

January 23, 2020

BSE Limited
Department of Corporate Services
1st Floor, New Trading Ring
Rotunda Building, P J Towers
Dalal Street, Fort,
Mumbai 400001

National Stock Exchange of India Limited
Exchange Plaza
Plot No.C-1, G Block
Bandra-Kurla Complex
Bandra (East)
Mumbai – 400 051

Security Code: **523405**

Symbol: **JMFINANCIL**

Dear Sirs,

Sub: Outcome of the Board Meeting

We wish to inform you that the Board of Directors of the Company, at its meeting held today, has, inter alia, considered and approved the Standalone and Consolidated Unaudited Financial Results of the Company for the third quarter and nine months ended December 31, 2019. A copy each of the above Unaudited Financial Results as reviewed by the Audit Committee and approved by the Board of Directors is enclosed for your information and record.

Additionally, a copy of the Press Release being issued by the Company is enclosed. The above Unaudited Financial Results are also being uploaded on the stock exchange websites in the prescribed format. These documents are also being uploaded on the website of the Company, viz., www.jmfl.com.

Further, pursuant to Regulation 33(3)(c)(i) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are forwarding a copy of the 'Limited Review Report', as received from our Statutory Auditors, namely, Deloitte Haskins & Sells LLP on the above Financial Results.


The above meeting of the Board of Directors commenced at 12.15 p.m. and concluded at 2.15 p.m.

We request you to disseminate the above information on your website.

Thank you.

Yours faithfully,
for JM Financial Limited



 **Prashant Choksi**
Group Head – Compliance, Legal
& Company Secretary

Encl: a/a

JM Financial Limited

Corporate Identity Number : L67120MH1986PLC038784

Regd. Office: 7th Floor, Cnergy, Appasaheb Marathe Marg, Prabhadevi, Mumbai 400 025.

T: +91 22 6630 3030 F: +91 22 6630 3223 www.jmfl.com

INDEPENDENT AUDITORS' REVIEW REPORT ON REVIEW OF INTERIM CONSOLIDATED FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF JM FINANCIAL LIMITED

1. We have reviewed the accompanying Statement of Consolidated Unaudited Financial Results of **JM FINANCIAL LIMITED** (the "Parent") and its subsidiaries (the Parent and its subsidiaries together referred to as the "Group"), and its share of the net profit after tax and total comprehensive income of its associate for the quarter and nine months ended December 31, 2019 (the "Statement"), being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
2. This Statement, which is the responsibility of the Parent's Management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India (ICAI). A review of interim financial information consists of making inquiries, primarily of Parent's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under Section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

4. The Statement includes the results of the following entities:

Subsidiaries:

- a) JM Financial Services Limited;
- b) JM Financial Commtrade Limited;
- c) JM Financial Products Limited;
- d) JM Financial Capital Limited;
- e) JM Financial Properties and Holding Limited;
- f) Infinite India Investment Management Limited;
- g) JM Financial Asset Management Limited;
- h) CR Retail Malls (India) Limited;
- i) JM Financial Credit Solutions Limited;
- j) JM Financial Home Loans Limited;
- k) JM Financial Asset Reconstruction Company Limited Group;
- l) JM Financial Overseas Holding Company Private Limited;
- m) JM Financial Singapore Pte. Ltd.
- n) JM Financial Securities, Inc.
- o) JM Financial Institutional Securities Limited;
- p) M/s. Astute Investments

Associate:

- a) JM Financial Trustee Company Private Limited



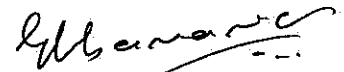
5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of the other auditors referred to in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.
6. We did not review the interim financial results of seven subsidiaries included in the consolidated financial results, whose interim financial results reflect total revenue of Rs. 372.26 crore and Rs.1,100.38 crore for the quarter and nine months ended December 31, 2019, respectively, total profit after tax of Rs. 63.05 crore and Rs.188.28 crore and total comprehensive income of Rs. 62.85 crore and Rs. 187.68 crore for the quarter and nine months ended December 31, 2019, respectively, as considered in the consolidated unaudited financial results. These interim financial results have been reviewed by other auditors whose reports have been furnished to us by the Management and our report on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries is based solely on the reports of the other auditors and the procedures performed by us as stated in paragraph 3 above.

