

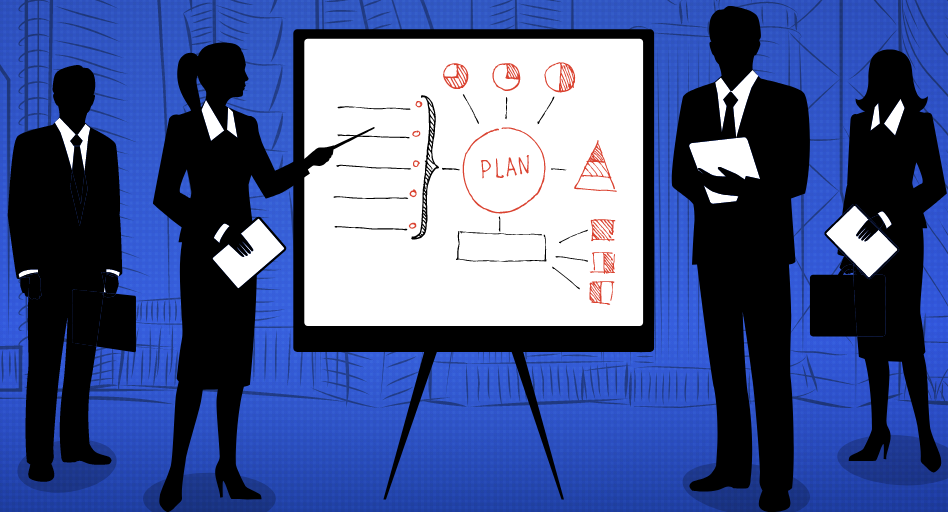
MONTHLY

SPOTLIGHT

OCTOBER 2024



THOUGHT LEADERSHIP



Indians eyeing offshore firms to gain access: JM Financial

Healthcare, pharma to drive M&As in coming qtrs

DEV CHATTERJEE
Mumbai, 13 October

Indian companies acquiring offshore firms are primarily seeking to gain "access" to specific markets or acquire essential technologies and intellectual property to enhance their competitiveness, according to Sonia Dasgupta, MD & CEO of Investment Banking of JM Financial.

There is a rising interest in outbound investments, with Indian firms actively pursuing acquisitions at favourable valuations, Dasgupta said in an exclusive interview.

The Indian mergers and acquisitions (M&A) market is expected to continue its upward trajectory, driven by macroeconomic factors, stronger corporate balance sheets, substantial private equity funds, and a favourable regulatory environment, Dasgupta said.

India's vibrant capital markets have also played a crucial role in sustaining M&A activity, as equity financing for acquisitions is more accessible during bull markets, she said.



There's a rising interest in outbound investments, with firms actively pursuing acquisitions at favourable valuations, said Sonia Dasgupta, MD & CEO, Investment Banking, JM Financial

After a decline last year, mergers and acquisitions in India rose by 13.8 per cent, totalling \$69.2 billion in the first nine months of 2024, compared to \$60.8 billion in the same period in 2023. Bharti Airtel's acquisition of a stake in BT Group for \$4.08 billion topped the M&A transactions this year so far. This trend is expected to continue with companies looking for small ticket size deals to gain specific markets or technology, she said.

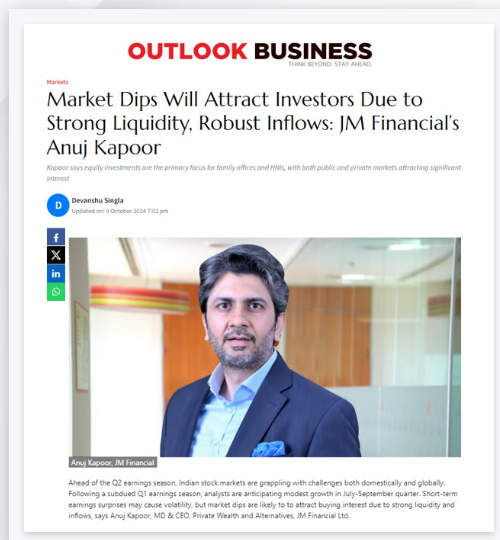
Indian conglomerates are increasingly concentrating on their core operations, which is leading to more asset sales and quicker exits.

