



**JM Financial Limited**

Q1 FY15 Consolidated Performance

*June 2014*

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## I : Key features

## Key features of Q1 FY15 Consolidated Financial performance



Gross revenue ₹ 266 Cr (q-q ₹ 255 Cr, y-y ₹ 282 Cr)



Earning before Interest and Tax (EBIT) at ₹ 88 Cr (q-q ₹ 75 Cr, y-y ₹ 82 Cr)



Profit after tax ₹ 58 Cr (q-q ₹ 59 Cr, y-y ₹ 56 Cr)



PAT Margin at 21.9 % (q-q 23.3%, y-y 19.7%)



Net Interest Margin at 5.3 % (q-q 6.9%, y-y 4.5%)



Earning Per Share stood at ₹ 0.77 (q-q 0.79, y-y 0.74) (not annualised)



Consolidated group annualised RoE at 11.0%

## Key features of Q1FY15 Consolidated Financial performance



Loan book on 30 June 2014 at ₹ 3,817 Cr, Includes episodic book of around ₹ 530 Cr ; treasury book for fixed income securities at ₹ 632 Cr



Wealth Management AUM on 30 June 2014 at around ₹15,000 Cr



Volumes in the secondary market at ₹ 2,009 Cr



Asset Reconstruction AUM on 30 June 2014 at ₹ 8,292 Cr



Alternate Asset management AUM on 30 June 2014 at ₹ 1,040 Cr



Asset management Average AUM for Q1 FY15 at ₹ 6,957 Cr

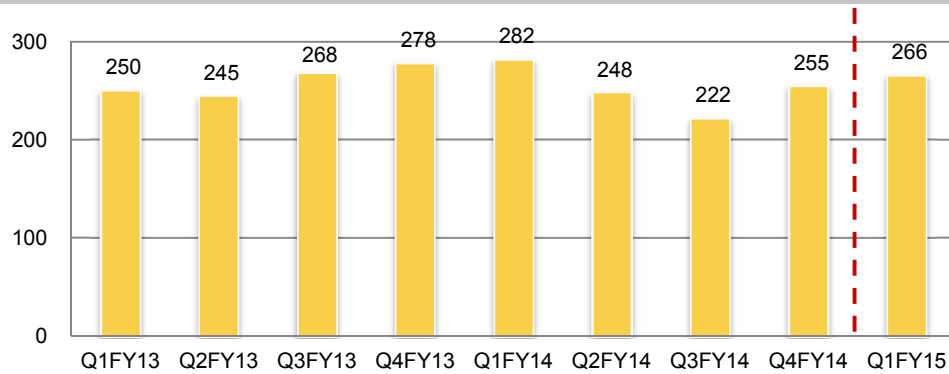
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## II : Quarterly performance

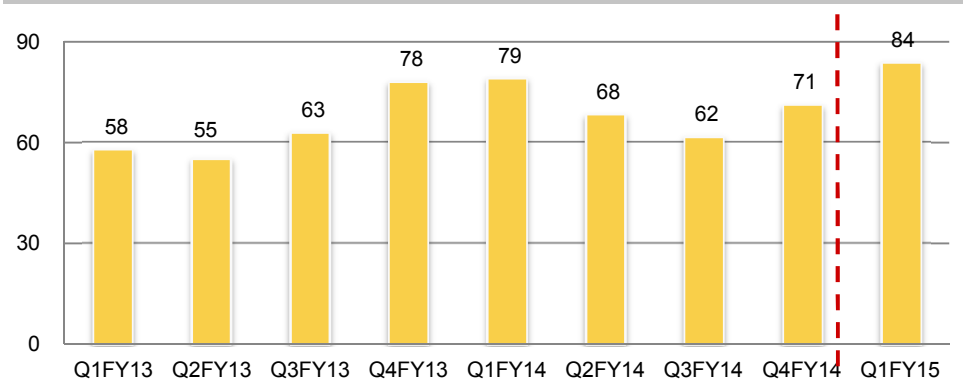
# Consolidated Financial Performance – Quarter by Quarter

## Snapshot

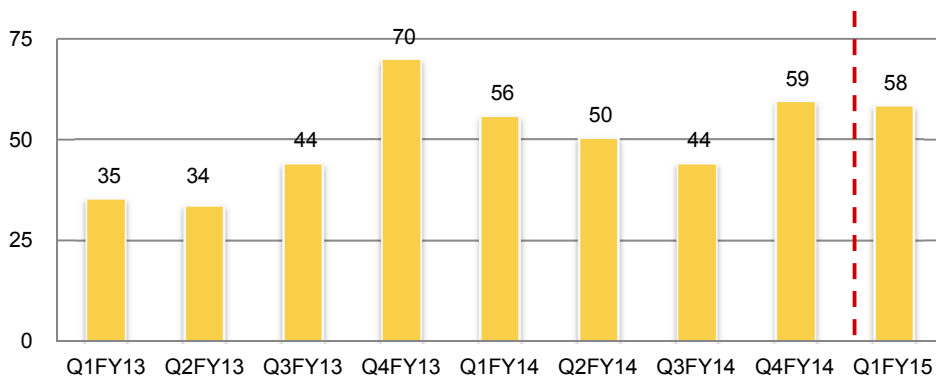
**Gross Revenue**  
(₹ Crore)



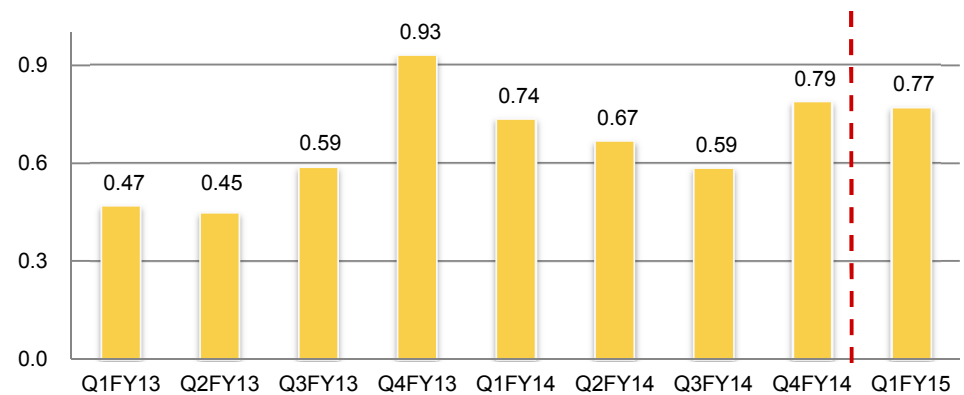
**Profit before tax**  
(₹ Crore)



