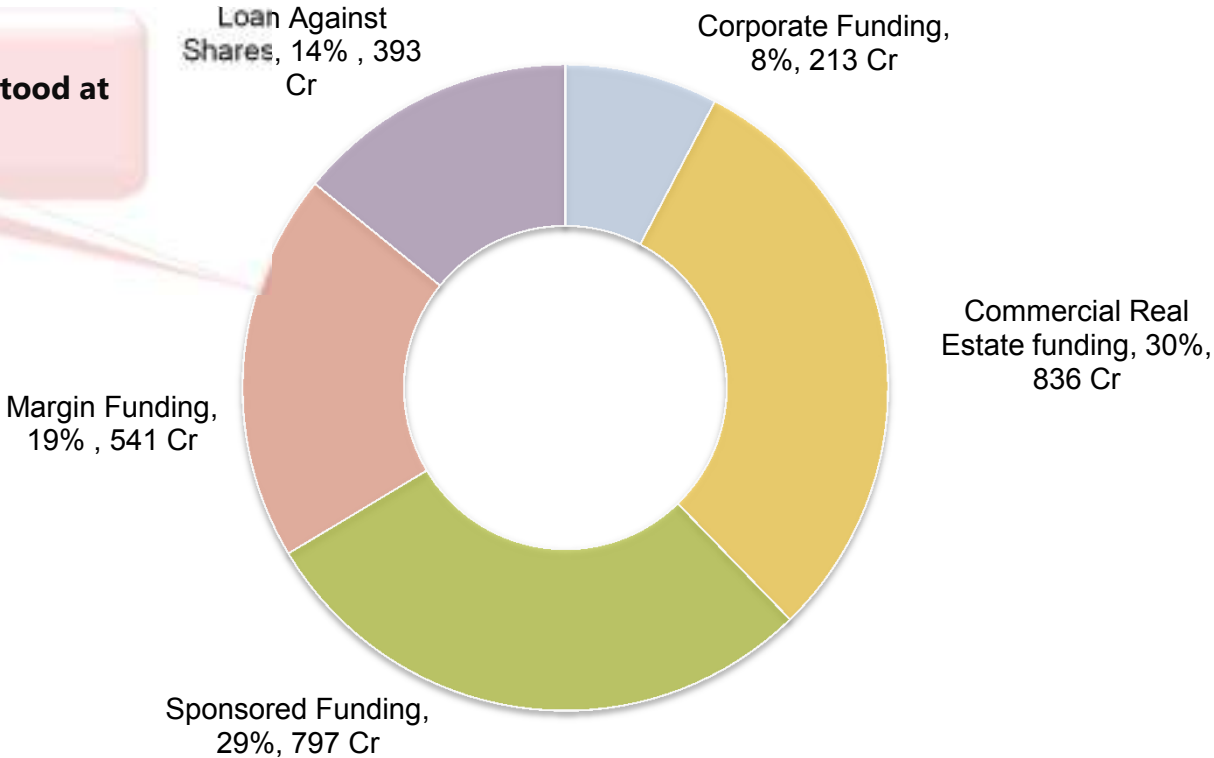
Rs Cr	As at June 30, 2013	As at March 31, 2013	As at June 30, 2012
Equity and Liabilities			
Shareholders' Funds	2,046	1,976	1,930
Minority Interest	154	150	144
Borrowings	3,557	4,267	3,514
TOTAL	5,757	6,393	5,588
Assets			
Fixed & Net Non-current Assets	1,600	1,500	1,128
Net Current Assets (CA-CL)	4,157	4,893	4,460
TOTAL	5,757	6,393	5,588

Strong and Liquid Balance Sheet with a comfortable Leverage

Lending Segments - Diversified portfolio of products

Break-up of AUM (%)

