

25.01.2022

To, Listing Department National Stock Exchange of India Limited Exchange Plaza Bandra Kurla Complex Bandra (East), Mumbai-400 05 Scrip Code: EMKAY	To, Listing Department BSE Limited P. J. Tower, Dalal Street, Mumbai 400 001 Scrip Code:532737
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Dear Sir,

Sub: Investor Presentation for the Quarter and Nine months period ended December 31, 2021

Please find enclosed herewith the Investor presentation for the financial results for the quarter and nine months period ended 31st December, 2021.

The same has also been uploaded on the website of the Company i.e. www.emkayglobal.com.

We request you to kindly take the same on record.

Yours faithfully,

For Emkay Global Financial Services Limited


B. M. Raul
Company Secretary & Compliance Officer

Encl: As above



Administrative Office: Paragon Centre, C-06, Ground Floor, Pandurang Budhkar Marg, Opp. Birla Centurion, Worli, Mumbai - 400 013. Tel: +91 22 6629 9299 Fax: +91 22 6629 9105
Registered Office: The Ruby, 7th Floor, Senapati Bapat Marg, Dadar (West), Mumbai - 400 028. Tel: +91 22 6612 1212 Fax: +91 22 6612 1299 www.emkayglobal.com CIN - L67120MH1995PLC084899

EMKAY GLOBAL FINANCIAL SERVICES LIMITED

Emkay[®]

Your success is our success

Investor Presentation

Q3 FY22



25.01.2022



Safe Harbor

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.



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- ◆ Consolidated Performance Highlights
- ◆ Business Performance
- ◆ Corporate Overview



1

Key Highlights of Q3 FY 22

Key Highlights of Q3 FY22

We are delighted to share that the Consolidated Revenue and PAT for this quarter and for the nine months ended Dec 31, 2021 are the highest-ever in the history of your Company

Consolidated revenues for Q3 grew by 148% YoY to Rs. 9,549 lac and consolidated PAT grew by 1458% YoY to Rs. 1,932 lac. Consolidated revenues for 9M grew by 102% YoY to Rs. 22,888 lac and consolidated PAT grew by 668% YoY to Rs. 3846 lac

The IE team organized the virtual '**Alcobeve Conference**' in December, which was attended by 65 funds and over 90 individual participants, resulting in over 220 meetings

The IE team organized its Digi Banking conference **FinShift 2.0** in November which was attended by over 90 funds and 160 individual participants, leading to over 500 meetings.

'**Emkay Konnect - Festive Dealers/ Distributors Conference**', organised in October, was attended by 18 dealers/ distributors/ experts, 100 funds and 186 individuals

Emkay Institutional Equities bagged top honours at the Asiamoney Brokers Poll 2021

Emkay was the BRLM to the QIP of INR 103.6 crore for Mold-Tek Packaging Ltd. and to the QIP of INR 870 crore for Route Mobile

In December, the Emkay Wealth team organized a session for its clients on decoding cryptocurrency with expert speakers from Subham Ventures & Jump Capital

Our PMS+AIF AUMs have grown 34% YoY to INR 88,318 lac vis-à-vis INR 65,833 lac

Wealth AUMs have grown 11% YoY to INR 2,03,370 lac and its revenues increased 93% YoY



2

Performance Highlights

Key Highlights: Consolidated Financials

	Revenues (Rs. In Lac)	Profit Before Tax (Rs. In Lac)	Profit After Tax (Rs. In Lac)	EPS (Rs.)	BVPS (Rs.)
Q3 FY22	9,549	2,557	1,932	7.84	83.18
	↑ 24%	↑ 93%	↑ 106%	↓ 106%	↑ 11%
Q2 FY22	7,698	1,324	938	3.81	75.03
Q3 FY22	9,549	2,557	1,932	7.84	83.18
	↑ 148%	↑ 915%	↑ 1458%	↑ 1437%	↑ 28%
Q3 FY21	3,846	252	124	0.51	64.80
9M FY22	22,888	5,173	3,846	15.62	83.18
	↑ 102%	↑ 502%	↑ 668%	↑ 666%	↑ 28%
9M FY21	11,328	860	501	2.04	64.80