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



**EPS (₹) ( not annualised)**

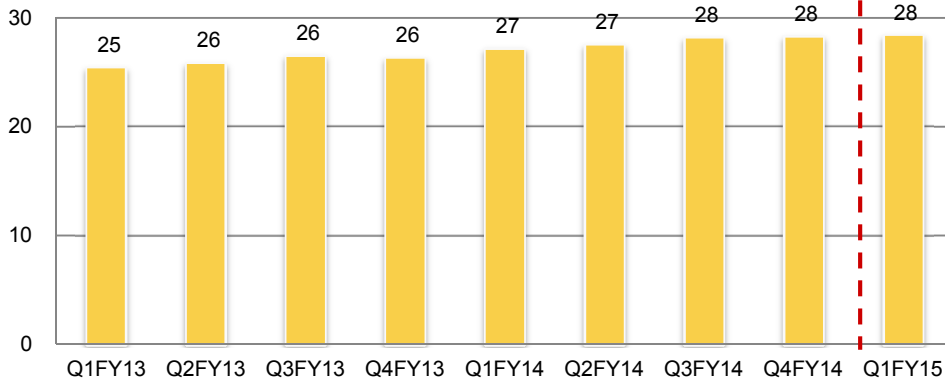


Net Worth as on June 30, 2014 was ₹ 2,151 Crore

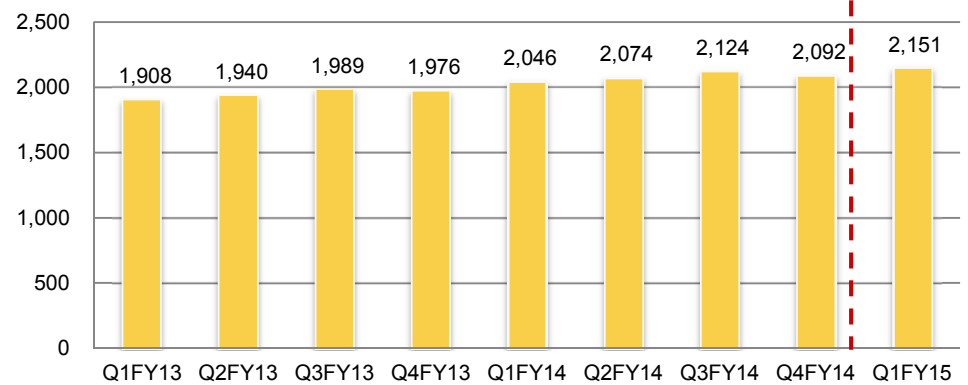
# Consolidated Financial Performance – Quarter by Quarter

Snapshot

Book Value Per Share (₹)



Net worth (₹ Cr)



Net Worth as on June 30, 2014 was ₹ 2,151 Crore

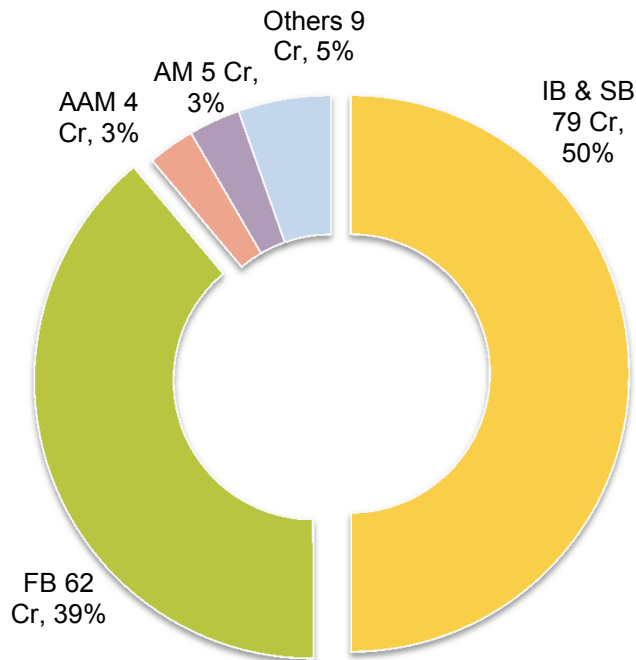


## Results for Q1 FY15 (Consolidated )

₹ Cr	Q1 FY15	Q4 FY14	QoQ	Q1FY14	YoY
<b>Gross Revenue</b>	<b>266</b>	<b>255</b>	<b>4%</b>	<b>282</b>	<b>-6%</b>
Sub-brokerage	25	23	12%	20	25%
<b>Net Revenue</b>	<b>241</b>	<b>232</b>	<b>4%</b>	<b>262</b>	<b>-8%</b>
Employee cost	50	55	-8%	57	-11%
Operating cost	21	36	-43%	24	-15%
Finance cost	82	66	25%	98	-16%
Depreciation	4	4	1%	3	24%
<b>Profit before tax</b>	<b>84</b>	<b>71</b>	<b>18%</b>	<b>79</b>	<b>6%</b>
<b>Profit after tax</b>	<b>57</b>	<b>52</b>	<b>11%</b>	<b>56</b>	<b>3%</b>
Minority interest / Associate	1	7	-88%	0	-512%
<b>Net Consolidated profit</b>	<b>58</b>	<b>59</b>	<b>-2%</b>	<b>56</b>	<b>5%</b>

