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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- 5th February, 2024

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

Subject: Earnings Presentation Q3/9M-FY 24.

Dear Sir(s),

In compliance with Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with Part A (15) of Schedule III, enclosed is a copy of the Earnings Presentation for the Quarter ended on 31st December, 2023.

This will also be hosted on the Company's website at www.smcindiaonline.com

This is for your information and record.

For SMC Global Securities Limited

Suman Kumar

E.V.P. (Corporate Affairs & Legal), Company Secretary & General Counsel

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

KOLKATA OFFICE : 18, Rabindra Sarani, Poddar Court, Gate No. 4, 5th Floor, Kolkata - 700001 Ph : +91-33-66127000 Fax : +91-33-66127004
E-mail : smckolkata@smcindiaonline.com





SMC Global Securities Ltd.

Earnings Presentation
Q3/9M-FY24



Quarter Performance Q3FY24

Q3FY24

Revenue **+35%**
INR 427.9 Crores ▲

EBITDA **+58%**
INR 113.2 Crores ▲

PAT **+63%**
INR 52.0 Crores ▲

Margins Profile

EBITDA	PAT
▲ 26.5%	▲ 12.2%
+397 Bps	+210 Bps

- Significant revenue growth in insurance and financing business segments.
- Margins improved due to a volume increase and stable fixed costs.

9MFY24

Revenue **+24%**
INR 1,128.8 Crores ▲

EBITDA **+38%**
INR 285.8 Crores ▲

PAT **+24%**
INR 122.0 Crores ▲

Margins Profile

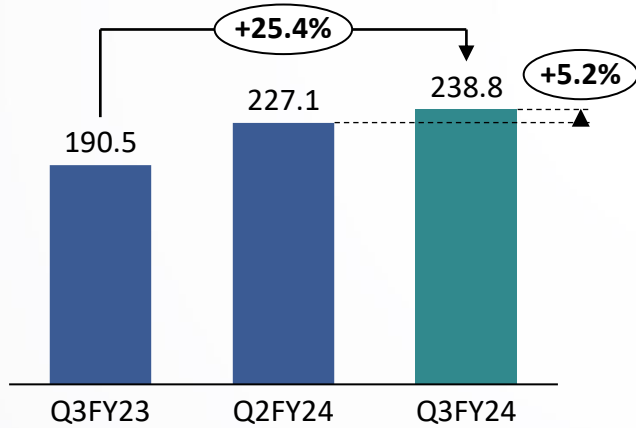
EBITDA	PAT
▲ 25.3%	▲ 10.8%
+249 Bps	

- Achieved revenues close to the full-year (FY23) figure in the first nine months of FY24.
- The company continued to focus on enhancing its technological capabilities

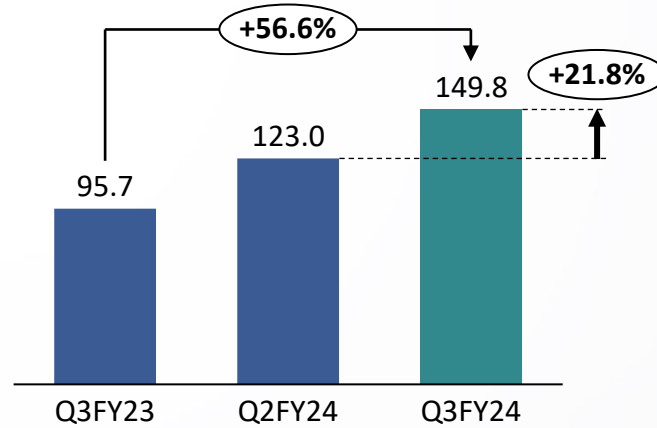
Consolidated Segmental Performance

(Rs. Crs)

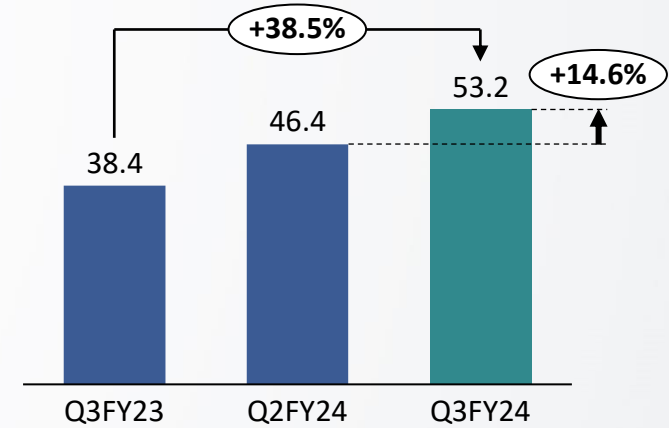
BROKING, DISTRIBUTION & TRADING



INSURANCE BROKING



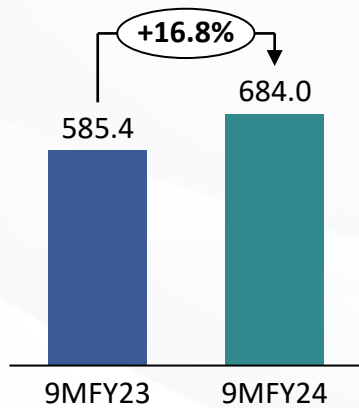
FINANCING



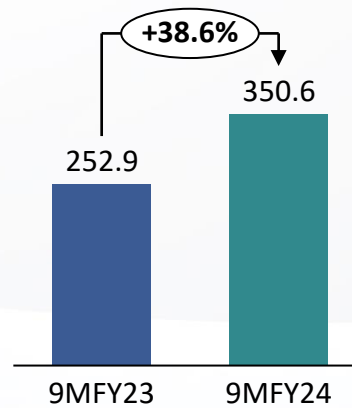
Q3FY24

(Rs. Crs)

