

Date: 16th May, 2024

To, Listing Department National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex Bandra (East), Mumbai-400 051 NSE Symbol: EMKAY	To, Listing Department BSE Limited P. J. Tower, Dalal Street, Mumbai 400 001 BSE Scrip Code:532737
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Dear Sir

Sub: Investor Presentation for the Quarter and Year ended 31.03.2024

Please find enclosed herewith the Investor presentation for the financial results for the Quarter and Financial year ended on 31.03.2024. The same is being uploaded on the website of the Company i.e. www.emkayglobal.com.

We request you to kindly take the same on your record.

Thanking you,

Yours faithfully,

For Emkay Global Financial Services Limited

B. M. Raul
Company Secretary & Compliance Officer



INVESTOR PRESENTATION



Your success is our success

SAFE HARBOUR

This presentation and the following discussion may contain “forward looking statements” by Emkay Global Financial Services Limited (EGFSL) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives are based on the current beliefs, assumptions, expectations, estimates and projections of the management of EGFSL about the business, industry and markets in which EGFSL operates.

These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and other factors, some of which are beyond EGFSL’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements.

Such statements are not and should not be construed as a representation of future performance or achievements of EGFSL. In particular, such statements should not be regarded as a projection of future performance of EGFSL. It should be noted that the actual performance or achievements of EGFSL may vary significantly from such statements.

All information in this presentation has been prepared solely by the company and has not been independently verified by anyone else. This presentation is for information purposes only and does not constitute an offer or recommendation to buy or sell any securities of EGFSL.

BUSINESS PERFORMANCE

Q4 & 12M FY24

KEY PERFORMANCE INDICATORS

EMKAY: FY 24 AT A GLANCE (Rs. Mn)

3,75,443

Total Assets

▲ 82%YoY

31,772

Wealth Assets

▲ 42%YoY

9,023

PMS & AIF AUM

▲ 38%YoY

3,34,647

DP/Broking Assets

▲ 89%YoY

3,171

Revenue

▲ 47% YoY

445

PBT

▲ 256% YoY

324

PAT

▲ 130% YoY

513

Total Employees

As on 31.03.2024

4,199

Market Cap

As on 16.05.2024

2,409

Networth

As on 31.03.2024

14%

ROE

For 12M FY24

13.16

EPS

▲ 130% YoY

KEY HIGHLIGHTS OF FY24

Financials: The Consolidated revenue increased by 47% YoY to INR 3,171 million, while consolidated PAT increased by 130% YoY to INR 324 million.

IB Transactions: Emkay was the merchant banker to **six equity fundraising transactions** amounting to Rs. 58,112 million across products like IPOs, QIPs, and Pvt equity, and advisor for an IPO amounting to Rs 4,050 million. Emkay also executed **2 other merchant banking transactions** including a buyback and an open offer aggregating to Rs 610.40 million.

Conferences: The institutional Equities team organised many conferences during the year, including **Commercial Vehicle Conference 2.0** in June, **Emkay Confluence 2023** in August 2023, and **Emkay Digi Banking Conference** on 29-30 November 2023

Leadership Strengthening: Emkay bolstered its leadership by appointing Manish Sonthalia as the Chief Investment Officer and Nagesh Pai as Head of Sales of EIML. Seshadri Sen joined the Institutional Research team as Head of Research and Strategist during the year.

Industry Accolades: Emkay proudly received top honours in the Asiamoney Brokers Poll Rankings 2023. Azalea Capital Partners won the 'Best Sustainable Finance Deal 2023' Award by the FinanceAsia Achievement Awards for South Asia for acting as the Sole Arranger and Advisor to Gravita Netherland BV's ESG fundraise of EUR 34 million.

Assets Under Management: PMS+AIF AUMs increased by 38% YoY to INR 9,023 mn vis-à-vis INR 6,537 mn. Wealth AUMs increased by 42% YoY to INR 31,772 mn vis-à-vis INR 22,418 mn.

KEY HIGHLIGHTS OF FY24

Asset Management Updates:

Emkay successfully completed the early distribution of proceeds from the **Emkay Emerging Stars Fund – Series IV** for its unit holders. Following deductions for all fees and expenses, Emkay achieved an **impressive 20% to 25% XIRR** (depending on the class of shares) for investors.

Emkay Emerging Stars Fund - Series VI (AIF Category III), a Thematic-Focused Multi-Cap Fund, and **Emkay India's Golden Decade of Growth**, a PMS strategy were launched during the year.

Emkay Investment Managers efficiently set up and seamlessly inaugurated their **dynamic new office space**. The team successfully transitioned to the vibrant workspace on January 1, 2024, marking the beginning of an exciting chapter for the company.

Emkay Wealth Mobile App: The Emkay Wealth mobile app for clients received a fresh look and identity as 'Naavik' during the year.

Emkay continued prioritizing employee well-being through initiatives like the '**Employee Assistance Program**', catering to physical, mental, and emotional health of employees and their families, and also introduced short-format **LMS modules** for convenient learning. These modules included the launch of "**Mid-Week Shots**" & "**Friday Musings**" which take employees through a series of attributes, competencies, and values that the Organization wants the employees to imbibe and execute. Additionally, the HR team launched surveys for new joiners to gather feedback, which leads to actionable steps for improvement. One-on-one meetings with employees and the **Thrive 360° program** for the Institutional Equities Team associates further enhanced individual and organizational growth efforts.

KEY HIGHLIGHTS OF FY 24

INFORMATION TECHNOLOGY

- Backoffice Application was upgraded to process trades in multiples of volumes and faster processing.
- Upgraded the network bandwidth for connectivity to Exchanges & Colocation for faster performance.
- A new hyper-converge platform was rolled out for upgrading the capacity and better performance of the user applications.
- Implemented critical infrastructure into global standard data centres that have efficient cooling systems and advanced power distribution systems.
- Decommissioned old servers, and network equipment and replaced them with newer ones.
- Pioneered DMA Certification on MCX, demonstrating the organization's commitment to innovation and compliance.
- Emkay successfully onboarded a new trading platform within the exchange colocation facility, enabling seamless and secure trading activities.
- implemented the OMS with FIX connectivity in the exchange colocation environment, streamlining order management and execution.



- In GIFT, Emkay deployed a new Backoffice platform for processing DMA & Institutional trade flows.
- To safeguard the user environment, Emkay implemented a granular application control platform, restricting unauthorized applications on Emkay's computers.
- To provide a superior user experience, Emkay conducted an enterprise-wide hardware refresh and upgraded systems to the latest operating systems.

KEY HIGHLIGHTS OF FY 24

CYBER SECURITY

- Emkay has a robust framework in sync with the regulatory guidelines for safeguarding the information assets of the company.
- Emkay carries out periodic vulnerability assessments and penetration testing through a CERT-IN auditor to identify and remediate any vulnerabilities in the organisation's platforms.
- Emkay considers human resources as its first line of defence against cyber threats and conducts periodic simulation attacks to assess any vulnerable human resources, followed by appropriate training programs to educate users about modern cyber threats and guidance so that they stay alert and cyber-safe.
- Emkay has engaged with a CERT-IN empanelled third-party SOC that monitors and protects the company's critical infrastructure on a 24x7 basis.
- Deployment of a cutting-edge EDR platform protects critical assets and a layer of virtual patching solution protects any legacy platforms.
- Emkay has deployed an identity threat detection and response platform to ensure that identities are secured from unauthorized access.

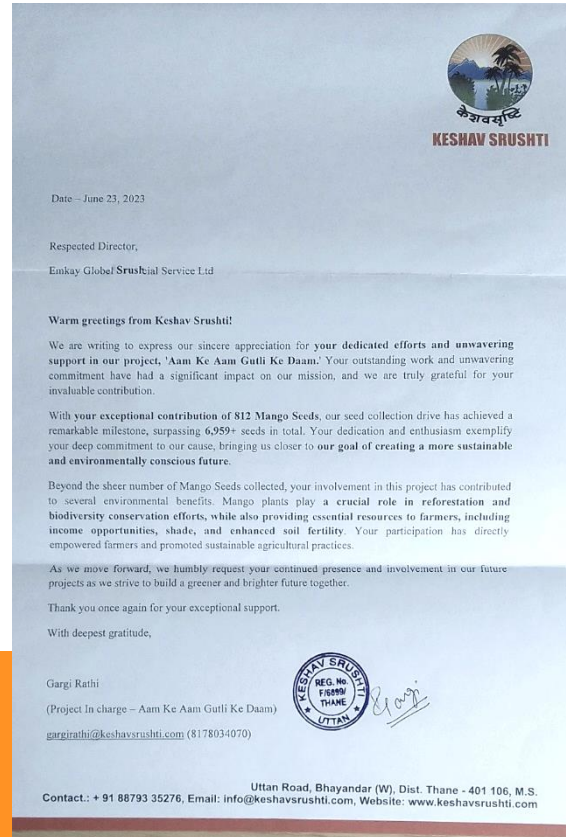


KEY HIGHLIGHTS OF Q4 FY 24

CSR INITIATIVES



SEED COLLECTION DRIVE leading to collection of 800+ mango seeds for NGO Keshav Srushti

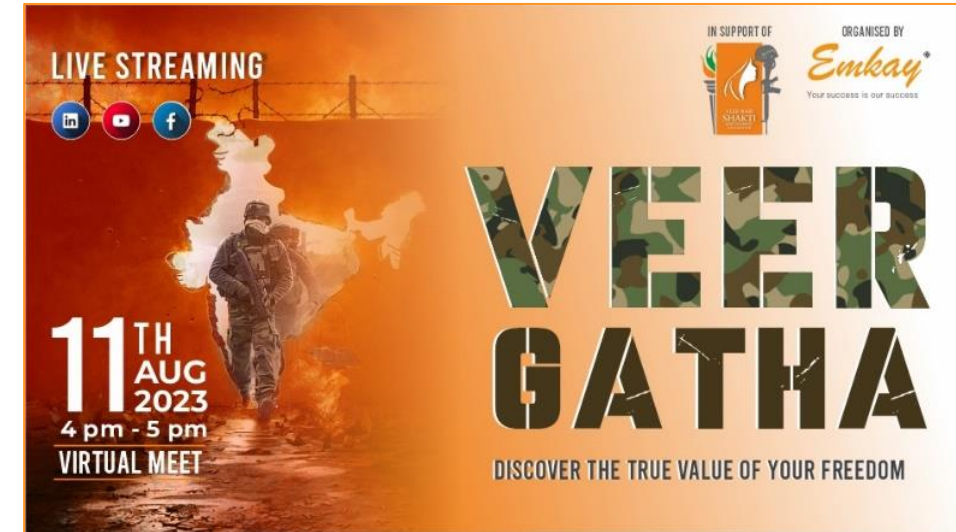


BOOK DONATION DRIVE: To support the students of the BMC school of Borivali, Emkayites actively participated in a book donation drive. This initiative aimed to provide underprivileged children with access to an array of enriching books that will enhance their intellect and cognitive abilities. 1350+ books, 850+ Notebooks, and stationery were collected over 30 days.

