



TM

SYSTEMATIX GROUP

Investments Re-defined

SYSTEMATIX CORPORATE SERVICES LTD

INVESTOR PRESENTATION

Q4 & FY24



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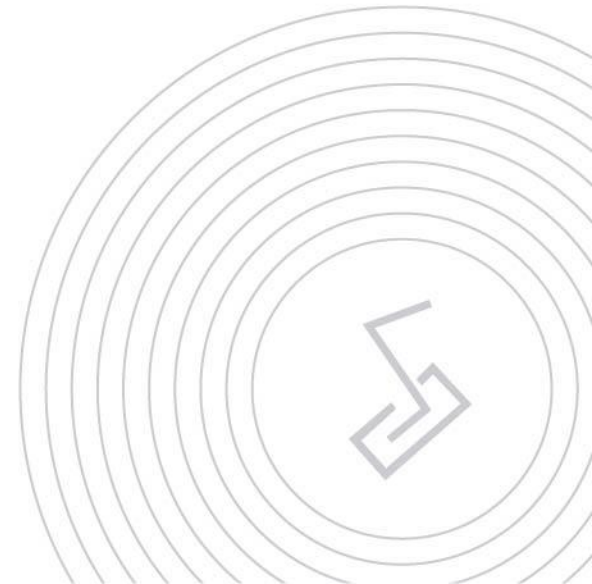
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Updates for Q4 & FY24

Systematix Corporate Services reports a robust Q4FY24 with Revenues of Rs 52.8 crs, a growth of 3.4x YoY with PBT and PAT of Rs 29 cr and Rs 23.1 cr respectively

We remain a 'Partner of Choice' for mid-market companies

FY24:

Investment Banking and ECM businesses achieved a new high with 3 Private Equity (PE), 8 Block Deals (Promoter/ PE / Family office Stake sales), 2 QIPs, 3 Preferential Issue (PI) deals, 1 IPO and 1 Open Offer.

Institutional Equities: Over 234 companies under coverage, we recorded an overall cash market share of 0.75% at end of Q4

Wealth Management: More than 1600 clients with an AUM of Rs 420+ crs. Our PMS has recorded returns of 52% at the end of FY24



Investment Banking and ECM – FY24 Transaction Highlights

Private Equity Deals



Secondary Sale to A91
FY24 - INR 100 Cr
 Advisors to Pushp
FY21 - INR 127 Cr



Equity Fund Raise: Sole
 Advisor to RK Lighting
INR 130 Cr




Acquisition: Sole Advisor
 to Acquirer - HCG
INR 50 Cr


Preferential Issue



Advisors
INR 400 Cr
 (Dec 23)



Advisors
INR 88 Cr
 (Feb 24)



Advisors
INR 42 Cr
 (Feb 24)

IPO




INR 500 Cr
 (Including Pre-IPO)
 (Mar 24)

Open Offer

Indian Bright
 Steel Co. Ltd.
INR 34 Cr
 (Mar 24)

Qualified Institutional Placement



INR 3,320 Cr
 (Mar 24)



INR 403.41 Cr
 (Nov 23)



INR 1,000 Cr
 (Jun 23)



INR 125 Cr
 (May 23)

Block Deals




INR 350 Cr
 (Dec 23 & Jan
 24)



INR 500 Cr
 (Aug 23)



INR 504 Cr.
 (Dec 23 & Feb
 24)



INR 74 Cr
 (Dec 23)



INR 50 Cr
 (Mar 24)



INR 240 Cr
 (Dec 23 & Feb
 24)



INR 50 Cr
 (Nov 23)



INR 150 Cr
 (Nov 23)

Result Snapshot – Q4FY24/12MFY24`

STATEMENT OF THE CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH 2024

(Rs. In Lakhs)

Sr. No.	Particulars	Consolidated				
		3 months ended			12 months ended	
		31 03 2024	31 12 2023	31 03 2023	31 03 2024	31 03 2023
		(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
1	Total Income from Operations	5,282.51	4,802.40	1,542.60	13,708.87	7,252.20
2	Net Profit / (Loss) for the period (before Tax & Exceptional items)	2,892.90	3,077.76	(92.05)	6,772.69	576.19
3	Net Profit / (Loss) for the period before Tax (After Exceptional items)	2,892.90	3,077.76	(92.05)	6,772.69	576.19
4	Net Profit / (Loss) for the period after Tax (After Exceptional items)	2,319.20	2,393.13	(56.25)	5,334.63	508.23
5	Total Comprehensive Income for the period (Comprising profit/(Loss) for the period (After Tax) and Other Comprehensive Income (After Tax)	2,311.80	2,393.13	(19.79)	5,321.27	544.69
6	Equity Share Capital	1,298.03	1,298.03	1,298.03	1,298.03	1,298.03
7	Earning Per Share (of Rs. 10/- each) (not annualised)					
	(a) Basic	17.87	18.44	(0.43)	41.10	3.92
	(b) Diluted	17.87	18.44	(0.43)	41.10	3.92

