



## 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 • DP Regn. No. : IN-DP-130-2015

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: 12/05/2025

<b>Listing Operations</b> <b>BSE Limited,</b> <b>P J Towers, Dalal Street,</b> <b>Mumbai-400001, India</b>  <b>Scrip Code: 543263</b> <b>Debentures Scrip Code: 940325, 940327,</b> <b>940317, 940321, 940319, 940323, 939639,</b> <b>939655, 939657, 939643, 939651 and 939647</b>	<b>Listing Department</b> <b>National Stock Exchange of India</b> <b>Limited,</b> <b>Exchange Plaza, C-1, Block G,</b> <b>Bandra Kurla Complex,</b> <b>Bandra</b> <b>(E ) Mumbai – 400051</b>  <b>Symbol: SMCGLOBAL</b>
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**Subject: Investor Presentation, Q4- FY25.**

Dear Sir/ Ma'am,

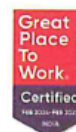
In compliance with Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with Part A (15) of Schedule III, enclosed is a copy of the Investor Presentation for the fourth quarter of the financial year 2024-25.

The above intimation is also being made available on the Company's website at [www.smcindiaonline.com](http://www.smcindiaonline.com).

This is for your information and records.

**Thanking you,**  
**For SMC Global Securities Limited**

**Suman Kumar**  
**E.V.P. (Corporate Affairs & Legal),**  
**Company Secretary & General Counsel**  
**Membership No. F5824**



# SMC Global Securities Ltd

Investor Presentation - May 2025





# Q4 & FY25 Performance Highlights



## Q4 FY25 (Y-o-Y)

**Revenue**  
**INR 421.5 Crores** **-17.3%**

**EBITDA**  
**INR 63.0 Crores** **-54.6%**

**PAT**  
**INR 4.1 Crores** **-93.8%**

## FY25 (Y-o-Y)

**Revenue**  
**INR 1,775.7 Crores** **+8.4%**

**EBITDA**  
**INR 419.4 Crores** **-1.5%**

**PAT**  
**INR 146.8 Crores** **-22.0%**

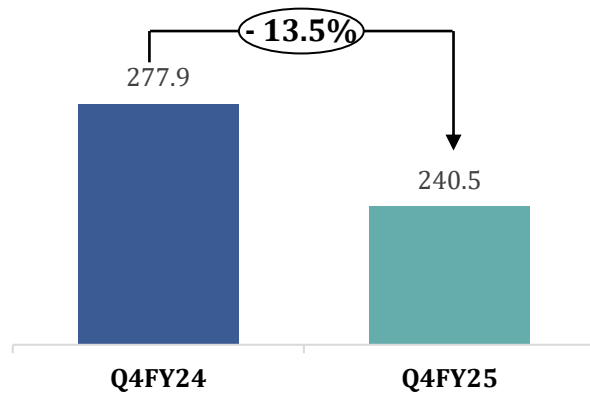
- The Q4 performance was impacted by regulatory headwinds in the F&O segment, which led to a decline in trading volumes and overall market participation - affecting short-term revenue and profitability in our broking vertical.
- Despite the challenging quarter, our full-year revenue saw an 8.4% YoY growth, however, EBITDA and PAT were temporarily affected due to rising compliance costs and evolving market conditions.
- We view this period as a strategic transition and believe the regulatory reforms will ultimately strengthen the market environment, positioning well-diversified players like SMC for more stable and sustainable growth ahead.

# Q4 FY25 Consolidated Segmental Performance

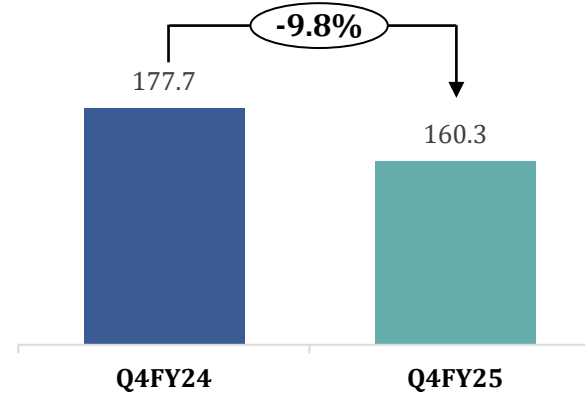
(INR Crs)

Revenue

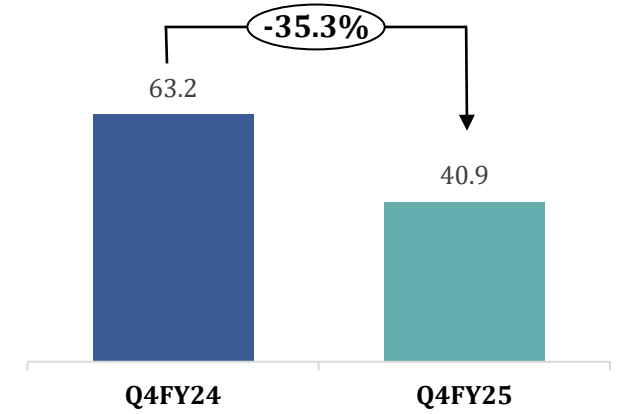
## BROKING, DISTRIBUTION & TRADING



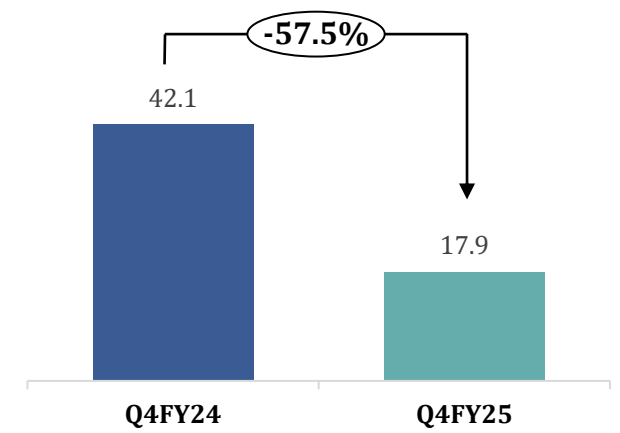
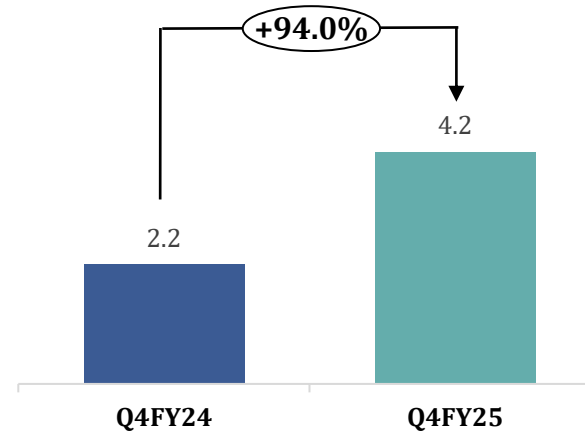
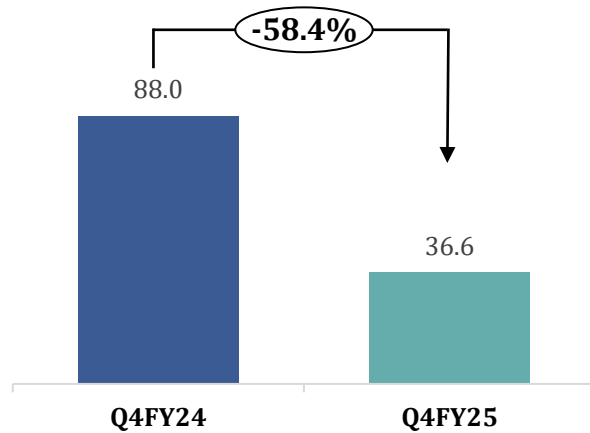
## INSURANCE BROKING



## FINANCING (NBFC)



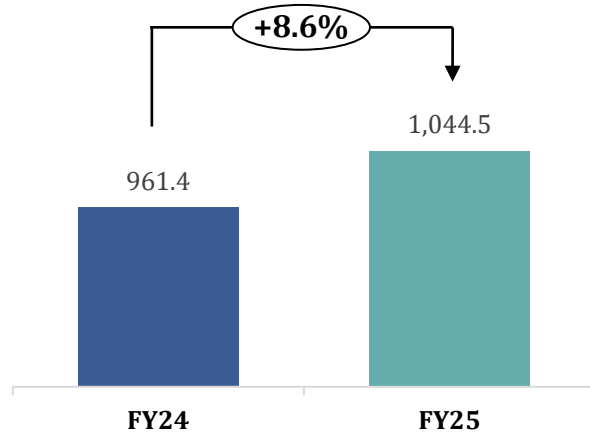
EBIT



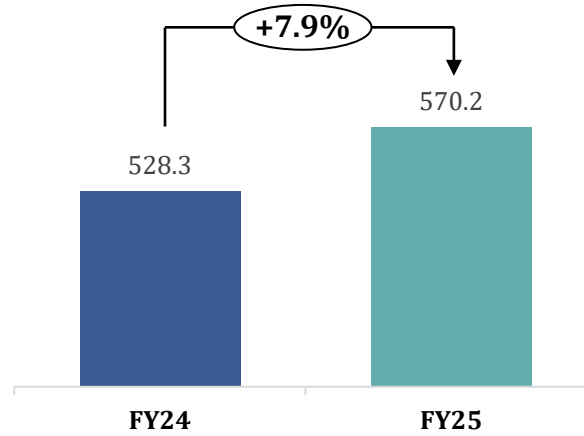
(INR Crs)

Revenue

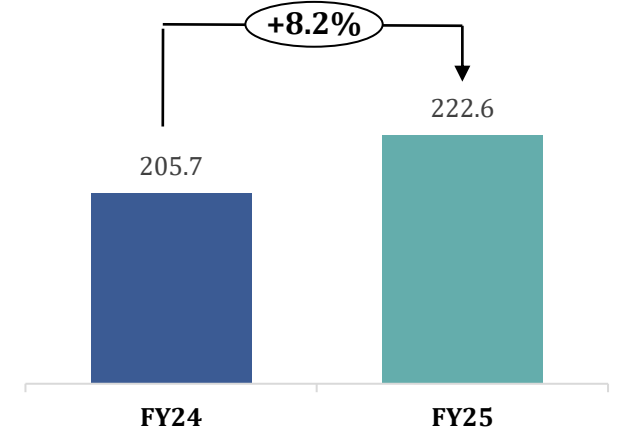
## BROKING, DISTRIBUTION & TRADING



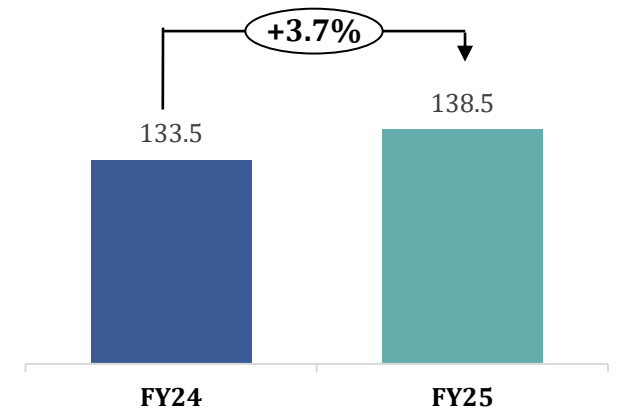
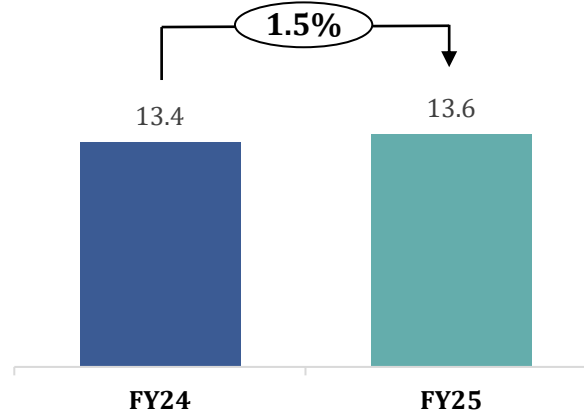
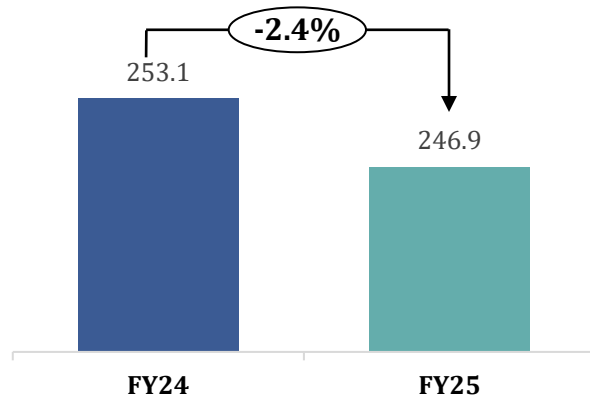
## INSURANCE BROKING



