



Moneywise. Be wise.

# SMC GLOBAL SECURITIES LIMITED

Member: NSE • BSE • MSE • NCDEX • ICEX • MCX

Clearing & Trading Member: Cash, F&O, Currency, Debt & Commodity

SEBI Regn. No. : INZ 000199438 • Research Analyst No. : INH100001849 • Investment Adviser No. : INA100012491

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E-mail : smc@smcindiaonline.com Website : www.smcindiaonline.com

Date: June 29, 2022

<b>Listing Operations</b> BSE Limited, P J Towers, Dalal Street, Mumbai -400001, India  Scrip Code: 543263	<b>Listing Department</b> National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra, (E) Mumbai - 400051  Symbol: SMCGLOBAL
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Sub: Investor Presentation-June 2022.

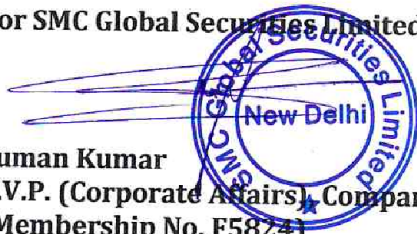
Dear Sir(s),

In compliance with Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with Schedule III Part A (15), enclosed is a copy of the Investor Presentation- June 2022.

You are requested to kindly take note of the same.

Thanking you,

For SMC Global Securities Limited



Suman Kumar  
E.V.P. (Corporate Affairs), Company Secretary & Compliance Officer  
(Membership No. F5824)

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E-mail : smckolkata@smcindiaonline.com





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# SMC Global Securities Ltd.

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INVESTOR PRESENTATION  
JUNE 2022



Branches Across India  
**100+**  
Including 1 in Dubai



Cities Covered  
**450+**



Unique Clients  
**2,000,000+**



Employees  
**3,300+**



Sub-brokers /  
Authorised Persons  
**2,510+**



Network of Financial  
Distributors  
**13,670+**



Client Demat A/Cs  
**790,000+**



Clearing & Settlement  
trading members  
**300+**



Cumulative AUM/AUA  
under Mutual  
Funds/PMS  
**INR 30.80 Bn+**



Running SIPs  
**65,000+**



Insurance Policies sold  
**800,000+**



Insurance  
Premium  
**INR 20,800 Mn+**



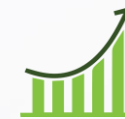
NBFC AUM  
**INR 6,904 Mn +**



Ratings:  
Short Term-  
**CARE A1+ & ICRA A1+**  
Long Term-  
**ICRA A (STABLE)**



Consolidated  
Net worth  
**INR 9,261 Mn**



5 Year Revenue CAGR  
**16.23%**



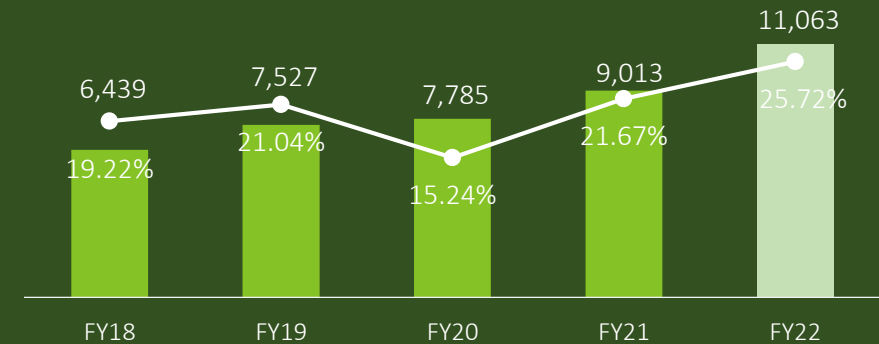
5 Year PAT CAGR  
**31.15%**



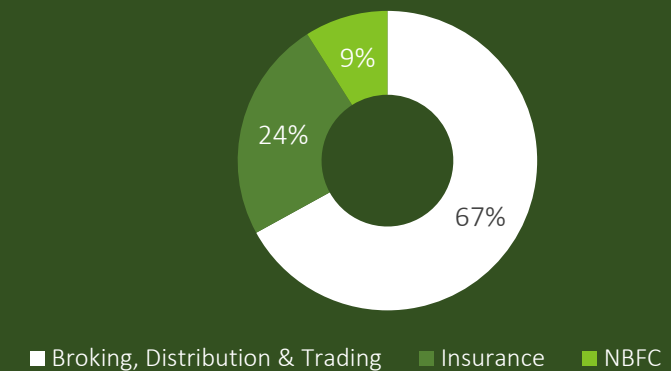
Net D/E  
**0.31x**

- SMC Global Securities Ltd. was established in 1994 by founders Mr. Subhash C. Aggarwal and Mr. Mahesh C. Gupta.
- Over the years, the company has grown into a diversified financial services company offering brokerage services, investment banking, wealth management, distribution of financial products, financing, insurance broking, clearing & depository services, fixed income securities, financial advisory services to corporates, institutions, high net worth individuals and other retail clients.
- The company has launched various innovative digital technology-enabled capabilities and best-in-class products and services.
- Through a strong network of approx. 2,513 Sub Brokers and Authorized Persons the company's footprint spreads over 455 cities across India.
- The company is governed by strong board including 6 independent directors and is run by a highly qualified and experienced management team.
- SMC has had a consistent growth track record and is well placed to garner a piece of the ever-growing capital markets in India.
- The company's vision is to be a global organization having a dominant position in financial & investment services through customer centric approach.

Revenue (INR Mn) & EBITDA Margins (%)



FY22 Revenue Pie (%)





## SMC Global Securities Ltd.



Insurance Broking



Broking, Distribution & Trading



Financing



Life Insurance



Equity, Commodity, Currency & Institutional Broking



Discount Broking



SME – Loan Against Property (LAP)



SME – Working Capital Term Loan (WCTL)



Clearing Services



Financial Products Distribution



Consumer Durable Loans



Capital Market Funding (CMF)



General Insurance



Proprietary Trading



Fixed Income



Wealth Management



Portfolio Management



Onward Lending



Asset Finance



Investment Banking



Real Estate / Mortgage Advisory



Gold Loans



## Mr. Subhash C. Aggarwal

Chairman & Managing Director, SMC Group

He is the promoter and co-founder of SMC Group and an active contributor to the good governance. He is a fellow member of the Institute of Chartered Accountants of India (ICAI).



## Mr. Mahesh C. Gupta

Vice Chairman & Managing Director, SMC Group, Director-SMC Insurance Brokers Pvt. Ltd.

He is the promoter and co-founder of SMC Group and has been associated with the Company as the backbone since its inception which makes him a pivotal pillar of SMC. He is a fellow member of the Institute of Chartered Accountants of India (ICAI).



## Mr. Ajay Garg

Director & CEO – SMC Global Securities Ltd. MD-SMC Global IFSC Pvt. Ltd.  
Director - SMC Insurance Brokers Pvt. Ltd., Moneywise Financial Services Pvt. Ltd.

He is a Fellow Member and rank holder of ICAI. With a wide and rich experience of over 23 years in Securities market, he heads the core businesses of Broking & Clearing services at SMC.



## Mr. Anurag Bansal

Whole Time Director-SMC Global Securities Ltd. Director-SMC Capitals Ltd., Director-SMC Global IFSC Pvt. Ltd.

He is a rank holder and fellow member of the Institute of Chartered Accountants of India (ICAI) with a wide and rich experience of over 23 years in financial markets. He is also a member of Institute of Cost Accountants of India (ICMAI).



## Mr. Himanshu Gupta

Director & CEO-Moneywise Financial Services Private Ltd.  
Director-SMC Global Securities Ltd., Director-SMC Comtrade Ltd.

He is a Fellow Member of the Institute of Chartered Accountants of India (ICAI) having a rich experience of around 11 years in Financing & Securities market along with a strong hold into the intricacies of the capital market.



## Ms. Shruti Aggarwal

Non-executive Director

She serves as a Non- Executive director for SMC Global Securities Ltd. and is currently leading the Corporate Finance function at SMC Investments & Advisors Ltd. She is an MBA from London Business School, a member of (ICAI) and has cleared all three levels of CFA from the CFA Institute, USA.



## Mr. Kundan M. Agarwal

Independent & Non-executive Director

He serves as Independent and Non-Executive Director of SMC Global. He is a fellow member of Institute of Chartered Accountants of India (ICAI) and has experience and professional expertise of more than four decades in financial services industry.



## Mr. Hari D. Khunteta

Independent & Non-executive Director

He is a fellow member of ICAI and is a commerce graduate from University of Rajasthan with experience of over 45 years in the field of financial management, Investor services, Corporate Governance & Resource mobilization from Domestic as well as International market.



## Dr. Madhu Vij

Independent & Non-executive Director

She holds a Master degree in Commerce and a doctorate degree. She has an experience and exposure of over three decades as a Professor of Finance at the Faculty of Management Studies, University of Delhi.



## Mr. Chandra Wadhwa

Independent & Non-executive Director

He is the fellow member ICMAI & ICSI. He holds Bachelors of Law as well M. Com Degree from Delhi University and has exposure of over 39 Years in the field of Financial cost management accounting as well as in cost management auditing sector.



## Mr. Roop C. Jindal

Independent & Non-executive Director

He is a fellow member ICAI and has rich and varied exposure of 45 years in the field of Financial Reporting, Risk Management, Auditing and Taxation.



## Mr. Naveen ND Gupta

Independent & Non-executive Director

He has been a chartered accountant for more than 22 years and is widely known for his role in making the income disclosure Scheme, 2016 a success. He is the former president of ICAI and Director in various companies.

# Group Company Chairman/ Directors & Key Management Personnel



## Dr. D. K. Aggarwal

CMD-SMC Investments and Advisors Ltd.  
CMD-SMC Capitals Ltd. Chairman & Director-SMC Real Estate Advisors Private Ltd.  
Chairman & Director-SMC Comtrade Ltd.  
He is the Fellow Member of The Institute of Chartered Accountants of India (ICAI) with over two decades of experience in the securities market & financial services.



## Mr. Pravin K. Agarwal

Whole-Time Director- SMC Insurance Brokers Pvt. Ltd.  
He actively handles the development and operations of our insurance broking business. He is a man of alternative skills and solutions that has led to SMC's substantial expansion and diversification. He has more than a decade of pivotal work experience in Insurance and Financial Industry.



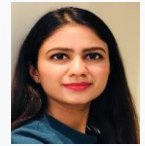
## Mr. Pranay Agarwal

Director & CEO - Moneywise Finvest Ltd.  
Director - Moneywise Financial Services Pvt. Ltd.  
He is a qualified Chartered Accountant from the Institute of Chartered Accountants of India (ICAI) and a commerce graduate from the University of Delhi. He is playing a leading role in StoxKart (Discount brokerage platform).



## Mr. Ayush Agarwal

Director - SMC Real Estate Advisors Private Ltd.  
Director - Moneywise Finvest Ltd. CIO - SMC Private wealth  
He is an MBA (PGP-FMB) from SP Jain Institute of Management and Research, Mumbai, and a graduate from University of Delhi. He is the Chief Investment Officer of SMC Private wealth Vertical at SMC Global Securities Ltd. managing and handling portfolio management activities.



## Ms. Anshika Aggarwal

Whole Time Director - SMC Investments and Advisors Ltd., Whole Time Director - SMC Real Estate Advisors Pvt. Ltd.  
She is a Chartered Accountant and a B. Com (Hons.) graduate from University of Delhi. She is heading SMC's Real Estate Advisory vertical and in a very short span of time, she has managed to establish the business as a dominant player in primary real estate advisory space comprising of both commercial and residential properties.



## Ms. Akanksha Gupta

Whole Time Director - SMC Insurance Brokers Pvt. Ltd.  
She is a member of the ICAI Institute and is also a Chartered Financial Analyst (CFA). She is an experienced and confident lady who inspires everyone with her innovative ideas, conviction and new perspectives. Her ability to see the matters of the company and unflinchingly rise to meet the challenges boosts the effectiveness of the group.



## Ms. Reema Garg

Chief Human Resource Officer, Director-SMC Investments and Advisors Ltd.  
Director-Moneywise Finvest Ltd.  
She holds B.Sc. (Computer Science) from University of Delhi and Masters in Computer Applications (MCA) and pursuing PHD in HR.



