



# **JM Financial Limited**

Quarter ended June 30, 2019 – Results update

*July 19, 2019*

# Safe Harbour

*This presentation and the following discussion may contain “forward looking statements” by JM Financial Limited (“JM Financial” or “JMFL” 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 JMFL about the business, industry and markets in which JMFL operates.*

*These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and other factors, some of which are beyond JMFL’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements.*

*Such statements are not and should not be construed as a representation of future performance or achievements of JMFL. In particular, such statements should not be regarded as a projection of future performance of JMFL. It should be noted that the actual performance or achievements of JMFL may vary significantly from such statements.*

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# Key Highlights – Consolidated Performance

	Revenues	PBT	Net Profit	EPS	BVPS	ROA*	Gross Debt **/ Equity <sup>#</sup>	ROE*
<b>Q1 FY20</b>	857 Cr ↑ 0.5%	302 Cr ↓ -4.4%	127 Cr ↓ -10.8%	1.51 ↓	61.95 ↑	3.4% =	1.92x ↓	9.9% ↓
<b>Q1 FY19</b>	852 Cr	316 Cr	143 Cr	1.70	55.34	3.4%	2.73x	12.5%
	Revenues	PBT	Net Profit	EPS	BVPS	ROA*	Gross Debt **/ Equity <sup>#</sup>	ROE*
<b>FY19</b>	3,499 Cr ↑ 15.4%	1,283 Cr ↑ 10.1%	572 Cr ↓ -4.8%	6.82 ↓	60.47 ↑	3.4% ↓	1.94x ↓	11.9% ↓
<b>FY18</b>	3,033 Cr	1,165 Cr	601 Cr	7.48	53.73	4.1%	2.54x	16.5%

Rs.

<sup>#</sup> Computed after including minority and reducing goodwill of Rs. 52.44 cr.

<sup>\*</sup> Annualised

<sup>\*\*</sup> Gross debt does not include borrowings for IPO Financing.

# Consolidated Profit & Loss Statement

Particulars (Rs Cr)	Q1FY20	Q1FY19	YoY %	Q4FY19	QoQ %
<b>Gross Revenue</b>	<b>857</b>	<b>852</b>	<b>1%</b>	<b>792</b>	<b>8%</b>
Finance cost	350	335	4%	352	-1%
Net Loss on Fair value changes	#	-	N/M	22	N/M
Impairment of Financial Instruments*	24	19	22%	(14)	N/M
Employee cost	105	107	-1%	103	3%
Depreciation	10	6	55%	7	43%
Other expenses	65	69	-5%	78	-17%
<b>PBT</b>	<b>302</b>	<b>316</b>	<b>-4%</b>	<b>245</b>	<b>24%</b>
Tax Expense	108	117	-8%	69	57%
<b>PAT</b>	<b>195</b>	<b>199</b>	<b>-2%</b>	<b>176</b>	<b>11%</b>
Share in profit of Associates	#	#	N/M	#	N/M
<b>Net profit before Minority Interest</b>	<b>195</b>	<b>199</b>	<b>-2%</b>	<b>176</b>	<b>11%</b>
Minority Interest	(68)	(56)	20%	(48)	42%
<b>Net profit</b>	<b>127</b>	<b>143</b>	<b>-11%</b>	<b>129</b>	<b>-1%</b>
<b>Adjusted net profit**</b>	<b>144</b>	<b>163</b>	<b>-12%</b>	<b>147</b>	<b>-2%</b>

# denotes amount less than Rs. 1 crore

\*includes provision on account of Expected Credit Loss(ECL)

\*\*Adjusted for diminution / (gain) in fair value of investments (excluding security receipts of ARC) & is based on management estimates & have not been subjected to review or audit

# Consolidated Balance Sheet

Particulars (Rs Cr)	As at June 30, 2019	As at March 31, 2019
<b>Assets</b>		
Loan book - Static Financing * (Gross loan book: Q1FY20 – Rs. 13,926 Cr; FY19 – Rs. 14,107 Cr)	13,828	13,999
Loan book - Episodic Financing *	742	-
Distressed asset book (Investment in SRs / Loan)	4,280	4,194
Cash and cash equivalents**	1,993	1,737
Other Investments	962	842
Arbitrage and trading book	305	312
Property, Plant and Equipment	415	372
Trade Receivables	548	685
Other assets	443	442
<b>TOTAL</b>	<b>23,516</b>	<b>22,583</b>
<b>Equity and Liabilities</b>		
Shareholders' Funds	5,209	5,079
Non Controlling Interest	2,218	2,150
Share of security receipt holders	484	484
Borrowings (Static Financing)***	14,270	13,991
Borrowings (Episodic Financing)***	740	-
Trade Payables	318	417
Other Liabilities and Provisions	277	462
<b>TOTAL</b>	<b>23,516</b>	<b>22,583</b>

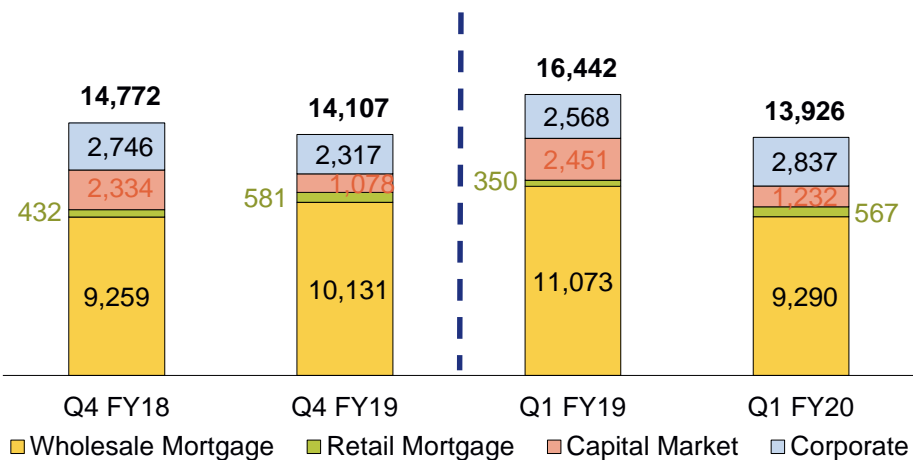
\* Including accrued interest and Net of Expected Credit Loss and EIR