Dasgupta said the focus on a digital economy and sustainability is expected to drive M&A in technology and renewable energy sectors. Additionally, there will be strong deal flows in healthcare, pharmaceuticals, industrials, new-age tech, and financial services.

MS. SONIA DASGUPTA —

MD & CEO, Investment Banking, JM Financial Ltd

in an interview with **Business Standard**, she talked about how Indian companies acquiring offshore firms are primarily seeking to gain "access" to specific markets or acquire essential technologies and intellectual property to enhance their competitiveness.



MR. ANUJ KAPOOR —

MD & CEO, Private Wealth and Alternatives, JM Financial Ltd

in an interview with **Outlook Business**, he discussed the Indian financial markets ahead of Q2 earnings season, evolving investment preferences among high-net-worth individuals (HNIs), mutual fund inflows, and the talent gap in the sector.

I-banks clock record year in equity capital market fees

Samiksha Gool, Priyamvada C
& Dipti Sharma

BENGALURU

Investment banks reaped a record harvest in terms of underwriting fees in the first nine months of 2024, a year that saw companies such as Ola Electric, FirstCry, Awwis and Ixigo march to the market.

Thanks to a flurry of initial public offerings, block deals and private placements, underwriting fees in the equity capital markets (ECM) rose 110% from a year earlier to touch \$471 million, data from the London Stock Exchange Group (LSEG) showed, the biggest nine-month haul since records started in 2000. Jefferies topped the league by handling ECM activities worth \$5 billion, covering 11% of the market.

"Both issuers and investors are capitalizing on the favourable market conditions and strong secondary markets, raising capital through additional share sales and new listings in India's equity capital markets," said Elaine Tan, senior manager, LSEG Deals Intelligence in a report.

Indian companies raised about \$9 billion through IPOs

Record year for investment banks in equity capital markets

FROM PAGE 1

in the January-September period, nearly twice as much as in the same period of 2023. The wave of IPOs is expected to continue, with prominent names such as Swiggy, (Ola) News, Info Market, Bandana Motor India and Awwis Information Life in the IPO queue. LSEG's Tan also pointed to the growing list of multinationals such as LG Electronics plan to be their Indian units.

India ECM - which includes IPOs, block deals, follow-on share sales and private placements - hit a record \$49 billion in the first nine months, up about 110% from a year ago, also surpassing the annual record set in 2020 to proceed. The number of ECM offerings was 6% more than in 2023, followed-on offerings, which fetched 8% of overall ECM

proceeds clocked in at \$40 billion, up 10% from a year ago, while the number of offerings grew 25% year-on-year.

The optimism is largely fuelled by strong inflows from domestic investors, said Bhush Shah, managing director and head of investment banking at Equinox. "On the supply side, we're seeing the emergence of promising business models that are IPO worthy. It would be hard to predict the short-term performance of the secondary market, the capital market sentiment and hence the IPO market as well. However, structurally, the trend seems to be very strong as IPOs

seem to be a win-win for companies, investors and investors to deploy funds hereafter," Shah said. Steep market valuations have also paved the way for block deals. This was especially



Indian firms raised about \$9 billion via IPOs in the Jan-Sep period, nearly twice as much as in the same period of 2023.

the case with many multinational companies. Examples include Congstar Brands' sale of its controlling stake in India's Agro Tech Foods, British American Tobacco's sale of a partial stake in TTC and Equinox Systems to Wing Systems.

