

Gretex Corporate Services Limited



Rights Issue Presentation

Disclaimer



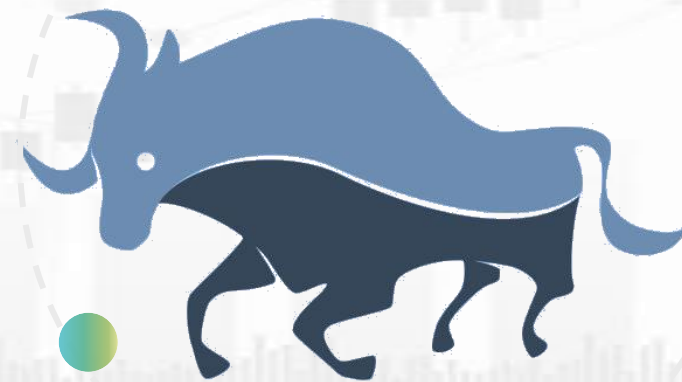
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01

**Business Overview:
Gretex Corporate Services Limited (GCSL)**



Gretex Corporate Services Limited (GCSL)



Industry's Leading Merchant Banker Company With Deep Domain Expertise registered as SEBI Category-I Merchant Banker

Strong growth fundamentals coupled with a focused approach

15+ years of experience

Listed on BSE SME India on 9th Aug'21

Well-placed to cater the increasing demand for SME & Main board IPOs



Capital Markets

- IPO
- De-Listing
- Open Offer
- Exit Offer
- Preferential Allotment
- Rights Issue
- Buy Back
- QIP



Corporate Finance

- Valuation
- Private Equity
- Venture Capital



Corporate Restructuring

- Mergers
- Takeovers
- Acquisitions
- Demergers



Compliance Advisory

- Compliance Health Check
- Statutory Compliances and Secretarial Support Services



ESOP Advisory

- ESOP / Sweat Equity
- Valuation Certificate for ESOPs

Key Management Personnel



Alok Harlalka
Managing Director

- Director of the Association of Investment Bankers of India (AIBI)
- Joint Managing Director, Share Broking Private Limited
- 30+ years of experience in Capital Markets and Securities Markets Services
- With deep understanding and expertise of Capital Markets and dynamic leadership, Gretex Corporate has grown manifold under his guidance



Arvind Harlalka
Non-Executive Director

- Managing Director, Gretex Industries Limited
- Director, Gretex Share Broking Private Limited
- 30+ years of experience in Accounts, Finance, Marketing and Manufacturing and a variety of businesses such as Merchant Banking, Musical Instruments and 23 other type of businesses,



Pooja Harlalka
Executive Director

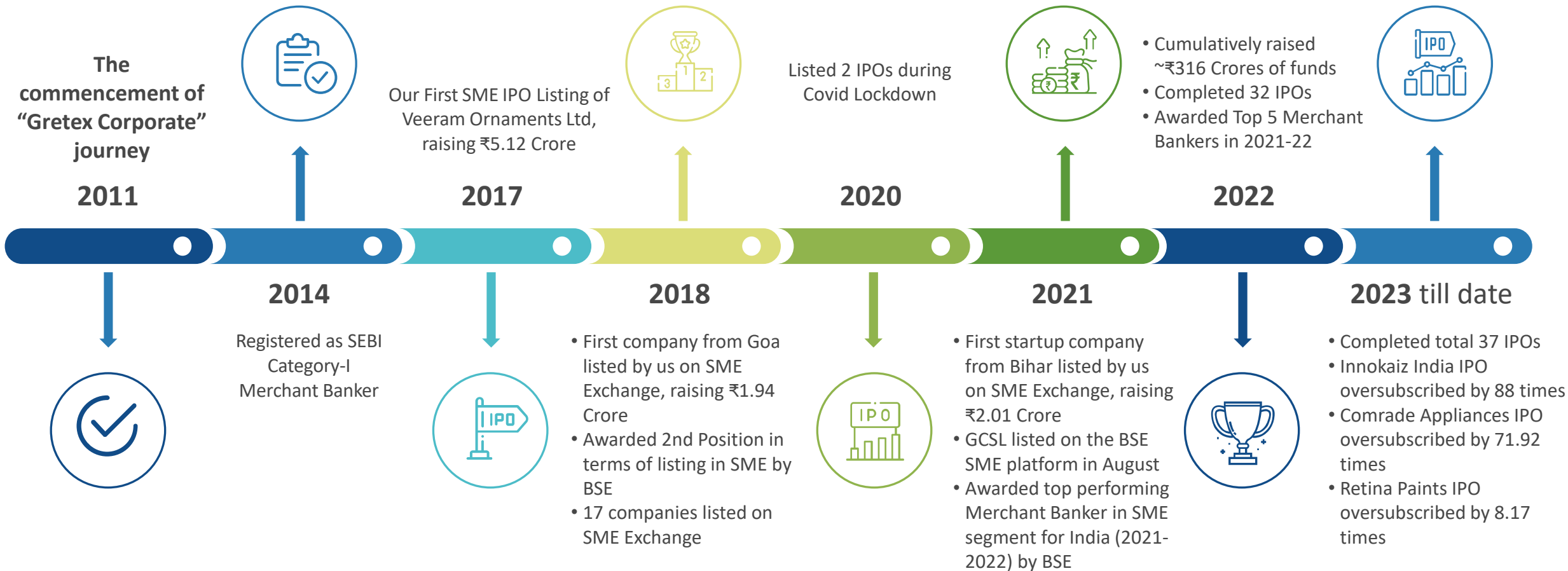
- 7+ years of experience in Operational and Administrative Functions
- Plays a vital role in planning, coordinating and managing the Operations



Sumeet Harlalka
Director

- 20+ years of experience in Foreign Exchange Trading, Securities and Market Operations related activities.
- Experienced in Indian Capital and Commodity Market Arbitrage.
- Has diverse knowledge in Financial Industry, which has been instrumental in accelerating the growth of Gretex Corporate

Journey So Far



Strong Business Performance



36



SME IPOs

1



BSE Startup
Segment IPO

120+



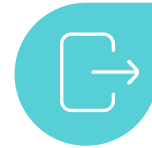
Valuations

10+



Open offer

10+



Exit Offers

50+



Corporate
Advisory

4



Delisting

5



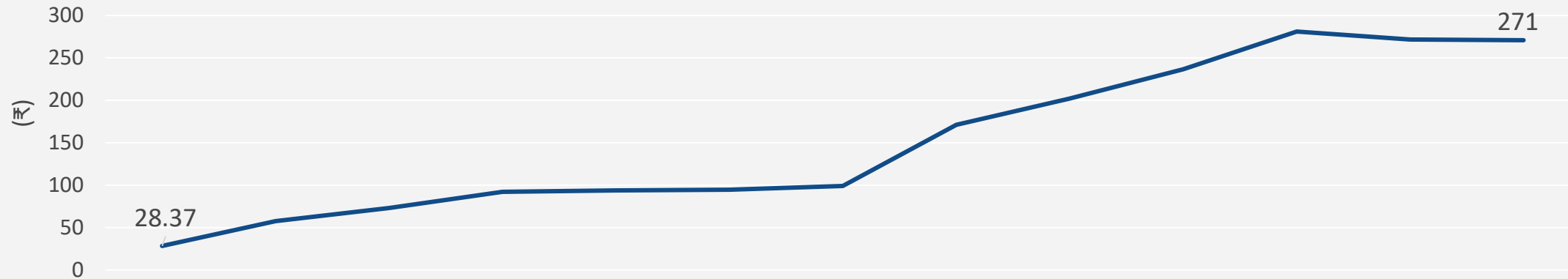
IPOs Filed
(4 SME and 1
Main Board)



