



Moneywise. Be wise.

SMC GLOBAL SECURITIES LIMITED

Member: NSE • BSE • MSE • NCDEX • ICEX • MCX

Clearing & Trading Member : Cash, F&O, Currency, Debt & Commodity

SEBI Regn. No. : INZ 000199438 • Research Analyst No. : INH100001849 • Investment Adviser No. : INA100012491

Regd. Office : 11/6B, Shanti Chamber, Pusa Road, New Delhi-110005

Ph : +91-11-30111000, 40753333 Fax : +91-11-25754365 • CIN No. : L74899DL1994PLC063609

E-mail : smc@smcindiaonline.com Website : www.smcindiaonline.com

Date: 09th November, 2021

Listing Operations BSE Limited, P J Towers, Dalal Street, Mumbai -400001, India Scrip Code: 543263	Listing Department National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra, (E) Mumbai – 400051 Symbol: SMCGLOBAL
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Sub: Earnings Presentation - H1/Q2-FY22.



Dear Sir(s),

In compliance with Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with Schedule III Part A (15), enclosed is a copy of the Earnings Presentation (Earnings Presentation - H1/Q2-FY22) for the quarter and half year ended 30th September, 2021.

You are requested to kindly take note of the same.

Thanking you,

For SMC Global Securities Limited

Suman Kumar

E.V.P. (Corporate Affairs), Company Secretary & Compliance Officer
(Membership No. F5824)

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SMC Global Securities Ltd.

Earnings Presentation
H1/Q2-FY22



Branches Across India
95+
Including 1 in Dubai



Cities Covered
550+



Unique Clients
1,900,000+



Employees
3,600+



Sub-brokers /
Authorised Persons
2,550+



Network of Financial
Distributors
13,500+



Client Demat A/Cs
625,000+



Clearing & Settlement
trading members
300+



Cumulative AUM/AUA
under Mutual
Funds/PMS
INR 31 Bn+



Running SIPs
60,000+



Insurance Policies sold
746,000+



Insurance
Premium
INR 17,360 Mn+



NBFC AUM
INR 5,800 Mn +



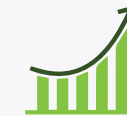
Ratings:
Short Term-
CARE A1+ & ICRA A1+
Long Term-
ICRA A (STABLE)



Consolidated
Net worth
INR 7,727 Mn



5 Year Revenue CAGR
17.98%



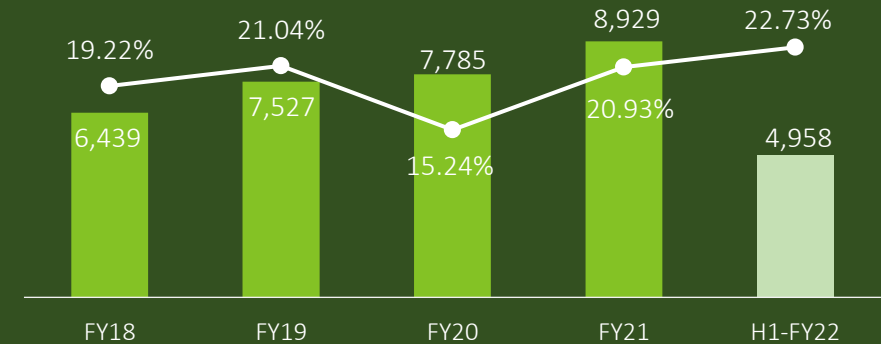
5 Year PAT CAGR
23.64%



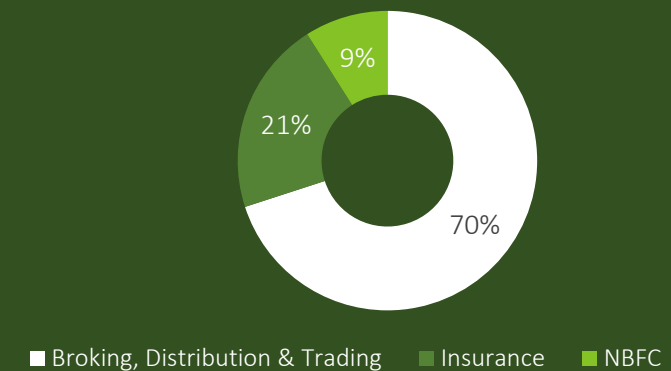
Net D/E
0.53x

- SMC Global Securities Ltd was established in 1994 by founders Mr. Subhash C. Aggarwal and Mr. Mahesh C. Gupta.
- Over the years, the company has grown into a diversified financial services company offering brokerage services, investment banking, wealth management, distribution of financial products, financing, insurance broking, clearing & depository services, fixed income securities, financial advisory services to corporates, institutions, high net worth individuals and other retail clients.
- The company has launched various innovative digital technology-enabled capabilities and best-in-class products and services.
- Through a strong network of approx. 2,750 Sub Brokers and Authorized Persons the company's footprint spreads over 550 cities across India.
- The company is governed by strong board including 6 independent directors and is run by a highly qualified and experienced management team.
- SMC has had a consistent growth track record and is well placed to garner a piece of the ever-growing capital markets in India.
- The company's vision is to be a global organization having a dominant position in financial & investment services through customer centric approach.

Consolidated Revenue (INR Mn) & EBITDA (%)



H1-FY22 Revenue Pie (%)



SMC Global Securities Ltd.



