



Moneywise. Be wise.

SMC GLOBAL SECURITIES LIMITED

Member: NSE • BSE • MSE • NCDEX • MCX

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

SEBI Regn. No. : INZ 000199438 • Research Analyst No. : INH100001849

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: 10th March, 2023

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: Investor Presentation-March 2023

Dear Sir(s),

In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with Part-A of Schedule III, please find attached herewith the "Investor Presentation-March 2023".

You are requested to kindly take note of the same.

For SMC Global Securities Limited

Suman Kumar

E.V.P. (Corporate Affairs) Company Secretary & Compliance Officer

Membership No. F5824

MUMBAI OFFICE : A Wing, 401/402, Lotus Corporate Park, Graham Firth Steel Compound, Off Western Express Highway, Jay Coach Signal, Goregaon East
Mumbai-400063 Ph : +91-22-67341600, 66481818 Fax : +91-22-67341697 E-mail : smcmumbai@smcindiaonline.com

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E-mail : smckolkata@smcindiaonline.com





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SMC Global Securities Ltd.

Investor Presentation
March 2023



Branches Across India
118
Including 1 in Dubai



Cities Covered
453



Employees
3,931



Sub-brokers /
Authorised Persons
2,530



Network of Financial
Distributors
13,408



Client Demat A/Cs
8,98,648



Clearing & Settlement
trading members
308



Cumulative AUM/AUA
under Mutual Funds
INR 30.61 Bn



Running SIPs
67,828



Insurance Policies sold
6,98,744



Insurance
Premium
INR 19,848 Mn



NBFC AUM
INR 7,868 Mn



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



Consolidated
Net worth
INR 9,109 Mn



5 Year Revenue CAGR*
16.23%



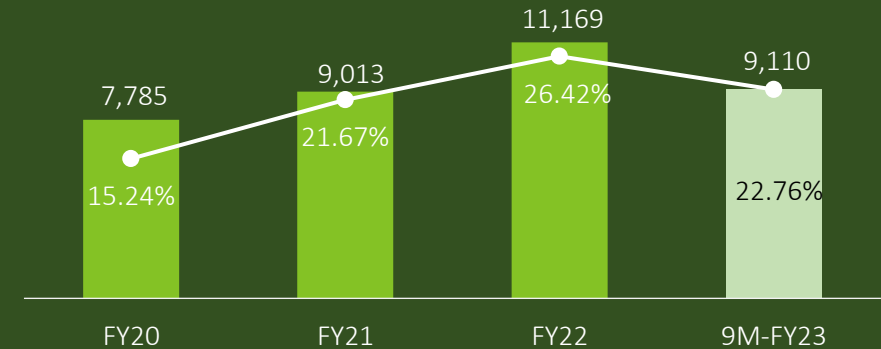
5 Year PAT CAGR*
31.15%



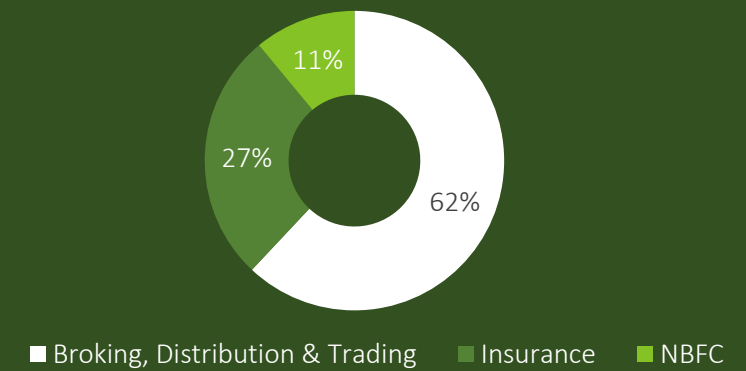
Net D/E
0.70x

- 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. 2,530 Sub Brokers and Authorized Persons the company's footprint spreads over 453 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 poised to get larger share 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 (%)



9M-FY23 Revenue Pie (%)



SMC Global Securities Ltd.



Insurance Broking



Broking, Distribution & Trading



Financing



Life Insurance



Equity, Commodity, Currency & Full Service Broking



Clearing Services



Financial Products Distribution



Wealth Management



SME – Loan Against Property (LAP)



SME – Working Capital Term Loan (WCTL)



General Insurance



Proprietary Trading



Fixed Income



Discount Broking



Portfolio Management



Asset Finance



Onward Lending



Investment Banking



Real Estate/ Mortgage Advisory



Institutional Broking



Research Services



Capital Market Funding (CMF)



Gold Loan



Gift City (IFSC)



India INX



NSE IFSC



IIBX



Mr. Subhash C. Aggarwal

Chairman & Managing Director, SMC Group

He is the promoter and co-founder of SMC Group and an active contributor to the good governance. He is a fellow member of the Institute of Chartered Accountants of India (ICAI).



Mr. Mahesh C. Gupta

Vice Chairman and Managing Director, SMC Group

He is the promoter and co-founder of SMC Group and has been associated with the Company as the backbone since its inception which makes him a pivotal pillar of SMC. He is a fellow member of the Institute of Chartered Accountants of India (ICAI).



Mr. Ajay Garg

**Director & CEO – SMC Global Securities Ltd. MD-SMC Global IFSC Pvt. Ltd.
Director - SMC Insurance Brokers Pvt. Ltd., Moneywise Financial Services Pvt. Ltd.**

He is a Fellow Member and rank holder of ICAI. With a wide and rich experience of over 23 years in Securities market, he heads the core businesses of Broking & Clearing services at SMC.



Mr. Anurag Bansal

**Whole Time Director-SMC Global Securities Ltd. Director-SMC Capitals Ltd.,
Director-SMC Global IFSC Pvt. Ltd.**

He is a rank holder and fellow member of the Institute of Chartered Accountants of India (ICAI) with a wide and rich experience of over 23 years in financial markets. He is also a member of Institute of Cost Accountants of India (ICMAI).



Mr. Himanshu Gupta

**Director & CEO-Moneywise Financial Services Private Ltd.
Director-SMC Global Securities Ltd., Director-SMC Comtrade Ltd.**

He is a Fellow Member of the Institute of Chartered Accountants of India (ICAI) having a rich experience of around 11 years in Financing & Securities market along with a strong hold into the intricacies of the capital market.



Ms. Shruti Aggarwal

Non-Executive Director

She serves as a Non- Executive director for SMC Global Securities Ltd. and is currently leading the Corporate Finance function at SMC Investments & Advisors Ltd. She is an MBA from London Business School, a member of (ICAI) and has cleared all three levels of CFA from the CFA Institute, USA.



Mr. Kundan M. Agarwal

Independent & Non-Executive Director

He serves as Independent and Non-Executive Director of SMC Global. He is a fellow member of Institute of Chartered Accountants of India (ICAI) and has experience and professional expertise of more than four decades in financial services industry.



Mr. Hari D. Khunteta

Independent & Non-Executive Director

He is a fellow member of ICAI and is a commerce graduate from University of Rajasthan with experience of over 45 years in the field of financial management, Investor services, Corporate Governance & Resource mobilization from Domestic as well as International market.



Dr. Madhu Vij

Independent & Non-Executive Director

She holds a Master degree in Commerce and a doctorate degree. She has an experience and exposure of over three decades as a Professor of Finance at the Faculty of Management Studies, University of Delhi.



Mr. Chandra Wadhwa

Independent & Non-Executive Director

He is the fellow member ICMAI & ICSI. He holds Bachelors of Law as well M. Com Degree from Delhi University and has exposure of over 39 Years in the field of Financial cost management accounting as well as in cost management auditing sector.



Mr. Naveen ND Gupta

Independent & Non-Executive Director

He has been a chartered accountant for more than 22 years and is widely known for his role in making the income disclosure Scheme, 2016 a success. He is the former president of ICAI and Director in various companies.



Ms. Anshika Aggarwal

Director- SMC Investment and Advisors Ltd.

A qualified Chartered Accountant, holding a B.Com (Hons.) degree from Delhi University, she is also a member of Young Business Leaders Forum – PHD CCI. She carries with her entrepreneurial experience, running a fashion social commerce startup, Modestreet Fashion as Co-Promoter and Director for 1 year. Prior to which, she was with Ernst & Young for nearly 4 years in business tax and regulatory consultancy..

Group Company Chairman/ Directors & Key Management Personnel



Dr. D. K. Aggarwal

**CMD-SMC Investments and Advisors Ltd.
CMD-SMC Capitals Ltd. Chairman & Director-SMC Real Estate Advisors Private Ltd.
Chairman & Director-SMC Comtrade Ltd.**
He is the Fellow Member of The Institute of Chartered Accountants of India (ICAI) with over two decades of experience in the securities market & financial services. He is the former chairman of capital market committee of PHD chamber of commerce.



Mr. Pravin K. Agarwal

Whole-Time Director- SMC Insurance Brokers Pvt. Ltd.
He actively handles the development and operations of our insurance broking business. He is a man of alternative skills and solutions that has led to SMC's substantial expansion and diversification. He has more than a decade of pivotal work experience in Insurance and Financial Industry.



Mr. Pranay Agarwal

**Director & CEO - Moneywise Finvest Ltd.
Director - Moneywise Financial Services Pvt. Ltd.**
He is a qualified Chartered Accountant from the Institute of Chartered Accountants of India (ICAI) and a commerce graduate from the University of Delhi. He is playing a leading role in StoxKart (Discount brokerage platform).



Mr. Ayush Agarwal

**Director - SMC Real Estate Advisors Private Ltd.
Director - Moneywise Finvest Ltd. CIO - SMC Private wealth**
He is an MBA (PGP-FMB) from SP Jain Institute of Management and Research, Mumbai, and a graduate from University of Delhi. He is the Chief Investment Officer of SMC Private wealth Vertical at SMC Global Securities Ltd. managing and handling portfolio management activities.



Ms. Reema Garg

**Chief Human Resource Officer, Director-SMC Investments and Advisors Ltd.
Director-Moneywise Finvest Ltd.**
She holds B.Sc. (Computer Science) from University of Delhi and Masters in Computer Applications (MCA) and pursuing PHD in HR.



Ms. Akanksha Gupta

Whole Time Director - SMC Insurance Brokers Pvt. Ltd.
She is a member of the ICAI Institute and is also a Chartered Financial Analyst (CFA). She is an experienced and confident lady who inspires everyone with her innovative ideas, conviction and new perspectives. Her ability to see the matters of the company and unfailingly rise to meet the challenges boosts the effectiveness of the group.



Ms. Nidhi Bansal

Director – SMC Comtrade Ltd.
She is a post graduate in commerce and a fellow member of Institute of Chartered Accountants of India (ICAI).



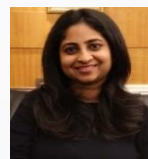
Mr. Rajendra P Mahipal

Independent & Non-Executive Director - SMC Insurance Brokers Pvt. Ltd.
He holds M. Com degree from Rajasthan University and is also a fellow member of the Institute of Chartered Accountants of India. He is a promoter and director of Pink city Electronics Pvt. Ltd. and has over 41 years of experience in import Export, Finance, Administration and Capital Market.



Mr. Vinod Kumar Jamar

President & Group CFO
He is responsible for managing financial reporting, audit, compliance of tax laws (direct and indirect), planning and capital structure. He is also a fellow member of Institute of Chartered Accountants of India (ICAI).



Ms. Shweta Aggarwal

Director – SMC Capitals Ltd.
She is a member of the ICAI and has also cleared all levels of Chartered Financial Analyst (CFA) Program from U.S.A. She is responsible for the formation of the business, and spearheads the growth plans and business strategy of the investment banking division.



Mr. Suman Kumar

E.V.P - Corporate Affairs & Company Secretary
He leads the Corporate Affairs & legal matters of the SMC Group. He serves as the Executive Vice President (Corporate affairs) & Company Secretary of the SMC Group. He is fellow member of ICSI & a law graduate from University of Delhi.



Mr. Narender Kumar

Independent & Non Executive Director
He is a retired IAS. He has more than 40 years experience.