~10X Increase In Share Price Over A Period Of 12 Months

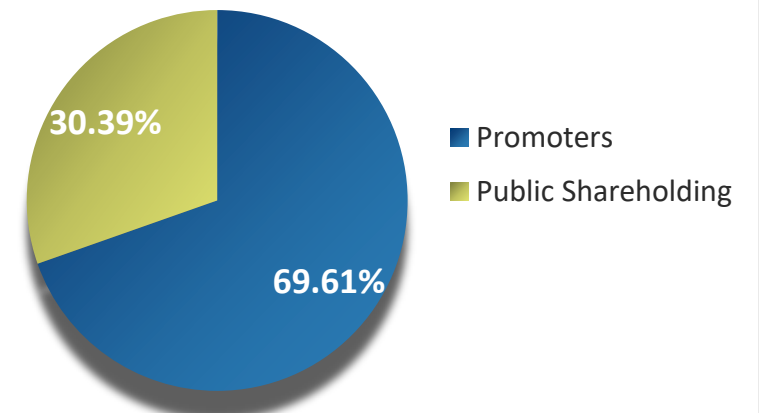


GCSL Share Price (Aug'22 – Aug'23)



Price Data (As of 10 th August 2023)	
Ticker	GCSL
Face Value (₹)	10.0
Market Price (₹)	271.00
52 Week H/L (₹)	302.00/24.20
Market Cap (₹ Crore)	277.40