Insurance Broking



Broking, Distribution & Trading



Financing



Equity, Commodity, Currency & Institutional Broking



Discount Broking



Clearing Services



Financial Products Distribution



Proprietary Trading



Fixed Income



Wealth Management



Portfolio Management

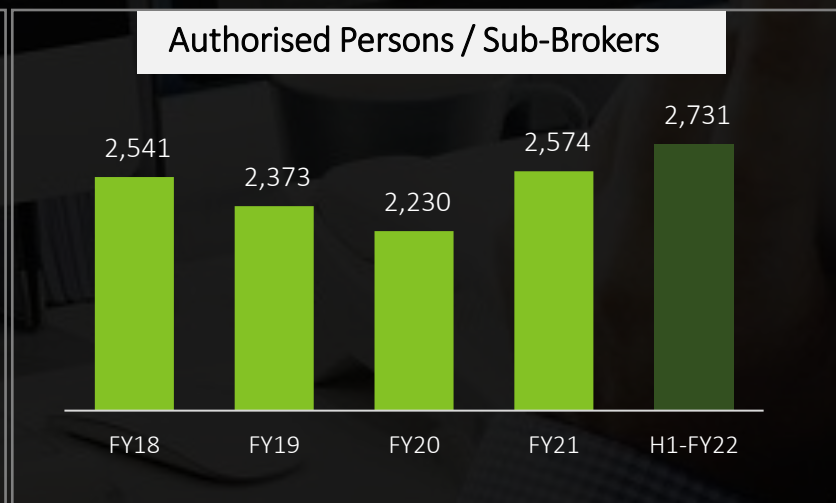
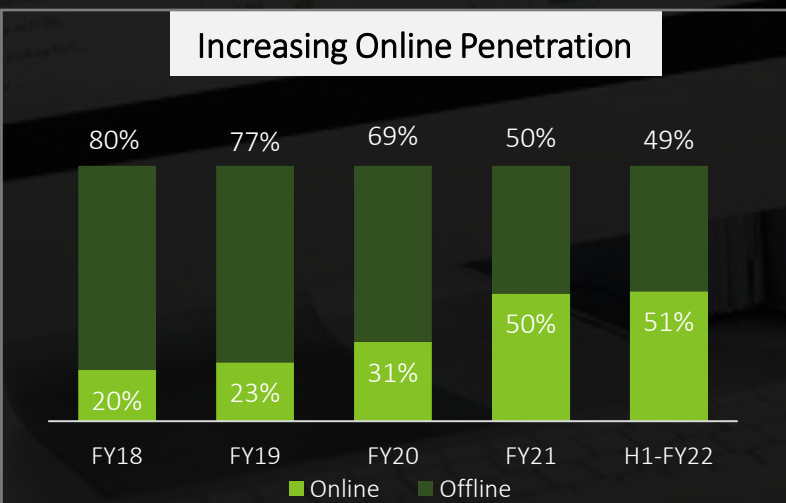
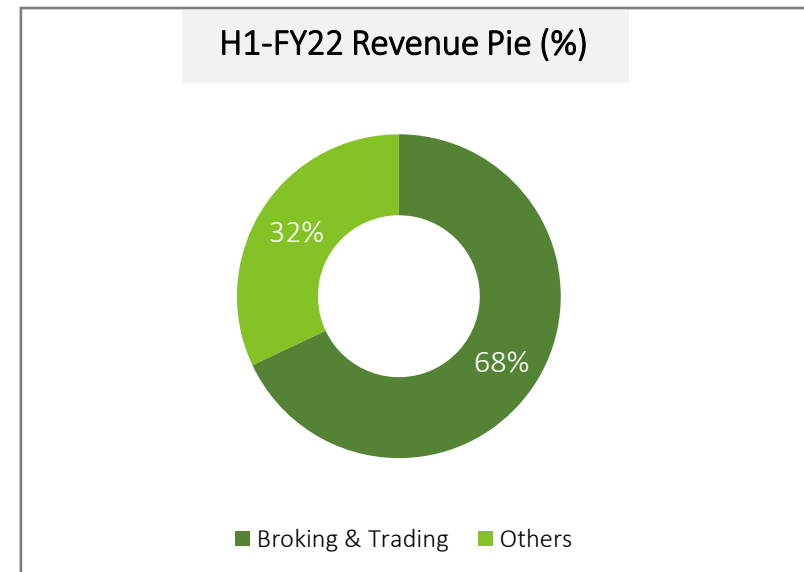
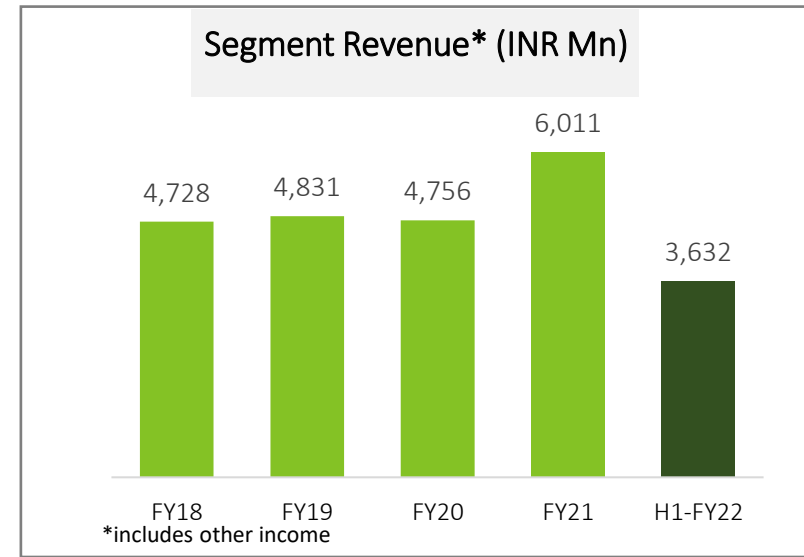


Investment Banking



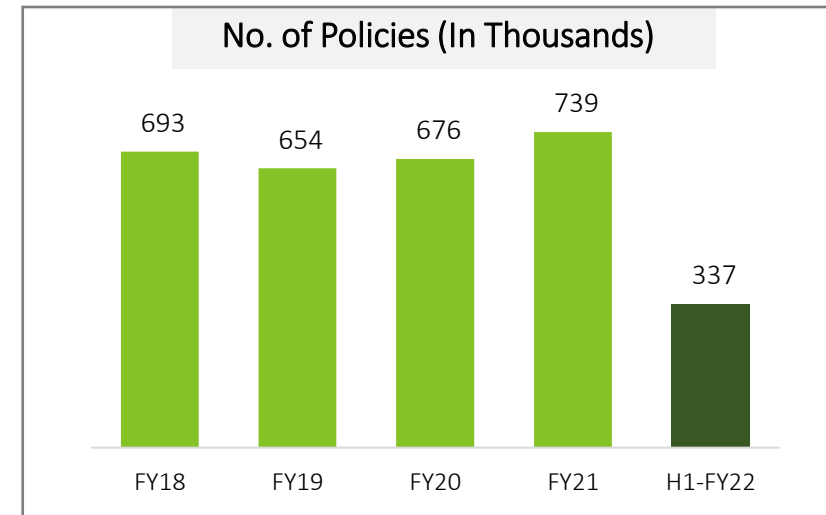
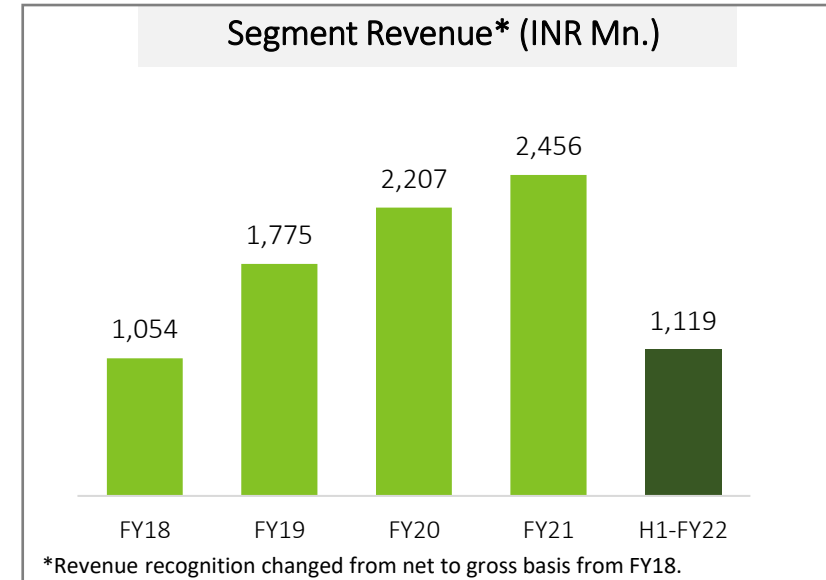
Real Estate / Mortgage Advisory

- Broking business comprises of brokerage in dealing in equities, commodities, currency derivatives and other securities on behalf of customers, clearing services across all major stock exchanges and depository services.
- Distribution business encompasses distributing third-party financial products like Mutual Funds, IPOs, FPOs, Corporate FD's and Bonds and various other capital market products.
- This segment also covers wealth and portfolio management services along with providing investment banking services and advisory in real estate and mortgage / loan advisory.
- The company also houses proprietary arbitrage trading through a new generation algorithmic trading/HFT.
- Procurement and placements of debt instruments like G-Secs for various corporate clients is carried out under the fixed income desk.
- SMC has banking tie ups with leading institutions like Punjab National Bank, Federal Bank, United Bank of India, Union Bank of India & Indian Overseas Bank as execution partners for broking services.





- SMC Insurance Brokers Pvt. Ltd. which is a Direct Insurance Broker registered with IRDAI (Insurance Regulatory and Development Authority of India) provides a complete array of services in Life Insurance and General Insurance Category including consulting, risk analysis, policy serving and claim settlement assistance.
- SMC is one of the largest players in India in the General Insurance Retail Broking as well as for Life Insurance in India.
- It provides these services through 5 branches across the country with more than 1,000 employees, 11,100 Point of Sales (POSs) and 370+ Motor insurance Service Providers (MISPs) servicing a retail customer base of more than 700K a year.
- The company operates independently of insurance companies, representing clients and rendering impartial advice to protect client's interests.
- Customers taking insurance through SMC benefit by lower premium and/or better quality of insurance cover, expert consultancy, practical pre-sale advice and efficient post-sale services.