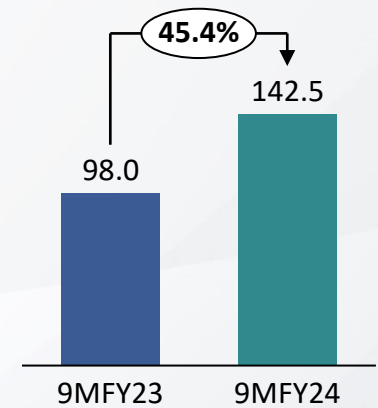
BROKING, DISTRIBUTION & TRADING



INSURANCE BROKING



FINANCING

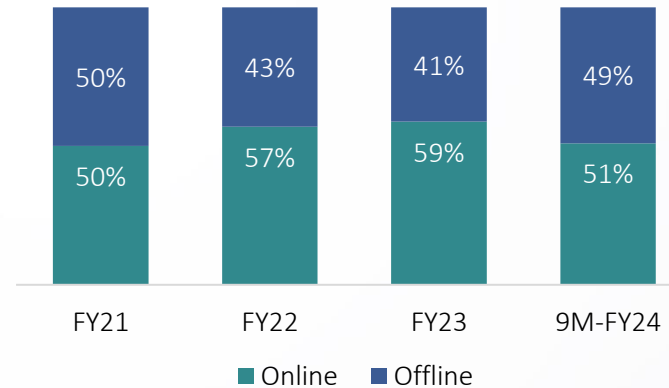


9MFY24

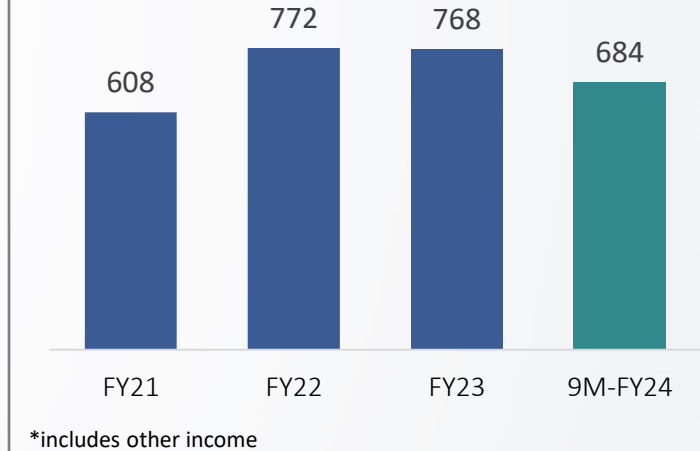
Key Highlights:

- Our expansive network includes **2,458** sub-brokers and authorized persons, spanning **445** cities.
- In financial distribution, our network growth persists with **7,030** associates.
- During the last quarter, we added **21,497** Demat accounts to our portfolio.
- Revenue increased in Q3 by **25.4% Y-o-Y** and in nine month by **16.8% Y-o-Y**
- EBIT increased in Q3 by **74.9% Y-o-Y** and in nine month by **31.4% Y-o-Y**
- SMC has established a new banking tie-up with Nainital Bank, expanding its existing list.

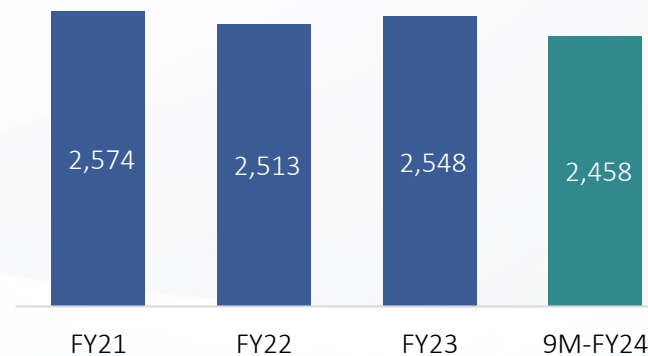
Increasing Online Penetration



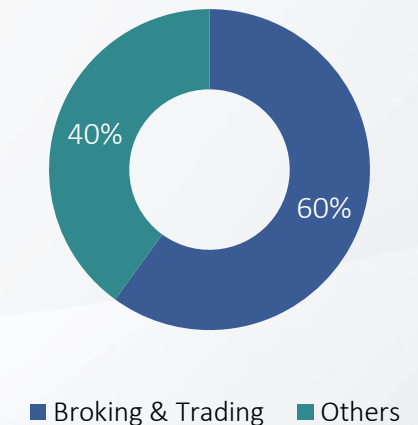
Segment Revenue* (INR Crs)



Authorised Persons / Sub-Brokers



9M-FY24 Revenue Pie (%)

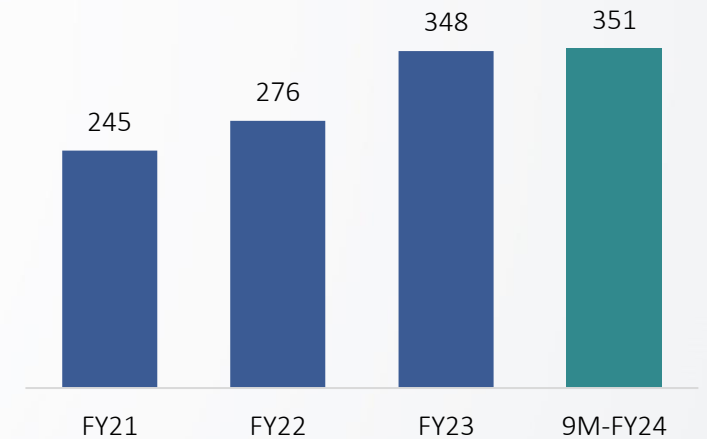




Key Highlights:

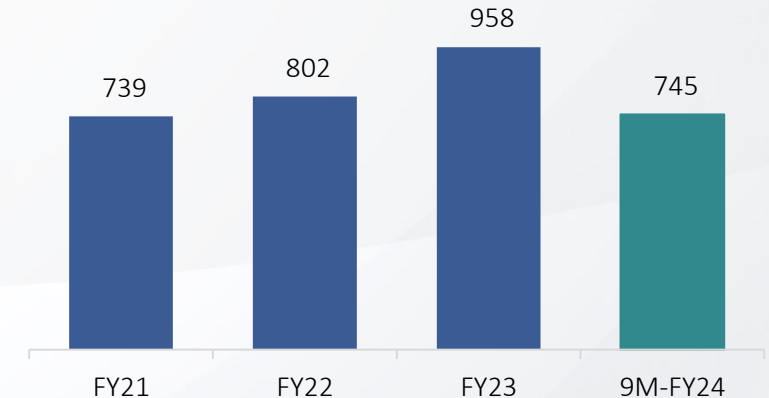
- **SMC Insurance operates through 7 branches nationwide.**
- **The company has a workforce of 590 employees.**
- **Utilizes a network of 15,072 Point of Sales (POSs).**
- **Engages 307 Motor Insurance Service Providers (MISPs).**
- **Serves a retail customer base exceeding 950,000 annually.**
- **Revenue increased in Q3 by 56.6% Y-o-Y and in nine month by 38.6% Y-o-Y**
- **EBIT increased in Q3 by 128.4% Y-o-Y and in nine month by 92.7% Y-o-Y**
- **Customers benefit by lower premium and/or better quality of insurance cover, expert consultancy, practical pre-sale advice and efficient post-sale services.**

Segment Revenue* (INR Crs.)