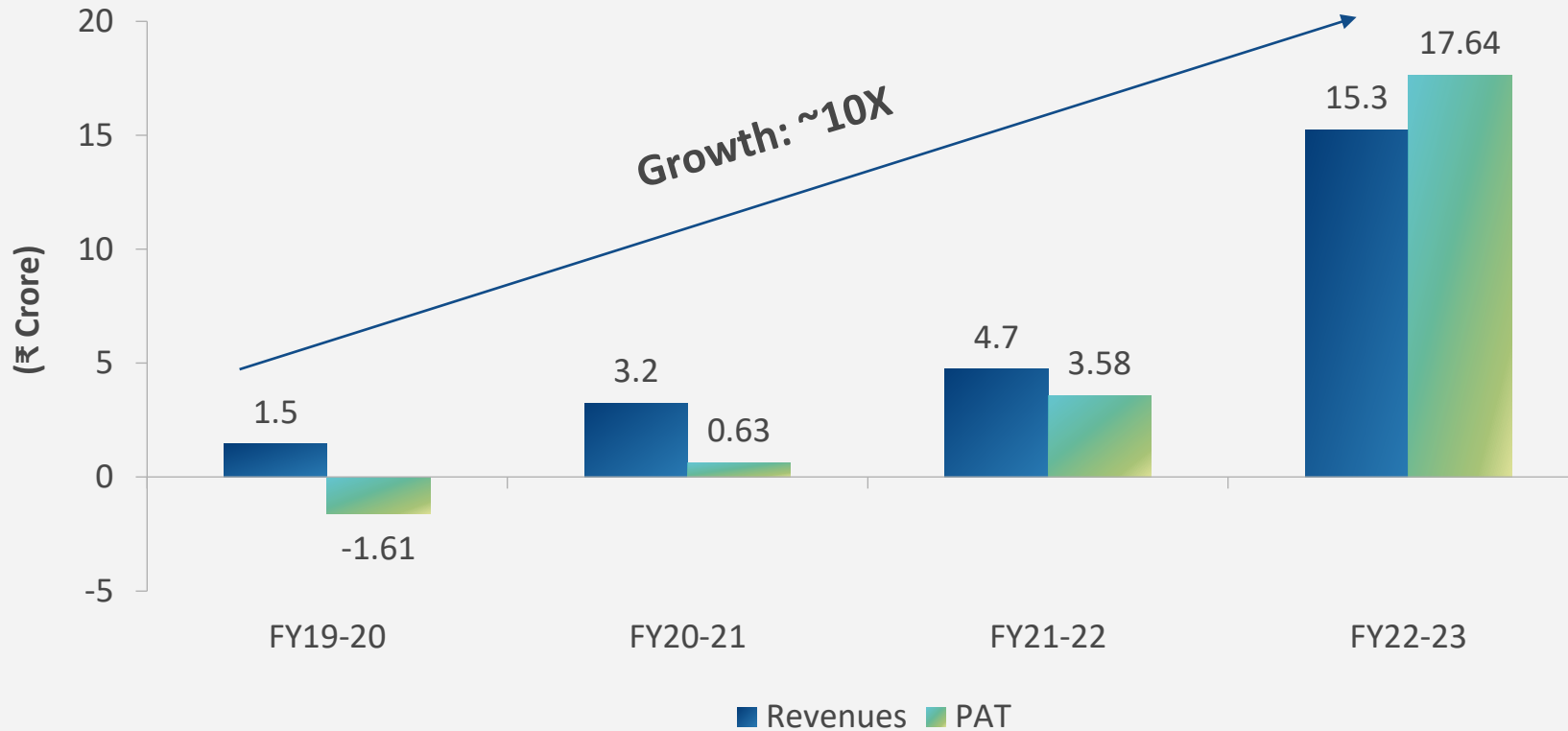
% Shareholding as on 10th August 2023



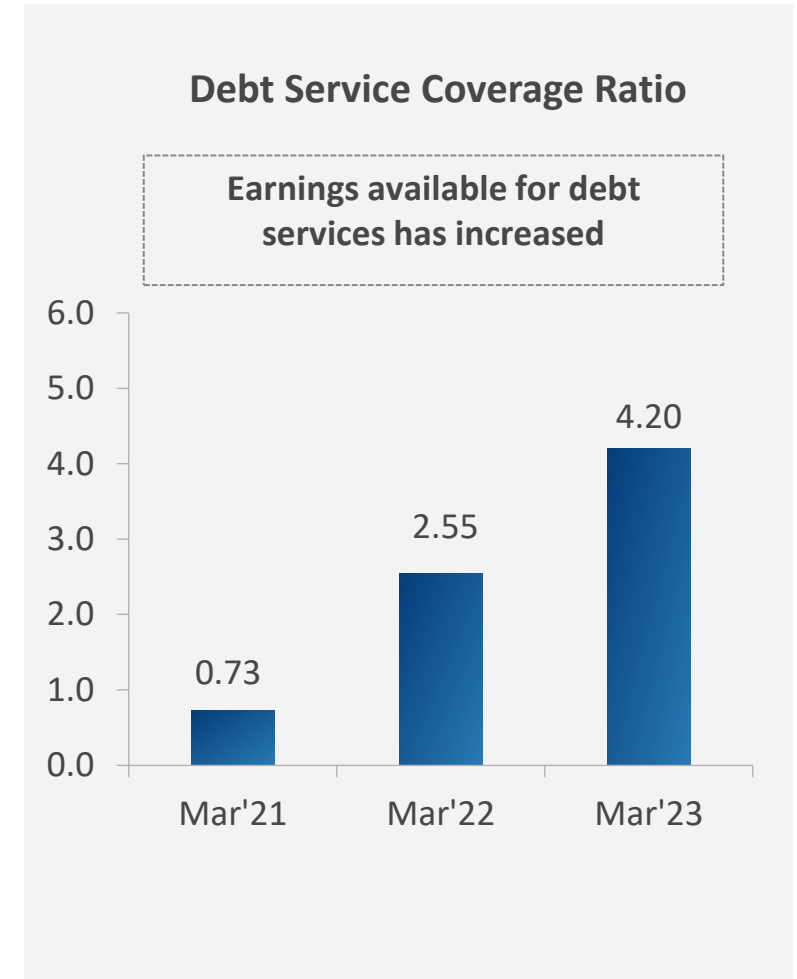
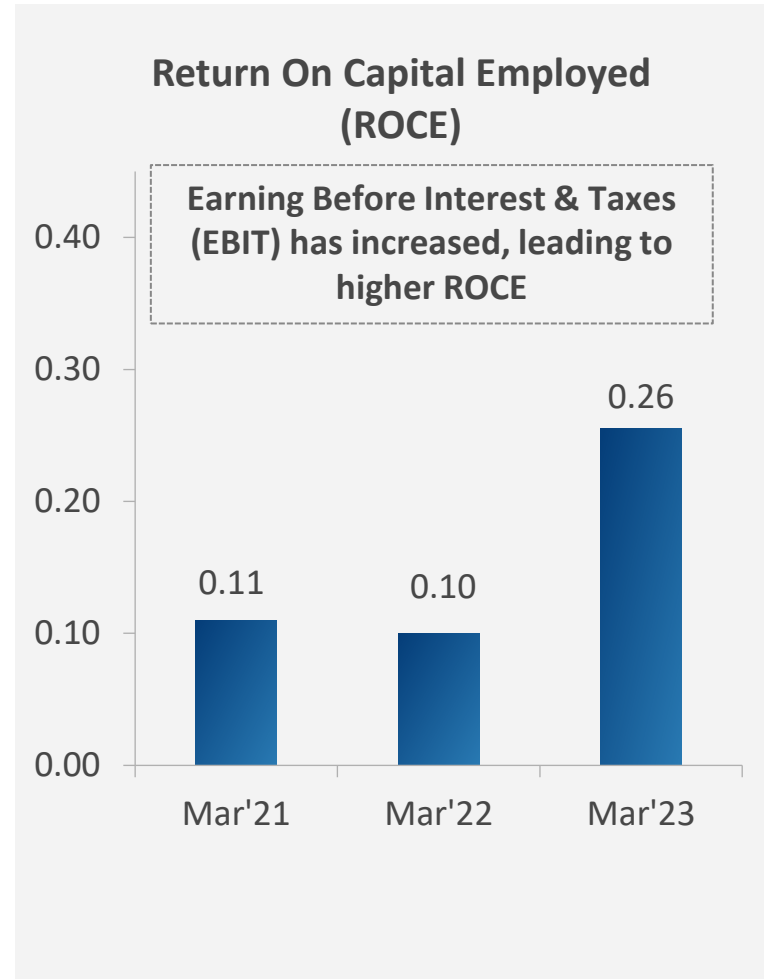
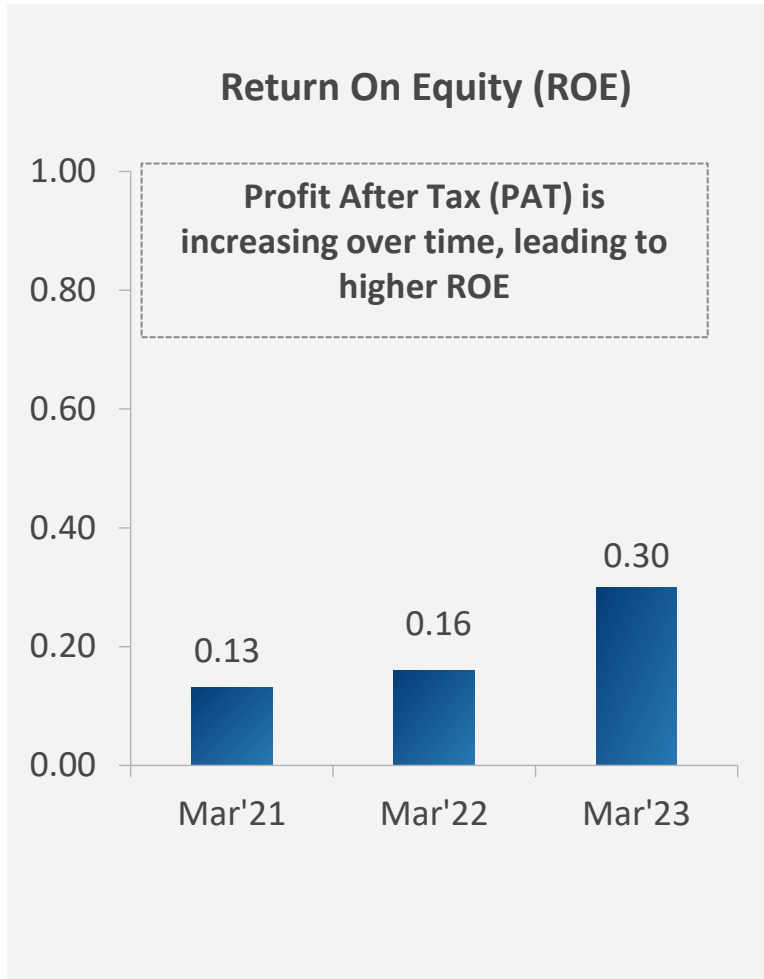
Significant Growth In Earnings From Operations



GCSL's Consolidated Revenue & PAT



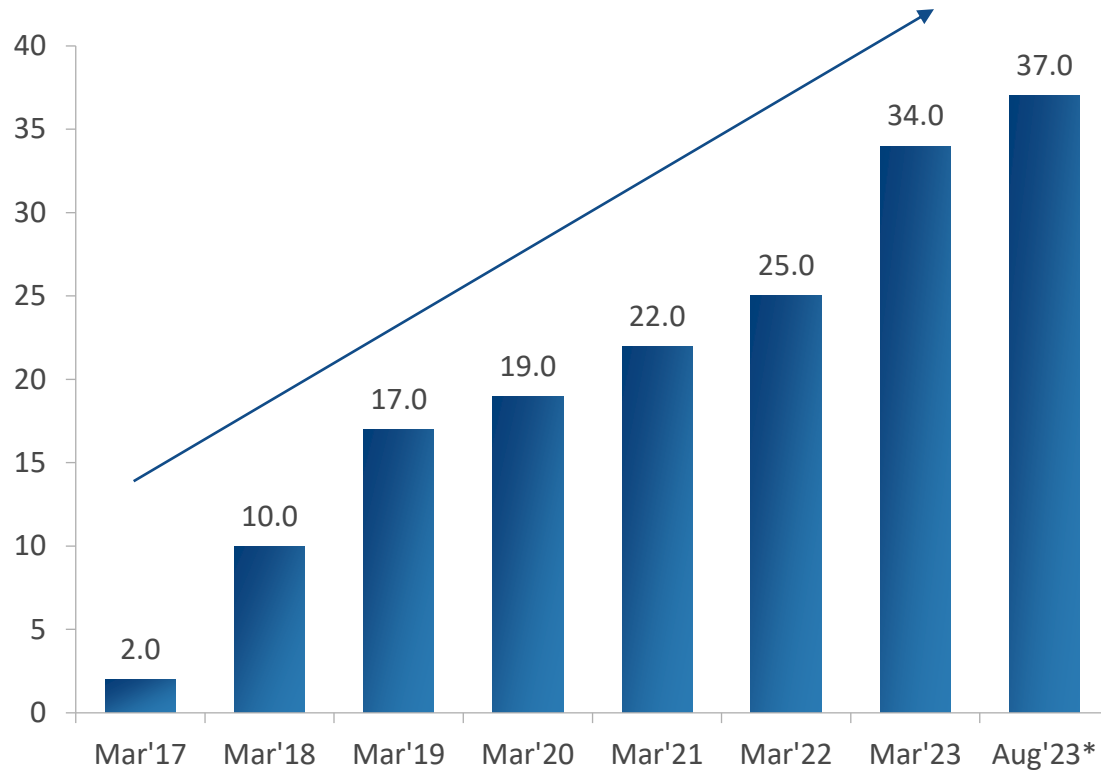
Robust Financial Ratios Indicating Positive Trends In GCSL's Performance