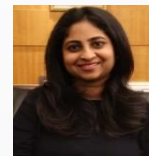
## Mr. Rajendra P Mahipal

Independent & Non - executive Director - SMC Insurance Brokers Pvt. Ltd.  
He holds M. Com degree from Rajasthan University and is also a fellow member of the Institute of Chartered Accountants of India. He is a promoter and director of Pink city Electronics Pvt Ltd and has over 41 years of experience in import Export, Finance, Administration and Capital Market.



## Ms. Nidhi Bansal

Director – SMC Comtrade Ltd.  
She is a post graduate in commerce and a fellow member of Institute of Chartered Accountants of India (ICAI).



## Ms. Shweta Aggarwal

Director – SMC Capitals Ltd.  
She is a member of the ICAI and has also cleared all levels of Chartered Financial Analyst (CFA) Program from U.S.A. She is responsible for the formation of the business, and spearheads the growth plans and business strategy of the investment banking division.



## Mr. Vinod Kumar Jamar

President & Group CFO  
He is responsible for managing financial reporting, audit, compliance of tax laws (direct and indirect), planning and capital structure. He is also a fellow member of Institute of Chartered Accountants of India (ICAI).



## Mr. Suman Kumar

E.V.P - Corporate Affairs & Company Secretary  
He leads the Corporate Affairs & legal matters of the SMC Group. He serves as the Executive Vice President (Corporate affairs) & Company Secretary of the SMC Group. He is fellow member of ICSI & a law graduate from University of Delhi.



# Key Milestones

SMC Global took membership of NSE and started broking business

Distribution of Financial Products, Research Services, Membership of DGCX in Dubai

NRI Business Institutional Desk

Received BSE membership as SAM Global Securities amalgamated into SMC Global Securities

Real Estate Advisory Fixed Income Broking Mortgage and Loan Advisory

Point of Sale Persons (POS) – Approved by IRDAI

Listed on NSE and BSE, Launched SMC Gold Coins

1995

2003

2005

2006

2007

2008

2009

2010

2014

2016

2017

2019

2021

2022

Commodity Broking launched

Insurance Broking

Wealth Management  
Investment Banking  
Online Trading  
Currency Broking  
Financing Business (NBFC)

Corporate Hedging Desk

Trading cum clearing member of India INX & NSE-IFSC, GIFT City, Gujarat

Discount Broking - StoxKart

Became Clearing and Trading Member of India International Bullion Exchange IFSC and also incorporated Category III (AIF)



## SMC Branch Offices

100+ Branches in India including Dubai  
 450+ Cities covered across India  
 2,510+ Sub Brokers/ Authorised Persons



# Awards & Accolades

<p>2022 Significant Contribution To The Commodities Market</p> 	<p>2021 KRISHI Award for developing Retail Segment Participation</p> 	<p>2019 Business Excellence Award (Order of Merit)</p> 	<p>2019 Broking House Non-Agricultural Commodities of The Year</p> 	<p>2019 Premier Depository Participant in Gold Category</p> 	<p>2019 Fastest Growing MFI North in Best Star MF Online- BSE</p> 
<p>2018 "Regional Retail Member of the Year (North)"</p> 	<p>2018 Best Fastest Growing Commercial NBFC</p> 	<p>2018 Best Financial Service Provider</p> 	<p>2017 Best Online Trading Services Broker</p> 	<p>2017 Best Broker with In-House Research In Bullion Industry</p> 	<p>2017 Krishi Pragati Award, 2017</p> 
<p>2017 Commodity Broker of the Year</p> 	<p>2017 Best Performing Retail Broker of Northern Region</p> 	<p>2016 Order of Merit- Achieving Market Leadership</p> 	<p>2016 NBFC of the year (Northern region)</p> 	<p>2015 Property Consultant of the Year - Residential</p> 	<p>2015 Corporate Broker of the Year - National</p> 
<p>2015 Best Financial Service Provider</p> 	<p>2015 Best Real Estate Broker of the year</p> 	<p>2014 Best Commodity Broking House</p> 	<p>2014 Best Merchant Banker - Capital Restructuring services</p> 	<p>2014 Best Market Analyst Award in Commodity Fundamentals</p> 	<p>2013 Best Equity Broking House - Derivative Segment</p> 



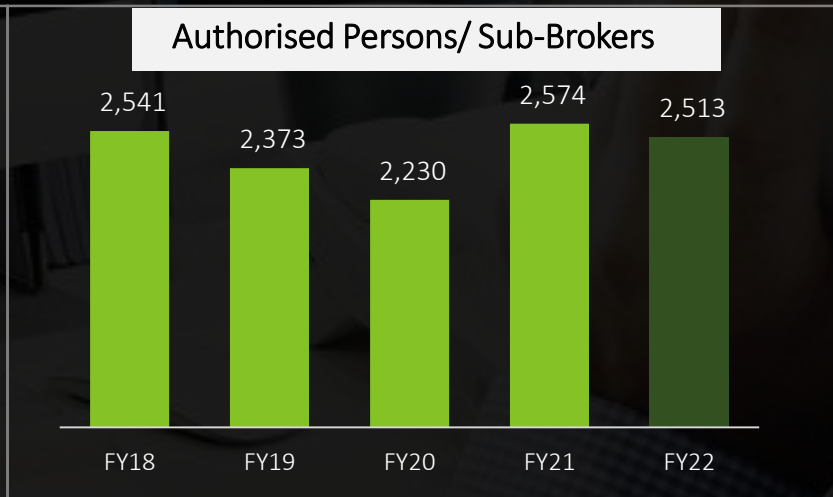
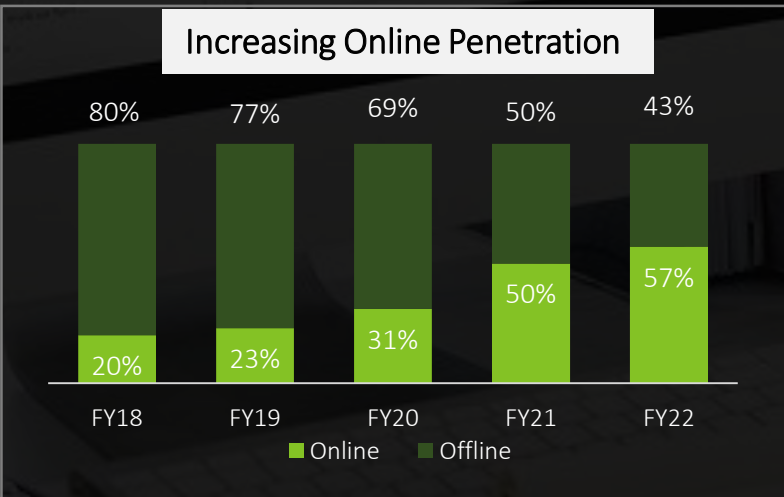
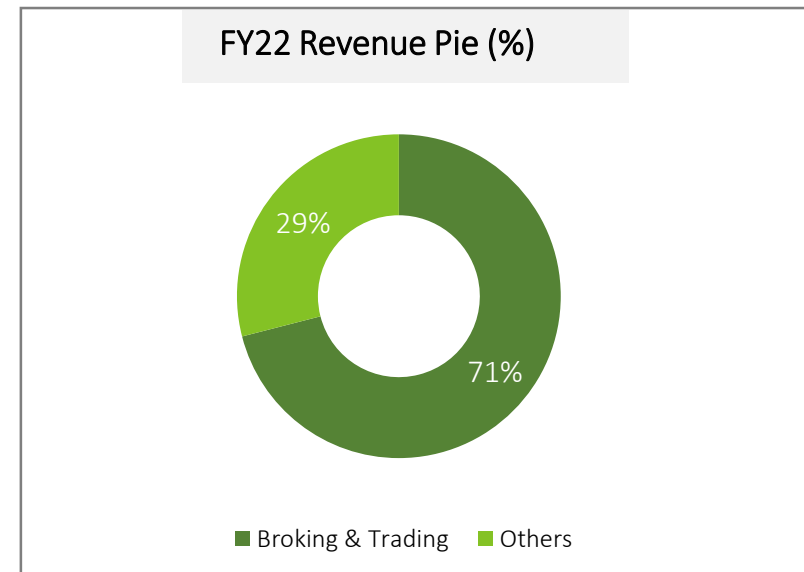
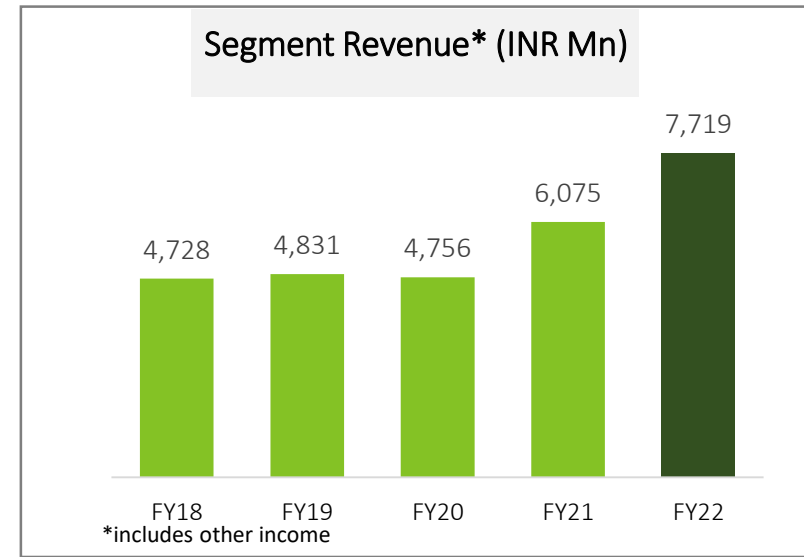
- Over 25 Years of Management experience in industry
- Well established and deeply penetrated national brand with strong reputation and good recall
- Group has extensive corporate relationships
- An ever-growing database of corporate and retail clients
- Innovative use of digital technology-enabled capabilities, best-in-class products and services
- Strong network of approx. 2,513 Authorized persons and Sub-brokers, with a footprint covering over 455 cities across India
- Wide range of financial products under one roof
- SMC has earned trust that cements “One Transaction Lifetime Relationship,” the belief that centers on managing, growing and protecting the investment of our clients for generations

# Broking, Distribution & Trading





- Broking business comprises of brokerage in dealing in equities, commodities, currency derivatives and other securities on behalf of customers, clearing services across all major stock exchanges and depository services.
- Distribution business encompasses distributing third-party financial products like Mutual Funds, IPOs, FPOs, Corporate FD's and Bonds and various other capital market products.
- This segment also covers wealth and portfolio management services along with providing investment banking services and advisory in real estate and mortgage/ loan advisory.
- The company also houses proprietary arbitrage trading through a new generation algorithmic trading/HFT.
- Procurement and placements of debt instruments like G-Secs for various corporate clients is carried out under the fixed income desk.
- SMC has banking tie ups with leading institutions like Punjab National Bank, Union Bank of India, Indian Overseas Bank, Karur Vysya Bank & United Bank of India as execution partners for broking services.

