

**Date: 8<sup>th</sup> August, 2024**

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

**Sub: Investor Presentation for the Quarter ended 30.06.2024**

Please find enclosed herewith the Investor presentation for the financial results for the Quarter ended on 30.06.2024. The same is being uploaded on the website of the Company i.e. [www.emkayglobal.com](http://www.emkayglobal.com).

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

Thanking you,

Yours faithfully,

**For Emkay Global Financial Services Limited**

**B. M. Raul**  
**Company Secretary & Compliance Officer**



*Emkay*®

Your success is our success



# INVESTOR PRESENTATION

Q1

FY 25

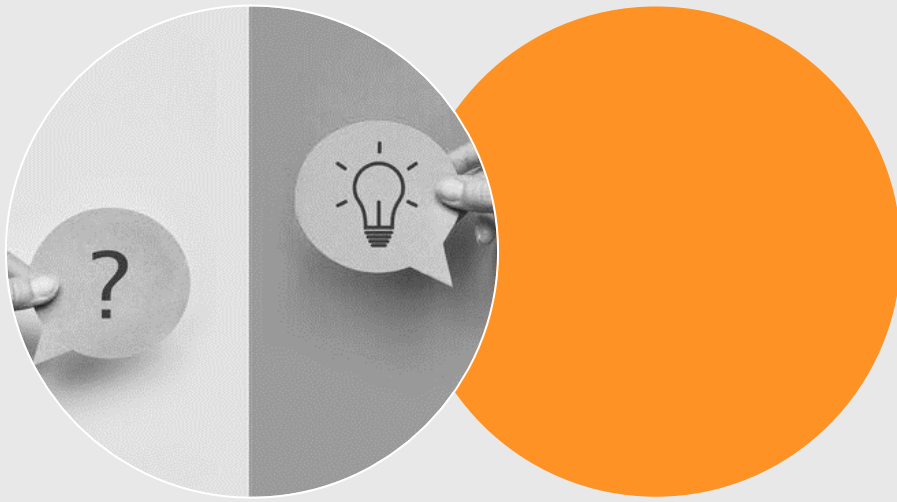
# SAFE HARBOUR

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

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

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

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



# Investor Insights: Addressing Your Key Questions

# Investment Banking



## How is the current macroeconomic environment affecting your deal pipeline?

*Krishna Kumar Karwa:* Currently, the macroeconomic environment is very favorable, positively impacting our deal pipeline. On the supply side, sustained SIP inflows, which amounted to approximately INR 2 trillion (net) last year and are maintaining a steady rate of around INR 200 billion per month, provide ample capital for investments in ECM deals.

On the demand side, the GDP growth rate of around 7%, combined with favorable government capital expenditure dynamics and production incentives like the Production Linked Incentive (PLI) scheme, is driving the need for growth capital. Additionally, healthy valuations in secondary markets are making ECM deals more attractive for companies and their promoters.

Overall, these factors create a conducive environment for our deal pipeline, with strong support from both demand and supply dynamics.



## What are the current live mandates in the Investment Banking space, and what is their potential revenue over the next 24 months?

*Krishna Kumar Karwa:* We currently have 12 active mandates in the Investment Banking space. These mandates are poised to generate significant revenue, and we anticipate that they will contribute more than INR 800million over the next 24 months. This reflects our strong pipeline and the substantial opportunities we are capitalizing on in the Investment Banking space.

# Asset Management



## How has the performance of your flagship PMS strategy, 'Emkay Capital Builder,' been?

*Krishna Kumar Karwa:* Emkay's flagship investment strategy, Emkay Capital Builder, has demonstrated impressive performance over its 11+ year history. It has achieved an 18% CAGR, outperforming both the Nifty 50 (15%) and BSE 500 (17%). In the past three years alone, the strategy delivered over 22% CAGR, compared to the Nifty 50 (17%) and BSE 500 (20%).

The success of Emkay Capital Builder is attributed to a strong, process-driven approach and a focused portfolio of 18-22 stocks, emphasizing long-term compounding. Notably, 40% of the current portfolio has a holding period of over 10 years, and another 35% has been held for 6-10 years. This long-term investment horizon has resulted in low portfolio churn (less than 15%) and low transaction costs, with the majority of investments benefiting from long-term capital gains and grandfathering of gains up to January 31, 2018.



## What motivated your decision to launch the new open-ended AIF, which mirrors the Emkay Capital Builder PMS strategy?

*Krishna Kumar Karwa:* Building on this success, EIML recently launched its maiden open-ended AIF (Category III) – the Emkay Capital Builder Fund. This fund mirrors the portfolio construct of the Emkay Capital Builder PMS strategy. The demand from family offices and UHNWIs for a fund structure, as opposed to direct equity holdings through PMS, has driven us to adopt a platform-agnostic approach. We now offer our key investment strategies under both PMS and AIF structures, allowing investors to choose the strategy and structure that best suits their requirements.

# Asset Management



**What is your strategy to differentiate yourself in the highly competitive alternatives space?**

*Krishna Kumar Karwa:* With over 500 portfolio managers offering services in the alternatives space, the market has become highly competitive. To stand out and provide a unique service, we introduced Alpha Mavens, our customized portfolio strategy designed to meet the specific preferences and requirements of our clients' equity portfolios. We are confident in our ability to deliver a tailored and differentiated service to our esteemed HNI customers, leveraging our expertise and deep understanding of their needs.

# Wealth Management



## What is the breakdown of your AUM across various asset classes?

*Prakash Kacholia:* Our Assets Under Management (AUM) are diversified across several asset classes. Mutual funds constitute the largest portion, making up 51% of our total AUM. This is followed by Portfolio Management Services (PMS) and Alternative Investment Funds (AIF), which account for 31%. Government Securities (GSEC) bonds also represent 10% of our AUM. Finally, direct equity holdings constitute the remaining 8%. This diversified allocation reflects our balanced approach to managing investments across different asset classes.



## What was your trail revenue for the quarter, and how do you anticipate its growth over the next 12 months?

*Prakash Kacholia:* The trail revenue for the quarter was INR 33.8 million, representing a significant year-over-year increase of 90%. Looking ahead, we project robust growth in our trail revenue. We anticipate it will reach INR 51.5 million in Q4. This growth trajectory reflects our confidence in sustaining and enhancing our revenue performance over the next 12 months.



# Institutional Equities



**How many block transactions (in terms of value) did you execute during the quarter?**

*Krishna Kumar Karwa:* During Q1, we executed block transactions totaling approximately Rs 15 billion. This was a momentous quarter for us, reflecting the strength of our pipeline and the value we deliver to our clients. Our strong connections with SMID (Small and Mid-sized) companies have been particularly appreciated by our clients, further solidifying our position in the market.