KEY HIGHLIGHTS OF Q4 FY 24

CSR INITIATIVES

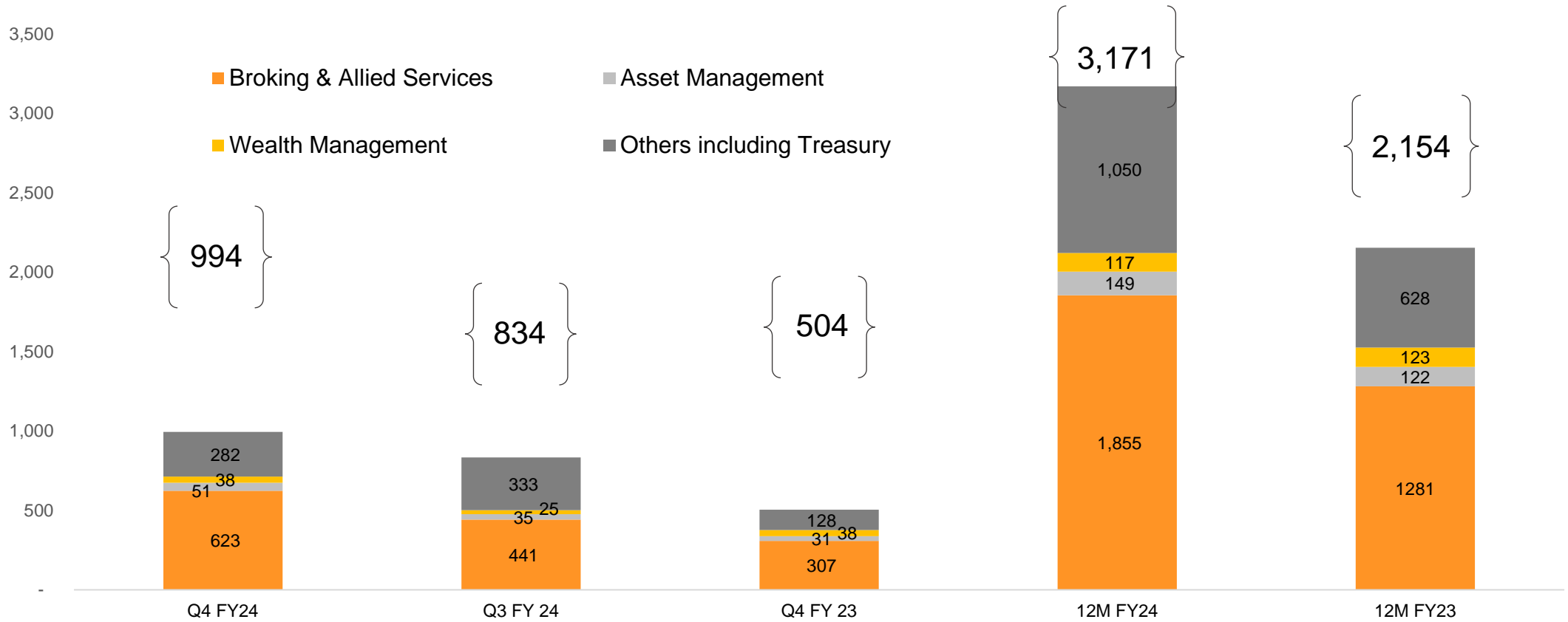
ORGANISED WEBINAR 'VEER GATHA - Discover the price of your freedom' on the occasion of India's 77th Independence Day. The webinar was organised to support **Veer Nari Shakti Resettlement Foundation (VNSRF)**, an NGO that makes a genuine effort to bring a shaken family of a martyr to a rehabilitated life of normalcy. **Emkay** resolved to provide a voice to the martyr families by organizing this webinar and fundraiser appeal. Emkay hosted Veer Naris (martyr soldier widows), Veteran Shaurya Chakra awardee Brigadier Jayant Tiwari, Rifleman Zahoor Bhat of J&K Rifles along with Prashant Tewari, Founder of VNSRF.



TATA MUMBAI MARATHON: Emkayites participated with zeal at Tata Mumbai Marathon organized in January 2024. Around 70 employees participated in the event across different race categories. Emkay supported Shrimad Rajchandra Love and Care, an NGO involved in activities encompassing health, education, animal welfare, and community development, ensuring holistic and sustainable development in one of the poorest areas of South Gujarat.

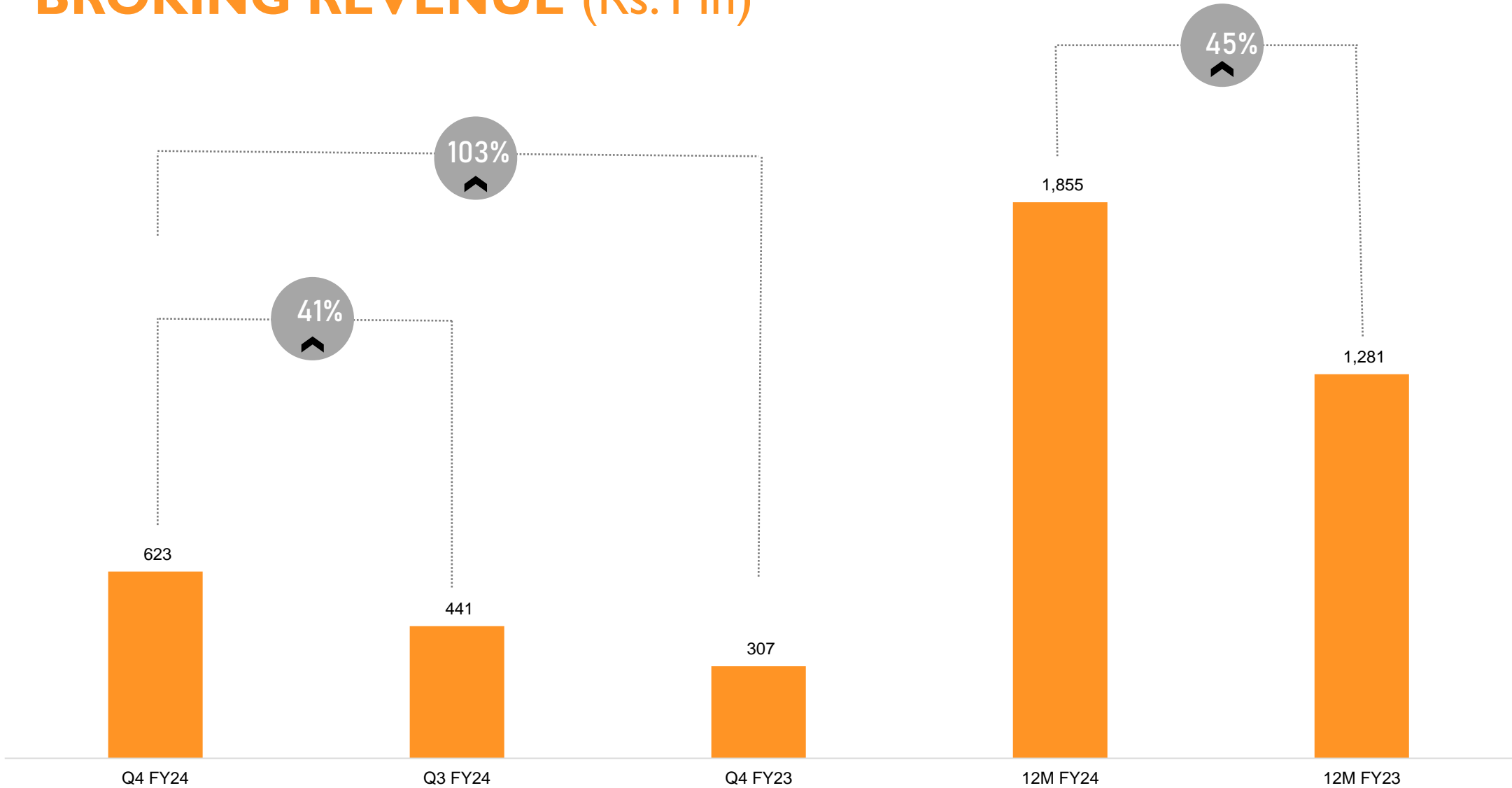
REVENUE MIX (Rs. Mn)