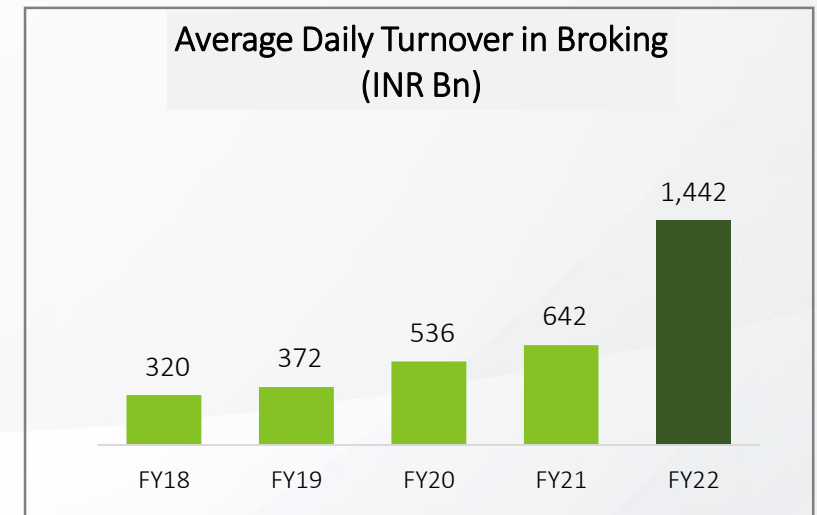
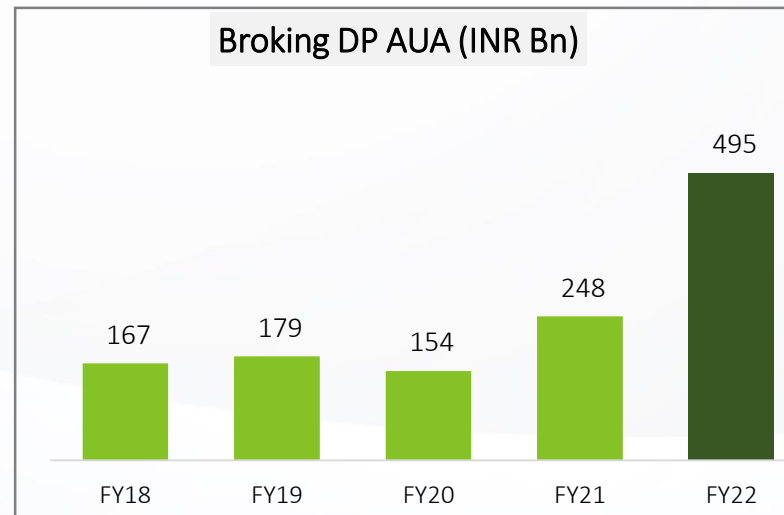
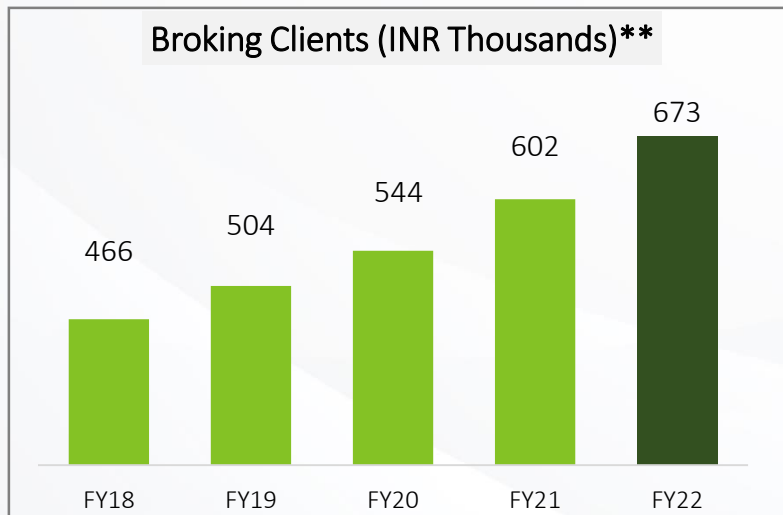


## Equity, Commodity & Currency Broking:

- SMC is serving more than 6,73,410 unique clients under the broking segment.
- Equity segment under broking has been successful in generating a combined turnover of approx. INR 328.41 Tn\* in FY22 as compared to a turnover of INR 146 Tn in FY21.
- Recorded our highest trading volume of INR 4.77 Tn\* in commodity segment and INR 15.25 Tn\* under currency segment for FY22.
- Total approx. market share of 1.85% in equity, 4.76% in commodity and 5.49% in currency markets.

## Clearing Services:

- SMC is a leading name in clearing services whereby it provides clearing & Settlement services to over 300+ trading members across multiple stock exchanges.
- Member of NSE, BSE, India INX, NSE IFSC Exchange at GIFT City, MCX, NCDEX, ICEX & MSEI in India and DGCX (Dubai Gold & Commodity Exchange) in UAE.
- SMC is one of the few clearing service providers having a PAN – India reach.



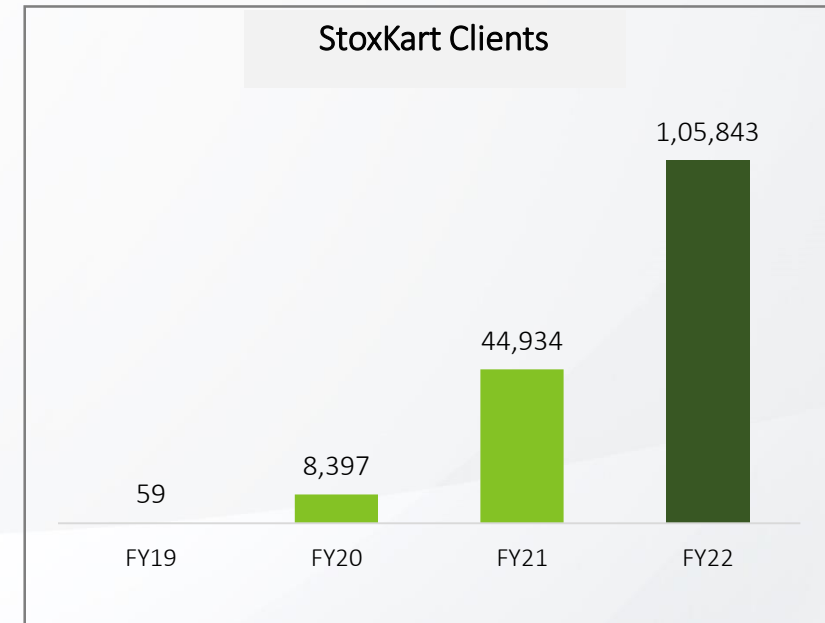
\*Includes turnover from proprietary and clearing services from cash and derivative segments

\*\*Represents SMC Global Securities' clients only; exclusive of StoxKart clients.

- SMC has successfully launched a Discount broking platform in 2019 under the brand name StoxKart.
- It's a first-of-its-kind in the broking industry where customers are charged only for profitable transactions.
- Optimal usage of existing infrastructure is being leveraged to great cost savings targeting industry competitive prices.
- StoxKart is one of the very few brokers to offer API based trading services which enables the clients to write their own software programs for professional trading.
- StoxKart has added more than 105,843 clients till March 2022, and this has the potential to show exponential levels of growth. (StoxKart clients are unique from traditional broking clients)

## Key Features:

- Big Saving in Brokerage - INR 15 flat on intraday trade. Brokerage per executed order regardless of the trade size or time and that too only on the profitable trades.
- Free Delivery Trades - Zero brokerage on delivery trades.
- Advanced Charting Facility - Advanced and cutting-edge charting tools with 80+ technical indicators on real-time basis.
- Advanced Trading Terminal - Seamless user-experience on mobile, browser & desktop trading platforms to help the customers trade on the move.
- Quick Trigger Alert - Get quick trigger alerts for price movements, pending orders, executed orders etc.
- Real Time Support - A dedicated team of experienced professionals ready to offer any kind of assistance regarding customer queries.





## Client Engagement

- Developing research reports in HTML5 (Mobile Responsive Format). Creating campaigns using Social Media, Investor websites like Moneycontrol.com, Web banners, etc with an objective of adding value during prospect's awareness.



## Innovative Trading Tools

- Availability of next generation tools for trading such as SMC ACE, SMC Easy Invest, SMC Algotrader, SMC Autotrender, Algo and HFT Trading.



## "We are Online"

- Zendesk – the messaging chatbot enables us to identify and segregate anonymous visitors into customers and prospective clients and to address their issue in realtime.



- Next generation advance mobile trading platform 'SMC ACE'
- Provides Robo Advisory to the clients



- Platform for online trading through website and Mobile App



## Quantitative Trading Desk(HFT)

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



## Digital Presence

- Active social media presence on various platforms including Facebook, Instagram, Twitter, LinkedIn, Youtube and Quora.



## Knowledge Sharing

- Conducted 90+ webinars with 250K+ attendees and having speakers from leading institutions viz. NSE, BSE, MCX, NCDEX, etc.



- Customized automated trading platform based on Algorithms



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



- 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.



- Advance mobile trading app
- Single hand navigation to important functions
- Advanced Charting tools
- Multiple analysts research based recommendations

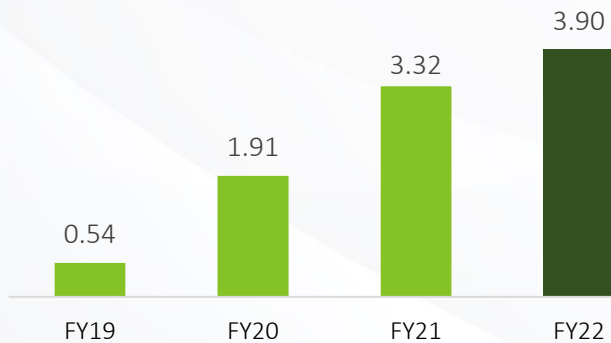


- Online KYC platform, a complete paperless & hassle free process

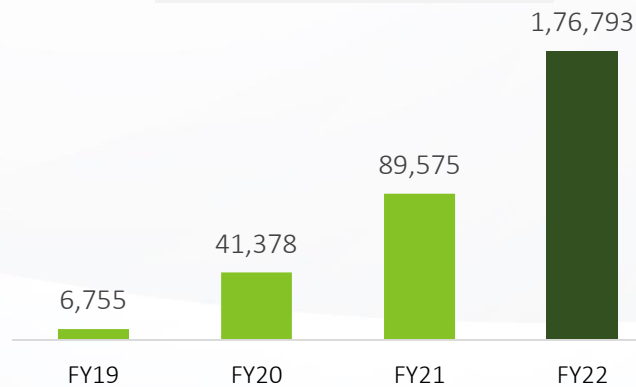


- A B2B mobile back office

Website Traffic (In Mn)

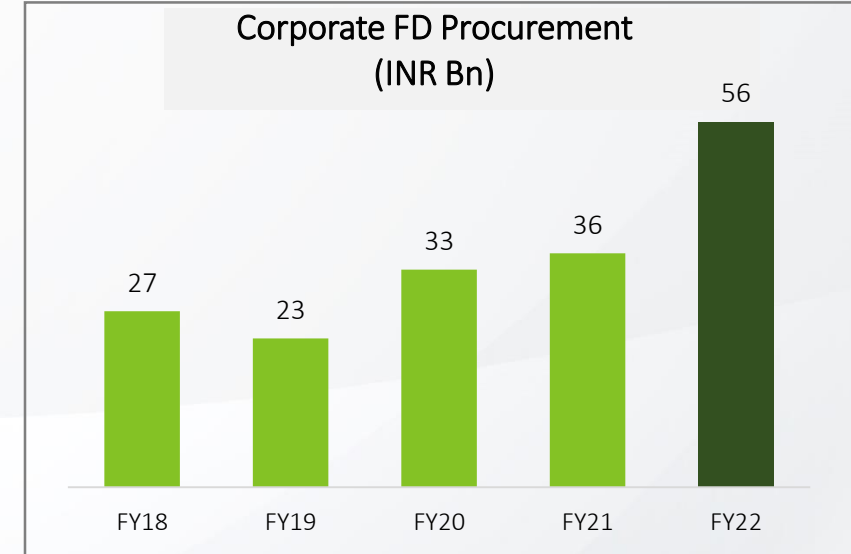
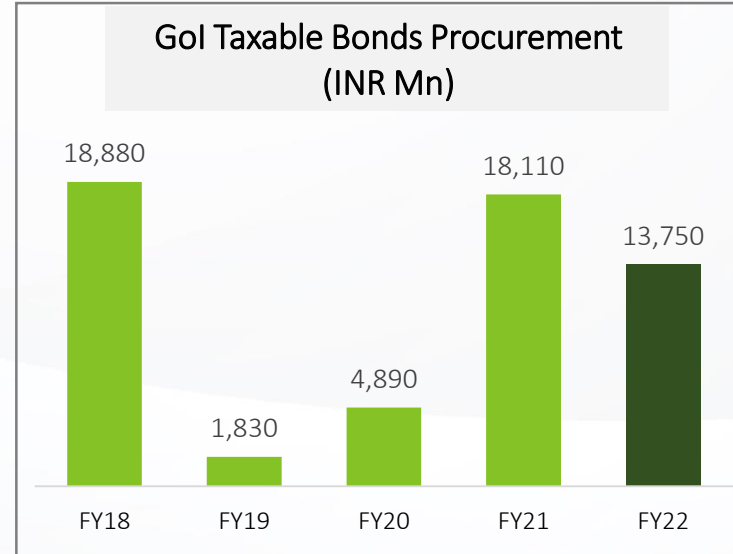
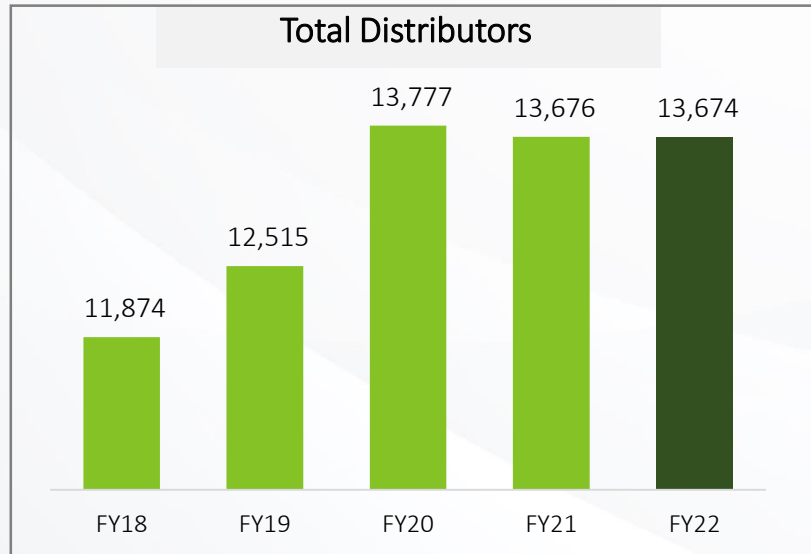
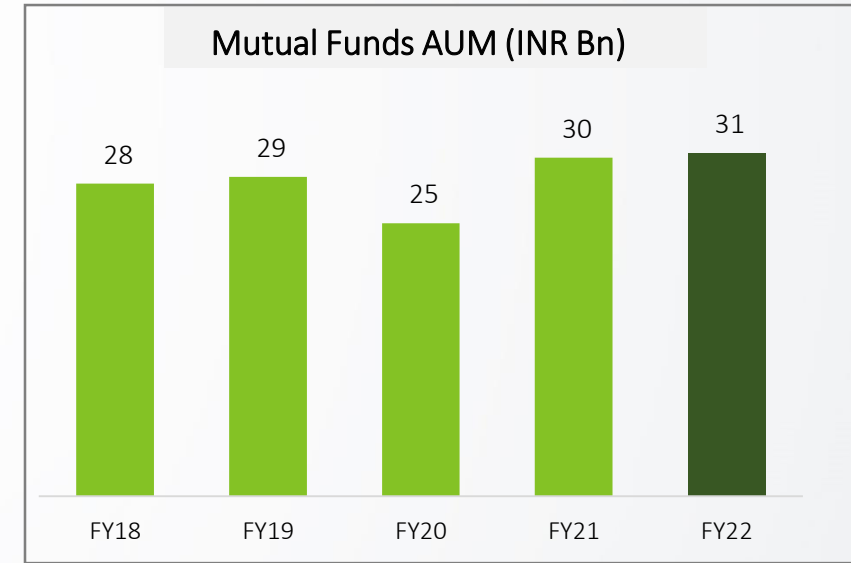