Key Milestones

SMC Global took membership of NSE and started broking business

Distribution of Financial Products, Research Services, Membership of DGCX in Dubai

NRI Business Institutional Desk

Received BSE membership as SAM Global Securities amalgamated into SMC Global Securities

Real Estate Advisory Fixed Income Broking Mortgage and Loan Advisory

Point of Sale Persons (POS) – Approved by IRDAI

Listed on NSE and BSE, Launched SMC Gold Coins

1995

2003

2005

2006

2007

2008

2009

2010

2014

2016

2017

2019

2021

2022

Commodity Broking launched

Insurance Broking

Wealth Management
Investment Banking
Online Trading
Currency Broking
Financing Business (NBFC)

Corporate Hedging Desk

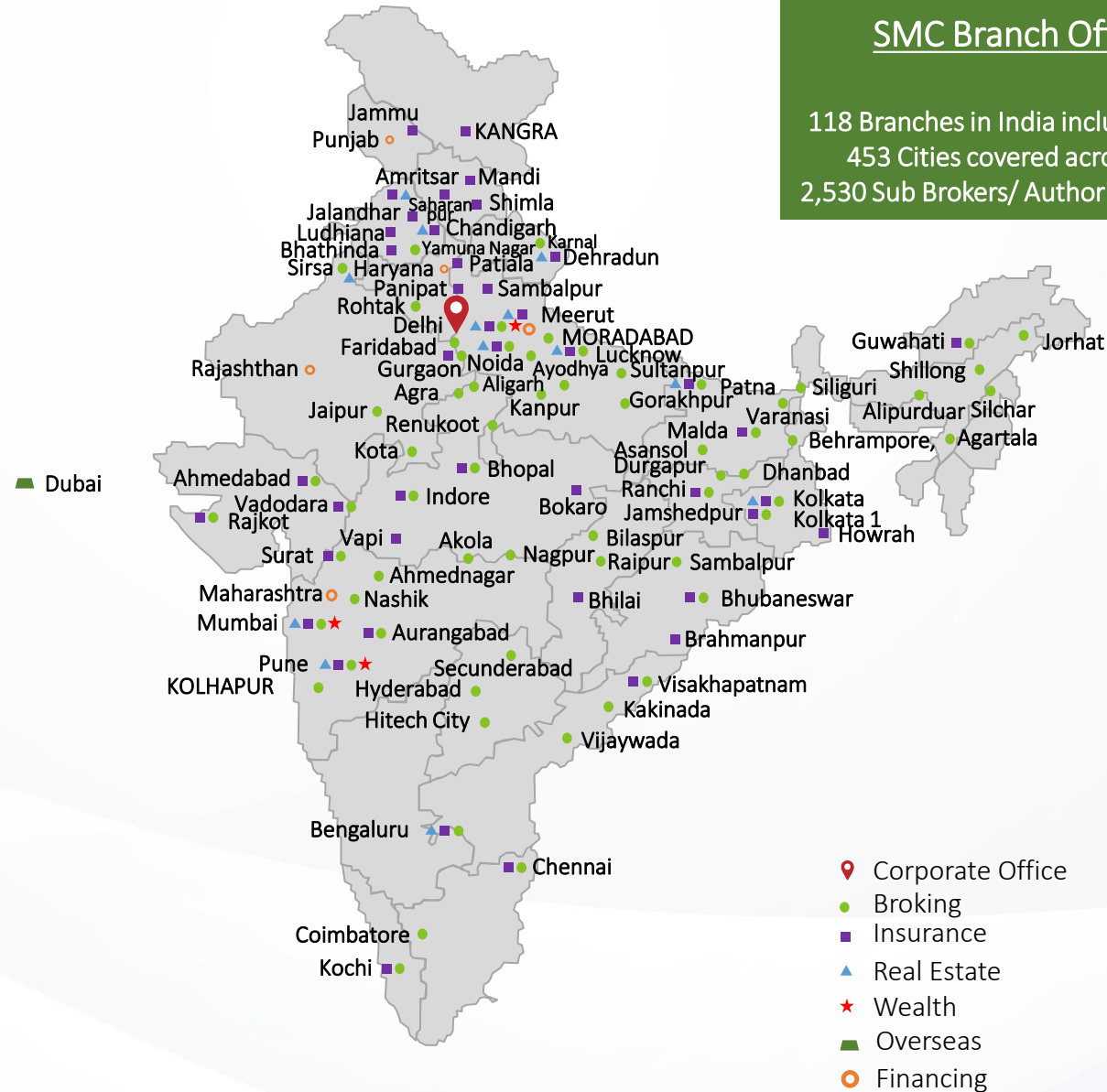
Trading cum clearing member of India INX & NSE-IFSC, GIFT City, Gujarat

Discount Broking - StoxKart

Became Clearing and Trading Member of India International Bullion Exchange IFSC and also incorporated Category III (AIF)

SMC Branch Offices

118 Branches in India including Dubai
 453 Cities covered across India
 2,530 Sub Brokers/ Authorised Persons



Awards & Accolades



Moneywise. Be wise.

<p>2022 MCX Awards Leading Member- Options</p>	<p>2022 MCX Awards Leading Member- Bullion Segment</p>	<p>2022 Significant Contribution To The Commodities Market</p>	<p>2021 KRISHI Award for developing Retail Segment Participation</p>	<p>2019 Business Excellence Award (Order of Merit)</p>	<p>2019 Broking House Non-Agricultural Commodities of The Year</p>
<p>2019 Premier Depository Participant in Gold Category</p>	<p>2019 Fastest Growing MFI North in Best Star MF Online- BSE</p>	<p>2018 "Regional Retail Member of the Year (North)"</p>	<p>2018 Best Fastest Growing Commercial NBFC</p>	<p>2018 Best Financial Service Provider</p>	<p>2017 Best Online Trading Services Broker</p>
<p>2017 Best Broker with In-House Research In Bullion Industry</p>	<p>2017 Krishi Pragati Award, 2017</p>	<p>2017 Commodity Broker of the Year</p>	<p>2017 Best Performing Retail Broker of Northern Region</p>	<p>2016 Order of Merit- Achieving Market Leadership</p>	<p>2016 NBFC of the year (Northern region)</p>
<p>2015 Property Consultant of the Year - Residential</p>	<p>2015 Corporate Broker of the Year - National</p>	<p>2015 Best Financial Service Provider</p>	<p>2015 Best Real Estate Broker of the year</p>	<p>2014 Best Commodity Broking House</p>	<p>2014 Best Merchant Banker - Capital Restructuring services</p>

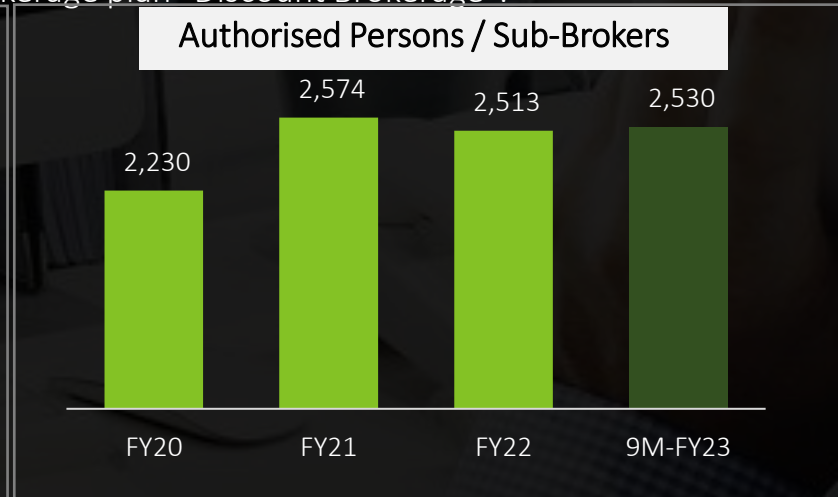
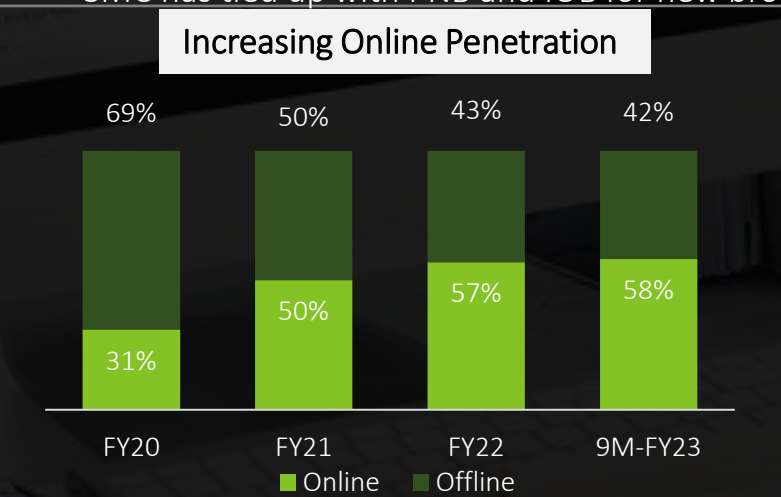
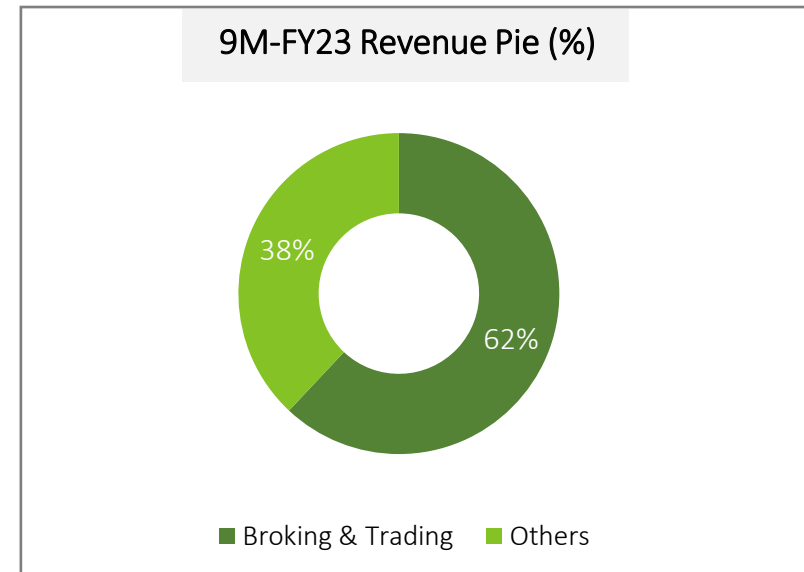
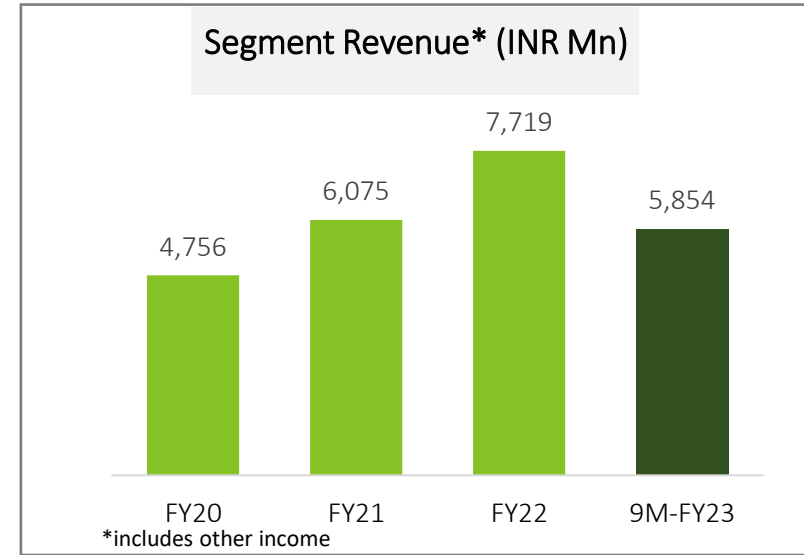


- Top Management of SMC has Over 30 Years of experience in industry
- Well established and deeply penetrated national brand with strong reputation and good recall
- Group has extensive corporate relationships
- An ever-growing database of corporate and retail clients
- Innovative use of digital technology-enabled capabilities, best-in-class products and services
- Strong network of approx. 2,530 Authorized persons and Sub-brokers, with a footprint covering over 453 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

Broking, Distribution & Trading



- Broking business comprises of brokerage, including discount brokerage “Stoxkart,” 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, Union Bank of India, Indian Overseas Bank, Karur Vysya Bank, Dhanlaxmi Bank as execution partners for broking services.
- SMC has tied up with PNB and IOB for new brokerage plan "Discount Brokerage".