12M FY 24



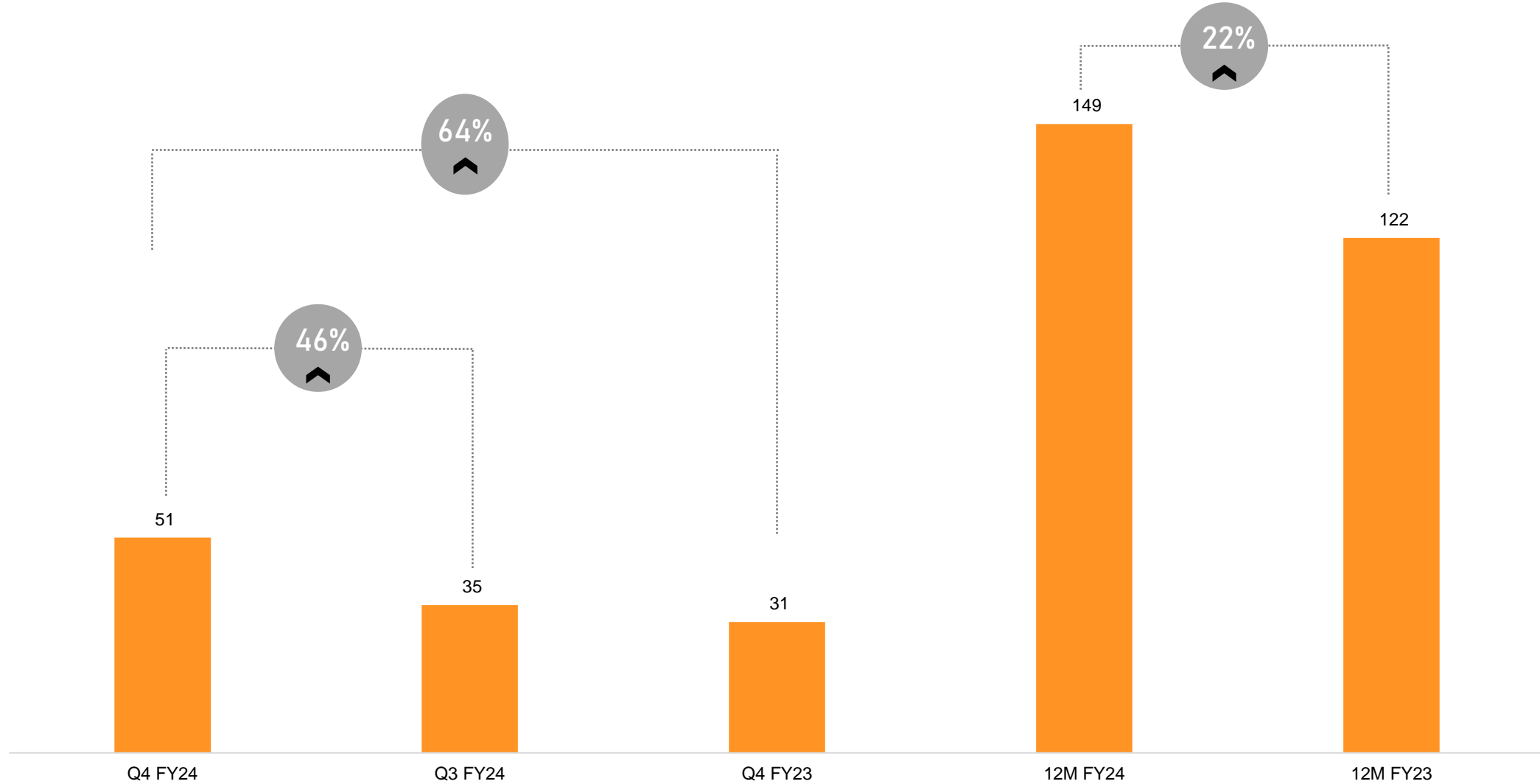
BROKING REVENUE (Rs. Mn)

12M FY 24



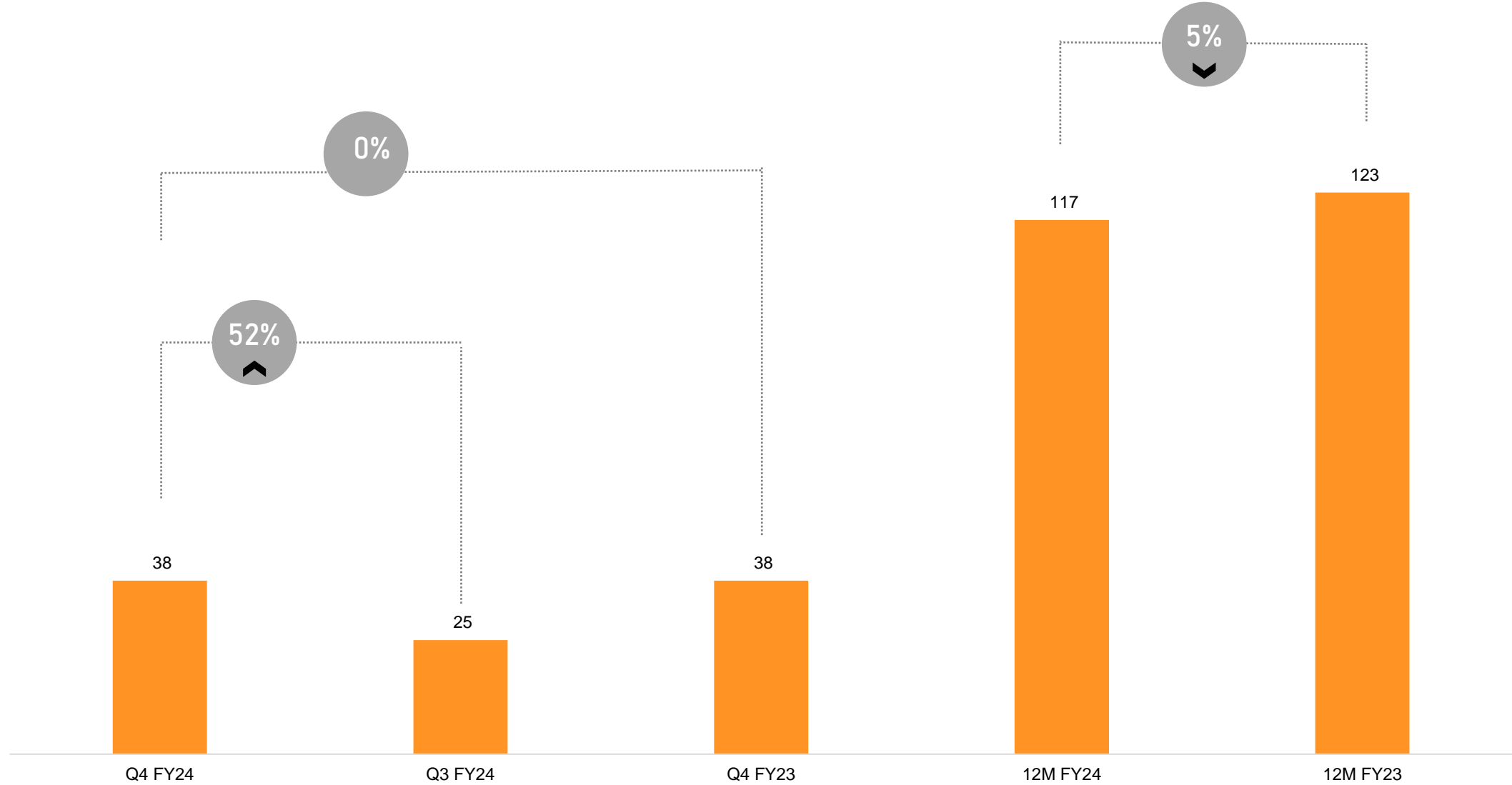
ASSET MANAGEMENT REVENUE (Rs. Mn)

12M FY 24



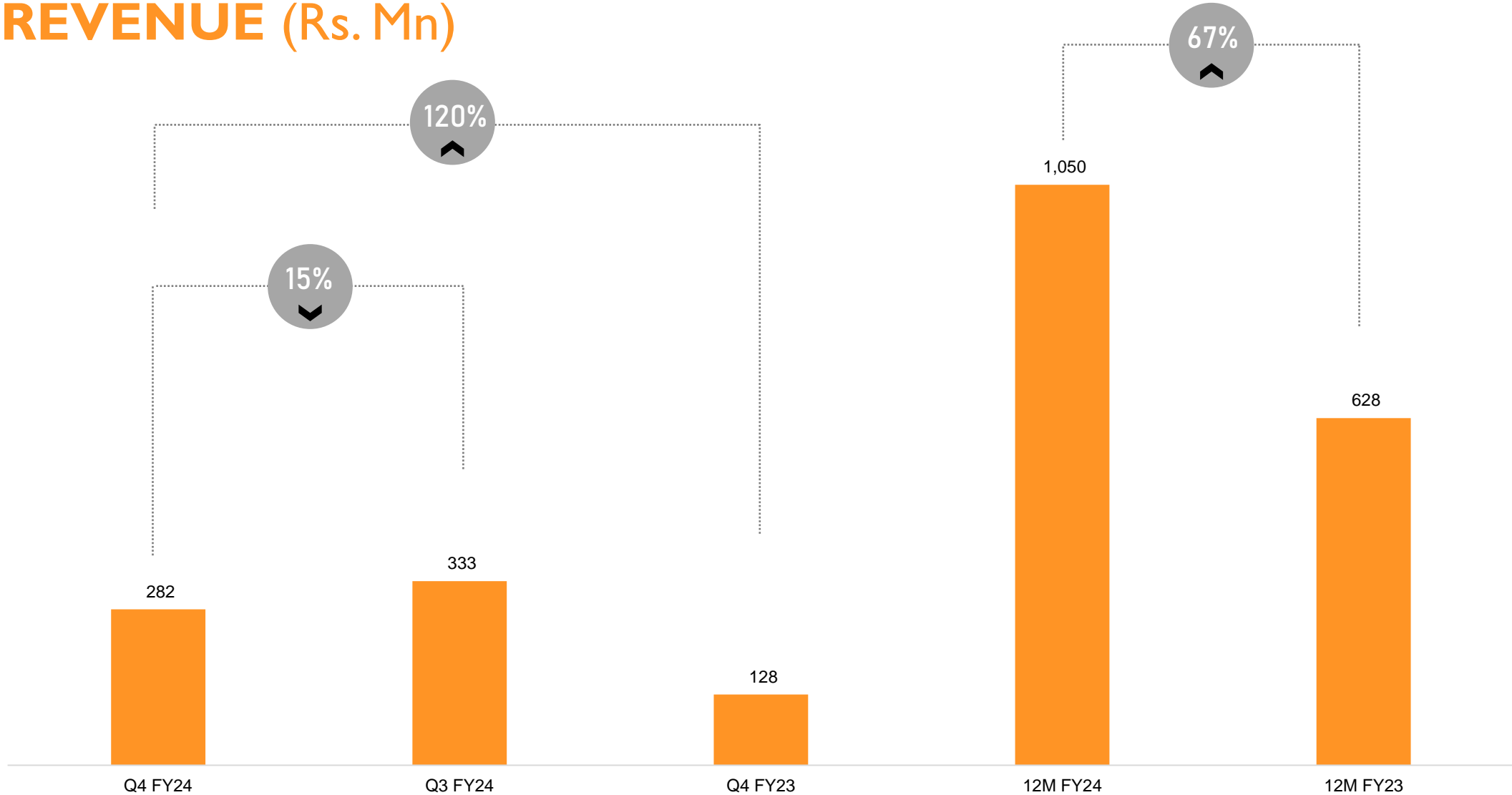
WEALTH MANAGEMENT REVENUE (Rs. Mn)