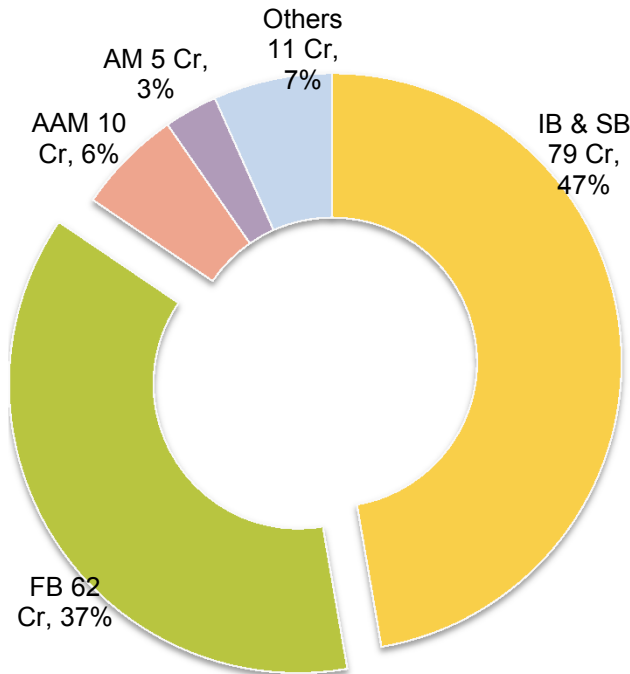
# Segments–Net Revenue breakup (net of sub brokerage & finance cost)

