





Thought Leadership









Huge appetite for QIPs & block deals: JM Financial

NESIL STANEY Mumbai

WITH FUNDRAISING FROM companies happening at a fast pace, IM Financial has been actively working with many firm and has helped raise ₹4,650-crore qualified institutional placements (QIPs) this year.

Neha Agarwal, MD & CEO, equity capital markets (ECM), [M Financial Institutional Securities, said the pipeline is strong peppered with initial public offerings (IPOs) of several unicorns.

"When investors look at new-age unicorns, they don't just look at traditional financial metrics. Instead, they focus on growth potential, scalability and disruption. Unicorns that are transparent and realistic in pricing, and opt for a balanced approach will find strong traction in the public markets. We are actively working with many such companies," she said.

Investors, both foreign and domestic, are gravitating towards sectors that are central to India's growth story, such as the power sector including renewables, and real estate, financials and manufacturing. The IPO pipeline reflects this thematic shift, with strong traction for companies that have robust balance sheets, healthy cash flows and strong corporate governance.

"So far, it has been one of the most exciting years for us. We have been at the forefront of execut ing some of the most prestigious transactions in the equity capital markets. The momentum has been incredible,"Agarwal said.

Companies from the infrastructure and manufacturing sectors are raising funds to boost capital expenditure. On the other hand, companies with leveraged balance

NEHA AGARWAL, MD & CEO, ECH, JM FINANCIAL INSTITUTIONAL SECURITIES

Unicorns that are transparent and realistic in pricing, and opt for a balanced approach will find strong traction...

sheets are using equity to deleverage for creating enough headroom to grow further. The robust secondary markets and ample domestic liquidity, thanks to mutual funds' assets being further amplified by increasing velocity of systematic plans (SIPs), have paved the way for companies to raise growth capital.

Indeed, the versatility and depth of Indian capital markets, macroeconomic fundamentals and structural growth outlook are encouraging for IPO markets."It's not just IPOs. We have seen a huge appetite for QIPs and block deals. Additionally, we believe REITs/InvITs as a product segment will have a large mindshare of investors," Agarwal said.

QIPs are a buzzing product, whose pricing is benchmarked to the market price as per Sebi regulations. Indian companies raised a record \$16.7 billion through QIPs in FY25, a significant surge from the previous year. Continuing this trend, firms raised more than \$4.8 billion so far in FY26.

"Wehave closed some landmark QIP transactions this year; domestic mutual funds and insurance glants have given issuers strong confidence. Our strategy is simple. We back great stories and deliver with excellence. Equity offerings are inherently complex transactions," Agarwal said. JM assisted Capri Global's 72,000-crore QIP and Syrma's 71,000-crore QIP this year.

India's IPO market is one of most vibrant globally in recent years. "We are definitely witnessing a strong appetite for upcoming large multi-billion-dollar issuances. The market, on the back of resilient retail and institutional investors, has shown that it can absorb size. In fact, investors prefer the liquidity that large issues bring," she said.

We have evolved from a strong execution-driven platform to a true market leader. We have successfully navigated everycycle, everychallenge, and todayour clients don't approach us just for deals, they count on us for advice, strategy, and partnership, Agarwal said.

Ms. Neha Agarwal

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

In an online and print article in **Financial Express**, Neha highlighted that Investors, both foreign and domestic, are gravitating towards sectors that are central to India's growth story, such as the power sector including renewables, and real estate, financials and manufacturing. The IPO pipeline reflects this thematic shift, with strong traction for companies that have robust balance sheets, healthy cash flows and strong corporate governance.





JM Financial In The News









Mr. Krishna Rao

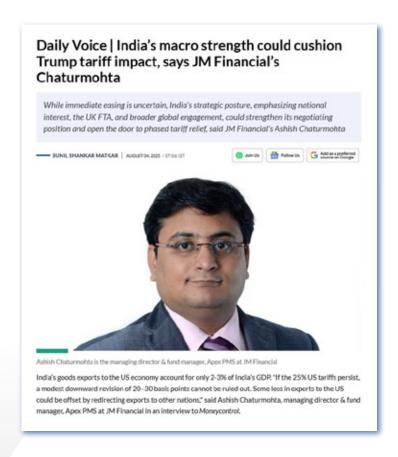
MD & Co-Head - Equity Broking Group, JM Financial Services Ltd.