Application Installations





- 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.
- SMC also provides retail financing through NBFC division in IPO's , FPO's & Bonds.
- Pan-India network of 13,670+ 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 30.8 Bn+ with more than 65,000 active SIPs for clients.



## High-Frequency Trading (HFT):

- HFT is a method of trading that uses powerful computer programs to transact a large number of orders in fractions of a second. It uses complex algorithms to analyze multiple markets and execute orders based on market conditions.
  - We have an in-house team of software professionals, developing various technical and statistical strategies.
- 

## Arbitrage/ Algorithm Trading:

- Arbitrage entails fully hedged trading strategies like Cash to Future Arbitrage; NSE to BSE (Cash to Cash Arbitrage); Call Put Parity Arbitrage (Conversion reversal), Box Arbitrage, Special Situation Arbitrage & Future to Future Arbitrage.
  - SMC is a major player in arbitrage business with experience of over 23 years having skilled team of more than 290 arbitragers. This proprietary trading is also used as a Treasury Management Tool.
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## Fixed Income:

- The fixed income desk executes the procurement and placements of a wide range of debt instruments.
- Served more than 1,584 institutional and HNI clients in FY22.
- SMC's total turnover for FY22 stood at INR 65.88 Mn.
- At this desk, SMC deals with Government securities (G-Sec), State Development Loans (SDLs), Debentures (PSUs, Corporates, NBFCs, Banks), Tax-Free Bonds, Money Market Instruments, Certificate of Deposits, Commercial Papers, Treasury Bills, Perpetual Bonds, Other Debt Market Instruments.
- Serving a broadly diversified client profile consisting of State Electricity Boards, Private & PSU Corporate PFs, Gratuity Trusts, Schools / Universities / Education Institutes, Charitable Trusts, Banks/ Mutual Funds/ Insurance Companies, Debt Brokers, Corporate Treasuries, HNIs, etc.

## Wealth Management:

- Total Clients served under wealth management clock over 10,738 with managed AUM/ AUA of INR 5,400 Mn.
- We have our direct sales branches/ regional offices at Delhi, Mumbai, Bangalore and Pune.

## Portfolio Management:

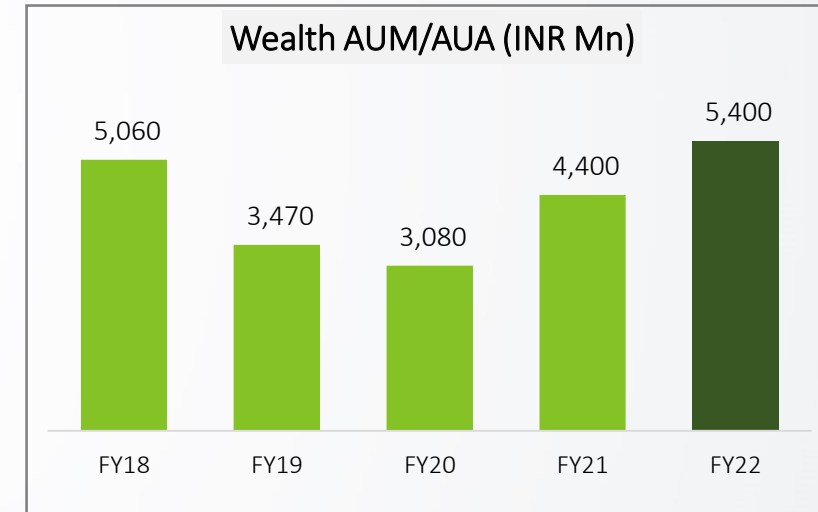
- Under our PMS desk, we focus on buying fundamentally sustainable growing businesses and outperform the benchmark indices by investing in equity and equity related instruments including mutual funds.

## Investment Banking:










- SMC Capitals Ltd. is a SEBI registered Category I Merchant Banker, having executed over 50 high profile deals including IPOs, debt issuances and other equity-based transactions.

## Real Estate/Mortgage Advisory:

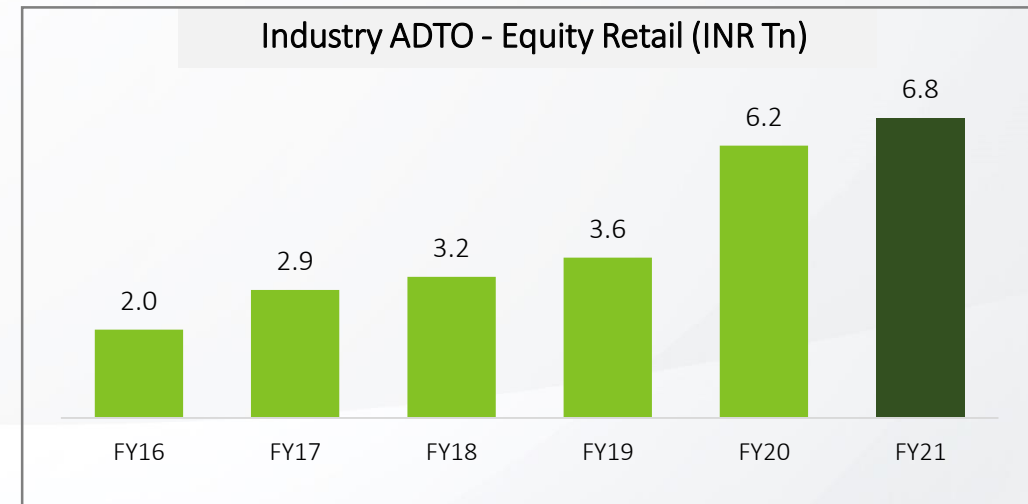
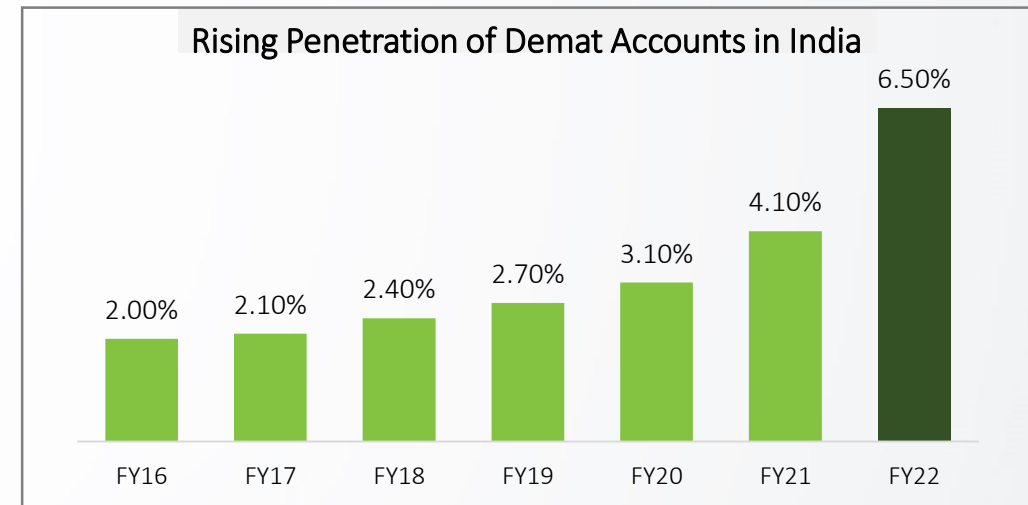
- Fully Integrated real-estate solution provider for end-users, investors & developers.
- Supported by 1,246+ sub-brokers.
- 4,448+ transactions done since 2017 valued at INR 22.84 Bn.
- Tie-ups with leading developers like Godrej, Lodha, Shapoorji, TATA, Shobha, Hiranandani, Adani, etc.
- Mortgage Advisory- Tie-ups with leading banks for debt syndication of secured/unsecured loans for retail and corporate borrowers.



## Marquee Investment Banking Deals

 <b>BSE Limited</b> IPO - BRLM	 <b>Coromandel International Limited</b> M&A Advisory	 <b>VRL LOGISTICS LIMITED</b> VRL Logistics Private Equity Advisory	 <b>Muthoot Fincorp Limited</b> Debt Public Issue – Lead Manager	 <b>L&amp;T Infrastructure Finance Limited</b> Long Term Infrastructure Bonds – Co Lead Manager
 <b>SHRIRAM Life Insurance</b> YOUR PARTNER FOR PROSPERITY Shriram Transport Finance Company Limited Debt Public Issue – Lead Manager	 <b>Kosamattam Finance Limited</b> Debt Public Issue – Lead Manager	 <b>IDFC BANK</b> IDFC Limited Long Term Infrastructure Bonds – Co Lead Manager	 <b>VENUS PIPES AND TUBES</b> Venus Pipes & Tubes Limited IPO – Sole BRLM	

- Equity broking industry revenue to log 11-12% CAGR in next five fiscals driven by a growth of 23-25% in turnover volumes as per ICRA.
- High investor awareness, increased retail interest across market segments, easier and faster means to access the markets and continuing FII inflows will continue to boost these numbers.
- Value added service offering becomes a key differentiator amid rising competitive pressure and decreasing interest rates.
- Steady increase in trading activity can be seen with the trading volumes peaking every quarter.
- Significant increase in retail participation is being witnessed in the industry where, the total number of Dematerialized accounts increased to INR 8.90 Crs in FY22.
- While growth momentum is expected to continue at medium pace, the traction witnessed in FY22 is expected to stabilize in the coming years.
- ICRA estimates the brokerage industry to clock a record broking income of INR 295-305 Bn at a growth rate of 7-8% from the previous financial year, in FY22. Growing retail share along with increasing interest and other fee income is expected to support profitability.