**Q1 FY15**



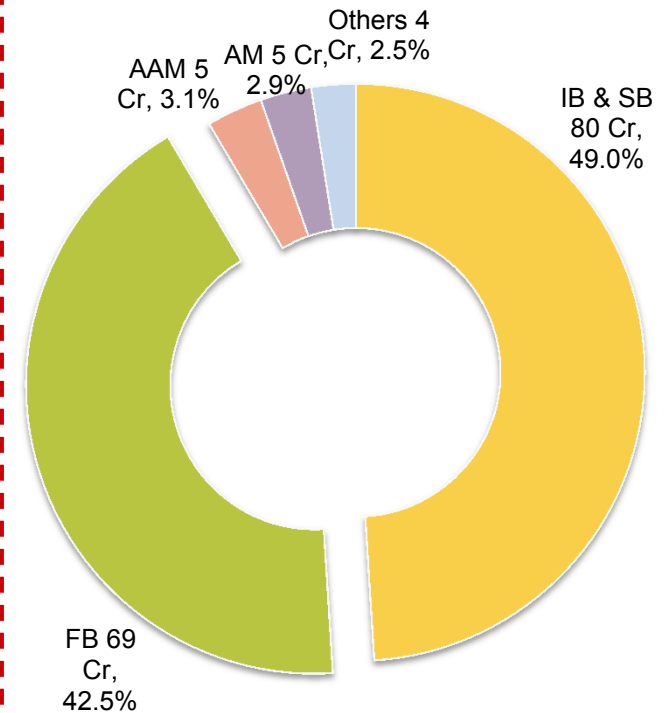
₹ 159 Crore

**Q4 FY14**



₹ 167 Crore

**Q1 FY14**

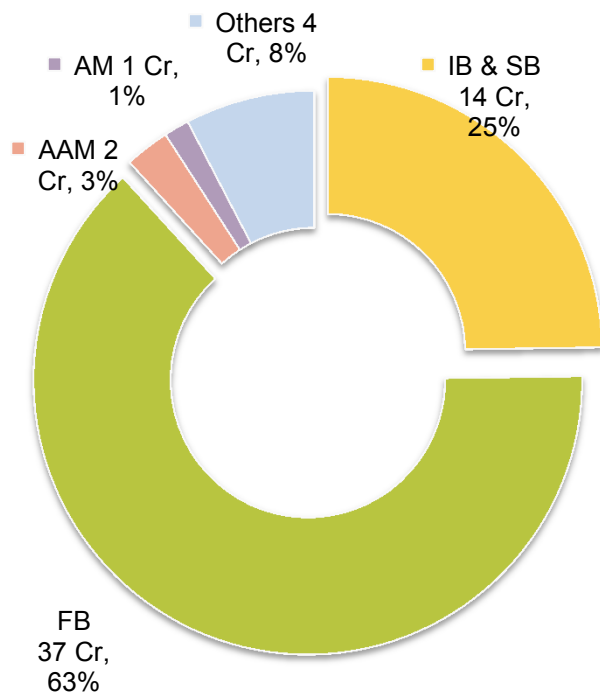


₹ 163 Crore

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

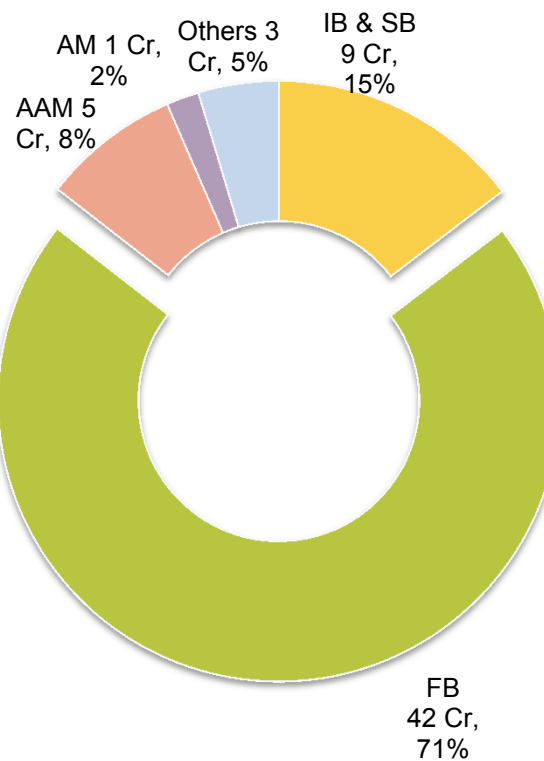
## Segments – Profit after tax breakup

Q1 FY15



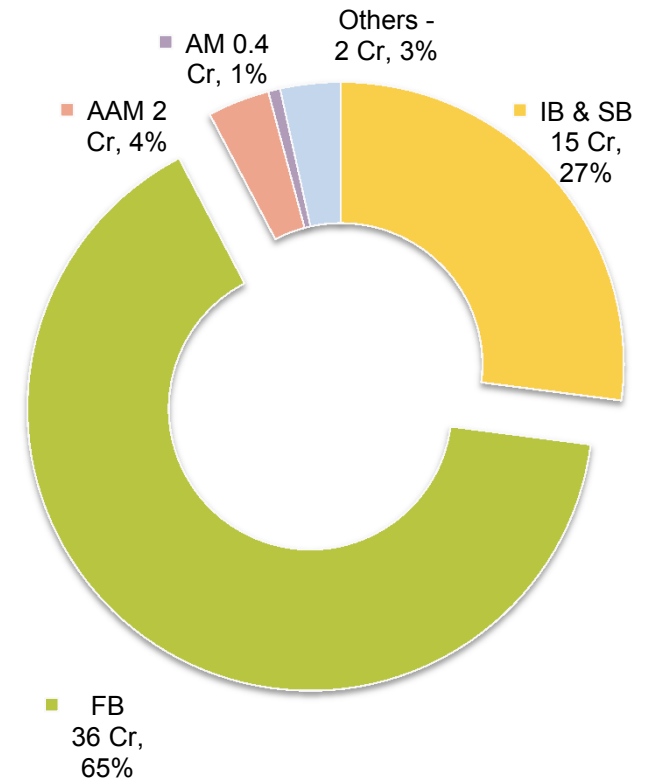
₹ 58 Crore

Q4 FY14



₹ 59 Crore

Q1 FY14



₹ 56 Crore

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

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## III : Balance sheet highlights

## Balance Sheet Highlights

✓ Net worth on 30 June 2014 ₹ 2,151 Cr (March 2014 ₹ 2,092 Cr)

✓ Borrowings on 30 June 2014 ₹ 4,661 Cr ( March 2014 ₹ 2,987 Cr)

✓ Cash and cash equivalent on 30 June 2014 ₹ 926 Cr

✓ Debt Equity : Gross Gearing - 2.2x, Net Gearing – 1.7x

✓ Balance sheet size on 30 June 2014 ₹ 7,458 Cr (March 2014 ₹ 5,825 Cr)

✓ Loan book on 30 June 2014 ₹ 3,817 Cr, Includes episodic book of around ₹ 530 Cr (March 2014 ₹ 2,978 Cr)

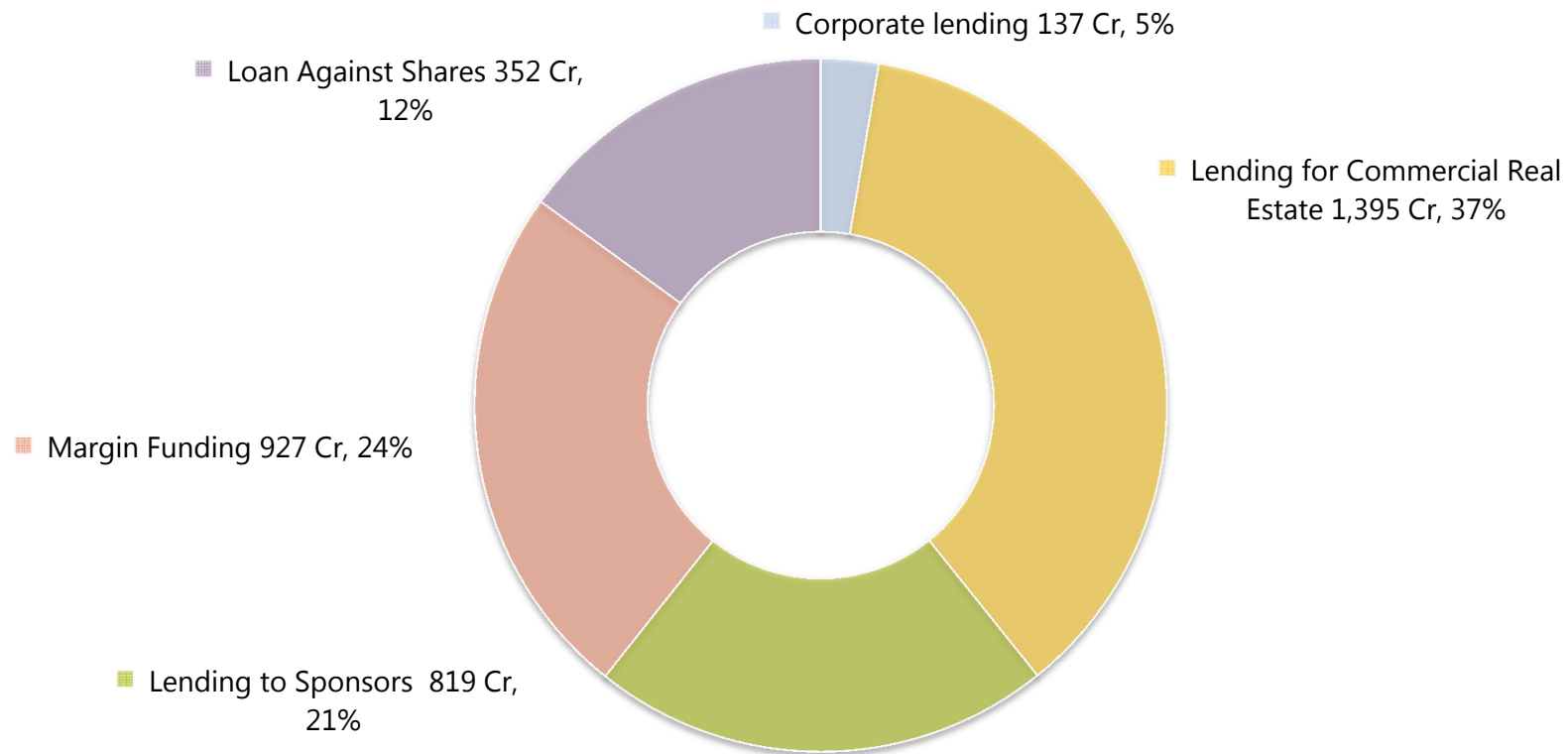
✓ The Rating Committee of ICRA, after due consideration, has assigned the rating “[ICRA] AA” with stable outlook in respect of our long term bond Programme