STATEMENT OF THE STANDALONE AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED 31ST MARCH 2024

(Rs. In Lakhs)

Sr. No.	Particulars	Standalone				
		3 months ended			12 months ended	
		31 03 2024	31 12 2023	31 03 2023	31 03 2024	31 03 2023
		(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
1	Total Income from Operations	3,641.89	1,328.30	418.16	5,574.90	2,754.04
2	Net Profit / (Loss) for the period (before Tax & Exceptional items)	2,591.34	616.56	35.95	2,960.67	545.64
3	Net Profit / (Loss) for the period before Tax (After Exceptional items)	2,591.34	616.56	35.95	2,960.67	545.64
4	Net Profit / (Loss) for the period after Tax (After Exceptional items)	1,936.48	557.46	18.99	2,192.19	394.04
5	Total Comprehensive Income for the period (Comprising profit/(Loss) for the period (After Tax) and Other Comprehensive Income (After Tax)	1,933.16	557.46	20.58	2,188.86	395.63
6	Equity Share Capital	1,298.03	1,298.03	1,298.03	1,298.03	1,298.03
7	Earning Per Share (of Rs. 10/- each) (not annualised)					
	(a) Basic	14.92	4.29	0.15	16.89	3.04
	(b) Diluted	14.92	4.29	0.15	16.89	3.04

1. Executive Summary



Systematix: 3 decades old financial services firm founded by Mr. CP Khandelwal

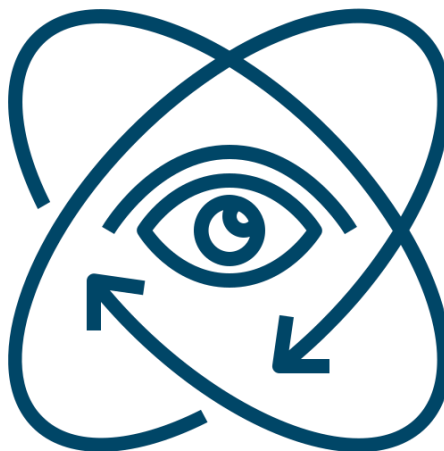
The Systematix Group was founded in 1985 by Mr. Chandra Prakash Khandelwal. We are one of India's premier financial institution that rests on the strong foundations of ethics and trust

- **An array of services:** We offer robust products across the Investment Banking, Merchant Banking, Broking, Wealth Management, Portfolio Management Services (PMS), NRI, E-Broking, and Depository Services.
- **Leading presence across markets:** We offer services in Equity, Derivative, PMS, Commodity, Currency Derivative, IPO, Mutual Fund, and Debt Product (Primary) markets.
- **A wide-ranging clientele:** We service over 40,000 registered clients that include Foreign Institutional Investors (FIIs), Domestic Financial Institutions (DIIs), Insurance Companies, Bank Treasuries, Corporates, Corporate Treasuries, Promoters, Ultra HNIs, HNIs and retail investors.
- **Pan India presence:** Our wide network is spread across more than 100 cities in India's key locations of Mumbai, Delhi, Lucknow, Jaipur, Indore, and Ujjain.

Mission & Vision Statement

Our Vision

To be amongst the most admired financial institutions in India with a reputation built on strong ethics and trust



To enhance the economic value of our client's business by providing integrated financial & investment products and services

Our Mission

Group Strengths



Client Solutions across Holistic Ecosystem



2. Management Team



Senior Leadership



Mr. Nikhil Khandelwal
(Chairman & Managing Director)

- Nikhil is CMD of Systematix Group with 18 years of experience in Investment Banking, Equity Capital Markets and Wealth Management.
- Under his leadership and strong relationships with leading Indian Corporates and Institutional Investors, Systematix Group has emerged as one of the fastest growing player in Investment Banking and Institutional Equities.
- Responsible for Systematix's expansion and transforming the group into a diversified financial services player.
- Holds an MBA from the ISB, Hyderabad & NYU Stern and BE from Manipal Institute of Technology



Mr. Sunil Sarda
(Executive Director)

- Sunil brings more than 30 years of experience at various levels in the financial services industry
- Currently oversees the Brokerage (Stocks, Commodities & Currency), PCG, Retail, Operations and NBFC business within Systematix
- Previously, Executive Director with Anand Rathi Securities and Manager-Finance with Indian Rayon and Industries Ltd., part of the Aditya Birla Group



Mr. Kiran Vaidya
(Professional Advisor)