\*\*including investments in liquid mutual fund

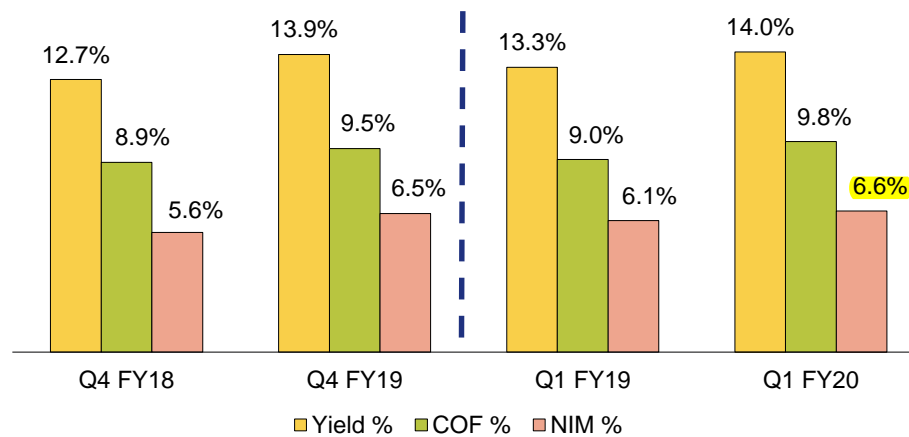
\*\*\* Including accrued interest

# Lending book Profile

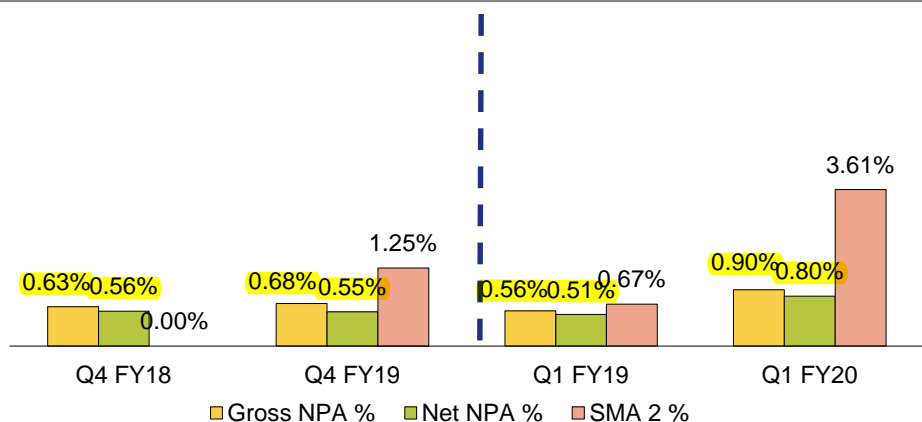
### Gross Loan Book (Rs Cr)#



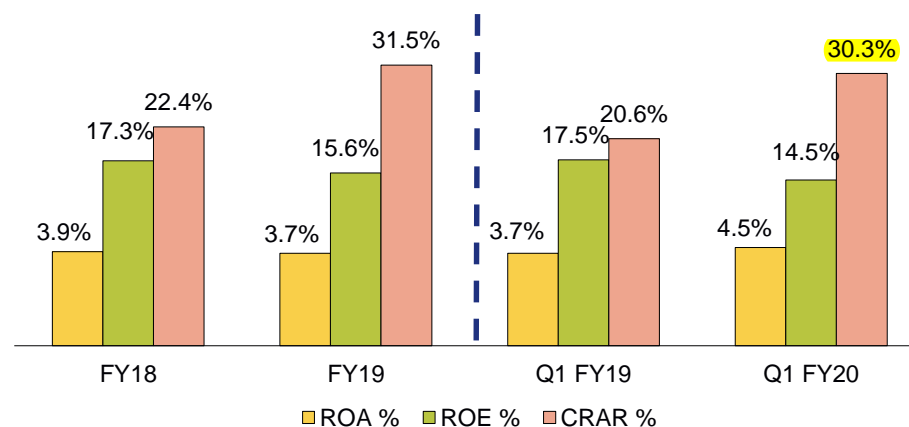
### NIM Analysis (%)



### Gross, Net NPA & SMA 2\* (%)



### Return Ratios^ & Capital Adequacy\*\* (%)



\* On lending book ^ROA and ROE annualized

ROE and ROA are based on weighted average on account of equity funds raised in JM Financial Credit Solutions Limited.

# excludes IPO financing, NCD financing book calculated without impact of EIR, Interest accrued and ECL

\*\* IPO book included in calculation of Capital Adequacy.

# Stressed Assets in Wholesale Mortgages

Wholesale Mortgage NPA stood at 0.87% and SMA2 at 3.11% of loan book

## Micro market Dynamics

### Chennai

- Investment climate affected since 2016 and no major employment opportunities created.
- FSI hike announced in 2018. Accordingly, projects can be 30-40% larger on the same land parcel which has pushed home prices down, impacting project cycles thereby getting longer
- Projects that are substantially into the construction stage (and hence locked into the existing approvals) are at disadvantage with respect to early stage projects that can utilize the higher FSI

- NPA % of loan book: 0.82%
- SMA 2 % of loan book: 0.07%
- Security Cover: 2.5x to 2.7x

### Mumbai

- HFCs slow on home loan disbursals thereby impacting sales and sales collection
- Delays in projects due to implementation of the new DP 2034
- Due to current lack of investors in early life cycle of a project, additional development financing has become critical for these residential projects

- NPA % of loan book: 0.05%
- SMA 2 % of loan book: 1.41%
- Security Cover: ~1.7x to 3.3x

## Risk Mitigation / Resolution Plan

- Healthy security cover to minimize loss given default. Security primarily includes residential property
- Legal action initiated
- Sale of non-core assets to generate liquidity

- Working along with borrowers for sale of property / Joint Development Agreements with stronger peers / sale of unsold inventory
- Most of the underlying projects are either ready property or under construction which can be monetized in a time bound manner / potential for partnerships/JDA



# Stressed Assets in Wholesale Mortgages (cont'd)

## Micro market Dynamics

### Bangalore

Sales in Bengaluru continue to be strong and the profile of developers is relatively stronger.

The SMA2 pertains to transactions where there were approval delays and hence monetization of the assets took longer. However, given that now those are received we should be able to resolve the delays in payments.

- NPA % of loan book: Nil
- SMA 2 % of loan book: 1.12%
- Security Cover: ~1.8x to 2.0x

## Risk Mitigation / Resolution Plan

- Strong development partner with potential to take over other partner's share as well

### Pune

The loan is against ready commercial assets – which are in the process of being sold. The delay in closure of a sale transaction led to the delay. We are expected to receive the consideration shortly which will resolve the entire overdue situation.

- NPA % of loan book: Nil
- SMA 2 % of loan book: 0.32%
- Security Cover: ~1.8x

- Actively involved in monetising the ready inventory

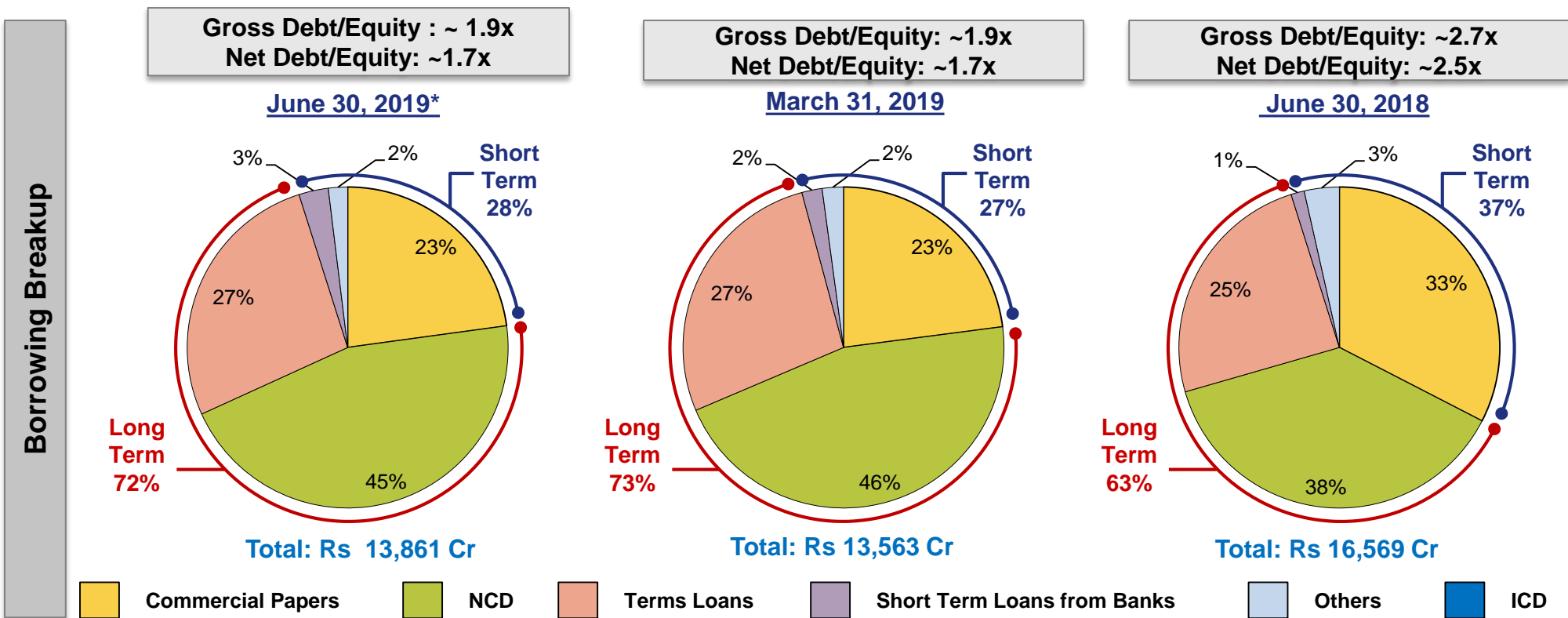
### Kolkata

The SMA2 pertains to one transaction where there were delays in approvals and hence there were delays in cash flows of the project.