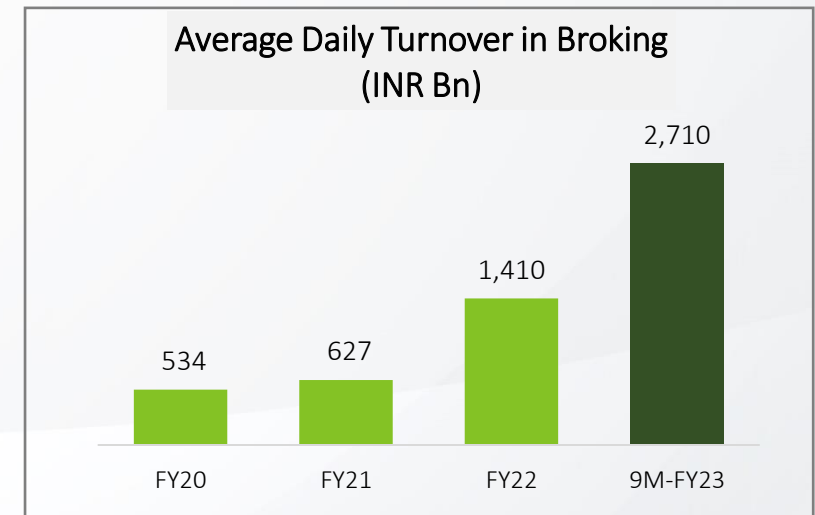
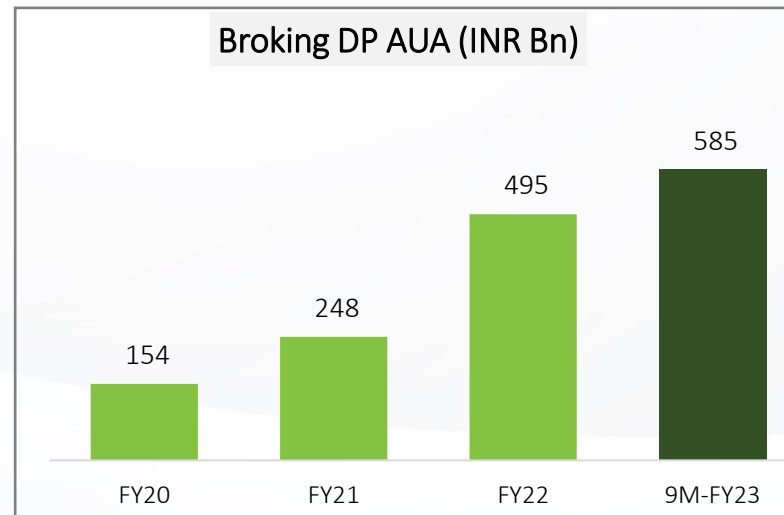
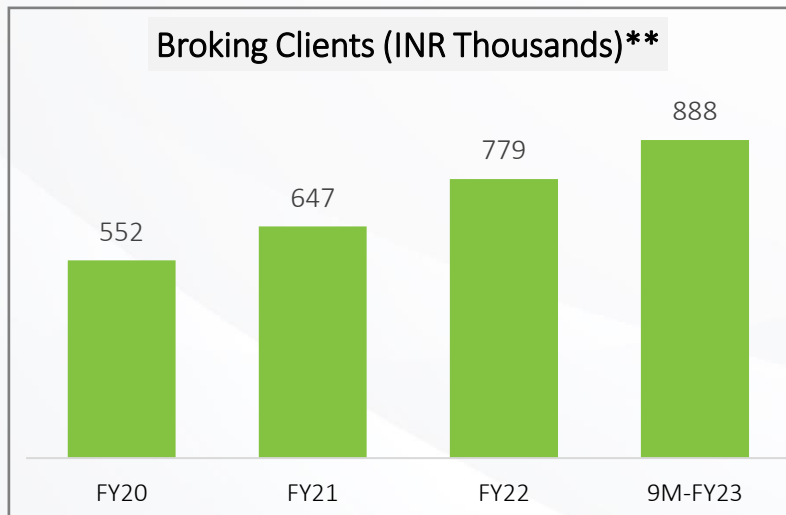


Equity, Commodity & Currency Broking:

- SMC is serving more than 8,88,000 clients under the broking segment, including more than 1,68,000 clients under Stoxkart.
- Equity segment under broking has been successful in generating a combined turnover of approx. INR 204.22 Tn* in Q3-FY23 as compared to a turnover of INR 159.59 Tn* in Q2-FY23.
- Recorded our highest trading volume of INR 0.85 Tn* in commodity segment and INR 4.33 Tn* under currency segment for Q3-FY23.
- Total approx. market share of 2.02% in equity, 2.05% in commodity and 3.40% in currency markets.

Clearing Services:

- SMC is a leading name in clearing services whereby it provides clearing & Settlement services to over 308 trading members across multiple stock exchanges.
- Member of NSE, BSE, India INX, NSE IFSC Exchange at GIFT City, MCX, NCDEX, ICEX & MSEI in India and DGCX (Dubai Gold & Commodity Exchange) in UAE.
- SMC is one of the few clearing service providers having a PAN – India reach.



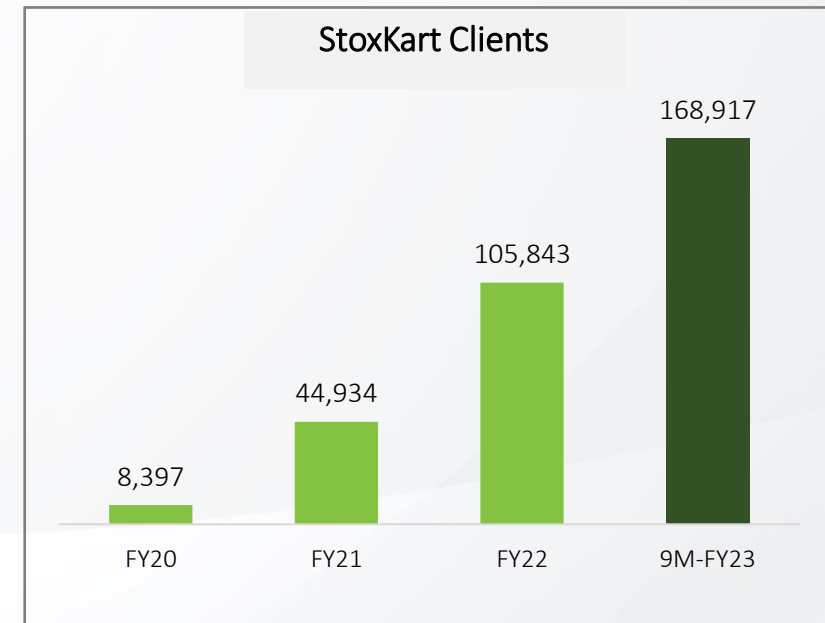
*Includes turnover from proprietary and clearing services from cash and derivative segments

**Includes broking clients under Stoxkart

- SMC has successfully launched a Discount broking platform in 2019 under the brand name StoxKart.
- It's a first-of-its-kind in the broking industry where customers are charged only for profitable transactions.
- Optimal usage of existing infrastructure is being leveraged to great cost savings targeting industry competitive prices.
- StoxKart is one of the very few brokers to offer API based trading services which enables the clients to write their own software programs for professional trading.
- StoxKart has added more than 1,68,000 clients till Dec 2022, and this has the potential to show exponential levels of growth. (StoxKart clients are unique from traditional broking clients)

Key Features:

- Big Saving in Brokerage- INR 15 flat on intraday trade. Brokerage per executed order regardless of the trade size or time and that too only on the profitable trades.
- Free Delivery Trades- Zero brokerage on delivery trades.
- Advanced Charting Facility- Advanced and cutting-edge charting tools with 80+ technical indicators on real-time basis.
- Advanced Trading Terminal- Seamless user-experience on mobile, browser & desktop trading platforms to help the customers trade on the move.
- Quick Trigger Alert- Get quick trigger alerts for price movements, pending orders, executed orders etc.
- Real Time Support- A dedicated team of experienced professionals ready to offer any kind of assistance regarding customer queries.





Client Engagement

- Developing research reports in HTML5 (Mobile Responsive Format). Creating campaigns using Social Media, Investor websites like Moneycontrol.com, Web banners, etc with an objective of adding value during prospect's awareness.



Innovative Trading Tools

- Availability of next generation tools for trading such as SMC ACE, SMC Easy Invest, SMC Algotrader, SMC Autotrender, Algo and HFT Trading.



"We are Online"

- Zendesk – the messaging chatbot enables us to identify and segregate anonymous visitors into customers and prospective clients and to address their issue in realtime.



- Next generation advance mobile trading platform 'SMC ACE'
- Provides Robo Advisory to the clients



- Platform for online trading through website and Mobile App



Quantitative Trading Desk(HFT)

- Specialize in automated trading strategies across multiple asset classes through cutting edge in-house trading platform



Digital Presence

- Active social media presence on various platforms including Facebook, Instagram, Twitter, LinkedIn, Youtube and Quora.



SMC has entered into an agreement with Markets Mojo, which is in the business of providing Market Data & Research Support Services across various channels of distribution and is also a SEBI registered Investment.



- Customized automated trading platform based on Algorithms



- Online App for investing in mutual funds, FDs and various other financial instruments



- An In house automated software which is totally unique to the system.
- Our team of software professionals develop various technical and statistical strategies for trading.



- Advance mobile trading app
- Single hand navigation to important functions
- Advanced Charting tools
- Multiple analysts research based recommendations

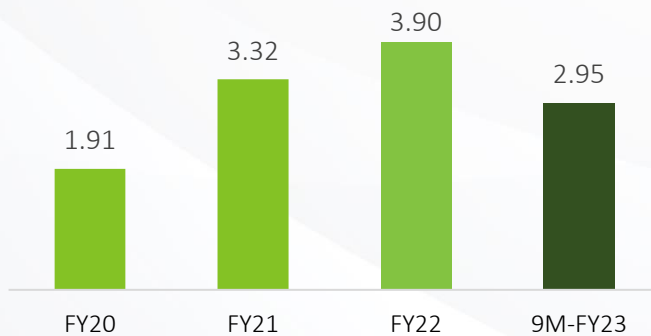


- SMC has tie up with 'Tradetron'
- With Tradetron, trading will be faster - better executions, real-time trading strategies. Tradetron makes it easy for those who lack time or even the know-how to trade online.

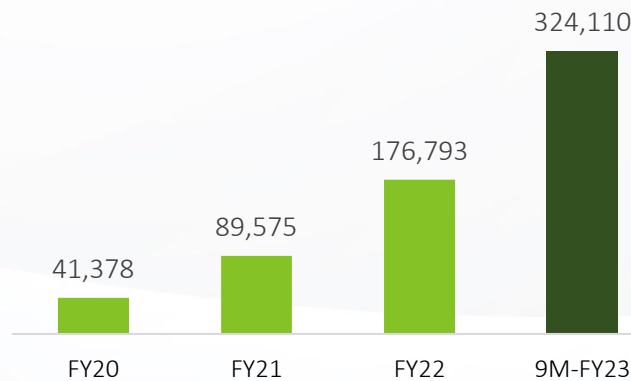


- SMC has tie up with 'Narnolia'
- Narnolia has created one of the best Process-Driven BUY-side Research teams in the country with capabilities spread across asset classes and investment strategies.