Consolidated Profit & Loss Statement

Particulars (Rs. In Lac)	Cons. Q3FY22	Cons. Q2 FY22	QoQ% Change	Cons. Q3 FY21	YoY % Change	Cons. 9M FY22	Cons. 9M FY21	YoY % Change
Revenue								
Income from Operations	9,496	7,560	26	3,748	153	22,663	11,140	103
Other Income	53	138	(62)	98	(46)	225	188	20
Total Revenue	9,549	7,698	24	3,846	148	22,888	11,328	102
Expenses								
Employees Benefit Expense	2,857	2,711	5	2,109	35	8,107	6,191	31
Finance Costs	314	397	(21)	144	118	993	356	179
Depreciation & Amortisation Expense	185	190	(3)	192	(4)	564	561	1
Other Expenses	3,636	3,076	18	1,149	216	8,051	3,360	140
Total Expenses	6,992	6,374	10	3,594	95	17,715	10,468	69
Profit Before Tax	2,557	1,324	93	252	915	5,173	860	502
Tax Expense	635	330	92	82	674	1,258	288	337
Profit After Tax	1,922	994	93	170	1,030	3,915	572	584

Consolidated Profit & Loss Statement

Particulars (Rs. In Lac)	Cons. Q3FY22	Cons. Q2 FY22	QoQ% Change	Cons. Q3 FY21	YoY % Change	Cons. 9M FY22	Cons. 9M FY21	YoY % Change
Share of Profit/(Loss) of Associates	10	(56)	(118)	(46)	(122)	(69)	(71)	(3)
Profit for the Period/Year	1,932	938	106	124	1,458	3,846	501	668
Other Comprehensive Income	2	2	-	4	(50)	(13)	13	(200)
Total Comprehensive Income	1,934	940	106	128	1,411	3,833	514	646



3

Business Performance

Revenue across Businesses

Our Businesses

	Broking & Allied Services	Asset Management	Wealth Management	Others Including Treasury
Revenue in Q3FY22	Rs.3,924 lacs	Rs.291 lacs	Rs.205 lacs	Rs.5,129 lacs
Revenue in Q2FY22	Rs.3,424 lacs	Rs.278 lacs	Rs.200 lacs	Rs.3,796 lacs
% Revenue change	15%	5%	3%	35%
Revenue in Q3FY21	Rs.2,618 lacs	Rs.266 lacs	Rs.106 lacs	Rs.856 lacs
% Revenue change	50%	9%	93%	499%
Revenue in 9M FY22	Rs.10,649 lacs	Rs.1,011 lacs	Rs.545 lacs	Rs.10,683 lacs
Revenue in 9M FY21	Rs.7,541 lacs	Rs.713 lacs	Rs.326 lacs	Rs.2,748 lacs
% Revenue change	41%	42%	67%	289%