## FINANCING (NBFC)



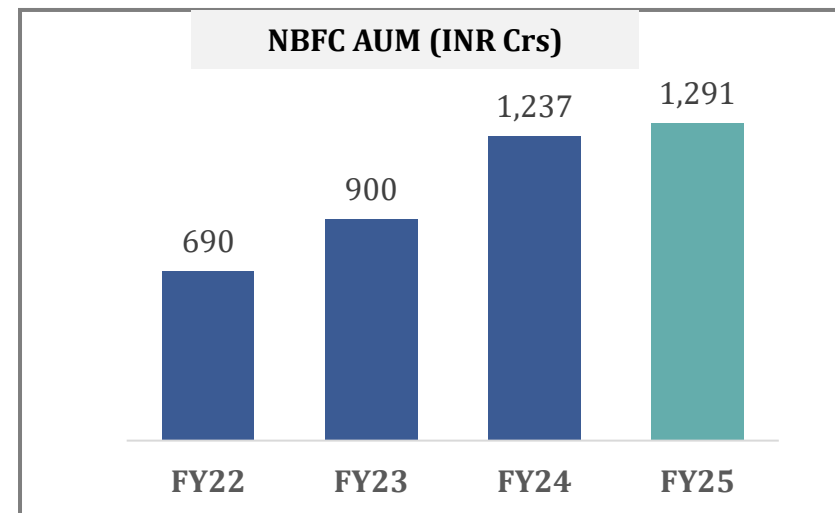
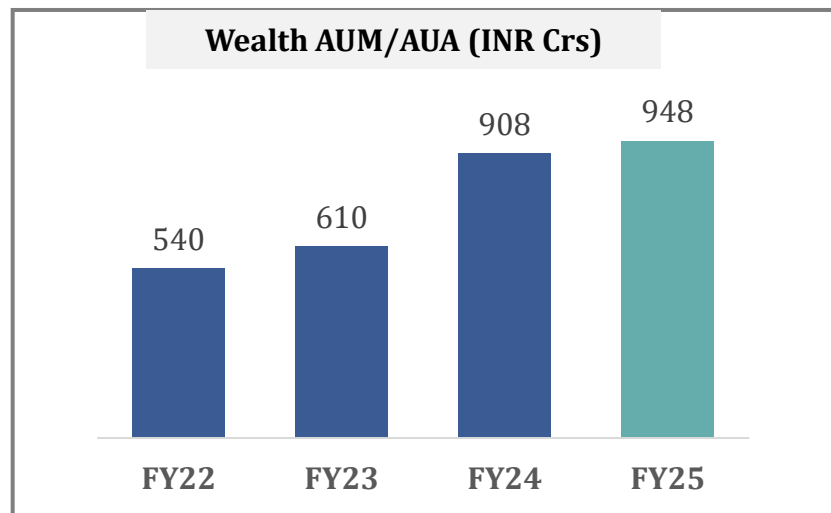
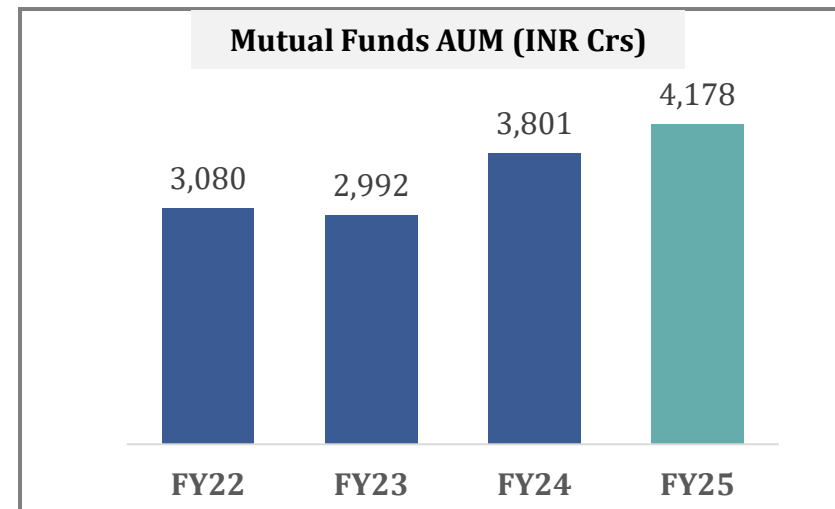
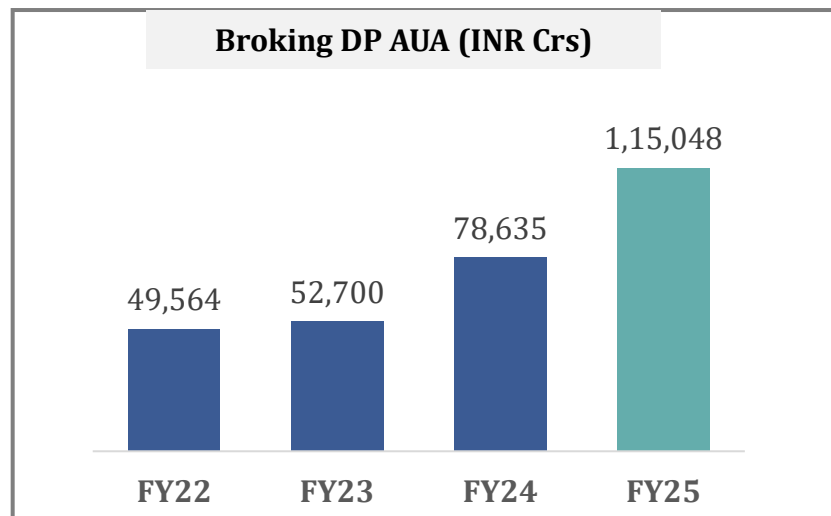
EBIT



Particulars (INR Crs)	Q4 FY25	Q4 FY24	Y-o-Y	Q3 FY25	Q-o-Q	FY25	FY24	Y-o-Y
<b>Operational Income</b>	<b>421.5</b>	<b>509.4</b>	<b>-17.3%</b>	<b>455.5</b>	<b>-7.5%</b>	<b>1,775.7</b>	<b>1,638.4</b>	<b>8.4%</b>
Total Expenses	358.5	370.5		343.5		1,356.3	1,212.5	
<b>EBITDA</b>	<b>63.0</b>	<b>138.9</b>	<b>-54.6%</b>	<b>112.0</b>	<b>-43.8%</b>	<b>419.4</b>	<b>425.9</b>	<b>-1.5%</b>
<b>EBITDA Margins (%)</b>	<b>14.9%</b>	<b>27.3%</b>		<b>24.6%</b>		<b>23.6%</b>	<b>26.0%</b>	
Other Income	3.9	1.1		2.5		10.0	6.2	
Depreciation	8.3	7.7		7.5		30.4	32.1	
Interest	52.5	46.9		51.2		207.0	155.5	
Share of (loss) in joint venture	0.0	0.0		0.0		0.0	0.0	
<b>PBT</b>	<b>6.1</b>	<b>85.3</b>	<b>-92.8%</b>	<b>55.8</b>	<b>-89.1%</b>	<b>192.0</b>	<b>244.5</b>	<b>-21.5%</b>
Tax	2.0	19.1		11.9		45.2	56.2	
<b>Profit After tax</b>	<b>4.1</b>	<b>66.2</b>	<b>-93.8%</b>	<b>43.9</b>	<b>-90.7%</b>	<b>146.8</b>	<b>188.3</b>	<b>-22.0%</b>
<b>PAT Margins (%)</b>	<b>1.0%</b>	<b>13.0%</b>		<b>9.6%</b>		<b>8.3%</b>	<b>11.5%</b>	
Other Comprehensive Income	-1.2	-0.3		1.8		0.9	0.8	
<b>Total Comprehensive Income</b>	<b>2.9</b>	<b>65.9</b>	<b>-95.6%</b>	<b>45.7</b>	<b>-93.7%</b>	<b>147.7</b>	<b>189.1</b>	<b>-21.9%</b>
Basic & Diluted EPS (INR)	0.36	6.30		4.17		13.92	17.89	

Particulars (INR Crs)	Q4 FY25	Q4 FY24	Y-o-Y	Q3 FY25	Q-o-Q	FY25	FY24	Y-o-Y
<b>Operational Income</b>	<b>199.0</b>	<b>250.2</b>	<b>-20.5%</b>	<b>222.8</b>	<b>-10.7%</b>	<b>924.3</b>	<b>853.2</b>	<b>8.3%</b>
Total Expenses	164.4	162.8		165.9		667.3	583.7	
<b>EBITDA</b>	<b>34.6</b>	<b>87.4</b>	<b>-60.4%</b>	<b>56.9</b>	<b>-39.2%</b>	<b>257.0</b>	<b>269.5</b>	<b>-4.6%</b>
<b>EBITDA Margins (%)</b>	<b>17.4%</b>	<b>34.9%</b>		<b>25.5%</b>		<b>27.8%</b>	<b>31.6%</b>	
Other Income	13.1	1.5		1.7		31.1	30.3	
Depreciation	6.2	5.5		5.6		22.9	24.1	
Interest	34.0	30.3		32.8		134.0	95.7	
<b>PBT</b>	<b>7.5</b>	<b>53.1</b>	<b>-85.9%</b>	<b>20.2</b>	<b>-62.9%</b>	<b>131.2</b>	<b>179.9</b>	<b>-27.1%</b>
Tax	-1.1	13.8		4.7		25.9	38.9	
<b>Profit After tax</b>	<b>8.6</b>	<b>39.3</b>	<b>-78.1%</b>	<b>15.5</b>	<b>-44.5%</b>	<b>105.3</b>	<b>141.0</b>	<b>-25.3%</b>
<b>PAT Margins (%)</b>	<b>4.3%</b>	<b>15.7%</b>		<b>7.0%</b>		<b>11.4%</b>	<b>16.5%</b>	
Other Comprehensive Income	-1.3	0.1		0.0		-1.4	-0.1	
<b>Total Comprehensive Income</b>	<b>7.3</b>	<b>39.4</b>	<b>-81.5%</b>	<b>15.5</b>	<b>-52.9%</b>	<b>103.9</b>	<b>140.9</b>	<b>-26.3%</b>
Basic & Diluted EPS (INR)	0.82	3.76		1.48		10.05	13.47	







# About SMC Group



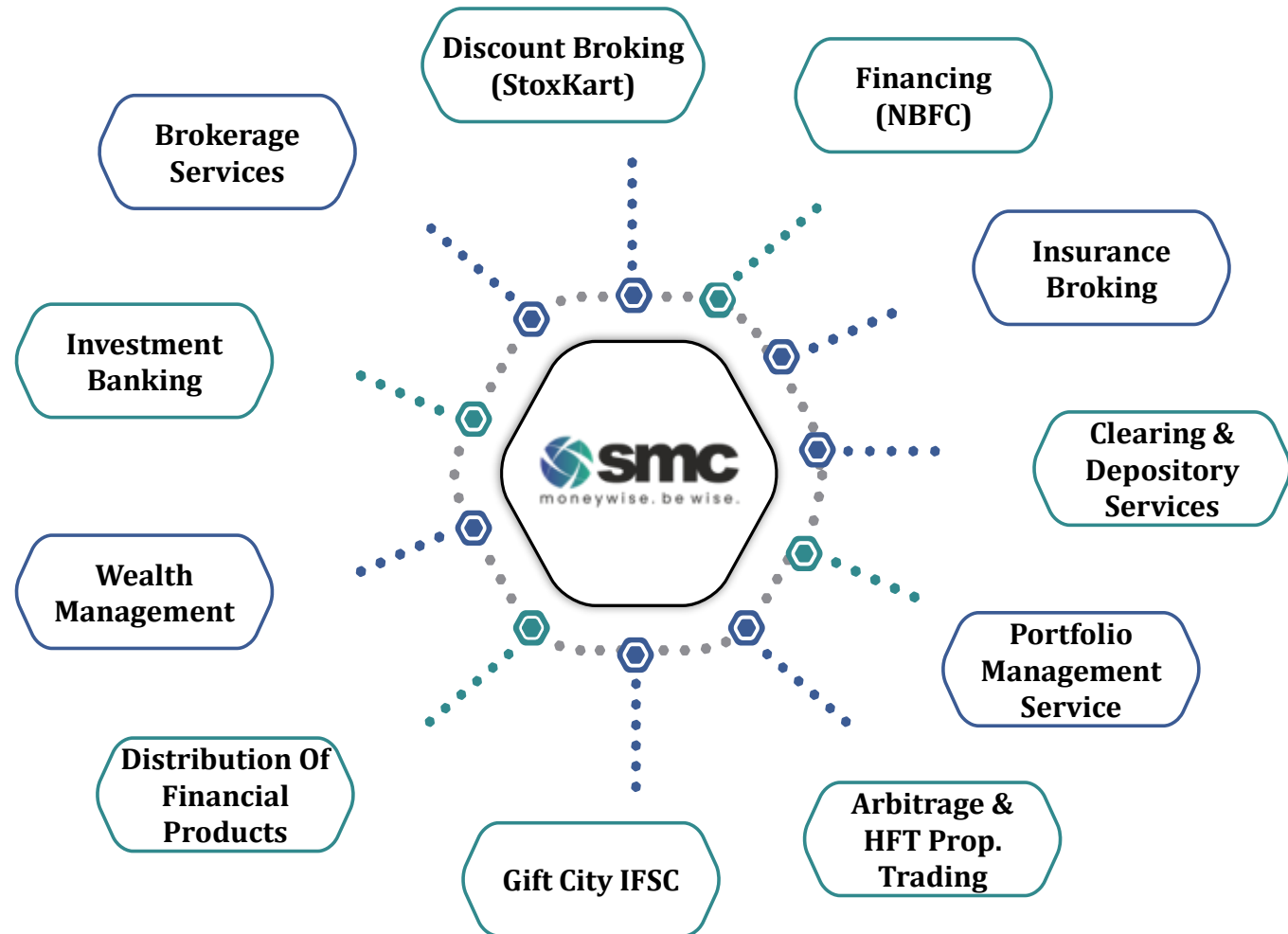
5 Year PAT CAGR <b>43.8%</b>	5 Year Revenue CAGR <b>17.9%</b>	Consolidated Net worth <b>INR 1,217 Crs</b>
NBFC AUM <b>INR 1,291 Crs</b>	Debt/Equity <b>1.36x</b>	Branches Across India <b>208</b> Including 1 in Dubai
Cities Covered <b>424</b>	Employees <b>4,083</b>	Authorised Persons <b>2,147</b>
Network of Financial Distributors <b>6,748</b>	Client Demat A/Cs <b>11,53,071</b>	Clearing & Settlement trading members <b>335</b>
Cumulative AUM/AUA under Mutual Funds <b>INR 4,178 Crs</b>	Running SIPs <b>86,815</b>	Insurance Policies sold in FY25 <b>10,19,884</b>
Ratings: Short Term- <b>ICRA A1+</b> Long Term- <b>ICRA A (STABLE)</b> <b>CRISIL A (STABLE)</b>		Insurance Premium in FY25 <b>INR 2,892 Crs</b>