## Summary Balance Sheet

Rs Cr	As at June 30, 2014	As at March 31, 2014
<b>Equity and Liabilities</b>		
Shareholders' Funds	2,151	2,092
Minority Interest	169	165
Borrowings	4,661	2,987
<b>TOTAL</b>	<b>6,981</b>	<b>5,244</b>
<b>Assets</b>		
Loan book	3,817	2,978
Investment and Treasury fund	1,994	1,469
Arbitrage and trading book	759	534
Other net assets	411	263
<b>TOTAL</b>	<b>6,981</b>	<b>5,244</b>

## Lending portfolio

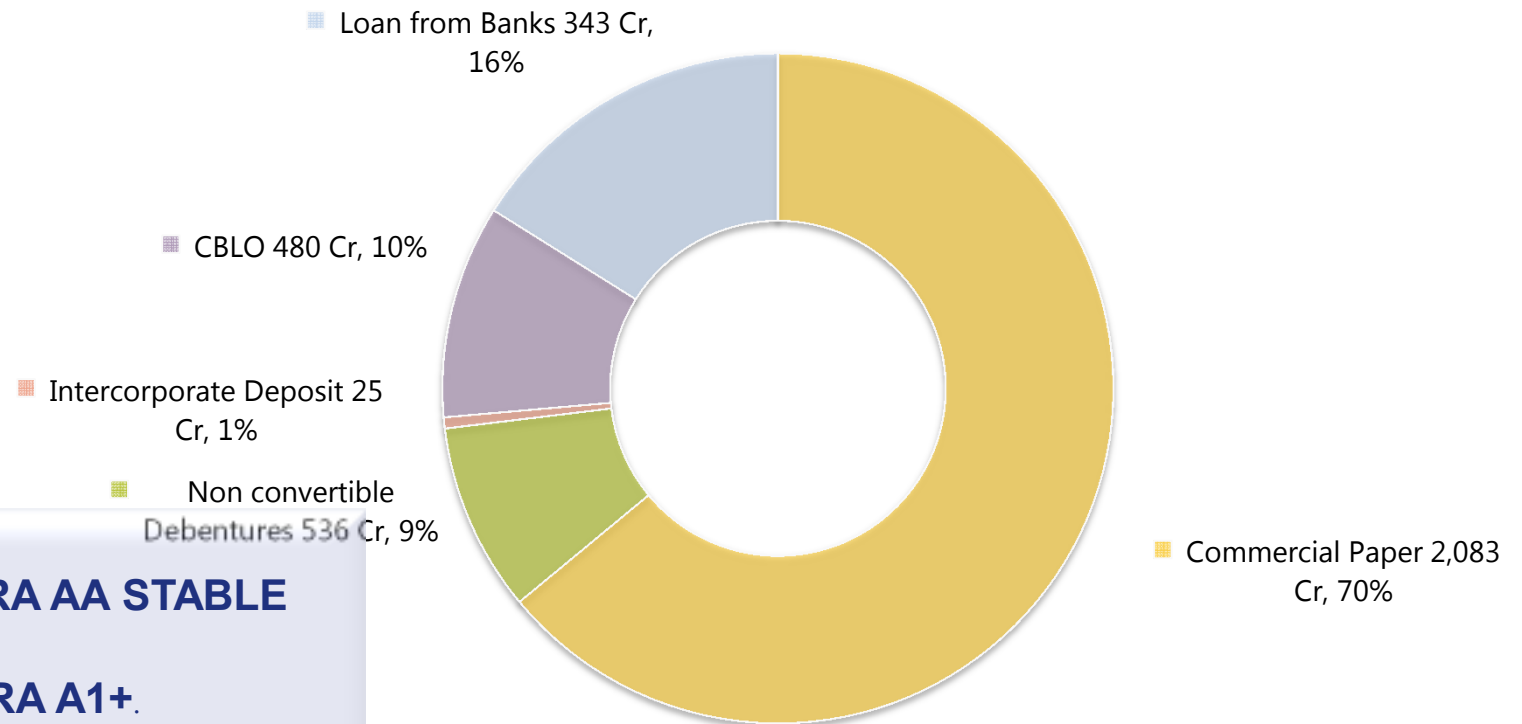
### Break-up of Loan book (%)



**As on June 30, 2014, the Loan book stood at Rs.3,817 Crores**

## Borrowing breakup

### Sources of Funds (%)



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

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

**As on June 30, 2014, the total borrowing was Rs.4,661 Crores**



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## IV : Business performance

## Investment banking

### Snapshot



Acted as advisors to Qualified Institutional Placement by Yes Bank Ltd – Rs 2942 crore.



Acted as sole financial advisor to Trans union LLC in acquiring majority ownership in Credit Information Bureau (India) Limited



Worked as the financial advisor to Diageo and acted as the joint manager to their tender offer to the shareholders of United spirit limited (USL) for acquiring 26% stake in USL for a total consideration of Rs 11,449 Crores. The deal got concluded in the month of July, 2014.



Singapore subsidiary continued to generate traction and during the quarter acted as an advisor for sale of significant minority stake in Thailand listed IT services Company

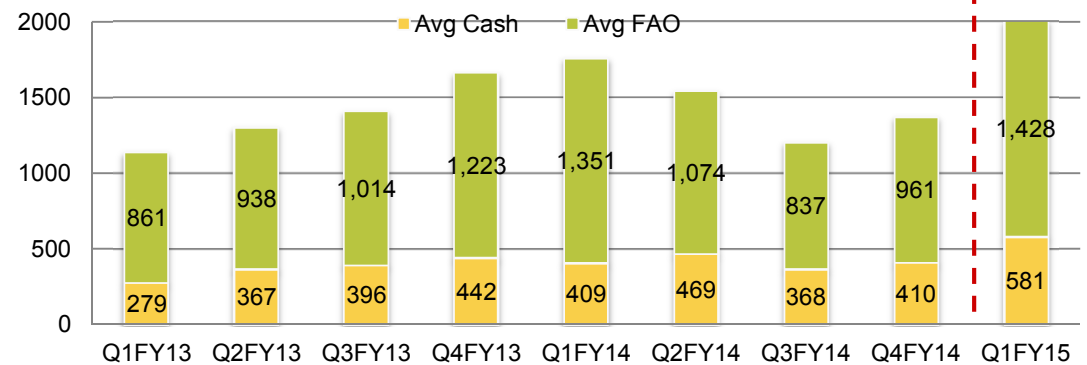
# Equities broking and Wealth advisory Highlights