Broking & Allied Services



15% QoQ
50% YoY
41% 9M YoY

Asset Management



5% QoQ
9% YoY
42% 9M YoY

Wealth Management



3% QoQ
93% YoY
67% 9M YoY

Others including Treasury



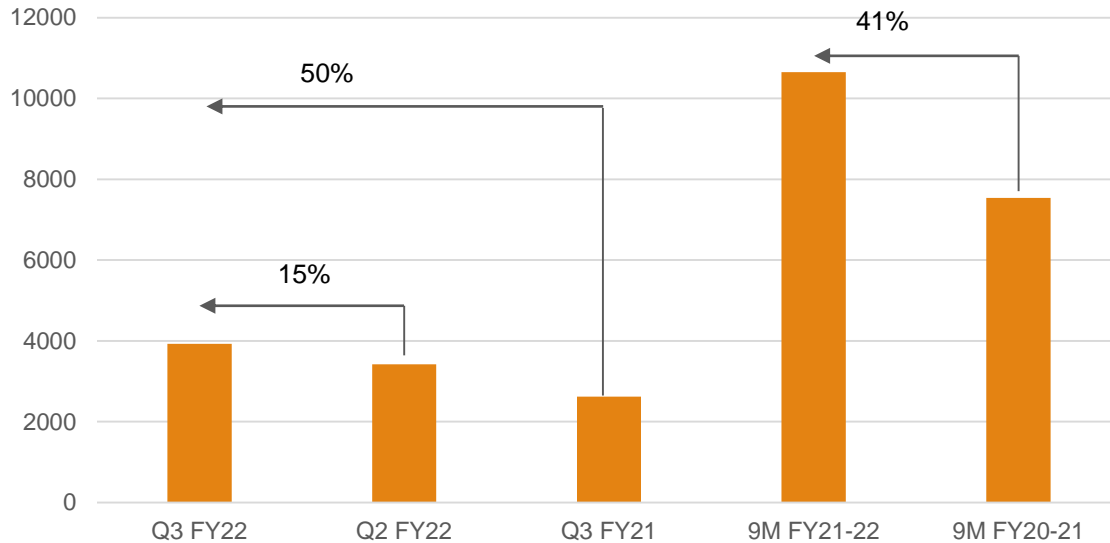
35% QoQ
499% YoY
289% 9M YoY



3.1

Broking & Allied Services

Revenue



Revenue Growth



15% QoQ

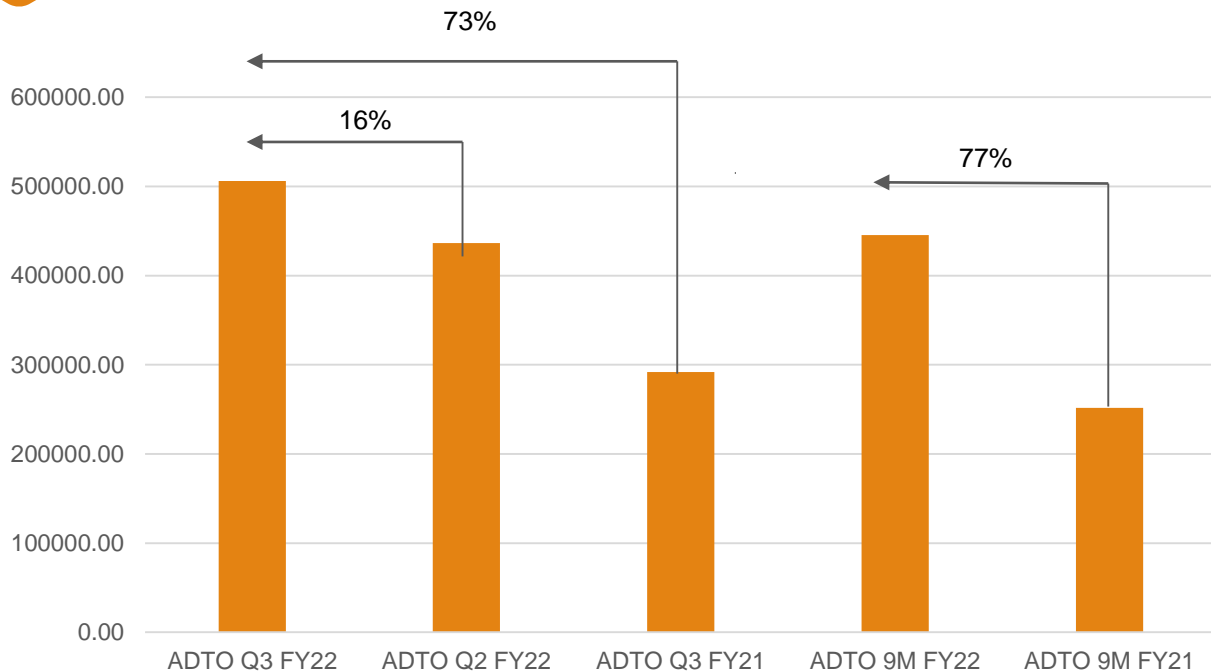
50% YoY

41% 9M YoY

In the third quarter, revenue from broking and allied services grew 50% YoY to Rs.3,924 lacs

Equity ADTO

Combined Equity ADTO: Cash and F&O (Rs. In Lac)



ADTO Growth



16% QoQ

73% YoY

77% 9M YoY

Asiamoney Polls 2021



Emkay Institutional Equities bagged top honours at the Asiamoney Brokers Poll 2021

Conferences

VIRTUAL INVESTORS CONFERENCE 25th & 26th NOV 2021

Emkay
YOUR SUCCESS IS OUR SUCCESS

FINSHIFT 2.0
INNOVATE | DISRUPT | COLLABORATE

Digi-Payments	WORLDLINE	PhonePe	innoviti	BharatPe	
Digi-Lending	ePayLater	zest	mPokket	KreditBee	CLXX
Digi - Banking/ Cards/ Collections	digibank	HDFC BANK	one card	CREBITAS	
Digi - Investments	ZERODHA	wazirx			
Payment Bank/ Rural Fintech	Fino Payments Bank	Spice money			