**What trends are you observing in institutional trading volumes?**

*Krishna Kumar Karwa:* Over the long and medium term, our cash volumes have increased by approximately 13% CAGR. While these growth rates represent averages, actual volumes can significantly overshoot or undershoot this trend based on market conditions.

For Q1 FY25, institutional volumes have surged by nearly 100%, and Emkay has not only benefited from this favorable environment but also managed to improve its market share. Although we anticipate a moderation in volume growth rates, we remain optimistic about the overall outlook for the next few years.

Additionally, it is noteworthy that the number of individual folios in mutual funds has increased significantly to around 100 million, while overall equity ownership among households remains relatively low. This indicates a substantial potential for future growth in equity participation.



# BUSINESS PERFORMANCE

# KEY PERFORMANCE INDICATORS

## EMKAY: Q1 FY25 AT A GLANCE (Rs. million)

4,59,764

**Total Assets**

^ 92%YoY

35,846

**Wealth Assets**

^ 35 %YoY

10,732

**PMS & AIF AUM**

^ 42%YoY

4,13,187

**DP/Broking Assets**

^ 101%YoY

891

**Revenue**

^ 58% YoY

171

**PBT**

^ 1,215% YoY

139

**PAT**

^ 3,375% YoY

519

**Total Employees**

As on 30.06.2024

42,900

**Client Base**

As on 30.06.2024

4,051

**Market Cap**

As on 30.06.2024

2,551

**Networth**

As on 30.06.2024

22%

**ROE (Annualized)**

As on 30.06.2024

# KEY HIGHLIGHTS OF Q1 FY25

## Consolidated revenues

increased by  
**58% YoY**

## Consolidated PAT

increased by  
**3,375% YoY**

## Emkay Channel Check

The Institutional Equities team organized the 'Channel Check Conference' in June, attended by 18 dealers, nearly 60 funds, 90 individuals, and over 10 fund managers, resulting in 260 meetings.

## Asset Management

- Emkay Investment Managers Ltd. (EIML) launched its maiden open-ended AIF 'Emkay Capital Builder Fund' during the quarter.
- **Arvind Tankkar** strengthened EIML's operations by joining as its Chief Operating Officer.

## Wealth AUMs

have grown **35% YoY**  
to **INR 35,846 mn**  
vis-à-vis  
**INR 26,565 mn**

## Investment Banking

- Emkay served as the merchant banker for the IPO of **Awfis Space Solutions Limited**, amounting to INR 5,989 million.
- Emkay served as the advisor for the preferential issue of **Man Industries Limited**, amounting to INR 1,700 million.

## PMS+AIF AUMs

have increased  
**42% YoY** to **INR 10,732 mn**  
vis-à-vis  
**INR 7,546 mn**

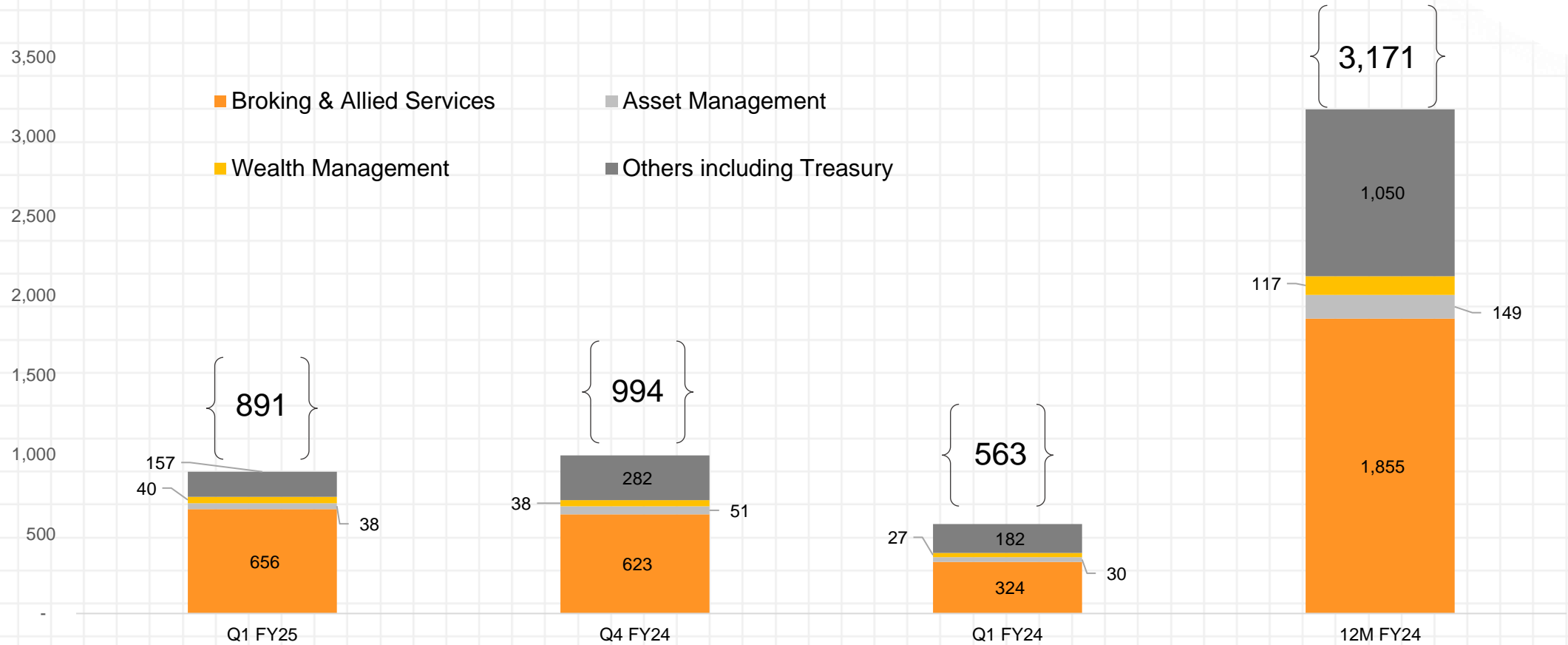
## Technology Updates:

- Implemented and launched a new trading setup in BSE Colocation.
- Implemented and launched a new Algo Trading platform in NSE Colocation.