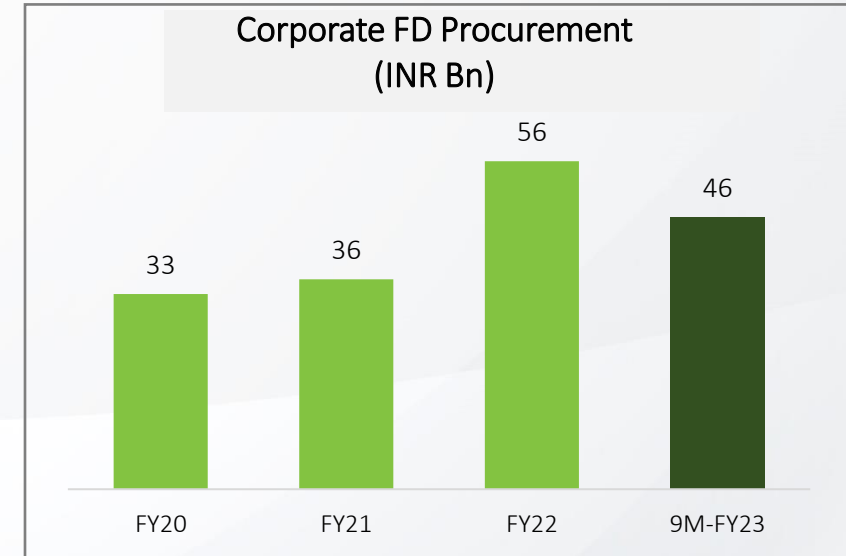
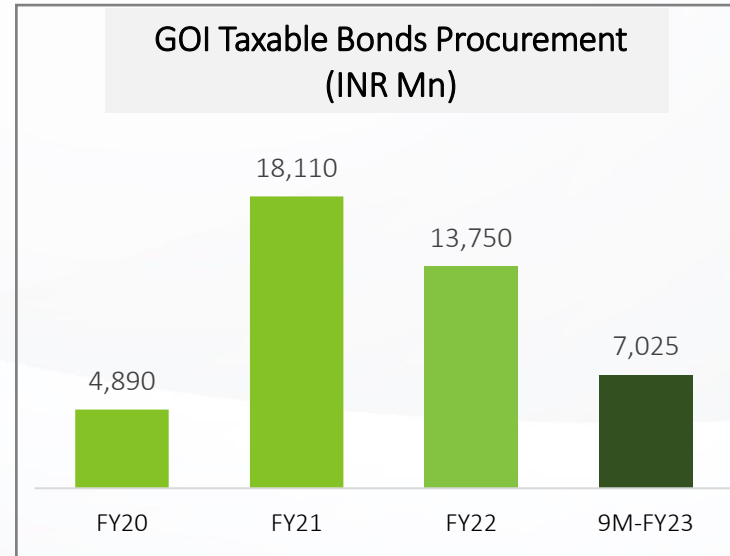
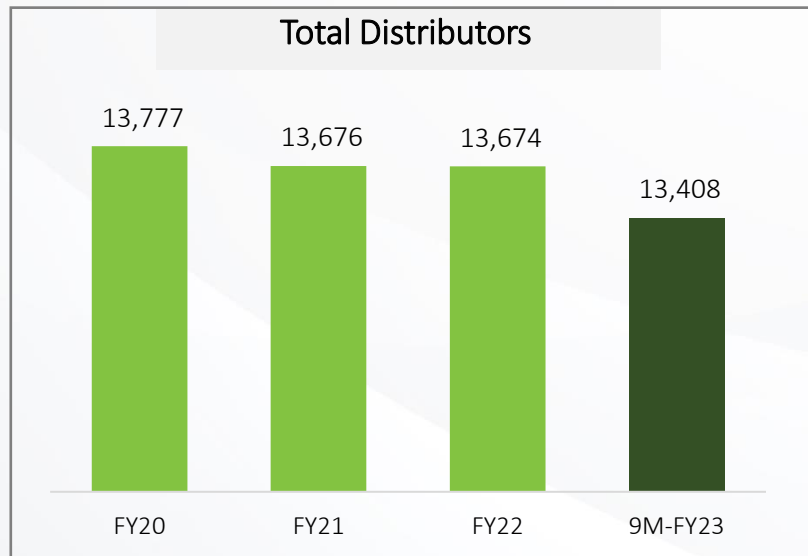
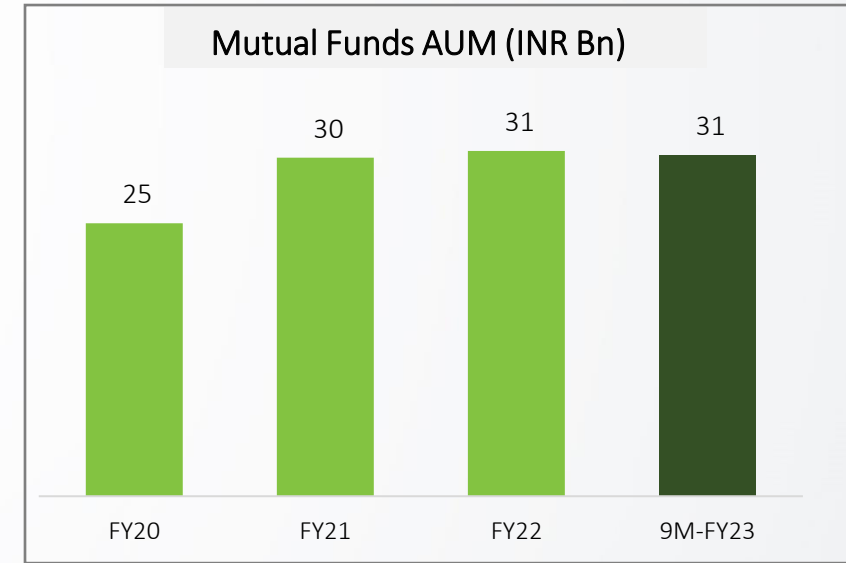
Website Traffic (In Mn)



Application Installations



- SMC offers distribution services of financial products including IPO's, Mutual Funds, Company Fixed Deposits, Bonds, through its network of branches and channel partners across India.
- SMC also provides retail financing through NBFC division in IPO's , FPO's & Bonds.
- Pan-India network of 13,408 independent financial distributors.
- SMC is ranked amongst top 20 syndicators in most of the Debt & Equity Issuances in retail segment.
- Distributing Mutual Fund schemes for all AMCs and has built a cumulative Asset under Management (AUM) of above INR 30.61 Bn+ with more than 67,828 active SIPs for clients.



High-Frequency Trading (HFT):

- HFT is a method of trading that uses powerful computer programs to transact a large number of orders in fractions of a second. It uses complex algorithms to analyze multiple markets and execute orders based on market conditions.
- We have an in-house team of software professionals, developing various technical and statistical strategies.

Arbitrage/ Algorithm Trading:

- SMC deploys its surplus funds into generating income from proprietary arbitrage business.
- Under arbitrage we use Algo trading and high frequency trading infra to capitalize on the market in efficiencies in Equity/ Pro/ Commodities and Currency segments of various exchanges.
- We are using state of the art hardware /software both outsourced and in house and also low latency network for running our various arbitrage strategies written by in house software team as well as outsource team vendors.
- SMC also has very talented Quant team which makes number of alpha generating strategies to give market network absolute return .

Fixed Income:

- The fixed income desk executes the procurement and placements of a wide range of debt instruments.
- Served more than 1,400 institutional and HNI clients till December, 2022.
- SMC's total turnover upto December, 2022 stood at INR 29.96 Bn.
- At this desk, SMC deals with Government securities (G-Sec), State Development Loans (SDLs), Debentures (PSUs, Corporates, NBFCs, Banks), Tax-Free Bonds, Money Market Instruments, Certificate of Deposits, Commercial Papers, Treasury Bills, Perpetual Bonds, Other Debt Market Instruments.
- Serving a broadly diversified client profile consisting of State Electricity Boards, Private & PSU Corporate PFs, Gratuity Trusts, Schools / Universities / Education Institutes, Charitable Trusts, Banks/ Mutual Funds/ Insurance Companies, Debt Brokers, Corporate Treasuries, HNIs, etc.

Wealth Management:

- Total Clients served under wealth management clock over 10,891 with managed AUM/ AUA of INR 5,676 Mn.
- We have our direct sales branches/ regional offices at Delhi, Mumbai, Bangalore and Pune.

Portfolio Management:

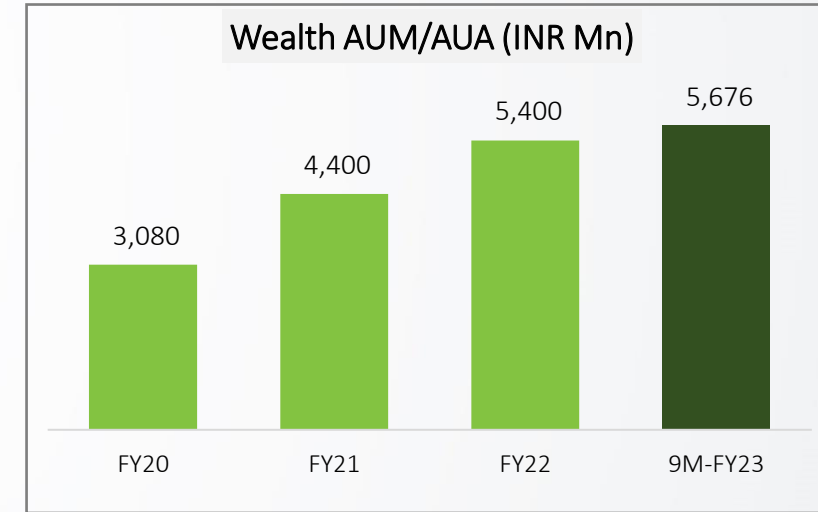
- Under our PMS desk, we focus on buying fundamentally sustainable growing businesses and outperform the benchmark indices by investing in equity and equity related instruments including mutual funds.

Investment Banking:










- SMC Capitals Ltd. is a SEBI registered Category I Merchant Banker, having executed over 50 high profile deals including IPOs, debt issuances and other equity-based transactions.

Real Estate/Mortgage Advisory:

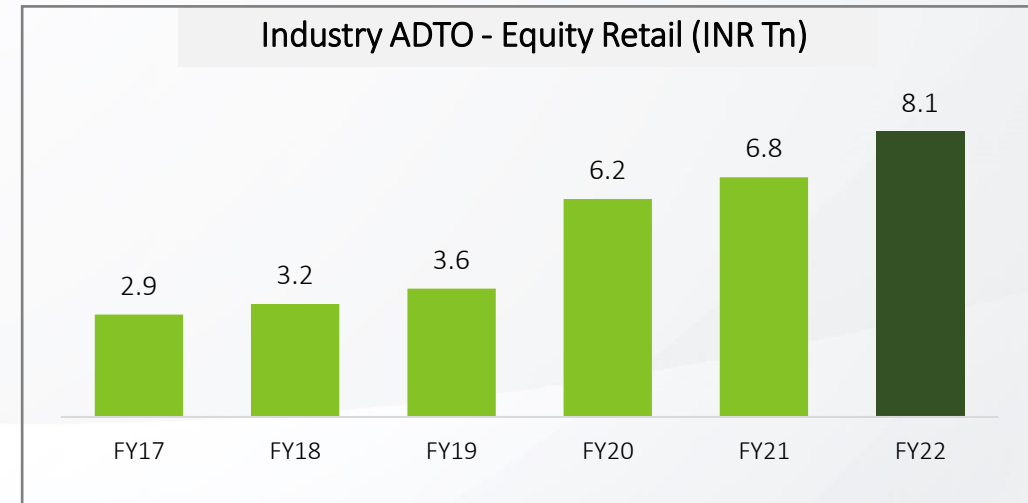
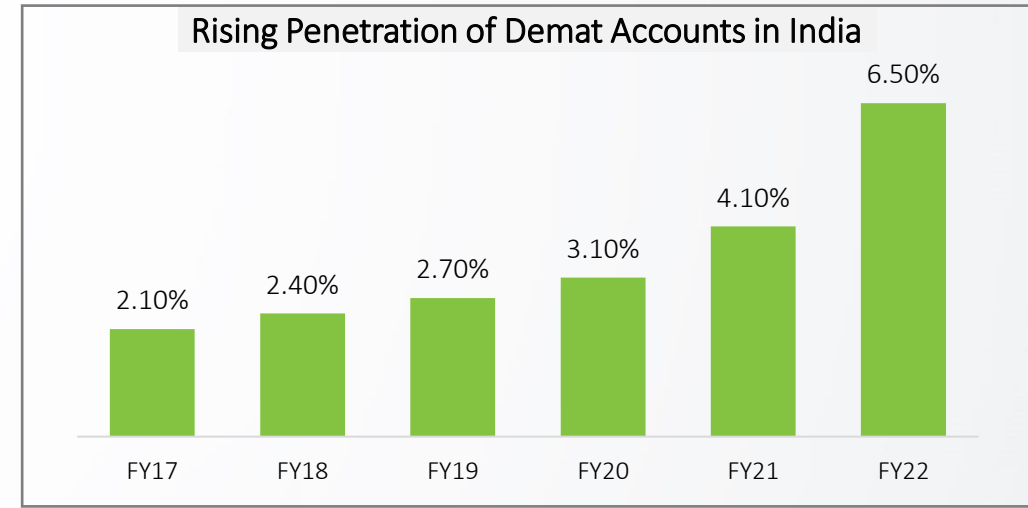
- Fully Integrated real-estate solution provider for end-users, investors & developers.
- Supported by 1,269 sub-brokers.
- 7,005 transactions done since 2015 valued at INR 36.77 Bn.
- Tie-ups with leading developers like Godrej, Lodha, Shapoorji, TATA, Shobha, Hiranandani, Adani, Mantra, ATS, VTP realty, NDLC etc.
- Mortgage Advisory- Tie-ups with leading banks for debt syndication of secured/unsecured loans for retail and corporate borrowers.