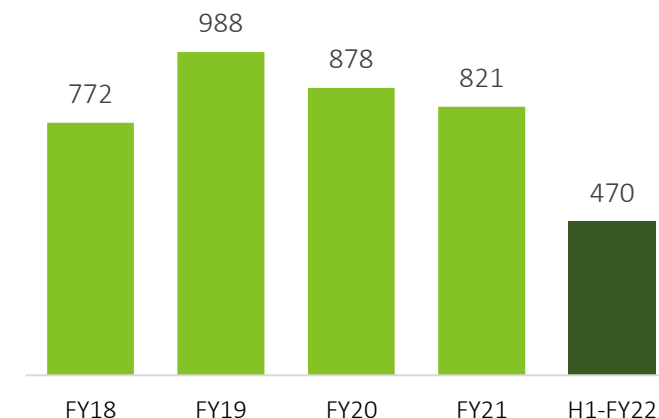
- In the year 2008, SMC started providing financing services through its wholly owned subsidiary, Moneywise Financial Services Pvt. Ltd. (SMC Finance).
- SMC Finance offers a wide bouquet of loan products i.e. SME financing, loan against property, unsecured business loan, personal loan, loan against securities, receivable financing, medical equipment finance and IPO finance, etc. to meet the growing credit requirement.
- The NBFC has a client base of 25,000+ across India and is recognized as Systemically Important non-deposit accepting NBFC.
- The NBFC, is currently focused on capital preservation, given its healthy capital adequacy, strong liquidity position, diversified portfolio mix, the NBFC is confident of successfully dealing with challenges posed by Covid-19 pandemic.

	LAP	WCTL	Asset Finance	Onward Lending	CMF	Consumer Durables	Total
AUM (INR Mn)	1,338	2,385	435	1,212	152	307	5,829
Tenure (Months)	120	36	60	24	3	6	-
Avg. Ticket Size (INR Mn)	24.30	1.70	12.10	27.50	0.50	0.02	-
Return on Investment	13.9%	18.5%	12.3%	14.0%	18.0%	18.0%	16.0%
No. of Clients	55	1,388	36	44	4,285	19,731	25,539

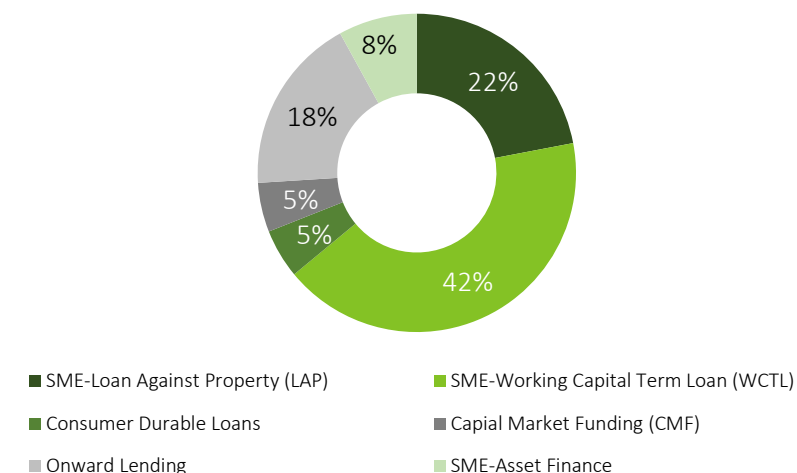
* All numbers as on year ended FY21

Earnings Presentation

Segment Revenue (INR Mn)



H1-FY22 Lending Portfolio





- Over 25 Years of Management experience in industry
- Well established and deeply penetrated national brand with strong reputation and good recall
- Group has extensive corporate relationships
- An ever-growing database of corporate and retail clients
- Innovative use of digital technology-enabled capabilities, best-in-class products and services
- Strong network of approx. 2,750 Authorized persons and Sub-brokers, with a footprints covering over 550 cities across India
- Wide range of financial products under one roof
- SMC has earned trust that cements “One Transaction Lifetime Relationship,” the belief that centers on managing, growing and protecting the investment of our clients for generations

H1/Q2-FY22 Financial Overview

Q2-FY22 Consolidated Financial Highlights

Revenue INR 2,651 MN	EBITDA INR 616 MN	EBITDA Margin 23.24%
PAT INR 406 MN	PAT Margin 15.31%	Diluted EPS INR 3.59

H1-FY22 Consolidated Financial Highlights

Revenue INR 4,958 MN	EBITDA INR 1,127 MN	EBITDA Margin 22.73%
PAT INR 668 MN	PAT Margin 13.47%	Diluted EPS INR 5.90

Q2-FY22 Standalone Financial Highlights

Revenue INR 1,602 MN	EBITDA INR 441 MN	EBITDA Margin 27.53%
PAT INR 379 MN	PAT Margin 23.66%	Diluted EPS INR 3.35

H1-FY22 Standalone Financial Highlights

Revenue INR 3,006 MN	EBITDA INR 786 MN	EBITDA Margin 26.15%
PAT INR 584 MN	PAT Margin 19.43%	Diluted EPS INR 5.17

Broking, distribution & Trading:

- Brokerage income increased Q-o-Q due to increase in delivery volumes in Equity Segment and also due to increase in income from Delay Payment charges.
- Overall, the market conditions continued to remain buoyant.

Insurance:

- Revenue and EBIT on Q-o-Q basis increased due to easing out of lockdown restrictions.

Financing:

- Revenue increased Y-o-Y and Q-o-Q with an increase in average loan book to INR 553 Cr from INR 489 Cr in Q2-FY21. However, EBIT decreased due to higher impairment provisions.
- GNPA and NNPA reduced Q-o-Q to 2.9% and 2.2% respectively from 4.75% & 3.15%.

Interim Dividend:

- The company has declared an Interim Dividend of 60% on the face value of equity shares.

Q2-FY22 Consolidated Income Statement

Particulars (INR Mn)	Q2-FY22	Q2-FY21	Y-o-Y	Q1-FY22	Q-o-Q
Operational Income	2,651	2,120	25.0%	2,307	14.9%
Total Expenses	2,035	1,691	20.3%	1,795	13.4%
EBITDA	616	429	43.6%	512	20.3%
<i>EBITDA Margins (%)</i>	<i>23.24%</i>	<i>20.24%</i>	<i>300 Bps</i>	<i>22.19%</i>	<i>105 Bps</i>
Other Income	88	24	NA	18	NA
Depreciation	47	42	11.9%	46	2.2%
Interest	138	102	35.3%	124	11.3%
Profit (Loss) from Joint Venture	-	-	NA	-	NA
PBT	519	309	68.0%	360	44.1%
Tax	113	88	28.4%	98	15.3%
Profit After tax	406	221	83.7%	262	55.0%
<i>PAT Margins (%)</i>	<i>15.31%</i>	<i>10.42%</i>	<i>489 Bps</i>	<i>11.36%</i>	<i>395 Bps</i>
Other Comprehensive Income	118	22	NA	230	(48.7)%
Total Comprehensive Income	524	243	NA	492	6.5%
Basic & Diluted EPS (INR)	3.59	1.95	84.1%	2.32	54.7%

H1-FY22 Consolidated Income Statement

Particulars (INR Mn)	H1-FY22	H1-FY21	Y-o-Y
Operational Income	4,958	3,967	25.0%
Total Expenses	3,831	3,108	23.3%
EBITDA	1,127	859	31.2%
EBITDA Margins (%)	22.73%	21.65%	108 Bps
Other Income	106	52	NA
Depreciation	93	80	16.3%
Interest	261	178	46.6%
Profit (Loss) from Joint Venture	-	-	NA
PBT	879	653	34.6%
Tax	211	187	12.8%
Profit After tax	668	466	43.3%
PAT Margins (%)	13.47%	11.75%	172 Bps
Other Comprehensive Income	349	54	NA
Total Comprehensive Income	1,017	520	95.6%
Basic & Diluted EPS (INR)	5.90	4.12	43.2%

