

PRESS RELEASE

For Immediate Release

JM Financial Limited reports Consolidated Revenue and PAT of Rs. 1,211 crore and Rs. 232 crore for Q2FY25, QoQ increase of 11% and 36% respectively.

Mumbai, October 25, 2024: The Board of Directors of JM Financial Limited, at its meeting held today, has approved the unaudited financial results for the second quarter and half year ended September 30, 2024.

Business Update for Q2FY25

o **Integrated Investment Bank**

- PAT increased by 51% YoY to Rs. 215 crore (Rs. 142 crore for Q2 September 30, 2023). ROE for H1FY25 stood at 20.4%**
- Private Wealth AUM* increased by 26% YoY to Rs. 76,262 crore as of September 30, 2024 (Rs. 60,287 crore as of September 30, 2023)
- PMS AUM increased by 92% YoY to Rs. 2,425 crore as of September 30, 2024 (Rs. 1,261 crore as of September 30, 2023)
- RBI lifted the restrictions imposed on JM Financial Products Limited ("JMFPL"). JMFPL is permitted to provide financing against shares and debentures with immediate effect

*Assets under Management (AUM) comprises distribution assets and advisory assets, as applicable

** Annualized

o **Mortgage Lending**

- Wholesale mortgage lending
 - o In line with the guidance provided, the loan book (excluding ICD to group companies) has reduced during the quarter by Rs. 1,173 crore on the back of strong repayments
 - o Provision coverage ratio has increased to 77% during the quarter (65% as of June 30, 2024 and 55% as of March 31, 2024)
 - o Received approval from Competition Commission of India for the transaction involving acquisition of 42.99% stake by JM Financial Limited in JM Financial Credit Solutions Limited and acquisition of 71.79% stake by JM Financial Credit Solutions Limited in JM Financial Asset Reconstruction Company Limited from JM Financial Limited. The approval from RBI is awaited
- Retail mortgage lending
 - o Further penetration into existing geographies with the branch network expanding to 118 as of September 30, 2024
 - o AUM increased by 38% YoY to Rs. 2,366 crore as of September 30, 2024 (Rs. 1,714 crore as of September 30, 2023) whereas loan book increased by 40% YoY to Rs. 2,112 crore as of September 30, 2024 (Rs. 1,504 crore as of September 30, 2023)

- **Platform AWS (Asset management, Wealth management and Securities business)**
 - PAT excluding Digital and Asset Management increased by 78% YoY to Rs. 55 crore
 - SEBI Margin Trade Financing book increased by 58% to Rs. 1,918 crore as of September 30, 2024 (September 30, 2023 – Rs. 1,211 crore)
 - Retail and Elite Wealth AUM* increased by 17% YoY and 73% YoY respectively to Rs. 30,983 crore and Rs. 2,537 crore respectively as of September 30, 2024 (Retail and Elite Wealth AUM* stood at Rs. 26,414 crore and Rs. 1,466 crore respectively as of September 30, 2023)
 - Closing AUM of mutual fund business grew more than 3 times to Rs. 12,516 crore as of September 30, 2024 (Rs. 4,057 crore as of September 30, 2023). Closing AUM of equity schemes grew more than 5 times to Rs. 9,580 crore as of September 30, 2024
 - We continue to invest in digital and asset management businesses
- **Alternative and Distressed Credit**
 - JM Financial Asset Reconstruction Company (JMFARC)'s AUM stood at Rs. 13,701 crore as of September 30, 2024 (Rs. 15,114 crore as of September 30, 2023)
 - Gross recoveries of the quarter ended September 30, 2024 stood at Rs. 614 crore (H1FY25 – Rs. 1,213 crore)

*Assets under Management (AUM) comprises distribution assets and advisory assets, as applicable

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

“The Indian financial ecosystem continues to show resilience, supported by stable macroeconomic fundamentals and well-capitalized balance sheets.

We are seeing tremendous traction in the capital markets focused businesses and transaction pipeline continues to remain extremely strong. In line with the guidance, we have seen strong reduction in the wholesale loan book through repayments and the MSME loans through assignment. In our wholesale mortgage lending business, we have accelerated the provision coverage ratio to a healthy 77% from 55% in the last 6 months and from now on, the provisions are expected to normalize.