Swiggy, a 4.4% stake in Samcor India's Madhava International. Indian markets have typically remained resilient through macroeconomic and geopolitical shocks, said Gaurav Sood, managing director and head, equity capital mar-

kets, Avenue Capital. "Indian markets are distinctive in that they are not dependent on foreign inflows and have a strong domestic investor ecosystem that is hungry for ideas," said Sood. The current year has been a high-water mark for capital markets as it sur-

passed the last two years in volume and value, Sood said, adding the rest of the year will be no different. Despite rising geopolitical risks and fluctuating commodity prices, Indian markets have been among the best performers in emerging economies, largely driven by pro-business policies and macroeconomic stability, said Neha Agarwal, managing director and head of equity capital markets, JM Financial

Institutional Securities Ltd. "This strong performance, relative to the rest of the world, is mainly due to India's resilience against global geopolitical and economic challenges. Its stable domestic macroeconomic outlook, and robust domestic investor base," Agarwal said.

Further, despite fluctuations in oil prices, the total outflow exceeding 11.26 trillion, Indian markets have not only sustained but have given robust returns with Nifty and Sensex, giving 38.7% and 16.5% respectively," Rao added.

Samiksha.gool@lseg.com For an extended version of this story, go to [lseg.com](https://www.lseg.com).

MS. NEHA AGARWAL —

MD & Head - Equity Capital Markets, JM Financial Institutional Securities Ltd.

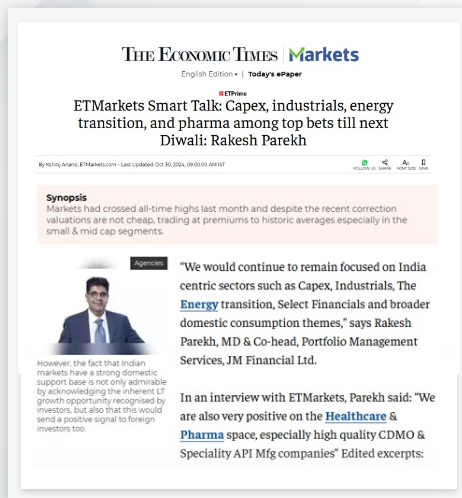
contributed to a story by **Mint** on how investment banks reaped a record harvest in terms of underwriting fees in the first nine months of 2024, a year that saw companies such as Ola Electric, FirstCry, Awwis and Ixigo march to the market.



MR. VINAY JAISING —

MD & Co-Head, Portfolio Management Services, JM Financial Ltd.

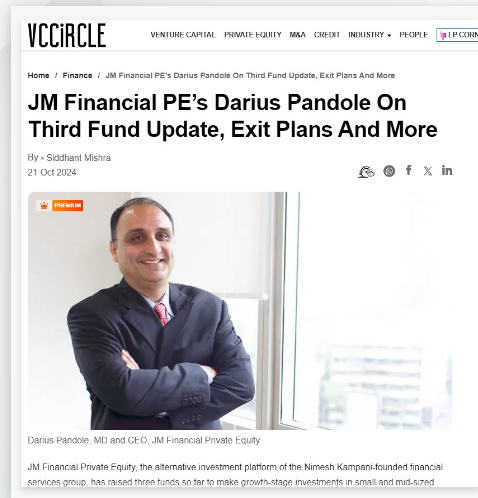
interview appeared on **CNBC TV18**, he shared insights on how equity market inflows from DIIs are remarkable, while volumes appear to be normalizing for exchanges.



MR. RAKESH PAREKH —

MD & Co-Head, Portfolio Management Services, JM Financial Ltd.

authored article was published in **ET Markets**, where he shared views on how we would continue to remain focused on India centric sectors such as Capex, Industrials, The Energy transition, Select Financials and broader domestic consumption themes.



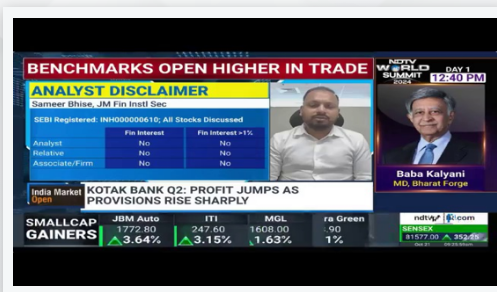
MR. DARIUS PANDOLE —

MD & CEO, Private Equity & Equity AIFs, JM Financial Ltd.

in an interview with **VCCircle**, he shared views on how the PE firm plans to make additional investments from its third fund while actively working on exit opportunities from its second fund.