Our conclusion on the Statement is not modified in respect of this matter.

7. The consolidated unaudited financial results include the interim financial results of four subsidiaries which have not been reviewed by their auditors/ us, whose interim financial results reflect total revenue of Rs. 6.64 crore and Rs. 10.45 crore for the quarter and nine months ended December 31, 2019, respectively, total net profit after tax of Rs. 4.08 crore and Rs. 3.76 crore and total comprehensive income of Rs. 5.53 crore and Rs. 7.30 crore for the quarter and nine months ended December 31, 2019, respectively, as considered in the Statement. The consolidated financial results also include the Group's share of profit after tax of Rs. 0.67 crore and Rs. 1.50 crore and total comprehensive income of Rs. 0.67 crore and Rs. 1.50 crore for the quarter and nine months ended December 31, 2019, respectively, as considered in the Statement, in respect of one associate, based on their interim financial results which have not been reviewed by us. According to the information and explanations given to us by the Management, these financial results are not material to the Group.

Our Conclusion on the Statement is not modified in respect of our reliance on the interim financial results certified by the Management.

For DELOITTE HASKINS & SELLS LLP
Chartered Accountants
(Firm's Registration No. 117366W/W-100018)



G. K. Subramaniam
Partner
(Membership No. 109839)
UDIN: 20109839AAAABB5425

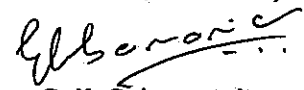
Mumbai, dated: January 23, 2020

INDEPENDENT AUDITORS' REVIEW REPORT ON REVIEW OF INTERIM STANDALONE FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF JM FINANCIAL LIMITED

1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **JM Financial Limited** (the "Company"), for the quarter and nine months ended December 31, 2019 (the "Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
2. This Statement which is the responsibility of the Company's Management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant Rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India (ICAI). A review of interim financial information consists of making inquiries, primarily of the Company's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under Section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **DELOITTE HASKINS & SELLS LLP**
Chartered Accountants
(Firm's Registration No. 117366W/W-100018)