Marquee Investment Banking Deals

 BSE Limited IPO - BRLM	 Coromandel International Limited M&A Advisory	 VRL LOGISTICS LIMITED VRL Logistics Private Equity Advisory	 Muthoot Fincorp Limited Debt Public Issue – Lead Manager	 L&T Infrastructure Finance Limited Long Term Infrastructure Bonds – Co Lead Manager
 SHRIRAM Life Insurance YOUR PARTNER FOR PROSPERITY Shriram Transport Finance Company Limited Debt Public Issue – Lead Manager	 Kosamattam Finance Limited Debt Public Issue – Lead Manager	 IDFC BANK IDFC Limited Long Term Infrastructure Bonds – Co Lead Manager	 VENUS PIPES AND TUBES Venus Pipes & Tubes Limited IPO – Sole BRLM	

- Equity Broking industry is likely to clock a total revenue of ~INR 27,000-28,000 crore in FY 2022, registering a year-on-year (YoY) growth of 28-33%, the revenue growth rate is expected to taper to 5-7% in FY 2023
- High investor awareness, increased retail interest across market segments, easier and faster means to access the markets and continuing FII inflows will continue to boost these numbers.
- Value added service offering becomes a key differentiator amid rising competitive pressure and decreasing interest rates.
- Steady increase in trading activity can be seen with the trading volumes peaking every quarter.
- Significant increase in retail participation is being witnessed in the industry where, the total number of Dematerialized accounts increased to INR 9.65 Cr. in June FY22.
- While growth momentum is expected to continue at medium pace, the traction witnessed in FY22 is expected to stabilize in the coming years.
- ICRA estimates the brokerage industry to clock a record broking income of INR 295-305 Bn at a growth rate of 7-8% from the previous financial year, in FY22. Growing retail share along with increasing interest and other fee income is expected to support profitability.

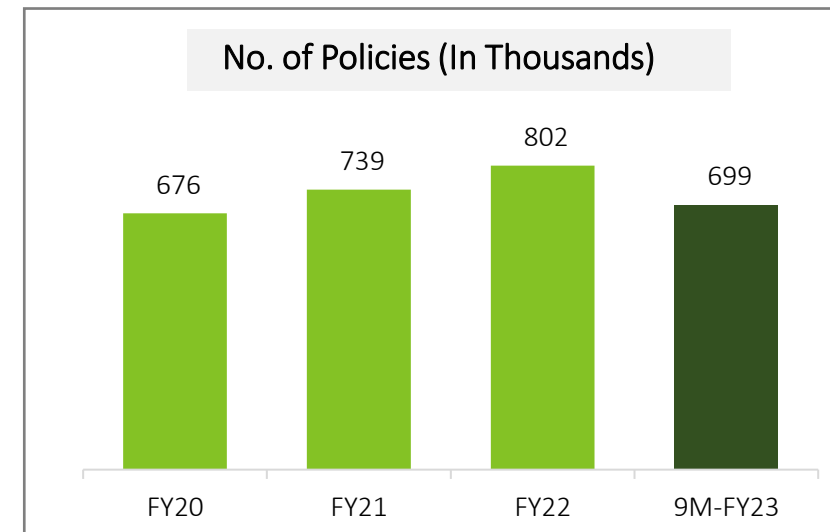
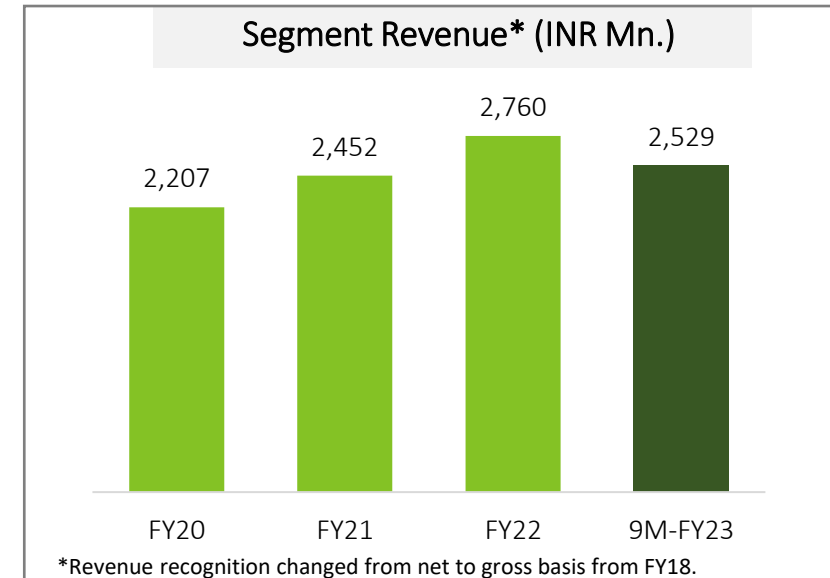


The background of the slide is a dark, moody photograph of two hands cupping a globe. The globe is rendered in a stylized, segmented green and white pattern. In the background, behind the hands, there is a faint, light-colored silhouette of a family consisting of a man, a woman, and two children holding hands.

Insurance Broking



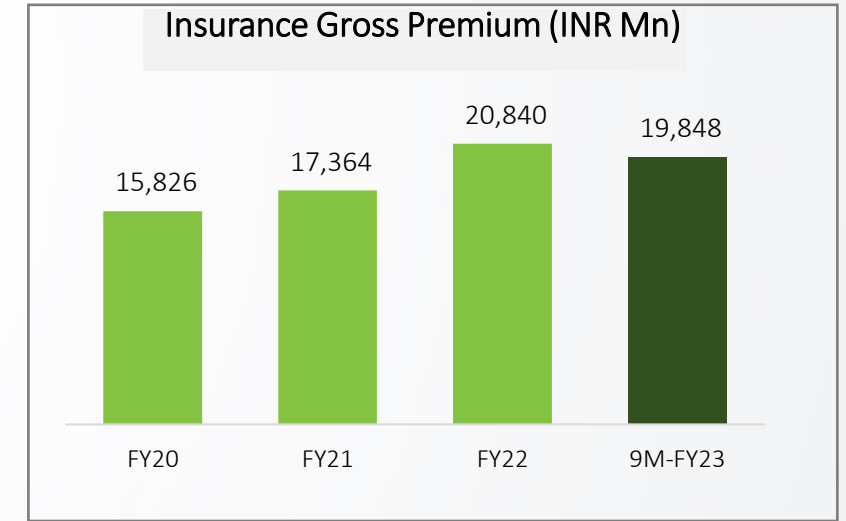
- SMC Insurance Brokers Pvt. Ltd. which is a Direct Insurance Broker registered with IRDAI (Insurance Regulatory and Development Authority of India) provides a complete array of services in Life Insurance and General Insurance Category including consulting, risk analysis, policy serving and claim settlement 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 7 branches across the country with more than 564 employees, 13,408 Point of Sales (POSS) and 290 Motor insurance Service Providers (MISPs) servicing a retail customer base of more than 8,00,000 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.



General Insurance (GI)

Non-Life/ General Insurance contributes around 95.91% of the total revenues of the Company.

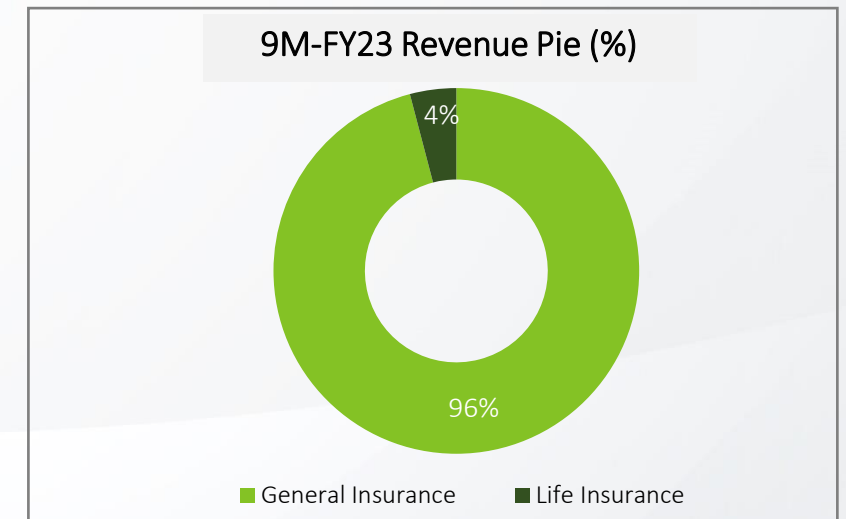
- Within this segment, sales primarily happen through MISP (Motor Insurance Service Provider), POS (Point of Sales person), direct sales channel-foot on the street model.
- SMC had 2.37% of Industry market share for Insurance Motor premiums as on 31st March, 2021.
- The General Insurance business segment has following sub verticals under which policies are sold:
 - MISP: Motor Insurance Service Provider
 - GI Retail: Personal Line Products offered i.e. Motor, Health, Travel, Home Insurance etc.
 - GI Corporate: Marine insurance, Fire insurance etc. to corporate, institutional and government bodies.



Life Insurance (LI)

This segment contributed around 4.09% of the total revenue in insurance broking.

- We have a tie up with all the Life Insurance Companies for procuring business with an overall range of 40- 45 products to offer to our clients.
- Our offerings include varied products viz Term Plans, Market Linked Investment Plans, Endowment plans promising guaranteed returns for varied client requirements.



Distribution

- Deep and wide national coverage
- Strong presence in Tier-1 and Tier-2 cities
- Leveraging SMC Global's (Parent) franchisee network

Processes

- Best in industry quality processes
- 100% verification of all leads to ensure no mis-selling
- Emphasis on employee training and development
- Complying to data confidentiality, regulatory compliance and IRDA guidelines