- NPA % of loan book: Nil
- SMA 2 % of loan book: 0.19%
- Security Cover: ~3.3x

- Process of entering into a Joint Development Agreement on the project with much stronger partner

# Borrowing Profile



## Strong Credit Rating:

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

\*Borrowings excludes borrowing for NCDs / IPO Financing

Borrowings on gross basis i.e. excluding interest accrued and before adjustment of premium on NCD and EIR

# Segment-wise Commercial Paper Borrowing and Repayment Capabilities<sup>1</sup>

Rs. in crore

Particulars (as on 30 <sup>th</sup> June, 2019)	Amount Rs Crore	% of CP borrowing	Assets backing
<b>IWS</b>			
Capital Market Financing	377	11.6%	High quality liquid assets
Trading & Broking	400	12.3%	Fixed deposits and highly liquid assets
Corporate Financing	740	18.2%	Short term contractual maturities
Promoter Financing	150	4.6%	Highly liquid assets
Wholesale Mortgage	305	9.4%	Short term contractual maturities
<b>Total IWS</b>	<b>1,822</b>	<b>56.2%</b>	
<b>Mortgage Lending</b>			
Wholesale Mortgage	965	29.8%	Short term contractual maturities
Retail Mortgage	-	-	
<b>Total Mortgage Lending</b>	<b>965</b>	<b>29.8%</b>	
<b>Distressed Credit</b>	<b>455</b>	<b>14.0%</b>	Expected short term resolutions and recoveries
<b>Asset Management</b>	-	-	No leverage
<b>Total (A)</b>	<b>3,242</b>	<b>100.0%</b>	
Less: Cash & Cash equivalents (B)	(2,757)		Including Unutilised Credit Lines of ~Rs. 764 Cr
<b>Net Total C = (A-B)</b>	<b>485</b>		
<b>Short term maturity of assets (D)</b>	<b>5,194</b>		Post haircut on maturities
<b>CP coverage ratio (D/C)</b>	<b>10.71x</b>		

**CP borrowings stood at 23% in June 2019, which is against short term assets**

**Note:**

1. Assuming no fresh borrowings to repay the CP  
Total borrowing as of June 30, 2019 of ~Rs13,861 crore  
The above considers all outstanding CP maturities and at gross value  
The above excludes IPO financing.

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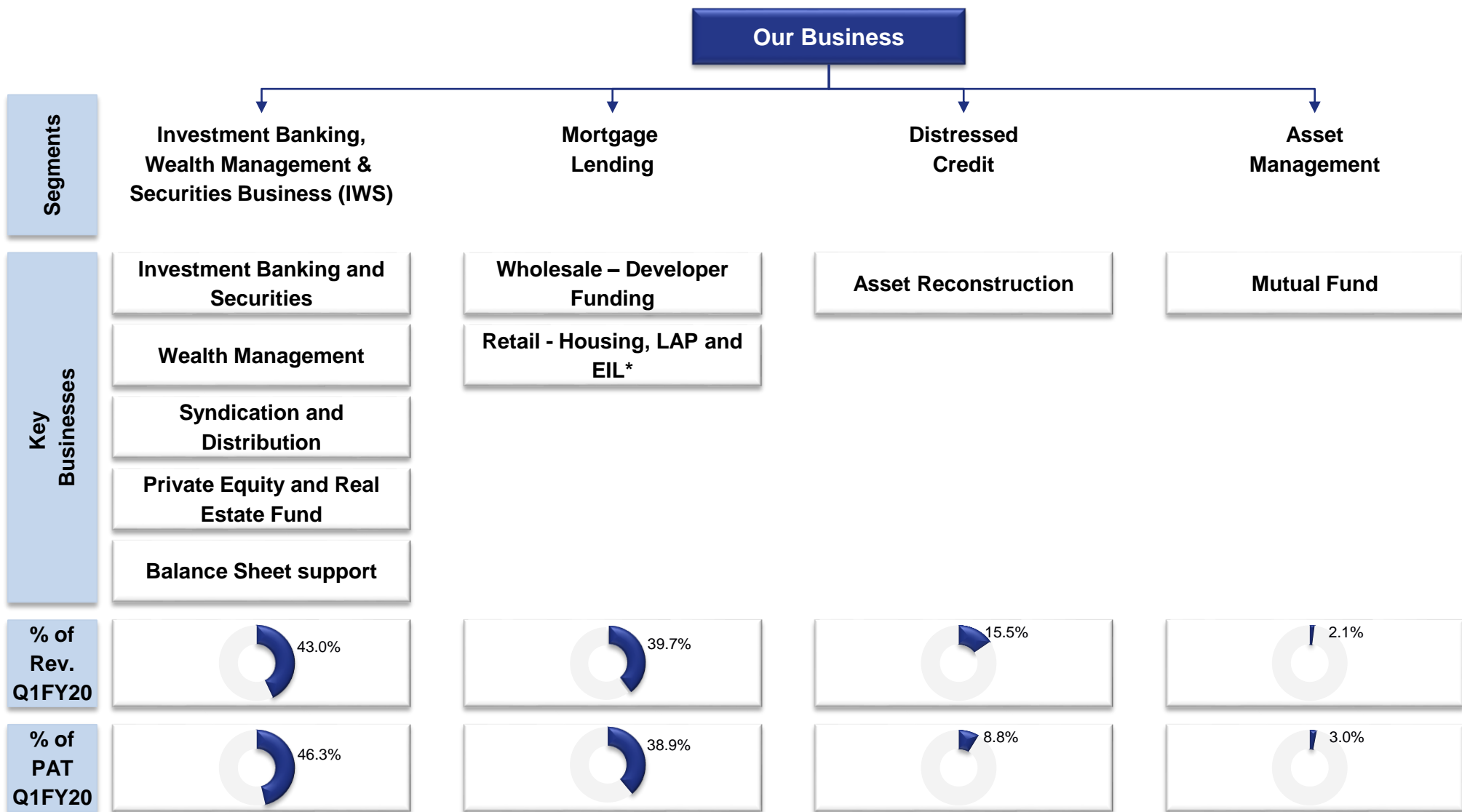
**Business Performance**