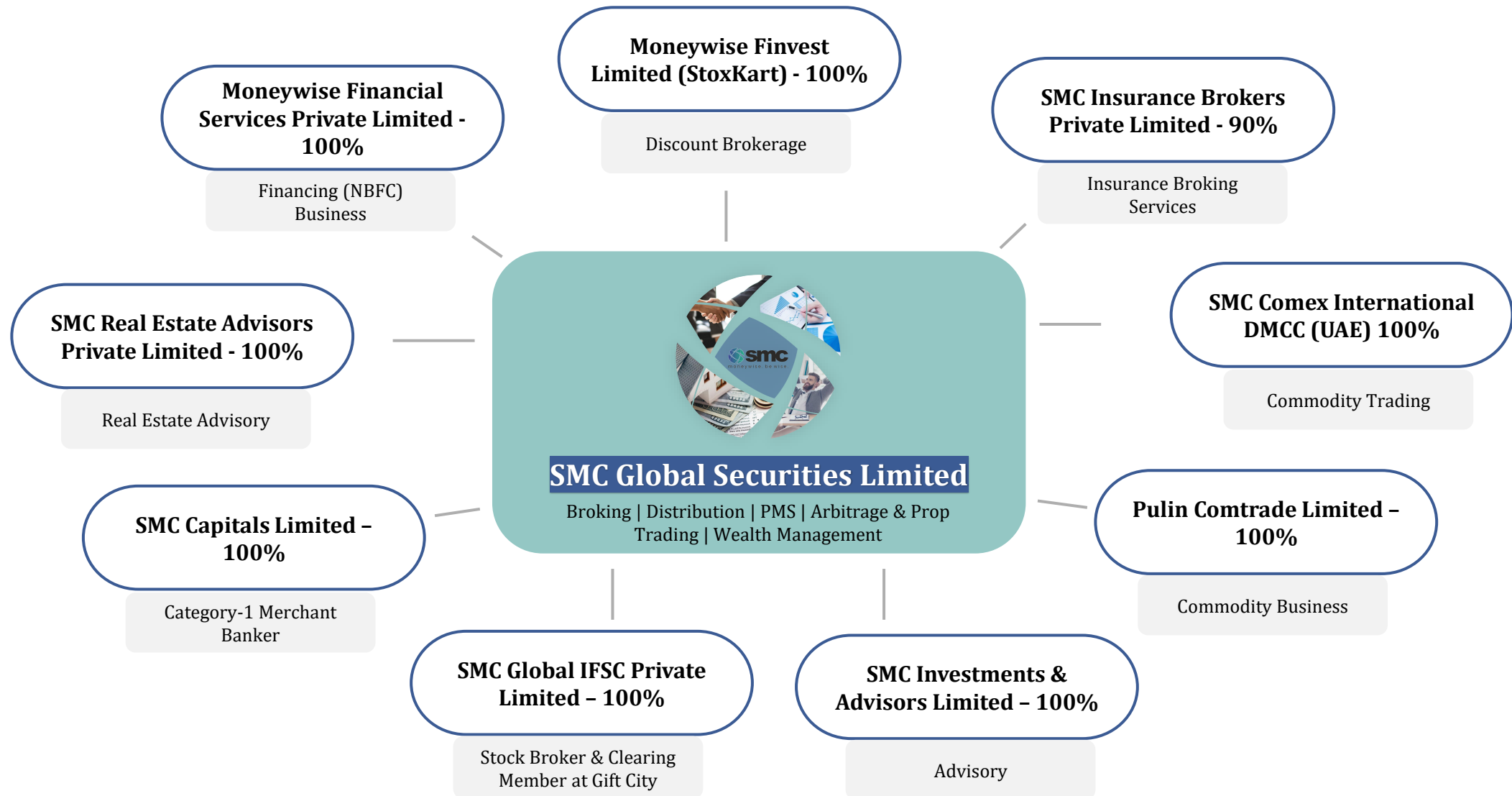
## SMC Group

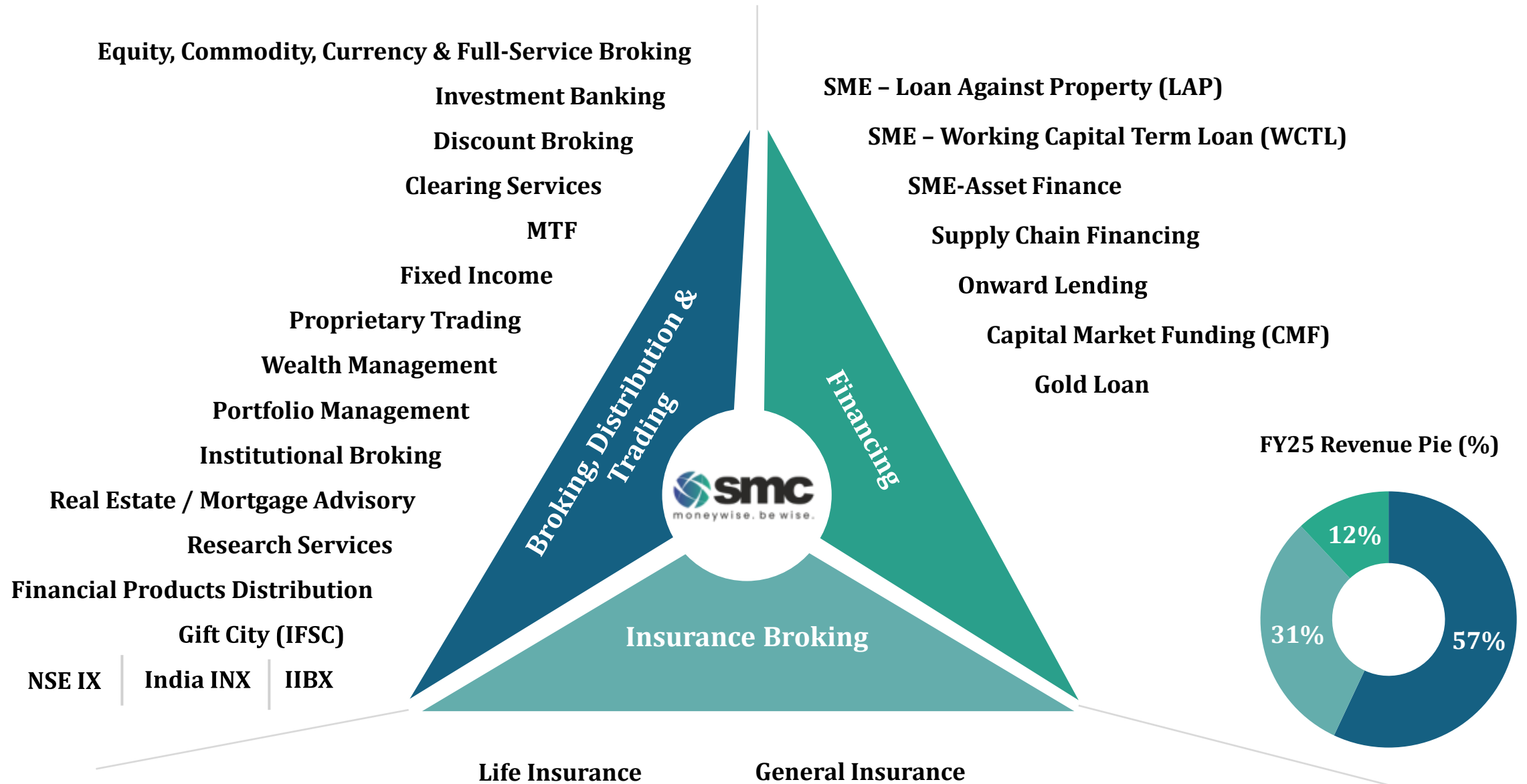


- **Founded in 1994** by Mr. Subhash C. Aggarwal and Mr. Mahesh C. Gupta, initially focusing on **traditional broking services**.
- **Strategic Shift:** Transformed from traditional broking to a **diversified financial services powerhouse**.
- **Technological Integration:** Launched various **innovative digital technology**-enabled capabilities and best-in-class products and services
- **Performance Metrics:** **Consistent growth**; diversified income streams.
- **Future Outlook:** Global aspirations; **emphasis on fee-based income**; continued **adaptation and innovation**.



*"SMC Group has solidified its technology foundation, ensuring strength"*









## Experienced Management Team with Focused Business Heads



**Mr. Subhash C. Aggarwal**  
Chairman & Managing Director,  
SMC Group



**Mr. Mahesh C. Gupta**  
Vice Chairman and Managing  
Director, SMC Group



**Dr. D. K. Aggarwal**  
CMD-SMC Investments and  
Advisors Ltd.  
CMD-SMC Capitals Ltd.  
Chairman & Director-SMC  
Real Estate Advisors  
Private Ltd.  
Chairman & Director-Pulin  
Comtrade Ltd.



**Mr. Himanshu Gupta**  
Director & CEO-  
Moneywise Financial  
Services Private Ltd.  
Director-SMC Global  
Securities Ltd., Director-  
Pulin Comtrade Ltd.



**Mr. Pranay Agarwal**  
Director & CEO -  
Moneywise Finvest Ltd.  
(StoxKart)  
Director - Moneywise  
Financial Services Pvt. Ltd.  
Non-Executive Director -  
SMC Goble Securities Ltd



**Mr. Ajay Garg**  
Director & CEO - SMC  
Global Securities Ltd. MD-  
SMC Global IFSC Pvt. Ltd.  
Director - SMC Insurance  
Brokers Pvt. Ltd.



**Ms. Shruti Aggarwal**  
Whole Time Director- SMC  
Global Securities Limited,  
Director- SMC Global IFSC  
Private Limited



**Mr. Anurag Bansal**  
Whole Time Director-  
SMC Global Securities  
Ltd., Director-SMC  
Capitals Ltd..



**Mr. Ayush Agarwal**  
CIO - SMC Private wealth  
Director - SMC Real  
Estate Advisors Private  
Ltd.  
Director - Moneywise  
Finvest Ltd.



**Ms. Akanksha Gupta**  
Whole Time Director -  
SMC Insurance Brokers  
Pvt. Ltd., Director- SMC  
Global IFSC Pvt. Ltd.,  
Director- Pulin Comtrade  
Limited



**Ms. Anshika Aggarwal**  
Director- SMC  
Investment and Advisors  
Ltd., Whole Time  
Director- SMC Real Estate  
Advisors Pvt. Ltd.



**Ms. Shweta Aggarwal**  
Non-Executive Director -  
SMC Capitals Ltd.



# Experienced Management Team with Focused Business Heads



**Ms. Aditi Aggarwal**  
Director - Moneywise Finvest  
Limited



**Ms. Reema Garg**  
Group Chief Human Resource  
Officer Director - Moneywise  
Finvest Ltd.



**Mr. Pravin K. Agarwal**  
Whole-Time Director- SMC  
Insurance Brokers Pvt. Ltd.



**Mr. Vinod Kumar Jamar**  
President & Group Chief Financial  
Officer



**Mr. Abhishek Chawla**  
Group Chief Product &  
Technology Officer



**Mr. Suman Kumar**  
E.V.P (Corporate Affairs &  
Legal), CS & General Counsel



**Mrs. Nidhi Bansal**  
Regional Director - West







# Our Independent Board of Directors: Industry Veterans



**Mr. Naveen ND Gupta**

He is a Non-Executive and Independent Director of the Company and has been associated with our Company since January 31, 2018. He holds a bachelor's in commerce from the University of Delhi from the year 1993. He is also a fellow member of the Institute of Chartered Accountants of India since 2001. He has been associated with the Institute of Chartered Accountants of India as a President. He was formerly the Chairman of Shaheed Sukhdev College of Business Studies, Delhi University. He has been a category A member on the Board of International Federation of Accountants, New York, USA a federation of accounting regulators of 176 countries. He has also been a part of the Board of South Asian Federation of Accountants (Apex body of SAARC) and Confederation of Asian and Pacific Accountants, Manila from the year 2018-2019, and a member of the board of the Insurance Regulatory Development Authority from the year 2018 to 2019. He is Chairman of Corporate Affairs Committee of PHD Chamber of Commerce and Industry.



**Mr. Gobind Ram Choudhary**

He is the Non-Executive Independent Director of the Company and has been associated with our Company since June 22, 2023. He holds a bachelor's in Commerce from the University of Calcutta from the year 1987. He has been associated with Anmol Industries for over 20 years. He has also been associated with Bhagwati Cold Storage as a managing director. He is also an active member at Bharat Lok Shiksha Parishad, Delhi, a council member in Western UP Council of CII, Executive member of Indian Industries Association of Greater Noida and a member of the PHD Chamber of Commerce.



**Mr. Hemant Bhargava**

He is the Non-Executive Independent Director of the Company and has been associated with our Company since August 9, 2023. He also holds a master's in economics from Lucknow University from the year 1982. He has been on the Board of the National Mutual Fund, Mauritius. He has also been associated with LIC as the country head for LIC Mauritius and founded the "Indo-Mauritian Business Group". He was the founding CEO of LIC Cards Services Company for credit cards business. He has over 35 years professional experience with expertise in finance and insurance. He was on the Boards of Larsen & Toubro Limited from July 2018 to May 2024 and currently is on the Boards of ITC Limited, UGRO Capital Limited, Wealth Company Asset Management Holdings Private Limited and Providence Life Limited PCC, Mauritius.



**Mrs. Sarita Kapur**

She is the Non-Executive Independent Director of our Company and has been associated with our Company since February 13, 2025. She holds a Bachelor of Science degree from Miranda House, Delhi University, and an LL.B from the Faculty of Law, Delhi University. She is a seasoned legal professional with over 36 years of experience in litigation, arbitration, and corporate advisory.



## **Ms. Neeru Abrol**

She is the Non-Executive Independent Director of our Company and has been associated with our Company since March 30, 2024. She holds a bachelor's in science from Aligarh Muslim University from the year 1975. She is a member of the Chartered Accountant since the year 1981. She has been associated with National Fertilizers Limited as the Chairperson and Managing Director and Director Finance. She also been associated with the Steel Authority of India for over 20 years. She has been on the Boards of IDBI Bank, IFCI Infrastructure Development Limited, and TCNS Clothing Limited.



## **Mr. Narender Kumar**

He is the Non- Executive Independent Director of the Company and has been associated with our Company since September 16, 2022. He is a retired I.A.S (AGMUT Cadre 1988), C.A. I.I.B. (Certified Associate of Indian Institute of Bankers, Bombay), from the year 1987. He holds a Bachelors' and master's in commerce degree from the University of Delhi, from the year 1979 and 1982 respectively. He served as the Financial Commissioner (Government of NCT of Delhi), the Managing Director of Delhi State Financial & Development Corporation, the Probationary Officer of SBI in 1980. Apart from this, he was an election commissioner of Union Territories of Andaman and Nicobar Islands, Lakshadweep, Dadra Nagar Haveli and Daman & Diu. He has over three decades of experience in various sectors of the Government.



## **Mr. Dinesh Kumar Saraf**

He is the Non-Executive Independent Director of the Company and has been associated with our Company since August 9, 2023. He holds a bachelor's in commerce from the University of Delhi from the year 1976, and also holds a master's in commerce from the University of Delhi from the year 1983. He is member of Institute of Company Secretaries of India since 1991, and the Institute of Cost and Works Accountants of India since the year 1983. He has been associated with Oil and Natural Gas Corporation Limited, where he held various position including Director (Finance), Group CFO and also Chairman & Managing Director from 2014 to 2017. Mr. Sarraf has served as the Chairperson of the Petroleum and Natural Gas Regulatory Board from 2017 to 2020. He was also associated with the UN Global Compact Network- India as President, with the Federation of Indian Petroleum Industry (FIPI) as Chairman, with Bharat Lok Shiksha Parishad (of Ekal Foundation) as Trustee, with Council of Scientific and Industrial Research (CSIR) as Member of Governing Body and currently he is associated with Indian Institute of Petroleum of CSIR as Chairman-Research Council.