As on June 30th, 2013, the **Loan book stood at Rs.2,780 Crores**



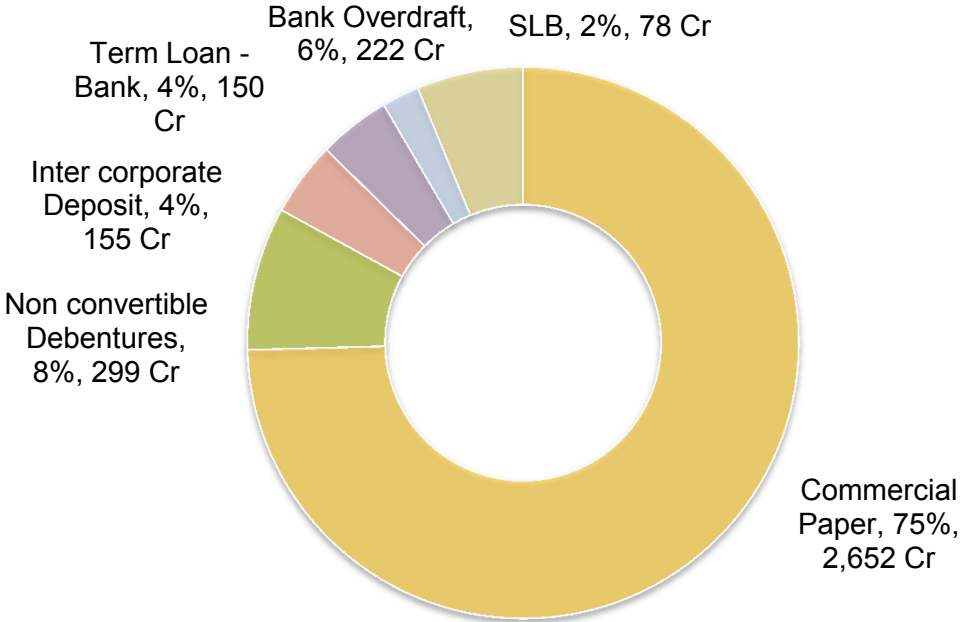
Diversified portfolio of product streams with different average tenors, average yields, average interest rates and average size of loans

Funding sources - Access to Range of Cost Effective Funding Sources

Sources of Funds (%)

As on June 30th, 2013, the total **sources of funds** was **Rs.3,557 Crores**

Long term debt ratings: **CRISIL AA-/STABLE**
 Short term debt ratings: **CRISIL A1+**








Track record of prompt debt servicing has allowed JM Financial to maintain strong relationships with financial institutions

II : Business performance

Investment banking and securities

Snapshot

-  Closed the QIP issue of ING Vysya Bank for Rs.881 crore.
-  Advised Diageo Plc transaction in open offer for acquisition of stake in United Spirits Limited.
-  Announced investment by ChrysCapital Management Company into Cavinkare, wherein Acted as financial advisor to Cavinkare.
-  Acted as the advisor to Aditya Birla Nuvo Limited for the tender offer to public shareholders of Pantaloons Fashions & Retail Limited as part of the scheme of demerger of Pantaloon format business from Future Retail Limited.
-  Closed certain important transactions announced earlier such as demerger of non-IT business of Wipro, RHI AG's open offer for Orient Refractories and structuring of 'Trust Mechanism' for meeting the minimum public shareholding requirements in Wipro.

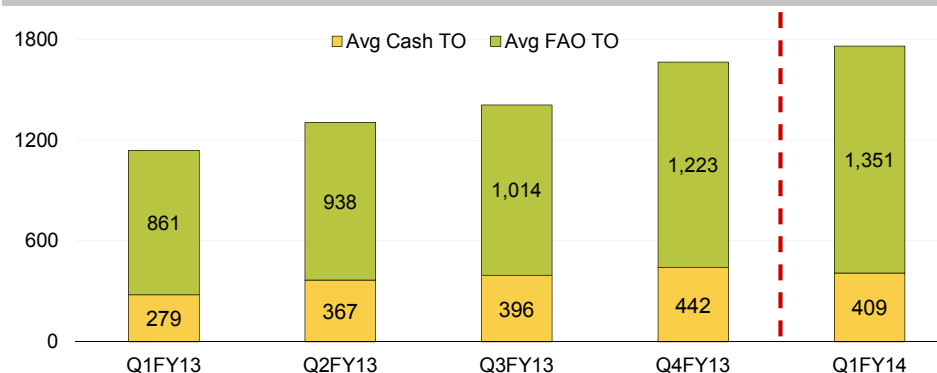
Investment banking and securities Highlights