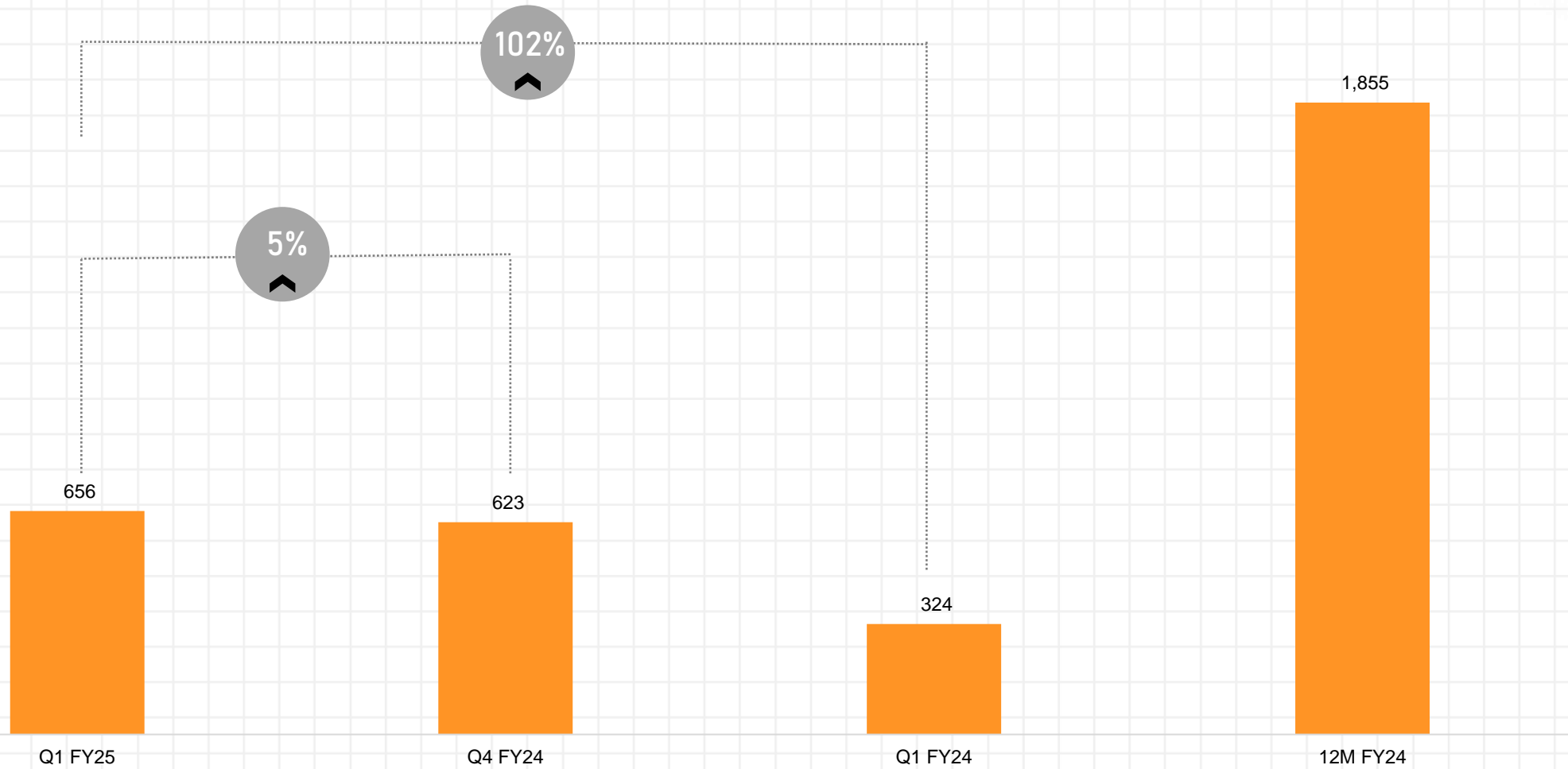
## Emkay Wealth

established a new office in **Baroda** and commenced operations.

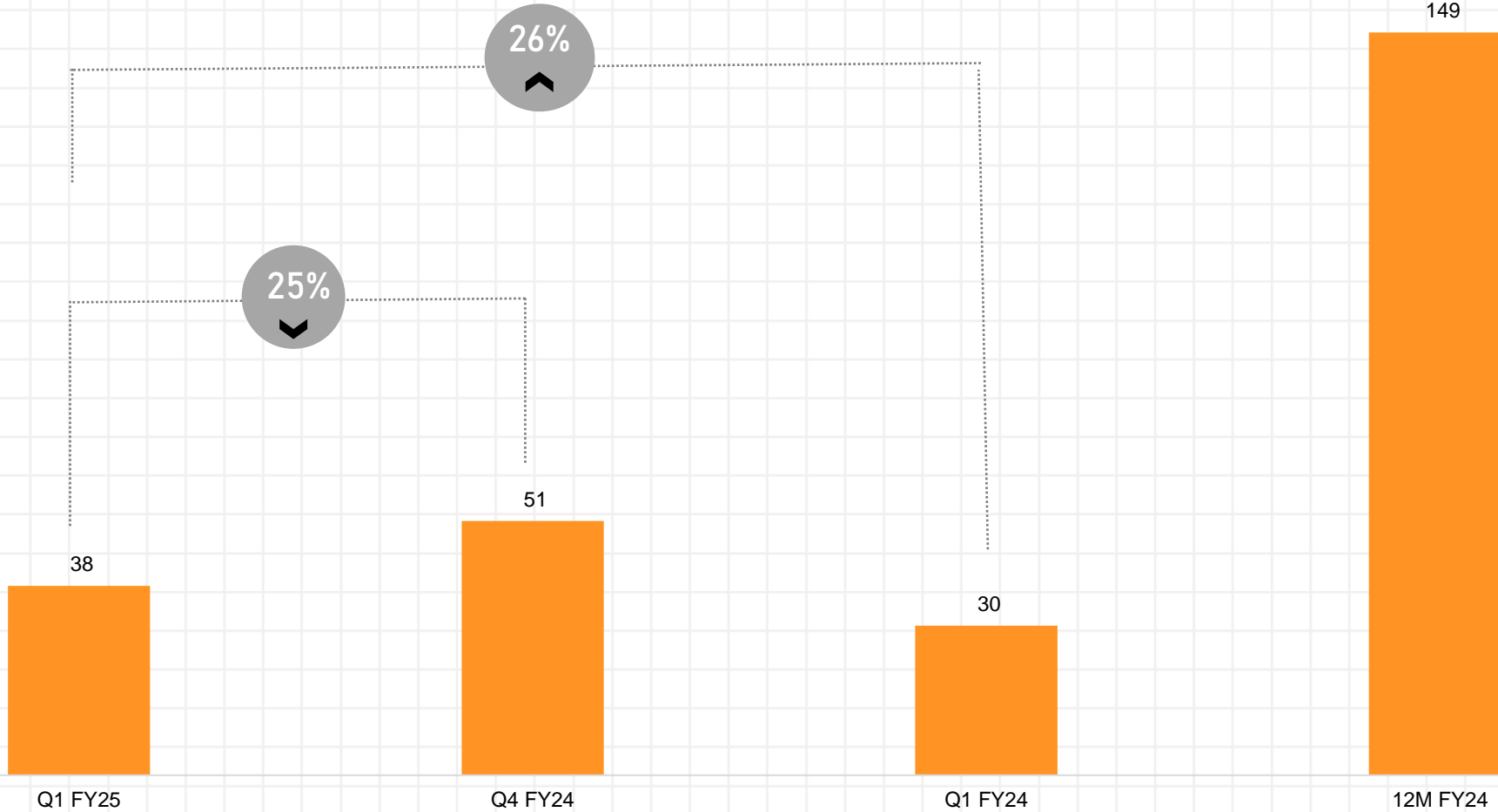
# REVENUE MIX (Rs. Mn)