*Revenue recognition changed from net to gross basis from FY18.

No. of Policies (In Thousands)





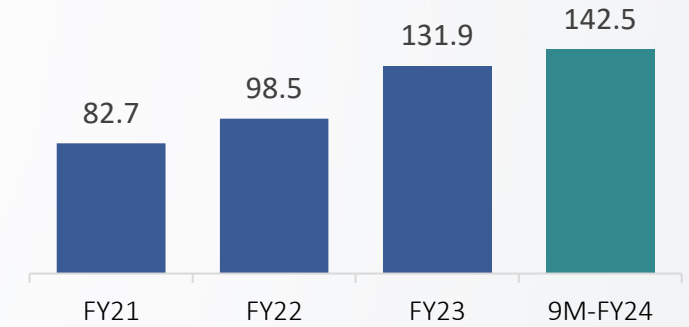
Key Highlights:

- Loan AUM increased to INR 1064 Crs., an increase of 35.2% Y-o-Y.
- Revenue increased in Q3 by 38.5% Y-o-Y and in nine month by 45.4% Y-o-Y
- EBIT increased in Q3 by 34.9% Y-o-Y and in nine month by 45.5% Y-o-Y
- GNPA & NNPA as on Dec. 2023 slightly increased to 2.63% & 1.36%, respectively from 2.37% & 1.34%, respectively in Dec. 2022.
- The company has further expanded its operation by opening three new branches including (one gold loan branch) in Q3 FY24.

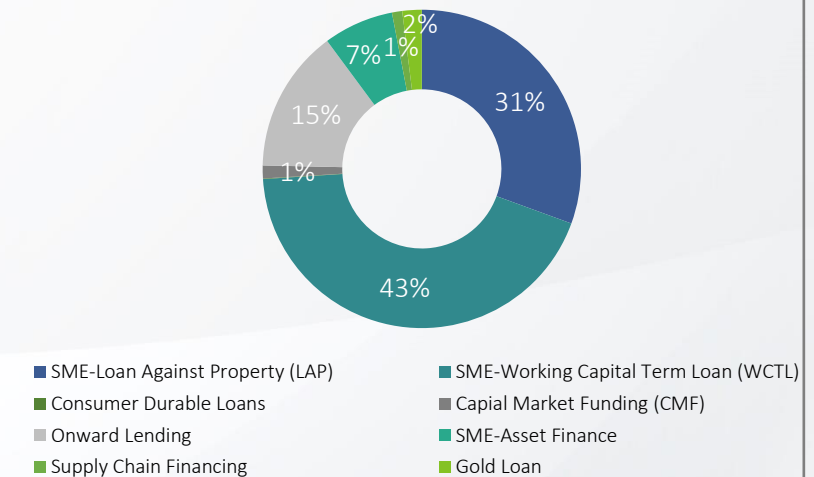
	SME WCTL	SME LAP	Onward Lending	SME Assets	CMF	Gold Loan	Supply Chain Financing	Consumer Durables	Total
AUM (INR Crs)	461.8	325.3	154.3	75.8	13.9	20.9	11.0	0.6	1,064.
Tenure (Months)	12 to 36	120 to 180	24 to 36	60 to 120	3 to 6	6 to 12	12 to 36	3 to 6	
Rate of Interest (Range) (%)	11-22	10-18	14.5-16.5	11.5-15.5	11.5-18	10-18	18-20	18-20	
No. of Clients	2,347	148	68	40	133	1,792	2	1,542	6,072

* All numbers as of Q3-FY24

Segment Revenue (INR Crs)