G. K. Subramaniam
Partner
(Membership No. 109839)
UDIN: 20109839AAAABA7116

Mumbai, January 23, 2020

JM FINANCIAL LIMITED
STATEMENT OF UNAUDITED CONSOLIDATED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2019

Sr. No.	Particulars	Quarter Ended					Year Ended 31.03.2019 Audited
		31.12.2019			31.12.2018		
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	
1	Income						
(a)	Revenue from Operations						
	(i) Interest Income	560.17	556.02	620.67	1,751.20	1,791.79	2,364.94
	(ii) Fees and Commission Income	210.07	150.32	134.08	487.13	438.57	576.83
	(iii) Brokerage Income	47.95	48.44	42.06	142.15	144.44	190.21
	(iv) Net gain on fair value changes	54.21	62.49	79.96	116.26	244.77	223.25
	(v) Net gain on derecognition of financial instruments carried at amortised cost	1.85	-	-	17.84	-	1.79
	(vi) Other Operating Income	26.55	28.01	22.37	81.56	97.17	122.13
		900.80	845.28	899.14	2,596.14	2,716.74	3,479.15
(b)	Other Income	4.65	6.11	1.59	16.83	12.16	20.34
	Total Income	905.45	851.39	900.73	2,612.97	2,728.90	3,499.49
2	Expenses						
(a)	Finance costs	353.58	349.39	378.42	1,052.54	1,094.68	1,446.21
(b)	Impairment on financial instruments	42.57	49.83	6.71	116.05	48.68	35.12
(c)	Employee benefits expense	119.11	106.07	99.15	330.39	318.99	421.61
(d)	Depreciation and amortization expense	10.31	9.82	6.88	30.10	20.12	27.11
(e)	Other Expenses	75.20	64.83	67.56	205.39	208.48	286.65
	Total expenses	600.77	579.94	558.72	1,734.47	1,690.95	2,216.70
3	Profit before tax (1-2)	304.68	271.45	342.01	878.50	1,037.95	1,282.79
4	Tax expenses						
(a)	Current tax	85.98	53.03	122.32	254.74	350.92	489.23
(b)	Deferred tax	(6.44)	21.74	(1.25)	7.28	26.83	(42.49)
(c)	Tax adjustment of earlier years (net)	2.99	-	-	2.99	-	(0.43)
	Total tax expenses	82.53	74.77	121.07	265.01	377.75	446.31
5	Net Profit for the period / year (3-4)	222.15	196.68	220.94	613.49	660.20	836.48
6	Add :- Share in profit of associate	0.67	0.46	0.15	1.50	0.39	0.57
7	Net Profit after tax and Share in Profit of Associate (5+6)	222.82	197.14	221.09	614.99	660.59	837.05
8	Other Comprehensive Income (OCI)						
(i)	Items that will be reclassified to profit or loss						
	- Exchange differences on translation of foreign operations	1.45	2.58	(5.78)	3.52	9.68	8.37
(ii)	Items that will not be reclassified to profit or loss						
	- Remeasurement of defined benefit obligations	(0.46)	(0.86)	0.06	(1.51)	0.17	(0.79)
	- Share in Other Comprehensive Income of Associate	-	-	0.16	-	(0.83)	#
	- Income tax on the above	0.12	0.21	(0.01)	0.39	(0.05)	0.24
	Total Other Comprehensive Income	1.11	1.93	(5.57)	2.40	8.97	7.82
9	Total Comprehensive Income (7+8)	223.93	199.07	215.52	617.39	669.56	844.87
10	Net Profit attributable to (7):						
	Owners of the company	157.54	129.59	137.46	414.42	443.54	572.18
	Non-controlling interests	65.28	67.55	83.63	200.57	217.05	264.87
11	Other Comprehensive Income attributable to (8):						
	Owners of the company	1.15	2.00	(5.55)	2.53	9.01	7.93
	Non-controlling interests	(0.04)	(0.07)	(0.02)	(0.13)	(0.04)	(0.11)
12	Total Comprehensive Income attributable to (9):						
	Owners of the company	158.69	131.59	131.91	416.95	452.55	580.11
	Non-controlling interests	65.24	67.48	83.61	200.44	217.01	264.76
13	Paid up equity share capital (Face value Re. 1/- per share)	84.12	84.11	83.99	84.12	83.99	83.99
14	Other Equity (excluding revaluation reserves)						4,995.26
15	Earning Per Share (EPS)						
	Basic EPS (in Rs.) (Not annualised)	1.87	1.54	1.64	4.93	5.28	6.82
	Diluted EPS (in Rs.) (Not annualised)	1.87	1.54	1.63	4.91	5.27	6.79

Denotes amount below ₹ 50,000/-





JM Financial Limited

Corporate Identity Number : L67120MH1986PLC038784

Regd. Office: 7th Floor, Cnergy, Appasaheb Marathe Marg, Prabhadevi, Mumbai 400 025.