- Kiran has over 35 years of experience in various industries in the fields of Finance, accounts, costing, budgeting, project finance, working capital management, equity raising through IPO, QIP and private equity, mergers and acquisition, general overall business Management and strategic planning
- He has worked with Religare Capital Market as Managing Director, COO of SRL Diagnostics Ltd., JBF Industries Ltd. as Group President and CFO

Leadership across Verticals



Mr. Dhananjay Sinha
(Co Head of Equities &
Head of Research)



Mr. Vipul Sanghvi
(Co Head of Equities &
Head of Sales)



Mr. Amit Kumar
(Director – ECM)



Mr. Jigar Kamdar
(Director – ECM)



Mr. Ankur Rajoria
(Director – IB)



Mr. Rajeev Bajaj
(Senior VP– Wealth)

3. Business Verticals



Investment Banking: Service Offerings

We offer full spectrum of Investment Advisory Services

Fund Raising

- Private Equity
- Venture Capital
- Family offices / HNI
- Pre-IPO

Mergers & Acquisitions

- Strategic buyout
- Management buyout
- Asset sale
- Cross border transaction

Structured Finance

- Mezzanine financing
- Structured debt

Within select sectors

Pharmaceutical & Healthcare



- CRO/ CMO/ CDMO
- Medical Devices
- Specialized APIs
- Formulations
- OTC and Nutraceuticals

Industrials



- Capital Goods
- Building and construction materials
- Paper Products
- Auto/Auto Ancillary
- Chemicals

Financial Services



- Banks
- MFI NBFCs
- Insurance
- Fin-tech

Logistics



- Freight Forwarding & Supply Chain
- Transportation & Courier
- Third Party Logistics (3PL)

Consumer & Retail



- Consumer Products & Services
- Direct to Consumer (D2C) brands
- Retail /E-commerce
- Consumer tech

We have a 11 member Advisory team backed by senior management with cumulative experience of 120 years

Select Transaction Experience – PE and M&A



Secondary Sale to A91
FY24 - INR 100 Cr
 Advisors to Pushp
FY21 - INR 127 Cr



Equity Fund Raise: Sole Advisor
 to RK Lighting
INR 130 Cr



Acquisition: Sole Advisor to
 Acquirer - HCG
INR 50 Cr



Equity Fund Raise: Sole Advisor
 to Magicrete
INR 66 Cr



Equity Fund Raise: Sole Advisor
 to Eastman Exports
INR 350 Cr



M&A Sell Side: Financial
 Advisor to White Turtle
INR 170 Cr



Primary & Secondary Sale:
 Sole Advisor to Wonderchef &
 Capvent - **INR 140 Cr**



Secondary Sale: Sole Advisor
 to Target - Newquest
INR 100 Cr



Secondary Sale: Sole Advisor
 to Target - Ivy Cap
INR 360 Cr



Secondary Sale: Sole Advisor
 to Target - DDRC Promoters
INR 350 Cr



Secondary Sale: Sole Advisors
INR 200 Cr



Private Equity + Pre-IPO
INR 200 Cr



Acquisition: Sole Advisor to
 Target - GATI
INR 125 Cr



Sole Advisor
FY20 - INR 50 Cr
FY19 - INR 40 Cr



Acquisition: Sole Advisor
 to Target - Stericat + Promoter
INR 150 Cr

2 Equity Capital Markets: Service Offerings

Fund Raising



IPO / FPO



QIP



Preferential Issue



Rights Issue



Institutional Placement /
Block Deal

Restructuring Services



Buyback of Shares



Delisting



Merger /
Amalgamation



Takeovers (Open Offer)



Demerger

Advisory and Valuation Services



Valuation / Fairness
Opinion



ESOP



AIF



Direct Listing







Reclassification / Migration

We have 10 members ECM team backed by senior management with a cumulative experience of over 80 years

Select Transaction Experience – Capital Markets

Qualified Institutional Placement

 Swan Energy Ltd INR 3,320 Cr (Mar 24)	 Bank of India INR 2,550 Cr (Aug 21)	 बैंक ऑफ महाराष्ट्र Bank of Maharashtra INR 1,000 Cr (Jun 23)	 JUPITER ENGINEERING THE FUTURE INR 403 Cr + 125 Cr (Dec 23 & May 23)
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Initial Public Offering

 exicom INR 500 Cr (Including Pre-IPO) (Mar 24)	 INOXGreen ENERGY SERVICES LIMITED INR 740 Cr (Nov 22)	 Veranda INR 200 Cr (Apr 22)
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Buyback

 TECHNOCRAFT INDUSTRIES INDIA LTD. INR 150 Cr (Feb 23)

Preferential Issue

 HINDUSTAN FOODS LIMITED Advisors INR 400 Cr (Dec 23)	 SHAILY Advisors INR 150 Cr (Oct 21)	 AVG LOGISTICS ADVISORS INR 88 Cr (Feb 24)	 JASE Advisors INR 42 Cr (Feb 24)
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Open Offer