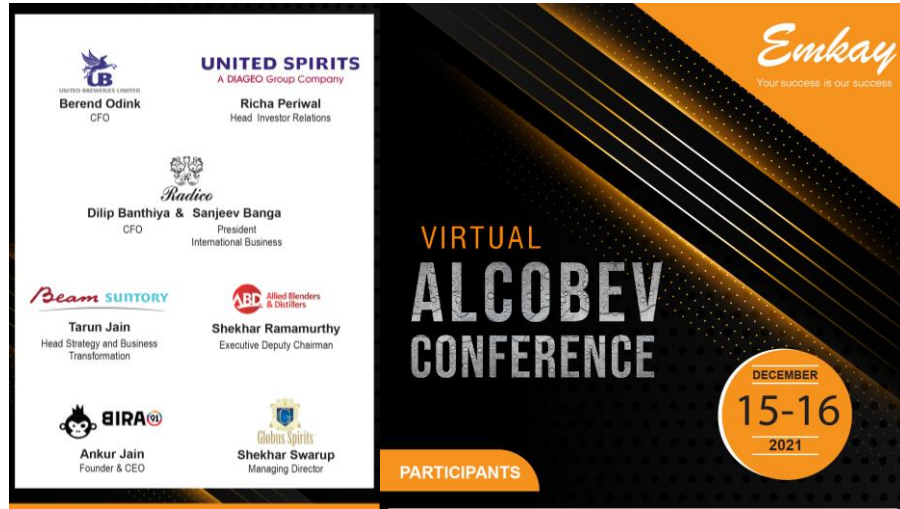
500+ Meetings

90+ Funds

160+ Individual Participants

Emkay Institutional Equities organized its Digi Banking conference **FinShift 2.0** on 25th and 26th November which was attended by over 90 funds and 160 individual participants. The virtual conference led to over 500 meetings during the two days.

Conferences



The image is a promotional graphic for the 'Virtual Alcobev Conference' held in December 2021. It features a dark background with orange and white text. On the left, there is a list of participants with their logos and names. On the right, there is a large orange circle containing the dates '15-16 2021'. At the top right, the 'Emkay' logo is visible with the tagline 'Your success is our success'. At the bottom left, the word 'PARTICIPANTS' is written in white on an orange background.

Company	Name	Role
United Spirits	Berend Odink	CFO
United Spirits	Richa Periwal	Head, Investor Relations
Radico	Dilip Banthiya & Sanjeev Banga	CFO, President International Business
Beam Suntory	Tarun Jain	Head Strategy and Business Transformation
Allied Blenders & Distillers	Shekhar Ramamurthy	Executive Deputy Chairman
Bira 91	Ankur Jain	Founder & CEO
Globus Spirits	Shekhar Swarup	Managing Director

The Institutional Equities team organized the virtual '**Alcobev Conference**' in December, 2021. The conference was attended by 65 funds and over 90 individual participants, resulting in over 220 meetings

Conferences



SAVE THE DATE

11 October 2021

Festive Dealers/ Distributors Conference
VIRTUAL CONFERENCE



The promotional graphic for the Emkay Festive Dealers/Distributors Conference features a vibrant orange and blue color scheme. It includes a large circular graphic with the date '11 October 2021' and a woman in a purple sari dancing. The text 'SAVE THE DATE' is prominently displayed on the left, and 'Festive Dealers/ Distributors Conference VIRTUAL CONFERENCE' is at the bottom. A row of eight circular icons at the bottom represents various sectors: retail, transportation, automotive, agriculture, technology, manufacturing, finance, and industry.