12M FY 24



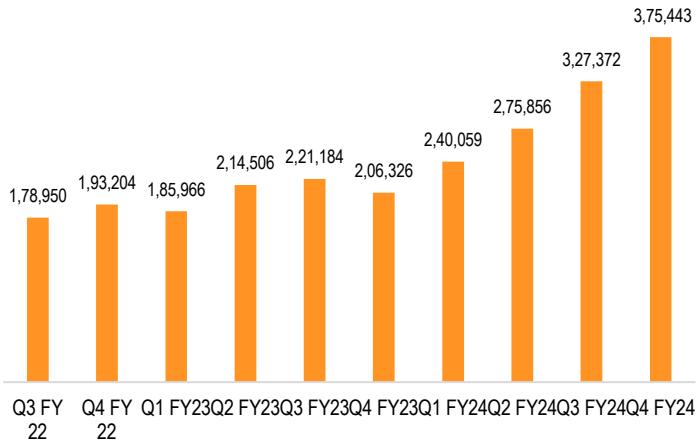
OTHERS INCLUDING TREASURY REVENUE (Rs. Mn)

12M FY 24

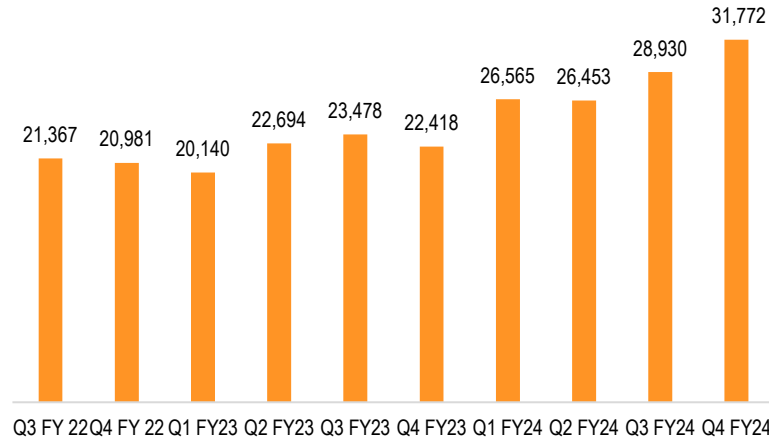


CUSTOMER ASSETS (Rs. Mn)

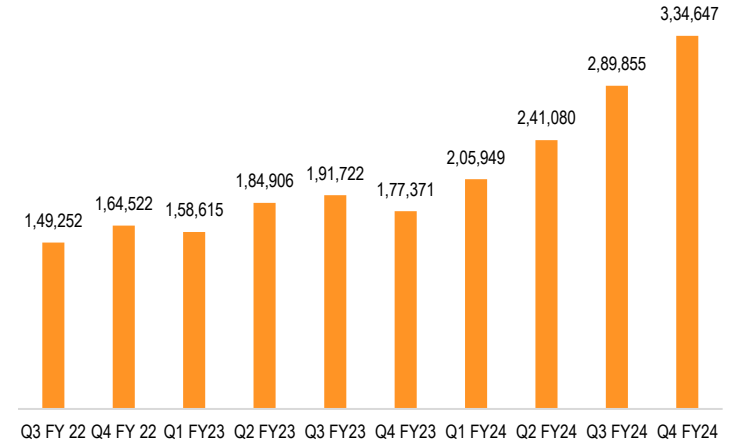
Total Assets



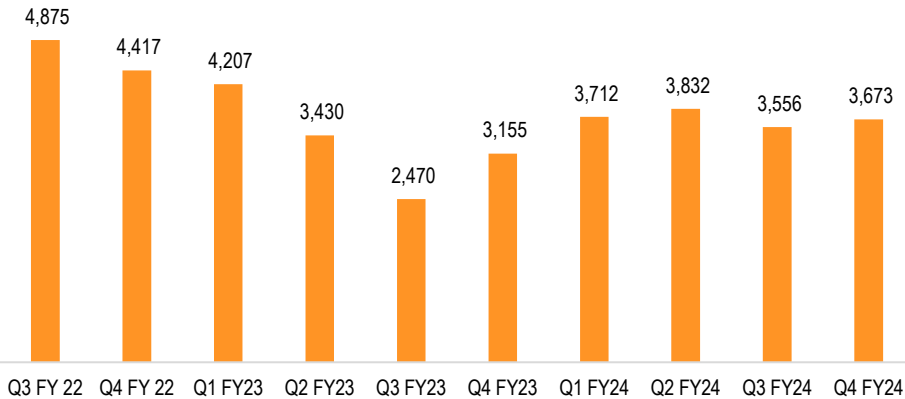
Wealth Assets



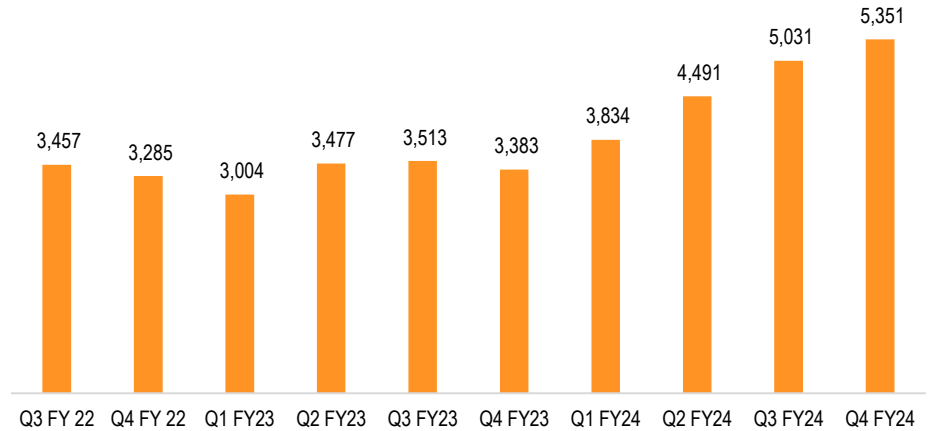
DP/Broking Assets



AIF AUM



PMS AUM



12M FY 24

FINANCIAL PERFORMANCE

Q4 & 12M FY24

KEY HIGHLIGHTS : CONSOLIDATED FINANCIALS

	Revenues (Rs. in mn)	Profit Before Tax (Rs. in mn)	Profit After Tax (Rs. in mn)	EPS (Rs.)	BVPS (Rs.)
Q4 FY 24	994	166	106	4.29	97.54
	▲ 19%	▲ 13%	▼ 13%	▼ 14%	▲ 4.94%
Q3 FY24	834	147	122	4.97	92.95
Q4 FY23	504	(73)	(54)	(2.18)	85.38
	▲ 97%	▲ 327%	▲ 296%	▲ 297%	▲ 14.24%
12M FY24	3,171	445	324	13.16	97.54
	▲ 47%	▲ 256%	▲ 130%	▲ 130%	▲ 14.24%
12M FY23	2,154	125	141	5.71	85.38

CONSOLIDATED PROFIT & LOSS STATEMENT

(Rs. Mn)

Particulars	Q4 FY 24	Q3 FY24	QoQ% Change	Q4 FY23	YoY % Change	12M FY24	12M FY23	% Change
Revenue								
Income from Operations	902	752	20	421	114	2,846	2,029	40
Other Income	92	82	12	83	11	325	125	160
Total Revenue	994	834	19	504	97	3,171	2,154	47
Expenses								
Employees Benefit Expense	472	373	27	309	53	1,508	1,151	31
Finance Costs	16	13	23	13	23	49	43	14
Depreciation & Amortisation Expense	31	27	15	24	29	98	92	7
Other Expenses	309	274	13	231	34	1,071	743	44
Total Expenses	828	687	21	577	44	2,726	2,029	34
Profit/(Loss) Before Tax	166	147	13	(73)	327	445	125	256
Tax Expense/(Benefit)	62	24	158	(20)	410	123	(15)	920
Profit/(Loss) After Tax	104	123	(15)	(53)	296	322	140	130

CONSOLIDATED PROFIT & LOSS STATEMENT

(Rs. Mn)

Particulars	Q4 FY 24	Q3 FY24	QoQ% Change	Q4 FY23	YoY % Change	12M FY24	12M FY23	% Change
Share of Profit/(Loss) of Associates	2	(1)	300	(1)	300	2	1	100
Profit/(Loss) for the Period/Year	106	122	(13)	(54)	296	324	141	130
Other Comprehensive Income	-	-	-	(2)	100	(9)	(5)	80
Total Comprehensive Income	106	122	(13)	(56)	289	315	136	132

CONSOLIDATED BALANCE SHEET (Rs. Mn)

Particulars	As at 31.03.2024	As at 31.03.2023
	Audited	Audited
ASSETS		
Financial Assets		
(a) Cash and cash equivalents	478.24	294.86
(b) Bank Balance other than (a) above	5,349.80	3,191.09
(c) Stock in trade (Securities held for trading)	12.97	7.15
(d) Trade receivables	1,251.52	1,052.93
(e) Loans	395.80	513.64
(f) Investments	261.61	236.83
(g) Other financial assets	2,332.30	1,396.54
Sub-total - Financial Assets	10,082.25	6,693.03
Non-financial Assets		
(a) Current tax assets (net)	38.40	50.97
(b) Deferred tax assets (net)	-	50.15
(c) Property, plant and equipment	324.35	299.94
(d) Other intangible assets	14.56	5.47
(e) Right of use assets	88.98	74.71
(f) Other non-financial assets	104.13	135.25
Sub-total - Non-financial Assets	570.41	616.48
TOTAL - ASSETS	10,652.66	7,309.51

CONSOLIDATED BALANCE SHEET (Rs. Mn)

Particulars	As at 31.03.2024	As at 31.03.2023
LIABILITIES AND EQUITY		
LIABILITIES		
Financial Liabilities		
(a) Derivative financial instruments	-	-
(b) Payables	2,088.95	1,202.59
(c) Borrowings (other than debt securities)	325.54	149.69
(d) Deposits	103.19	103.65
(e) Lease liabilities	91.64	76.32
(f) Other Financial liabilities	5,083.55	3,312.91
Sub-total - Financial Liabilities	7,692.87	4,845.16
Non-financial Liabilities		
(a) Current tax liabilities	1.67	0.36
(b) Deferred tax liabilities (net)	1.89	-
(c) Provisions	371.02	219.24
(d) Other non-financial liabilities	176.38	140.86
Sub-total - Non-financial Liabilities	550.95	360.45
EQUITY		
(a) Equity share capital	246.95	246.40
(b) Other equity	2,161.89	1,857.49
Sub-total - Equity	2,408.84	2,103.90
TOTAL - LIABILITIES	10,652.66	7,309.51