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JM FINANCIAL LIMITED

SEGMENTWISE DETAILS ON CONSOLIDATED BASIS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2019

(Rupees in Crore)

Particulars	Quarter Ended			Nine Months Ended		Year Ended
	31.12.2019	30.09.2019	31.12.2018	31.12.2019	31.12.2018	31.03.2019
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
Segment Revenue						
A Investment Banking, Wealth Management & Securities Business (IWS)	442.16	382.41	371.32	1,200.24	1,237.97	1,601.76
B Mortgage Lending	342.11	344.51	343.38	1,035.28	956.43	1,290.91
C Distressed Credit	95.96	105.50	161.96	315.13	445.37	500.59
D Asset Management	17.51	20.47	23.71	55.96	74.79	94.61
E Others	20.92	13.80	13.88	51.77	57.81	72.60
Total Segment Revenue	918.66	866.69	914.25	2,658.38	2,772.37	3,560.47
Less: Inter - segmental revenue	(13.21)	(15.30)	(13.52)	(45.41)	(43.47)	(60.98)
Total Revenue	905.45	851.39	900.73	2,612.97	2,728.90	3,499.49
Segment Results (Profit before tax)						
A Investment Banking, Wealth Management & Securities Business (IWS)	126.19	91.23	80.68	310.61	308.37	377.74
B Mortgage Lending	153.99	146.83	171.13	467.03	429.88	619.79
C Distressed Credit	12.97	19.63	69.65	62.33	230.25	201.46
D Asset Management	8.04	9.94	14.76	26.16	47.29	57.01
E Others	3.49	3.82	5.79	12.37	22.16	26.79
Total Results	304.68	271.45	342.01	878.50	1,037.95	1,282.79
Segment Assets						
A Investment Banking, Wealth Management & Securities Business (IWS)	8,283.54	8,624.86	9,979.98	8,283.54	9,979.98	8,816.07
B Mortgage Lending	9,292.60	8,917.08	9,099.55	9,292.60	9,099.55	8,707.01
C Distressed Credit	4,421.19	4,606.52	4,659.23	4,421.19	4,659.23	4,477.51
D Asset Management	251.20	243.80	221.49	251.20	221.49	228.86
E Others	303.59	301.75	388.59	303.59	388.59	353.25
Total Segment Assets	22,552.12	22,694.01	24,348.84	22,552.12	24,348.84	22,582.70
Segment Liabilities						
A Investment Banking, Wealth Management & Securities Business (IWS)	5,693.69	6,130.76	7,415.08	5,693.69	7,415.08	6,282.85
B Mortgage Lending	5,911.66	5,650.01	6,217.08	5,911.66	6,217.08	5,685.90
C Distressed Credit	2,433.58	2,626.99	2,759.28	2,433.58	2,759.28	2,728.23
D Asset Management	15.47	14.95	14.95	15.47	14.95	14.28
E Others	187.04	187.27	158.80	187.04	158.80	157.74
Total Segment Liabilities	14,241.44	14,609.98	16,565.19	14,241.44	16,565.19	14,869.00
Segment Capital Employed						
A Investment Banking, Wealth Management & Securities Business (IWS)	2,589.85	2,494.10	2,564.90	2,589.85	2,564.90	2,533.22
B Mortgage Lending	3,380.94	3,267.07	2,882.47	3,380.94	2,882.47	3,021.11
C Distressed Credit	1,987.61	1,979.53	1,899.95	1,987.61	1,899.95	1,749.28
D Asset Management	235.73	228.85	206.54	235.73	206.54	214.58
E Others	116.55	114.48	229.79	116.55	229.79	195.51
Total Capital Employed	8,310.68	8,084.03	7,783.65	8,310.68	7,783.65	7,713.70