9M-FY24 Lending Portfolio





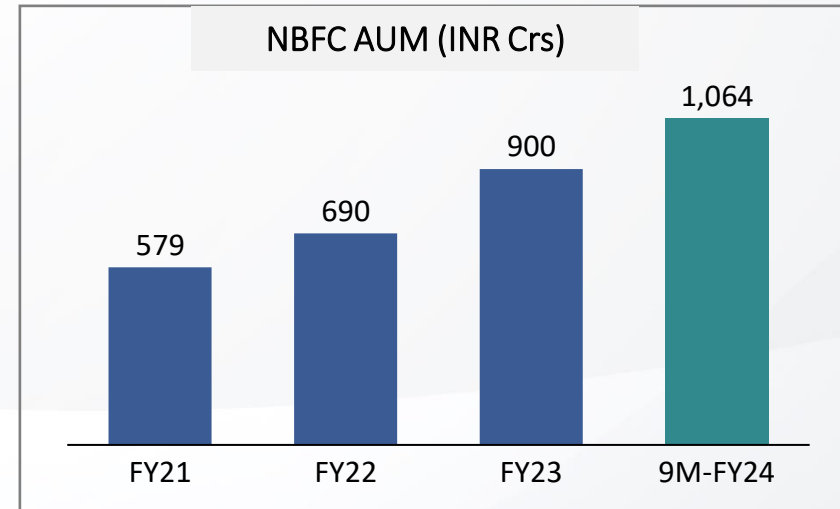
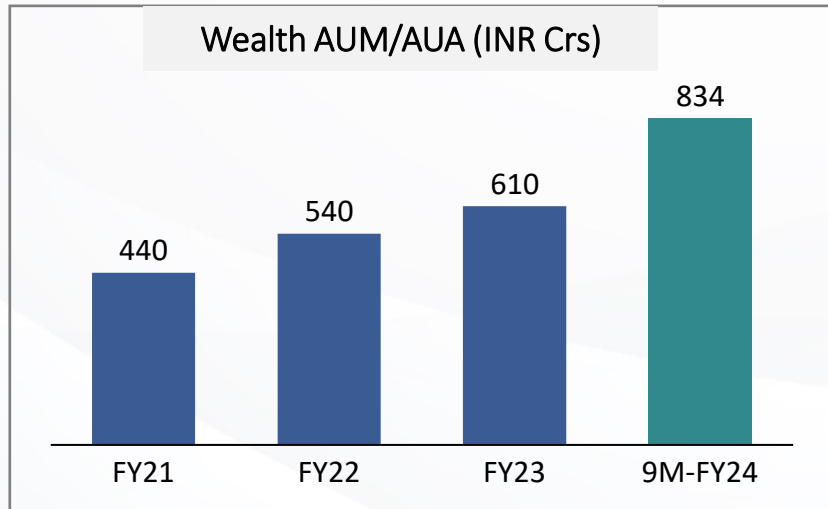
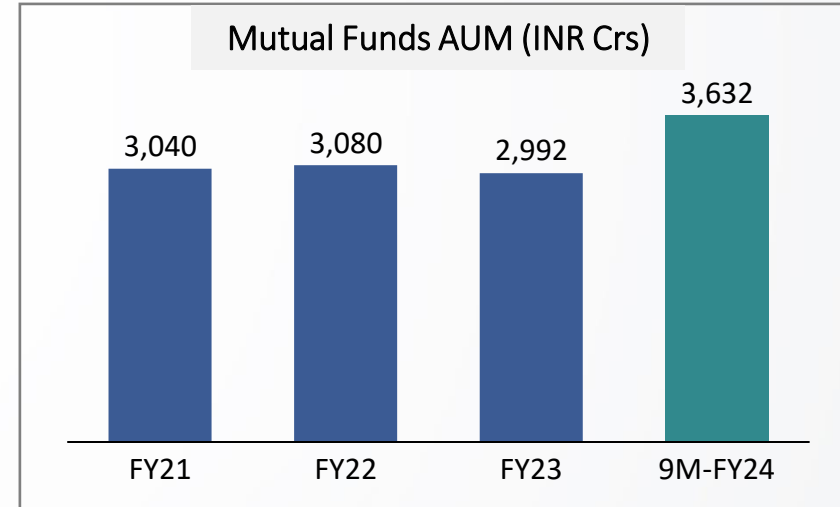
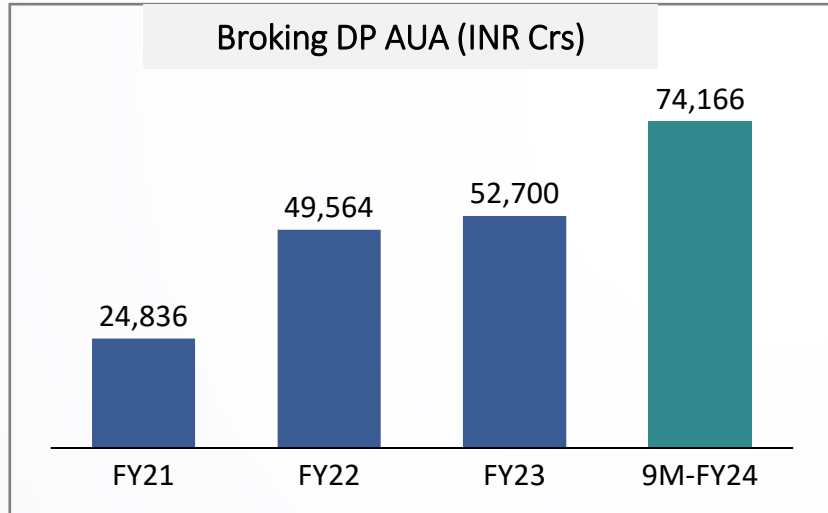
Financial Performance

Consolidated Income Statement

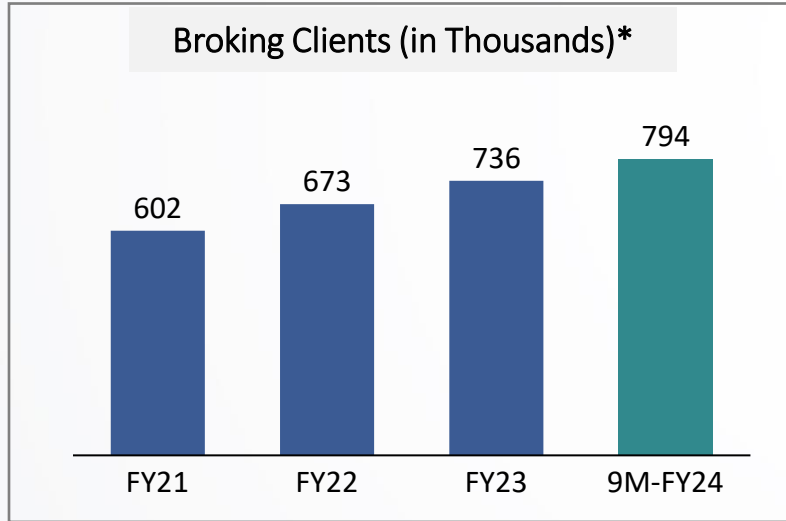
Particulars (INR Crs)	Q3-FY24	Q3-FY23	Y-o-Y	Q2-FY24	Q-o-Q	9M-FY24	9M-FY23	Y-o-Y
Operational Income	427.9	318.0	34.6%	389.5	9.9%	1,128.8	907.9	24.3%
Total Expenses	314.7	246.5		295.5		843.0	700.6	
EBITDA	113.2	71.5	58.4%	94.0	20.5%	285.8	207.3	37.9%
EBITDA Margins (%)	26.5%	22.5%	+397 Bps	24.1%	+233 Bps	25.3%	22.8%	+249 bps
Other Income	2.7	1.4		2.2		5.7	2.7	
Depreciation	8.5	6.1		9.4		24.4	16.3	
Interest	40.3	25.5		34.8		108.0	62.4	
Share of (loss) in joint venture	0.0	0.0		0.0		0.0	0.0	
PBT	67.2	41.3	62.7%	52.0	29.3%	159.1	131.3	21.2%
Tax	15.2	9.3		12.1		37.1	32.8	
Profit After tax	52.0	32.0	62.7%	39.9	30.4%	122.0	98.5	23.9%
PAT Margins (%)	12.2%	10.1%	+210 Bps	10.2%	+192 Bps	10.8%	10.9%	-4 Bps
Other Comprehensive Income	0.2	0.7		0.9		1.1	4.8	
Total Comprehensive Income	52.2	32.7		40.8		123.2	103.3	
Basic & Diluted EPS (INR)	4.93	3.05		3.78		11.58	9.40	