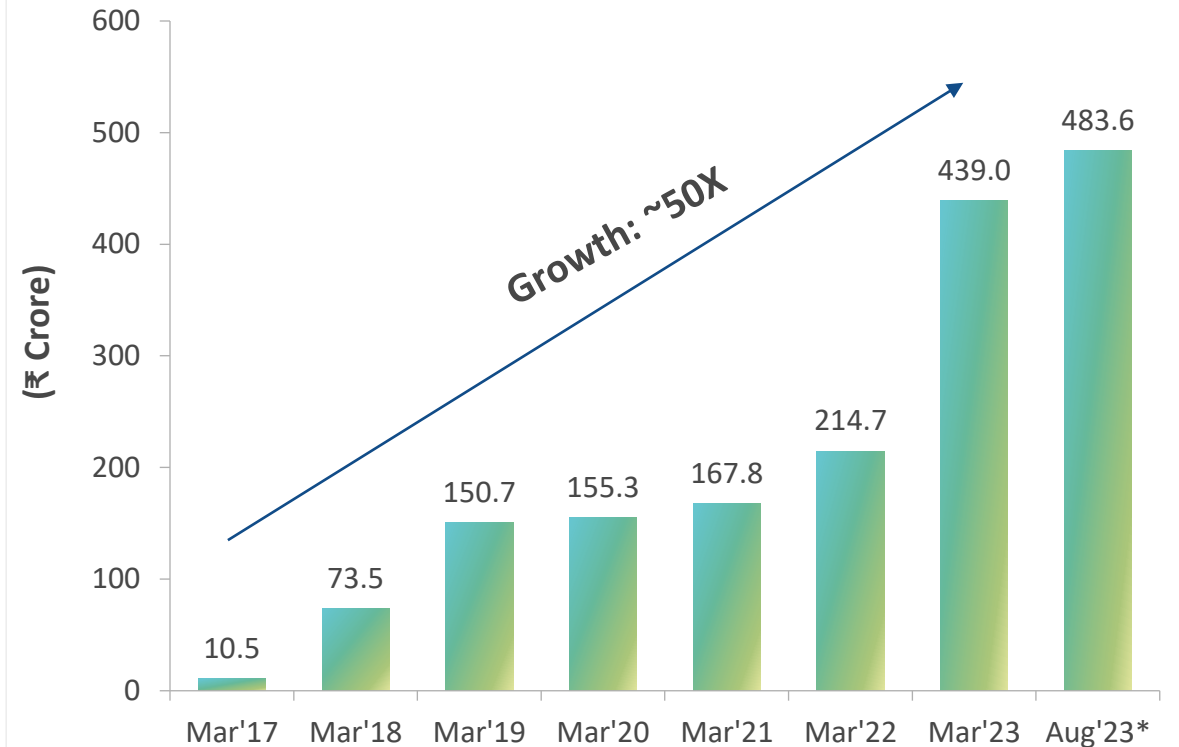
Raised ~500 Crore For Clients In A Short Span Of Time



Cumulative Number of IPOs



Total Funds Raised Till Date



*At the time of filing prospectus

Privileged and Confidential

Substantial Contribution To Client's Growth & Valuation



We have witnessed significant value appreciation in the SME IPOs under our management, leading to the creation of substantial wealth for investors

Increase in Total Market Cap of SME IPOs managed by Gretex Corporate Services Limited

₹ Crores

At the time of listing

486.0

Growth **8X**

3,718.0

As on 10th Aug'23

60%



Average increase in share price of companies listed by Gretex Corporate Services Limited (GCSL)*



* Calculated as the change in price on issue date & current market price (CMP) as on 10th Aug'23

Top-Performing IPOs



Sr. No.	Company Name	Industry	Issue Price (₹)	52 week high (₹)	CMP (As on 10 th Aug'23)	Market Cap (₹ Crore)	Appreciation
1	B & B Triplewell Containers Limited	Corrugated Box Manufacturing	36.00	345.0	239.00	486.22	564%
2	Aaron Industries Limited	Lift Manufacturing	38.00	260.35	251.00	250.04	561%
3	Clara Industries Limited	Packaging	43.00	253.00	185.60	75.26	332%
4	Yug Décor Limited	Adhesives Manufacturing	26.00	94.75	102.00	61.89	292%
5	Platinum One Business Services Limited	Business Process Outsourcing	92.00	320.50	212.35*	33.59	131%
6	Goel Food Products Limited	Food and Beverage	72.00	202.00	174.85	63.38	143%
7	Deep Polymers Limited	Plastic Manufacturing	40.00	185.00	101.90	236.71	155%
8	Anuroop Packaging Limited	Packaging	13.00	50.00	20.10	23.38	55%
9	Diggi Multitrade Limited	Brokerage Services	13.00	28.00	22.00	21.29	69%
10	MAC Hotels Limited	Hotel	24.00	54.75	32.80	11.00	37%
11	Riddhi Corporate Services Limited	Business Process Outsourcing	130.00	587.00	183.35	218.23	41%
12	Comrade Appliances Limited	Electrical Appliances	54.00	128.00	115.50	60.00	114%
13	Sailani Tours and Travels Limited	Travel	15.00	68.60	18.19**	8.54	21%
14	Innokaiz India Limited	Event Management	78.00	163.39	150.75	131.88	93%
15	Steelman Telecom Limited	Telecom	96.00	270.00	158.70	155.40	65%



*As on 2nd Aug'23
 **As on 3rd Aug'23

Privileged and Confidential

Recognized Repeatedly By Experts As A Top Performer In The Industry



Top Volume Performer For
SME IPO in India (FY 17-18)

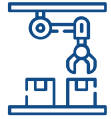


Top Performer Merchant Banker
in SME Segment (FY 20-21)



Top 5 Merchant Bankers in
SME & Startups (FY 21-22)