Technology Platform

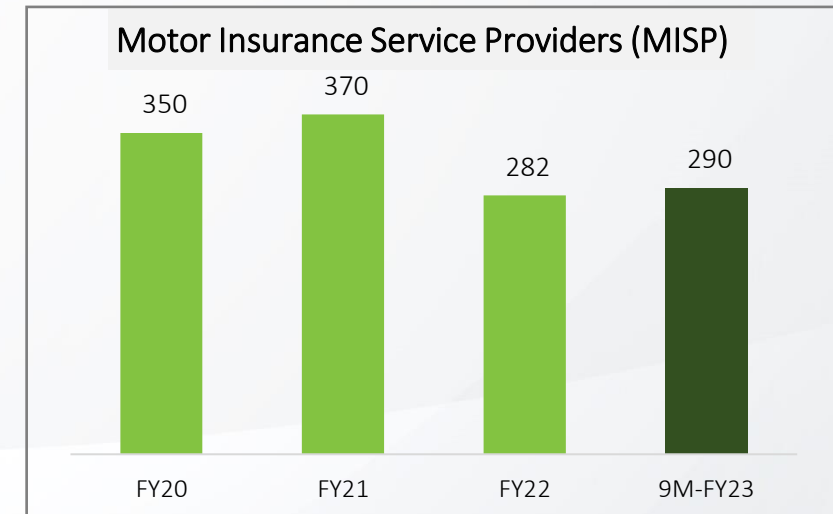
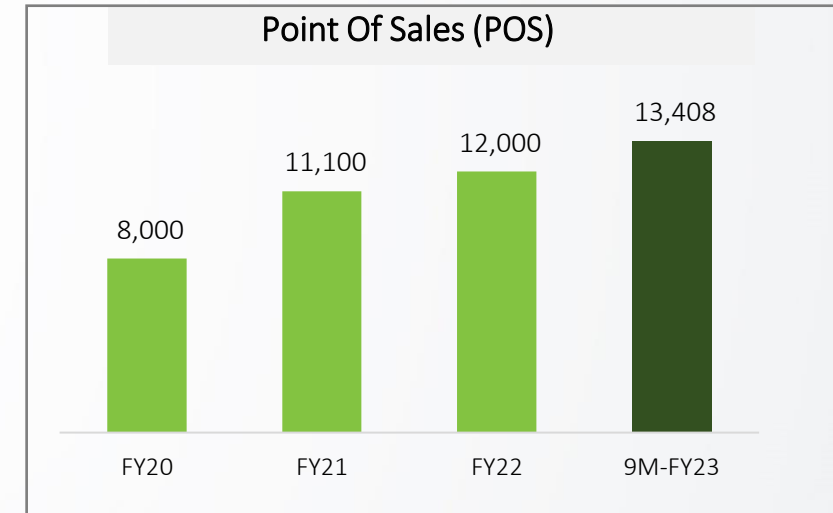
- www.smcinsurance.com online portal has developed for catering to B2B and B2C network.
- The portal has Artificial Intelligence features and is Multi Lingual
- Average Monthly spend of INR 50 lakhs (approx.) on technology development

POS Model

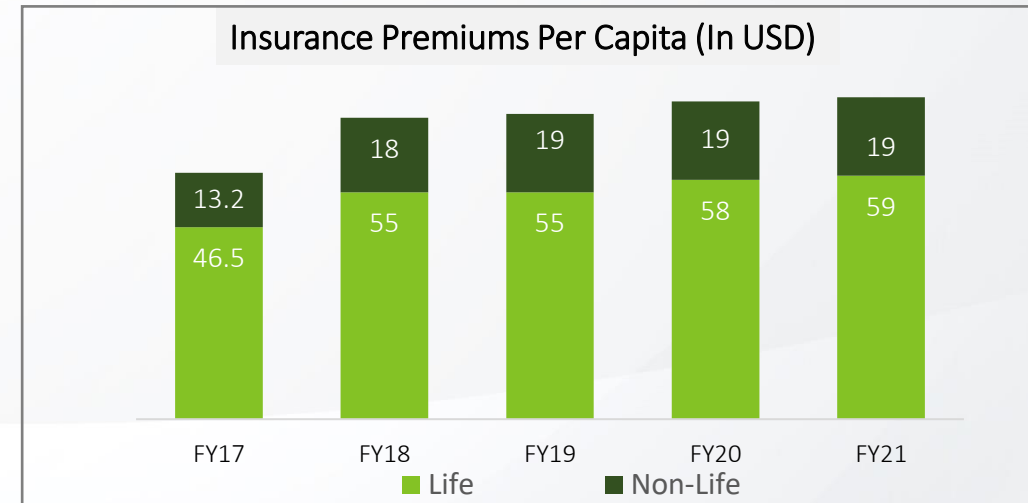
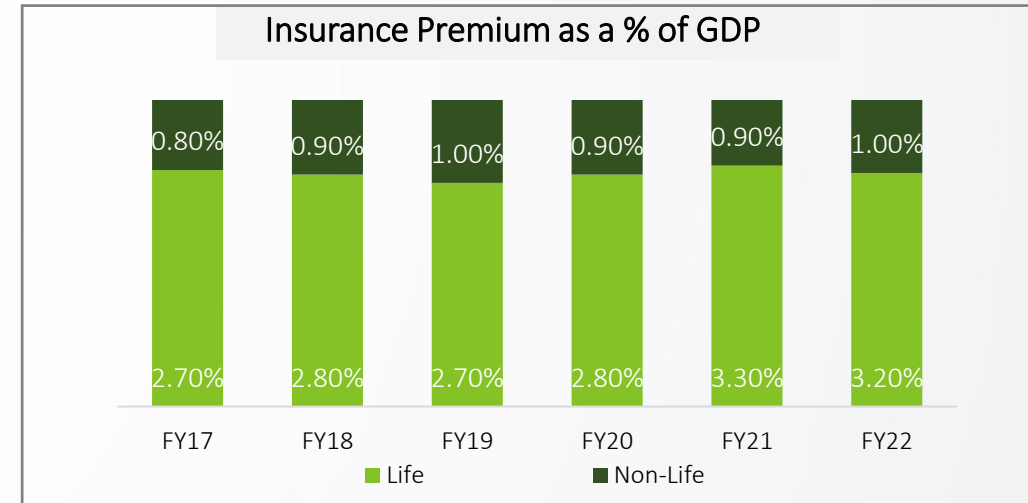
- Point of Sale, an individual authorized by IRDA for sales/ servicing of the Insurance policies on behalf of the Company
- Post online training & certification the individual sources pre underwritten Insurance policies (Motor, Travel, Personal accident & home insurance)

MISP model

- MISP guidelines effective Nov 2017 have paved way for large business opportunities through OEM dealers
- First broker in OEM insurance program to successfully launch entire insurance program compliant with MISP guidelines
- First online portal for MISP enrollment – training, examination and registration
- First insurer evaluation for Automotive Insurance Program through online RFP by insurers & dealer rating of insurers



- The Insurance industry in India is expected to reach USD 280 Bn. India's general insurance market is expected to grow at a compound annual growth rate of 6.2% during 2019-2023. Life insurance industry in the country is expected to grow 5.3% annually from 2019 to 2023.
- Insurance reach is still low in India. Overall insurance penetration (premiums as % of GDP) in India was 4.2% in FY21, providing a huge underserved market; with life insurance penetration at 3.2% and non-life insurance penetration at 1.00%.
- Investment corpus in Indian insurance sector might rise to USD 1 Tn by 2025.
- In FY22, premiums from new businesses of life insurance companies in India stood at USD 40.1 Bn, and renewal premium stood at USD 49.2 Bn.
- According to the data compiled by the Life Insurance Council, in March 2021, new business premium of 24 life insurers increased by 70% YoY at INR 43,416.69 Crs (USD 5.81 Bn). For FY21, new business premium for life insurers increased by 7.5% YoY at INR 2.78 Tn (USD 37.17 Bn).
- In India, gross premiums written of non-life insurers reached USD 28.17 Bn in FY22 (between April 2021-March 2022), from USD 26.52 Bn in FY21 (between April 2020-March 2021), driven by strong growth from general insurance companies.
- In FY23* non life insurance sector premiums reached at INR 36,680.69 Cr (USD 4.68 Bn).
- Higher personal disposable incomes would result in higher household savings that will be channeled into different financial savings instruments like insurance and pension policies.



Financing (NBFC)



9M-FY23 NBFC Business in numbers



76 Channel Partners
7 Branches



Employees
254



Number of Lenders
15



Collection Efficiency
Approx 99%



Net Worth
INR 3,943 Mn



Loan AUM
INR 7,868 Mn



Cumulative Loans Disbursed
INR 20 Bn+



NNPA %
1.34%



ROTA %
5.46%



Revenue
INR 1,012 Mn



Total Borrowings/Leverage Ratio
INR 4,181 Mn / 1.06x



Secured Loans %
48%



OPEX to AUM
5.72%



Cost of Borrowing % / NIM %
9.27% / 13.48%



Credit Cost-ANR / PCR
0.80% / 43.83%

NBFC – Systemically Important (SI)

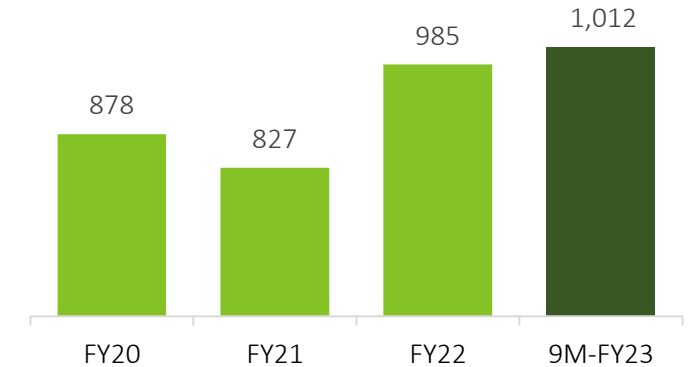


- In the year 2008, SMC started providing financing services through its wholly owned subsidiary, Moneywise Financial Services Pvt. Ltd. (SMC Finance).
- SMC finance offers a wide bouquet of loan products i.e. SME-LAP (loan against property), SME-onward-lending (to NBFC/MFI), SME Assets (medical & other equipment), SME-WCTL and recently Gold loan product has been launched in current FY 23 in order to tap the growing credit requirement.
- The NBFC, is currently focused on capital preservation, given its healthy capital adequacy, strong liquidity position, diversified portfolio mix.
- The NBFC has scaled up its operations over the years by opening new branches across geographical regions. It has credit rating “A- Stable” by Care & ICRA .
- In order to achieve the above objective, NBFC is raising funds from Banks/ F.I. which will also result in optimizing average cost of borrowing.

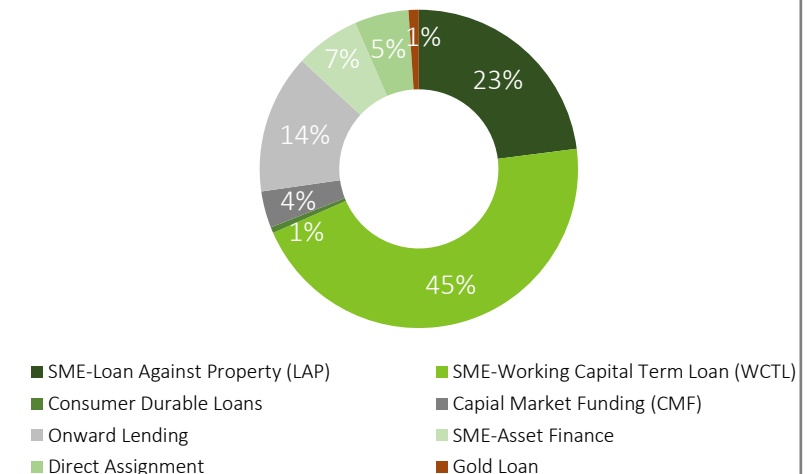
	Gold Loan	CMF	Consumable Durables	Retail DAs	Onward Lending	SME Assets	SME LAP	SME WCTL	Total
AUM (INR Mn)	82	293	47	432	1,113	518	1,808	3,575	7,868
Tenure (Months)	12	12	6	18	24	60	120	36	
Avg. Ticket Size (INR Mn)	4.82	0.83	5.85	9.38	16.61	10.80	16.29	1.62	
Return on Investment	18.0%	18.0%	17.0%	16.0%	14.5%	13.0%	12.8%	17.3%	
No. of Clients	1,092	354	14,291	5	67	48	111	2,204	18,172

* All numbers as of Q3-FY23
Investor Presentation

Segment Revenue (INR Mn)

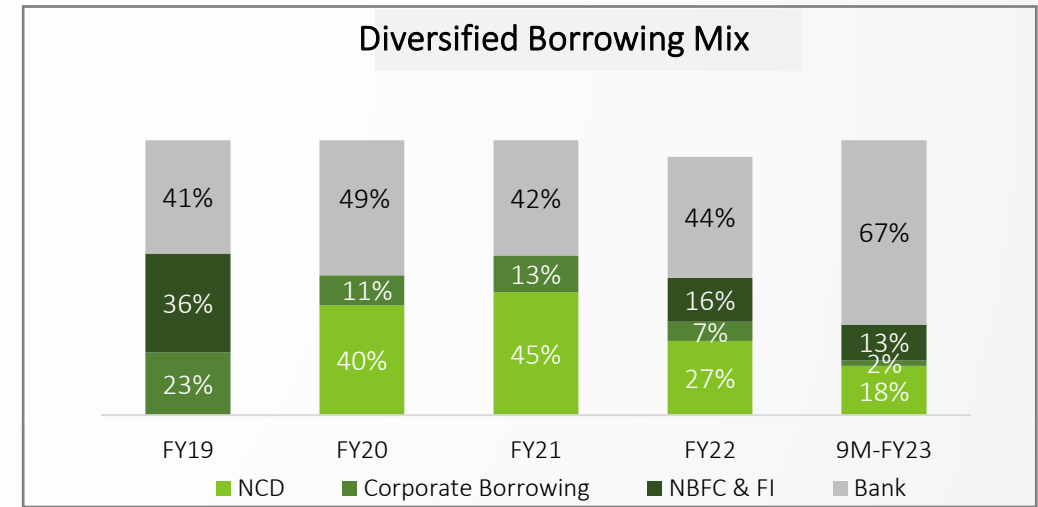


9M-FY23 Lending Portfolio



- Increasing diversity in borrowing profile with borrowing from bank & financial institutions.
- Continued plan to raise additional funds through diversified sources and through various instruments.
- Cumulative Asset/ Liability mismatch, surplus of INR 476.2 Mn in 30 days bucket which is well under control as per RBI guidelines.