We are witnessing strong traction with the festival season in the affordable home loans business. Given the Group's strong capitalization and cash levels, faster than expected reduction in the wholesale loan book, and the lifting of

restrictions by the RBI, we expect reduction in the cost of borrowing for our key borrowing entities i.e. broking and affordable home loans businesses. We have made senior level hires and as a Group, are extremely excited with renewed focus on executing our strategies on our focused businesses i.e. corporate advisory and capital markets, wealth and asset management, private credit syndication and affordable home loans business."

Summary of Consolidated results (Quarter):

(Rs. in Cr)

Particulars	Quarter ended September 30, 2024	Quarter ended June 30, 2024	QoQ % Increase / (Decrease)	Quarter ended September 30, 2023	YoY % Increase / (Decrease)
Total income	1,211	1,094	11%	1,214	~
Pre-Provision Operating Profit	383	318	20%	405	(5%)
Net profit after tax, NCI [^] and share of associate	232	171	36%	195	19%

[^]Non-Controlling Interests

~ indicates flattish performance

Summary of Key Statistics

(Rs. in Cr, unless otherwise stated)

Particulars	Quarter ended September 30, 2024	Quarter ended June 30, 2024	Quarter ended September 30, 2023
Affordable Home Loan AUM	2,366	2,259	1,714
SEBI MTF Loan Book (part of Platform AWS)	1,918	1,806	1,211
EPS (Rs.)	2.4	1.8	2.0
Consolidated net worth [^]	8,658	8,612	8,364
BVPS (Rs.) [^]	90.6	90.1	87.6
Debt /equity [^]	1.2x	1.4x	1.5x
Cash and Cash equivalents	5,448	3,975	1,631

[^] Computed after reducing goodwill of Rs.52.4 Cr from shareholders' funds

Summary of Segment-wise performance (Quarter):

(Rs. in Cr)

Consolidated Net Profit	Quarter ended September 30, 2024	Quarter ended June 30, 2024	QoQ % Increase / (Decrease)	Quarter ended September 30, 2023	YoY % Increase / (Decrease)
Investment Bank	215	95	126%	142	51%
Mortgage Lending	(4)	36	N/M	6	N/M
Alternative & Distressed Credit	(26)	(6)	N/M	10	N/M
Platform AWS	29	21	41%	9	233%
Others	18	25	(27%)	28	(36%)
Total Consolidated Net Profit	232	171	36%	195	19%

Summary of Focused businesses' performance (Quarter):

(Rs. in Cr)

Consolidated Net Profit*	Quarter ended September 30, 2024	Quarter ended June 30, 2024	QoQ % Increase / (Decrease)
Corporate Advisory & Capital Markets	102	40	153%
Wealth and Asset Management	35	22	54%
Private Credit Syndication	(48)	(6)	N/M
Affordable Home Loans	6	17	(65%)
Treasury & others	137	98	40%
Total Consolidated Net Profit	232	171	36%

* Unaudited based on management estimates. The aforesaid numbers are provided for relative comparison

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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 (i) **Integrated Investment Bank (IB)** caters to Institutional, Corporate, Government and Ultra High Networth clients and includes investment banking, institutional equities and research, private equity funds, fixed income, private wealth management, PMS, syndication and finance; (ii) **Mortgage Lending** includes both wholesale mortgage lending (primarily catering to real estate developers) and retail mortgage lending (affordable home loans and secured MSME); (iii) **Alternative and Distressed Credit** includes the asset reconstruction business and alternative credit funds; and (iv) **Asset management, Wealth management and Securities business (Platform AWS)** provides an integrated investment platform to individual clients and includes elite and retail wealth management business, broking and mutual fund business.

As of September 30, 2024, the consolidated loan AUM stood at **~Rs. 99.8 BN**, distressed credit business AUM at **~Rs. 137.0 BN**, wealth management AUM at **~Rs. 1.1 TN** and mutual fund AAUM at **~Rs. 114.5 BN**.

The Group is headquartered in Mumbai and has a presence across **874** locations spread across **227** 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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