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JM FINANCIAL LIMITED							
STATEMENT OF UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED DECEMBER 31, 2019							
(Rupees in Crore)							
Sr. No.	Particulars	Quarter Ended			Nine months ended		Year ended
		31.12.2019	30.09.2019	31.12.2018	31.12.2019	31.12.2018	31.03.2019
		Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
1	Income						
(a)	Revenue from Operations						
	(i) Interest income	5.54	2.00	3.77	10.01	21.84	22.68
	(ii) Fees and commission income	93.24	46.86	14.24	167.39	80.20	120.38
	(iii) Net gain on fair value changes	-	9.07	6.39	-	15.41	6.61
	Total revenue from operations	98.78	57.93	24.40	177.40	117.45	149.67
(b)	Other income	3.45	39.99	4.20	44.72	80.94	120.84
	Total Income	102.23	97.92	28.60	222.12	198.39	270.51
2	Expenses						
(a)	Finance costs	1.92	1.98	2.68	5.90	18.88	19.56
(b)	Fees, Sub Brokerage and other direct expenses	13.31	15.28	1.61	28.91	28.57	28.91
(c)	Net loss on fair value changes	1.27	-	-	9.74	-	-
(d)	Impairment on financial instruments	(0.18)	0.64	0.39	2.35	(1.00)	(1.32)
(e)	Employee benefits expense	33.05	19.21	13.06	65.41	45.18	74.12
(f)	Depreciation and amortisation expense	3.03	3.01	0.47	9.17	1.37	1.86
(g)	Other expenses	3.92	3.66	6.90	11.04	21.70	31.68
	Total expenses	56.32	43.78	25.11	132.52	114.70	154.81
3	Profit before tax (1-2)	45.91	54.14	3.49	89.60	83.69	115.70
4	Tax expenses						
(a)	Current tax	11.47	7.48	1.37	22.35	6.35	6.66
(b)	Deferred tax	2.15	(2.36)	0.40	(4.35)	(0.62)	(2.59)
(c)	Tax adjustment of earlier years (net)	-	-	-	-	-	0.33
	Total tax expenses	13.62	5.12	1.77	18.00	5.73	4.40
5	Net Profit for the period / year (3-4)	32.29	49.02	1.72	71.60	77.96	111.30
6	Other Comprehensive Income						
(i)	Items that will not be reclassified to profit or loss						
	Remeasurement of defined benefit obligations	(0.20)	(0.36)	0.03	(0.58)	0.09	(0.06)
(ii)	Income tax on above	0.06	0.10	(0.01)	0.17	(0.03)	0.02
	Total other Comprehensive Income	(0.14)	(0.26)	0.02	(0.41)	0.06	(0.04)
7	Total Comprehensive Income (5+6)	32.15	48.76	1.74	71.19	78.02	111.26
8	Paid up equity share capital (Face value Re. 1/- per share)	84.12	84.11	83.99	84.12	83.99	83.99
9	Other Equity (excluding revaluation reserves)						2,397.96
10	Earning Per Share (EPS)						
	Basic EPS (in Rs.) (Not annualised)	0.38	0.58	0.02	0.85	0.93	1.33
	Diluted EPS (in Rs.) (Not annualised)	0.38	0.58	0.02	0.85	0.93	1.32



Notes:

- 1) The above unaudited financial results for the third quarter and nine months ended December 31, 2019 have been reviewed by the Audit Committee and on its recommendation have been approved by the Board of Directors at its meeting held on January 23, 2020 in accordance with Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The aforesaid results have been subjected to limited review by the Statutory Auditors of the Company who have issued an unmodified report thereon.
- 2) The said financial results have been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 “Interim Financial Reporting” (Ind AS 34) prescribed under Section 133 of the Companies Act, 2013 read with relevant Rules issued thereunder and other accounting principles generally accepted in India.
- 3) During the quarter ended December 31, 2019, the Allotment Committee of the Board has allotted an aggregate of 1,01,056 equity shares of the face value of Re. 1/- each to the eligible employees upon exercise of stock options by them. Consequent upon the said allotment, the total paid up equity share capital of the Company has increased to Rs. 84,11,68,902/- (Rupees Eighty four crore eleven lakh sixty eight thousand nine hundred and two) representing 84,11,68,902 equity shares of the face value of Re. 1/- each.
- 4) On a consolidated basis, the Group has identified four reportable segments, namely, (i) Investment Banking, Wealth Management & Securities Business (IWS), (ii) Mortgage Lending, (iii) Distressed Credit and (iv) Asset Management. Others include property rental income.
- 5) On a stand-alone basis, other income for the previous quarter ended September 30, 2019 included the dividend income from the investments made by the Company in its group companies making the results for the current quarter non-comparable.
- 6) The Consolidated and Standalone unaudited financial results for the third quarter and nine months ended December 31, 2019 are being uploaded on the Company’s website viz., www.jmfl.com and the websites of BSE Limited and National Stock Exchange of India Limited viz., www.bseindia.com and www.nseindia.com respectively.