Snapshot

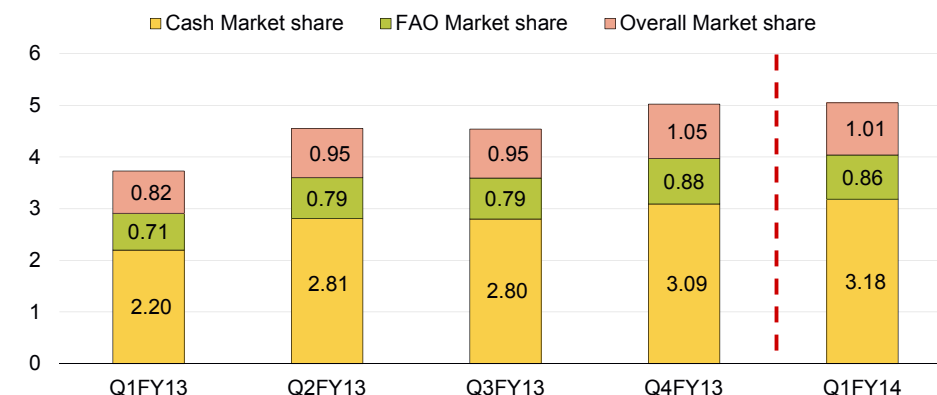
Despite equity market upsurge, retail participation still low

- Average daily turnover was at ₹ 1,760 Cr in Q1FY14 up 6% qoq, up 57% yoy
- Market share on NSE was at 1.01% in Q1FY14 as compare to 0.82% in Q1FY13
- Stock under research coverage stood at 167
- Asset under management of over ₹ 19,500 Cr
- Active IFAs over 8,500
- Presence in 116 cities
- Arbitrage book stood at ₹ 581 Cr

Average daily turnover (₹Cr)



Equity market share on NSE (%)



Highlights - Fund based activities



Income up 23 % YoY to ₹ 153 Cr



Profit before tax up by 31 % YoY to ₹ 55 Cr



Profit after tax up by 29 % YoY to ₹ 36 Cr



RoE (annualised) improves to 16.5%



Loan book increased by 23 % to ₹ 2,780 Cr in Q1FY14 from ₹ 2,261 Cr in Q1FY13.



The treasury book for fixed income securities stood at Rs. 473 crore.



Net Interest Margin stood at 4.61 %.