Standalone Income Statement

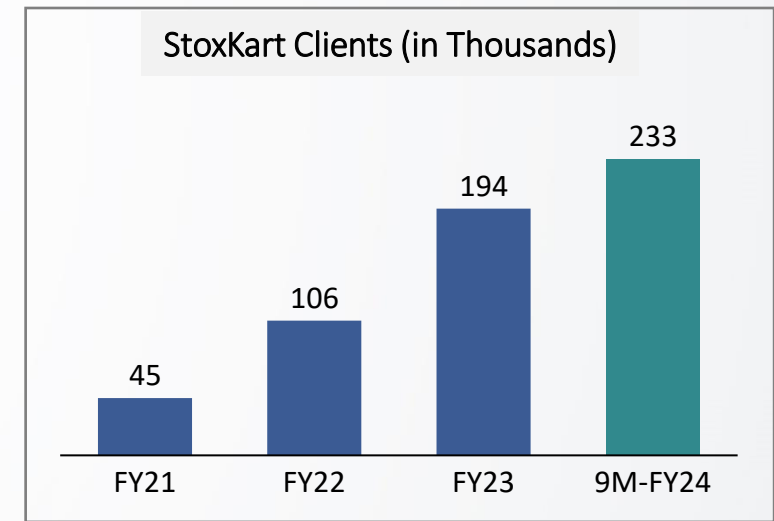
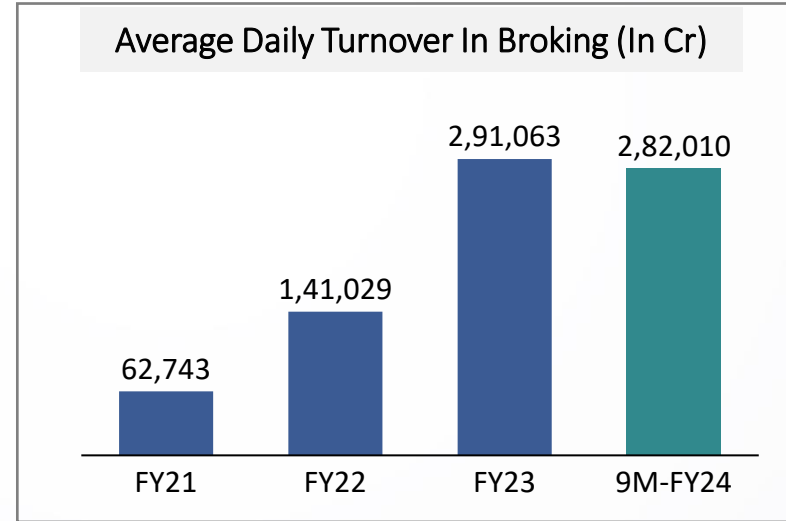
Particulars (INR Crs)	Q3-FY24	Q3-FY23	Y-o-Y	Q2-FY24	Q-o-Q	9M-FY24	9M-FY23	Y-o-Y
Operational Income	215.6	170.6	26.4%	206.5	4.4%	602.8	517.5	16.5%
Total Expenses	144.9	125.7		145.5		421.9	374.6	
EBITDA	70.7	44.9	57.4%	61.0	15.9%	180.9	142.9	26.6%
EBITDA Margins (%)	32.8%	26.3%	+647 Bps	29.5%	+324 Bps	30.0%	27.6%	+239 Bps
Other Income	5.2	1.2		2.8		29.5	11.5	
Depreciation	6.4	4.6		7.4		18.6	12.2	
Interest	24.4	15.9		20.1		64.9	41.1	
PBT	45.0	25.7	75.2%	36.3	24.1%	126.8	101.1	25.4%
Tax	10.4	5.7		8.4		25.1	22.2	
Profit After tax	34.7	20.0	73.8%	27.9	24.4%	101.7	78.9	28.9%
PAT Margins (%)	16.1%	11.7%	+439 Bps	13.5%	+259 Bps	16.9%	15.3%	+162 Bps
Other Comprehensive Income	-0.1	-0.1		-0.1		-0.2	-0.2	
Total Comprehensive Income	34.6	19.9		27.8		101.5	78.8	
Basic & Diluted EPS (INR)	3.3	1.92		2.66		9.69	7.32	



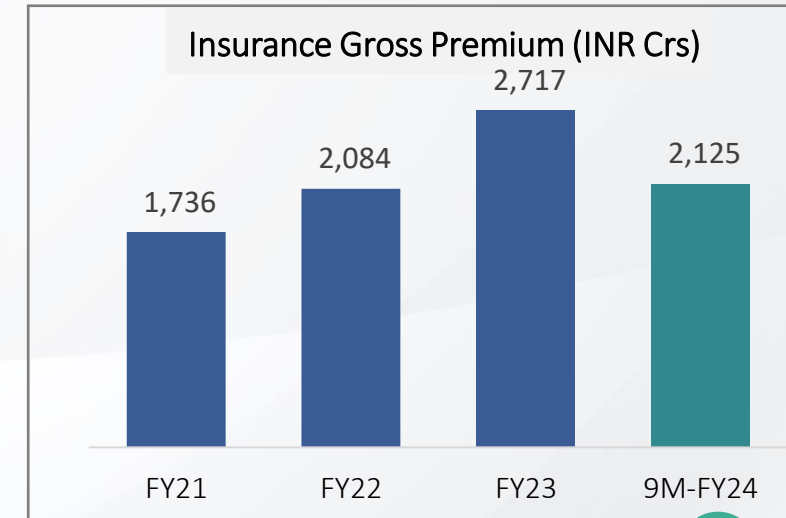
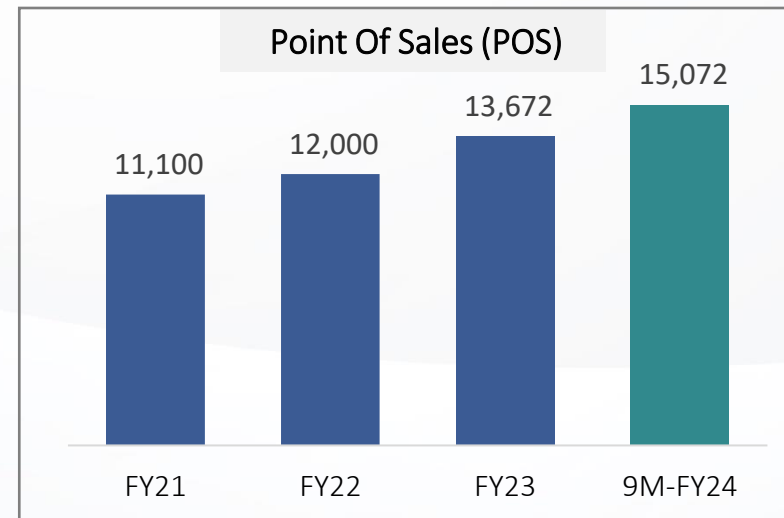
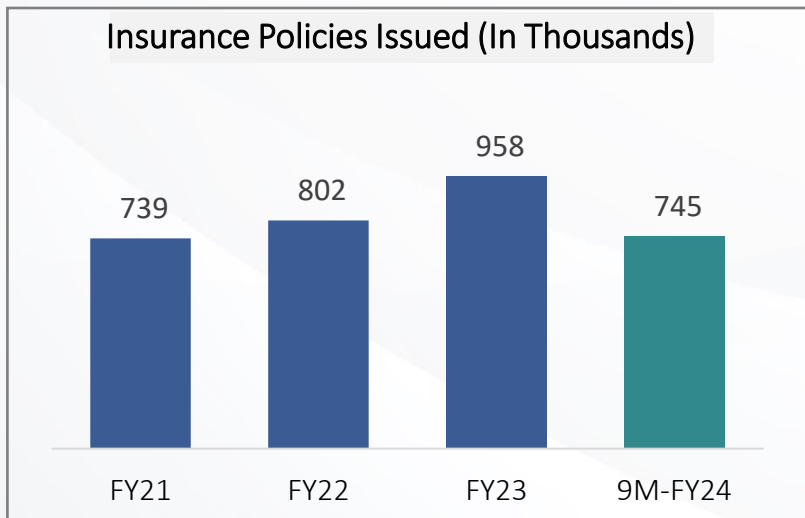
Broking