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# Our Business



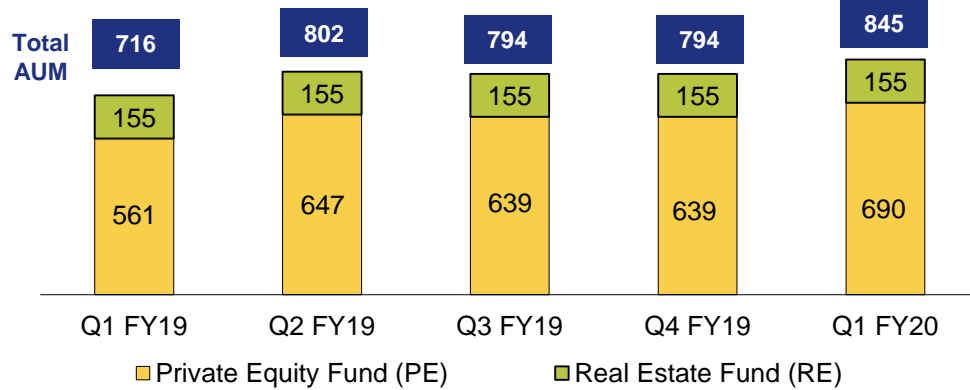
# Segment Performance

Segment revenue (Rs Cr)	Ind AS				
	Q1 FY20	Q4 FY19	QoQ	Q1 FY19	YoY
IWS	368	357	3.2%	424	-13.2%
Mortgage Lending	340	331	2.8%	292	16.4%
Distressed Credit	133	91	46.1%	103	28.5%
Asset Management	18	19	-6.4%	26	-31.3%
Others	15	12	22.8%	20	-24.2%
<b>Total Segment Revenue</b>	<b>874</b>	<b>810</b>	<b>7.9%</b>	<b>865</b>	<b>1.0%</b>
Less: Inter - segmental revenue	(17)	(18)	-3.5%	(13)	33.9%
<b>Total Revenue</b>	<b>857</b>	<b>792</b>	<b>8.1%</b>	<b>852</b>	<b>0.5%</b>

Segment PAT (Rs Cr)	Q1 FY20	Q4 FY19	QoQ	Q1 FY19	YoY
IWS	59	47	26.1%	77	-22.8%
Mortgage Lending	49	58	-14.1%	40	24.1%
Distressed Credit	11	16	-29.6%	13	-14.9%
Asset Management	4	4	-14.2%	7	-47.2%
Others	4	4	-2.5%	6	-37.4%
<b>Total</b>	<b>127</b>	<b>129</b>	<b>-1.0%</b>	<b>143</b>	<b>-10.8%</b>

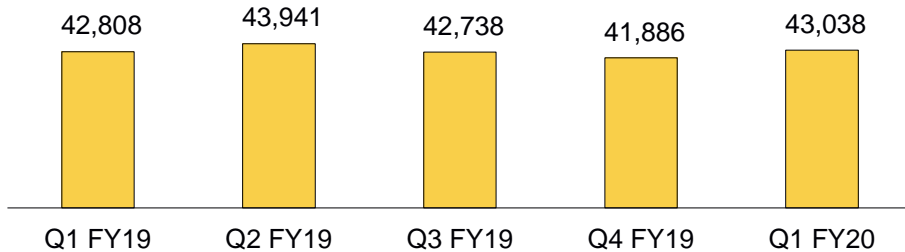
# IWS – Key Non Financial Information

## PE and RE AUM (Rs Cr)



New PE Fund commitment of Rs. 397 Cr is included in Q1FY20

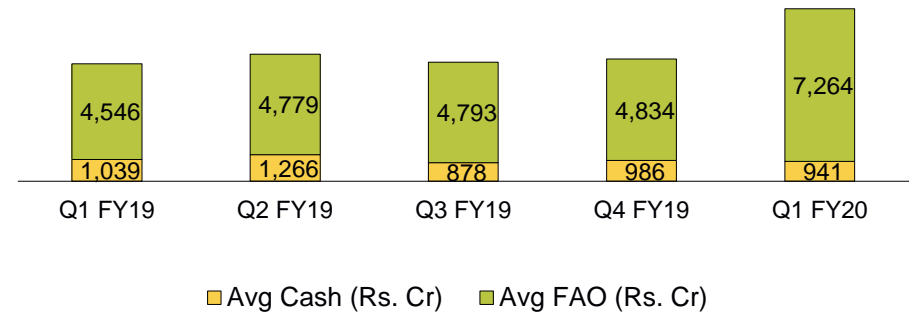
## Wealth Management AUM (Rs Cr)



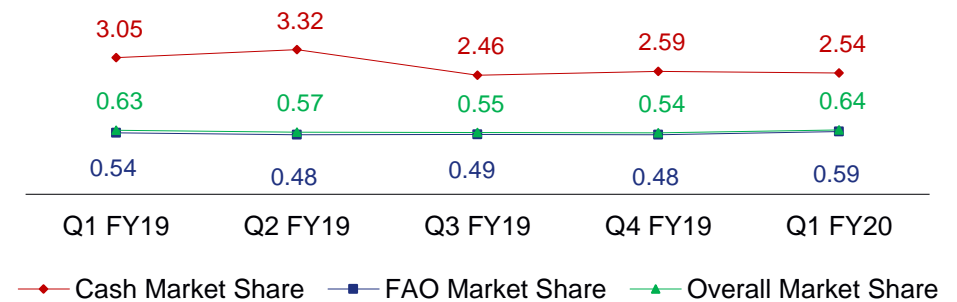
# of wealth advisors as of Q1 FY20: 62

## Securities Business (Rs Cr)

### Average Daily Turnover (Rs Cr)



### Equity Market Share on NSE (%)



# IWS – Key Financial Information

Particulars (Rs Cr)	Q1 FY20	Q4 FY19	QoQ %	Q1 FY19	YoY %	FY19
Net worth + MI	2,595	2,533	2.4%	2,563	1.2%	2,533
Loan Book	5,320	5,627	-5.5%	7,788	-31.7%	5,627
<b>Gross Revenue</b>	<b>368</b>	<b>357</b>	<b>3.2%</b>	<b>424</b>	<b>-13.2%</b>	<b>1,602</b>
Finance cost	144	161	-10.3%	152	-5.2%	643
Net Loss / (Gain) on Fair value changes	(7)	(7)	8.2%	-	-	-
Impairment of Financial Instruments	5	(19)	N/M	3	50.6%	(5)
Employee cost	72	85	-15.3%	83	-12.7%	313
Depreciation	12	4	N/M	3	N/M	15
Other expenses	53	64	-17.3%	62	-14.8%	259
Inter segmental adjustment	(3)	-	-	-	-	-
<b>PBT</b>	<b>93</b>	<b>69</b>	<b>34.4%</b>	<b>121</b>	<b>-23.1%</b>	<b>378</b>
Tax	34	22	51.6%	44	-24.0%	137
<b>PAT before Minority Interest</b>	<b>59</b>	<b>47</b>	<b>26.2%</b>	<b>77</b>	<b>-22.7%</b>	<b>241</b>
Minority Interest	#	#	35.0%	#	-1.1%	1
<b>PAT after Minority Interest</b>	<b>59</b>	<b>47</b>	<b>26.1%</b>	<b>77</b>	<b>-22.8%</b>	<b>240</b>
ROE* (%)	9.2%	7.3%		12.0%		9.3%



# Mortgage Lending

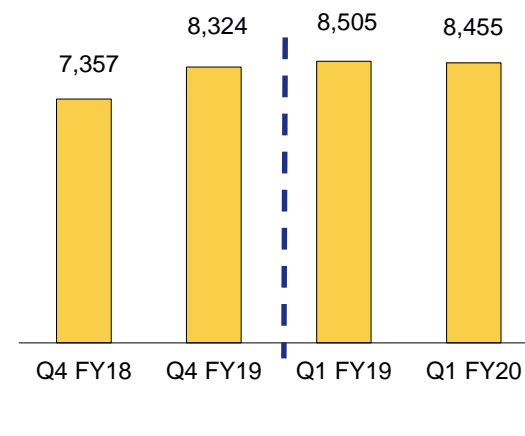
## Wholesale

- Provides an integrated financial solution to real estate developers with major focus on real estate project financing
- 81 groups – significant focus on repeat business
- Most of the clients with over 25 years of experience in the industry
- Focus on Tier I markets – Mumbai, Thane, Pune, Bangalore, Chennai, Hyderabad, Kolkata and NCR
  - Geographical split of loan book : 42.1% in Mumbai, 20.5% Bengaluru, 10.3% Chennai , 8.3% Pune ,9.9% NCR and 8.9% others
- 86.9% of the book is cashflow backed lending
- 68.6% of the book is against residential projects