JM FINANCIAL IN THE NEWS





MR. SAMEER BHISE

MD & Co-head of Research, BFSI Lead, JM Financial Institutional Securities Ltd.

appeared on **CNBC TV18** and **NDTV Profit**, where he shared latest updates in the BFSI sector.

mint

Muhurat Trading Strategy: Focus on large-cap stocks amid market volatility, says Rahul Sharma of JM Financial; Add RIL



Muhurat Trading Strategy: The Indian equity market saw a 7% drop in October, influenced by sell-offs from FIIs. Analyst Rahul Sharma suggests focusing on large-cap stocks for Muhurat Trading 2024. Photographer: Prashanth Varshwanathan/Bloomberg

Muhurat Trading Strategy: The Indian equity market experienced volatility and pressure in October, with both the [Nifty 50](#) and Nifty Midcap Index dropping 7% from their peak levels of 26,216 and 60,851, respectively, due to significant sell-offs by Foreign Institutional Investors (FIIs). While the broader indices have decreased by 7%, Rahul Sharma, Director and Head of Technical & Derivatives Research at [JM Financial Services](#), noted that there has been a substantial correction in stock prices, particularly among midcap companies where earnings fell short of expectations.

MR. RAHUL SHARMA —

Director, Head- Technical & Derivative Research, JM Financial Services Ltd.

authored article was published in **Mint**, where he shared views on the Indian equity market which has experienced significant volatility in October, with the Nifty 50 and Nifty Midcap Index both down 7% from their peak levels due to FIIs' sell-offs. He highlighted that midcap stocks faced notable corrections, particularly where earnings missed expectations.



MR. ABHIJEET BORA —

Sr. Vice President – Fundamental Research (Equity Broking Group),
JM Financial Services Ltd.

appeared on **ET Now**, where he discussed JM Financial's top 10 Diwali stock picks from large, mid, and small caps categories.



MR. PRANAV MER —

Vice President, Commodity & Currency Research, JM Financial Services Ltd.

appeared on **CNBC TV18**, **CNBC Awaaz** and **ET Now Swadesh**, where he shared his views on the commodity sector.

KEY ANNOUNCEMENTS



NEW DELHI

JM Financial Q2 profit rises 19% to ₹232 cr

JM Financial on Friday reported a 19 per cent on-year increase in profit after tax at Rs 232 crore for three months ended September 30, 2024. The company had posted a PAT of Rs 195 crore in the year-ago period.

JM Financial Q2 profit rises 19% to ₹232 crore

JM Financial on Friday reported a 19% on-year increase in profit after tax at ₹232 crore for three months ended September 30, 2024.

The company had posted a profit after tax (PAT) of ₹195 crore in the year-ago period.

On a quarter-on-quarter basis, it registered a 36% growth.

Its total income marginally dropped to ₹1,211 crore in the July-September quarter of the current financial year (FY25) from ₹1,214 crore in the same quarter preceding fiscal, JM Financial said in a statement.

However, on a quarter-on-quarter basis, JM Financial's total income rose 11% from ₹1,094 crore in the three month ended June 2024.

JM Fin Profit Up 19% to ₹232 cr

NEW DELHI JM Financial on Friday reported a 19% on-year increase in profit after tax at ₹232 crore for three months ended September 30, 2024. The company had posted a profit after tax (PAT) of ₹195 crore in the year-ago period. On a quarter-on-quarter basis, it registered a 36% growth. Its total income marginally dropped to ₹1,211 crore in the July-September quarter of the current financial year (FY25) from ₹1,214 crore in the same quarter preceding fiscal.—PTI

JM Financial Announces Q2 FY25 Results —

JM Financial reported a 19 per cent on-year increase in profit after tax at Rs 232 crore for three months ended September 30, 2024. The company had posted a profit after tax (PAT) of Rs 195 crore in the year-ago period. On a quarter-on-quarter basis, it registered a 36 per cent growth.