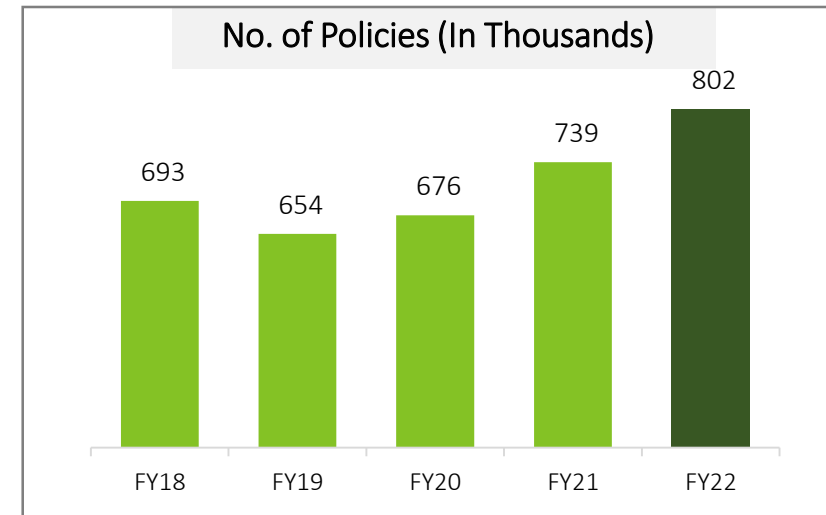
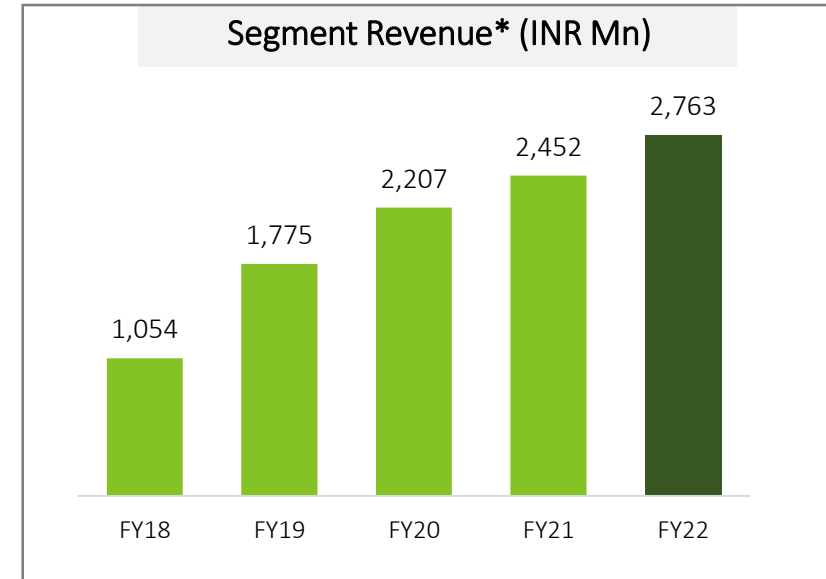


The background of the slide is a dark, moody photograph of two hands cupping a globe. The globe is rendered in shades of green and white, with a grid of latitude and longitude lines. In the background, behind the hands, there is a faint, light-colored silhouette of a family consisting of a man, a woman, and two children holding hands.

# Insurance Broking



- SMC Insurance Brokers Pvt. Ltd. which is a Direct Insurance Broker registered with IRDAI (Insurance Regulatory and Development Authority of India) provides a complete array of services in Life Insurance and General Insurance Category including consulting, risk analysis, policy serving and claim settlement assistance.
- SMC is one of the largest players in India in the General Insurance Retail Broking as well as for Life Insurance in India.
- It provides these services through 5 branches across the country with more than 445 employees, 12,000+ Point of Sales (POSs) and 280+ Motor insurance Service Providers (MISPs) servicing a retail customer base of more than 800K a year.
- The company operates independently of insurance companies, representing clients and rendering impartial advice to protect client's interests.
- Customers taking insurance through SMC benefit by lower premium and/or better quality of insurance cover, expert consultancy, practical pre-sale advice and efficient post-sale services.



## General Insurance (GI)

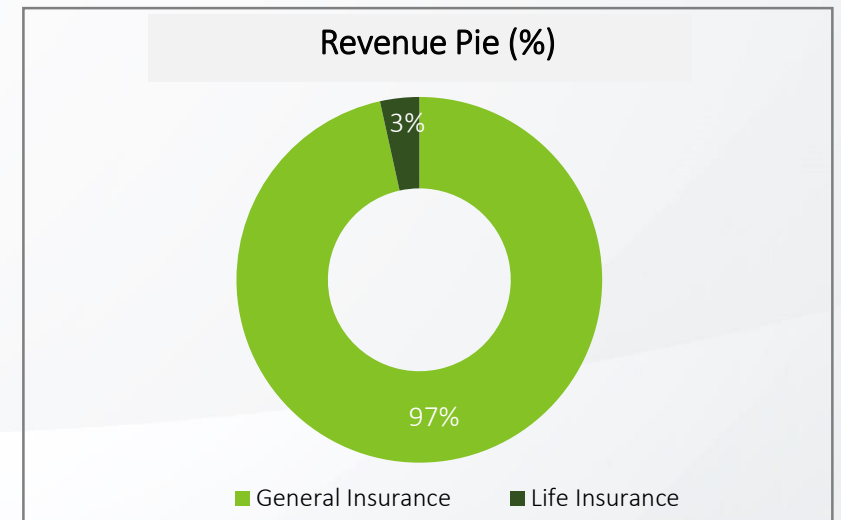
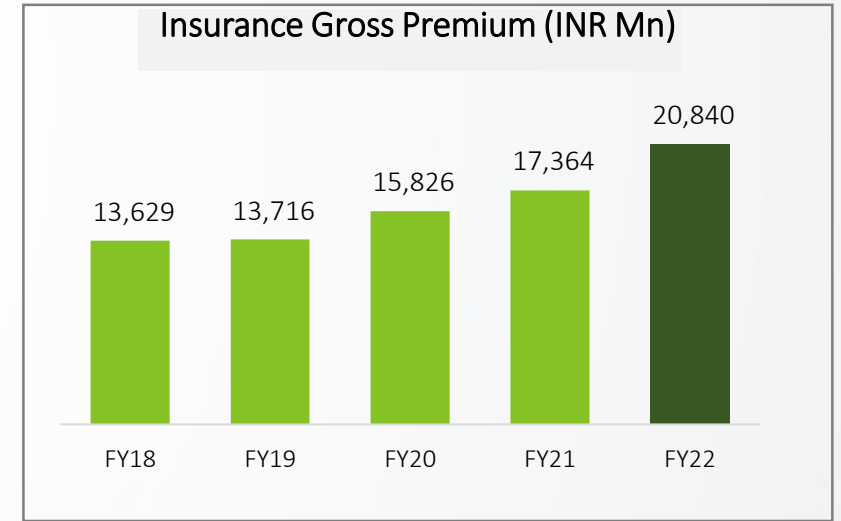
Non-Life/ General Insurance contributes around 96.54% of the total revenues (FY22) of the Company.

- Within this segment, sales primarily happen through MISP (Motor Insurance Service Provider), POS (Point of Sales person), direct sales channel-foot on the street model.
- SMC had 2.37% of Industry market share for Insurance Motor premiums as on 31<sup>st</sup> march, 2021.
- The General Insurance business segment has following sub verticals under which policies are sold:
  - MISP: Motor Insurance Service Provider
  - GI Retail: Personal Line Products offered i.e. Motor, Health, Travel, Home Insurance etc.
  - GI Corporate: Marine insurance, Fire insurance etc. to corporate, institutional and government bodies.

## Life Insurance (LI)

This segment contributed around 3.46% of the total revenue (FY22) in insurance broking.

- We have a tie up with all the Life Insurance Companies for procuring business with an overall range of 40 - 45 products to offer to our clients
- Our offerings include varied products viz Term Plans, Market Linked Investment Plans, Endowment plans promising guaranteed returns for varied client requirements.



## Distribution

- Deep and wide national coverage
- Strong presence in Tier-1 and Tier-2 cities
- Leveraging SMC Global's (Parent) franchisee network

## Processes

- Best in industry quality processes
- 100% verification of all leads to ensure no mis-selling
- Emphasis on employee training and development
- Complying to data confidentiality, regulatory compliance and IRDA guidelines

## Technology Platform

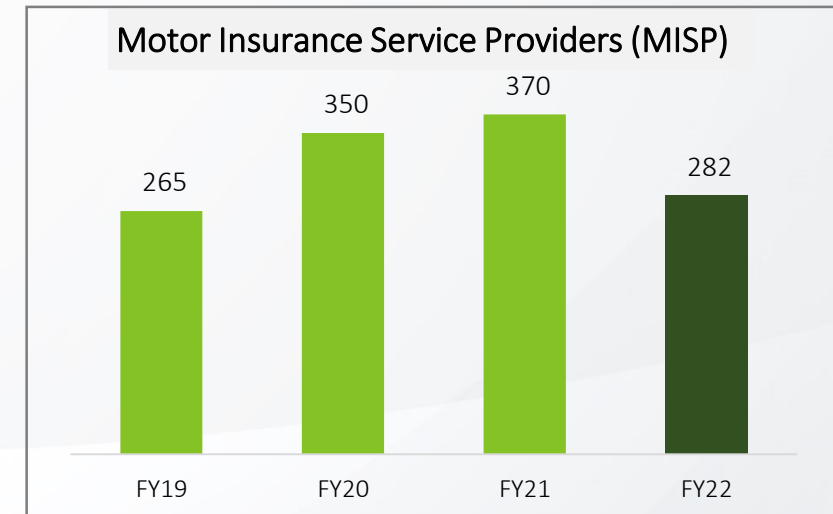
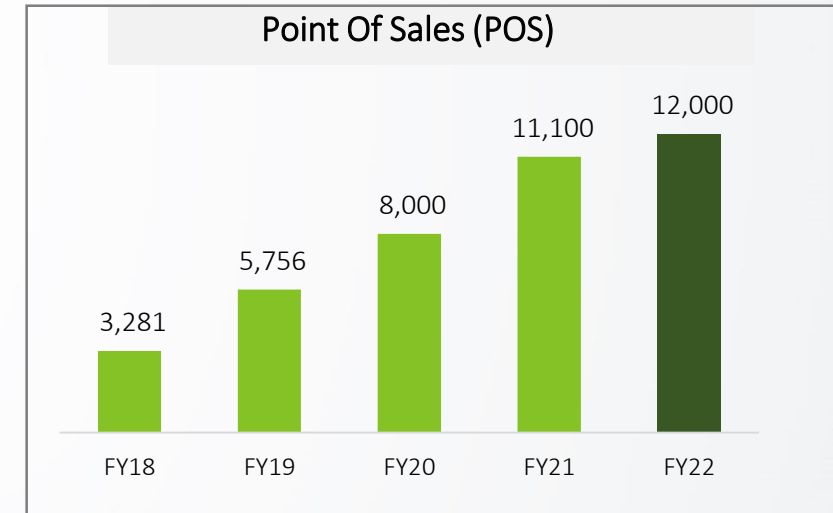
- Deployed 'Aspect Contact Center Solutions Software'
- Software provides tools for efficiency improvement & effective monitoring of employees and processes
- 100% calls are recorded for future reference and training purposes