Snapshot

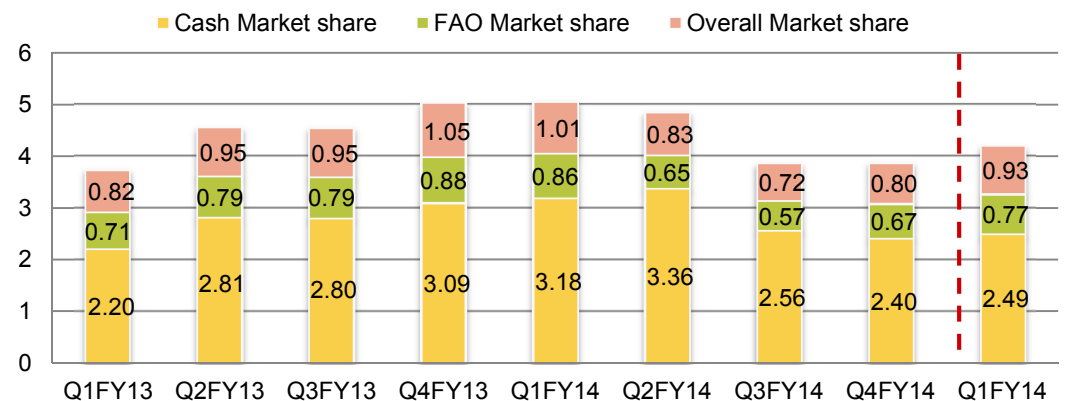
Despite equity market upsurge, retail participation still low

- Average daily turnover at ₹ 2,009 Cr in Q1FY15
- Market share on NSE at 0.93% in Q1FY15
- Stocks under research coverage - 181
- Wealth management AUM at around ₹ 15,000 Cr
- Approximately 8,500 active IFDs
- Presence in 116 cities

Average daily turnover (₹Cr)



Equity market share on NSE (%)



## Fund based activities - Quarterly



Income at ₹ 135 Cr (q-q ₹ 129 Cr, y-y ₹ 153 Cr)



Profit after tax at ₹ 30 Cr (q-q ₹ 36 Cr, y-y ₹ 36 Cr)



Net Interest Income at ₹ 41 Cr.  
Net Interest Margin at 5.26 %



Loan book as on 30th June 2014  
₹ 3,817 Cr (Includes episodic book of  
around ₹ 530 Cr).



Gross NPA at 2.7 % , Net NPA at 2.3 %



Treasury book for fixed income  
securities ₹ 632 Cr.



Capital Adequacy Ratio at 21.3%



Provision Coverage Ratio at 14%.  
Including standard asset provision at  
32 %



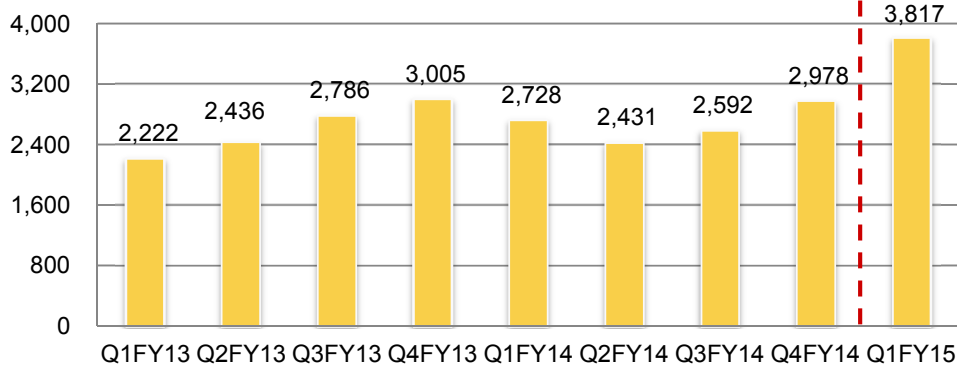
Borrowings in fund based segment  
stood at 4,212 Cr



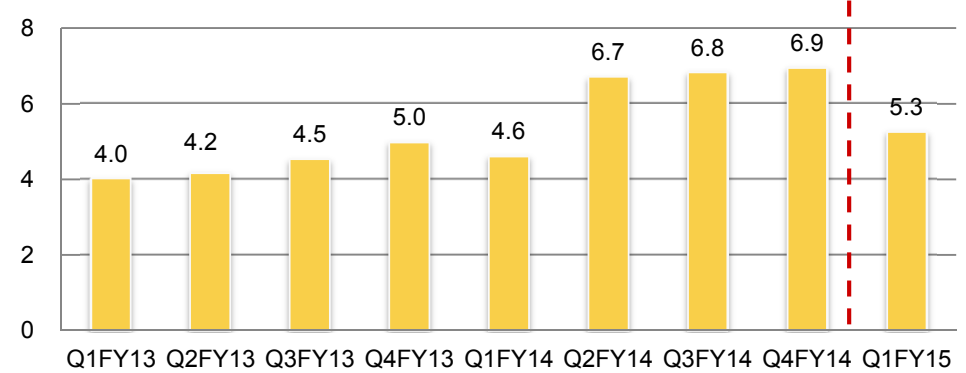
Gross Gearing - 4.2x,  
Net Gearing – 3.7x