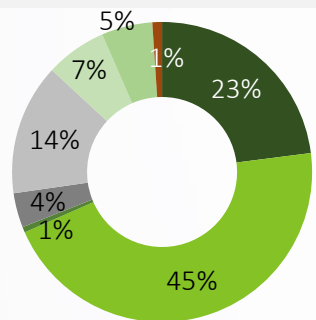
Lending Institutions



Borrowing Program Supported By Superior Ratings

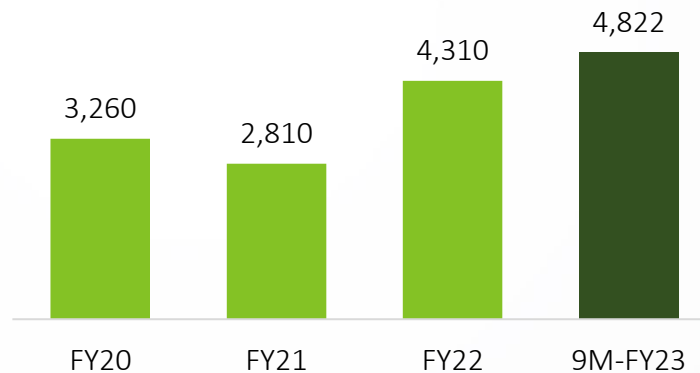
Rating Type	Rating	Rating Agency
Long term bank loans	CARE A- (stable)	CARE
Long term bank loans	ICRA A- (stable)	ICRA
NCD	CARE A- (stable)	CARE
PP-MLD	ICRA A- (stable)	ICRA

Lending Portfolio



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

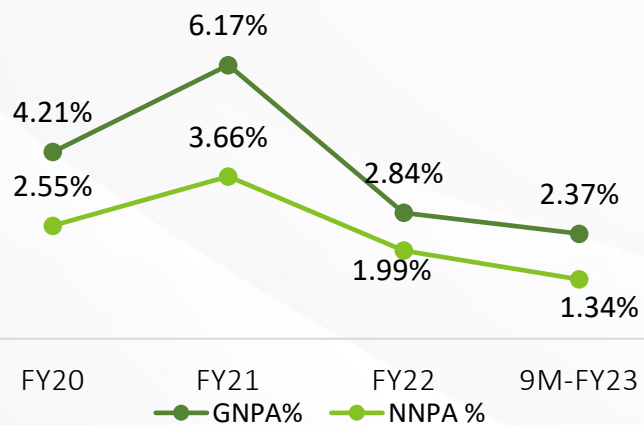
Disbursements (INR Mn)



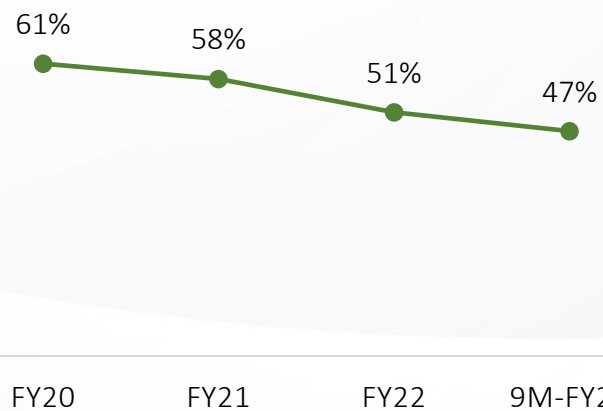
NII (INR Mn) & NIM (%)



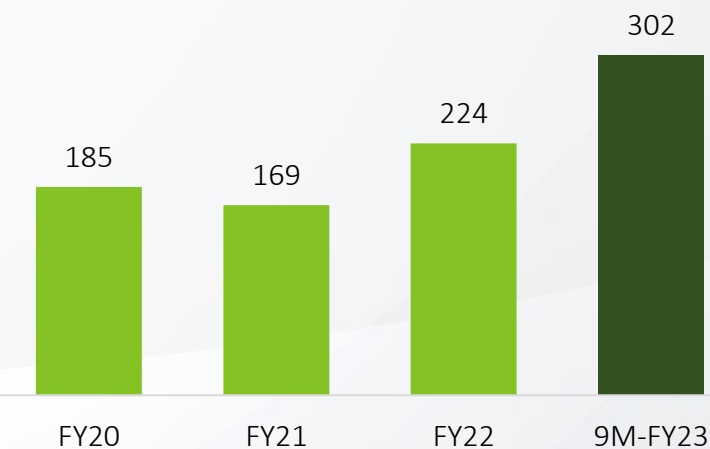
GNPA % & NNPA %



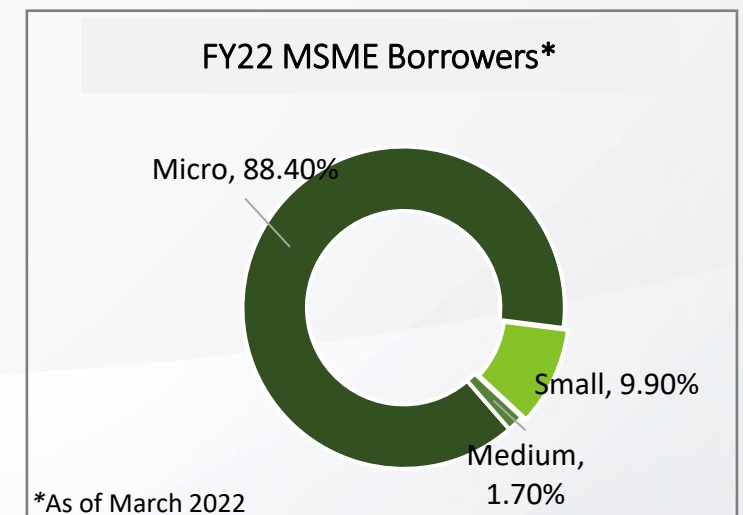
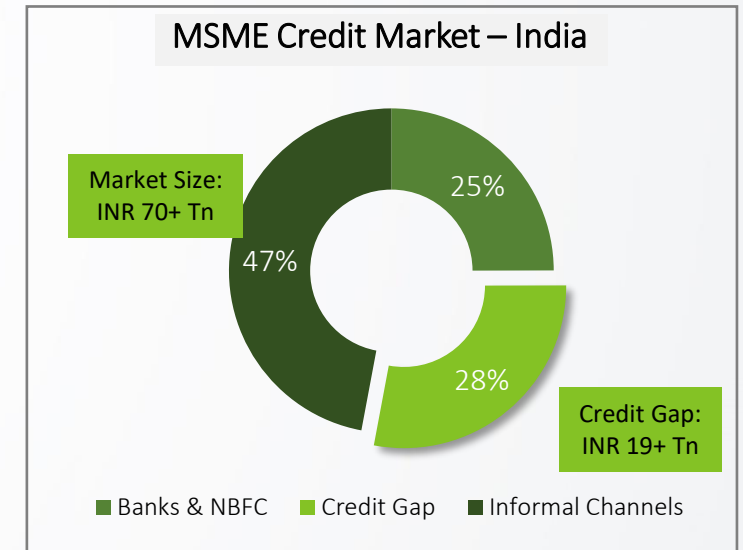
CRAR %



PAT (INR Mn)



- Non-Banking Finance Companies (NBFCs) have played an important role in the Indian financial system by complementing and competing with banks, and by bringing in efficiency and diversity into financial intermediation.
- NBFCs have evolved considerably in terms of operations, heterogeneity, asset quality and profitability, and regulatory architecture. Going forward, the growing systemic importance and interconnectedness of this sector calls for regulatory vigil.
- The regulatory approach of the Reserve Bank has adapted to the increase in complexity of the entities within the NBFC sector as well as the growing significance of NBFCs within the financial sector.
- The number of registered MSMEs has grown to 63 Mn units in 2022 at a growth rate of 18.5% from the previous year with the launch of Udyog Aadhaar Memorandum policy promoting business activities in the country.
- India has a large unmet SME credit as less than 20% of these SMEs have access to credit facilities which brings the potential addressable market of INR 19.4 Tn under this credit gap.
- Total MSME credit exposure is at INR 23.12 lakh Crs as of Mar'22, reflecting YOY growth rate of 6.3%.
- Availability of good credit borrowers supported with rising income levels as demand is being fuelled by economic growth. Total disbursements in MSME have increased YoY by ~43% in Q4-FY22.
- Government policies like “Atmanirbhar Bharat”, and “Make in India” promote the facilitating of credit to MSME organizations for which the market is growing at a rate of 12% YoY.



The background of the slide is a dark, semi-transparent image of a hand holding a pen over a budget spreadsheet and a calculator. A large, stylized green leaf graphic is overlaid on the right side of the image. The leaf is composed of several overlapping, curved segments in various shades of green, creating a sense of depth and movement.

Financial Overview

Historical Consolidated Income Statement

Particulars (INR Mn)	FY20	FY21	FY22	9M-FY23
Operational Income	7,785	9,013	11,169	9,110
Total Expenses	6,599	7,060	8,218	7,037
EBITDA	1,186	1,953	2,951	2,073
<i>EBITDA Margins (%)</i>	<i>15.23%</i>	<i>21.67%</i>	<i>26.42%</i>	<i>22.76%</i>
Other Income	56	69	39	27
Depreciation	192	180	201	163
Interest	599	424	575	624
Profit (Loss) from Joint Venture	-	7	-	-
PBT	451	1,425	2,214	1,313
Tax	212	375	468	328
Profit After tax	239	1,050	1,746	985
<i>PAT Margins (%)</i>	<i>3.07%</i>	<i>11.65%</i>	<i>15.63%</i>	<i>10.81%</i>
Other Comprehensive Income	(63)	27	16	48
Total Comprehensive Income	176	1,077	1,762	1,033
Basic & Diluted EPS (INR)	2.11	9.28	15.43	9.14

Historical Consolidated Balance Sheet

Particulars (INR Mn)	FY21	FY22	H1-FY23
ASSETS			
Non-Financial Assets			
Inventories	132	345	55
Current tax assets (net)	224	365	381
Deferred tax assets (net)	317	223	270
Assets held for sale	24	40	42
Property, plant and equipment	268	790	844
Capital work - in - progress	-	-	-
Right of use assets	350	330	349
Other intangible assets	17	18	16
Intangible assets under development	1	12	18
Other non-financial assets	242	276	343
Sub-Total Non-Financial Assets	1,575	2,399	2,318
Financial Assets			
Cash and cash equivalents (incl. Other Bank balance)	10,975	12,819	15,840
Receivables	3,339	3,458	4,490
Loans	5,758	7,800	8,613
Investments	1,171	1,706	1,153
Other financial assets	1,056	1,243	1,094
Sub-Total Financial Assets	22,299	27,026	31,190
TOTAL ASSETS	23,874	29,425	33,508

Particulars (INR Mn)	FY21	FY22	H1-FY23
EQUITY AND LIABILITIES			
Equity			
Share Capital	226	226	209
Other Equity	7,501	9,035	8,699
Non-controlling interest	16	16	15
Total Equity	7,743	9,277	8,923
Non-Financial Liabilities			
Current tax liabilities (net)	15	-	60
Provisions	234	268	308
Other non-financial liabilities	166	262	243
Sub-Total Non-Financial Liabilities	415	530	611
Financial Liabilities			
Trade Payables	4,843	7,108	8,815
Lease Liabilities	338	329	350
Debt Securities	783	702	308
Borrowings	3,821	3,939	5,960
Other Financial Liabilities	5,931	7,540	8,541
Sub-Total Financial Liabilities	15,716	19,618	23,974
Sub-Total Liabilities	16,131	20,148	24,585
TOTAL EQUITY AND LIABILITIES	23,874	29,425	33,508