In a festive piece for **Moneycontrol**, he shared his views on how Lord Ganesh's traits align with investment principles. The article emphasised that new beginnings require fresh focus, preparedness through diversification and strategy helps clear obstacles, and that focus, wisdom, adaptability, patience, humility, and balance can guide investors through volatile equity markets.









Mr. Ashish Chaturmohta

MD & Fund Manager, Apex PMS, JM Financial Ltd.

In an interview with **Moneycontrol**, he highlighted that India's solid macroeconomic fundamentals are likely to cushion the impact of potential Trump-era tariffs. Since goods exports to the US account for only 2–3% of GDP, any adverse effects are expected to be limited and could be mitigated by redirecting exports to other markets. He also expressed optimism about growth prospects in the September quarter.







Chartist Talk: Apollo Hospitals still a strong pick, Paytm showing signs of fatigue, says JM Financial's Rahul Sharma

FII futures positioning still shows a heavy concentration of shorts around. Until this data turns more constructive or prices start to form a consistent pattern of higher highs and higher lows, the Nifty 50 is likely to remain anchored near the lower end of the Bollinger Bands, Rahul Sharma of JM Financial said.

SUNIL SHANKAR MATKAR AUGUST 15, 2025 / 06:03 IST









Rahul Sharma is the Director, Head - Technical & Derivative Research at JM Financial Services

After a stellar run this financial year, outpacing many of its peers, One 97 Communications (Paytm) may be heading into a consolidation phase as short-term momentum indicators signal fatigue, Rahul Sharma, Director and Head of Technical & Derivative Research at JM Financial Services, told *Moneycontrol* in an interview.

In case of Apollo Hospitals Enterprise, he believes the technical structure remains positive, supported by higher-low formations and stable moving averages. Given its defensive characteristics and sector leadership, Apollo Hospitals remains a strong candidate for portfolio inclusion, he said.

Mr. Rahul Sharma

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

In an interview which appeared in Moneycontrol's Chartist Talk column, he explained that the Nifty has been under pressure since early July, with intraday support around 24,350 holding firm. However, significant FII short positions and the lack of higher highs indicate continued weakness, raising the risk of a broader correction if selling pressure intensifies.











Mr. Sachin Dixit

Lead Internet Research Analyst, JM Financial Institutional Securities Ltd.

In an interview with **NDTV Profit**, he shared his views on Paytm's earnings, highlighting its turnaround from loss to profit and offering insights into what the future may hold following its positive results.









Mr. Abhishek Kumar

IT Services Research Analyst, JM Financial Institutional Securities Ltd.

In an interview with CNBC TV18, he shared his outlook for the IT sector.







Gold likely to trade with positive bias amid tariff worries, rate cut hopes

Gold is likely to trade with a positive bias this week, supported by rising expectations of interest rate cuts by the Federal Reserve, fresh volatility due to the US administration's aggressive trade stance, and continued safe-haven demand amid a softening dollar, analysts sold.

Investors will monitor PMI data from the EU and the UK this week, along with speeches by US Fed officials. The US jobless data will also be tracked for cues on the Fod's interest rate path. However, the focus is likely to shift toward the economic fallout of US administration's trade restrictions on 70 countries which may lead to supply Research at JM Financial chain realignments, inflationary pressure and fresh interest in safe-haven assets like gold, they added.

"In the week shead, gold prices may continue to trade steady but with a positive bias as focus now will turn on the impact of the US trade tariffs in the American economy and likely trade disruption in the global market as most countries would be looking to either negotiste the trade terms or look for an alternative market to

sell their products or services. "Mso, very few data are lined up in the week, which means that volatility may increase in the coming trading sessions," Pranav Mer, vice president, EBG, Commodity & Currency Services, said. Further, Mer. stated that gold prices rallied sharply on Friday and closed the week in positive, following a weaker US payrolls report that boosted expectation of an interest rate out by the Federal Reserve and a drop in the dollar

Also, announced by President Trump raised safe-haven demand. Last week, gold futures for October delivery rose Rs (71 on the Multi-Commodity Exchange However, domestic and global bullion trends have shown some divergence. "MCX gold prices made highs of Rs 100,410 per 10 grams and corrected lower towards Bs 96,047 per 10 grams, down by nearly 2.5%.