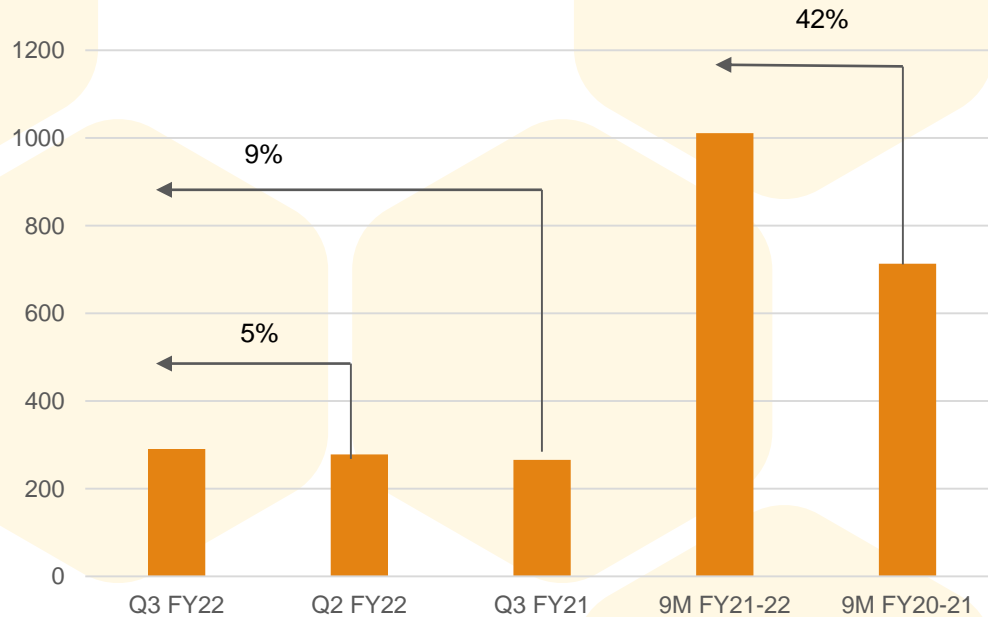
The Institutional Equities team organized '**Emkay Konnect - Festive Dealers/ Distributors Conference**' in October, 2021. The conference was attended by 18 dealers/ distributors/ experts, 100 funds and 186 individuals from the investor community and resulted in over 390 meetings



3.2

Asset Management Business

Revenue



Revenue Growth

- 5% QoQ
- 9% YoY
- 42% 9M YoY

Our PMS+AIF
AUMs grew 34%
YoY to INR 88,318
lac vis-à-vis INR
65,833 lac

NFO – Emkay Emerging Stars Fund - IV



The fourth series of Emkay Investment Managers' award winning fund 'Emkay Emerging Stars Fund' was launched in July, 2021 and has been receiving heart-warming response. The NFO will be closing on 30th April, 2022. More than 80% of the portfolio has been identified and invested in.

[CLICK HERE TO WATCH VIDEO](#)

Strategies



Emkay L.E.A.D

Seeks to achieve long term capital appreciation by predominantly investing in large and mid cap high-growth companies with a leadership trait in the sector along with strong moat, quality management and reasonable valuations



Emkay Capital Builder

- Based on E-Qual Risk Module, the country's first governance dedicated proprietary stock picking model by Emkay Investment Managers Limited.
- E-Qual is part of a three pronged process: 1. Earnings Growth 2. E-Qual Risk 3. Purchase Price Discipline



Emkay's 12

- An equal weighted twelve stock large cap oriented strategy
- A buy and hold strategy focusing on companies with wider economic moat and dominant position in the sector
- Combination of value + growth to deliver medium-long term wealth creation



Emkay GEMS

- An equal weighted twenty stock mid cap oriented strategy
- Focuses on Risk Adjusted Returns
- No wide diversification
- Lower portfolio volatility and high liquidity
- Low portfolio turnover