208

Branches in India (Including Dubai)

424

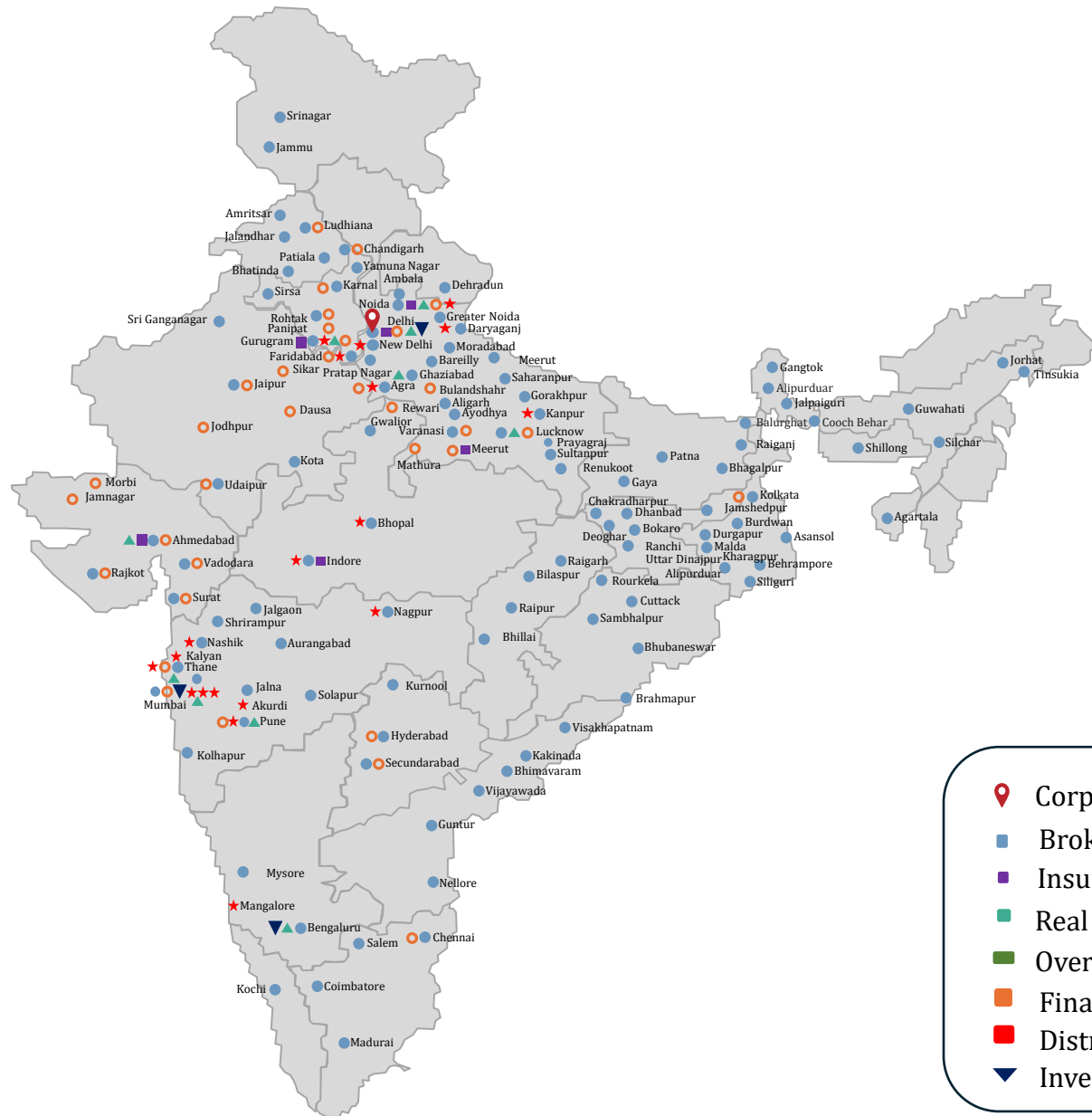
Cities


2,147

Authorised Persons

4,083

Employees



-  Corporate Office
-  Broking
-  Insurance
-  Real Estate
-  Overseas
-  Financing
-  Distribution
-  Investments



# Awards & Accolades





## Comprehensive Financial Offerings with High Margin Business:

SMC offers a diverse range of high-margin financial products under one roof

### Strong Broking & Distribution Network:

Over 2,147 Authorized persons, spanning 424 cities and 6,748 financial distributors across India

### Fintech Focused Approach

Leveraging advanced digital technology, SMC offers cutting-edge products and services

### Enhance distribution by cross-selling financial products and services:

Synergies and cross-selling opportunities generated between entities within SMC group companies.



### Established National Brand:

Well established and deeply penetrated national brand with strong reputation and good recall

### Extensive Corporate Relationships:

Partnerships with trading members, corporate clients across different segments, and authorized persons and financial distributors.

Strategic Alliances with various Banks and 3-in-1 tie-ups, where customers can benefit from seamless integration of bank, demat, and trading account facilities.

SMC is a clearing member in all major exchanges

### Experienced Leadership

Top Management of SMC has Over 30 Years of experience in industry

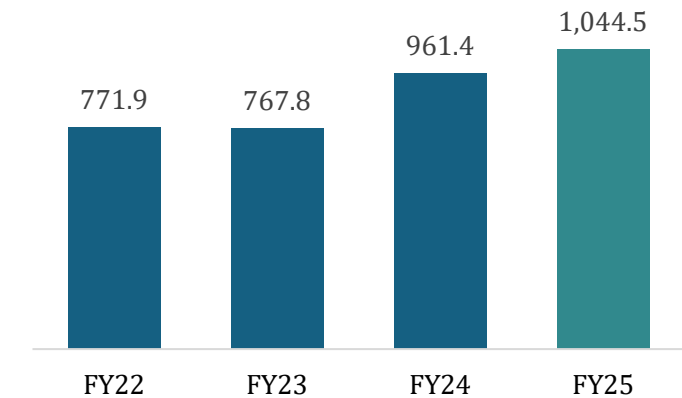
The background of the slide is a collage. On the left, a white flag with the SMC logo and the slogan 'Moneywise. Be wise.' is flying against a blue sky. On the right, a close-up of a hand holding a pen, pointing at a line graph on a screen, representing trading analysis.

# Broking, Distribution & Trading

## Key Highlights:

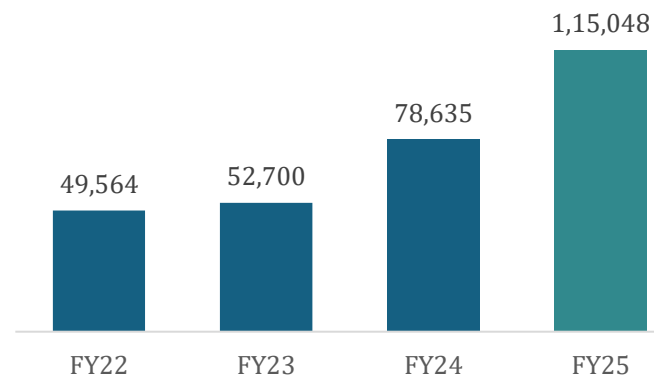
- Our expansive network includes 2,147 authorized persons, spanning 424 cities and 6,748 financial distributors across India.
- Revenue increased in FY25 by 8.6% Y-o-Y
- EBIT decreased in FY25 by -2.4% Y-o-Y
- SMC has a strategic alliance with 7 PSU and Private Banks offering Online Trading services to their customers vis PNB, IOB, UBI, Ujjivan bank etc.
- SMC has 3in1 Tie-ups (Bank & Demat Account facility provided by the bank to its customer and Trading account facility will be provided by the SMC).

### Segment Revenue\* (INR Crs)

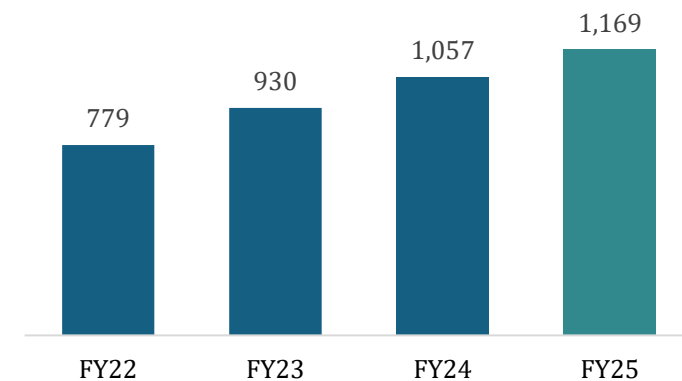


\*includes other income

### Broking DP AUA (INR Crs)

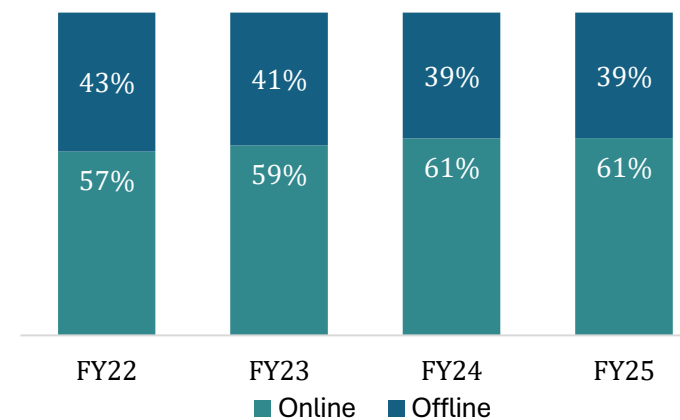


### Broking Clients\* (in Thousands)



\*Including StoxKart

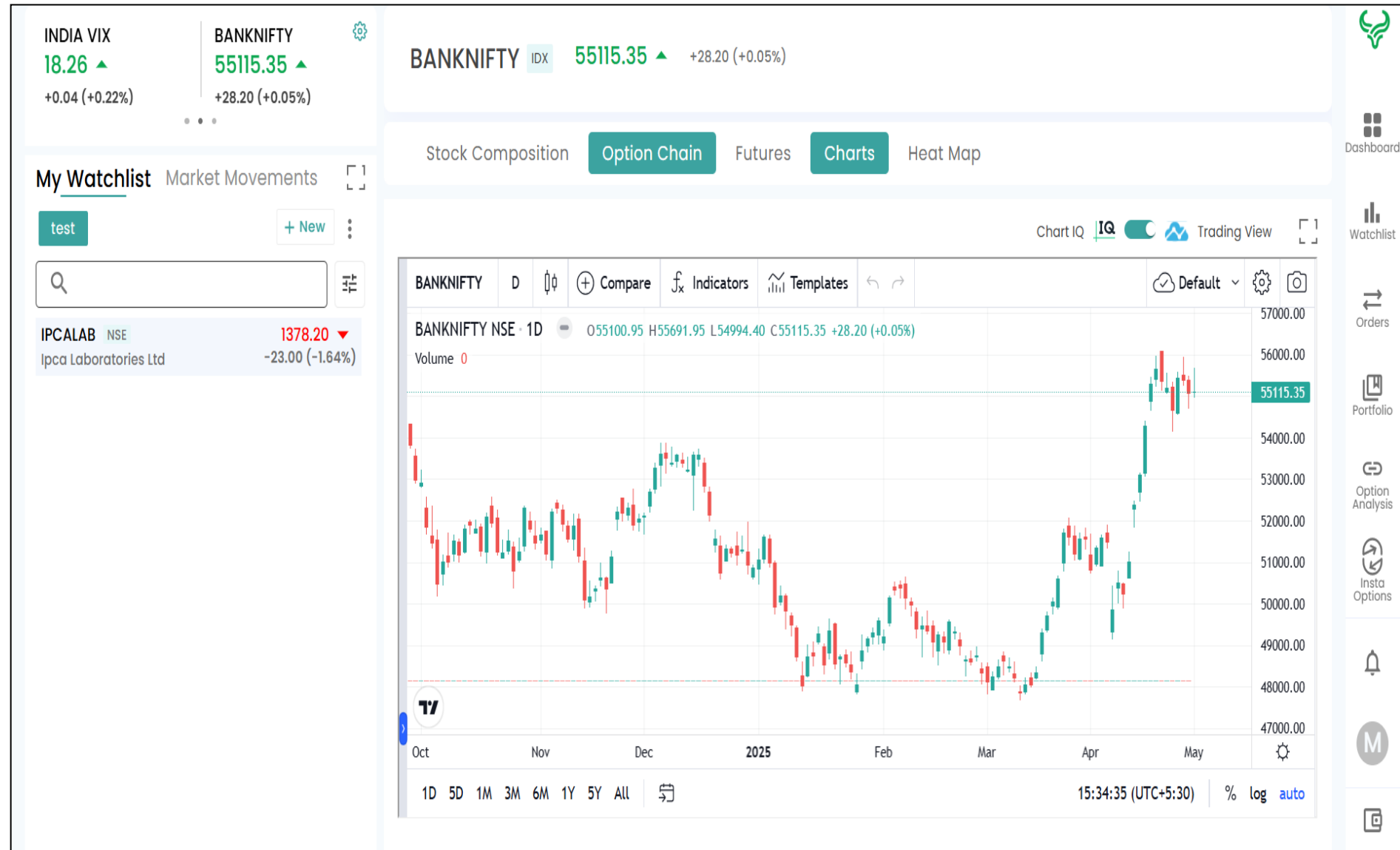
### Online Penetration





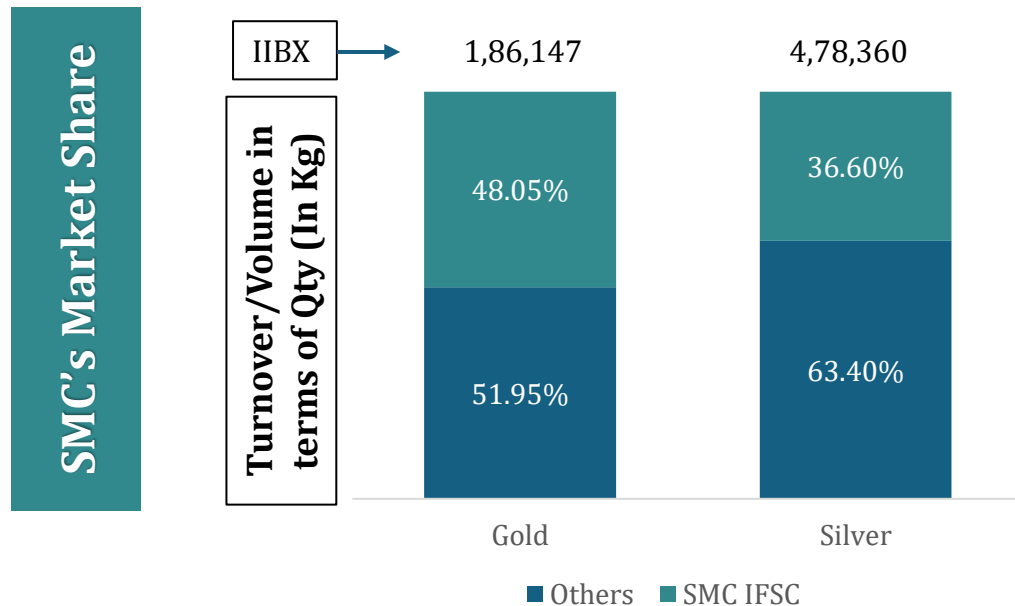
## Key Features:

- Big Saving in Brokerage - INR 20 flat per order.
- Unlimited Trading at just Rs. 99 per month
- Option chain with OI (Open Interest) analysis
- In-Built advisory by top research analyst from SMC
- Trade through leading chart solution of both Trading View and Chart IQ
- Stock analysis and in detail summary powered by Markets Mojo for over 2000 stocks
- Recently Stoxkart launched “SMART TRADER” plan which will facilitate a greater market share for the company





- SMC Global IFSC Pvt Limited is a financial services company based in the International Financial Services Centre (IFSC) in Gujarat, India. Established to cater to the growing demand for financial products and services in the international market.
- SMC Global IFSC Pvt Limited provides broking and clearing services on NSEIX, India INX and IIBX to its clients.
- It is also into wealth management through its Alternate Investment Fund - SMC IFSC International Opportunities Fund.
- With a team of experienced professionals and advanced technological infrastructure, SMC Global IFSC Pvt Limited strives to provide innovative and customized financial solutions to meet the diverse needs of its clients.