## Retail

- Home loans business loan book at Rs.259 crore
- Expanded branch presence to 22 locations
- Maintained good credit quality, zero NPA
- Employee strength increased to 238

## Loan Book (Rs Cr)



Particulars (Rs Cr)	Q1 FY20	Q4 FY19	QoQ %	Q1 FY19	YoY %	FY19
Net worth + MI	3,128	3,021	3.5%	1,785	75.2%	3,021
Revenue	340	331	2.8%	292	16.4%	1,291
Finance cost	143	137	4.7%	140	2.1%	582
Net Loss / (Gain) on Fair value changes	(9)	(4)	N/M	-	-	-
Impairment of Financial Instruments	16	(10)	N/M	9	76.2%	17
Employee cost	14	11	36.8%	10	51.9%	39
Depreciation	1	0	N/M	0	N/M	1
Operating expenses	8	7	16.3%	8	7.3%	31
<b>PBT</b>	<b>166</b>	<b>190</b>	<b>-12.5%</b>	<b>126</b>	<b>32.3%</b>	<b>620</b>
<b>PAT before Minority Interest</b>	<b>107</b>	<b>123</b>	<b>-13.0%</b>	<b>81</b>	<b>31.6%</b>	<b>400</b>
Minority Interest	58	65	-12.2%	41	38.9%	210
<b>PAT after Minority Interest</b>	<b>49</b>	<b>58</b>	<b>-14.1%</b>	<b>40</b>	<b>24.1%</b>	<b>190</b>
ROA* (%)	4.9%	5.5%		4.1%		4.6%
ROE* (%)	13.9%	16.7%		18.8%		17.2%

# Distressed Credit – Asset Reconstruction

## Business Overview



Long Term Credit Rating of AA- and Short Term Credit Rating of A1+ by ICRA & CARE. Comfortable gearing of 2.07x\* as on June 30, 2019



This business has multiple income streams like Management Fees, Interest income and Upside / Yield



Current AUM of ~Rs 14,191 Cr as on June 30, 2019 comprising Corporate Accounts and Corporate/SME/ Retail Portfolios



Business related activities such as Financial & Legal due diligence for acquisitions, resolutions etc. are conducted by only in-house resources. We also use the services of Industry specific experts/consultants/firms



Focus on restructuring and revival of Corporate accounts.

## Long Term Positive Drivers



- Rollout of Corporate Insolvency Resolution Process (CIRP) under Insolvency & Bankruptcy Code 2016 (IBC) has brought out a sea change in the resolution of distressed asset space in India. Fear of losing Companies under IBC is forcing promoters to come forward for amicable solutions.

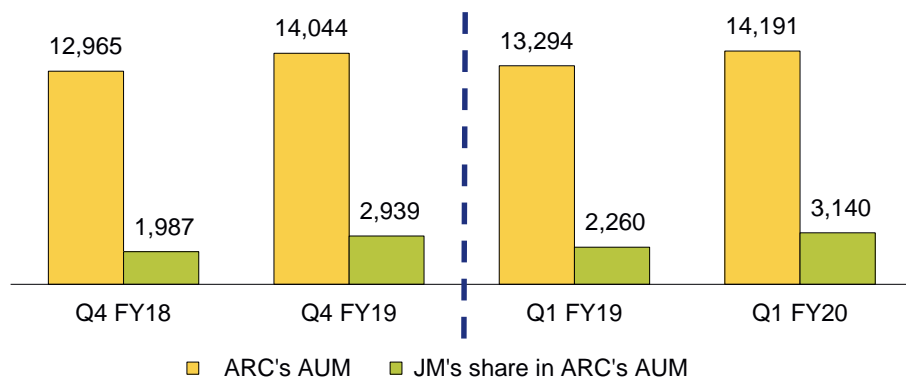


- There is an increasing urgency being shown by Government and Regulators to clean up the books of Banks. In almost all policy initiatives ARC's are recognised as important stakeholders for this purpose.
- Banks in the past have been keen to sell large NPAs to ARC's on cash basis to expedite their Recovery Plans
- JMFARC is actively evaluating opportunities arising out of companies undergoing CIRP under IBC-NCLT. The code also allows ARC's to submit a resolution plan acting as a stronger tool for ARC's to deal with NPA situation.
- A number of Funds/Foreign Investors are keen to co-invest and collaborate with JMFARC which would facilitate participating in larger deals and appropriate risk sharing. We have also closed few deals with investors for our existing portfolio.

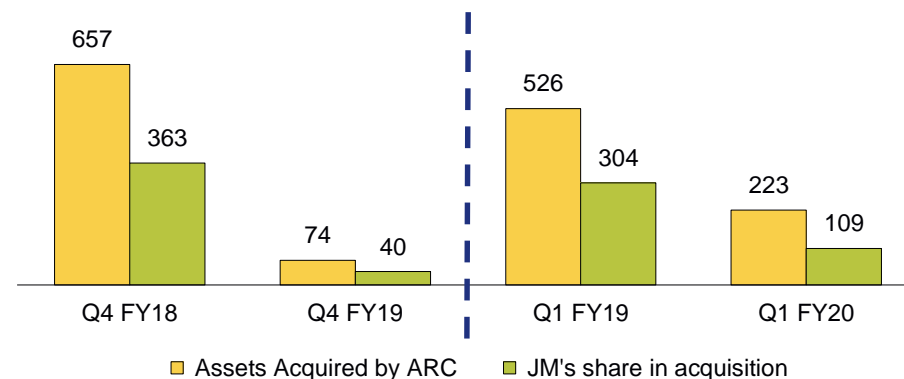
\* On a consolidated basis

## Distressed Credit – Asset Reconstruction (cont'd)

AUM (Rs Cr)



Asset Acquisitions (Rs Cr)

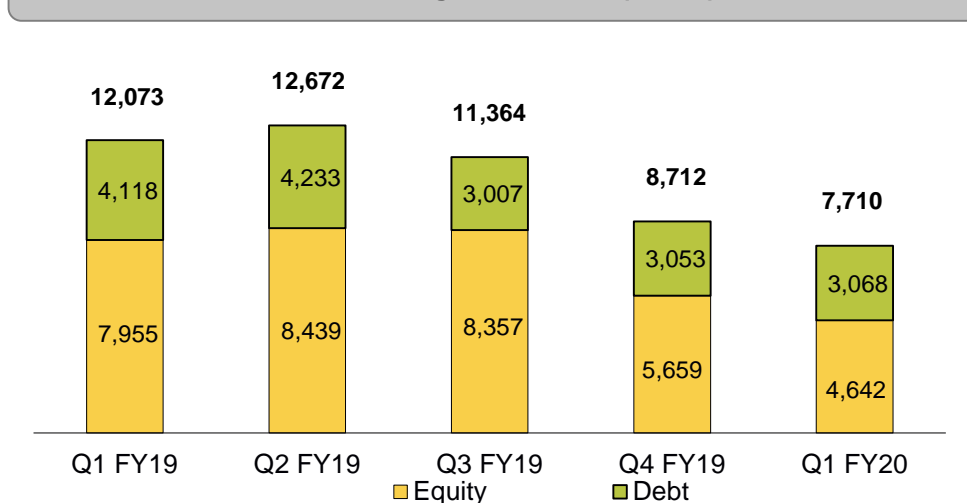


Particulars (Rs Cr)	Q1 FY20	Q4 FY19	QoQ	Q1 FY19	YoY %	FY19
Net worth + MI of Company	1,284	1,265	1.5%	1,128	13.8%	1,265
Gross Revenue	133	91	46.1%	103	28.5%	501
Net loss on fair value changes	19	35	-47.0%	-	-	-
Impairment of financial instruments	3	15	-77.1%	8	-54.6%	22
Other Operating expenses(net)	13	#	N/M	15	-12.7%	61
Finance Cost	67	69	-3.0%	35	92.6%	216
<b>PBT</b>	<b>30</b>	<b>-29</b>	<b>N/M</b>	<b>46</b>	<b>-34.8%</b>	<b>201</b>
<b>PAT before MI</b>	<b>18</b>	<b>-5</b>	<b>N/M</b>	<b>23</b>	<b>-19.0%</b>	<b>131</b>
Minority Interest (SR holders)	#	-33	N/M	#	-66.7%	-34
<b>PAT after MI of Company</b>	<b>18</b>	<b>28</b>	<b>-33.4%</b>	<b>23</b>	<b>-19.1%</b>	<b>166</b>
Minority Interest	7	12	-38.4%	10	-24.7%	71
<b>PAT after Minority Interest</b>	<b>11</b>	<b>16</b>	<b>-29.5%</b>	<b>13</b>	<b>-14.8%</b>	<b>95</b>
ROE *(%)	5.7%	8.8%		8.1%		14.0%