CONSOLIDATED FINANCIALS - PAT MIX

(Rs. Mn)

	Q4 FY 24	Q3 FY24	QoQ% Change	Q4 FY23	YoY % Change	12M FY24	12M FY23	% Change
a) Capital Markets (Broking, Distribution & IB)	89	123	(28)	(37)	341	245	107	129
b) Asset Management	-	(13)	100	4	(100)	7	18	(61)
c) Others	17	12	42	(21)	181	73	16	356
Profit/(Loss) After Tax	106	122	(13)	(54)	296	325	141	130
Other Comprehensive Income (OCI)	-	-	-	(2)	100	(10)	(5)	100
Total Comprehensive Income	106	122	(13)	(56)	289	315	136	132

SEGMENT PERFORMANCE

(Rs. Mn)

	Q4 FY 24	Q3 FY24	QoQ% Change	Q4 FY23	YoY % Change	12M FY24	12M FY23	% Change
Segment Revenue								
Advisory, Transactional & Other Related Activities	985	820	20	487	102	3,115	2,072	50
Financing and Investment Activities	9	14	(36)	17	(47)	56	82	(32)
Income from Operations	994	834	19	504	97	3,171	2,154	47
Segment Profit Before Tax								
Advisory, Transactional & Other Related Activities	161	137	18	(84)	292	406	66	515
Financing and Investment Activities	5	10	(50)	11	(55)	39	59	(34)
Profit/(Loss) Before Tax from Each Segment	166	147	13	(73)	327	445	125	256

INSTITUTIONAL EQUITIES

CONFERENCES IN FY 23

Emkay Institutional Equities organized its
Commercial Vehicles
 Virtual Investor Conference

on 22nd- 23rd June, which was attended by

5	67	100
companies	funds	individual participants

and the virtual 2-day conference resulted in more than
150 meetings



Your success is our success

COMMERCIAL VEHICLES
 MOMENTUM TO GET A LEG UP?
 Virtual Investor Conference

**SAVE
 THE DATE**

| 22-23, JUNE 2023

CONFERENCES IN FY 23

Emkay Institutional Equities organized
Emkay Confluence 2023

which was attended by



152

companies



142

funds



596

individual
participants

3,256 group meetings



Emkay Confluence

Unleashing India's Potential



16-18

AUG 2023



Trident-BKC,
Mumbai

Mega Confluence

Over 150
companies

Keynote speaker
sessions

CONFERENCES IN FY 23

Emkay Institutional Equities organized
Digi Banking Conference 2023

which was attended by



12

companies



71

funds



107

individual
participants



86

Analysts

291 group meetings




Your success is our success

VIRTUAL
DIGI-BANKING
 CONFERENCE



FINSHIFT
 4.0

29th & 30th Nov 2023

CORPORATE ACCESS

During FY 24
The Institutional Equities team organised



43

roadshows



186

expert and
client calls



68

Group Calls/
Event/ Conference

INSTITUTIONAL RESEARCH

TWIN WINS
for Emkay at



Best Economist

Madhavi Arora

Lead – Economist



Best Analyst for Energy

Sabri Hazarika

Senior Research Analyst



FY24 HIGHLIGHTS

New Leadership



Seshadri Sen

Head of Research and Strategist

Seshadri, who joined the Institutional Equities team as the Head of Research and Strategist, is a postgraduate from XLRI Jamshedpur and is a CFA charter holder. In his last assignment, he worked with Alchemy Capital as Head of Research. Seshadri comes with nearly three decades of experience in financial services and has been associated in the past with organizations such as JP Morgan, Macquarie, SG Asia Securities, and Prudential ICICI Asset Management.

ASSET MANAGEMENT

PMS & AIF vertical
(Emkay Investment Managers Ltd.)

KEY HIGHLIGHTS

Celebrating a decade of success

In the esteemed presence of clients and distribution partners in Mumbai, Emkay Investment Managers joyfully commemorated the successful completion of more than 10 years in the industry.



KEY HIGHLIGHTS - New Leadership



Manish Sonthalia
Chief Investment Officer

Manish assumed the role of Chief Investment Officer at EIML, bringing with him over thirty years of extensive expertise in equity fund management and research within the Indian markets.

Notably, he has recently introduced a PMS, 'Emkay's India's Golden Decade of Growth', and the sixth series of our award-winning AIF 'Emkay Emerging Stars Fund'. Both products are aimed at empowering investors to capitalize on India's 1. burgeoning manufacturing capabilities, 2. growing consumption, 3. digitisation 4. growth in sustainable energy, and 5. rising financialisation of savings.



Nagesh Pai
National Sales Head

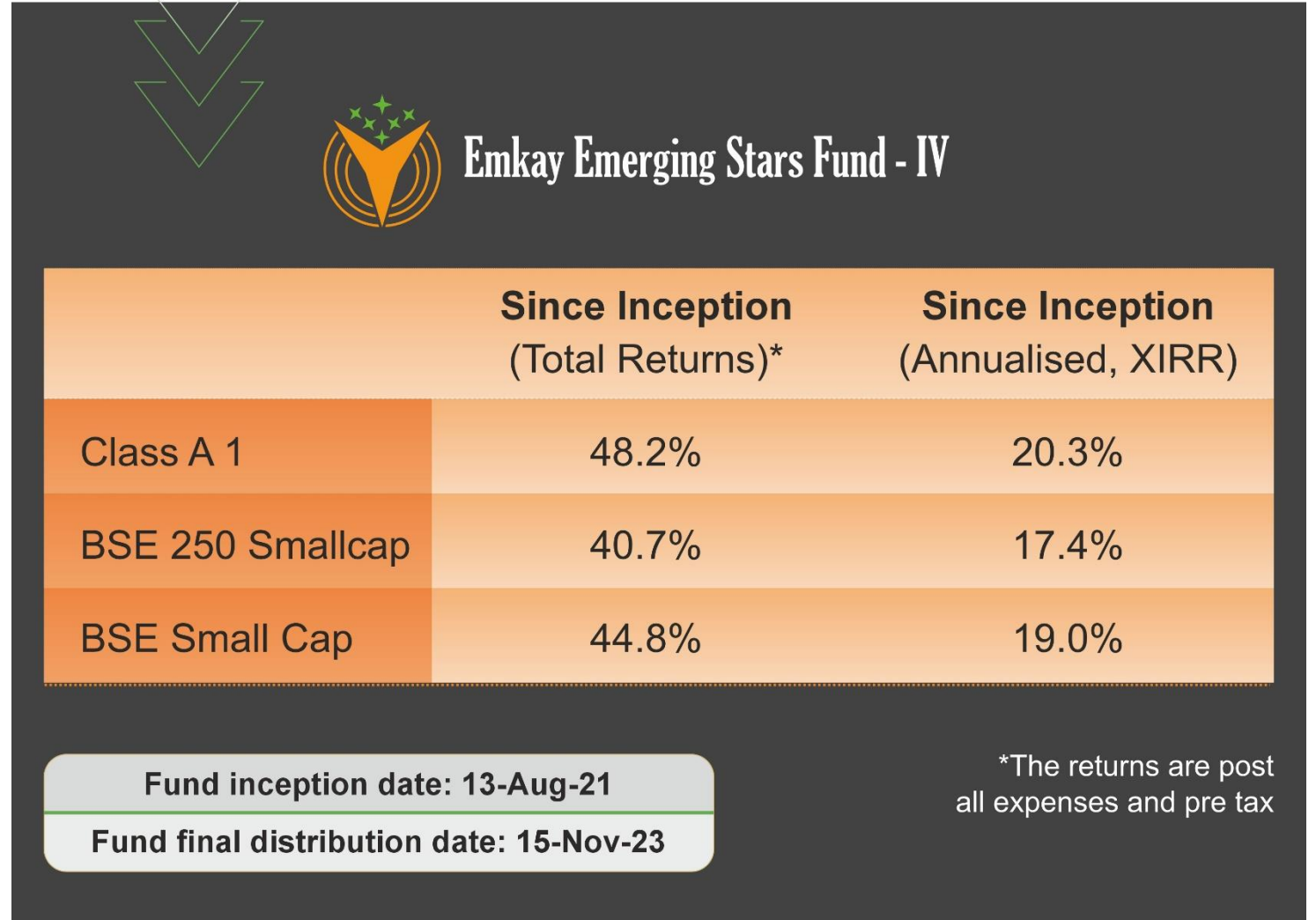
Nagesh is a seasoned professional with extensive experience in the financial services industry. As the National Sales Head at EIML, he plays a pivotal role in driving sales strategies and fostering key client relationships.

Before joining Emkay Investment Managers Ltd., Nagesh held several senior leadership roles at prominent financial institutions, demonstrating his expertise in sales management and strategic planning, including ASK Investment Managers, ENAM Asset Management, ING Investment Management, and Standard Chartered Bank.

KEY HIGHLIGHTS

Successful completion of the early **distribution of proceeds** from the Emkay Emerging Stars Fund – Series IV for our unit holders. Following deductions for all fees and expenses, we achieved an impressive 20% to 25% XIRR (depending on the class of shares) for our investors.

12M FY 24



KEY HIGHLIGHTS

Emkay Investment Managers' dynamic **new office space** was meticulously prepared and seamlessly inaugurated during the quarter.

The team successfully transitioned to the vibrant workspace on January 1, 2024, marking the beginning of an exciting chapter for the company.



KEY HIGHLIGHTS



Emkay Emerging Stars Fund - VI



Emkay Emerging Stars Fund - Series VI (AIF Category III), a Thematic-Focused Multi-Cap Fund, and **Emkay India's Golden Decade of Growth**, a PMS strategy were launched during the year.

We believe India is at an inflection point with per capita income of \$2300 in 2023 and is looking at a golden decade ahead.

We believe that the five themes, listed alongside will see accelerated growth in the years ahead which will create superior bottom-up stock picking opportunities to create a winning portfolio.