Net NPA less than 1 %



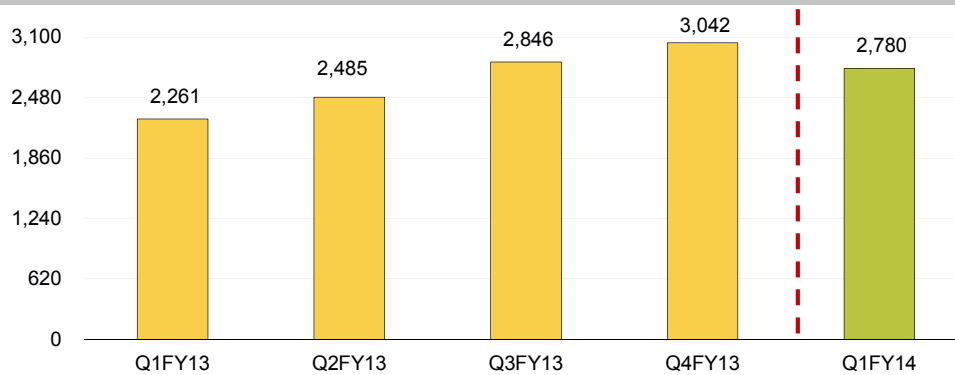
Net worth stood at ₹ 896 Cr



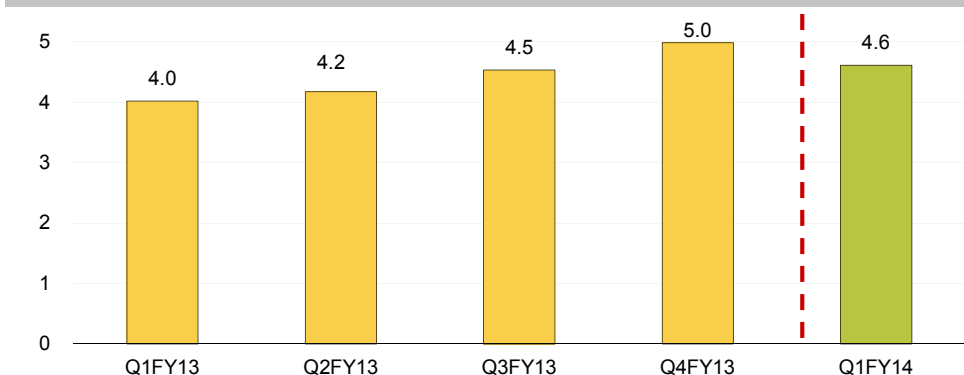
Real Estate exposure ₹ 1,068 Cr

Highlights - Fund based activities

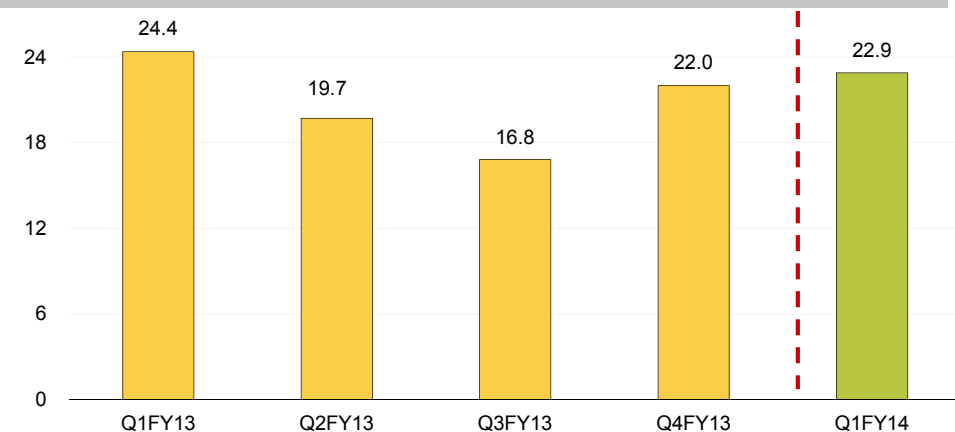
Loan book
(₹Cr)



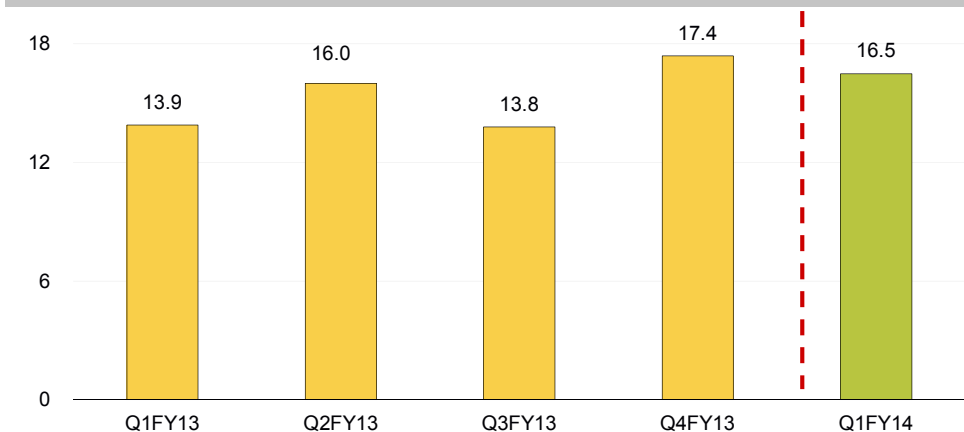
Net Interest Margin
(%)



Capital Adequacy Ratio
(%)



Return on Equity
(%)