Gold may Consolidate, but Bias Stays Up on Fed Rate-cut Hopes: Analysts

Traders eye US GDP. inflation, and Fed policy to gauge sentiment on metal

Press Trust of India

tion phase in the near-term, text the overall bias well continued to at the September meeting. Per Byzmar. As the September meeting. The pains came on strong september and heightened september of the serve rate out in its September conflowment and the september conflowment and the september conflowment and the september of the serve rate out in its September conflowment and the september of the serve rate out in its September conflowment and the serve rate out in its September conflowment and the serve rate of the serve rate of the serve rate of the serve chair Powell signal-nuclei Serve (see Serve preside the se

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they added.
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Gold may trade with positive bias this week amid tariff worries

PRONEER NEWS SERVICE

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NEW DELHI, PTI: Gold is likely to trade with a positive bias in the coming week, supported by rising expectations of interest rate cuts by the Federal Reserve, fresh volatility due to the US administration's aggressive trade stance, and continued safe-haven demand amid a softening dollar, analysts said.

Investors will monitor PMI data from the EU and the UK this week, along with speeches by US Fed officials. The US jobless claims data will also be tracked for cues on the Fed's interest rate path.

However, the focus is likely to shift toward the economic fallout of US administration's trade restrictions on 70 countries which may lead to supply chain realignments, inflationary pressure and fresh interest in safe-haven assets like gold, they added.

"In the week ahead, gold prices may continue to trade steady but with a positive bias as focus now will turn on the impact of the US trade tariffs in the American economy and likely trade disruption in the global market as most countries would be looking to either negotiate the trade terms or look for an alternative market to sell their products or services. Also, very few data are lined up in the week, which means that volatility may increase in the coming trading sessions," Pranav Mer, Vice President, EBG, Commodity & Currency Research at JM Financial Services, said.

Mr. Pranav Mer

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

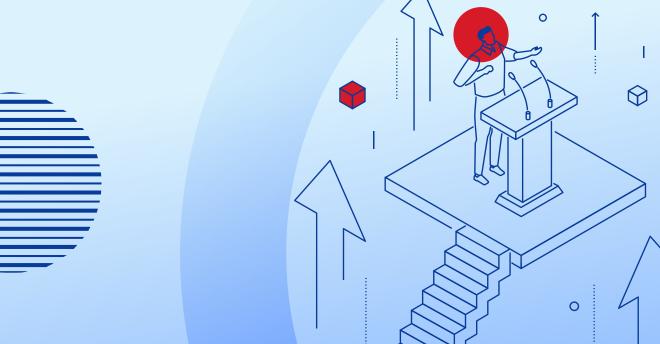
He contributed to PTI industry stories on gold, noting that while prices may witness some consolidation, the overall bias remains positive. He highlighted that comments from US Federal Reserve Chair Jerome Powell have strengthened expectations of an interest rate cut in the September meeting.







Key Announcements







JM Financial Limited strong Q1 FY26 Results

JM Financial delivered a strong quarter with **record Operating PAT** of **Rs. 454 crore**, up 166% YoY. The net worth crossed **Rs. 10,000 crore**, while the book value per share reached ~ Rs. 106.4, reinforcing shareholder value. Net revenue grew 22% YoY to **Rs. 779 crore**, reflecting sustained demand and a resilient business model.

JM Fin posts best quarterly operating profit in Q1

Our Bureau Mumbai

JM Financial reported its highest-ever quarterly operating profit after tax of ₹454 crore for Q1 FY26, marking a 166 per cent year-on-year increase. The financial services firm's consolidated net worth has surpassed ₹10,000 crore, with a book value per share of ₹106.4.