We've Catered To Clients Across Diverse Sectors



**Corrugated Box
Manufacturing**



**Textile & Apparel
Manufacturing**



Healthcare & Education



Environmental Services



Lift Manufacturing



**Paints & Coatings
Manufacturing**



Hospitality



Infrastructure



Adhesives Manufacturing



Telecom



Travel & Tourism



Event Management



Plastic Manufacturing



**Business Process
Outsourcing (BPO)**



Marketing & Advertising



Packaging Industry



**Sheets & Granules
Manufacturing**



Food & Beverage



Electrical Appliances



Brokerage Services



02

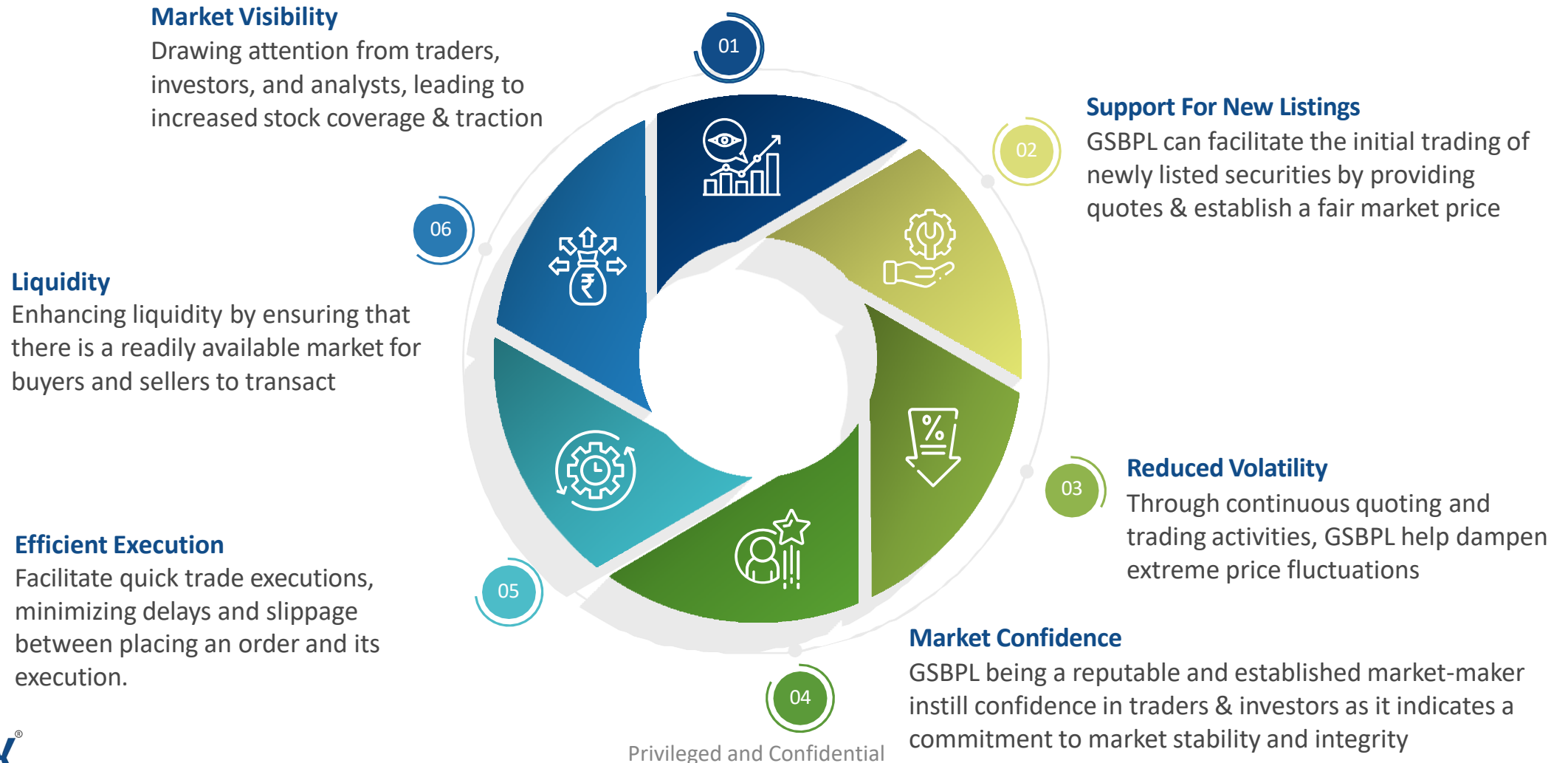
**Business Overview:
Gretex Share Broking Private Limited (GSBPL)**



GSBPL – Creating A Favorable Trading Environment, Positively Impacting The Company's Valuation