\* ROE is annualised

# Asset Management – Mutual Fund

Asset Management AUM (Rs Cr)



## Mutual Fund:

- Quarterly Average AUM (QAAUM) – Rs 7,710 cr.
- Rank (QAAUM) – 23 among 41 Mutual Funds.
- Market Share – 0.30 %.
- 15 Schemes categorized as Long Term Debt, Short Term Debt, Balance, Equity Arbitrage and Equity.
- Investor reach – 1,25,597 base, 13 branches & 81 service centres.

Particulars (Rs Cr)	Q1 FY20	Q4 FY19	QoQ	Q1 FY19	YoY %	FY19
Net worth + MI	221	215	2.8%	208	6.1%	215
Revenue	18	19	-6.4%	26	-31.3%	95
Employee Cost	7	7	1.2%	6	11.3%	26
Other Expenses	3	2	20.9%	3	-7.8%	10
PBT	8	10	-16.0%	17	-50.6%	57
<b>PAT</b>	<b>6</b>	<b>7</b>	<b>-19.3%</b>	<b>12</b>	<b>-51.1%</b>	<b>41</b>
Minority Interest	-2	-3	-19.3%	-5	-51.1%	17
Share of Profit from Associates	#	#	N/M	0	N/M	1
<b>PAT after Minority Interest</b>	<b>4</b>	<b>4</b>	<b>-14.2%</b>	<b>7</b>	<b>-47.2%</b>	<b>25</b>
ROE (%)*	11.4%	14.1%		23.7%		20.4%

\* ROE is annualised

# denotes amount less than 1 crore.

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**Group Performance**

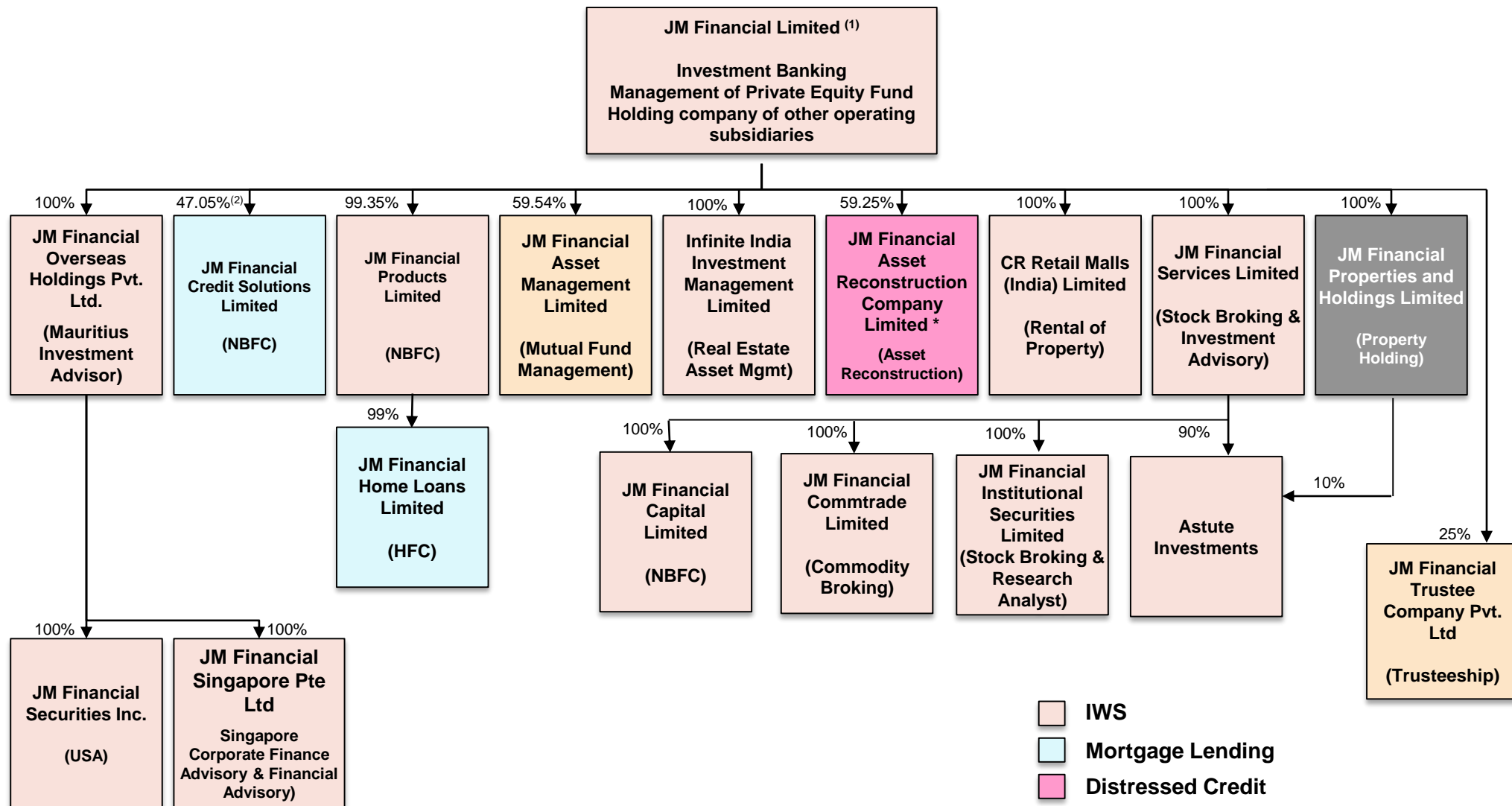
**Business Performance**

**Group Structure and Shareholding Pattern**

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# Organisational Structure – June 2019



\* Includes Trusts where there is a controlling interest

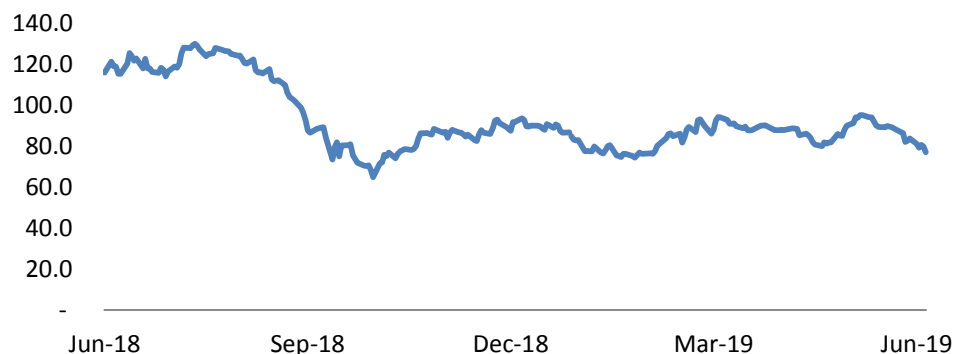
1. Largely IWS and balance others

2. JM Financial Limited controlled entity with effective ownership of 47.05%

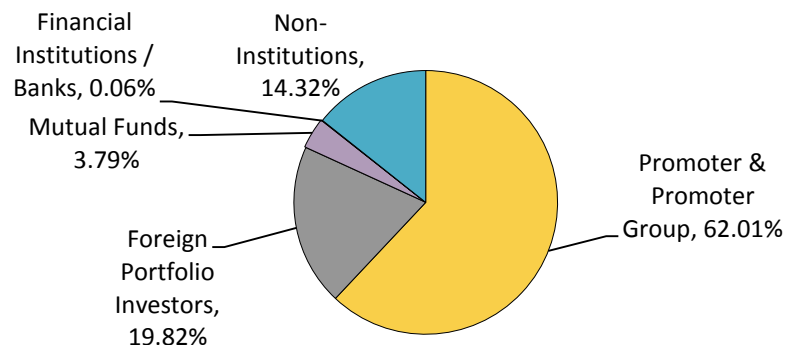
3. The percentage shareholding as mentioned in the organisational structure is calculated on the basis of the face value of shares