Key stand-alone financial information is given below:

Rupees in Crore

Particulars	Quarter Ended			Nine months ended		Year Ended
	31.12.2019 Unaudited	30.09.2019 Unaudited	31.12.2018 Unaudited	31.12.2019 Unaudited	31.12.2018 Unaudited	31.03.2019 Audited
Total Income	102.23	97.92	28.60	222.12	198.39	270.51
Profit/(loss) before tax	45.91	54.14	3.49	89.60	83.69	115.70
Profit/(loss) after tax	32.29	49.02	1.72	71.60	77.96	111.30
Total Comprehensive Income	32.15	48.76	1.74	71.19	78.02	111.26

- 7) Previous period/year’s figures have been regrouped and rearranged wherever necessary to conform to current period/year’s classification.

Place: Mumbai
Date: January 23, 2020



For and on behalf of the Board of Directors



Vishal Kampani

Vishal Kampani
Managing Director
(DIN: 00009079)

PRESS RELEASE
For Immediate Release

JM Financial's consolidated revenue increased by 0.52% and consolidated net profit increased by 14.61% for Q3 FY20.

Mumbai, January 23, 2020: The Board of Directors of JM Financial Limited, at its meeting held today, approved the unaudited financial results for the third quarter and nine months ended December 31, 2019.

Summary of Consolidated results FY 20 – Q3 compared to FY 19 – Q3

(Rs. in Cr)

Particulars	Quarter ended December 31, 2019	Quarter ended December 31, 2018	% Increase / (Decrease)
Total income	905.45	900.73	0.52%
Profit before tax	304.68	342.01	(10.91%)
Net profit after tax and before non-controlling interest	222.82	221.09	0.78%
Net profit after tax, non-controlling interest and share of associates	157.54	137.46	14.61%
Adjusted Net Profit after tax, non- controlling interest and share of associates ^{1,3}	154.99	141.72	9.36%

Summary of Consolidated results FY 20 – 9M compared to FY 19 – 9M

(Rs. in Cr)

Particulars	Nine months ended December 31, 2019	Nine months ended December 31, 2018	% Increase / (Decrease)
Total income	2,612.97	2,728.90	(4.25%)
Profit before tax	878.50	1,037.95	(15.36%)
Net profit after tax and before non-controlling interest	614.99	660.59	(6.90%)

Particulars	Nine months ended December 31, 2019	Nine months ended December 31, 2018	% Increase / (Decrease)
Net profit after tax, non-controlling interest and share of associates	414.42	443.54	(6.56%)
Adjusted Net Profit after tax, non- controlling interest and share of associates ^{2,3}	433.04	481.94	(10.15%)

1. Includes diminution / (gain) (net of tax and non-controlling interest) in fair value of investments (excluding security receipts held by ARC) amounting to ~ Rs. (2.55 Cr) for Quarter ended December 31, 2019 and ~Rs. 4.26 Cr for quarter ended December 31, 2018.
2. Includes diminution (net of tax and non-controlling interest) in fair value of investments (excluding security receipts held by ARC) amounting to ~ Rs. 18.62 Cr for nine months ended December 31, 2019 and ~Rs. 38.40 Cr for nine months ended December 31, 2018.
3. Adjusted for diminution / (gain) in fair value of investments (excluding security receipts held by ARC) and is based on management estimates and have not been subjected to audit or review.