Q2-FY22 Standalone Income Statement

Particulars (INR Mn)	Q2-FY22	Q2-FY21	Y-o-Y	Q1-FY22	Q-o-Q
Operational Income	1,602	1,211	32.3%	1,404	14.1%
Total Expenses	1,161	999	16.2%	1,059	9.6%
EBITDA	441	212	NA	345	27.8%
EBITDA Margins (%)	27.53%	17.51%	NA	24.57%	296 Bps
Other Income	148	53	NA	37	NA
Depreciation	34	27	25.9%	33	3.0%
Interest	85	68	25.0%	76	11.8%
PBT	470	170	NA	273	72.2%
Tax	91	62	46.8%	67	35.8%
Profit After tax	379	108	NA	206	84.0%
PAT Margins (%)	23.66%	8.92%	NA	14.67%	899 Bps
Other Comprehensive Income	122	15	NA	191	(36.1)%
Total Comprehensive Income	501	123	NA	397	26.1%
Basic & Diluted EPS (INR)	3.35	0.95	NA	1.82	84.1%

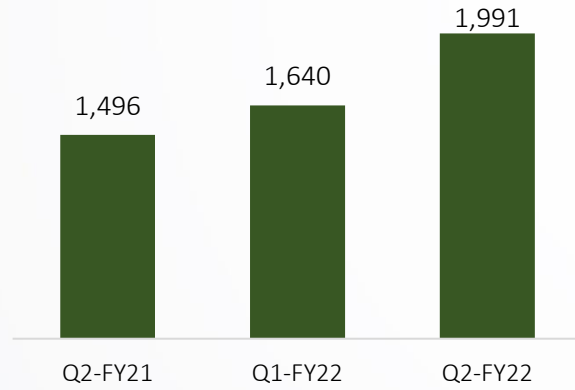
H1-FY22 Standalone Income Statement

Particulars (INR Mn)	H1-FY22	H1-FY21	Y-o-Y
Operational Income	3,006	2,271	32.4%
Total Expenses	2,220	1,824	21.7%
EBITDA	786	447	75.8%
<i>EBITDA Margins (%)</i>	<i>26.15%</i>	<i>19.68%</i>	<i>647 Bps</i>
Other Income	185	96	92.7%
Depreciation	67	50	34.0%
Interest	161	119	35.3%
Profit (Loss) from Joint Venture	-	-	NA
PBT	743	374	98.7%
Tax	159	142	12.0%
Profit After tax	584	232	NA
<i>PAT Margins (%)</i>	<i>19.43%</i>	<i>10.22%</i>	<i>921Bps</i>
Other Comprehensive Income	314	24	NA
Total Comprehensive Income	898	256	NA
Basic & Diluted EPS (INR)	5.17	2.05	NA

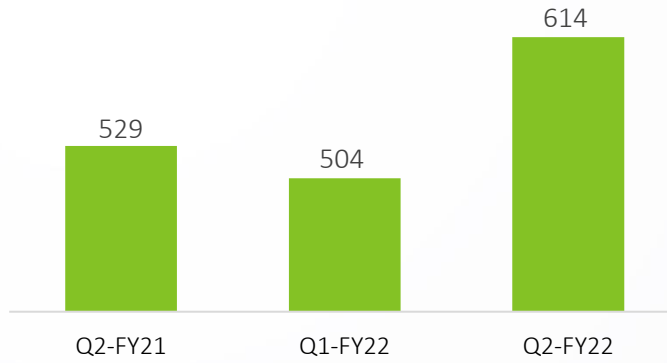
Consolidated Segmental Performance

BROKING, DISTRIBUTION & TRADING (INR MN)

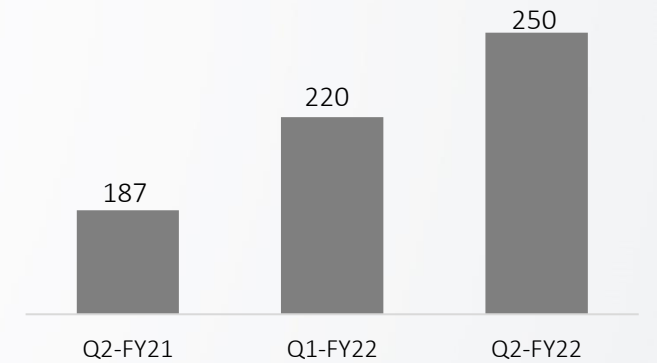
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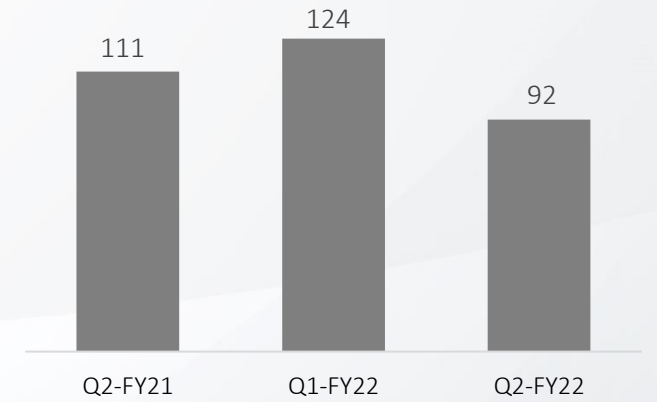
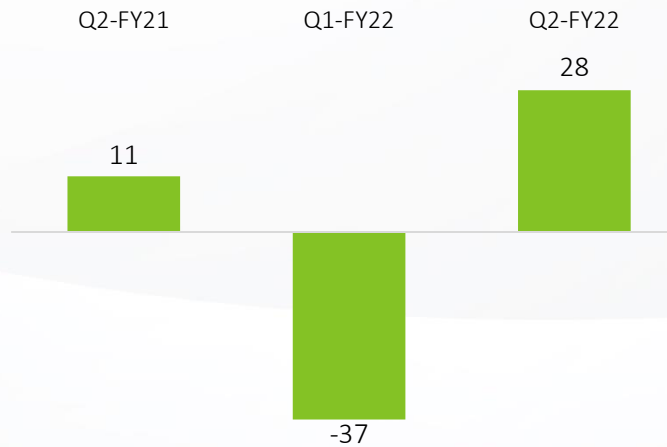
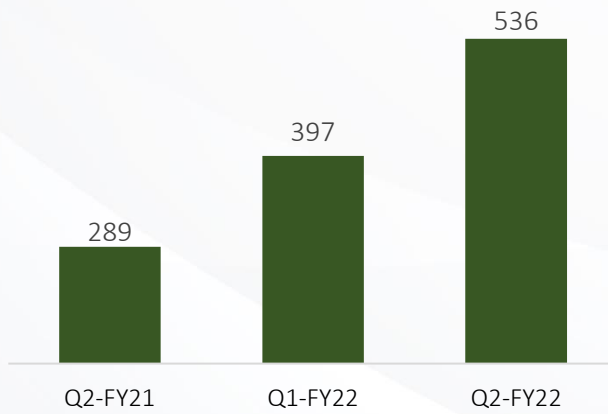
INSURANCE BROKING (INR MN)