# Shareholding Summary

## Share Price Information



## % Shareholding – June 30, 2019



## Market Information (BSE)

As on 30.06.2019

Market Capitalization (Rs Cr)	6,466.28
Price (Rs)	76.80
No. of Shares Outstanding (Cr)	84.09
52 Week High-Low (Rs)	135.15 - 64.25

## Key Institutional Investors – As on June 30, 2019

% Holding

Valiant Mauritius Partners Offshore Limited	2.62
Baron Emerging Markets Fund	2.48
SAIF India VI FII Holdings Limited	1.80
TIMF Holdings	1.70
Valiant Mauritius Partners Limited	1.49
The Wellington Trust Company National Association	1.23
Fidelity Investment Trust	1.18

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# Performance of Select Subsidiaries – IND AS

In Rs Cr

## JM Financial Credit Solutions Ltd

	Q1 FY 20	Q1 FY19
Revenue	340	291
Net Profit	109	83
Net worth	3,018	1,756
Loan book	8,196	8,475
Net Interest Margin	7.8%	7.0%
Total Assets	8,582	8,494
ROE (Annualised)	14.7%	19.3%
ROA (Annualised)	5.1%	4.2%
Debt / Equity Ratio	1.8	3.8
CAR	35.4%	20.1%
Credit Rating	AA/stable	AA/stable
<b>Ownership*</b>	<b>47.05%</b>	<b>50.01%</b>

## JM Financial Products Ltd

	Q1 FY 20	Q1 FY19
Revenue	239	243
Net Profit	62	63
Net worth	1,622	1,535
Loan book <sup>#</sup>	5,503	6,994
Net Interest Margin	4.5%	4.6%
Total Assets <sup>#</sup>	7,210	7,550
ROE (Annualised)	15.6%	16.7%
ROA (Annualised) <sup>#</sup>	3.7%	3.4%
Debt / Equity Ratio <sup>#</sup>	3.3	3.7
CAR <sup>#</sup>	22.3%	19.8%
Credit Rating	AA/stable	AA/stable
<b>Ownership</b>	<b>99.35%</b>	<b>99.35%</b>

## JM Financial Asset Reconstruction Company Ltd\*\*

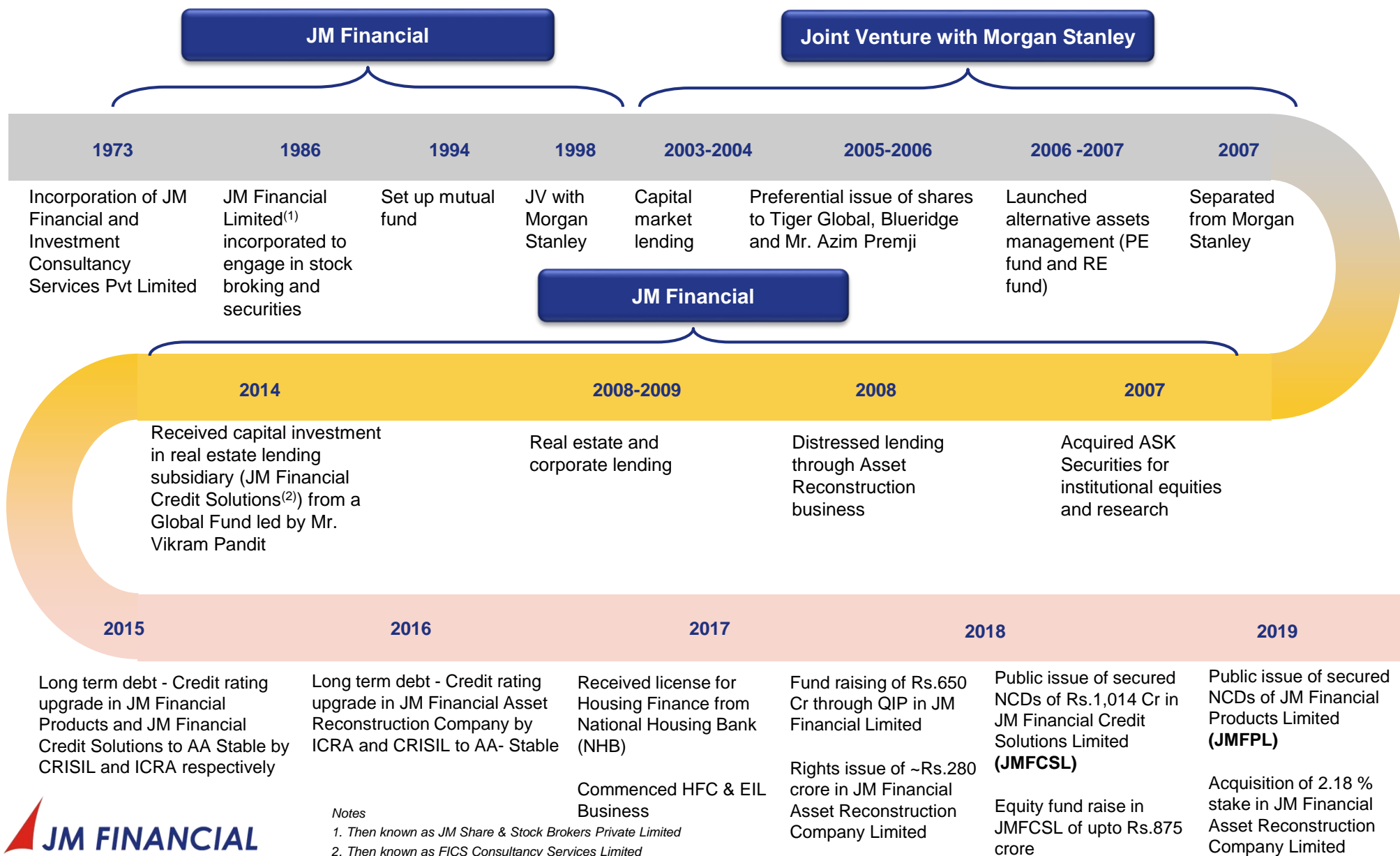
	Q1 FY20	Q1 FY19
Revenue	133	103
Net Profit	18	23
Net worth + MI	1,284	1,128
AUM	14,191	13,294
Total assets	4,507	3,505
ROE (Annualised)	5.7%	8.1%
ROA (Annualised)	1.6%	2.7%
Debt / Equity Ratio	2.07	1.86
CAR	29.37%	38.86%
Credit Rating	AA-/stable	AA-/stable
<b>Ownership</b>	<b>59.25%</b>	<b>57.07%</b>

\*JM Financial Limited controlled entity with effective ownership of 47.05%

\*\*Figures mentioned above are based on Consolidated financials

# Above numbers are including IPO financing book of Rs. 608 Cr. Debt / Equity Ratio (ex IPO Financing) is 2.9

# Journey of JM Financial Group



**Notes**

1. Then known as JM Share & Stock Brokers Private Limited
2. Then known as FICS Consultancy Services Limited

# Corporate Governance – Strong Board of Directors



**Mr. Nimesh Kampani, Chairman**

B. Com, FCA

- Founder and Chairman of JM Financial Group, one of India's leading financial services groups.
- Made pioneering contributions to the Indian capital markets
- Served as a member on several important committees like MoF, GoI, RBI, SEBI, BSE, NSE, CII, FICCI and ICAI
- Serves as an Independent Director on the Board of several leading Indian companies.