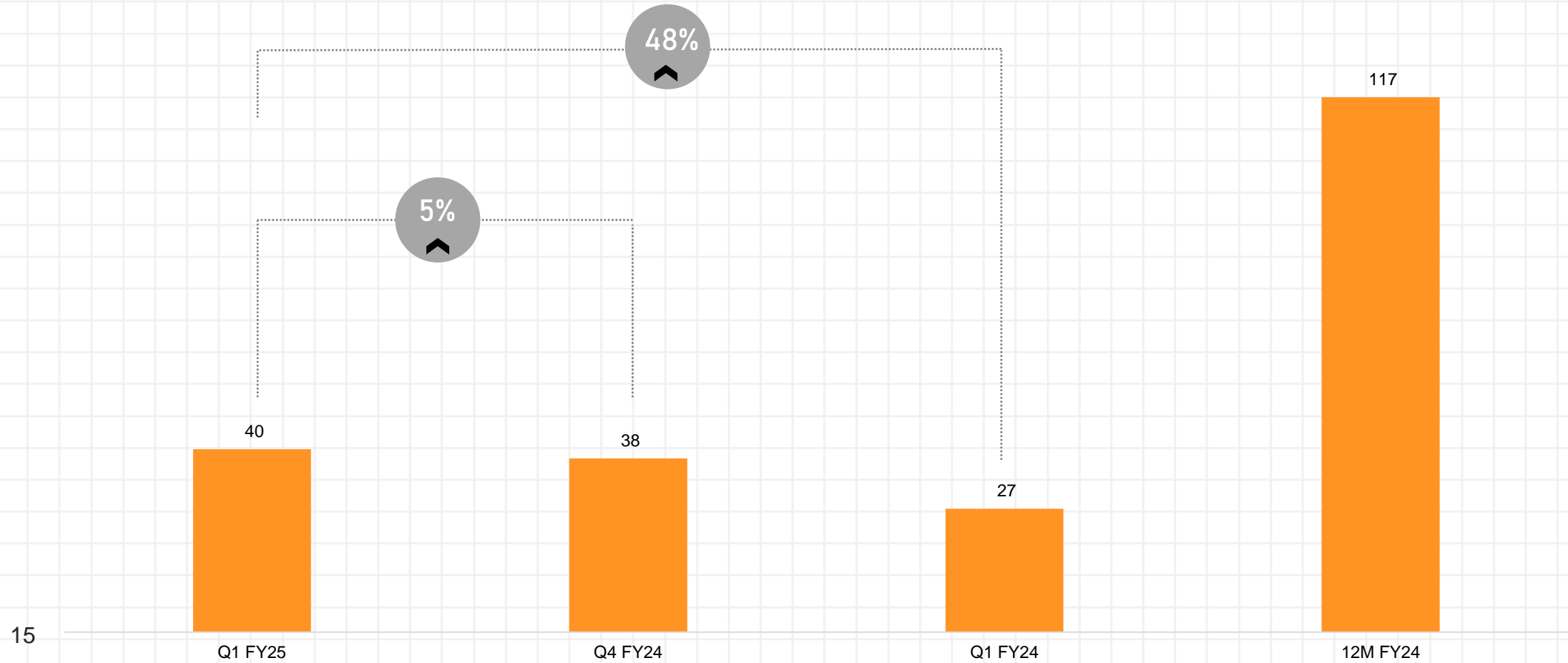
# BROKING REVENUE (Rs. Mn)