The company's net revenue grew 22 per cent to ₹779 crore, while pre-provisioning operating profit increased 22 per cent to ₹389 crore. A significant factor in the strong performance was a net reversal of impairment on financial instruments of ₹204 crore, compared to an impairment of ₹72 crore in the same quarter last year.

JM Financial has made substantial progress in reducing its real estate loan exposure, with the book declining 56 per cent year-on-year to ₹2,063 crore. The company's borrowings decreased by approximately ₹4,300 crore over the past year, improving its debt-to-equity ratio to 1x from 1.4x.

WEALTH MANAGEMENT
The wealth management
business demonstrated



Vishal Kampani, MD and Vice-Chairman, JM Financial

strong growth, with recurring assets under management increasing by 37 per cent to ₹31,180 crore. The division added 13 branches and increased its relationship manager headcount by 45 per cent to 947. Mutual fund AUM grew 49 per cent to ₹13,901 crore.

Commenting on the results, Vishal Kampani, Vice-Chairman and Managing Director, said the company is "extremely excited by the strong momentum across all our business verticals." He highlighted that the transaction pipeline remains robust and noted that the Bajaj Life Insurance deal "has created a benchmark valuation of over ₹3,000 crore for the home loans business".







JM Financial unit to sell 2.1% stake in JM Financial Home Loans to Bajaj Allianz Life

JM Financial Credit Solutions Ltd, a wholly owned subsidiary of JM Financial, has agreed to sell a 2.1% stake in JM Financial Home Loans Ltd to Bajaj Allianz Life Insurance for Rs. 65.50 crore, or Rs. 48 per share. Under the August 9, 2025, agreement, the deal is set to close by August 31.

JM Fin arm to sell 2.1% stake to Bajaj Allianz Life

Mumbai: JM Financial Credit Solutions, a subsidiary of JM Financial, has entered into an agreement to sell 2.1 per cent stake in JM Financial Home Loans to Bajaj Allianz Life Insurance Company for ₹65.5 crore, an exchange filing said. The shares are being sold at ₹48 per share, the statement said. Post the stake sale, JM Financial Credit's stake in the home loan unit will reduce to 6.88 per cent from 8.98 per cent, while that of JM Financial, through its subsidiaries, will reduce to 96.66 per cent from 98.76 per cent, our sureau

₹65.5-CRORE DEAL

Bajaj Allianz Life Buys 2.1% in JM Financial **Home Loans**

Mumbai: Bajaj Allianz Life Insurance has acquired about 2.1% of JM Financial Home Loans from JM Financial Credit Solutions, a unit of JM Financial, for ₹65.5 crore.

The insurer bought 13.65 million shares at ₹48 apiece, according to an



Home Loans posted 7368.4 cr in total income In the year ended March 31, 2025

exchange Post-transaction, JM Financial Credit Solutions' stake in the home loan arm will fall to 6.88% from JM Financial 8.98%, while JM Financial's effective holding, through its subsidiaries, will decline to 96,66% from 98.76%. The agreement was signed on August 9 with the deal

expected to close by August 31. JM Financial Home Loans posted ₹368.4 crore in total income in the year ended March 31, 2025, accounting for 8.27% of the parent's consolidated revenue. Its net worth was ₹797.4 crore, or 8.24% of group equity, as of March 31, 2025.



The ₹65.5 crore deal is scheduled to be completed by 31 August.

JM unit to sell 2.1% to Bajaj Allianz

M Financial Credit Solutions Ltd (JMFCSL). a wholly-owned subsidiary of JM Financial. on Sunday said it will sell a 2.1% stake in its home loans subsidiary to Bajaj Allianz Life Insurance Co. for \$65,50 crore.

In a regulatory filing on Sunday, JM Financial said JMFCSL has executed an investment agreement with Bajaj Allianz Life Insurance to sell L36 crore equity shares, representing a 2.1% stake in JM Financial Home Loans Ltd (JMFHLL) at \$48 apiece.

The total deal value will be \$65.5 crore. The transaction, scheduled for completion by 31 August, will reduce JM Financial Credit Solutions' shareholding in the home loans subsidiary JMFHLL from 8.98% to 6.88%.