Emkay Emerging Stars Fund

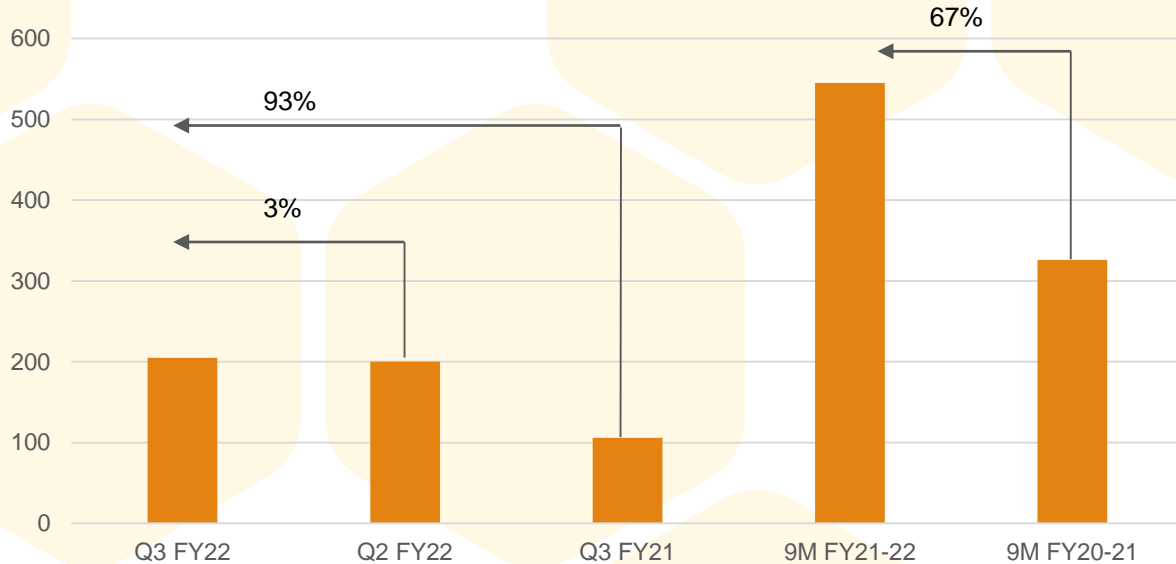
- A category III AIF
- Investment Universe: Mainly Small-cap with a decent outlook or track-record of cash flows, a strong balance sheet, business scalability, inherent profitability, and purchase price discipline.
- Benchmark Index: BSE Smallcap Index
- Won award by PMS-AIF World for its performance



3.3

Wealth Management Business

Revenue



Wealth Management



3% QoQ
93% YoY
67% 9M YoY

Wealth AUMs grew 11% YoY to INR 2,03,370 lac and its revenues increased 93% YoY

Webinar on cryptocurrency

VIRTUAL MEET ON
 ZOOM

Emkay | WEALTH
MANAGEMENT

CRYPTO CURRENCY DECODED

SPEAKERS

RISHABH R KATHOTIA
Director, Subhkam Ventures

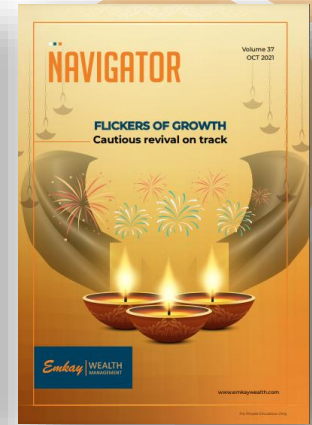
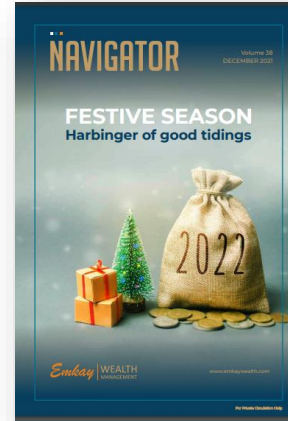
SHANAV MEHTA
Vice President, Jump Capital

December 18 | 11AM - 12 PM

In December, the Wealth team organized a session for its clients on decoding cryptocurrency. The speakers were crypto experts Rishabh Kathotia – Director, Subhkam Ventures and Shanav Mehta – VP, Jump Capital.

Wealth Management

- Managing INR.2,03,370 Lac under MF Advisory & Distribution
- In less than 3 years Emkay Wealth emerged from a start-up wealth business to now operating in 9 locations
- Tied up with Stockal to provide clients the option of investing in the US Equity Markets.
- Undertakes regular and stringent monitoring of portfolios.
- Monthly update on Mutual Fund holdings and portfolio reviews.
- Offers facility to view portfolio online on the website and an intuitive mobile app
- The product delivery is through both Advisory as well as distribution mechanisms.
- Research Reports
 - » Navigator: A monthly with a roundup on economy, markets, mutual funds, PMS, Estate & Succession Planning, et al.
 - » FinSights: Economy update
 - » Product Updates



Offerings



Estate & Succession

Planning:

Our expertise in this sector includes:

- Drafting of Wills
- Creation of private family trusts
- Succession planning of family owned businesses
- Succession planning for NRI family members



Allied: Allied is the Investment Advisory Service from Emkay Wealth. We Scan the market for products and bring the best to our clients at a low cost. We regularly track and review all Fund Managers and their actions and views.