# ASSET MANAGEMENT REVENUE (Rs. Mn)



# WEALTH MANAGEMENT REVENUE (Rs. Mn)



15

Q1 FY25

Q4 FY24

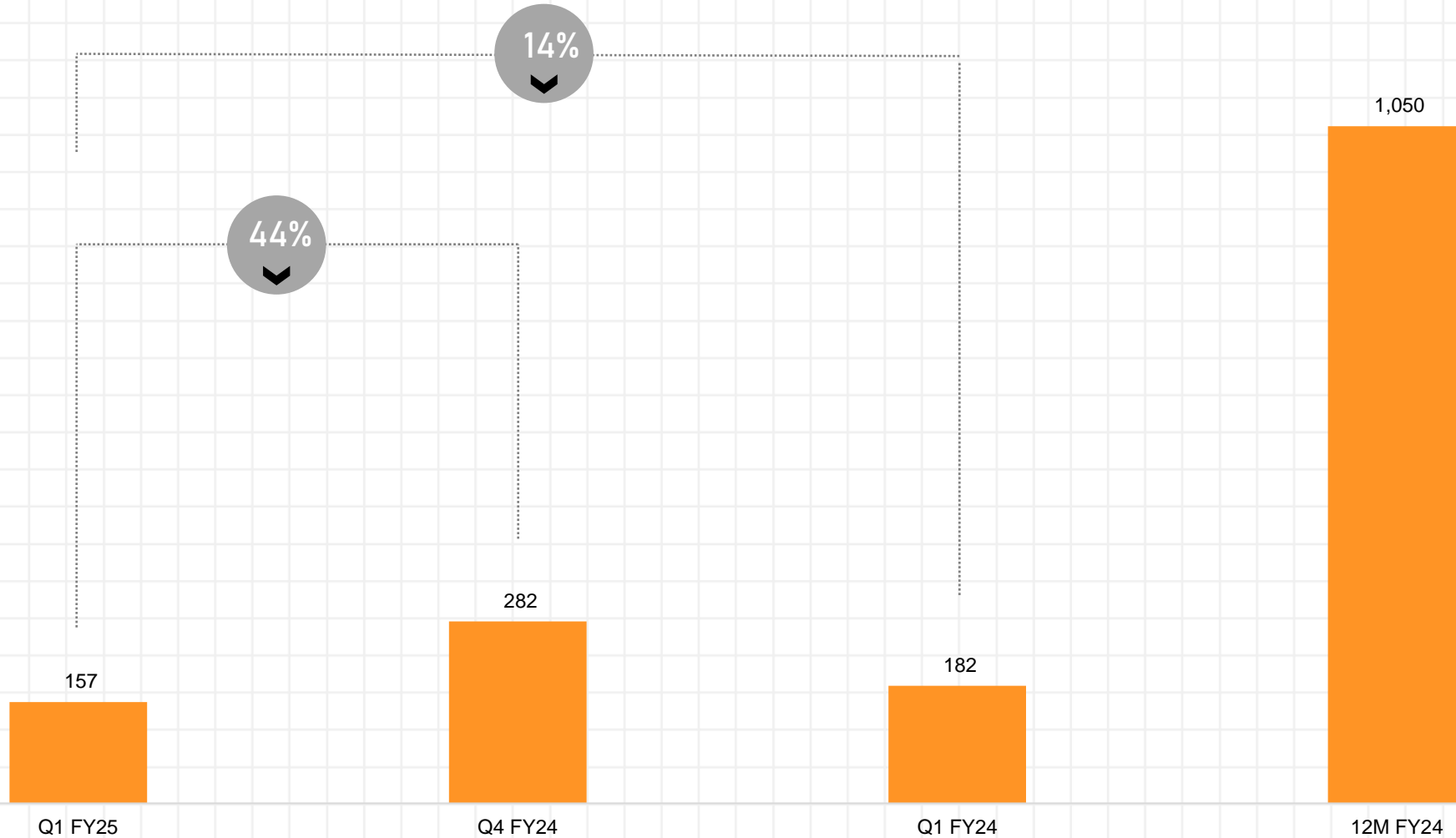
Q1 FY24

12M FY24

Q1  
FY 25

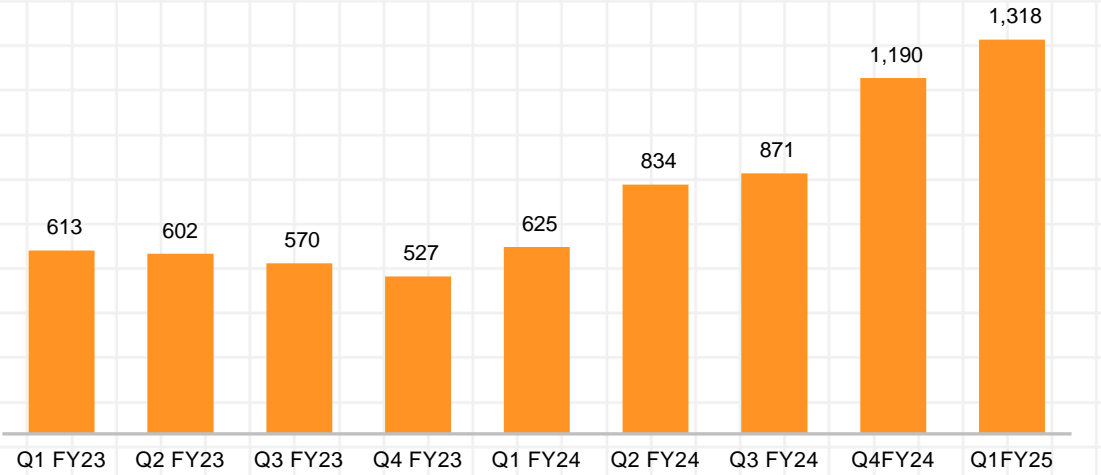


# OTHERS INCLUDING TREASURY REVENUE (Rs. Mn)

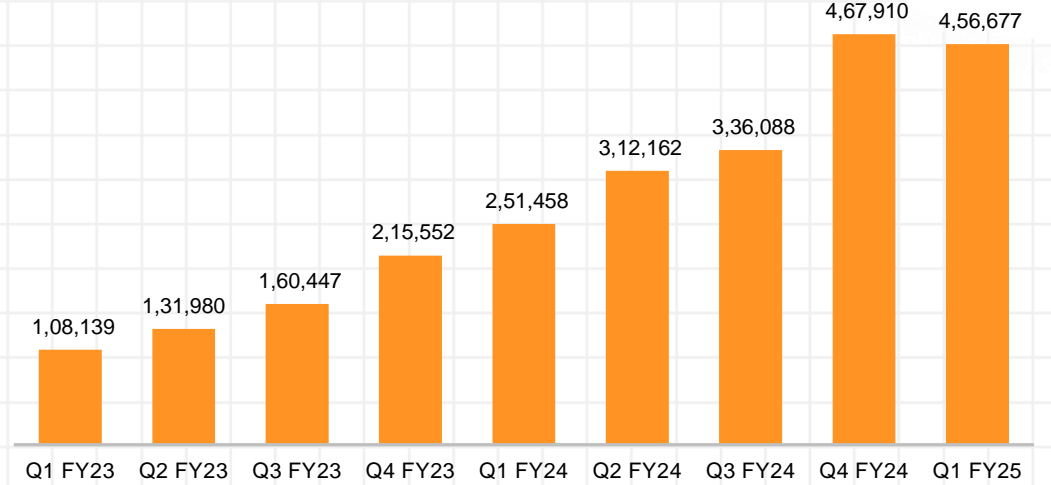


# AVERAGE DAILY TURNOVER

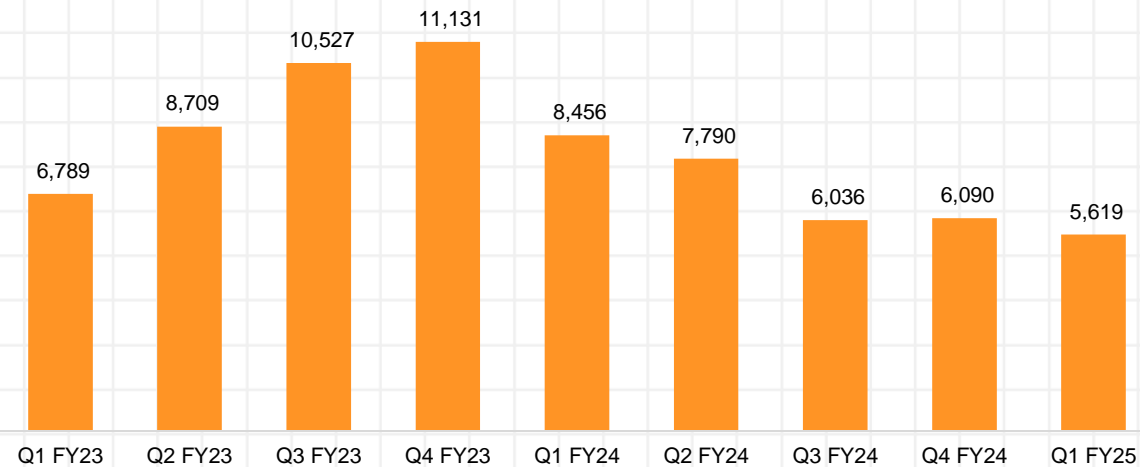
### Equity Market ADTO (in bn)