The Earnings per share for the nine months ended December 31, 2019 is **Rs. 4.93**. The consolidated net worth* as at December 31, 2019 stands at **Rs.5,459 Cr** and the gross debt equity (equity + non-controlling interest of **Rs.2,366 Cr**) ratio** is **1.71** times* and net debt equity of **1.30** times* (post reducing cash and cash equivalents of **Rs.3,218 Cr**). The book value per share is **Rs. 64.90**. Our total loan book stood at **Rs. 12,662** crore** as of December 31, 2019 compared to **Rs. 16,136 crore** as of December 31, 2018. Gross NPA and Net NPA stood at **1.56%** and **1.35%** respectively as of December 31, 2019 compared to **0.68%** and **0.57%** respectively as of December 31, 2018.

* Computed after reducing goodwill of Rs.52.44 Cr from shareholder's funds

**Loan book does not include IPO Financing book and Borrowings do not include borrowings for IPO Financing

Commenting on the results and financial performance, Mr. Vishal Kampani, Managing Director, JM Financial Group, said,

“Over the last fifteen months the external environment has been challenging. We have been able to demonstrate strong resilience from these challenges riding on our strong liquidity buffers, prudent leverage ratios as well as diversified businesses.

In the context of the overall challenging environment, we had a very good quarter led by our IWS businesses. We have significantly de-grown our wholesale book. Our retail mortgage presence has increased to 27 branches and we continue to grow that business. The distressed credit team is focused on recoveries.

We are hopeful that the measures announced by the government will lead to a faster recovery for the economy.”

Business Update

➤ Investment banking, Wealth Management and Securities business (IWS)

The IWS segment gained traction during the quarter. Our recruitment in this segment gained momentum especially in the wealth management business. The pipeline for our investment banking transactions continues to remain healthy.

During the quarter, some of our completed investment banking transactions were as follows:

- Exclusive Financial Advisor to Hotel Leela Venture Limited for sale of four owned Leela Hotels located at Bangalore, Delhi, Chennai, Udaipur, property owned at Agra and all management contracts to Brookfield Asset Management.
- Book Running Lead Manager (BRLM) to the Initial Public Offer of Ujjivan Small Finance Bank Limited (~Rs. 1,000 Cr) and Prince Pipes and Fittings Limited (~Rs. 656 Cr).
- BRLM to the Qualified Institutions Placement of Bajaj Finance Limited (~Rs. 8,500 Cr) and Shree Cement Limited (~Rs. 2,400 Cr).
- Manager to the buyback of equity shares of NIIT Limited (~Rs. 335 Cr) and Adani Ports and Special Economic Zone Limited (~Rs. 1,960 Cr).

The AUM/AUA of our wealth management business stood at **Rs. 46,886 Cr** (excluding custody assets) as on December 31, 2019 as compared to **Rs. 42,738 Cr** as on December 31, 2018 and **Rs. 46,818 Cr** as on September 30, 2019.

During the quarter, the average daily trading volume stood at **Rs. 13,676 Cr**.

During the quarter, in IPO financing business, we funded **8 public issues (including 4 NCD issues)** wherein the aggregate amount of funding was around **Rs. 14,647 Cr**.

➤ Mortgage Lending

The total mortgage lending book (comprising of loan book of JM Financial Credit Solutions Limited and JM Financial Home Loans Limited) stood at **Rs. 8,008 Cr** as on December 31, 2019. Our wholesale mortgage lending focuses on Tier - 1 cities, viz., Mumbai, Thane, Pune, Bangalore, Chennai, Hyderabad, Kolkata and NCR. After investing in the right talent, technology and processes, our retail mortgage lending business is all set to build its niche and achieve scale. We are optimistic about the

tremendous opportunities prevailing in the segment and the co-lending arrangement with Bank of Baroda will further boost the momentum.

The highlights of the last quarter in respect of the wholesale mortgage lending are as under:

- We have managed to reduce our SMA2 numbers from **1.94%** of the portfolio to **0.73%** of the portfolio. This has mainly been a result of timely asset sales. We continue our involvement with our borrowers to identify early signs of stress and find solutions.
- As guided earlier, our debt equity and net debt equity stands at **1.78 times** and **1.36 times** respectively.