Empower:

A Discretionary Portfolio Management Service with a minimum investment of Rs. 50 lac. A Product of the proprietary “**Enhanced Efficiency Model**” of Emkay, it is benchmarked to the **BSE 500** Index.



One Emkay:

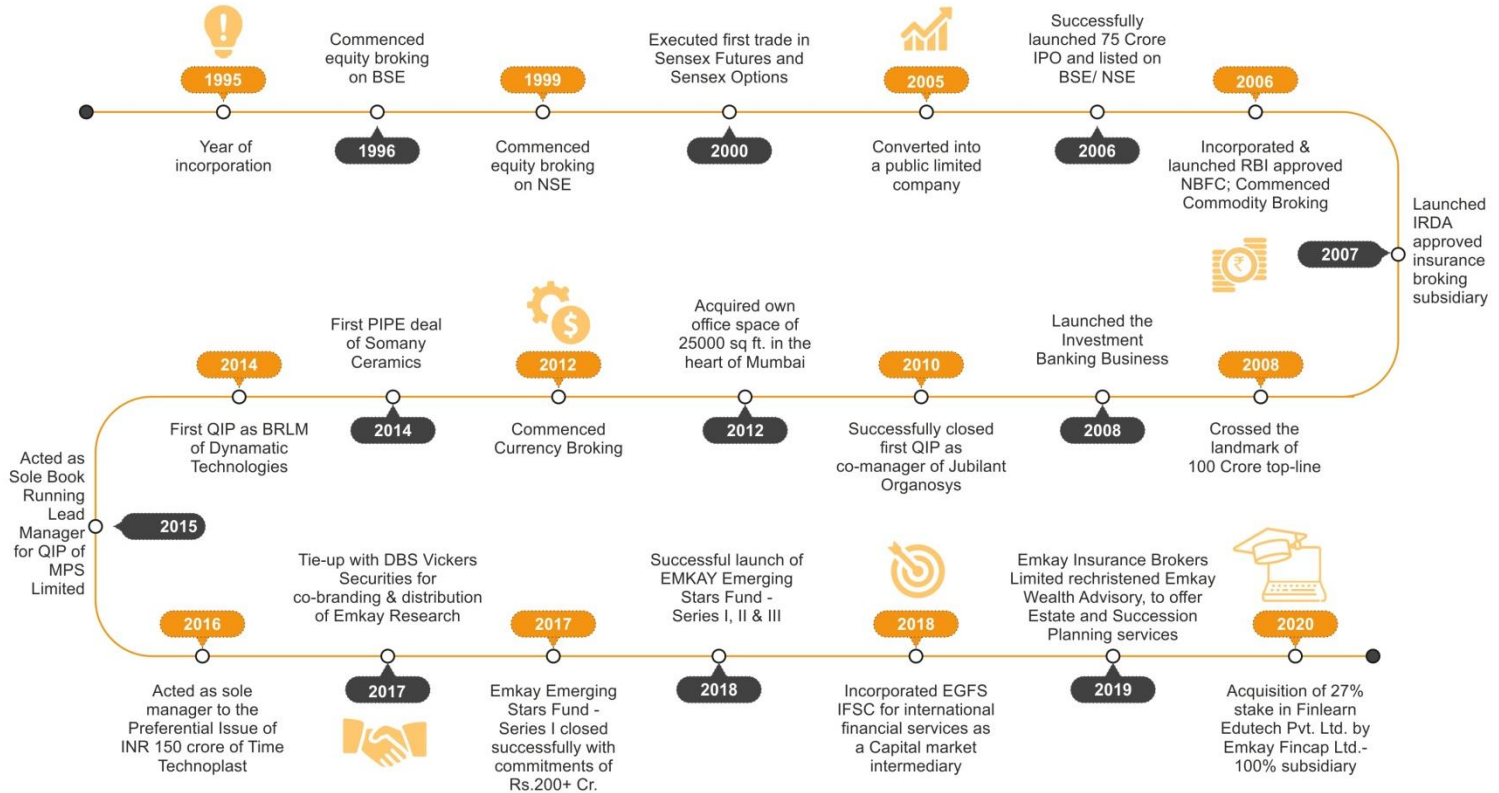
One Emkay is a suite of three Asset Allocation strategies under the Discretionary Portfolio Management Services offered by Emkay Investment Managers Ltd.