## POS Model

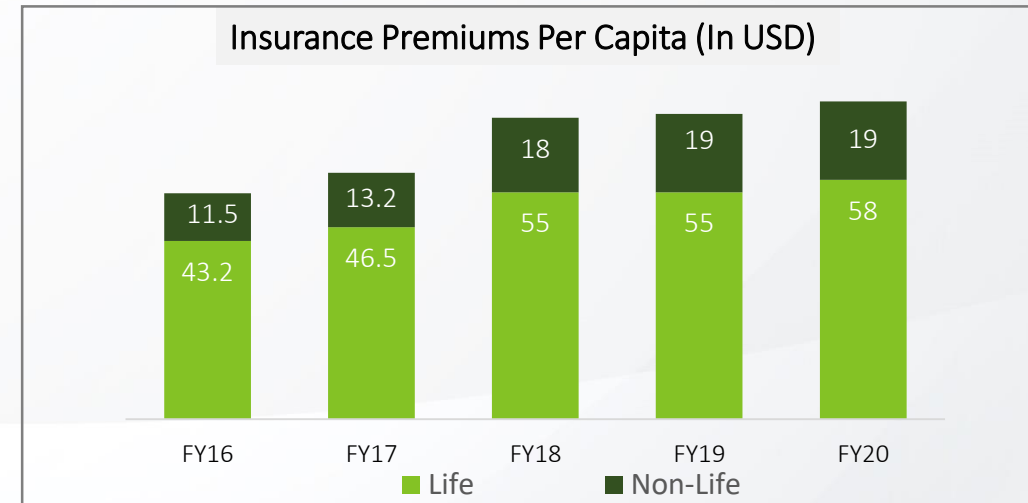
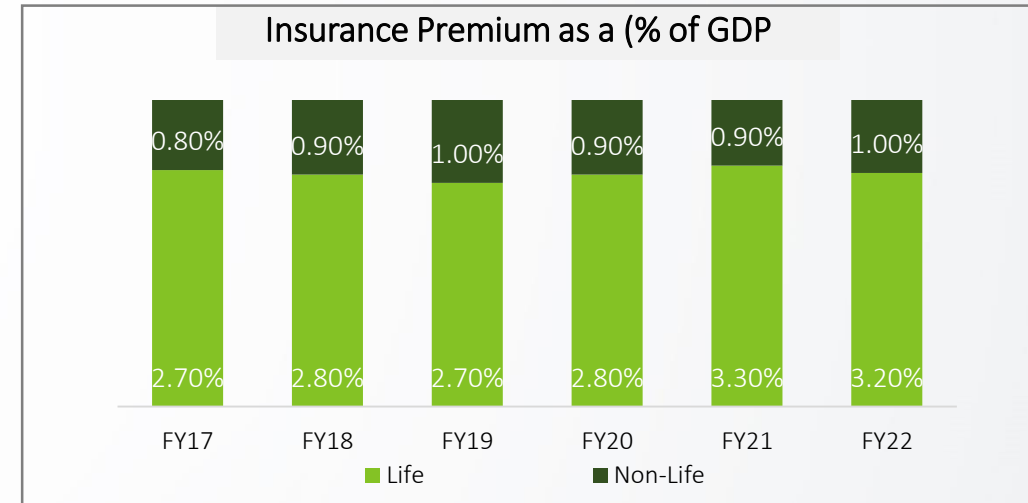
- Point of Sale, an individual authorized by IRDA for sales/ servicing of the Insurance policies on behalf of the Company
- Post online training & certification the individual sources pre underwritten Insurance policies (Motor, Travel, Personal accident & home insurance).

## MISP model

- MISP guidelines effective Nov 2017 have paved way for large business opportunities through OEM dealers
- First broker in OEM insurance program to successfully launch entire insurance program compliant with MISP guidelines
- First online portal for MISP enrollment – training, examination and registration
- First insurer evaluation for Automotive Insurance Program through online RFP by insurers & dealer rating of insurers



- The insurance industry in India is expected to reach USD 280 Bn. Life insurance industry in the country is expected to grow 5.3% annually from 2019 to 2023.
- Insurance reach is still low in India. Overall insurance penetration (premiums as % of GDP) in India was 4.2% in FY21, providing a huge underserved market.
- India's insurance penetration was pegged at 4.2% in FY21, with life insurance penetration at 3.2% and non-life insurance penetration at 1.00
- In terms of insurance density, India's overall density stood at USD 78 Bn in FY21.
- Between April 2021 and January 2022, gross premiums written off by non-life insurers reached INR 227,188.89 Crs (USD 21.24 Bn), an increase of 6.94% over the same period in FY21. In January 2022, total premium earned by the non-life insurance segment stood at INR 21,957.03 Crs (USD 2.85 Bn), as compared to the INR 21,389.70 Crs (USD 2.77 Bn) recorded in January 2021.
- In FY21, premium from new business of life insurance companies in India stood at USD 32.1 Bn. Motor insurance accounted for 34.1% of the non-life insurance premiums earned, followed by health insurance at 29.5%.
- The market share of private sector companies in the non-life insurance market rose from 13.12% in FY03 to 55.8% in FY21.
- Higher personal disposable incomes would result in higher household savings that will be channeled into different financial savings instruments like insurance and pension policies.





# Financing (NBFC)





290+ Channel Partners  
8 Branches



Employees  
218



Number of Lenders  
14



Collection Efficiency  
99%



Net Worth  
INR 3,640 Mn



Loan AUM  
INR 6,904 Mn



Cumulative Loans Disbursed  
INR 15 Bn+



NNPA %  
1.99%



ROTA %  
3.00%



Revenue  
INR 985 Mn



Total Borrowings/Leverage Ratio  
INR 3,699 Mn / 1.0x



Secured Loans %  
47%



OPEX-AUM  
4.50%



Cost of Borrowing % / NIM %  
8.86% / 10.30%



Credit Cost-ANR / PCR  
2.20% / 30.00%

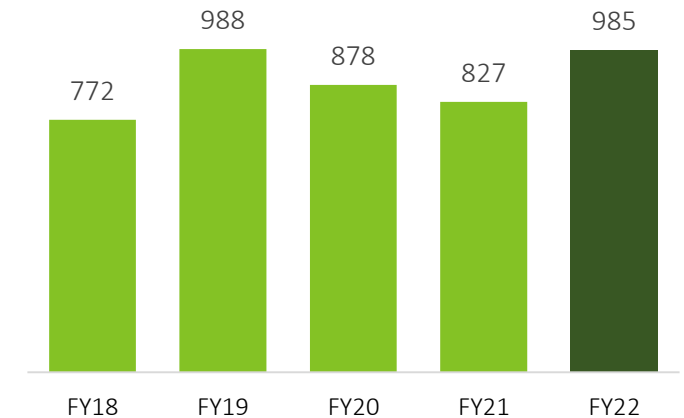


- In the year 2008, SMC started providing financing services through its wholly owned subsidiary, Moneywise Financial Services Pvt. Ltd. (SMC Finance).
- SMC Finance offers a wide bouquet of loan products i.e. SME financing, loan against property, receivable financing, medical equipment finance, etc. to meet the growing credit requirement.
- The NBFC has a widespread client base across India and is recognized as Systemically Important non-deposit accepting NBFC.
- The NBFC, is currently focused on capital preservation, given its healthy capital adequacy, strong liquidity position, diversified portfolio mix.
- Recently, the NBFC has also received a corporate agent (Composite) License from IRDA.
- The NBFC has opened up in newer geographies like Rajasthan, Punjab and Gujrat while also having good client base in metro cities like Mumbai & Delhi-NCR.

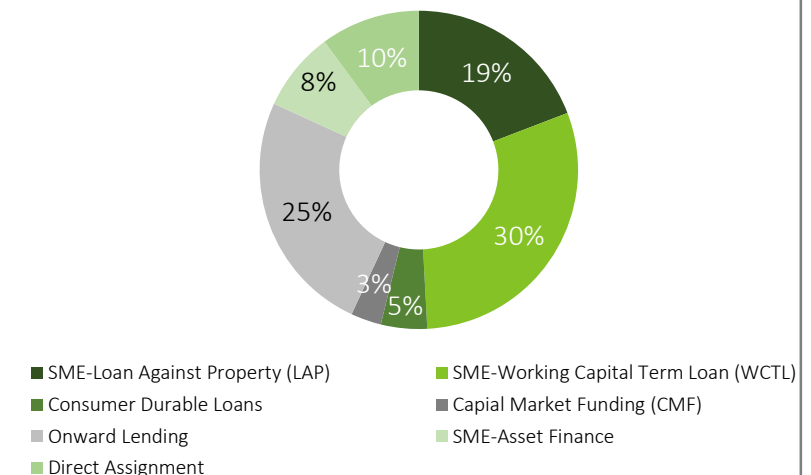
	LAP	WCTL	Asset Finance	Onward Lending	CMF	Retail DAs	Consumer Durables	Total
AUM (INR Mn)	1,322	2,279	561	1,509	212	697	324	6,904
Tenure (Months)	120	36	60	24	3	18	6	-
Avg. Ticket Size (INR Mn)	20.00	1.40	12.00	20.00	1.00	0.01	0.01	-
Return on Investment	13.5%	17.3%	13.0%	14.5%	18.0%	16.0%	18.0%	15.5%
No. of Clients	68	1,717	46	67	1,906	1,620	47,087	52,511

\* All numbers as of FY22  
Investor Presentation

### Segment Revenue (INR Mn)

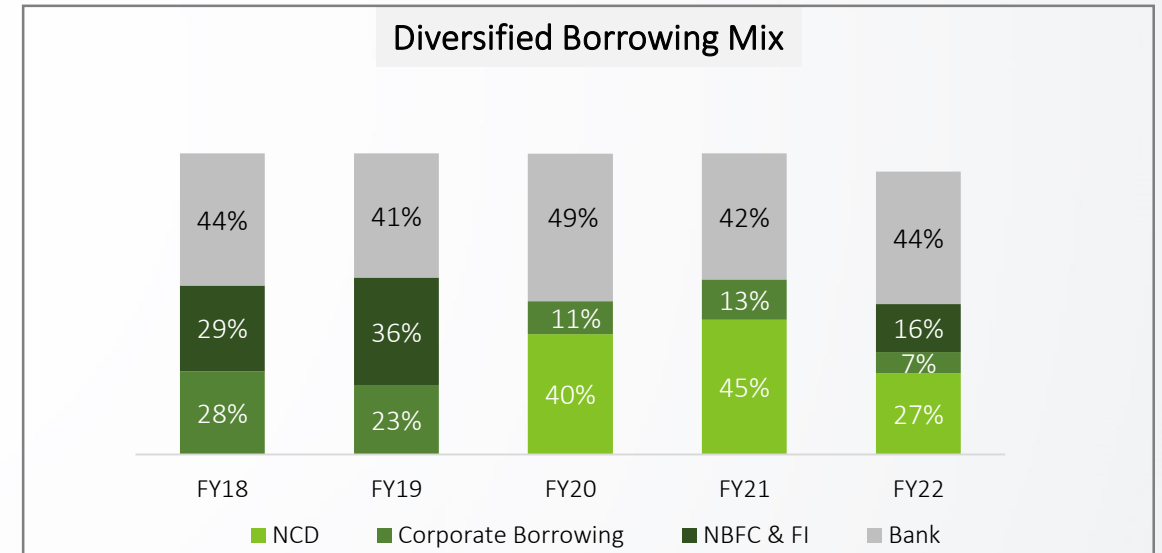


### FY22 Lending Portfolio



- Increasing diversity in borrowing profile with borrowing from banks & financial institutions
- Continued plan to raise additional funds through diversified sources and through varied instruments
- Cumulative Asset liability mismatch/surplus of INR 424.6 Mn in 30 days bucket which is well under control as per RBI guidelines.