**Mr. Vishal Kampani, Managing Director**

M.com, M. S. (Finance) from London Business School

- Managing Director of JM Financial Ltd., the group's flagship listed 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
- Joined the JM Financial group in 1997 as an analyst in the Merchant Banking Division and has since moved up the rank



**Mr. E. A. Kshirsagar, Independent Director**

B.Sc, FCA (England & Wales)

- Specialist in corporate strategy and structure, disinvestments-central/state/private sector, feasibility studies for a variety of industries and the impact of legislations on business;
- Serves on the Board of several reputed public limited companies.
- BSC (Science), FCA (England & Wales).



**Dr. Vijay Kelkar, Independent Director**

B.Sc, M.S. from University of Minnesota, USA, Ph.D from University of California, Berkely, USA

- Former Finance Secretary to the Government of India. He has also held several senior level positions in Govt. of India as well as international organisations including International Monetary Fund.
- Awarded with Padma Vibhushan, the second highest civilian award
- Serves on the Board of several reputed public limited companies.



**Mr. Darius E. Udawadia, Independent Director**

B.A., M.A., LLB,

- Founder partner, M/s. Udawadia & Udeshi, Solicitors & Advocates
- Serves on the Board of several reputed public limited companies.
- Vast experience and expertise in the areas like corporate law, mergers, acquisitions and takeovers, corporate restructuring, foreign collaboration, joint ventures, project and infrastructure finance, telecommunication, international loan and finance related transactions and instruments, real estate and conveyancing



**Mr. Keki Dadiseth, Independent Director**

FCA (England & Wales)

- Worked with HUL for 27 years.
- Member of advisory board of various groups.
- Associated with various industry, educational, management and medical bodies.
- Serves on the Board of several reputed public limited companies.



**Mr. Paul Zuckerman, Independent Director**

M.A. in Economics, Ph.D in Agricultural Economics

- Has been associated with various international organisations, including World Bank and International Institute of Tropical Agriculture, Ibadan, Nigeria
- Was Chairman, SG Warburg & Co. and was closely associated with Indian companies in the early days of globalisation In India.



**Ms. Jagi Mangat Panda, Independent Director**

B.Sc (Biology & Chemistry), Management Development Programme, Indian Institute of Management, Ahmedabad

- Presently, Managing Director of Ortel Communications Limited & Odisha Television Limited.
- Has more than 19 years of experience in the media and broadcasting industry
- Recognized as the 'Young Global Leader' at the World Economic Forum in 2008.

# Effective Risk Management Framework

**1**

**Robust risk management architecture encompassing independent identification, measurement and management of risk across various businesses of the Group**

**2**

**Effective systems, processes and adequate review mechanism to actively monitor, manage and mitigate risks**

**3**

**Quarterly risk meetings of all businesses with Group Risk Committee**

**4**

**"Risk Events Update" briefly describing 'Risk Identification', 'Risk Classification', 'Risk Assessment & Impact' and 'Remedial Action/ Risk Mitigation' aspects of all the identified risks are placed periodically (every six monthly) before the Board of Directors**

**5**

**Independent Internal Audit firms appointed to review and report on the business processes and policies in all operating companies of the Group**

**6**

**Internal Financial Controls (IFC) framework (as per provisions of the Companies Act, 2013) is laid-down which briefly highlights the Risk Control Matrices (RCMs) across the Group with a focus on Entity Level Controls**

# Integrated Rural Transformation - Bihar

## Project Bachpan

- Five pre-school learning centers across five villages of Sikandra block in Jamui district, providing daily learning and nutrition for pre-school children's holistic development
- Concepts of weather, fruits, vegetables and occupations introduced and taught to 101 existing and 19 newly admitted students (age 3 to 6 years)

## Integrated Livestock Development Centers (ILDC)

- Our 21 ILDCs continue to service Chakai, Jhajha and Sikandra blocks of Jamui district
- *Livestock management services* provided include 6,273 de-ticking, 5,934 de-worming, 7,472 vaccinations, first aid to 2,175 cattle, 63 farmers extension education meetings and 29 cattle health camps
- *Livestock development services* provided include 1,650 Artificial Inseminations (AIs).
- A total of 351 calves took birth this quarter (194 females and 157 males) across Sahiwal, Jersey, Holstein Friesian, Red Sindhi and Murrah breeds.

## Shri Vardhmaan Mahila Griha Udyog

- Small-scale women's kitchen production unit producing and vending *khakhra* (a flatbread, Indian snack made of whole-wheat) on a daily basis in Sikandra block of Jamui district
- Total sales in this quarter : 854.10 kg for a total sales worth of ₹ 1,34,406/-

## Model Village Development Project

- A total of 374 farmers benefitted from 6,000kg Kharif season Foundation seeds across 15 villages
- Six nutrition gardens created and facilitated for year-round holistic nutrition through vegetables and fruits for six households
- Two water conservation structures (*dobhas*) completed, with a capacity of 12ft water storage, each
- Of 21 grade 10 students attending our Vardhmaan Gyaan Kendras for learning aid, 20 have passed this year's Matriculation exams

# Integrated Rural Transformation – Maharashtra & Jharkhand

MAHARASHTRA	<b>Integrated Village Development Project</b>	<ul style="list-style-type: none"><li>• Holistic rural intervention undertaken in seven villages of Mokhada block of Palghar district</li><li>• During the quarter, under Zilla Parishad 50-50 subsidy scheme, 57 farmers benefitted from 57 bags of 25kg rice each (Coimbatore and Karjat – 3 varieties)</li><li>• As an effort towards water conservation, 1,073 Continuous Contour Trenches (CCTs) have been dug across two villages</li><li>• Wadi/Cluster farming development in progress with 33 farmers across two villages, covering 33 acres.</li></ul>
JHARKHAND	<b>Project First Referral Unit (FRU)</b>	<ul style="list-style-type: none"><li>• The FRU at Dumri block of Giridih district provides enhanced services through a 64 member team of medical specialists, nurses and helper staff</li><li>• During the quarter, the FRU served 1,088 gynaecological cases, 1,628 paediatric cases and 16 surgeries. Total deliveries conducted were 255, of which 58 were critical.</li></ul>
	<b>Project Mobile Health Unit (MHU)</b>	<ul style="list-style-type: none"><li>• The MHU serves 24 villages of Dumri and Pirtand blocks of Giridih district</li><li>• During the quarter, the MHU served by way of 3,368 OPDs and referred 152 of these cases to tertiary healthcare facilities. Counselling services provided to 1,388 community beneficiaries.</li></ul>

# Integrated Rural Transformation – Glimpses



Bachpan Learning Center – Korasi



ILDC farmers education – Sijhori village



Model Village Project – Nutrition Garden in Nawadih village



Farmer beneficiaries digging Continuous Trenches (CCT) in Mokhada, Palghar



Critical baby suffering from abdomen distension - FRU



Daily Mobile Health Unit (MHU) OPDs

# Philanthropic Giving and Support

## Education

- JMFF has partnered with an old & renowned Institute to provide education to students with intellectual disability, from age 3 to 18 years with functional academics and pre-vocational training

## Health Initiatives

- JMFF has supported a Trust that runs an Eye Hospital in Shiroor, Udipi, Karnataka. This hospital provides free cataract surgeries, vision screening for school students and free consultations for the poor & needy people coming from surrounding villages

## Promoting Music & Culture

- JMFF has supported a Trust that is dedicated to reviving India's rich heritage & culture by way of music programs

## Photo Gallery





## For Further Queries

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