4

Corporate Overview

The Journey



The Board

Managing Director

Mr. Prakash Kacholia

A member of ICAI; Promoter and Managing Director of EGFSL

Managing Director

Mr. Krishna Kumar Karwa

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

Independent Director

Mr. Girindrachandra Vasudeo

A fellow member of the ICAI, the ICSI; an Associate member of the ICWAI; a law graduate from the University of Mumbai

Independent Director

Dr. Satish Ugrankar

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

Chairman

Mr. Sushil Kumar Saboo

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

Independent Director

Dr. Bharat Kumar Singh

B.E (Mech), MBA (IIM-C), Ph.D (Management Studies) Mumbai University (JBIMS)

Independent Director

Mr. Ravikumar Krishnamurthi

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

Woman Director (Non-Executive)

Mrs. Preeti Kacholia

Woman Director on the Board of Directors of EGFSL

Strong Infrastructure

- Exchange connectivity from BSE, NSE, NCDEX and MCX
- Technology with ultralow latency 10G high speed infrastructure at NSE Colocation spread across multiple racks in various phases.
- Deployment of key applications at external datacenters of world class standards.
- Multicast Tick by Tick and Multi-stream broadcast from NSE
- Multiple trading solutions deployed to offer services like
 - » CTCL
 - » Automated Trading
 - » DMA Trading/ Electronic Execution Services
 - » Internet based Trading
 - » Mobile/ Wireless Trading
 - » API based Trading (EM API)
- Trading terminals:
 - » Omnesys CTCL : over 1000 Terminals across HO, branches and franchisees
 - » Omnesys Nest Trader (Web + Mobile + Exe) Online Trading
 - » Omnesys, Greeksoft & Automated μ Trade Algo Trading Platforms
 - » EmTrade PRO (Web + Mobile + Exe) Online Trading with Charting functionality

Strong Infrastructure

- International connectivity for disseminating real-time information & Integration with various FIX aggregators such as
 - » Bloomberg
 - » Fidessa
 - » Thomson Reuters (Autex)
 - » Linedata
 - » Charles River
 - » ITG
 - » Eze Castle
 - » NYFIX
- Online chat facility with branches & business associates.
- Custom made trading algorithms built as per client requirements.
- Comprehensive all exchange combined risk management software with capability of near real-time monitoring of margin & positions.
- Securing our infrastructure with Next-Gen Antivirus & Extended Detection and Response (XDR) systems

Recent Awards & Recognitions



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



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

Rankings 2021

Best Media Team	2
Best Energy Team	2
Best Analyst – Energy	1
Best Analyst – Media	2

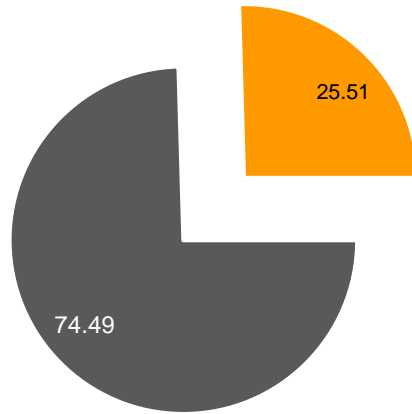


Emkay Wealth Management recognised as

One of the Top 10 Wealth Management Advisors – 2020 by CEO Insights magazine, an annual recognition for being center stage for industry leaders to portray their business acumen & insights and for high quality, secure and reliable wealth management services.



Shareholding Summary



■ Promoters & Promoter Group ■ General Public

Promoters & Promoter Group - 74.49%

General Public - 25.51%

The logo for Emkay, featuring the word "Emkay" in a stylized, orange, cursive font with a registered trademark symbol (®) to its upper right.

Your success is our success

Contact Us

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Tel: +91 22 6612 1212; Fax: +91 22 66121299

Website: www.emkayglobal.com

Data as on 31.12.2021