# Digital Ecosystem for Broking



- Next generation advance mobile trading platform 'SMC ACE'
- Provides Robo Advisory to the clients
- Platform for online trading through website and Mobile App



## ACE API & Superr API

- ACE API and Superr API are powerful REST APIs, which uses HTTP requests to fetch live / historical data, automate trading strategies and monitor portfolio in real time.



- SMC has entered into an agreement with Markets Mojo, which is in the business of providing Market Data & Research Support Services across various channels of distribution and is also a SEBI registered Investment.



- Advanced order types like GTT/order slicing.
- Upgraded mobile app offers intuitive UI designs for effortless investing, supported by research-backed recommendations from multiple analysts.
- Stoxkart customer are provided with a single application to manage all their mutual funds
- New development: Launch of Smart trader subscription plain on Stoxkart



- Customized automated trading platform based on Algorithms
- Algo trading tie up with Algo Baba, Tradetron & Market Maya



- Integration with latest super charting platforms like ChartIQ & TradingView, giving flexibility to our customers to toggle between them.
- Empowering customers with insightful market analysis and informed decision-making.



- The DIY EKYC journey for SMC & STX provides a seamless onboarding process, allowing customers to complete KYC requirements at their own pace, anytime and anywhere.
- Accounts aggregates integrated in e-kyc for smother F&O on boarding



- Platform for purchasing all value added subscriptions such as autotrender and telegram channels
- Separate platforms created for both SMC and Stoxkart



- An In-house automated software which is totally unique to the system.
- Our team of software professionals develop various technical and statistical strategies for trading.



- Online App for investing in mutual funds, FDs and various other financial instruments



- SMC has tie up with multiple advisory basket platforms like Narnolia, Value Stocks.



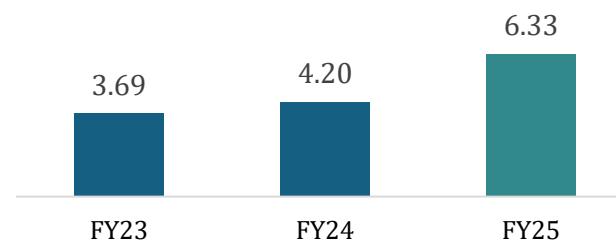
## Quantitative Trading Desk (HFT)

- Specialize in automated trading strategies across multiple asset classes through cutting edge in-house trading platform.

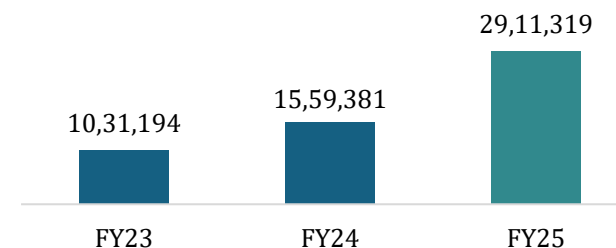


- SMC EasyInvest is your trusted partner for smart, seamless mutual fund and NCD investments. Designed to empower investors of all levels, our platform offers an all-in-one solution for managing and growing your wealth with ease. From tracking your portfolio in real-time to setting financial goals, SMC EasyInvest simplifies every step of your investment journey.

## Website Traffic (In Mn)



## Application Installations



Relaunched our websites, with cutting edge technology stack, revolutionizing online financial services experience with intuitive interfaces and comprehensive features.

[smcinvesteasy.com](https://smcinvesteasy.com) | [stoxkart.com](https://stoxkart.com) | [smctradeonline.com](https://smctradeonline.com) | [privatewealth.com](https://privatewealth.com)



## Innovation

- Developed cloud-hosted trading mobile and web platforms, along with a mutual funds distribution platform, strengthening the client offerings.
- Launched an in-house, low-latency broadcasting platform, improving real-time data delivery across systems.
- Developed a cloud-hosted payments platform integrated with top-tier payment gateways for faster, more reliable transactions.
- Introduced a unified middleware platform to streamline system interactions and enhance customer experience. Also established automated monitoring to proactively detect issues, significantly reducing MTTD and MTTR.
- Migrated key systems to the cloud, including eKYC, payments, websites, and partner portals for both SMC and Stoxkart, enhancing scalability and reliability.
- Optimized CRM performance to improve responsiveness and customer communication.
- Adopted a Container-as-a-Service (CaaS) model along with advanced release management practices for improved deployment efficiency.
- Launched a high-performance, in-house pre-trade ecosystem, enhancing search results, price alerts, and scrip detail delivery.
- Revamped the SMC Wealth website using a modern tech stack to deliver a seamless and intuitive user experience.
- Integrated automated security checks within GitOps pipelines, ensuring compliance and reducing manual overhead.
- Achieved 90%+ success rate in CI/CD deployments, enhancing delivery speed and reliability.
- Enhanced the messaging/notification platform with auto-redundancy to maintain uptime during vendor outages.
- Migrated the central accounting system to a high-performance VM-based setup, establishing a strong HA and DR foundation.
- Implemented a centralized, cloud-hosted log management and analytics system, consolidating multiple tools for consistency and faster debugging.
- Deployed a cloud-hosted data lake and warehouse infrastructure, enabling data-driven decisions and supporting future cross-sell and upsell opportunities.

## Cybersecurity Initiatives

- Enforced mandatory Vulnerability Assessment & Penetration Testing (VAPT) across all major releases.
- Conducted regular internal and external audits to maintain compliance.
- Deployed brand monitoring tools to protect digital assets and online reputation.
- Implemented “Shift Left” security by integrating early-stage security checks within the software development lifecycle.
- Established three-tiered security controls and network-level monitoring systems.
- Enabled database-level encryption and audit logging across critical databases, securing sensitive data and ensuring traceability.
- Established automated patch management across on-prem and cloud environments, enhancing stability, security, and compliance.

## Robust Infrastructure (On Premise & Cloud)

- Migrated to VM-based infrastructure for higher performance and availability.
- Upgraded servers, switches, routers, and firewalls to improve system security and stability.
- Established high-availability configurations for critical systems to minimize downtime.
- Strengthened disaster recovery capabilities for both SMC and Stoxkart trading platforms.
- Implemented a centralized network control tower for cloud infrastructure, improving visibility and accelerating issue resolution.
- Integrated Cloud HSM (Hardware Security Module) to safeguard cryptographic keys and meet regulatory compliance standards.
- Upgraded leased line infrastructure across exchanges, supporting growing trade volumes, lowering latency, and improving business continuity.

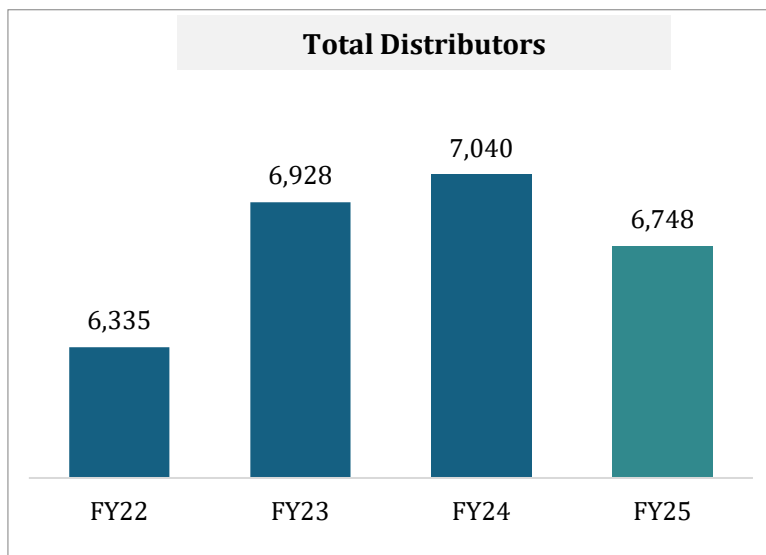
## Future Outlook

- Deploy Web Application Firewalls (WAF) across cloud-hosted applications to safeguard against evolving web-based threats.
- Complete cloud migration for SMC and Stoxkart, ensuring better scalability, resilience, and compliance.
- Introduce AI-powered chatbots and customer support tools to improve user experience and reduce response time.
- Implement application-level fallback mechanisms for critical services like payments and broadcasting to maintain availability, mirroring the resilience at the infrastructure layer.
- Execute colo (co-location) shutdown, optimizing infrastructure footprint and reducing operational costs.

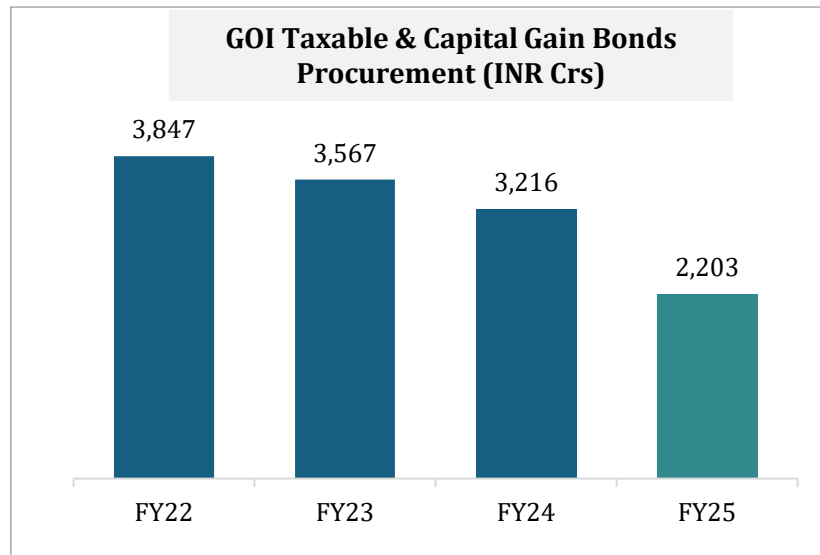
## Key Highlights:

- SMC offers distribution services of financial products including IPO's, Mutual Funds, Company Fixed Deposits, Bonds, through its network of branches and channel partners across India.
- Pan-India network of 6,748 independent financial distributors.
- SMC is ranked amongst top 20 syndicators in most of the Debt & Equity Issuances in retail segment.
- Distributing Mutual Fund schemes for all AMCs and has built a cumulative Asset under Management (AUM) of above INR 4,178 Crs with 86,185 active SIPs for clients..

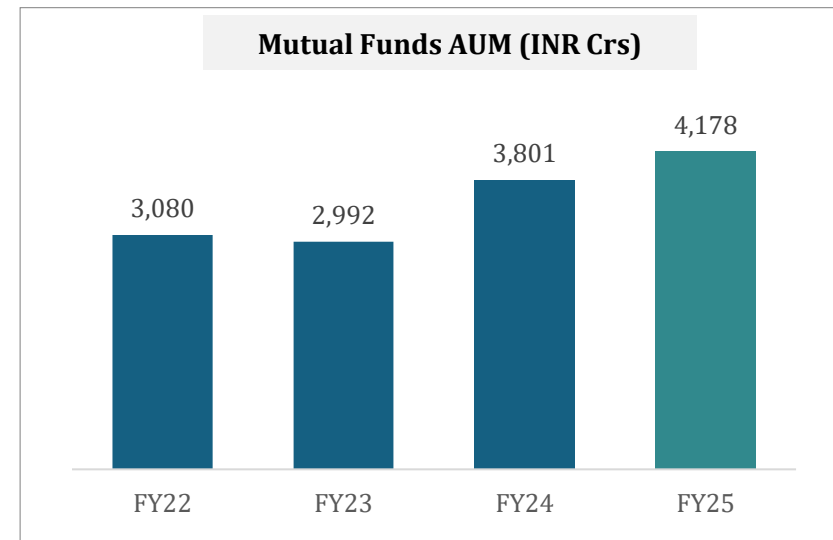
**Total Distributors**



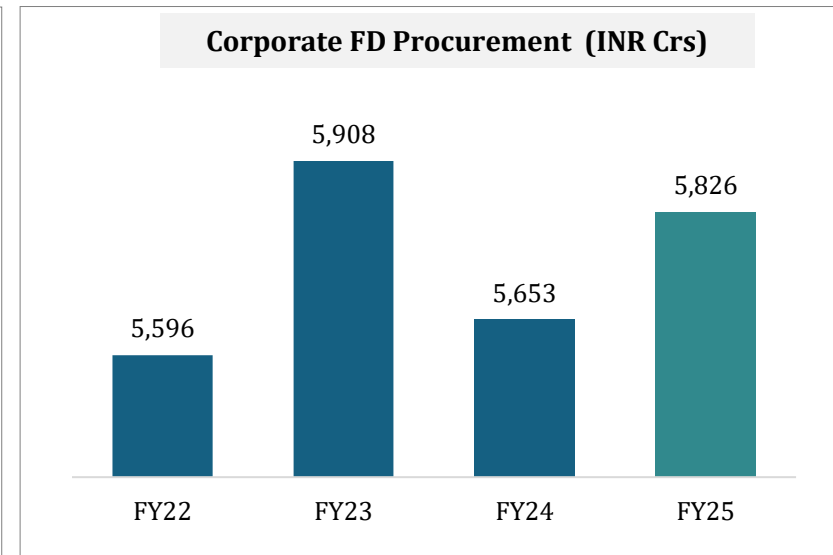
**GOI Taxable & Capital Gain Bonds Procurement (INR Crs)**



**Mutual Funds AUM (INR Crs)**



**Corporate FD Procurement (INR Crs)**





## Wealth Management:

- Total Clients served under wealth management are 11,763 with AUM/AUA of INR 947.7 Crores
- Branches/ regional offices - Delhi, Mumbai, Bangalore and Pune.