### Derivative Market ADTO (in bn)

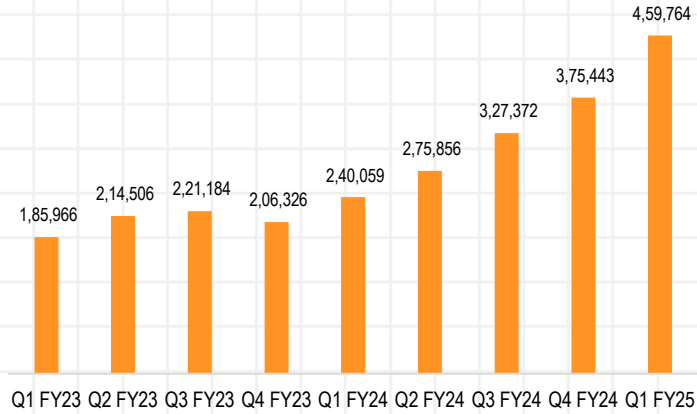


### Emkay's ADTO (in bn)

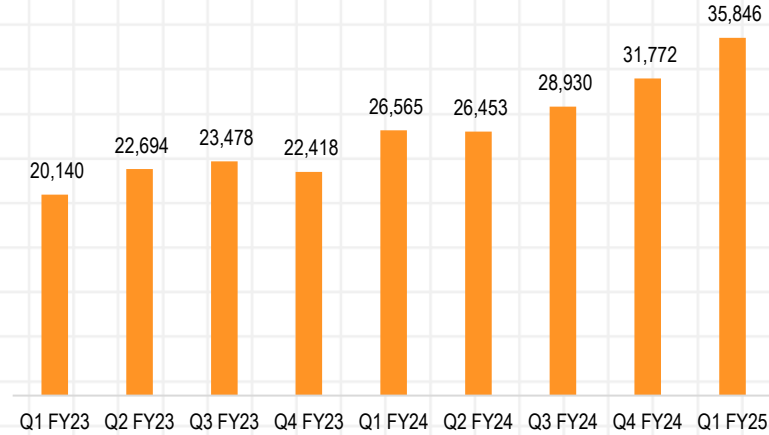


# CUSTOMER ASSETS (Rs. Mn)

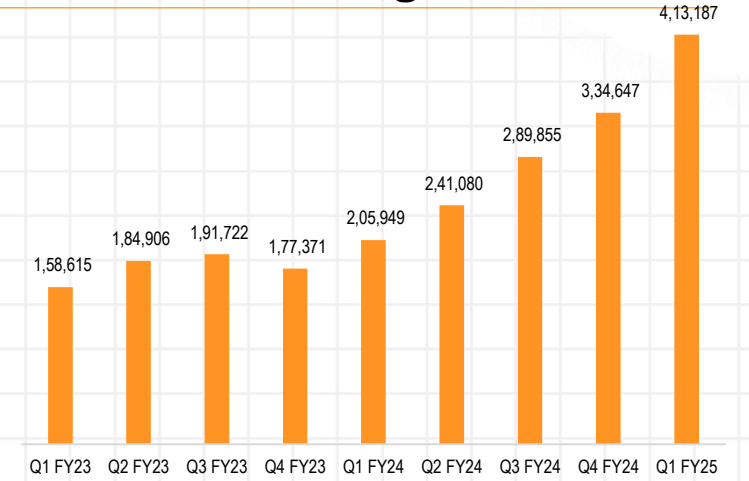
## Total Assets



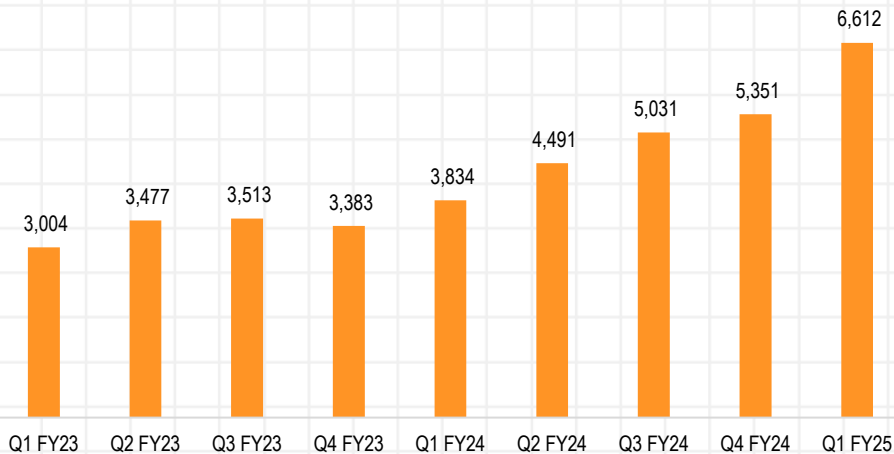
## Wealth Assets



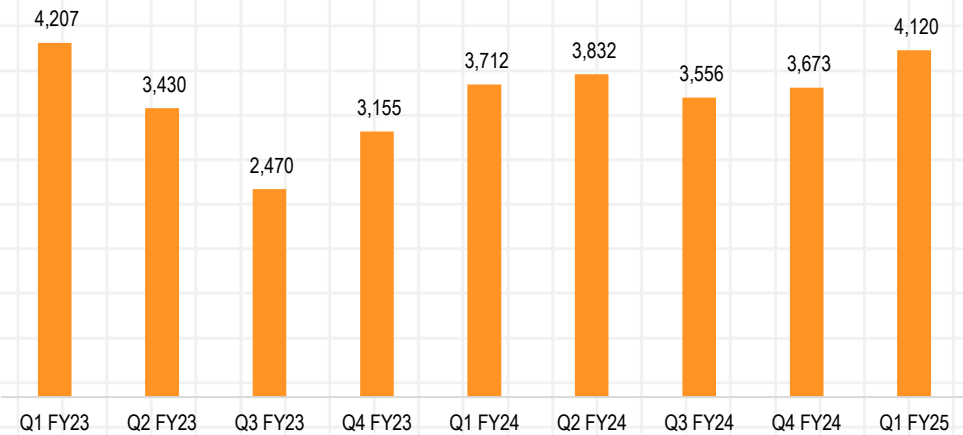
## DP/Broking Assets



## PMS AUM



## AIF AUM





# FINANCIAL PERFORMANCE

# KEY HIGHLIGHTS : CONSOLIDATED FINANCIALS

	Revenues (Rs. mn)	Profit Before Tax (Rs. mn)	Profit After Tax (Rs. mn)	EPS (Rs.)	BVPS (Rs.)
Q1 FY25	891	171	139	5.63	103
	▼ 10%	▲ 3%	▲ 31%	▲ 31%	▲ 6%
Q4 FY24	994	166	106	4.29	98
Q1 FY25	891	171	139	5.63	103
	▲ 58%	▲ 1,215%	▲ 3,375%	▲ 3,921%	▲ 21%
Q1 FY24	563	13	4	0.14	85
12M FY24	3,171	445	324	13.16	98