Consequently, JM Financial's effective stake in JMFHLL, through its subsidiaries, will come down from 98.76% to 96.66%, it added.

JMFHLL reported a total income of \$368.45 erore in the financial year ended 31 March 2025, contributing 8.27% to JM Financial's consolidated income

Its net worth stood at \$797.43 crore. accounting for 8.24% of the consolidated net

JM Fin unit to sell 2.1% in home loan arm to Bajaj Allianz



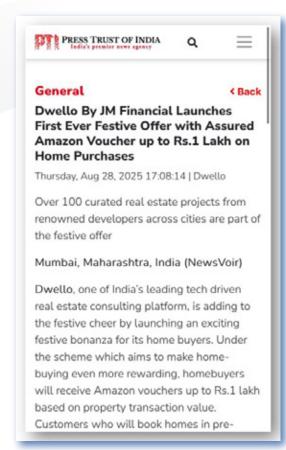
JM FINANCIAL CREDIT Solutions. a wholly-owned subsidiary of JM

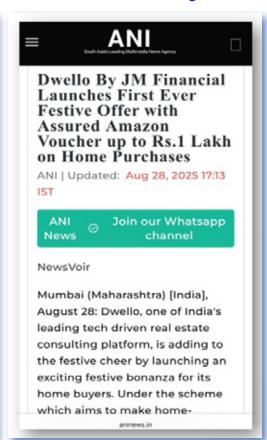
Financial, on Sunday said it will sell a 2.1% stake in its home loans subsidiary to Bajaj Allianz Life Insurance Company for ₹65.5 crore.











Dwello by JM Financial Launches First Festive Offer with Amazon Vouchers up to Rs. 1 Lakh

Dwello, the tech-driven real estate consulting arm of JM Financial, has launched its inaugural festive offer: homebuyers who book properties from pre-approved projects between **August 27 and October 31, 2025**, can receive **Amazon vouchers** worth up to Rs. 1 lakh, based on the property's transaction value.





Marquee Research Reports



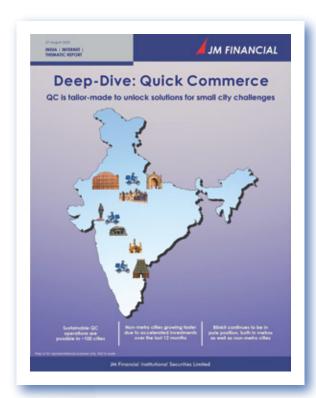








Key Research Reports Released



<u>Deep-Dive: Quick Commerce</u> <u>QC is tailor-made to unlock solutions</u> <u>for small city challenges</u>



Strategy
India Personal Taxes | A decade of formalisation & compliance





CYNOSURES











Deals of the month



JM Financial was the Left Lead Book Running Lead Manager in the IPO of Vikram Solar, one of India's largest solar photovoltaic module manufacturers.



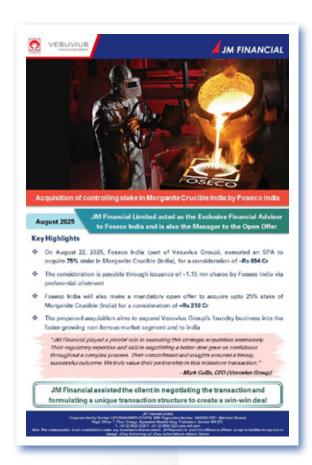
JM Financial Limited acted as a Sole and Exclusive Advisor to Kingfa India.











JM Financial acted as the Exclusive Financial Advisor to Foseco India and is also the Manager to the Open Offer for the Acquisition of a controlling stake in Morganite Crucible India.



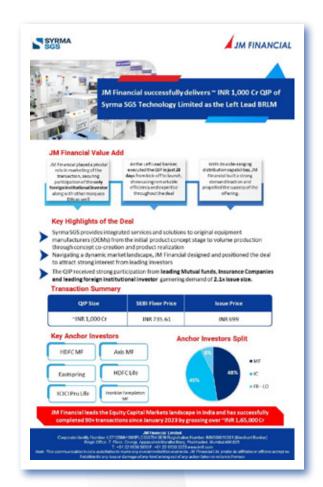
JM Financial successfully delivered ~ Rs. 6,200 Cr IPO of Knowledge Realty Trust as the BRLM.