## Portfolio Management:

- Focus on buying fundamentally sustainable growing businesses and outperform the benchmark indices



## Investment Banking:

- Category I Merchant Banker
- SMC Capitals provides buy side and sell side M&A advisory and fund raising (Equity & Structured debt services).
- Starting July 2023, SMC Capitals became the India partner of Translink Corporate Finance, est. in 1972, a world leader in cross-border mid-market M&A advisory services, present in 35+ countries, specialising in transactions ranging from €10M to €250M

## High-Frequency Trading (HFT), Arbitrage/ Algorithm Trading:

- Robust risk management system in place
- Leveraging our in-house technology, we're operational with ultra-low latency, generating alpha through proprietary trading strategies.
- Risk management is so robust that we never had loss in any month in last 10 years
- Leveraging both in-house and outsourced software solutions





# Financing (NBFC) Business



<b>AUM*</b> <b>INR 1,291 Crs</b>	<b>Total Income</b> <b>INR 222.6 Crs</b>	<b>Net Worth</b> <b>INR 471.4 Crs</b>
<b>NNPA %</b> <b>2.2%</b>	<b>ROA %</b> <b>3.8%</b>	<b>OPEX to AUM</b> <b>4.8%</b>
<b>Cumulative Loans Disbursed</b> <b>INR 3,800 Crs+</b>	<b>Total Borrowings/ Leverage Ratio</b> <b>INR 811.3 Crs / 1.72x</b>	<b>Cost of Borrowing % ***</b> <b>10.6%</b>
<b>Credit Cost-ANR / PCR**</b> <b>1.4% / 38.4%</b>	<b>Secured AUM %</b> <b>61.9%</b>	<b>Collection Efficiency</b> <b>98.9%</b>
<b>105 Channel Partners</b> <b>41 Branches</b>	<b>Employees</b> <b>488</b>	<b>Number of lenders</b> <b>30</b>

\* AUM denotes On + Off Books

\*\* ANR-Average Net Receivables, PCR-Provision Coverage Ratio

\*\*\* Including all of charges & fees

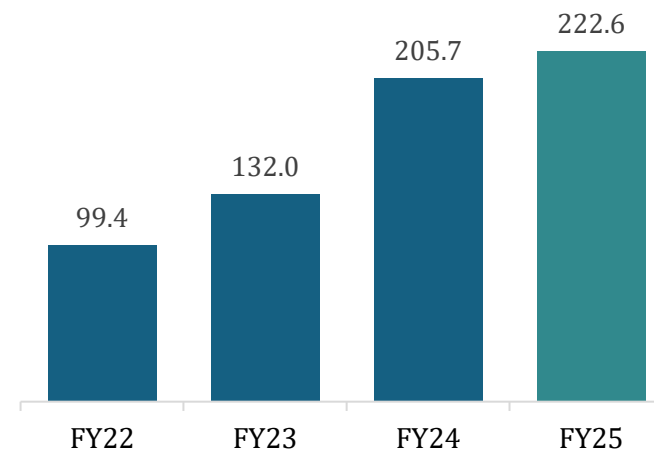




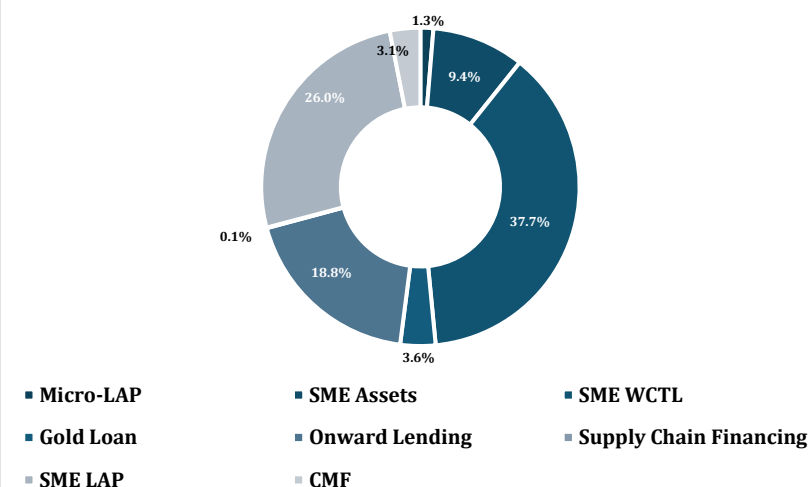
- In the year 2008, SMC started providing financing services through its wholly owned subsidiary, Moneywise Financial Services Pvt. Ltd. (SMC Finance).
- MWFS offers wide spectrum of financial products like SME Micro LAP, SME Equipment Finance (Medical & Industrial Equipment), SME WCTL (Unsecured Business Loans), Gold Loans, Onward-lending (lending to NBFC) and loan against securities.
- The company has 41 branches covering 9 States.

Particulars	Micro-LAP	SME Assets	SME WCTL	Gold Loan	Onward Lending	Supply Chain Financing	SME LAP	CMF	Grand total
Aum (On+Off) (Amount Rs In Crore)	16.9	121.4	487.1	46.2	242.4	0.7	335.6	40.1	1,290.6
Tenure Range (Months)	60 -144	24 – 84	24 - 36	12	9 – 36	12 – 36	60 - 180	12 - 36	
Rate Of Interest (Range)	16% - 22%	14% - 16%	15% - 20%	12% - 26%	13% - 17%	14% - 16%	14% - 16%	14% - 16%	
Ticket Size	3 lacs to 50 lacs	10 lacs to 10 crores	10 lacs to 75 lacs	5k to 5 lacs	50 lacs to 10 crores	25 lacs to 5 crores	10 lacs to 5 crores	1 lacs to 5 crore	
No. Of Loan Accounts*	159	57	2631	3,395	78	3	155	36	6,514
% Of Portfolio	1.3%	9.4%	37.7%	3.6%	18.8%	0.1%	26.0%	3.1%	100.00%

Segment Revenue (INR Crs)

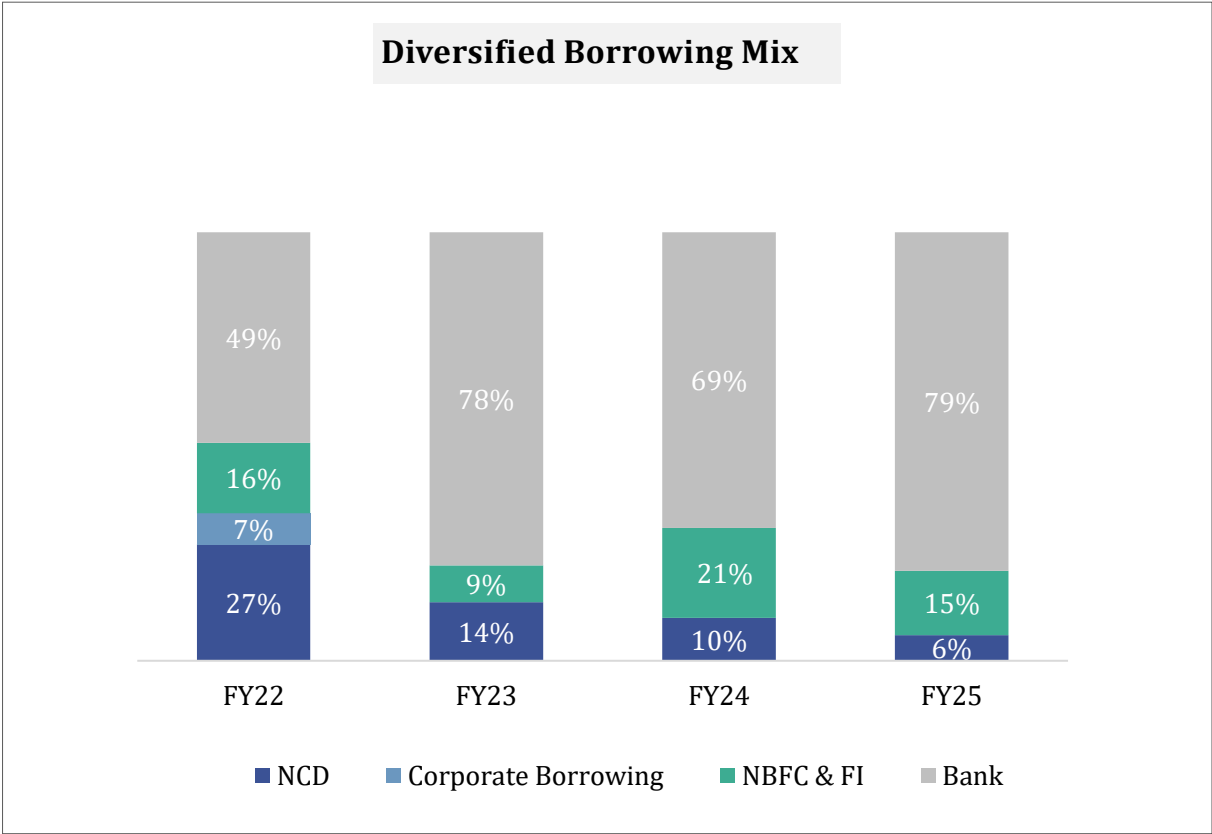


FY25 Lending Portfolio



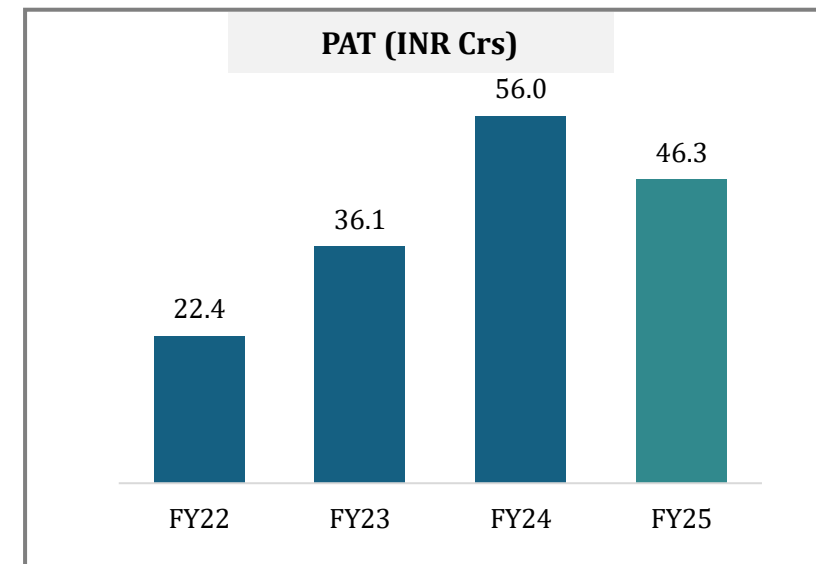
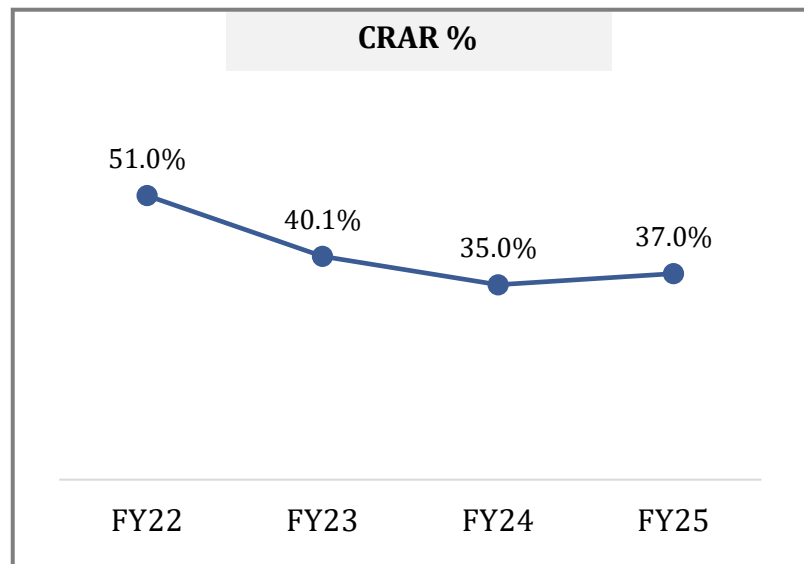
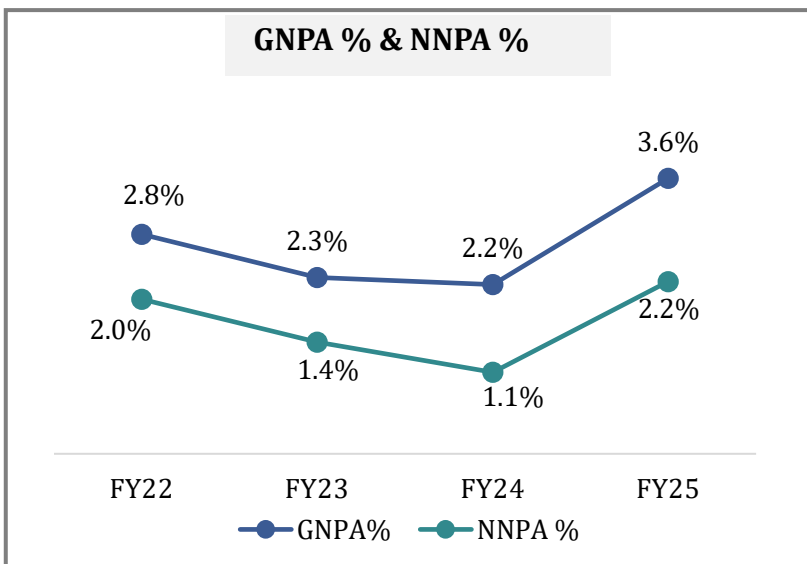
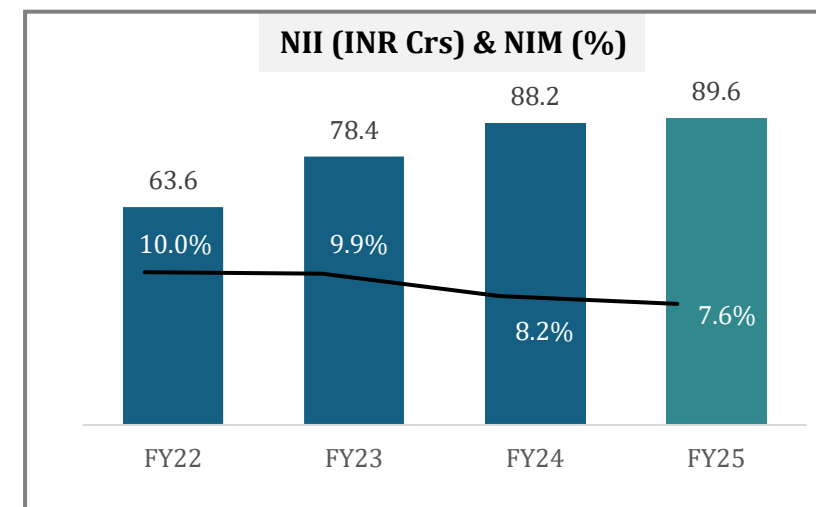
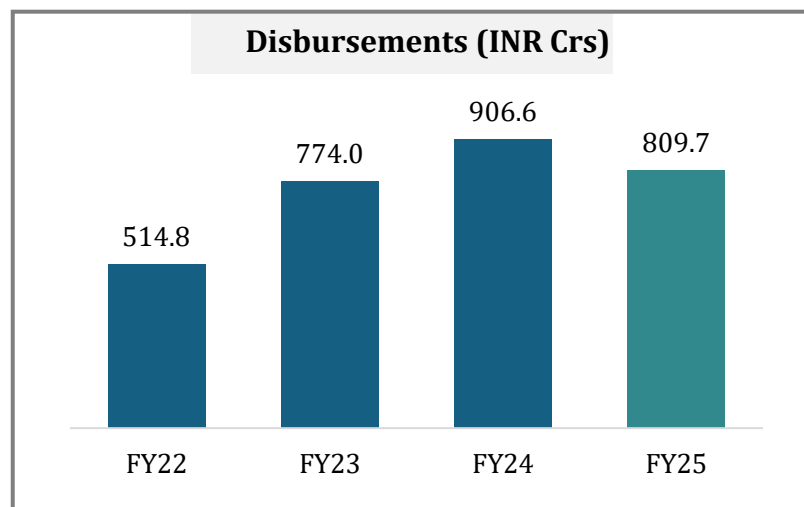
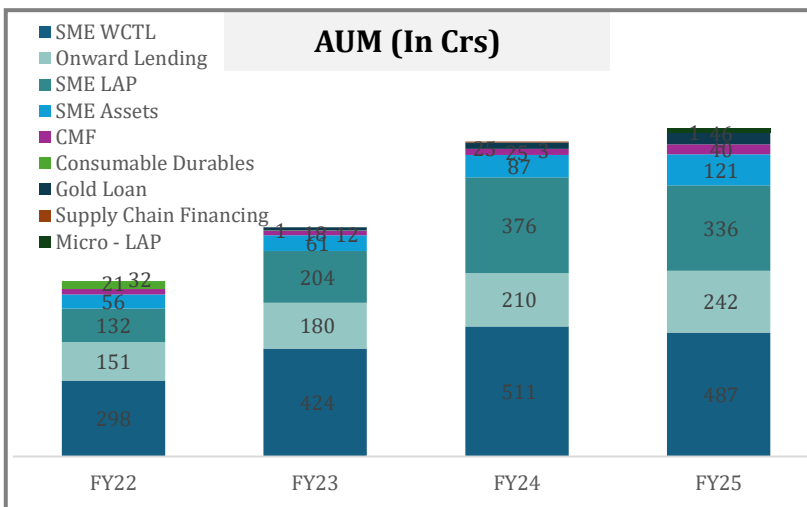