Asset Reconstruction



AUM of ₹ 1,100 Cr



JM ARC share in total AUM stood at ₹ 367 Cr



Assets acquired during the quarter ₹ 36 Cr



JM ARC share in acquisition during the quarter stood at ₹ 9 Cr



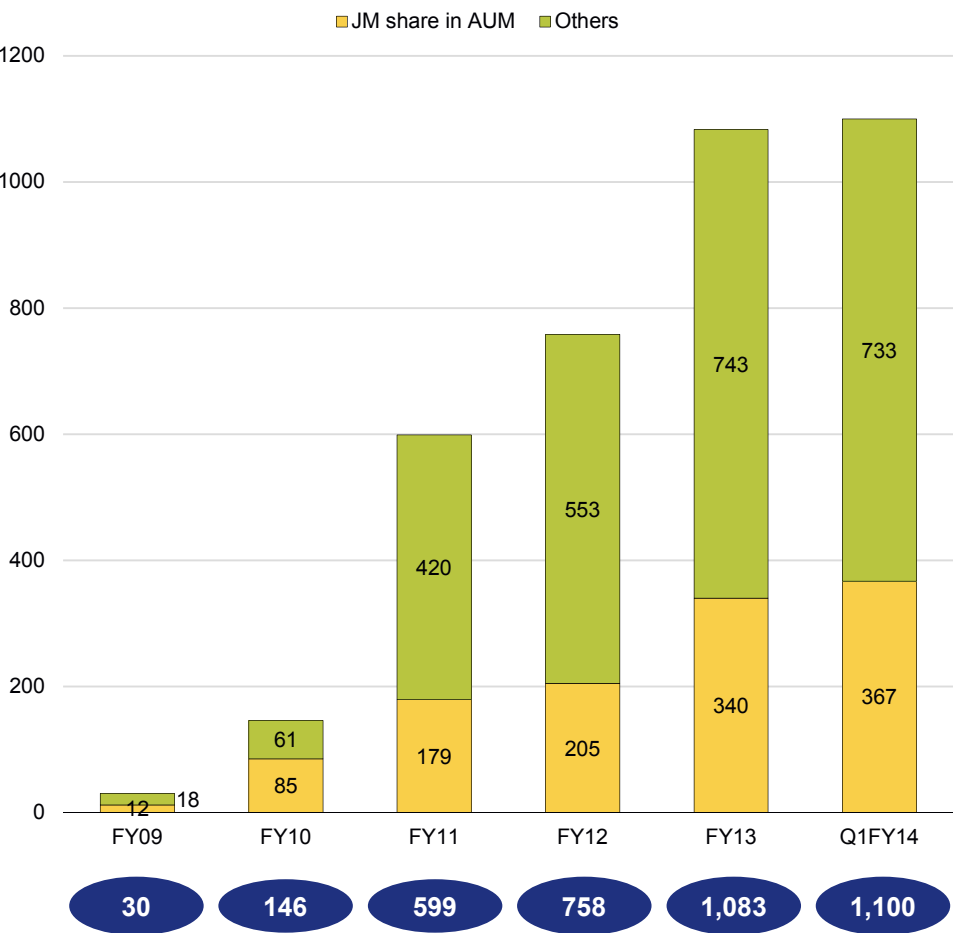
Assets Redeemed during the quarter stood at ₹ 18 Cr



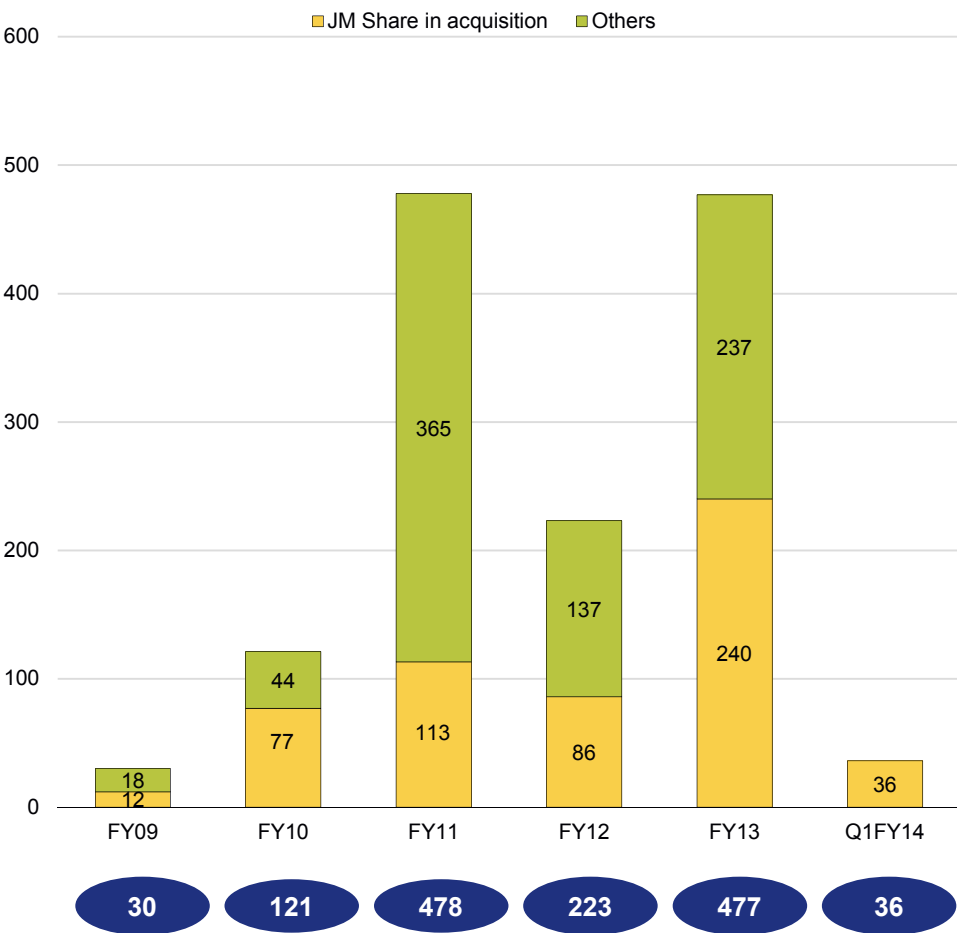
JM ARC share in redemption during the quarter stood at ₹ 9 Cr