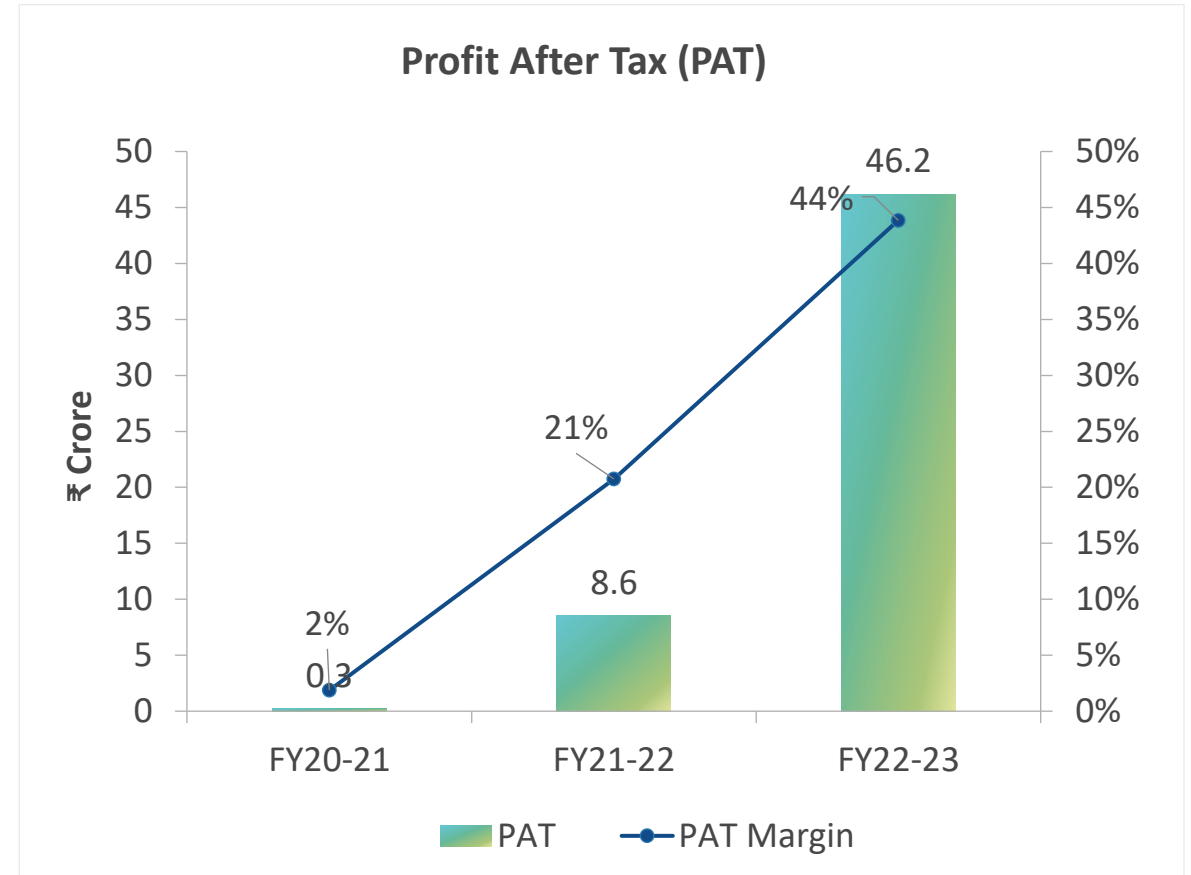
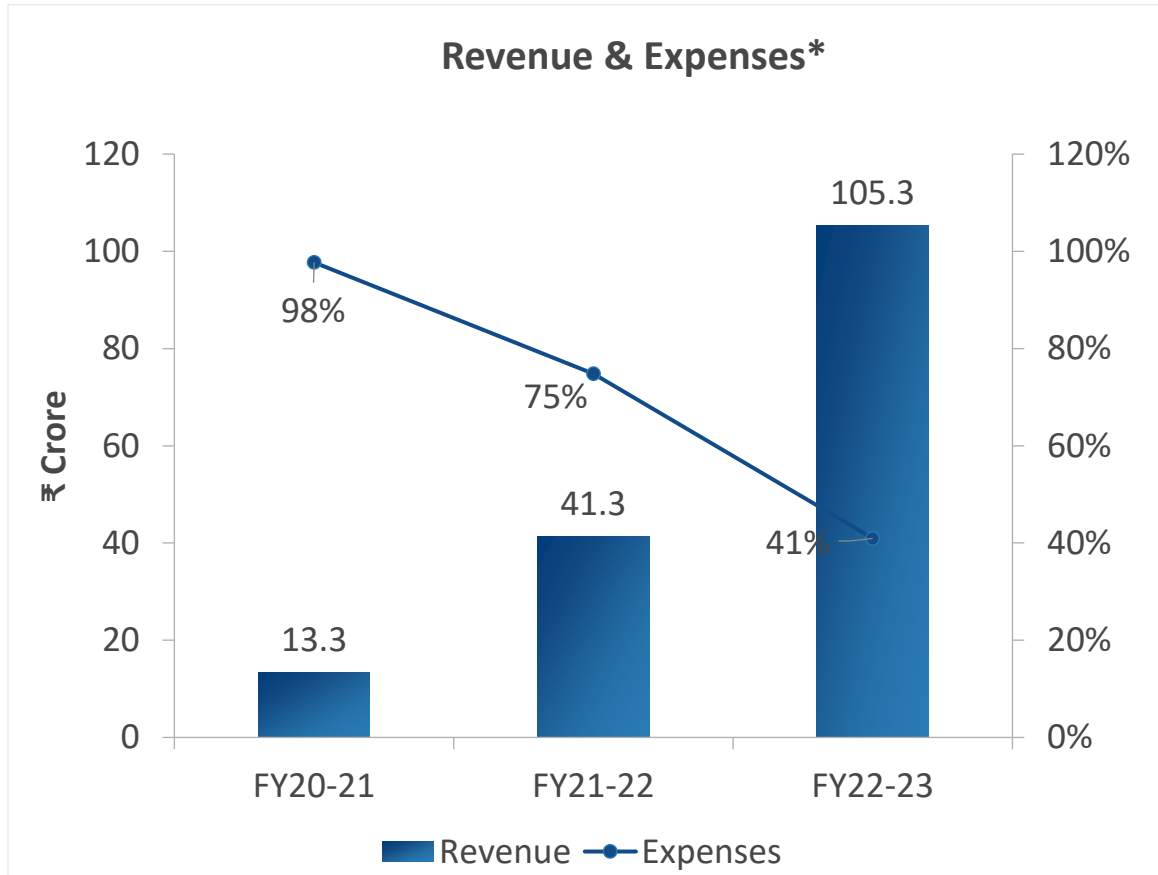
GSBPL is a depository participant with NSDL and is engaged in stock broking. It is registered as a market maker on BSE and NSE



Impressive Performance Trend of GSBPL Over the Past 3 Years, Experiencing Annual Revenue Growth of >100% Year-on-Year (Y-o-Y)



~2X PAT increase in FY22-23 over the previous year due to cost synergies and increase in demand for market makers

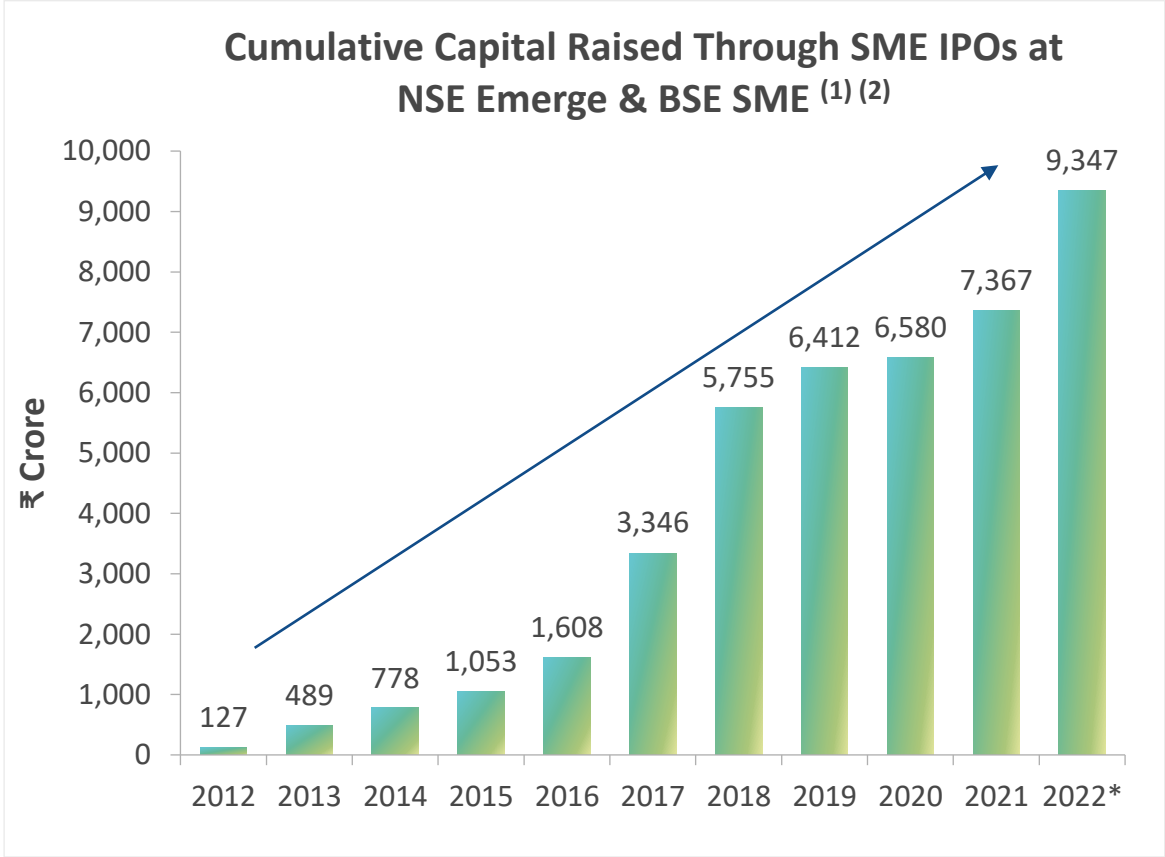
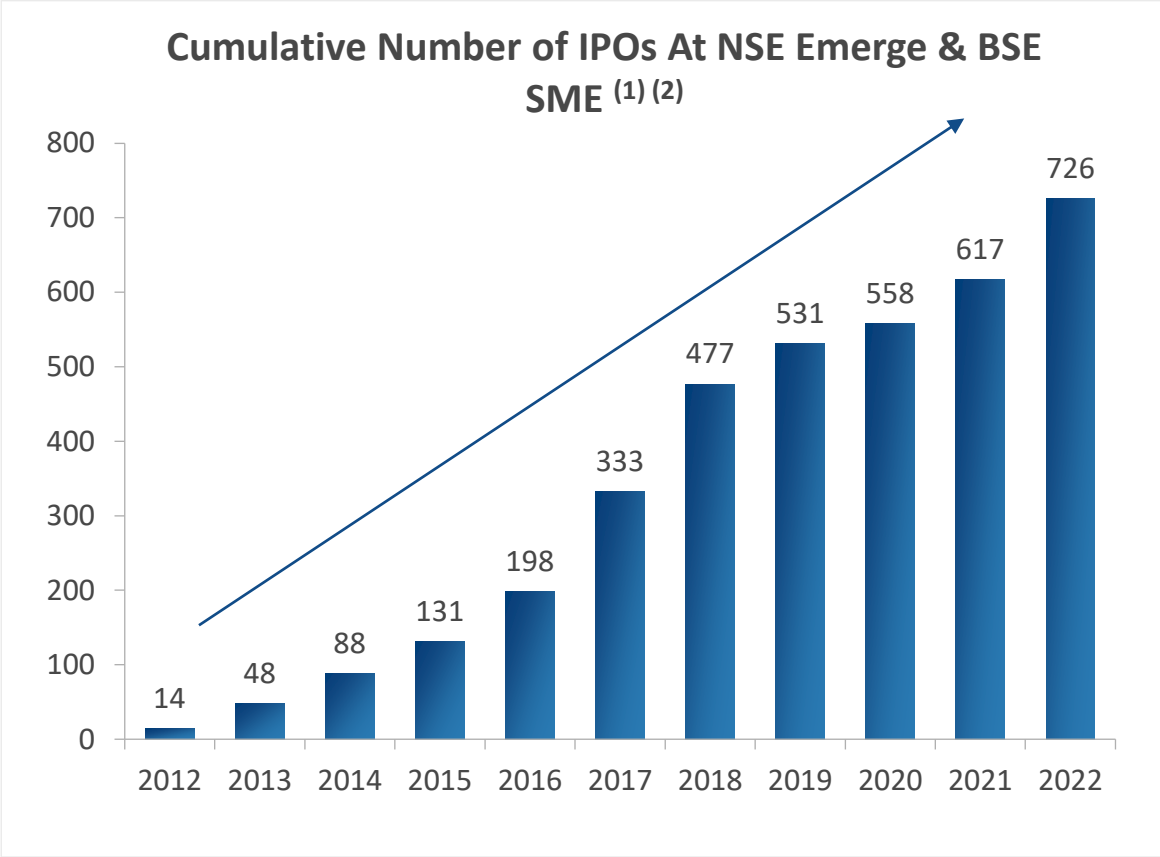