- Both strategies are aimed at empowering investors to capitalize on India's :
 - » Rising consumption
 - » Digitisation / AI
 - » Energy Transition
 - » Financialisation of savings
 - » Rising prowess in Indian manufacturing

INVESTMENT BANKING

KEY HIGHLIGHTS

Advisor to
IPO for
INR 4,050 mn

01



Sole Merchant
Banker for QIP
for **INR 2,000 mn**

02



Completion of
buyback for
INR 550 mn

03



KEY HIGHLIGHTS

Merchant Banker
to QIP for
INR 40,000 mn

04



Merchant Banker
to QIP for
INR 7,500 mn

05



Sole Merchant
Banker for QIP for
INR 5,000 mn

06



KEY HIGHLIGHTS

Merchant Banker
to IPO for
INR 2511.90 mn

07



Merchant Banker
to Open Offer for
INR 60.40 mn

08

Heranba Group open offer to
Daikafill Chemicals India Limited



Private Equity
deal for
INR 1,100 mn

09

Advisor to



WEALTH MANAGEMENT

WEALTH MANAGEMENT

Managing **INR 31,772 mn**
under MF Advisory & Distribution

Tied up with **Stockal** to provide clients the
option of investing in the **US Equity Markets**

Monthly update on Mutual Fund
holdings and portfolio reviews

The product delivery is through both **Advisory** as
well as **distribution** mechanisms

Organised roadshows with the fund
manager for **Emkay's India's Golden
Decade of Growth Fund**

In less than 3 years Emkay Wealth emerged from a start-up
wealth business to operating in 10 locations

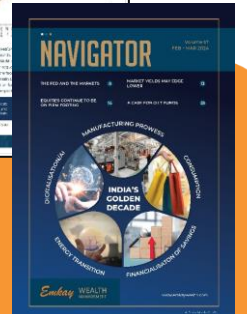
Undertakes regular and stringent
monitoring of portfolios

Offers facility to view portfolio
online on the **website** and
an intuitive **mobile app**

Research Reports

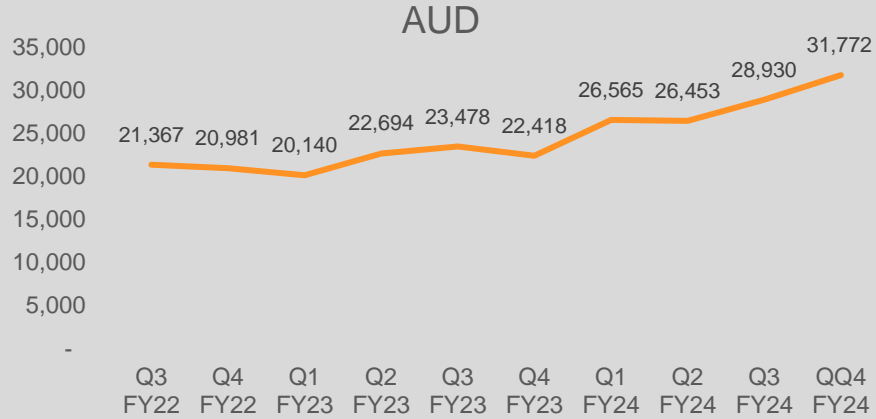
- Navigator: A monthly with a roundup on economy, markets, mutual funds, PMS, Estate & Succession Planning, et al.
- FinSights: Economy update
- Product Updates

The Emkay Wealth mobile app
for clients received a fresh look
as **Naavik** during the year



KEY HIGHLIGHTS

AUD GROWTH (Rs. Mn)



Branches



10

No. of Transactions

91% ↑
YOY

AUD

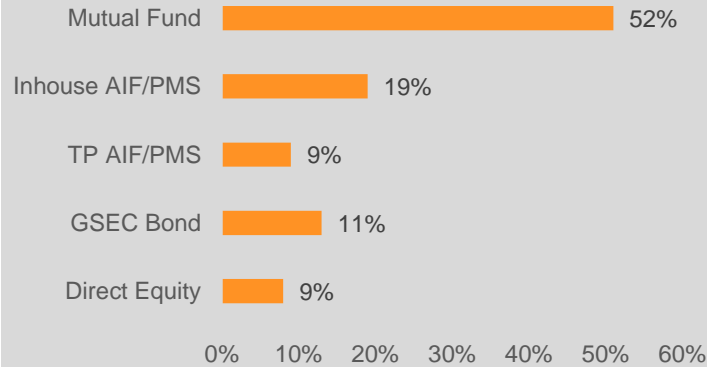


INR 31,772 MN

No of Clients



Assets



REVENUE (12M FY 24)



INR
117 MN

AZALEA CAPITAL

KEY HIGHLIGHTS



Azalea Capital Partners won the '**Best Sustainable Finance Deal 2023**' award by the FinanceAsia Achievement Awards for South Asia for acting as the **Sole Arranger and Advisor** to Gravita Netherland BV's ESG fundraise of EUR 34 million.

TECHNOLOGY EDGE

TECHNOLOGY INNOVATION, IMPROVING BUSINESS EFFICIENCY

Vision

Build & Develop a stable robust platform by creating digital experience across all the touch points; by anticipating market needs and providing customized products towards digital disruption.

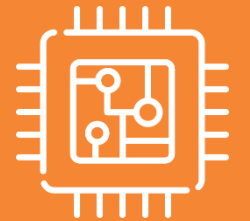


Mission

Conversion from “As-a-service” to “Business Enabler” and going towards “Digital Transformation” , where technology helps organization deliver value to its customers

Technology Edge

Digital Transformation driving strong client acquisition & penetration in the markets with various digital Platforms being offered and customer feedback to explore the untapped potential & roadmap to achieve the same.



INFRASTRUCTURE & SECURITY ASPECTS

01

Robust Infrastructure

- Scaled up & fine-tuned hardware for reliability with continuous improvisations in performance
- Hyper-converge platform improvising the capacity with presence in Global Standard Data Centers across Mumbai.
- High-spec servers for a faster trading experience & and multi-stream broadcast
- Multiple trading platforms catering to various business requirements

03

Strong Network

- Ensuring high availability of systems with increased network bandwidth to accommodate the escalating data traffic
- Through strategic optimizations, we have reduced latency, ensuring faster response times and improved reliability across our network.
- Fortified Network Security with the implementation of advanced firewalls, intrusion detection systems, and regular security audits

02

Securing our Enterprise

- Security measures to fortify our infrastructure and safeguard our operations.
- Continuous monitoring of the platforms with the Security Operations Center as per regulatory guidelines
- Advanced Threat Detection Systems and Response system correlating various inputs across the landscape
- Fully compliant with regulatory guidelines across all environments.

04

Reliable Platforms for Clients

- Technology with ultralow latency infrastructure at Exchange Colocation spread across multiple racks in various phases.
- Deployment of key applications at external data centres of global standards.
- Multicast Tick by Tick and Multi-stream broadcast from exchanges which is scalable on demand.
- Multiple Servers, Network devices, Web portals and mobile Apps under management

TECHNOLOGY FOR BUSINESS

State-of-the-art trading technology

- Connectivity for disseminating real-time information.
- Integration with various FIX aggregators across the street.
- Online chat facility with branches, business associates & clients.
- Custom-made trading algorithms built as per client requirements.
- Comprehensive risk management software with the capability of near real-time monitoring.

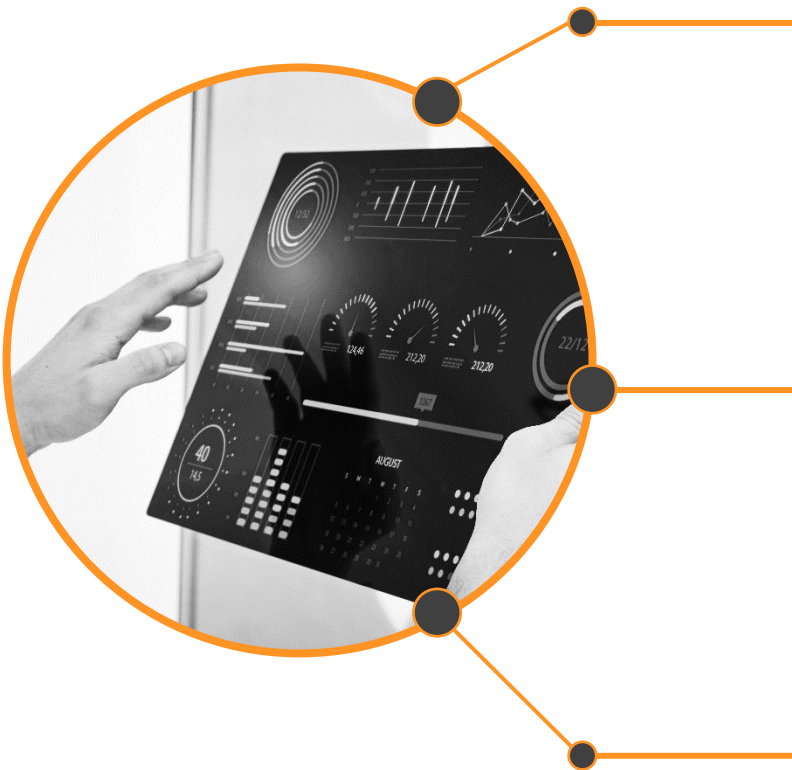
Electronic Execution Solutions across the landscape

- Multiple trading solutions deployed to offer services like CTCL, Algo, and DMA Trading with ultra-low latency.
- Upgraded Platforms with Internet-based Trading, Mobile/ Wireless Trading, API-based Trading.
- Trading Terminals across HO, branches and franchisees with fast broadcast.
- Internet-Based Trading Facility with Charting solutions provided to clients.

Technology Experience across Sales, Research & Operations

- Client Relations are managed via CRM.
- Technical platform assisting Research on content creation, simplified distribution & and tracking of research reports.
- Fast, Easy and efficient processing of backend systems providing accurate results and bulk processing of trades.
- Upgraded KYC journey, Compliant systems and Systems for accurate processing of accounts

DIGITAL FIRST APPROACH



Software: Exploring new horizons

- Competitive Product And Service Offering across the platforms with API initiatives with various integrations.
- Secure backend and frontend services with regular hardening of platforms and performing vulnerability assessment and penetration tests.
- Better error handling on Apps both In-house and Vendor-provided.
- Complete rewrite of a few In-house systems for better performance and experience for the users.