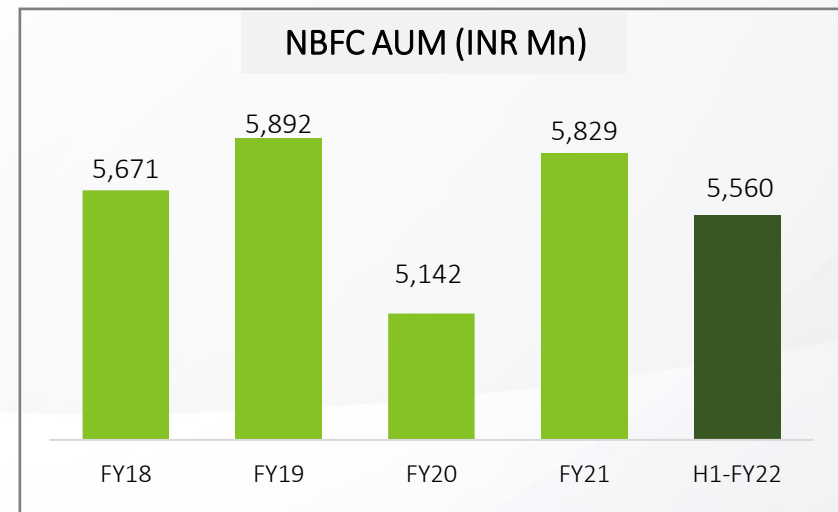
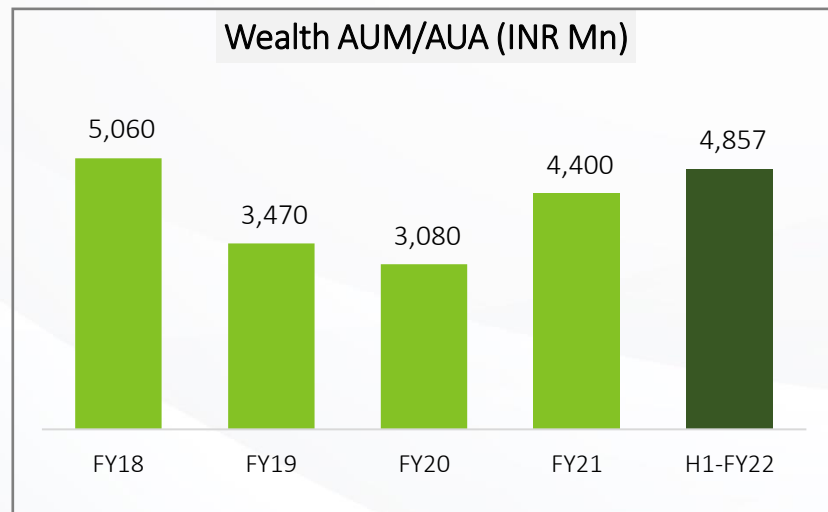
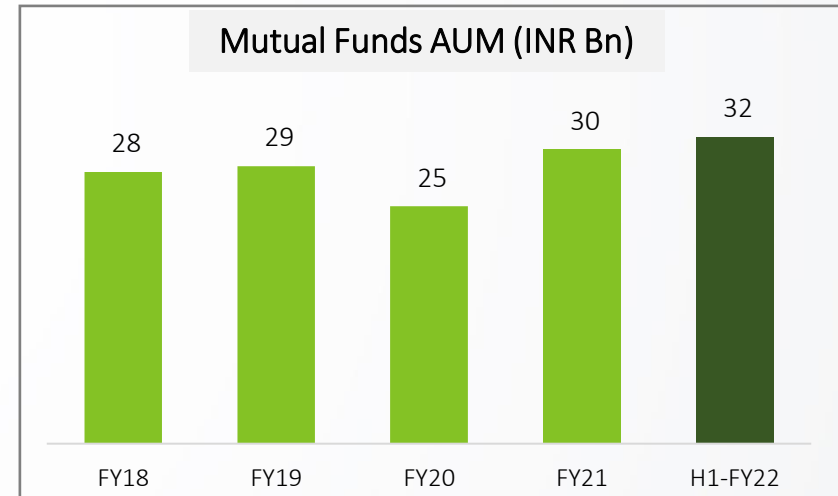
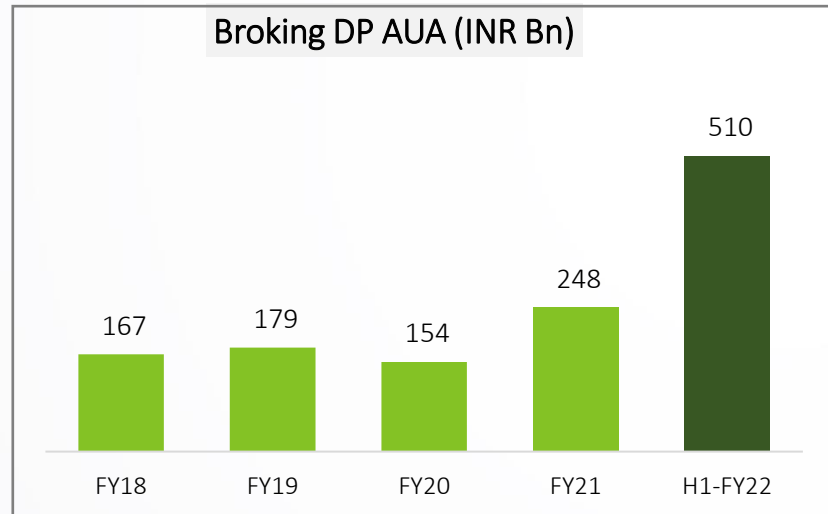
FINANCING (INR MN)