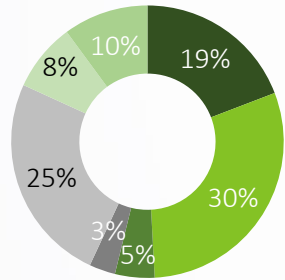
## Lending Institutions



## Borrowing program supported by superior ratings

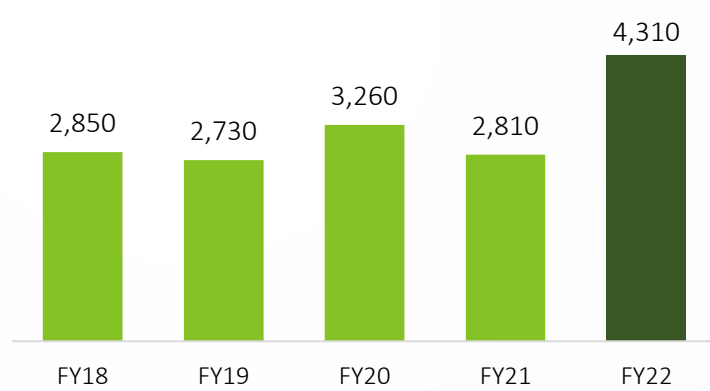
Rating Type	Rating	Rating Agency
Long term bank loans	CARE A(stable)	CARE
Long term bank loans	ICRA A (stable)	ICRA
NCD	CARE A(stable)	CARE

### Lending Portfolio

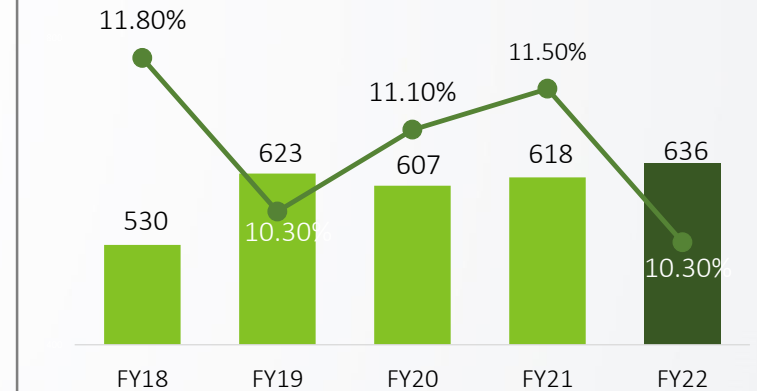


- SME-Loan Against Property (LAP)
- Consumer Durable Loans
- Onward Lending
- Direct Assignment
- SME-Working Capital Term Loan (WCTL)
- Capital Market Funding (CMF)
- SME-Asset Finance

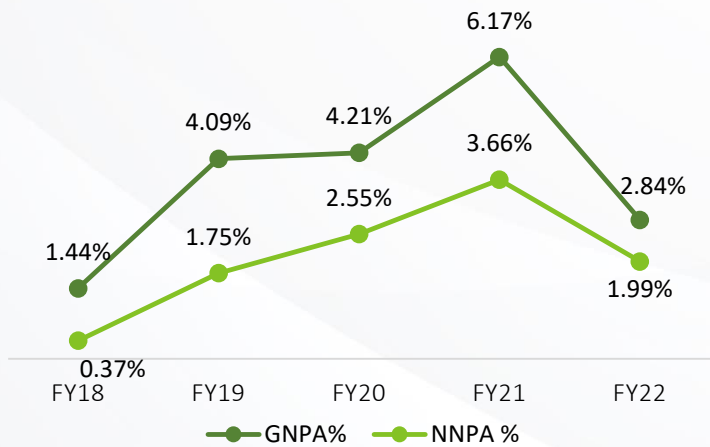
### Disbursements (INR Mn)



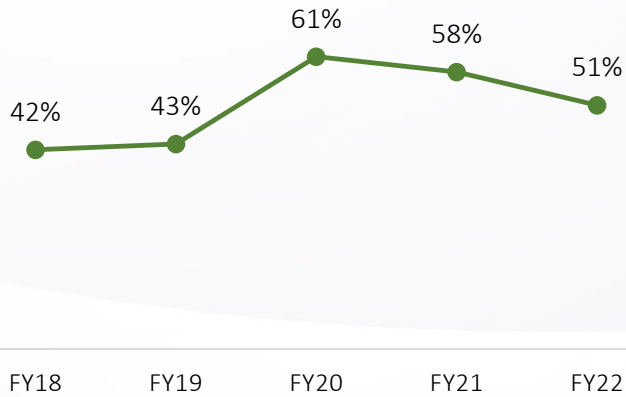
### NII (INR Mn) & NIM (%)



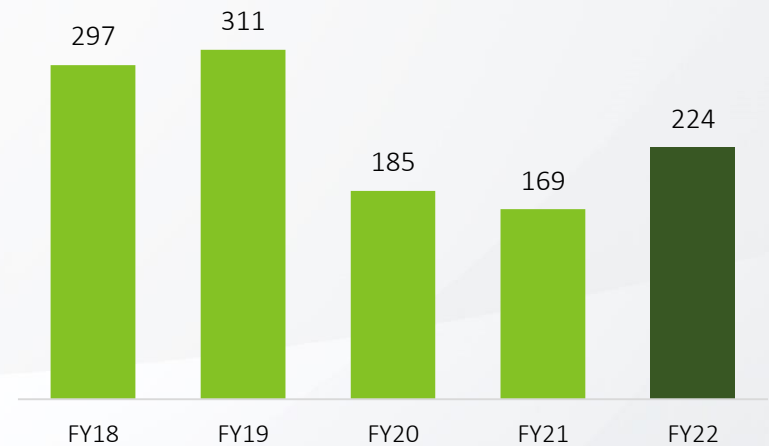
### GNPA (%) & NNPA (%)



### CRAR (%)

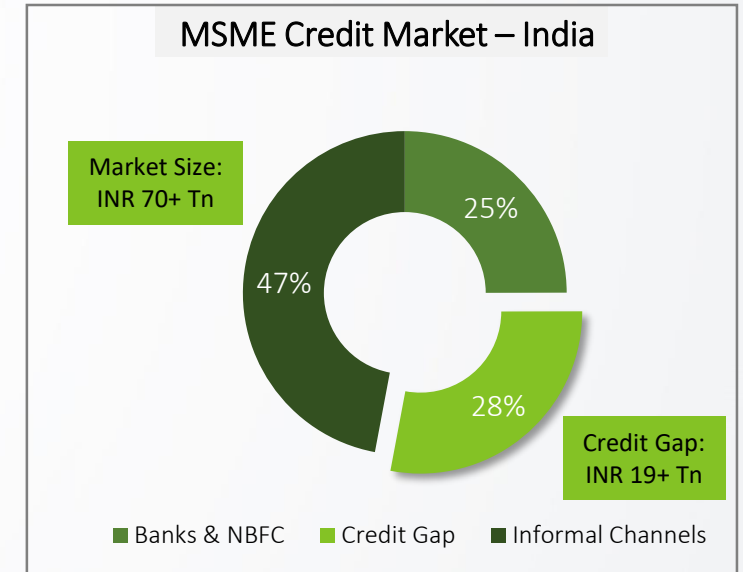


### PAT (INR Mn)





- Non-Banking Finance Companies (NBFCs) have played an important role in the Indian financial system by complementing and competing with banks, and by bringing in efficiency and diversity into financial intermediation.
- NBFCs have evolved considerably in terms of operations, heterogeneity, asset quality and profitability, and regulatory architecture. Going forward, the growing systemic importance and interconnectedness of this sector calls for regulatory vigil.
- The regulatory approach of the Reserve Bank has adapted to the increase in complexity of the entities within the NBFC sector as well as the growing significance of NBFCs within the financial sector.
- The number of registered MSMEs has grown to 63 Mn units in 2022 at a growth rate of 18.5% from the previous year with the launch of Udyog Aadhaar Memorandum policy promoting business activities in the country.
- India has a large unmet SME credit as less than 20% of these SMEs have access to credit facilities which brings the potential addressable market of INR 19.4 Tn under this credit gap.
- Availability of good credit borrowers supported with rising income levels as demand is being fuelled by economic growth.
- Government policies like “Atmanirbhar Bharat”, and “Make in India” promote the facilitating of credit to MSME organizations for which the market is growing at a rate of 12% year on year.





# Financial Overview

# Historical Consolidated Income Statement

Particulars (INR Mn)	FY19	FY20	FY21	FY22
<b>Operational Income</b>	<b>7,528</b>	<b>7,785</b>	<b>9,013</b>	<b>11,063</b>
Total Expenses	5,944	6,599	7,060	8,218
<b>EBITDA</b>	<b>1,584</b>	<b>1,186</b>	<b>1,953</b>	<b>2,845</b>
<i><b>EBITDA Margins (%)</b></i>	<i><b>21.04%</b></i>	<i><b>15.23%</b></i>	<i><b>21.67%</b></i>	<i><b>25.72%</b></i>
Other Income	67	56	69	145
Depreciation	113	192	180	201
Interest	629	599	424	575
Profit (Loss) from Joint Venture	-	-	7	-
<b>PBT</b>	<b>909</b>	<b>451</b>	<b>1,425</b>	<b>2,214</b>
Tax	161	212	375	468
<b>Profit After tax</b>	<b>748</b>	<b>239</b>	<b>1,050</b>	<b>1,746</b>
<i><b>PAT Margins (%)</b></i>	<i><b>9.94%</b></i>	<i><b>3.07%</b></i>	<i><b>11.65%</b></i>	<i><b>15.78%</b></i>
Other Comprehensive Income	21	(63)	27	16
<b>Total Comprehensive Income</b>	<b>769</b>	<b>176</b>	<b>1,077</b>	<b>1,762</b>
Basic & Diluted EPS (INR)	6.61	2.11	9.28	15.43

# Historical Consolidated Balance Sheet

Particulars (INR Mn)	FY20	FY21	FY22
<b>ASSETS</b>			
<b>Non-Financial Assets</b>			
Inventories	-	132	345
Current tax assets (net)	305	224	365
Deferred tax assets (net)	399	317	223
Assets held for sale	24	24	40
Property, plant and equipment	290	268	790
Capital work - in - progress	5	-	-
Right to use - Lease	389	350	330
Other intangible assets	16	17	18
Intangible work-in-progress	8	1	12
Other non-financial assets	178	242	276
<b>Sub-Total Non-Financial Assets</b>	<b>1,614</b>	<b>1,575</b>	<b>2,399</b>
<b>Financial Assets</b>			
Cash and cash equivalents (incl. Other Bank balance)	6,548	10,975	12,819
Receivables	2,783	3,339	4,347
Loans	4,995	5,758	6,911
Investments	857	1,171	1,706
Other financial assets	1,970	1,056	1,243
<b>Sub-Total Financial Assets</b>	<b>17,153</b>	<b>22,299</b>	<b>27,026</b>
<b>TOTAL ASSETS</b>	<b>18,767</b>	<b>23,874</b>	<b>29,425</b>

Particulars (INR Mn)	FY20	FY21	FY22
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Share Capital	226	226	226
Other Equity	6,588	7,501	9,035
Non-controlling interest	17	16	16
<b>Total Equity</b>	<b>6,831</b>	<b>7,743</b>	<b>9,277</b>
<b>Non-Financial Liabilities</b>			
Current tax liabilities (net)	5	15	-
Provisions	266	234	268
Other non-financial liabilities	116	166	262
<b>Sub-Total Non-Financial Liabilities</b>	<b>387</b>	<b>415</b>	<b>530</b>
<b>Current Liabilities</b>			
Trade Payables	4,350	4,843	7,108
Lease Liabilities	360	338	329
Debt Securities	46	783	702
Borrowings	1,801	3,821	3,786
Other Financial Liabilities	4,992	5,931	7,693
<b>Sub-Total Financial Liabilities</b>	<b>11,549</b>	<b>15,716</b>	<b>19,618</b>
<b>Sub-Total Liabilities</b>	<b>11,936</b>	<b>16,131</b>	<b>20,148</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>18,767</b>	<b>23,874</b>	<b>29,425</b>

# Historical Standalone Income Statement

Particulars (INR Mn)	FY19	FY20	FY21	FY22
Operational Income	4,248	4,219	5,013	6,699
Total Expenses	3,627	3,588	3,760	4,503
EBITDA	621	631	1,253	2,196
<i>EBITDA Margins (%)</i>	<i>14.62%</i>	<i>14.96%</i>	<i>25.00%</i>	<i>32.78%</i>
Other Income	185	310	197	142
Depreciation	91	139	118	144
Interest	382	427	280	372
Profit (Loss) from Joint Venture	-	-	-	-
PBT	333	375	1,052	1,822
Tax	3	78	303	376
Profit After tax	330	297	749	1,446
<i>PAT Margins (%)</i>	<i>7.77%</i>	<i>7.04%</i>	<i>14.94%</i>	<i>21.59%</i>
Other Comprehensive Income	8	(61)	26	(2)
<b>Total Comprehensive Income</b>	<b>338</b>	<b>236</b>	<b>775</b>	<b>1,444</b>
Basic & Diluted EPS (INR)	2.92	2.63	6.62	12.78