The news was covered by The Economic Times, Financial Express, The Free Press Journal, NDTV Profit, etc.



JM Financial Home Loans Limited Opens New Branch in ELURU, marking 126th Milestone in India —

JM Financial Home Loans Limited (JMFHLL), launched its new branch in Eluru, Andhra Pradesh. Located at Powerpet area, this is JMFHLL 10th branch in Andhra Pradesh, 126th branch in India. This strategic expansion further strengthens the company's presence in Southern India, reflecting its commitment to making affordable housing loans accessible to a broader audience.

DEHRADUN BRANCH

JM Financial Services (JMFS) proudly expands its presence in Odisha and Uttarakhand with the opening of new branches in Bhubaneswar and Dehradun. Through these locations, JMFS aims to empower local investors to take advantage of opportunities in India's dynamic economic landscape and confidently achieve their financial goals.

MARQUEE RESEARCH REPORTS



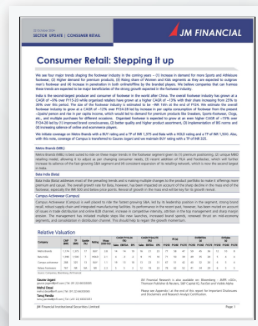
Key Research Reports of the month



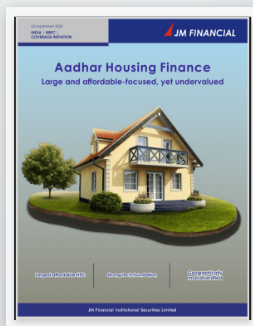
India Insurance



National Stock Exchange of India Ltd.



Consumer Retail – Footwear

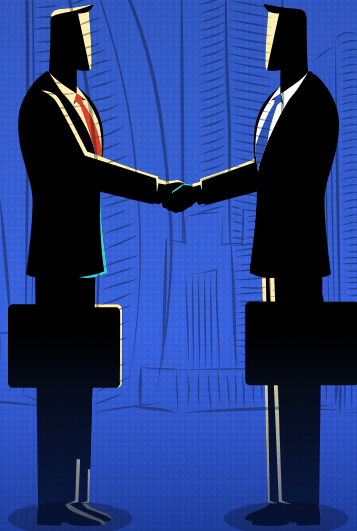


Aadhar Housing Finance



SBFC Finance

CYNOSURES





Bank of Maharashtra

JM Financial delivered INR 3,500 Cr QIP of Bank of Maharashtra as Book Running Lead Manager.



Western Carriers

JM Financial delivered ~INR 493 Cr IPO of Western Carriers (India) Limited as Left Lead BRLM. JM Financial was instrumental in procuring demand from key investors and guiding the management on pricing and timing of deal launch

AT A FLASH





JM Financial Home Loans Hosts Blood Donation Drive —

JM Financial Home Loans, in collaboration with Sir JJ Mahanagar Raktapedhi (authorized by the State Blood Transfusion Council (SBTC), Maharashtra), held a Blood Donation Camp at our Borivali Office in Mumbai. This was a part of Thrive initiative, emphasizing their commitment to employee health and wellness.

MAKING A DIFFERENCE





JM Financial Foundation Launches 'Netra Chikitsa Vaahan' (Mobile Eye Care Services) —

Maitri Karuna Netralaya, the eye hospital established and run by JM Financial Foundation in Gidhaur Block of Jamui district (Bihar), has initiated mobile eyecare services with its Netra Chikitsa Vaahan (eye-treatment van).

The van has been fabricated and equipped with – a slit lamp with an in-built image and video capturing and transferring system, an autorefractor keratometer, a rebound tonometer and trial frames with LED vision charts.

With the help of mobile eyecare services, Maitri Karuna Netralaya aims to increase patient screening and early diagnosis, reach the last mile, and enhance post-operative patient follow-ups.



www.jmfl.com



This communication is not a solicitation to make any investments/disinvestments.
JM Financial Ltd. and/or its affiliates or officers accept no liabilities for any loss or damage
of any kind arising out of any action taken in reliance thereon.