Asset Reconstruction

AUM (₹ Cr)



Asset acquired during the year (₹ Cr)



Alternative Assets Management

Private Equity

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

Real Estate

- Fund Size: 390 Cr
- No. of investments: 14
- No. of Exits: 2
- Fully drawn down & invested

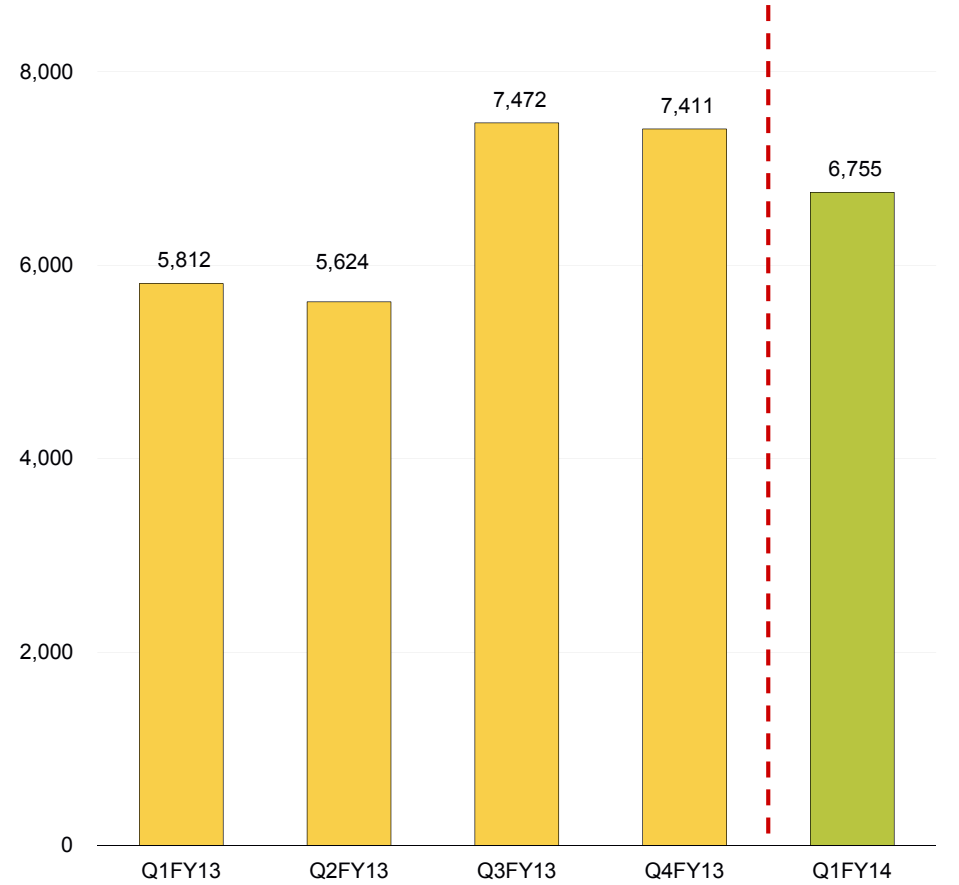
Assets Management

Mutual Fund

- Average AUM

Equity	488
Debt	6,267
Total	6,755
- Over 2 Lacs active investors
- Number of Folios : 2.53 Lacs
- Number of Scheme : 16

Average AUM (₹ in Cr)



Thank You

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