Historical Standalone Income Statement

Particulars (INR Mn)	FY20	FY21	FY22	9M-FY23
Operational Income	4,219	5,013	6,699	5,175
Total Expenses	3,587	3,760	4,503	3,746
EBITDA	632	1,253	2,196	1,429
<i>EBITDA Margins (%)</i>	<i>14.98%</i>	<i>25.00%</i>	<i>32.78%</i>	<i>27.61%</i>
Other Income	310	197	142	115
Depreciation	139	118	144	122
Interest	427	280	372	411
PBT	376	1,052	1,822	1,011
Tax	79	303	376	222
Profit After tax	297	749	1,446	789
<i>PAT Margins (%)</i>	<i>7.04%</i>	<i>14.94%</i>	<i>21.59%</i>	<i>15.25%</i>
Other Comprehensive Income	(61)	26	(2)	(1)
Total Comprehensive Income	236	775	1,444	788
Basic & Diluted EPS (INR)	2.63	6.62	12.78	7.32

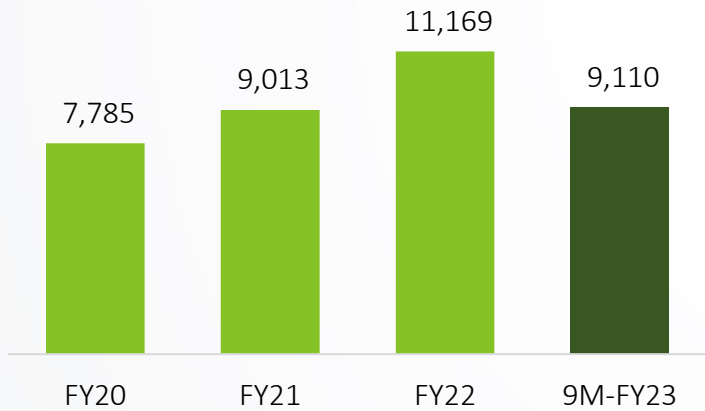
Historical Standalone Balance Sheet

Particulars (INR Mn)	FY21	FY22	H1-FY23
ASSETS			
Non-Financial Assets			
Inventories	132	237	-
Current tax assets (net)	163	212	181
Deferred tax assets (net)	80	21	60
Property, plant and equipment	210	741	762
Right of use assets	263	246	236
Other intangible assets	8	8	7
Intangible assets under development	-	8	10
Other non-financial assets	137	125	170
Sub-Total Non-financial Assets	993	1,598	1,426
Financial Assets			
Cash and cash equivalent (incl. Other Bank balance)	10,413	11,933	15,145
Receivables	2,374	2,723	3,679
Loans	128	1,093	1,499
Investments	4,841	5,527	4,895
Other financial assets	656	842	811
Sub-Total Financial Assets	18,412	22,118	26,029
TOTAL ASSETS	19,405	23,716	27,455

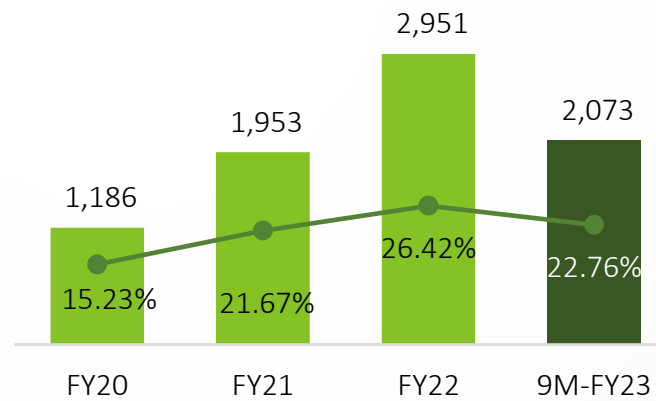
Particulars (INR Mn)	FY21	FY22	H1-FY23
EQUITY AND LIABILITIES			
Equity			
Share Capital	226	226	209
Other Equity	6,489	7,706	7,254
Total Equity	6,715	7,932	7,463
Non-Financial Liabilities			
Current Tax Liabilities (net)	-	-	37
Provisions	128	158	188
Other non-financial liabilities	80	123	154
Sub-Total Non-Financial Liabilities	208	281	379
Financial Liabilities			
Trade Payables	3,979	6,356	7,767
Lease Liabilities	247	237	229
Debt Securities	-	-	-
Borrowings	2,384	1,510	2,961
Other Financial Liabilities	5,872	7,400	8,656
Sub-Total Financial Liabilities	12,482	15,503	19,613
Sub-Total Liabilities	12,690	15,784	19,992
TOTAL EQUITY AND LIABILITIES	19,405	23,716	27,455

Historical Consolidated Financial Performance

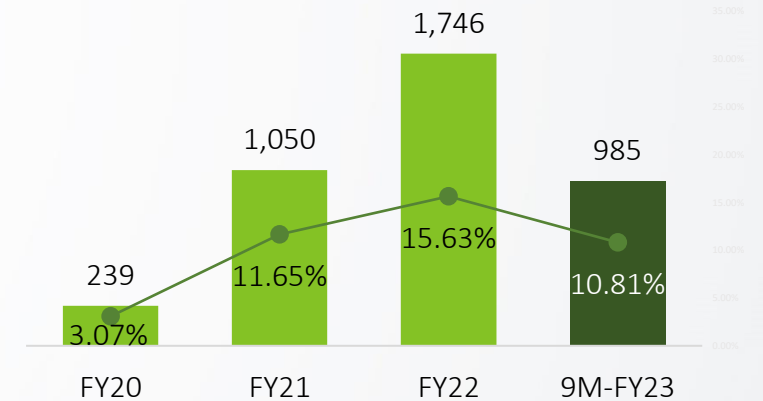
Revenue (INR Mn)



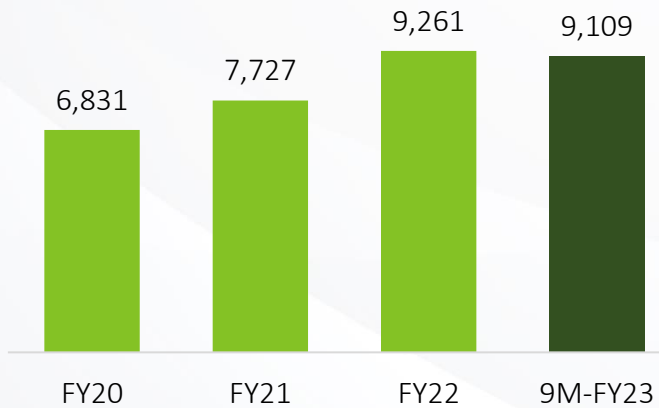
EBITDA (INR Mn) & EBITDA Margin (%)



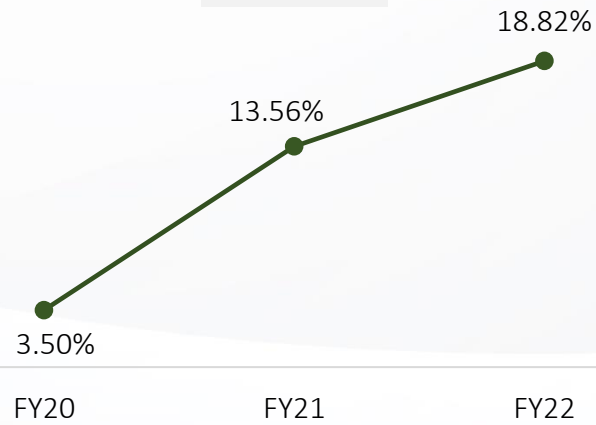
PAT (INR Mn) & PAT MARGIN (%)



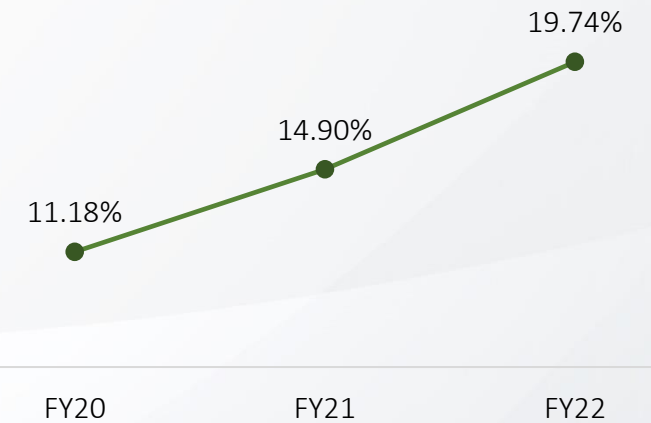
Net Worth (INR Mn)



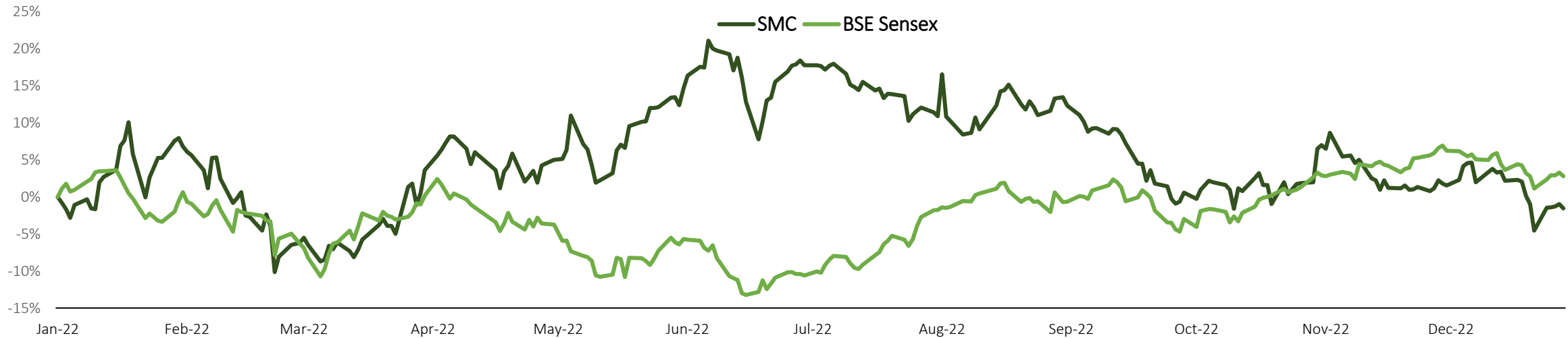
ROE %



ROCE %



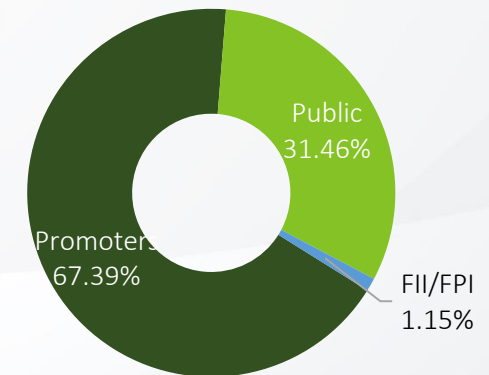
1 Year Stock Performance (as on 31st December, 2022)



Price Data (As on 31st December, 2022)

Face Value	: 2.00	Book Value per Share	: 85.09
CMP			76.80
52 Week H/L			95.40/68.55
Market Cap (INR Mn)			8,040.96
No. of Share outstanding (Mn)			104.70
Avg. Trading Volume ('000)			210.04
Avg. Net Turnover (INR Mn)			17.60

Shareholding Pattern (As on 31st December, 2022)



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A hand holding a black pen is positioned over a budget spreadsheet. The spreadsheet is titled "Monthly Budget - Detail" and lists various categories such as "Entertainment", "Food", "Housing", and "Insurance". A large, stylized green leaf graphic is overlaid on the right side of the image, partially obscuring the spreadsheet and the hand. The background is a dark, blurred image of a desk with a calculator and other office supplies.

Thank You