*Represents SMC Global Securities' clients only; exclusive of StoxKart clients.



Insurance



9M-FY24 NBFC Business in numbers



104 Channel Partners

25 Branches



Employees

364



Number of Lenders

27



Collection Efficiency

98.6%



Net Worth

INR 423.8 Crs



Loan AUM

INR 1,064.1 Crs



Cumulative Loans Disbursed

INR 2800 Crs+



NNPA %

1.36%



ROTA %

4.96%



Total Income

INR 142.5 Crs



Total Borrowings/Leverage Ratio

INR 787.9 Crs / 1.86x



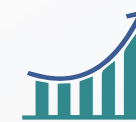
Secured Loans %

56%



OPEX to AUM

4.68%



Cost of Borrowing % * / Spread

9.72% / 5.10%

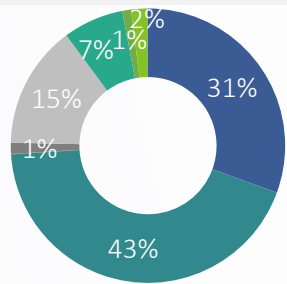


Credit Cost-ANR / PCR

1.85% / 49.03%

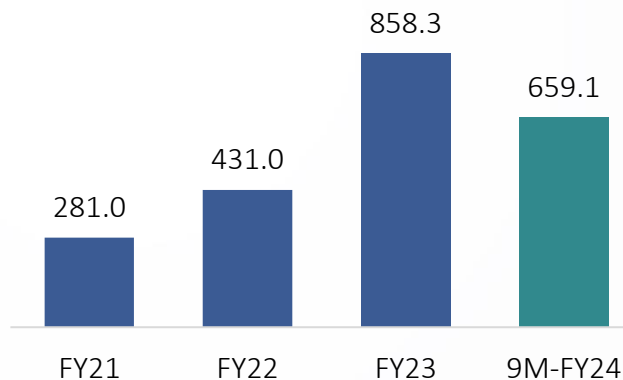
* Includes borrowing from Banks, F.I. and NCDs

Lending Portfolio

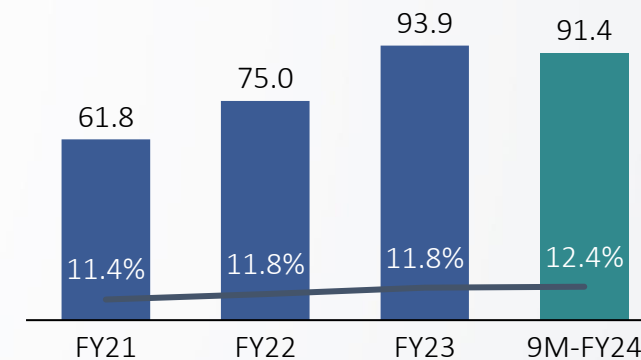


- SME-Loan Against Property (LAP)
- Consumer Durable Loans
- Onward Lending
- Supply Chain Financing
- SME-Working Capital Term Loan (WCTL)
- Capial Market Funding (CMF)
- SME-Asset Finance
- Gold Loan

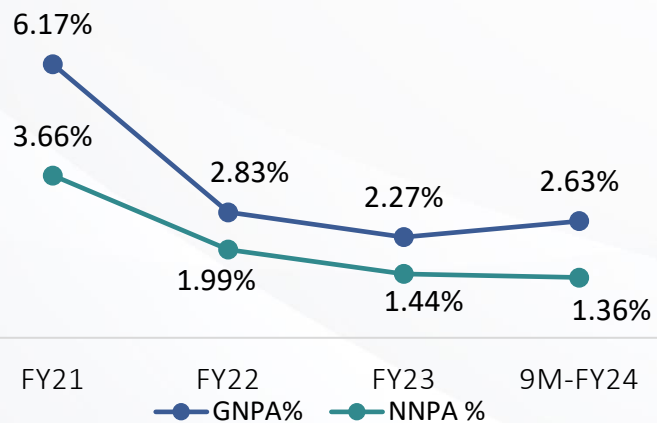
Disbursements (INR Crs)



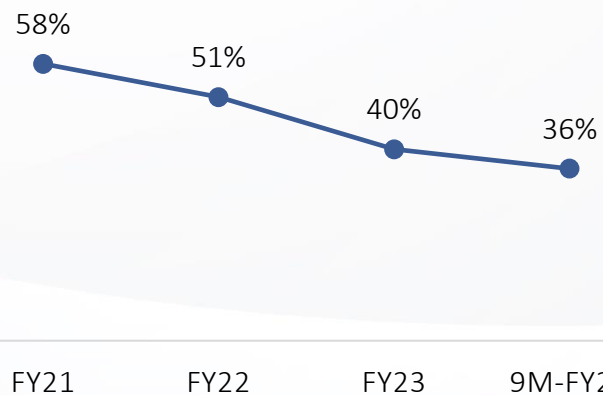
NII (INR Crs) & NIM (%)