## Highlights - Fund based activities

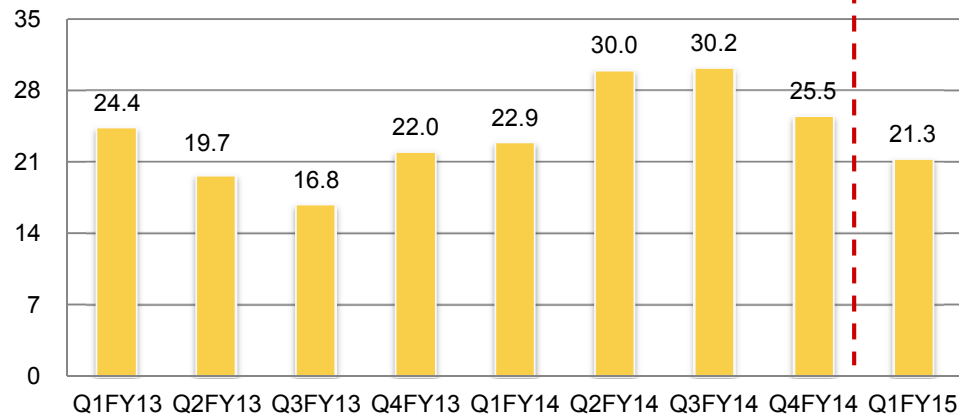
**Loan book**  
(₹Cr)



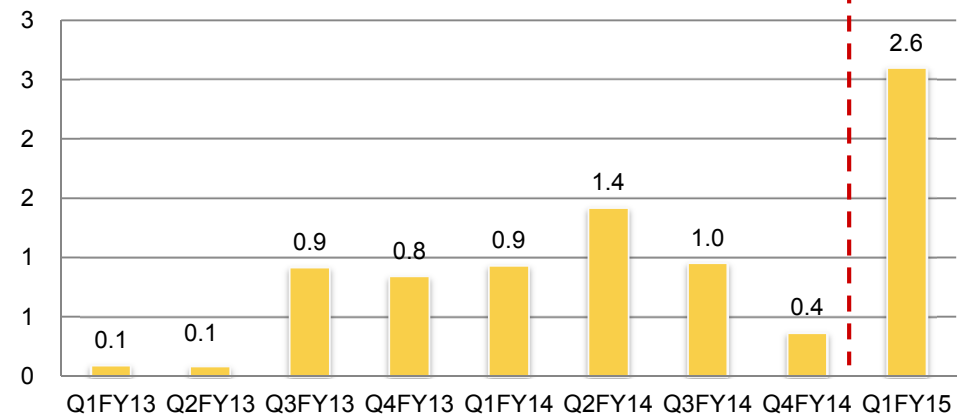
**Net Interest Margin**  
(%)



**Capital Adequacy Ratio**  
(%)



**Gross NPA**  
(%)



## Asset Reconstruction



AUM at ₹ 8,292 Cr (March 2014 ₹ 3,647 Cr)



JM ARC share in total AUM at ₹ 1,470 Cr (March 2014 ₹ 584 Cr)



Assets acquired during the quarter at ₹ 4,662 Cr (q-q ₹ 2,497 Cr, y-y ₹ 36 Cr)



JM ARC share in acquisition during the quarter at ₹ 896 Cr (q-q ₹ 224 Cr, y-y ₹ 36 Cr)



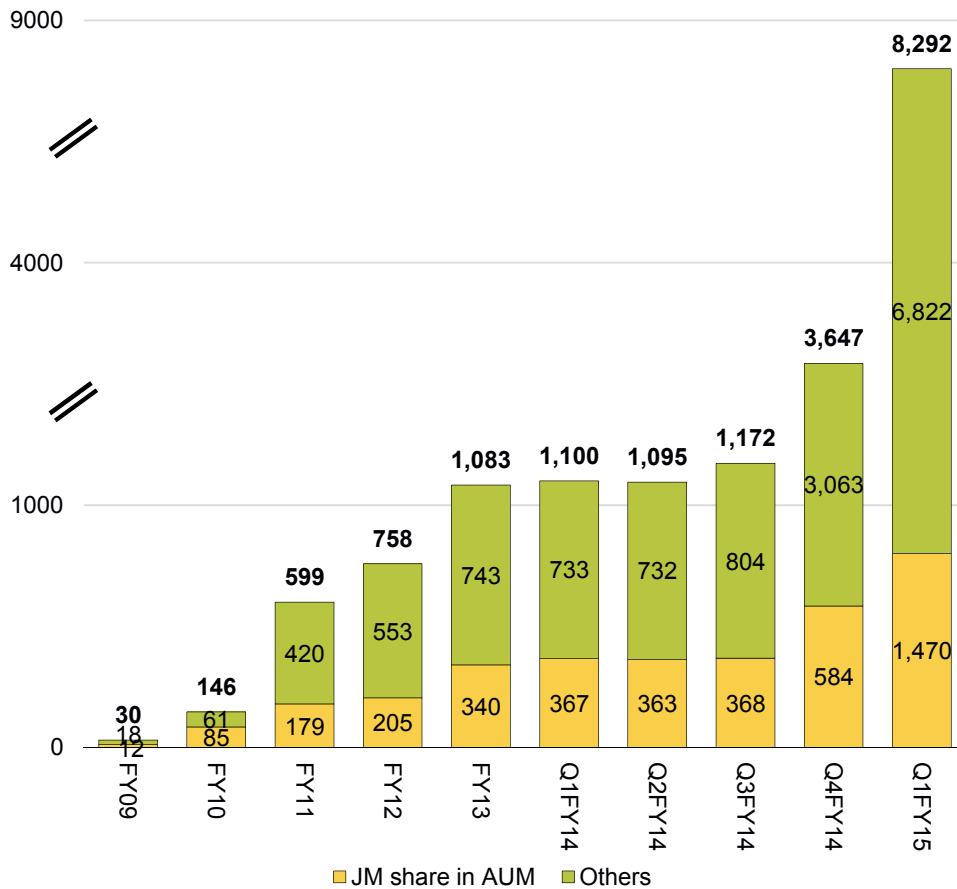
Assets Redeemed during the quarter at ₹ 17 Cr (q-q ₹ 22 Cr, y-y ₹ 18 Cr)