*As a % of revenue

Positive Market Outlook Justifies The Rights Issue Offer



The rising count of SME IPOs At NSE Emerge & BSE SME will continue to propel GSBPL's path of growth



1) <https://www.jetir.org/papers/JETIR2204588.pdf>, <https://www.financialexpress.com/industry/sme/msme-fin-sme-ipos-jumped-84-in-2022-from-previous-year-raised-nearly-rs-2000-crore/2944732/>
 2) NSE Emerge & BSE SME



03

Rights Issue Overview



Rights Issue Offer



₹26.87 Crore Rights Issue*

By

**“Gretex Corporate Services Limited”
(GCSL) to acquire a majority stake in**

**“Gretex Share Broking Private
Limited” (GSBPL)**



Gretex Corporate Services Limited (GCSL)

Offering diversified financial and consultancy services in the areas of capital markets, corporate finance, corporate restructuring, debt syndication, and compliance advisory.

Gretex Share Broking Private Limited (GSBPL)

Engaged in the business of stock broking and is registered as market maker on BSE and NSE.

Rationale For The Rights Issue

Significant market potential in market making due to increasing SME IPOs & private placements of companies

Rights Issue Summary And Expected Timeline Of Principal Events



Particulars	Details Of Equity Shares
Issuer/Company	Gretex Corporate Services Limited (GCSL)
Equity Shares being offered by the Company	Issue of 12,79,513 fully paid-up equity shares of face value of ₹10 each ("Rights Equity Shares")
Issue Price	₹210/Rights Equity Share (including premium of ₹200.00 per Rights Equity Share)
Rights Entitlement Ratio	1:8 (One) Rights Equity Shares of ₹10.00 each for every 8 (Eight) fully paid-up Equity Shares of ₹10.00 held by the equity shareholders in the Company as on the record date ("Eligible Equity Shareholders") with the right to renounce
Current Lot Size of the Company	720 Shares per Lot
Lot Size determined for Trading in REs	90 Shares per Lot

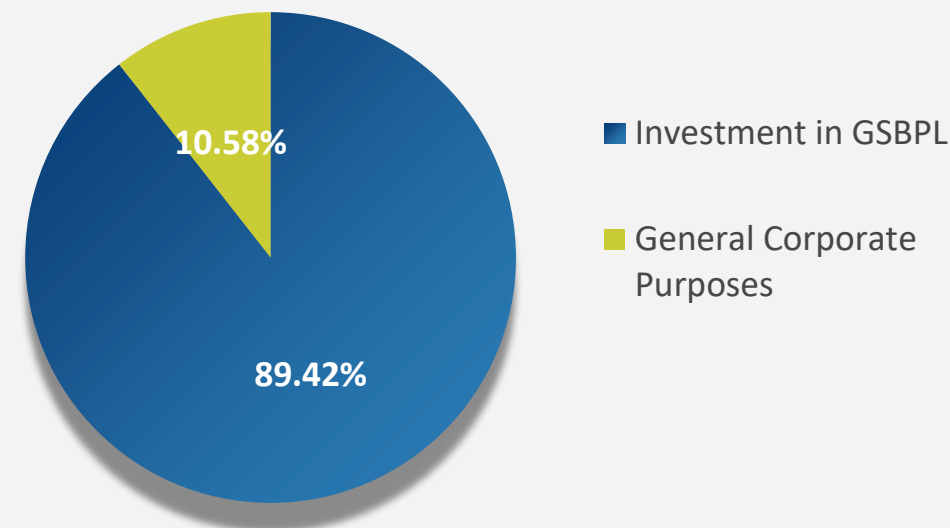


Investment & Utilisation Of Funds



Particulars	Amount
Funds Raised Through Rights Issue	
Number of shares to be issued ^(A)	12,79,513
Issue Price Per Share ^(B)	₹210
Gross Proceeds ^{(C)= A*B}	₹26.87 Cr
Issue Related Expenses ^(D)	₹0.10 Cr
Net Issue Proceeds ^{(E) = C-D}	₹26.77 Cr
Utilisation Of Funds	
Investment required to acquire the stake in GSBPL ^(F)	₹27.94 Cr
Internal Accruals ^(G)	₹4.00 Cr
Use of Proceeds From Rights Issue To Acquire The Stake – ^{(H) = F-G}	₹23.94 Cr
General Corporate Purposes – ^{I = E-H}	₹2.83 Cr
Total Proceeds ^(H+I)	₹26.77 Cr