# CONSOLIDATED PROFIT & LOSS STATEMENT (Rs. Mn)

Particulars	Q1 FY25	Q4 FY24	QoQ% Change	Q1 FY24	YoY % Change	12M FY24
<b>Revenue</b>						
Income from Operations	817	902	(9)	488	67	2,846
Other Income	74	92	(20)	75	(1)	325
<b>Total Revenue</b>	<b>891</b>	<b>994</b>	<b>(10)</b>	<b>563</b>	<b>58</b>	<b>3,171</b>
<b>Expenses</b>						
Employees Benefit Expense	410	472	(13)	293	40	1,508
Finance Costs	18	16	13	8	125	49
Depreciation & Amortisation Expense	26	31	(16)	20	30	98
Other Expenses	266	309	(14)	229	16	1,071
<b>Total Expenses</b>	<b>720</b>	<b>828</b>	<b>(13)</b>	<b>550</b>	<b>31</b>	<b>2,726</b>
<b>Profit Before Tax</b>	<b>171</b>	<b>166</b>	<b>3</b>	<b>13</b>	<b>1,215</b>	<b>445</b>
Tax Expense/(Benefit)	31	62	(50)	14	121	123
<b>Profit/(Loss) After Tax</b>	<b>140</b>	<b>104</b>	<b>35</b>	<b>(1)</b>	<b>14,100</b>	<b>322</b>

# CONSOLIDATED PROFIT & LOSS STATEMENT (Rs. Mn)

Particulars	Q1 FY25	Q4 FY24	QoQ% Change	Q1 FY24	YoY % Change	12M FY24
Share of Profit/(Loss) of Associates	(1)	2	(150)	5	(120)	2
<b>Profit for the Period/Year</b>	<b>139</b>	<b>106</b>	<b>31</b>	<b>4</b>	<b>3,375</b>	<b>324</b>
Other Comprehensive Income	(5)	-	(100)	(10)	(50)	(9)
<b>Total Comprehensive Income</b>	<b>134</b>	<b>106</b>	<b>26</b>	<b>(6)</b>	<b>2,333</b>	<b>315</b>

# CONSOLIDATED FINANCIALS - PAT MIX (Rs. Mn)

	Q1FY25	Q4 FY24	QoQ% Change	Q1 FY24	YoY % Change	12M FY24
a) Capital Markets (Broking, Wealth Management & IB)	135	89	52	(43)	414	245
b) Asset Management	(6)	-	(100)	11	(155)	7
c) Others	10	17	(41)	36	(72)	73
<b>Profit After Tax</b>	<b>139</b>	<b>106</b>	<b>31</b>	<b>4</b>	<b>3,375</b>	<b>325</b>
Other Comprehensive Income (OCI)	(5)	-	(100)	(10)	(50)	(10)
<b>Total Comprehensive Income</b>	<b>134</b>	<b>106</b>	<b>26</b>	<b>(6)</b>	<b>2,333</b>	<b>315</b>



# SEGMENT PERFORMANCE (Rs. Mn)

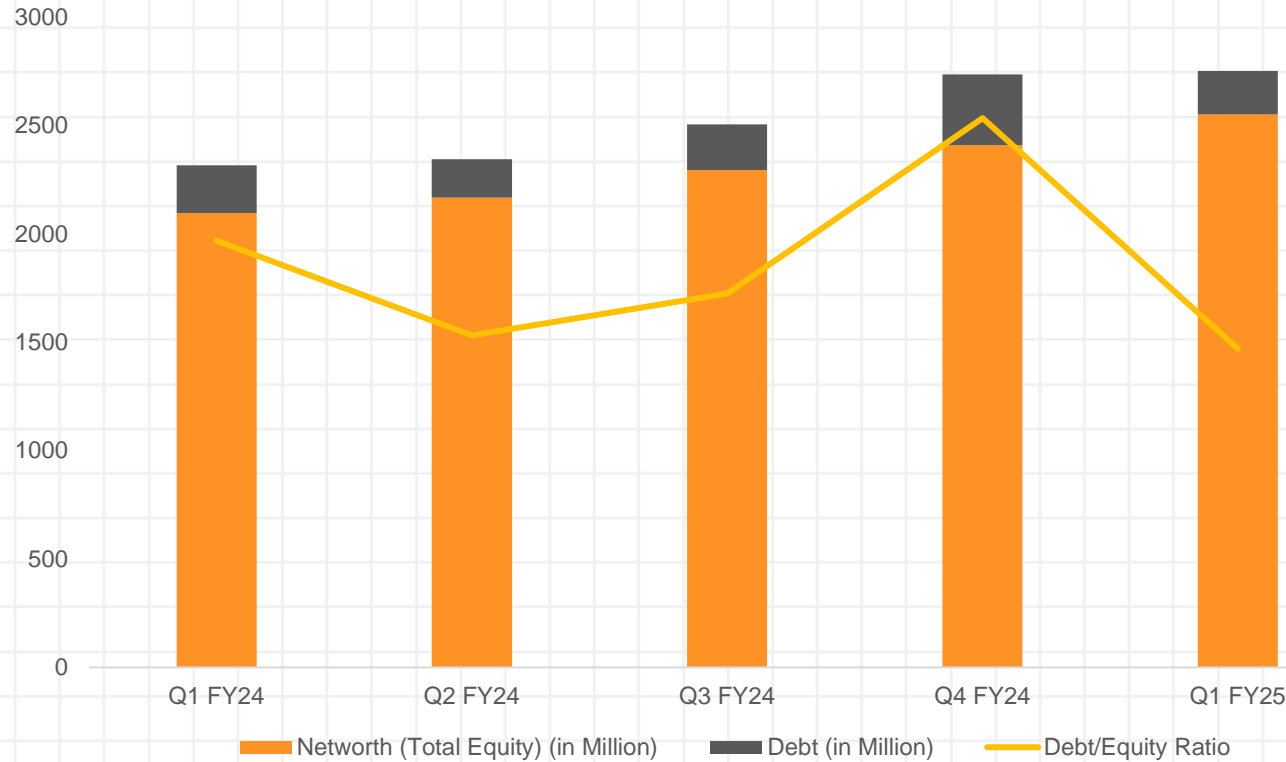
	Q1 FY25	Q4 FY24	QoQ% Change	Q1 FY24	YoY % Change	12M FY24
<b>Segment Revenue</b>						
Advisory, Transactional & Other Related Activities	866	985	(12)	543	59	3,115
Financing and Investment Activities	25	9	178	20	25	56
<b>Income from Operations</b>	<b>891</b>	<b>994</b>	<b>(10)</b>	<b>563</b>	<b>58</b>	<b>3,171</b>
<b>Segment Profit Before Tax</b>						
Advisory, Transactional & Other Related Activities	150	161	(7)	1	14,900	406
Financing and Investment Activities	21	5	320	12	75	39
<b>Profit Before Tax from Each Segment</b>	<b>171</b>	<b>166</b>	<b>3</b>	<b>13</b>	<b>1,215</b>	<b>445</b>