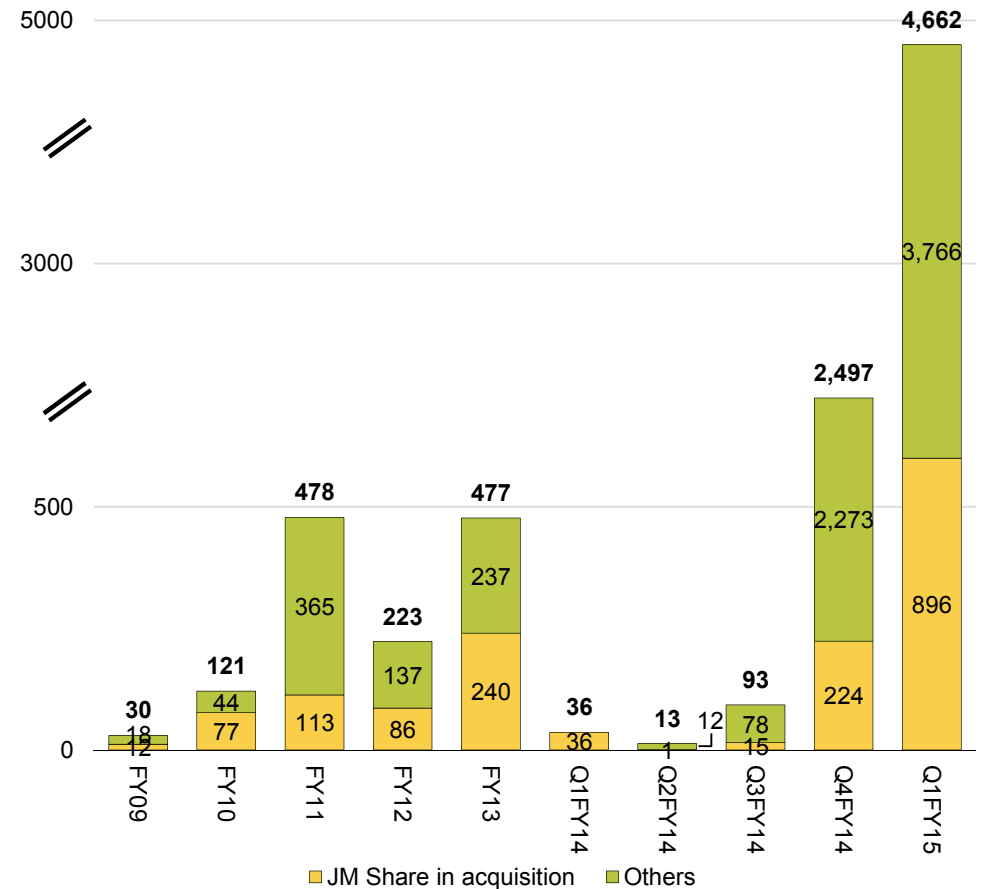
JM ARC share in redemption during the quarter at ₹ 10 Cr (q-q ₹ 8 Cr, y-y ₹ 9 Cr)

# Asset Reconstruction

AUM (₹ Cr)



Asset acquired during the period (₹ Cr)



## Alternative Asset Management

### Private Equity

- AUM ₹ 710 Cr.
- No. of investments: 15
- No. of Exits: 6
- Fully drawn down & invested

### Real Estate

- AUM ₹ 330 Cr
- No. of investments: 14
- No. of Exits: 2 full and 2 part
- Fully drawn down & invested



# Asset Management

## Mutual Fund

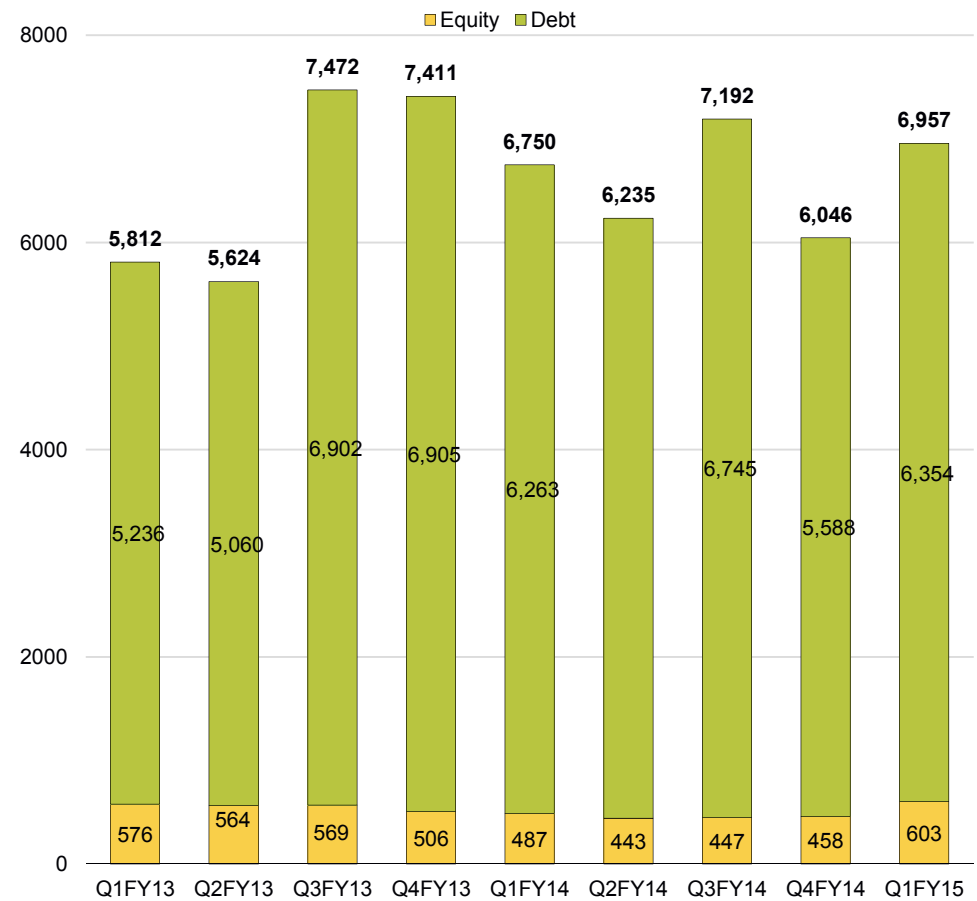
- Average AUM

Equity	603
Debt	6,354
<b>Total</b>	<b>6,957</b>

- Over 2 Lacs active investors

- Number of Schemes : 17

Average AUM  
(₹ in Cr)



# Thank You

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