 ISMT LIMITED  Kirloskar INR 240 Cr (Apr 22)

Block Deals

 Blackstone  esssel EXTRAORDINARY PACKAGING INR 1,800 Cr (Sep 20)	 INOXWIND INR 500 Cr (Aug 23)	 PRAVEG Accelerating ideas PRAVEG LIMITED INR 50 Cr (Mar 24)	 TILAKNAGAR INDUSTRIES LTD. INR 74 Cr (Dec 23)
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Block Deals

 Swan Energy Ltd INR 350 Cr (Dec 23 & Jan 24)	 Welspun INR 350 Cr (Jan 18)	 JINDAL SAW LTD. TOTAL PIPE SOLUTIONS INR 504 Cr. (Dec 23 & Feb 24)	 LIGHTHOUSE DREAM DARE SCALE CARE  SYLAM  Sabakus smart INR 250 Cr (Jul 21, Mar 22 & Dec 22)	 Blackstone  Indiabulls HOUSING FINANCE INR 250 Cr (Dec 21)	 JUPITER ENGINEERING THE FUTURE INR 240 Cr (Dec 23 & Feb 24)	 OrchidPharma INR 50 Cr (Nov 23)	 Tracxn INR 150 Cr (Nov 23)
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Institutional Equities Desk: Service Offerings

Expertise

Coverage across the Large, Mid and Small Cap space - 234 companies

Expertise in identifying “Hidden Gems” from the Small and the Mid Cap space

Road shows and Conferences with senior managements of high repute

Meetings with unlisted corporates and channel checks

Distribution reach across Institutional Investors based in India, Asia Pacific & Europe

Execution capabilities: We have dedicated team to execute any kind of technical trade

Empanelled with 200+ Institutional Investors (including DIIs, FII, Insurance, Treasury, AIFs, PMS etc)

Cash Market Turnover

FY22-23
USD ~3.46bn

F&O Turnover

FY22-23
USD ~4.42bn

Institutional Equities Clients



Research Coverage of 234 companies



**Consumer Durables, EMS,
Building Materials,
Small-Mid Caps**

38



IT & ITES

23



**Consumer Staples
& Discretionary**

35



Cement

8



**Banking,
Insurance**

22



**Oil & Gas, Logistics,
Railways**

18



**NBFCs & Diversified
Financials**

19



**Pharmaceuticals &
Healthcare**

23



**Specialty & Agro Chem,
Fertilisers, Sugar, Textiles
and Select Midcaps**

33



Metals & Mining

15

Note: * Midcap constitute of chemicals, packaging, pipes, textiles

Trading Desk

Trading Desk

1. State of the art infrastructure for execution of equity and derivatives markets
2. Order execution through Bloomberg via Fix Protocol
3. Latest trading platform “Omnesys & Greek software” with advance algorithms
4. Specialized in executing cash future arbitrage trades
5. Expertise in closing long dated options through blocks.
6. Specialized algos for derivatives trades
7. Dedicated strategist, traders and dealers for Derivatives Segment.
8. State of art & Dedicated separate Direct Market Access (DMA) desk for execution

Derivatives Products

1. Cash to Future (Arbitrage)
2. Options Skews and Vol trading
3. Special situations strategies and dividend arbitrage

Wealth management / PMS: Service Offerings

- The Systematix DIP PMS is the multi-cap strategy equity portfolio under Systematix Wealth Management, catering to investors from clients to corporates
- Following a Core + Satellite approach, the PMS is focused on delivering risk-adjusted returns in an active and agile manner



Multi-cap Strategy

- Wide Investment Universe
- Mid-&-Small Bias



Research Strength

- Sector-agnostic study
- Total Management Exp. of 75+ years



Alpha Driver

- High Conviction Bets
- Price-oriented Churn



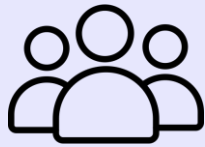
Returns* (CAGR)

- 5 Year – 26%
- 3 Year – 32%

*DIP: Dynamic Investment Plan
 *Data as on 31st December '23
 Returns are pre-tax, post-fees

Investment Philosophy

- Carrying a Value tilt, the Systematix DIP PMS is a function of qualitative and quantitative factors, subject to rigorous and recurring study
- The modus operandi welcomes dynamic balance between agility and conviction, amplifying capital appreciation and arresting downside risk



People

- Shareholding Interest
- Capital Allocation
- Corp. Governance
- Execution History



Product

- Opportunity Size
- Industry Moat
- Nature Of Business
- Consistent Cash Flow



Price

- Intrinsic Price Gap
- Corporate Actions
- Profit Potential
- Breakout Opportunity

THANK YOU

CORPORATE OFFICE

SYSTEMATIX GROUP



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