Product: Optimising Experience

- Improving client journeys for both investors & traders with the app.
- Optimisation to build a more balanced ecosystem of applications.
- Multiple options charts platform to help build a trader community.
- Apps to cater to business requirements with Inhouse development and vendor development.

Digital Platform: Providing Best Experience to Clients

- Digital Properties Built In-house For Diverse And Growing Client Base
- Open Architecture To Seamlessly Integrate 3rd Party Products
- Digital Acquisition of Direct Clients with Orders Executed Online By Direct Clients
- Orders Placed through Mobile App, Client Terminals, REST API & FIX
- Analyzing the customer experience, servicing & growth via the digital platforms

HUMAN RESOURCES

Achievements

EMPLOYEE WELLNESS & ENGAGEMENT INITIATIVES



Voice of Employees initiative through one-on-one feedback for our existing employees. Collaborating and listening to employees during their initial days through repeated surveys at interval of 30, 60 & 90 days.



Emkayites participated with zeal at **Tata Mumbai Marathon** organized in January 2024. Around 70 employees participated in the event across different race categories.



HRMS platform activated for **Continuous feedback** providing a mechanism for development between teams.



Launch of **1to1 Help**, an employee mental wellness initiative.



Offsite organized for the Institutional Equities team aligning the team towards a single mission.



Driving agenda of One Company One Team through introduction of **Emkay T-shirts**.

Achievements

TALENT ACQUISITION & DEVELOPMENT



We continue to hire from reputed B-schools and professionals to build a young workforce for Emkay and its future leaders



Development of young talent through customized training to develop their behavioral and functional skills



Training programs infused through a Learning Management system and in-house programs with a 79% penetration rate



Our internal brand ambassadors account for almost 50% of our hires

Achievements

CONTINUOUS ACTIVITIES DURING THE YEAR TO AID EMPLOYEES



Health camps
organized



Ease of banking
camps to address
employee issues



Mid & Annual
performance reviews

CORPORATE OVERVIEW

EMKAY PROMISE, MISSION & VALUES

Promise

Handing over the responsibility for one's finances involves immense trust. At Emkay, we go to great lengths to ensure we hold true to your expectations right from ensuring that every person from Emkay meets the set value proposition. And, also recall Emkay's mission to be achieved collectively without forgoing values that the company lives by.

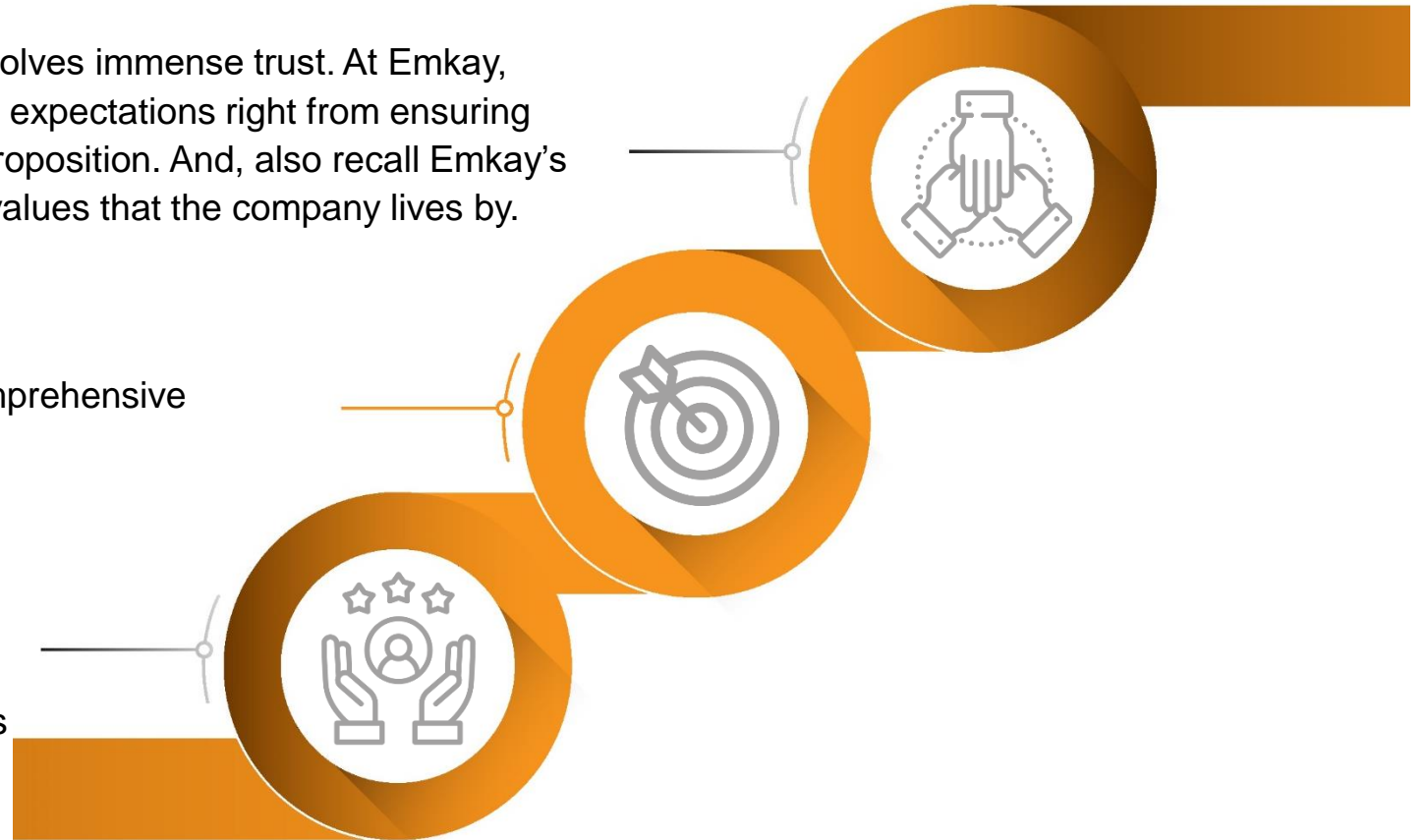
Mission

To provide our clients with secure, customised & comprehensive financial solutions to achieve sustained growth.

Values

To be fair, empathetic and responsive in serving our clients. To respect and reinforce our fellow employees and the power of teamwork. To strive relentlessly to improve what we do and how we do it.

To always earn and be worthy of our customers' trust.



RESILIENCE AND RESPONSIBILITY: OUR DIFFERENTIATORS

Corporate Governance:

We ensure full transparency and accountability while conducting our business in a highly professional and ethical manner. We continuously monitor our governance practices and strive to pursue holistic growth and realize our responsibility towards our stakeholders and environment.

Sustainability:

In the wealth creation journey, we are with our clients for the long haul. Our approach, philosophy and frameworks are all directed towards achievement of the financial goals of our clients by delivering consistent and sustainable returns. A disciplined and fundamentals-driven approach means every portfolio stays strong during the toughest of times and reaps the benefits of compounding.

Human Capital:

Our team forms the nucleus of our essence. They are the pillars that give us stability, agility and proactiveness. We are committed to focusing on their health, safety and skill advancement, and providing them with a collaborative and holistic working environment.

Technology:

Technology is one of the key cornerstones of our business and we have proactively invested in digital assets over the years. With technology at the core of our business, we will keep leveraging on it to offer value addition to clients at each step.



A LEGACY OF OVER 25 YEARS

01

A 360 degree approach: From being an institutional broking house to one offering asset management, wealth management, succession planning, investment banking, currency and commodity broking among others, Emkay, driven by its motto 'your success is our success' has evolved into being a 360 degree financial services provider who can efficiently service every financial need of every customer

02

Relationship Focus: The one thing that hasn't changed since our humble beginnings in 1995 is the focus on every relationship we have established. We are far from being a discount brokerage because we realize that clients need to be taken care of as family – they need the right guidance and not just a tool to accomplish their financial goals.

03

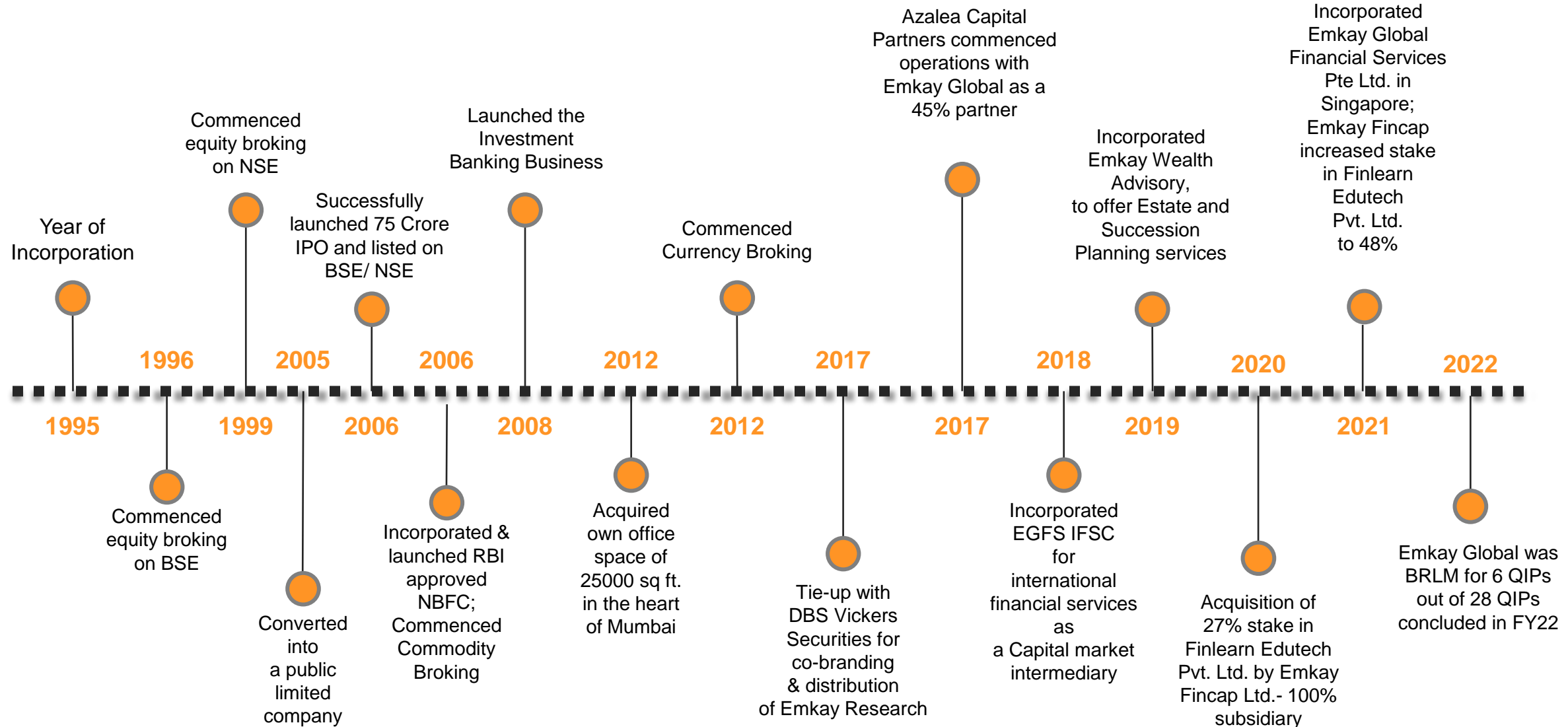
Strong Promoters & Board: Pioneered by first-generation entrepreneurs Mr. Krishna Kumar Karwa and Mr. Prakash Kacholia, who come with strong and relevant education and experience, and backed by a Board of visionaries with remarkable track record, our corporate governance and management capabilities continue to remain robust.