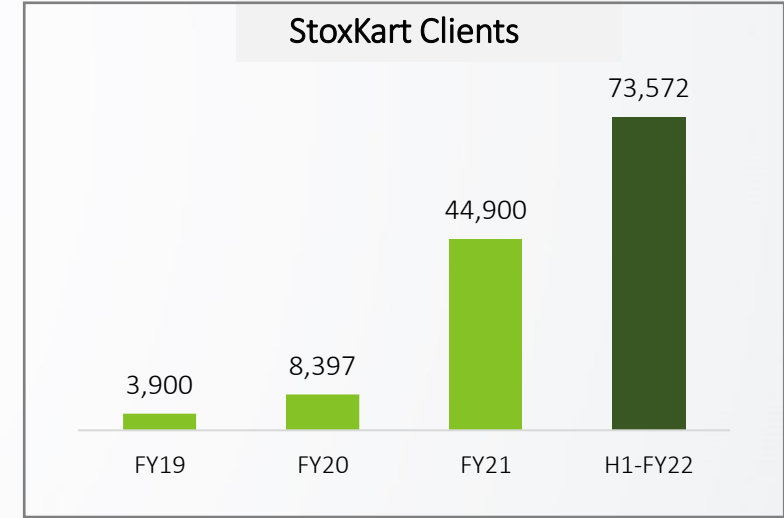
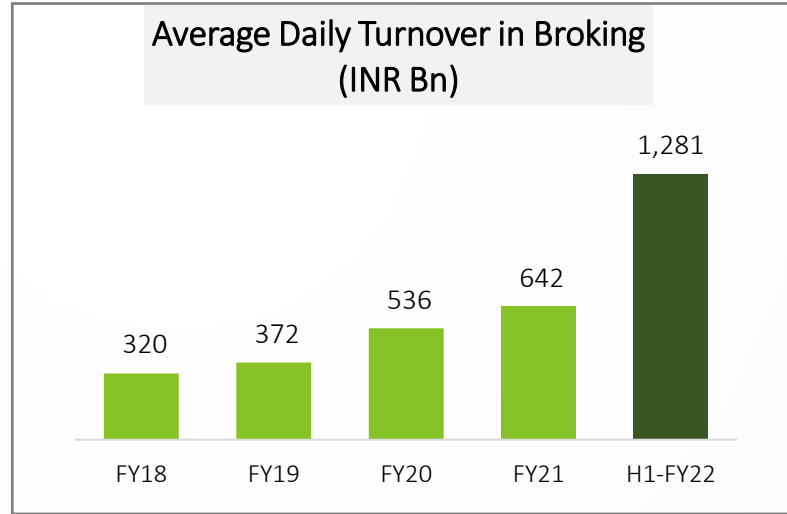
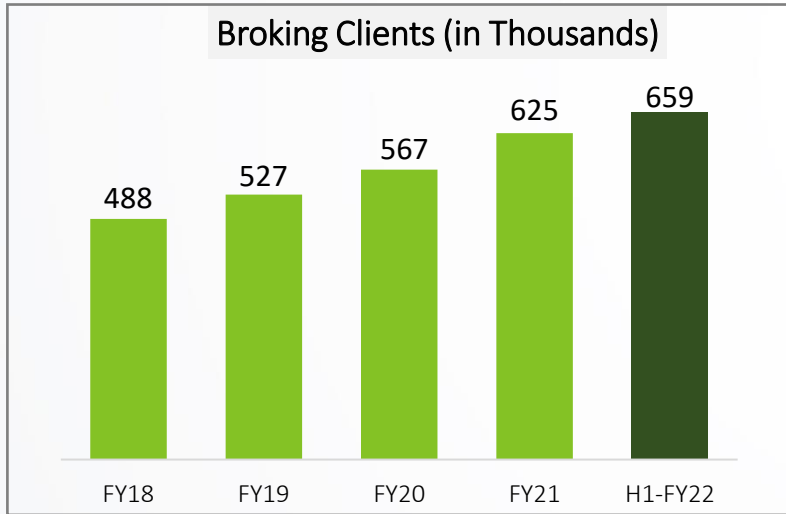
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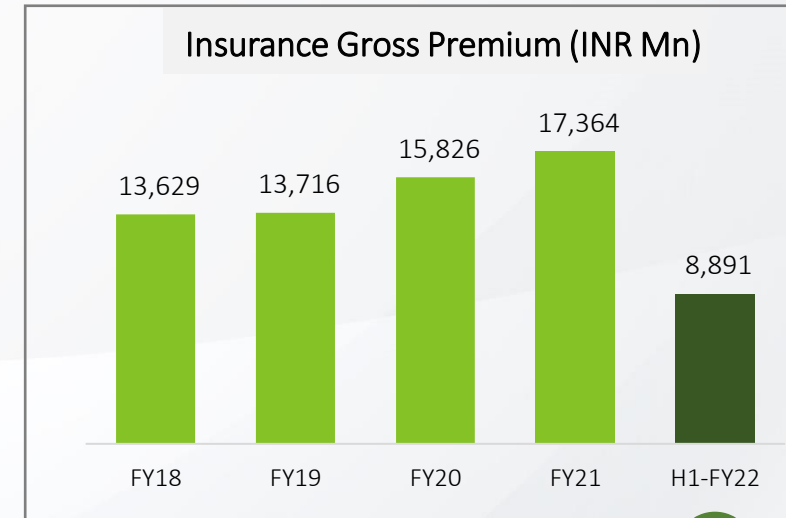
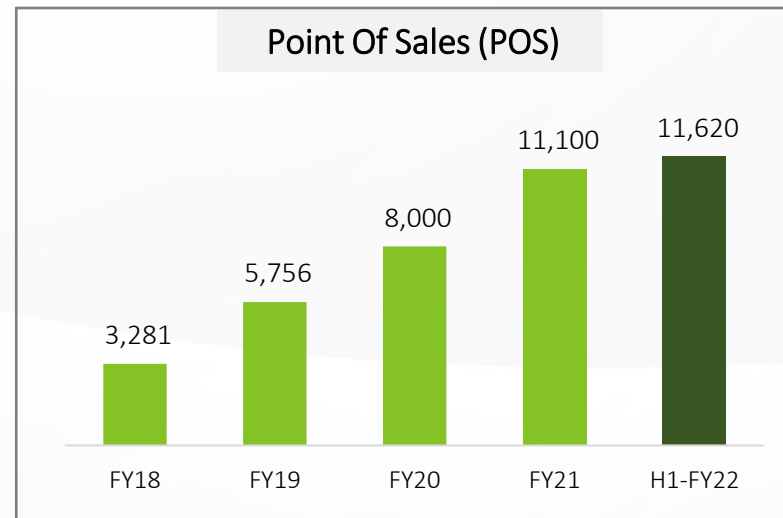
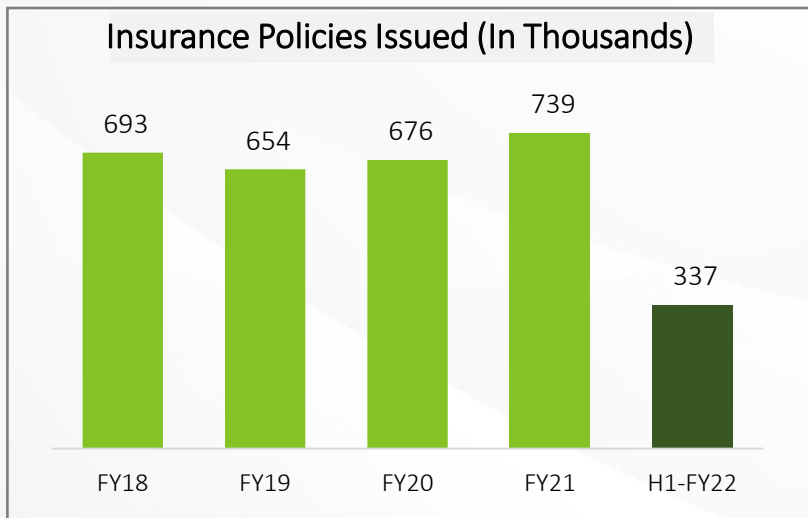
H1-FY22 Assets Under Management



Broking



Insurance



H1-FY22 NBFC Business in numbers



Satisfied Customers
~26,000+



Channel Partners
240+



Employees
169



Number of Lenders
10



Branches
7



Net Worth
INR 3,504 Mn



Loan AUM
INR 5,551 Mn



Cumulative Loans
Disbursed
INR 10 Bn+



NNPA %
2.2%



ROTA %
3.4%



Revenue
INR 4,703 Mn



Total Borrowings/Leverage Ratio
INR 2,226 Mn / 0.6x



Secured Loans %
53%



OPEX-AUM
4.6%

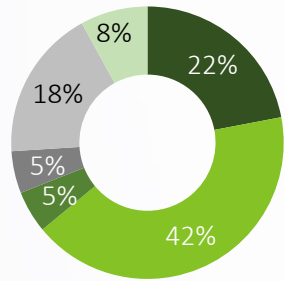


Cost of Borrowing % / NIM %
9.40% / 11%



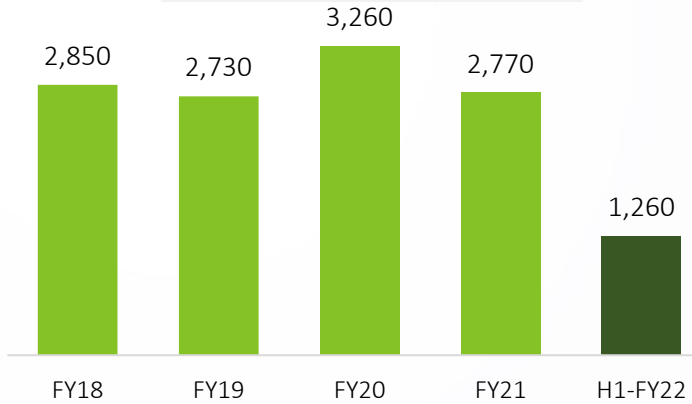
Credit Cost-ANR / PCR
3.3% / 60%

Lending Portfolio

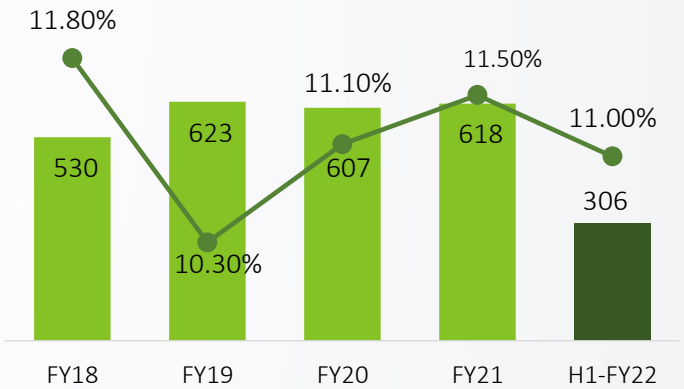


- SME-Loan Against Property (LAP)
- Consumer Durable Loans
- Onward Lending
- SME-Working Capital Term Loan (WCTL)
- Capital Market Funding (CMF)
- SME-Asset Finance

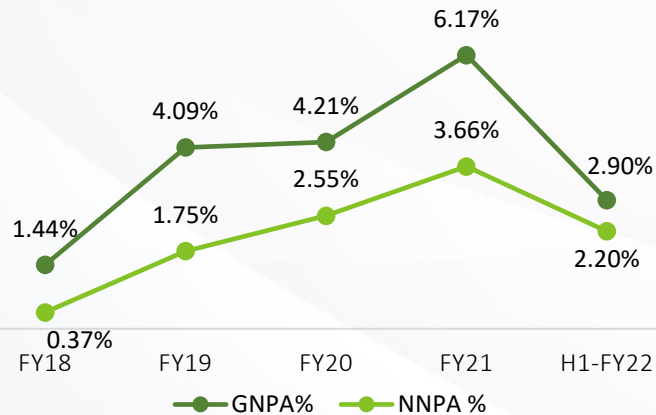
Disbursements (INR Mn)