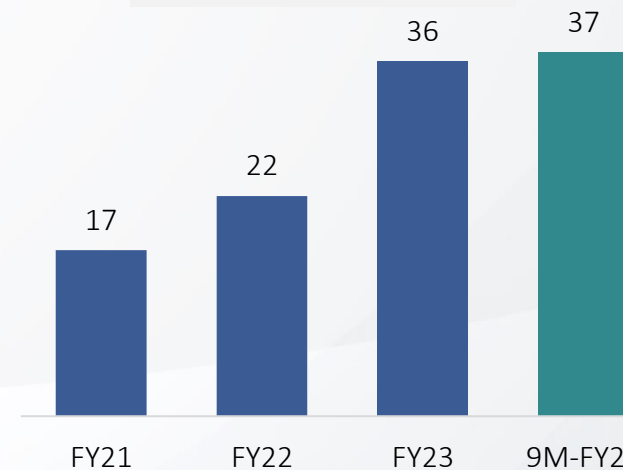
GNPA % & NNPA %



CRAR %



PAT (INR Crs)



SMC Global Securities





Branches Across India
179
Including 1 in Dubai



Cities Covered
445



Employees
4,184



Sub-brokers /
Authorised Persons
2,458



Network of Financial
Distributors
7,030



Client Demat A/Cs
10,25,841



Clearing & Settlement
trading members
285



Cumulative AUM/AUA
under Mutual Funds
INR 3,632 Crs



Running SIPs
70,565



Insurance Policies sold
7,45,962



Insurance Premium
INR 2,125 Crs



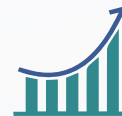
NBFC AUM
INR 1,064 Crs



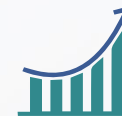
Ratings:
Short Term-
ICRA A1+
Long Term-
ICRA A (STABLE)



Consolidated
Net worth
INR 1,042.6 Crs



5 Year Revenue CAGR*
13.12%



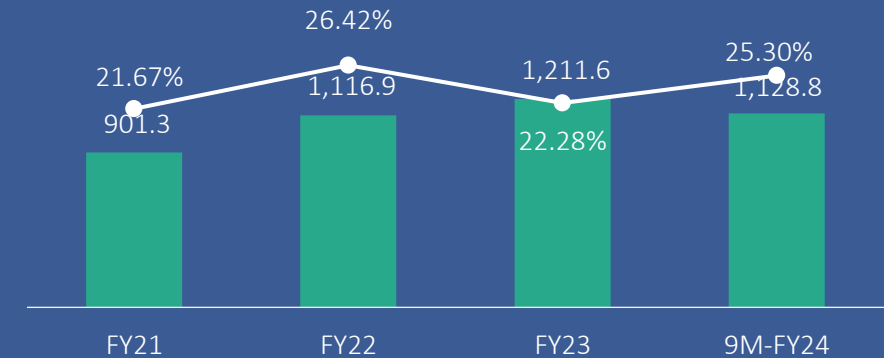
5 Year PAT CAGR*
18.79%



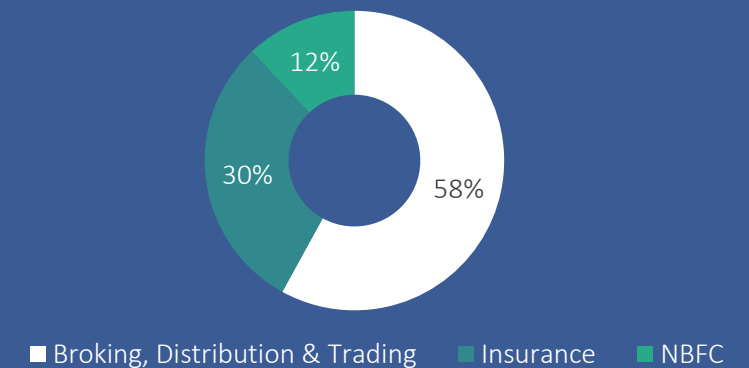
Net D/E
1.05x

- 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. 2,458 Sub Brokers and Authorized Persons the company's footprint spreads over 445 cities across India.
- The company is governed by strong board including 10 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 Crs) & EBITDA (%)



9M-FY24 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

Investment Banking



MTF

Fixed Income

Discount Broking

Portfolio Management

SME-Asset Finance

Supply Chain Financing



Proprietary Trading



Real Estate / Mortgage Advisory



Institutional Broking



Research Services



Onward Lending



Capital Market Funding (CMF)



Gift City (IFSC)



Gold Loan



India INX



NSE IX



IIBX



- 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. 2,458 Authorized persons and Sub-brokers, with a footprint covering over 445 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

Historical Financial Performance



Historical Consolidated Income Statement

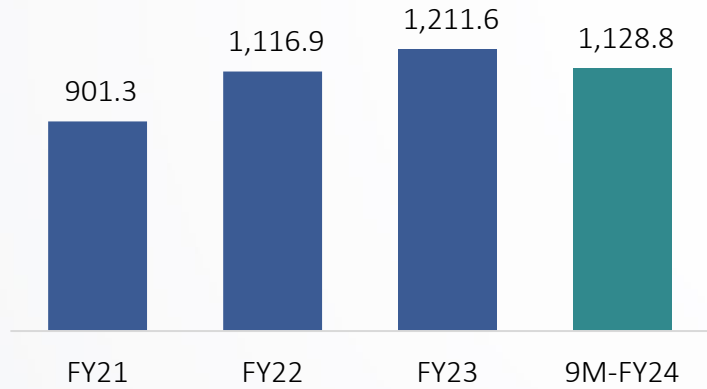
Particulars (INR Crs)	FY21	FY22	FY23	9M-FY24
Operational Income	901.3	1,116.9	1,211.6	1,128.8
Total Expenses	706.0	821.8	941.7	843.0
EBITDA	195.3	295.1	269.9	285.8
EBITDA Margins (%)	21.7%	26.4%	22.3%	25.3%
Other Income	6.9	3.9	4.1	5.7
Depreciation	18.0	20.1	22.7	24.4
Interest	42.4	57.5	89.3	108.0
Profit (Loss) from Joint Venture	0.7	0.0	0.0	0.0
PBT	142.5	221.4	162.0	159.1
Tax	37.5	46.8	41.6	37.1
Profit After tax	105.0	174.6	120.4	122.0
PAT Margins (%)	11.6%	15.6%	9.9%	10.8%
Other Comprehensive Income	2.7	1.6	5	1.1
Total Comprehensive Income	107.7	176.2	125.4	123.2
Basic & Diluted EPS (INR)	9.28	15.43	11.47	11.58