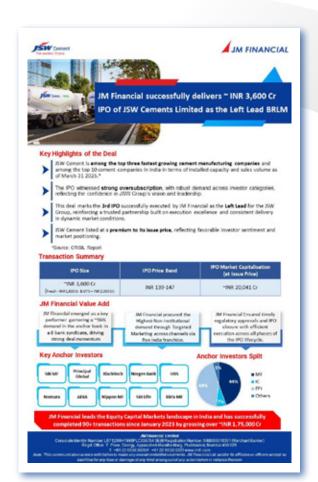








JM Financial successfully delivered ~ Rs. 1,000 Cr QIP of Syrma SGS Technology Limited as the Left Lead BRLM.



JM Financial was the Left Lead BRLM for JSW Cements Limited IPO.



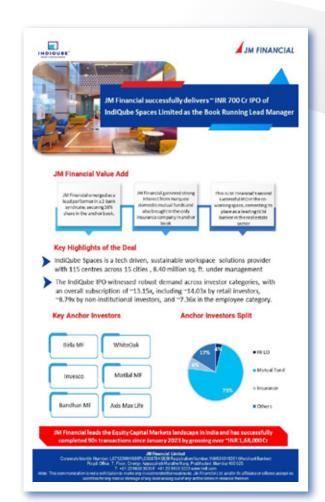








JM Financial was the Left Lead Book Running Lead Manager to ~ Rs. 760 Cr IPO of Brigade Hotel Ventures Limited.



JM Financial successfully delivered ~ Rs. 700 Cr IPO of IndiQube Spaces Limited as the Book Running Lead Manager.





At a Flash





Discover the Power of the InvestPal Platform

At JM Financial Services Ltd. – IFD Group, we empower our Independent Financial Distributors (IFDs) and their clients with advanced digital solutions through the InvestPal Platform.

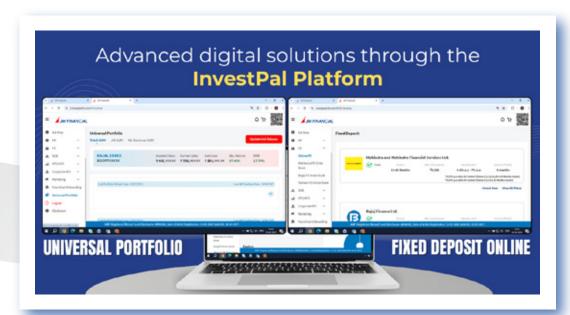
The two standout features designed for the users' convenience are

-1-

Universal Portfolio – This feature enables users to have a single, consolidated view of all their mutual fund holdings, regardless of whether investments are held with other sub-brokers. This enhances transparency, facilitates easier tracking, and supports improved decision-making.

FD Online – Users can book Fixed Deposits seamlessly with leading partners like Bajaj Finance, Mahindra Finance and Shriram Finance. From profile setup to one-click transactions, instant e-acknowledgements, e-FDR generation and multiple payment modes, the journey is smooth, secure and efficient.

With InvestPal, wealth management becomes faster, easier, and more efficient for everyone.





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Making a Difference







Digital Education Capacity-building for teachers

The JM Financial Foundation's Digital Saksharta project in Jamui district, Bihar, took a step towards reaching a multitude of teachers from across the district. In collaboration with the District Institute of Education and Training (DIET), Jamui, the project will now extend its efforts to build the capacities of government school teachers.

Beginning August 28, 2025, the DIET has designed and delivered training sessions to 130 in-service teachers to enhance their knowledge and skills in using digital tools and applications essential for their reporting and administrative responsibilities, as part of their duties as government school teachers. Going forward, we look forward to training weekly cohorts of teachers from across the 1,700+ schools spread across 10 districts in the region.

Training teachers for digital literacy forms an important part of their continuous professional development, giving them the confidence to not only teach more efficiently, but also fulfil the changing landscape of requirements in their job roles.









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