We continue to be in a challenging environment as far as the real estate sector is concerned. There have been positive actions by the government by way of the distressed fund which is committed to providing last mile funding to the real estate sector. We have also seen interest from foreign funds in the sector as can be witnessed by the transactions that have taken place in the sector.

Having said that, the liquidity crunch continues to affect the sector negatively. Lack of availability of credit for new projects or for refinancing the existing projects have created tremendous stress and pressure on the cash flows. Some of the erstwhile large HFCs continue to grow the mortgage lending business very slowly causing further slowdown in collections.

We are now seeing significant opportunities for deployment but continue to remain extremely selective and cautious about lending going forward.

➤ **Distressed Credit**

We chose not to participate in any fresh acquisitions during the quarter. The complete focus of the business was on recoveries and resolutions. The recoveries during the quarter stood at **Rs. 2,897 Cr**. We continue to experience resolution delays in few of our key accounts and face delays in accounts which are under the NCLT process.

The outstanding Security Receipts (SRs) stood at **Rs. 11,413 Cr** as on December 31, 2019 as compared to **Rs. 14,037 Cr** as on September 30, 2019. The contribution of JM Financial Asset Reconstruction Company Limited stood at **Rs. 2,946 Cr** as on December 31, 2019 and **Rs. 3,107 Cr** as on September 30, 2019.

➤ **Asset Management**

The average AUM of our Mutual Fund schemes during the quarter ended December 31, 2019 stood at **Rs. 5,683 Cr**; comprising of **Rs. 4,143 Cr** in equity schemes (including hybrid schemes) and **Rs. 1,540 Cr** in debt schemes (including liquid scheme). The average AUM of our Mutual Fund schemes during the quarter ended September 30, 2019 stood at **Rs. 6,488 Cr**; comprising of **Rs. 4,509 Cr** in equity schemes (including hybrid schemes) and **Rs. 1,979 Cr** in debt schemes (including liquid scheme).

Borrowing Profile

Our long term borrowing as a proportion of total borrowing stood at **approximately 84%** as on December 31, 2019.

Awards & Recognitions

- JM Financial Services has been recognized by BSE Ltd., amongst the Top Performers in Primary Market Segment (Debt Public Issue Bids – Members and Equity – IPO/FPO Bids - Members)

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The press release and unaudited financial results are available on our website www.jmfl.com

About JM Financial

JM Financial is an integrated and diversified financial services group. The Group's primary businesses include (a) Investment banking, wealth management and securities business (IWS) which includes fee and fund based activities for its clients (b) Mortgage Lending which includes both wholesale mortgage lending and retail mortgage lending (home loans, education institutions lending and LAP) (c) Distressed credit which includes the Asset Reconstruction business (d) Asset Management includes the mutual fund business.

As of December 31, 2019, the consolidated loan book stood at **~Rs. 126.6 BN**, distressed credit business AUM at **~Rs. 114.1 BN**, wealth management AUM at **~Rs. 468.9 BN**, mutual fund AAUM at **~Rs. 56.8 BN**.

The Group is headquartered in Mumbai and has a presence across **380** locations spread across **134** cities in India. The equity shares of JM Financial Limited are listed in India on the BSE and NSE.

For more information, log on to www.jmfl.com or **contact:**

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Forward - Looking statements

This press release ('document') containing JM Financial Group's activities, projections and expectations for the future, may contain certain forward-looking statements based upon the information currently available with the Company or any of its subsidiaries and associate companies. The financial results in future may vary from the forward-looking statements contained in this document due to uncertainties and unforeseen events that may impact the businesses of the JM Financial Group. The Company assumes no responsibility to publicly amend, modify or revise any forward-looking statements, on the basis of any subsequent developments, information or events.

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