Historical Standalone Income Statement

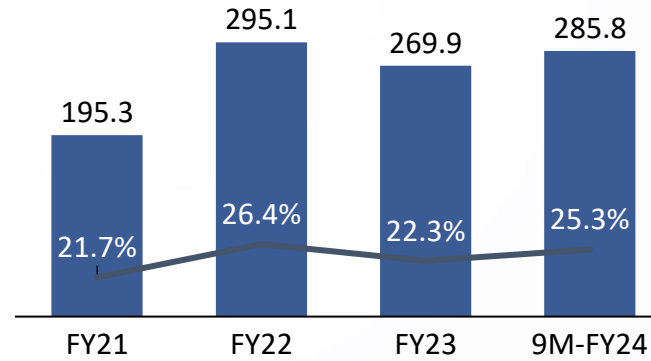
Particulars (INR Crs)	FY21	FY22	FY23	9M-FY24
Operational Income	501.3	669.9	679.2	602.8
Total Expenses	376.0	450.3	497.0	421.9
EBITDA	125.3	219.6	182.1	180.9
EBITDA Margins (%)	25.0%	32.8%	26.8%	30.0%
Other Income	19.7	14.2	13.7	29.5
Depreciation	11.8	14.4	17.0	18.6
Interest	28	37.2	58.8	64.9
PBT	105.2	182.2	119.9	126.8
Tax	30.3	37.6	26.5	25.1
Profit After tax	74.9	144.6	93.4	101.7
PAT Margins (%)	14.9%	21.6%	13.7%	16.9%
Other Comprehensive Income	2.6	-0.2	-0.3	-0.2
Total Comprehensive Income	77.5	144.4	93.1	101.5
Basic & Diluted EPS (INR)	6.62	12.78	8.72	9.69

Historical Consolidated Financial Performance

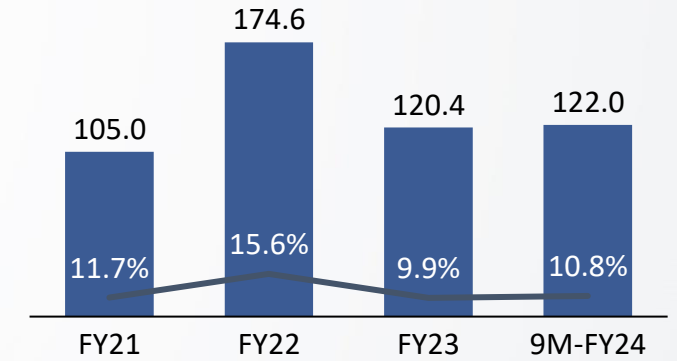
Revenue (INR Crs)



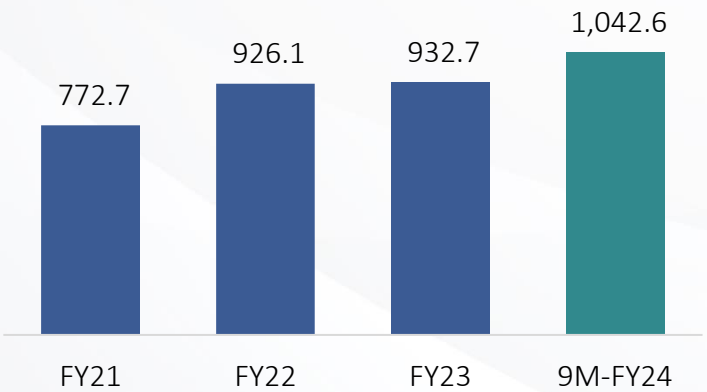
EBITDA (INR Crs) & EBITDA Margin (%)



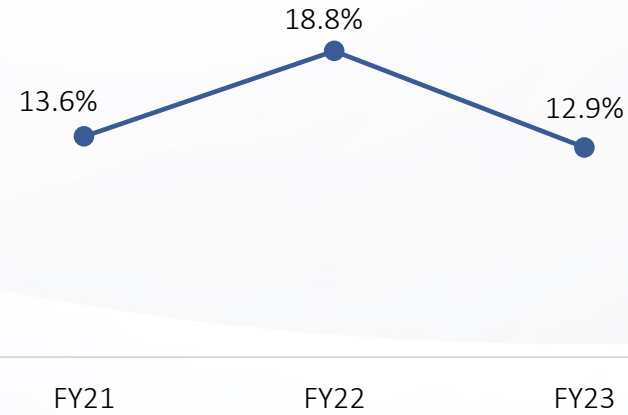
PAT (INR Crs) & PAT MARGIN (%)



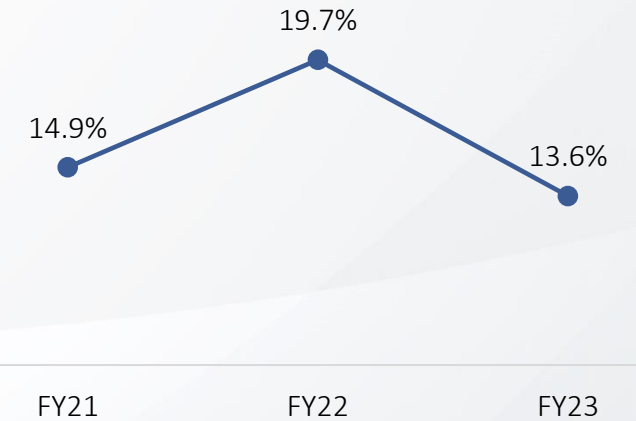
Net Worth (INR Crs)



ROE %



ROCE %



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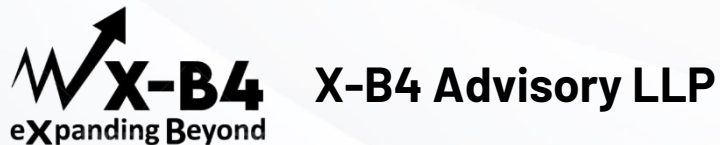
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Ms. Rasika Sawant
+91 95944 57518
rasika@x-b4.com