Utilisation of Funds (As a % of Net Proceeds)

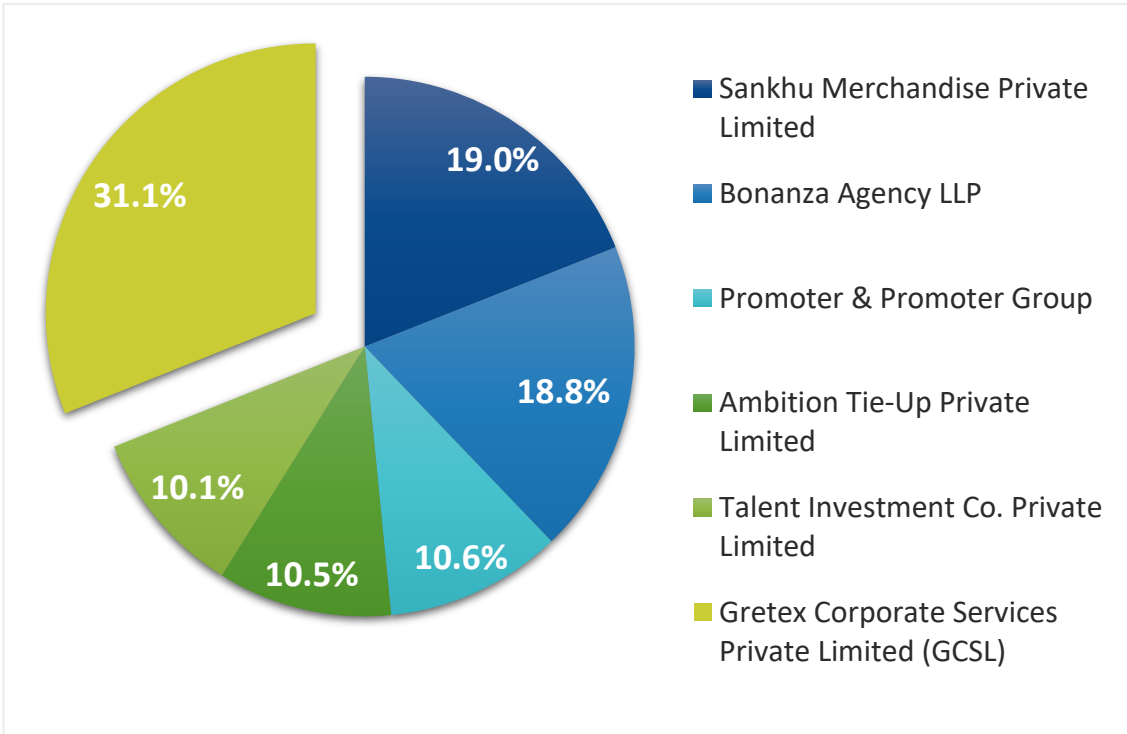


Rights Issue Objective

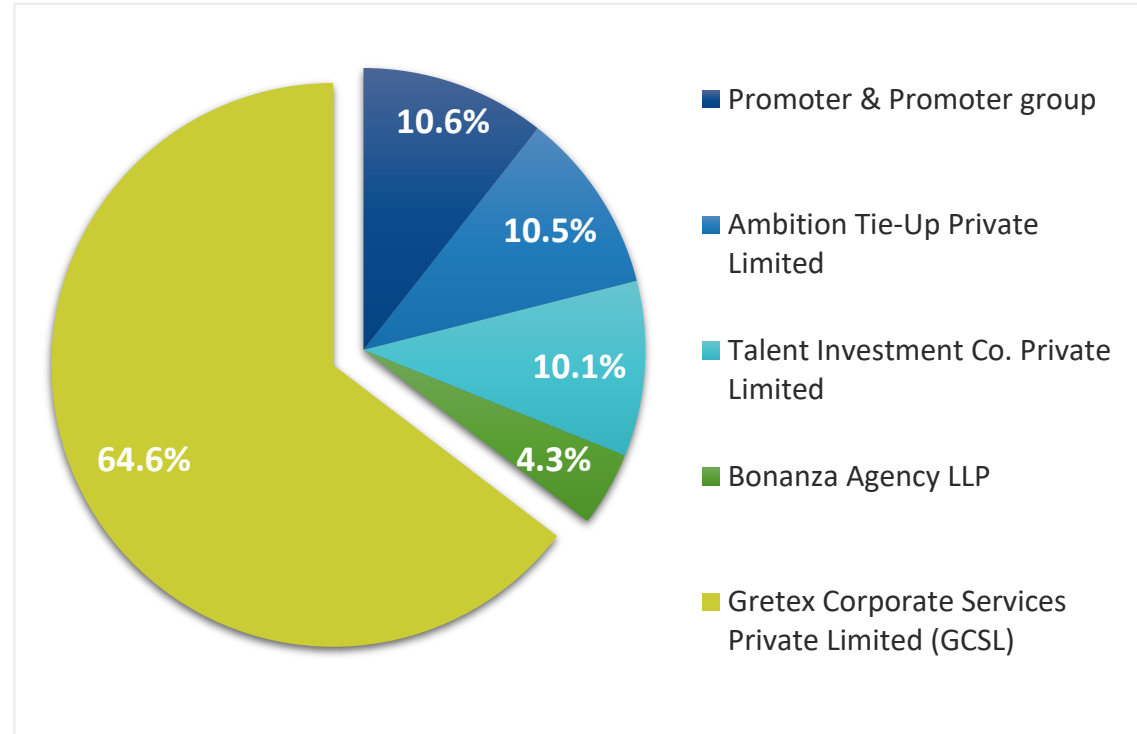


"Gretex Corporate Services Limited" (GCSL) intends to acquire shares from current shareholders of the associate firm, namely "Gretex Share Broking Private Limited" (GSBPL), with the goal of making it a subsidiary entity

GCSL's Shareholding in GSBPL As On The Date



GCSL's Shareholding in GSBPL After Rights Issue



Rationale For The Rights Issue & Acquiring Majority Stake In GSBPL



Robust financials

- GSBPL is growing at a CAGR of >100% (Y-o-Y)
- >40% PAT Margin



Rising service demand

- Majority of the funds are being raised through private placements, fostering the demand for GSBPL market-making services ⁽¹⁾



Strong prospects for long-term earnings and returns

- Sustainability and growth potential of the financial performance and profitability of GSBPL



Compelling investment proposition

- Leading market position
- Breadth of revenue opportunities
- Significant cost & business synergies
- Rigorous risk management



The Rights Issue Will Bring Economies Of Scale Driving Benefits And Value Creation For GCSL

Acquiring majority stake in GSBPL aims to create sustainable value over the long term for GCSL

Value Creation & Synergies

GCSL is poised to elevate its service quality for both its current and prospective SME IPO clients & deliver synergies from consolidation

Diversification

The diversified portfolio of businesses will minimise volatility over time & will maintain financial flexibility to support long-term growth

Leveraging Robust Financial Position of GSBPL

It will strengthen balance sheet and liquidity position of GCSL in the long run

Enhancing Shareholder Value

To provide existing shareholders with an opportunity to participate in the company's growth & increase shareholder value over the long term



Contact Us



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