- Increasing diversity in borrowing profile with borrowing from bank & financial institutions.
- Continued plan to raise additional funds through diversified sources and through various instruments.
- Cumulative Asset/ Liability mismatch, surplus of INR 67.35 Cr in 30 days bucket which is well under control as per RBI guidelines.



**Borrowing Program Supported By Superior Ratings**

Rating Type	Rating	Rating Agency
Long term bank loans	ICRA A- (stable)	ICRA
NCD	CARE A- (stable)	CARE
	IVR A/Stable	Infomerics





# Insurance Broking

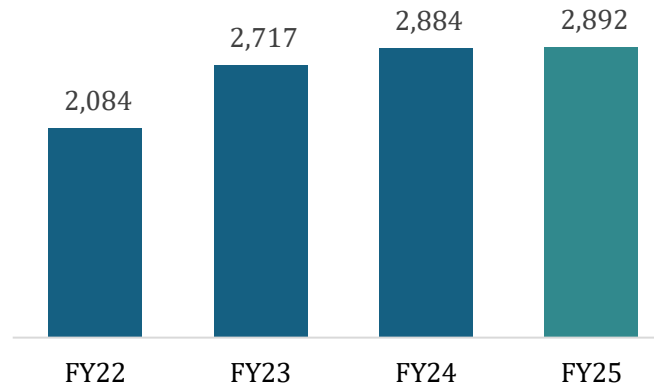




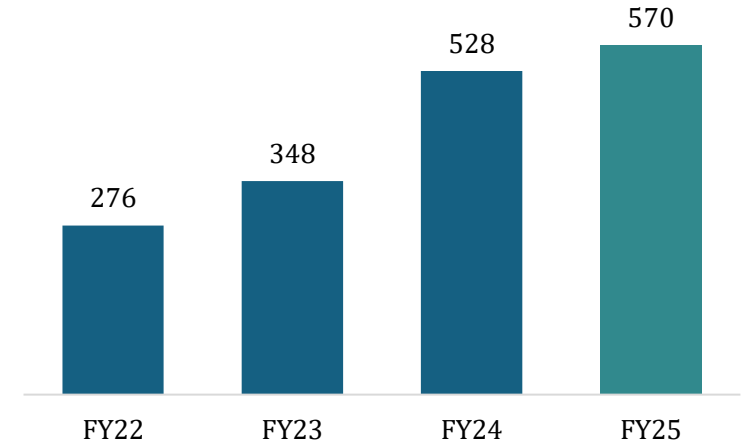
## Key Highlights:

- SMC Insurance operates through 8 branches nationwide.
- The company has a workforce of 468 employees.
- Utilizes a network of 16,022 Point of Sales (POSS).
- Engages 348 Motor Insurance Service Providers (MISPs).
- Comprehensive national coverage with a robust presence in Tier-1 and Tier-2 cities, leveraging the extensive SMC Group's customer network.
- Our online portal, [www.smcinsurance.com](http://www.smcinsurance.com), is developed to cater to both B2B and B2C networks, featuring advanced Artificial Intelligence capabilities.

### Insurance Gross Premium (INR Crs)

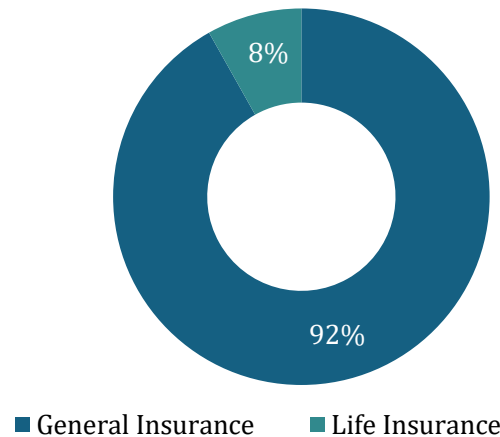


### Segment Revenue\* (INR Crs.)

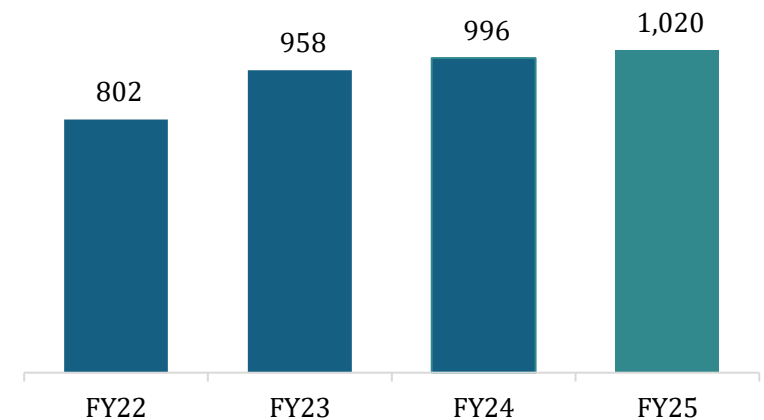


\*Revenue recognition changed from net to gross basis from FY18.

### FY25 Revenue Pie (%)



### No. of Policies (In Thousands)



## Distribution

- Deep and wide national coverage
- Strong presence in Tier-1 and Tier-2 cities
- Leveraging SMC groups customer network

## Technology Platform

- [www.smcinsurance.com](http://www.smcinsurance.com) online portal has developed for catering to B2B and B2C network
- The portal has Artificial Intelligence features

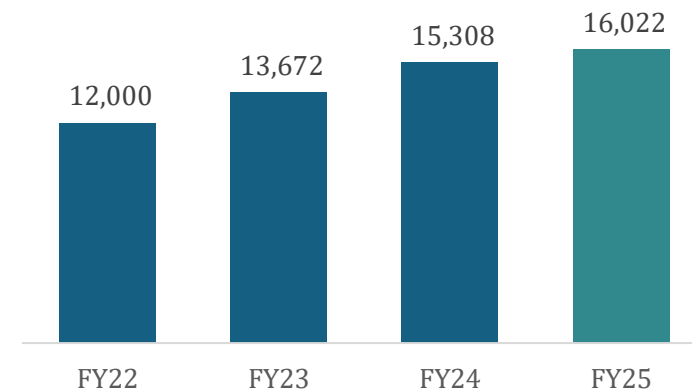
## Growth

- Life Insurance renewal premium growth 34.05% as compared to last year
- Motor Insurance market share 2.76% approx. (Industry numbers as per IRDA Annual report FY 23-24)

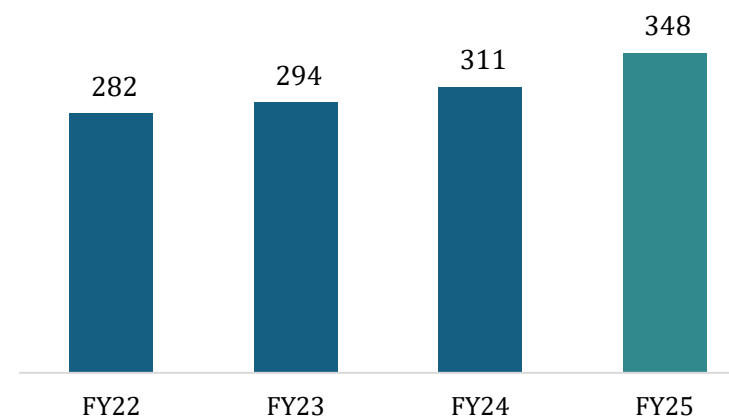
## Other Highlights

- Zero Spam Policy
- Life renewal persistency more than 90%

### Point Of Sales (POS)



### Motor Insurance Service Providers (MISP)





# Historical Financial Overview





# Historical Consolidated Income Statement

Particulars (INR Crs)	FY22	FY23	FY24	FY25
<b>Operational Income</b>	<b>1,116.9</b>	<b>1,211.6</b>	<b>1,638.4</b>	<b>1,775.7</b>
Total Expenses	821.8	941.7	1,212.5	1,356.3
<b>EBITDA</b>	<b>295.1</b>	<b>269.9</b>	<b>425.9</b>	<b>419.4</b>
<b><i>EBITDA Margins (%)</i></b>	<b>26.4%</b>	<b>22.3%</b>	<b>26.0%</b>	<b>23.6%</b>
Other Income	3.9	4.1	6.2	10.0
Depreciation	20.1	22.7	32.1	30.4
Interest	57.5	89.3	155.5	207.0
Profit (Loss) from Joint Venture	0.0	0.0	0.0	0.0
<b>PBT</b>	<b>221.4</b>	<b>162.0</b>	<b>244.5</b>	<b>192.0</b>
Tax	46.8	41.6	56.2	45.2
<b>Profit After tax</b>	<b>174.6</b>	<b>120.4</b>	<b>188.3</b>	<b>146.8</b>
<b><i>PAT Margins (%)</i></b>	<b>15.6%</b>	<b>9.9%</b>	<b>11.5%</b>	<b>8.3%</b>
Other Comprehensive Income	1.6	5.0	0.8	0.9
<b>Total Comprehensive Income</b>	<b>176.2</b>	<b>125.4</b>	<b>189.1</b>	<b>147.7</b>
Basic & Diluted EPS (INR)	15.43	11.25	17.89	13.92

Particulars (INR Crs)	FY22	FY23	FY24	FY25
<b>Operational Income</b>	<b>669.9</b>	<b>679.2</b>	<b>853.2</b>	<b>924.3</b>
Total Expenses	450.3	497.0	583.7	667.3
<b>EBITDA</b>	<b>219.6</b>	<b>182.1</b>	<b>269.5</b>	<b>257.0</b>
<b><i>EBITDA Margins (%)</i></b>	<b><i>32.8%</i></b>	<b><i>26.8%</i></b>	<b><i>31.6%</i></b>	<b><i>27.8%</i></b>
Other Income	14.2	13.7	30.3	31.1
Depreciation	14.4	17.0	24.1	22.9
Interest	37.2	58.8	95.7	134.0
<b>PBT</b>	<b>182.2</b>	<b>119.9</b>	<b>179.9</b>	<b>131.2</b>
Tax	37.6	26.5	38.9	25.9
<b>Profit After tax</b>	<b>144.6</b>	<b>93.4</b>	<b>141.0</b>	<b>105.3</b>
<b><i>PAT Margins (%)</i></b>	<b><i>21.6%</i></b>	<b><i>13.8%</i></b>	<b><i>16.5%</i></b>	<b><i>11.4%</i></b>
Other Comprehensive Income	-0.2	-0.3	-0.1	-1.4
<b>Total Comprehensive Income</b>	<b>144.4</b>	<b>93.1</b>	<b>140.9</b>	<b>103.9</b>
Basic & Diluted EPS (INR)	12.78	8.72	13.47	10.05





# Historical Consolidated Balance Sheet

Particulars (INR Crs)	Mar-23	Mar-24	Mar-25
<b>Assets</b>			
<b>Non-Financial Assets</b>			
Inventories	5.2	6.5	2.8
Current tax assets (net)	29.0	16.1	9.7
Deferred tax assets (net)	30.4	32.2	33.9
Investment property under development	1.8	4.5	-
Property, plant and equipment	89.5	84.5	80.0
Capital work - in - progress	8.9	26.8	44.3
Right of use assets	35.5	44.0	36.9
Investment Property	2.9	-	7.4
Other intangible assets	1.1	2.4	2.6
Intangible assets under development	-	0.6	0.4
Other non-financial assets	21.7	24.3	29.8
Assets held for sale	2.4	2.4	0.0
<b>Sub-Total Non-Financial Assets</b>	<b>228.4</b>	<b>244.3</b>	<b>247.8</b>
<b>Financial Assets</b>			
Cash and cash equivalents	32.4	126.9	150.7
Other Bank balance	1,427.5	2,231.4	1,824.8
Derivative financial instruments	55.4	27.5	40.0
Securities for trade	26.0	25.4	71.5
Receivables	390.4	531.7	680.0
Loans	1,088.2	1,372.0	1,479.5
Investments	31.0	44.8	27.1
Other financial assets	27.7	143.8	399.1
<b>Sub-Total Financial Assets</b>	<b>3,078.6</b>	<b>4,503.5</b>	<b>4,672.7</b>
<b>Total Assets</b>	<b>3,307.0</b>	<b>4,747.8</b>	<b>4,920.5</b>