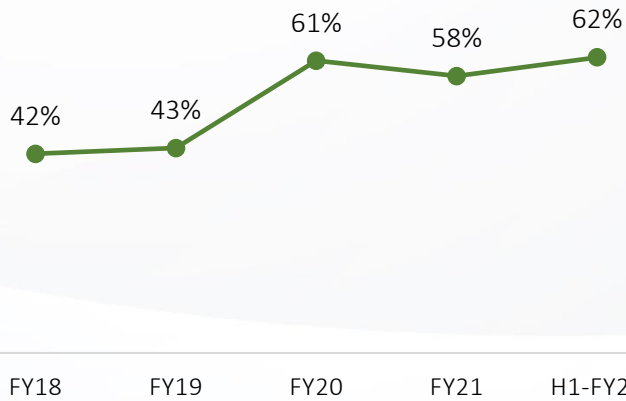
NII (INR Mn) & NIM (%)



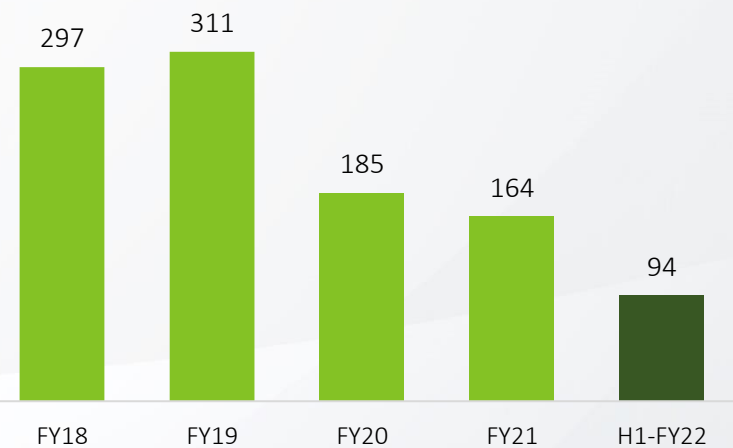
GNPA % & NNPA %



CRAR %



PAT (INR Mn)



Historical Consolidated Income Statement

Particulars (INR Mn)	FY19	FY20	FY21	H1-FY22
Operational Income	7,528	7,785	8,929	4,958
Total Expenses	5,944	6,599	7,060	3,831
EBITDA	1,584	1,186	1,869	1,127
<i>EBITDA Margins (%)</i>	<i>21.04%</i>	<i>15.23%</i>	<i>20.93%</i>	<i>22.73%</i>
Other Income	67	56	86	106
Depreciation	113	192	180	93
Interest	629	599	423	261
Profit (Loss) from Joint Venture	-	-	7	-
PBT	909	451	1,359	879
Tax	161	212	358	211
Profit After tax	748	239	1,001	668
<i>PAT Margins (%)</i>	<i>9.94%</i>	<i>3.07%</i>	<i>11.21%</i>	<i>13.47%</i>
Other Comprehensive Income	21	(63)	76	349
Total Comprehensive Income	769	176	1,077	1,017
Basic & Diluted EPS (INR)	6.61	2.11	8.85	5.90

Historical Consolidated Balance Sheet

Particulars (INR Mn)	FY20	FY21	H1-FY22
ASSETS			
Non-Financial Assets			
Inventories	-	132	51
Current tax assets (net)	305	224	297
Deferred tax assets (net)	399	317	230
Assets held for sale	24	24	44
Property, plant and equipment	290	268	270
Capital work - in - progress	5	-	-
Right to use - Lease	389	350	344
Other intangible assets	16	17	16
Intangible work-in-progress	8	1	5
Other non-financial assets	178	242	290
Sub-Total Non-Financial Assets	1,614	1,575	1,547
Financial Assets			
Cash and cash equivalents (incl. Other Bank balance)	6,548	10,920	12,747
Receivables	2,783	2,938	3,696
Loans	4,995	5,721	5,538
Investments	857	1,171	1,945
Other financial assets	1,970	1,549	1,648
Sub-Total Financial Assets	17,153	22,299	25,574
TOTAL ASSETS	18,767	23,874	27,121

Particulars (INR Mn)	FY20	FY21	H1-FY22
EQUITY AND LIABILITIES			
Equity			
Share Capital	226	226	226
Other Equity	6,588	7,501	8,427
Non-controlling interest	17	16	15
Total Equity	6,831	7,743	8,668
Non-Financial Liabilities			
Current tax liabilities (net)	5	15	45
Provisions	266	234	246
Other non-financial liabilities	116	170	165
Sub-Total Non-Financial Liabilities	387	419	456
Current Liabilities			
Trade Payables	4,350	4,291	6,491
Lease Liabilities	360	338	340
Debt Securities	46	783	788
Borrowings	1,801	3,801	1,974
Other Financial Liabilities	4,992	6,499	8,404
Sub-Total Financial Liabilities	11,549	15,712	17,997
Sub-Total Liabilities	11,936	16,131	18,453
TOTAL EQUITY AND LIABILITIES	18,767	23,874	27,121

Historical Standalone Income Statement

Particulars (INR Mn)	FY19	FY20	FY21	H1-FY22
Operational Income	4,248	4,219	4,930	3,006
Total Expenses	3,627	3,588	3,759	2,220
EBITDA	621	631	1,171	786
<i>EBITDA Margins (%)</i>	<i>14.62%</i>	<i>14.96%</i>	<i>23.75%</i>	<i>26.15%</i>
Other Income	185	310	215	185
Depreciation	91	139	118	67
Interest	382	427	280	161
Profit (Loss) from Joint Venture	-	-	-	-
PBT	333	375	988	743
Tax	3	78	287	159
Profit After tax	330	297	701	584
<i>PAT Margins (%)</i>	<i>7.77%</i>	<i>7.04%</i>	<i>14.22%</i>	<i>19.43%</i>
Other Comprehensive Income	8	(61)	74	314
Total Comprehensive Income	338	236	775	898
Basic & Diluted EPS (INR)	2.92	2.63	6.20	5.17

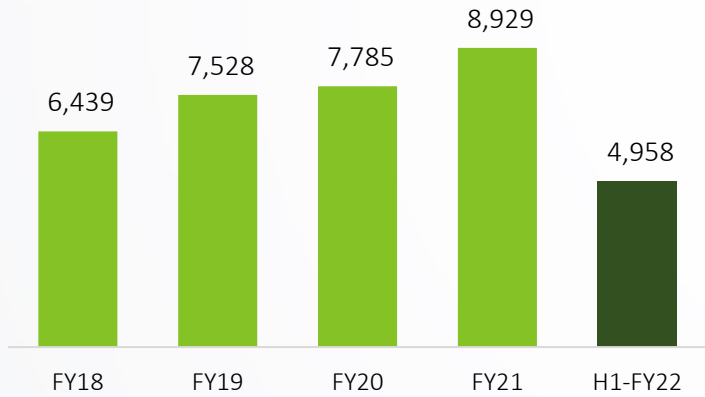
Historical Standalone Balance Sheet

Particulars (INR Mn)	FY20	FY21	H1-FY22
ASSETS			
Non-Financial Assets			
Inventories	-	132	34
Current tax assets (net)	161	163	161
Deferred tax assets (net)	184	80	37
Property, plant and equipment	232	210	214
Right to use - Lease	243	264	263
Other intangible assets	9	8	9
Intangible work-in-progress	4	-	2
Other non-financial assets	109	137	148
Sub-Total Non-financial Assets	942	994	868
Financial Assets			
Cash and cash equivalent (incl. Other Bank balance)	5,622	10,361	12,100
Receivables	1,753	2,250	2,921
Loans	126	128	272
Investments	4,400	4,841	5,484
Other financial assets	1,310	831	1,064
Sub-Total Financial Assets	13,211	18,411	21,841
TOTAL ASSETS	14,153	19,405	22,709