04

Significant Research capabilities: Emkay's institutional research covers 190 companies, including active and soft coverage. We cover 29 out of the 50 NIFTY constituents and 24 out of the 30 SENSEX constituents. Our research has won accolades from major International bodies including Asiamoney and Institutional Investor.

THE JOURNEY

12M FY 24



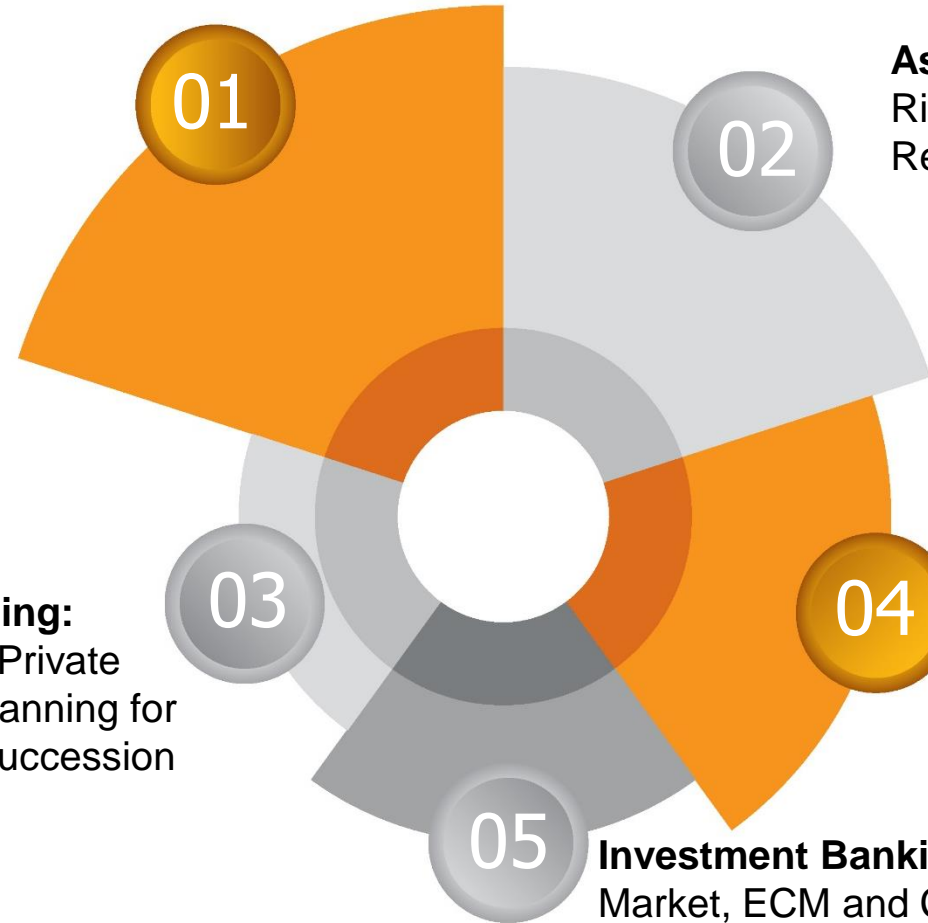
PRODUCTS & SERVICES

Investments:

Institutional & Non-Institutional Equities, Commodities, Currencies, Fixed Income Products

Estate & Succession Planning:

Drafting of Wills, Creation of Private Family Trusts, Succession Planning for Family-owned businesses, Succession Planning for NRIs



Asset & Wealth Management:

Risk Profiling, Asset Allocation, Portfolio Review and Management

Financial Education:

Through FinLearn Academy (an Ed-Tech focused on training in financial markets)

Investment Banking: Caters to Public Market, Private Market, ECM and Corporate Advisory

LLP with Azalea Capital: Structures and facilitates Private financing fundraise of companies (in LCY / FCY) in the form of Structured Financing for both Performing and Distressed companies

THE BOARD

Mr. Sushil Kumar Saboo

Chairman

Group Advisor (Chairman's Office) for Aditya Birla Group, one of the premier business groups of India.

Mr. Krishna Kumar Karwa

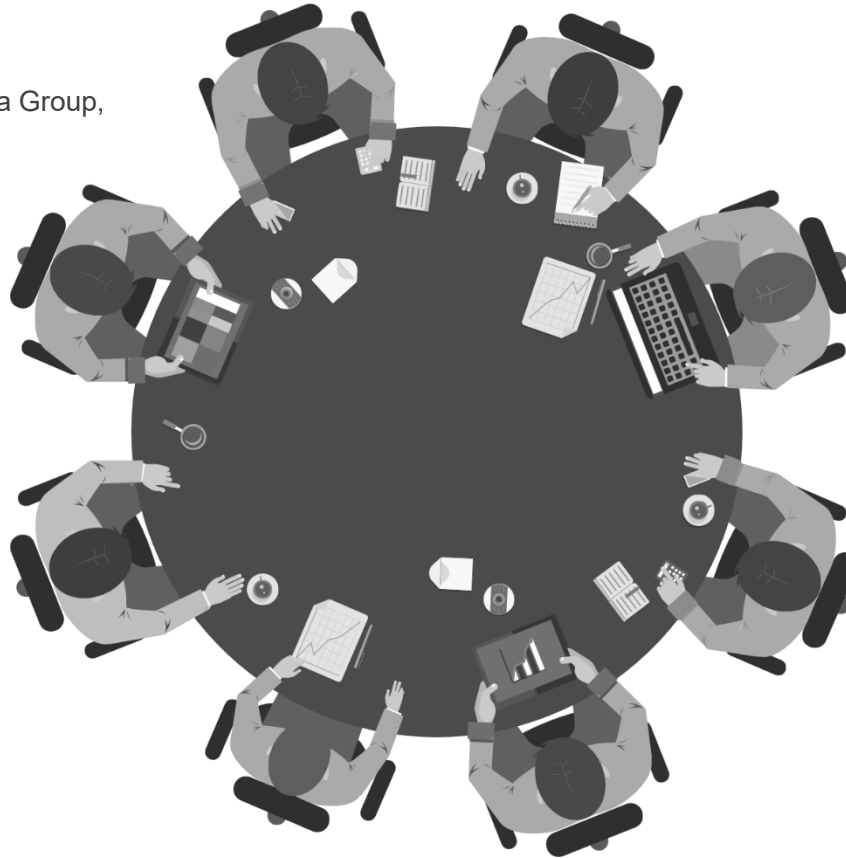
Managing Director

A rank holder member of the ICAI;
Promoter & Managing Director of EGFSL

Mr. Prakash Kacholia

Managing Director

A member of the ICAI;
Promoter and Managing Director of EGFSL



Mr. Girindrachandra Vasudeo

Independent Director

A fellow member of the ICAI, the ICSI; an Associate member of the ICWAI; a law graduate from the University of Mumbai. Retired as MD & Country Manager of SI Group – India Pvt. Ltd.

Mr. Ravikumar Krishnamurthi

Independent Director

A solicitor in the Mumbai High Court and the Supreme Court of England; retired partner of Mulla & Mulla Craigie Blunt & Caroe

Dr. Satish Ugrankar

Independent Director

M.S., D'ORTH (CPS) and F.C.P.S.(CPS), (Mumbai)

Dr. Bharat Kumar Singh

Independent Director

B.E (Mech), MBA (IIM-C), Ph.D (Management Studies) Mumbai University (JBIMS). 46 years of experience across MNCs (ITC & Sandoz) & large Indian business houses(RPG & ABG) in senior capacity.

Mrs. Hutokshi Wadia

Independent Director

B Com., ACA, ACS
Honorary General Secretary and Chief Operating Officer of Indian National Theatre.

SHAREHOLDING SUMMARY



74.32%

Promoters &
Promoter Group

25.68%

General Public

RECENT AWARDS & RECOGNITIONS



Azalea Capital Partners won the 'Best Sustainable Finance Deal 2023' Award by the FinanceAsia Achievement Awards for South Asia for acting as the Sole Arranger and Advisor to Gravita Netherland BV's ESG fundraise of EUR 34 million.



Best Technology Team (Wealth Management) at the 2nd Annual NBFC and FinTech Excellence Awards 2023 by Quantic Business Media



Emkay Emerging Stars Fund, our Category III AIF was awarded for **Best post-Covid AIF performance** across all categories (basis 6 months Absolute Returns) by PMS AIF WORLD - 2021



Emkay Wealth Management recognised as **One of the Top 10 Wealth Management Advisors – 2020** by CEO Insights magazine



Emkay Investment Managers Ltd. awarded as '**Most Innovative Company of the Year**' (BFSI), 2022 at the National Feather Awards



Asiamoney Brokers Poll is the largest Asia-focused equity services provider poll.

Rankings 2023
Best Economist 1
 Madhavi Aroara

Best Analyst for Energy 1
 Sabti Hazarika

CONTACT US



Registered Office

7th Floor, The Ruby,
Senapati Bapat Marg,
Dadar (W),
Mumbai - 400028.



Tel: +91 22 6612 1212

Fax: +91 22 66121299



www.emkayglobal.com