Particulars (INR Crs)	Mar-23	Mar-24	Mar-25
<b>Equity and Liabilities</b>			
<b>Equity</b>			
Share Capital	20.9	20.9	20.9
Other Equity	911.8	1,074.8	1,196.2
Non-controlling interest	2.4	2.2	2.6
<b>Total Equity</b>	<b>935.1</b>	<b>1,097.9</b>	<b>1,219.7</b>
<b>Non-Financial Liabilities</b>			
Current tax liabilities (net)	4.3	7.1	3.3
Provisions	29.4	35.8	45.0
Other non-financial liabilities	29.5	37.6	39.2
<b>Sub-Total Non-Financial Liabilities</b>	<b>63.2</b>	<b>80.5</b>	<b>87.5</b>
<b>Financial Liabilities</b>			
Derivative Financial Instruments	55.9	28.1	25.4
Trade Payables	474.0	829.4	900.8
Lease Liabilities	36.2	46.0	37.6
Debt Securities	63.7	39.7	154.4
Borrowings	844.0	1,381.1	1,502.7
Other Financial Liabilities	835.0	1,245.1	992.5
<b>Sub-Total Financial Liabilities</b>	<b>2,308.7</b>	<b>3,569.4</b>	<b>3,613.3</b>
<b>Sub-Total Liabilities</b>	<b>2,371.9</b>	<b>3,649.9</b>	<b>3,700.8</b>
<b>Total Equity and Liabilities</b>	<b>3,307.0</b>	<b>4,747.8</b>	<b>4,920.5</b>

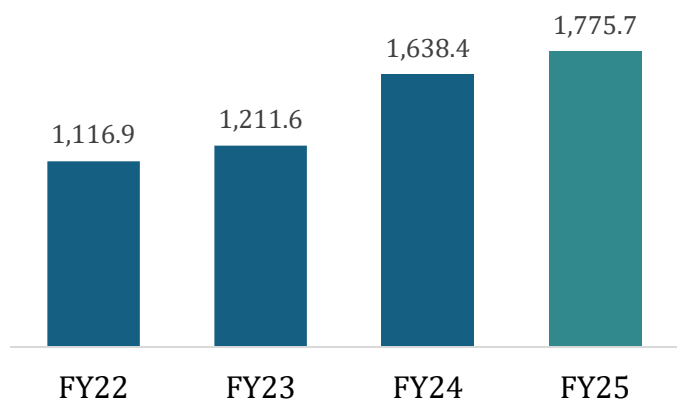


# Historical Standalone Balance Sheet

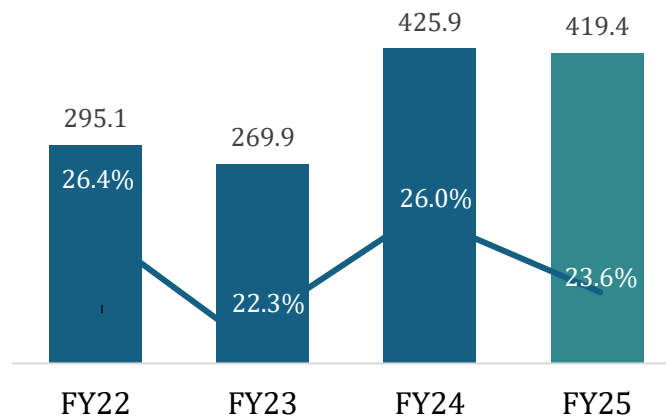
Particulars (INR Crs)	Mar-23	Mar-24	Mar-25
<b>Assets</b>			
<b>Non-Financial Assets</b>			
Inventories	0.2	-	-
Current tax assets (net)	10.6	2.0	4.2
Deferred tax assets (net)	10.4	11.8	14.6
Property, plant and equipment	80.7	76.8	74.0
Right of use assets	17.7	19.9	18.8
Investment Property ROU Asset	7.6	7.0	6.4
Capital work - in - progress	8.9	26.8	44.3
Other intangible assets	1.1	1.6	2.1
Intangible assets under development	1.3	0.6	0.4
Other non-financial assets	14.1	8.4	10.6
<b>Sub-Total Non-financial Assets</b>	<b>152.6</b>	<b>154.9</b>	<b>175.3</b>
<b>Financial Assets</b>			
Cash and cash equivalent	20.4	52.9	15.3
Other Bank balance	1,347.2	2,171.9	1,750.2
Derivative financial instruments	55.4	27.5	40.0
Securities for trade	25.4	25.4	44.8
Receivables	310.6	450.2	555.5
Loans	188.7	236.0	283.0
Investments	394.8	376.5	386.2
Other financial assets	12.1	117.8	352.4
<b>Sub-Total Financial Assets</b>	<b>2,354.6</b>	<b>3,458.2</b>	<b>3,427.4</b>
<b>Total Assets</b>	<b>2,507.2</b>	<b>3,613.1</b>	<b>3,602.7</b>

Particulars (INR Crs )	Mar-23	Mar-24	Mar-25
<b>Equity and Liabilities</b>			
<b>Equity</b>			
Share Capital	20.9	20.9	20.9
Other Equity	747.1	862.9	941.6
<b>Total Equity</b>	<b>768.0</b>	<b>883.8</b>	<b>962.5</b>
<b>Non-Financial Liabilities</b>			
Provisions	19.3	24.0	32.1
Other non-financial liabilities	19.3	20.1	12.9
Current tax liabilities (net)	1.6	2.3	0.0
<b>Sub-Total Non-Financial Liabilities</b>	<b>40.2</b>	<b>46.4</b>	<b>45.0</b>
<b>Financial Liabilities</b>			
Derivative financial instruments	55.9	28.1	25.4
Trade Payables	376.6	716.9	735.4
Lease Liabilities	384.6	27.7	24.6
Debt Securities	-	-	103.1
Borrowings	25.2	642.5	742.5
Other Financial Liabilities	856.7	1,267.7	964.2
<b>Sub-Total Financial Liabilities</b>	<b>1,699.0</b>	<b>2,682.9</b>	<b>2,595.2</b>
<b>Sub-Total Liabilities</b>	<b>1,739.2</b>	<b>2,729.3</b>	<b>2,640.2</b>
<b>Total Equity and Liabilities</b>	<b>2,507.2</b>	<b>3,613.1</b>	<b>3,602.7</b>

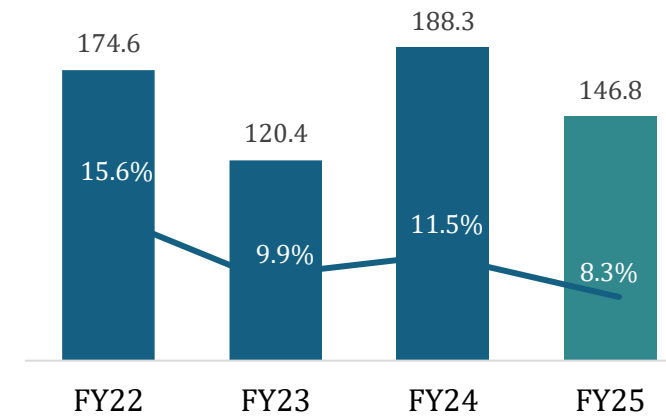
### Revenue (INR Crs)



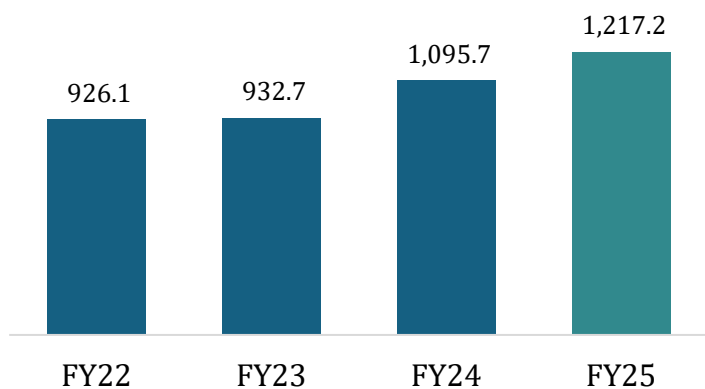
### EBITDA (INR Crs) & EBITDA Margin (%)



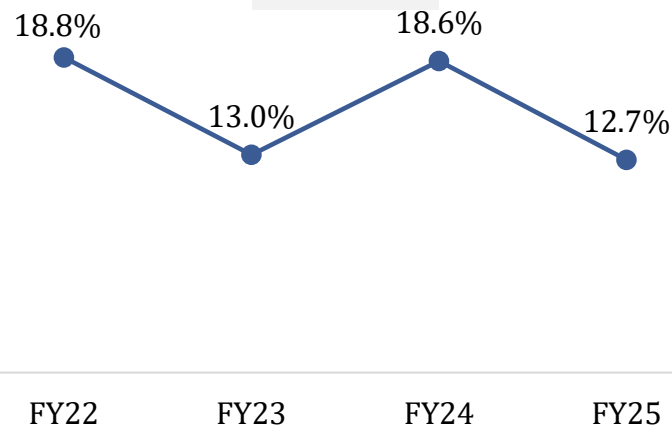
### PAT (INR Crs) & PAT MARGIN (%)



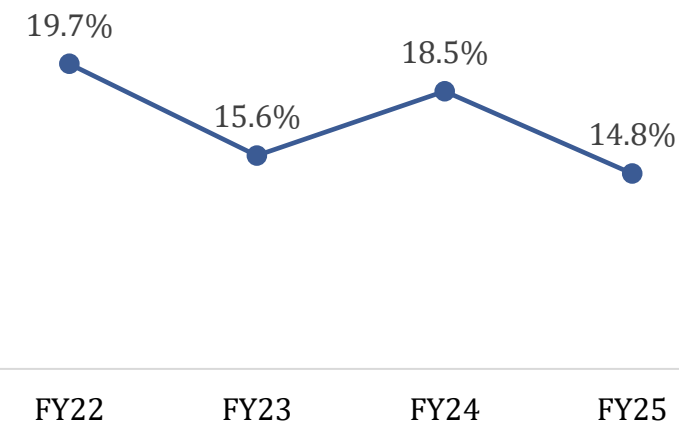
### Net Worth (INR Crs)



### ROE %



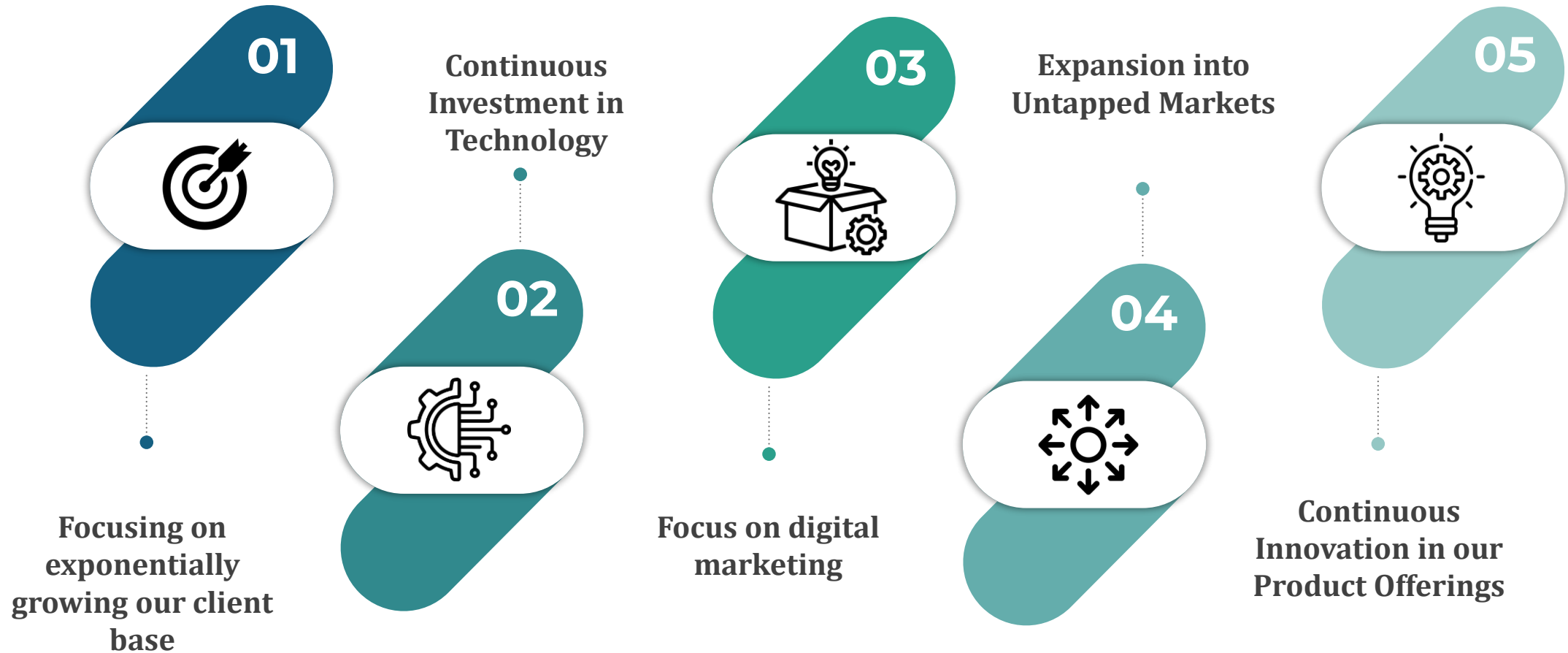
### ROCE %





# Way Ahead









SMC Group has contributed approximately ₹4.50 Crores in FY25 (PY ₹3.20 Crores) towards Corporate Social Responsibility initiatives. In FY25 we conducted several activities to empower, uplift & strengthen various sections of our society like under privileged orphan children, girls from weaker sections of the society, Green & Renewable Source of Energy, Women Empowerment, Hygiene, Gender Sensitivity & Women Healthcare etc.



Christmas Charity

Yoga Day

Save a tree, Save a life!



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# Thank You

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