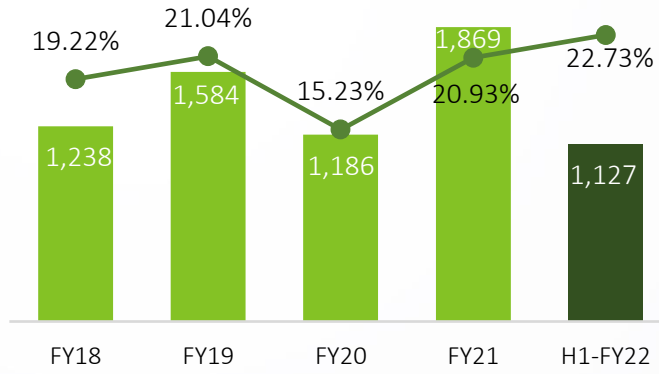
Particulars (INR Mn)	FY20	FY21	H1-FY22
EQUITY AND LIABILITIES			
Equity			
Share Capital	226	226	226
Other Equity	5,877	6,488	7,296
Total Equity	6,103	6,714	7,522
Non-Financial Liabilities			
Current Tax Liabilities (net)	-	-	35
Provisions	135	128	139
Other non-financial liabilities	55	84	89
Sub-Total Non-Financial Liabilities	190	212	263
Financial Liabilities			
Trade Payables	2,974	3,779	6,264
Lease Liabilities	211	247	252
Debt Securities	37	-	-
Borrowings	615	2,381	629
Other Financial Liabilities	4,023	6,072	7,779
Sub-Total Financial Liabilities	7,860	12,479	14,924
Sub-Total Liabilities	8,050	12,691	15,187
TOTAL EQUITY AND LIABILITIES	14,153	19,405	22,709

Historical Consolidated Financial Performance

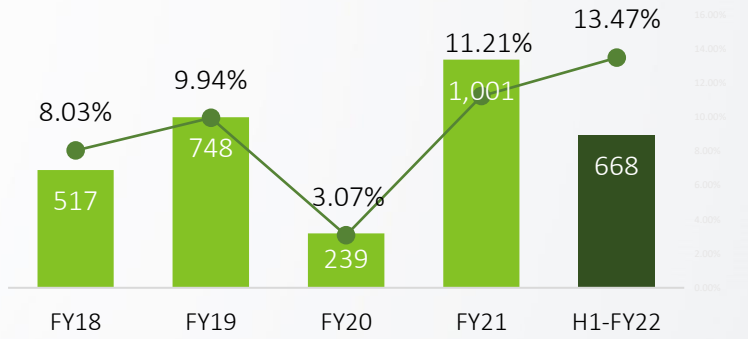
Revenue (INR Mn)



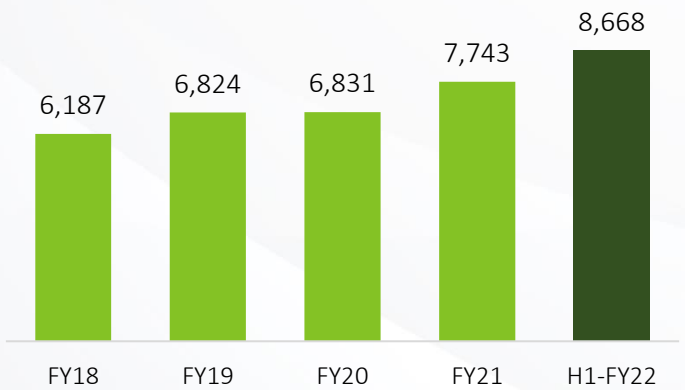
EBITDA (INR MN) & EBITDA Margin (%)



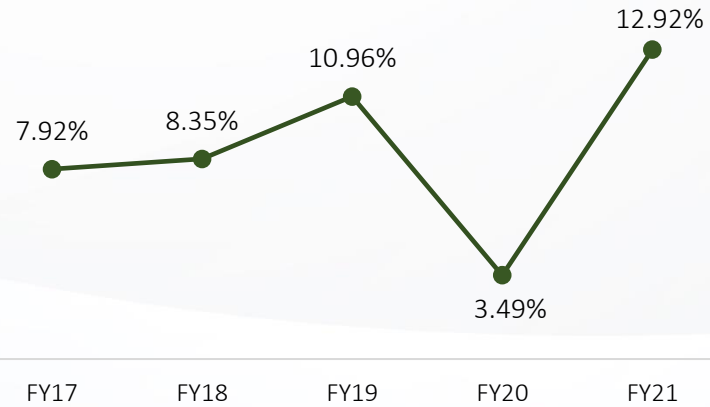
PAT (INR MN) & PAT MARGIN (%)



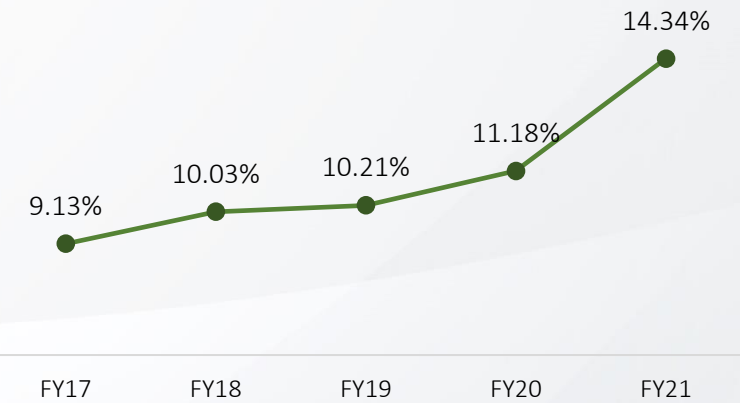
Net Worth (INR Mn)



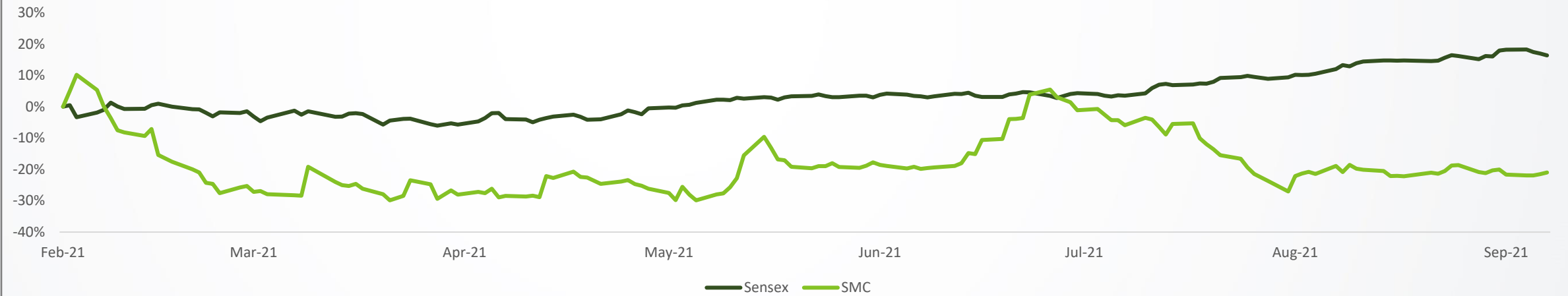
ROE %



ROCE %



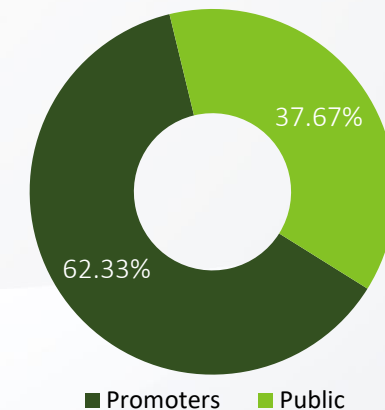
Share Price Data as on 30th September, 2021



Price Data as on 30th September, 2021

Face Value	2.0
CMP	76.0
52 Week H/L	109.9/65.0
Market Cap (INR Mn)	8,445.1
No. of Share outstanding (Mn)	113.1
Avg. Trading Volume ('000)	550.1
Avg. Net Turnover (INR Mn)	47.3

Shareholding Pattern (as on 30th September 2021)



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