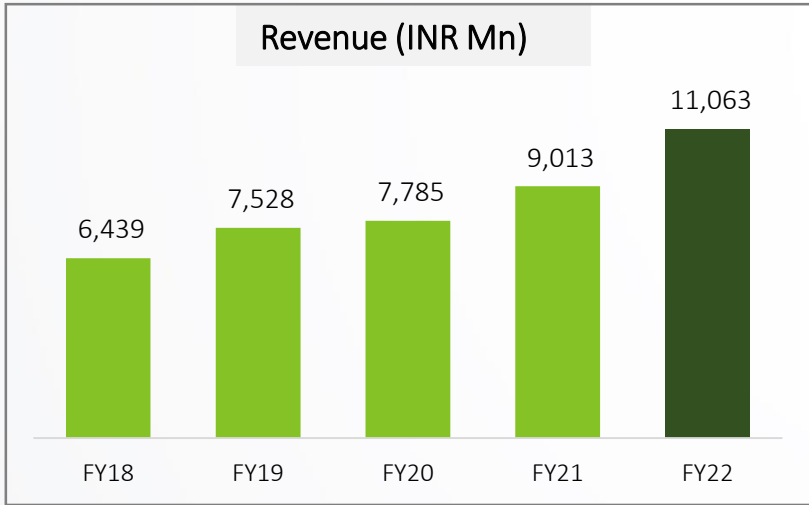


# Historical Standalone Balance Sheet

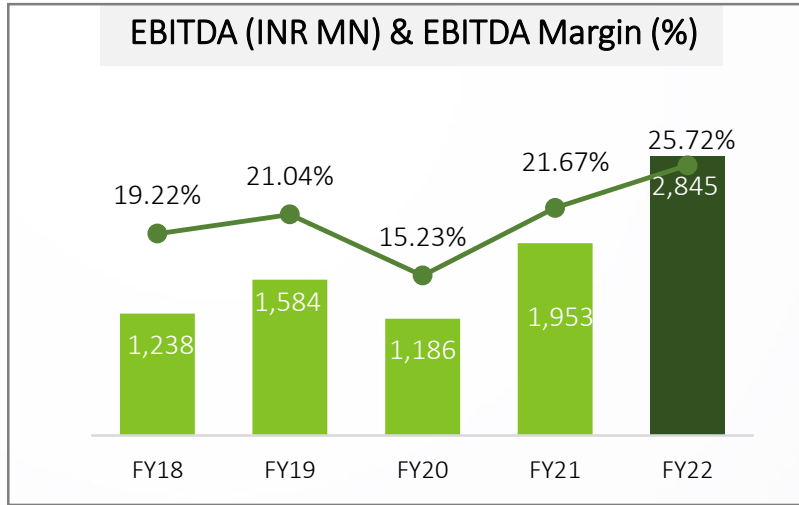
Particulars (INR Mn)	FY20	FY21	FY22
<b>ASSETS</b>			
<b>Non-Financial Assets</b>			
Inventories	-	132	237
Current tax assets (net)	161	163	213
Deferred tax assets (net)	184	80	21
Property, plant and equipment	232	210	741
Right to use - Lease	243	263	246
Other intangible assets	9	8	8
Intangible work-in-progress	4	-	8
Other non-financial assets	109	137	125
<b>Sub-Total Non-financial Assets</b>	<b>942</b>	<b>993</b>	<b>1,599</b>
<b>Financial Assets</b>			
Cash and cash equivalent (incl. Other Bank balance)	5,622	10,413	11,933
Receivables	1,753	2,374	3,611
Loans	126	128	204
Investments	4,400	4,841	5,527
Other financial assets	1,310	656	842
<b>Sub-Total Financial Assets</b>	<b>13,211</b>	<b>18,412</b>	<b>22,117</b>
<b>TOTAL ASSETS</b>	<b>14,153</b>	<b>19,405</b>	<b>23,716</b>

Particulars (INR Mn)	FY20	FY21	FY22
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Share Capital	226	226	226
Other Equity	5,877	6,489	7,706
<b>Total Equity</b>	<b>6,103</b>	<b>6,715</b>	<b>7,932</b>
<b>Non-Financial Liabilities</b>			
Current Tax Liabilities (net)	-	-	-
Provisions	135	128	158
Other non-financial liabilities	55	80	123
<b>Sub-Total Non-Financial Liabilities</b>	<b>190</b>	<b>208</b>	<b>281</b>
<b>Financial Liabilities</b>			
Trade Payables	2,974	3,979	6,356
Lease Liabilities	211	247	237
Debt Securities	37	-	-
Borrowings	615	2,384	1,509
Other Financial Liabilities	4,023	5,872	7,401
<b>Sub-Total Financial Liabilities</b>	<b>7,860</b>	<b>12,482</b>	<b>15,503</b>
<b>Sub-Total Liabilities</b>	<b>8,050</b>	<b>12,690</b>	<b>15,784</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>14,153</b>	<b>19,405</b>	<b>23,716</b>

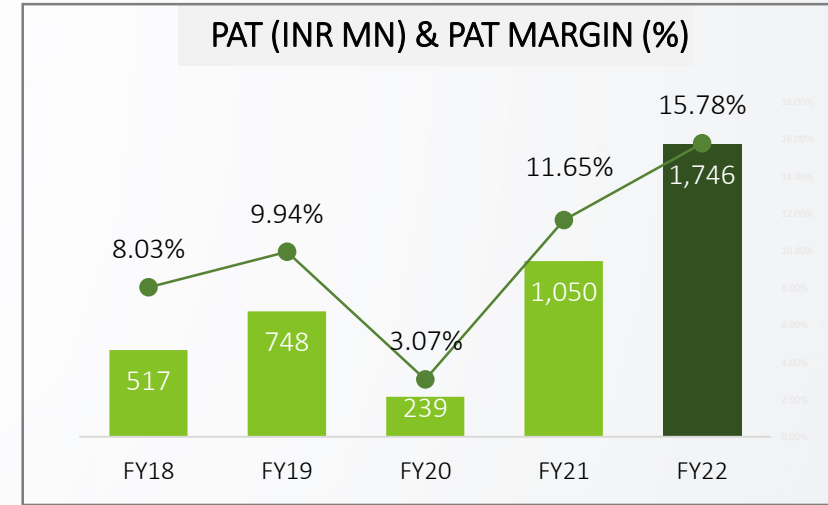
### Revenue (INR Mn)



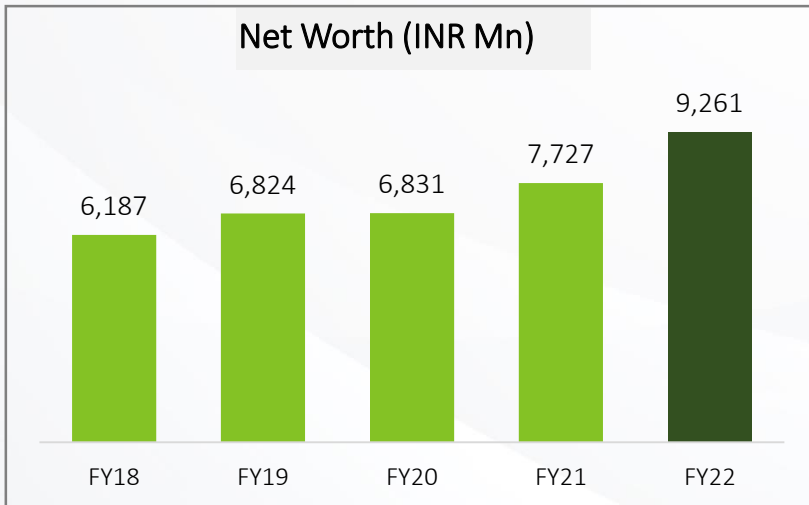
### EBITDA (INR MN) & EBITDA Margin (%)



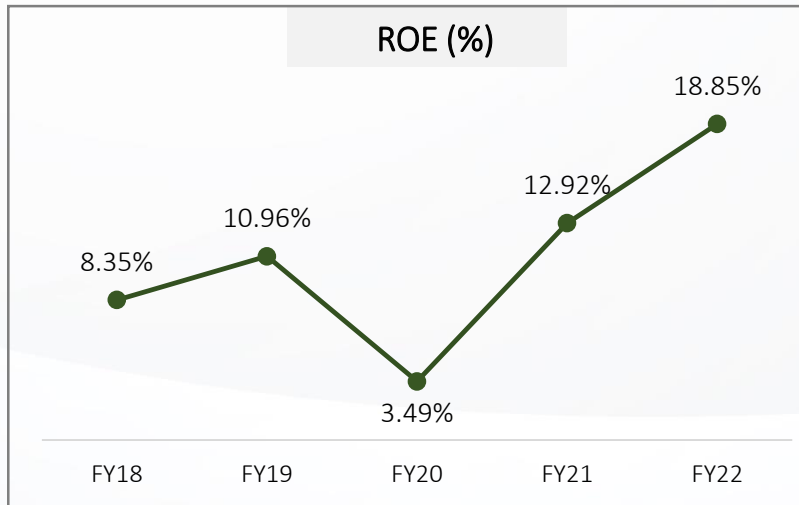
### PAT (INR MN) & PAT MARGIN (%)



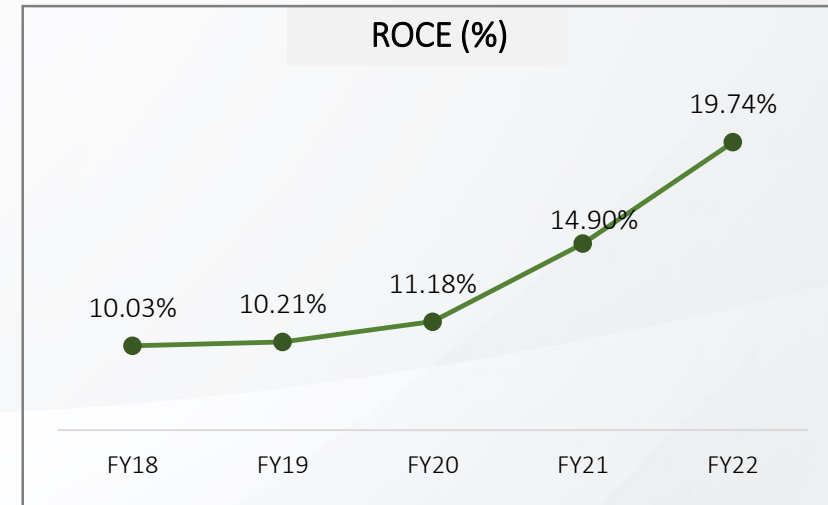
### Net Worth (INR Mn)



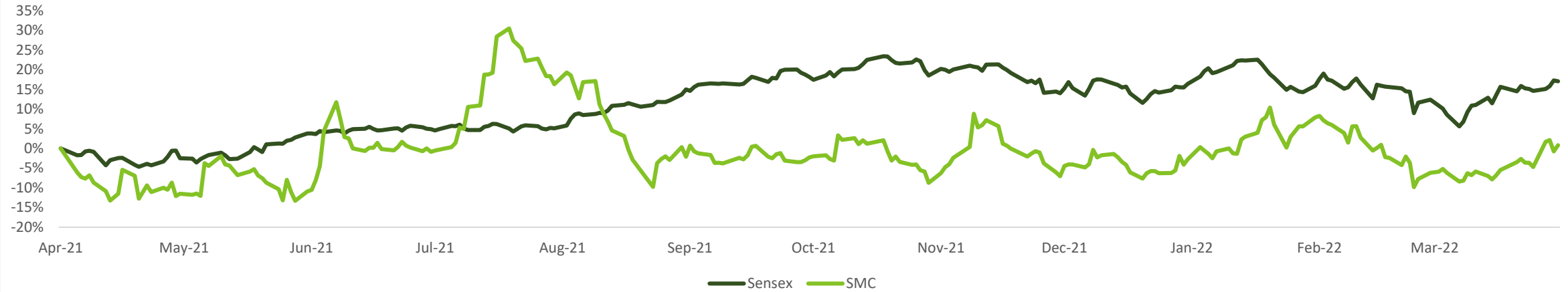
### ROE (%)



### ROCE (%)



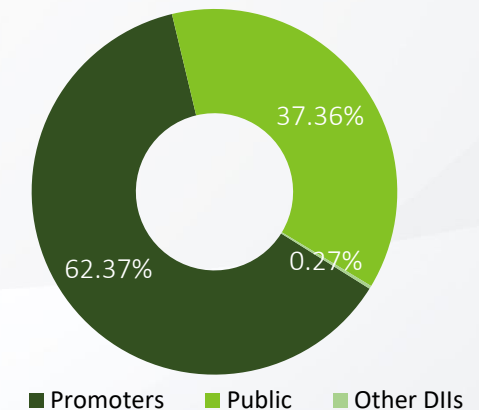
## Share Price Data (Upto 31<sup>st</sup> March, 2022)



### Price Data (As on 31<sup>st</sup> March, 2022)

Face Value	2.0
CMP	78.4
52 Week H/L	109.9/65.0
Market Cap (INR Mn)	8,869.7
No. of Share outstanding (Mn)	113.1
Avg. Trading Volume ('000)	446.7
Avg. Net Turnover (INR Mn)	37.9

### Shareholding Pattern (As on 31<sup>st</sup> March 2022)



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