# CAPITAL MARKETS (Rs. Mn)

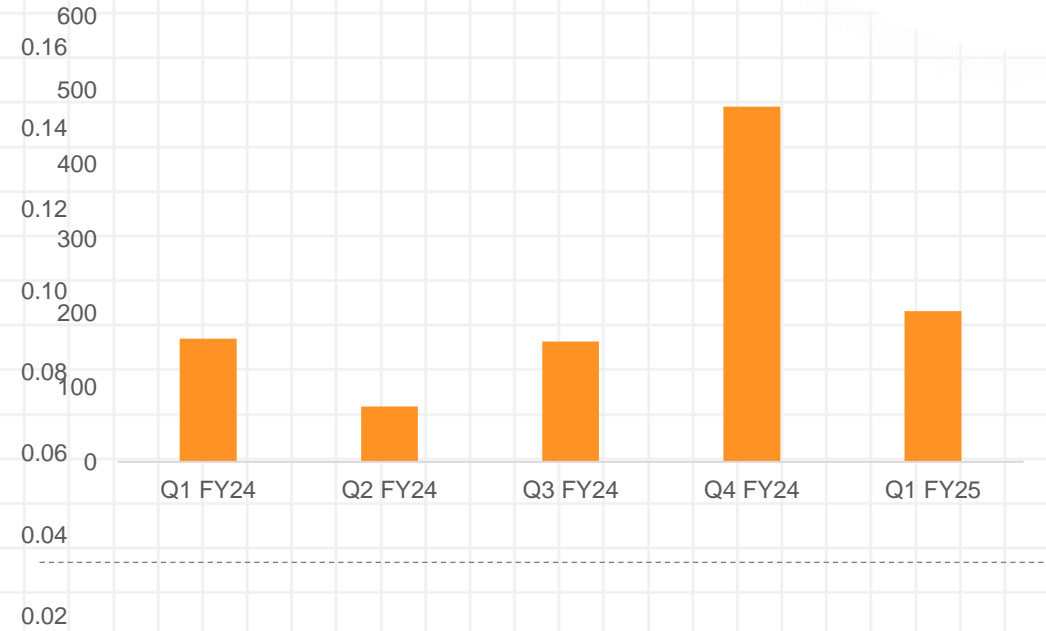
Particulars	Q1 FY 25	Q4 FY 24	QoQ(%)	Q1 FY 24	YoY(%)	12M FY 24
<b>Total Revenue</b>	<b>828.18</b>	<b>889.52</b>	<b>(7)</b>	<b>473.12</b>	<b>(75)</b>	<b>2,834.03</b>
- Fees and Commission Income	672.82	735.71	(9)	331.21	(103)	2,210.89
- Distribution Income	40.29	37.49	7	26.61	(51)	117.34
- Interest Income	20.30	19.71	3	16.49	(23)	70.67
- Other Income	94.77	96.61	(2)	98.81	4	435.13
<b>Total Expenses</b>	<b>663.75</b>	<b>746.02</b>	<b>(11)</b>	<b>516.74</b>	<b>(28)</b>	<b>2,493.96</b>
- Employee Benefits Expenses	361.55	371.21	(3)	269.62	(34)	1288.97
- Fees and Commission Expenses	67.18	98.47	(32)	60.01	(12)	294.32
- Finance Costs	21.69	21.10	3	6.86	(216)	61.17
- Depreciation and Amortisation Expense	22.02	25.94	(15)	19.24	(14)	89.08
- Other Expenses	191.31	229.30	(17)	161.01	(19)	760.42
<b>Profit/(Loss) Before Tax For The Period/Year</b>	<b>164.43</b>	<b>143.50</b>	<b>15</b>	<b>(43.62)</b>	<b>477</b>	<b>340.07</b>
Total Tax Expenses	29.08	54.21	(46)	(0.82)	3,646	95.37
<b>Profit/(Loss) After Tax For The Period/Year</b>	<b>135.35</b>	<b>89.29</b>	<b>52</b>	<b>(42.80)</b>	<b>416</b>	<b>244.70</b>
<b>Net Profit Margin (%)</b>	<b>16.34</b>	<b>10.04</b>	<b>63</b>	<b>(9.05)</b>	<b>281</b>	<b>8.63</b>

# CONSOLIDATED BALANCE SHEET (Rs. Mn)

Networth and Leverage



Cash and Cash Equivalents



**Short-Term Rating of Non-Fund-Based Credit Limit**

Rating Agency	FY 23-24
<b>ICRA</b>	<b>A2+</b>



# INVESTMENT BANKING

# KEY HIGHLIGHTS

Merchant Banker  
for IPO amounting to  
**INR 5,989 mn**

**01**

**awfis**

Advisor for the  
Preferential  
Issue amounting to  
**INR 1,700 mn**

**02**

 **MAN**  
Industries (India) Ltd  
the line pipe people



# ASSET MANAGEMENT

**PMS & AIF vertical  
(Emkay Investment Managers Ltd.)**

## Q1 FY25 HIGHLIGHTS

### We launched our maiden open-ended AIF



#### EMKAY CAPITAL BUILDER FUND

Emkay's Open Ended AIF (Category III)

**The investment objective of Emkay Capital Builder AIF is to generate long-term capital appreciation for investors from a portfolio of equity and equity-related securities. This will be a multi-cap portfolio of around 20-25 stocks.**

Emkay Capital Builder AIF caters to the growing preference for Alternative Investment Funds as an investment avenue amongst UHNIs in India. Our bottom-up stock-picking strategy will help in formulating a winning AIF portfolio backed by the robust E-Qual model to mitigate risks related to management quality.

Emkay Capital Builder PMS, our existing portfolio management service, aligns closely with the AIF offering. The average market capitalization of the current PMS strategy is ₹2,69,802 crores.

Over the past 11 years, since its inception in April 2013, Emkay Capital Builder PMS has consistently achieved a compounded annual growth rate (CAGR) of 17.5%. During the last 3 years (As on 30<sup>th</sup> June 2024), Emkay Capital Builder PMS has outperformed the broad indices of Nifty 50 TRI and BSE 500 TRI by 3.4% and 1.8% respectively.

# Q1 FY25 HIGHLIGHTS

## New Leadership



### **Arvind Tankkar**

Chief Operating Officer (COO)  
Emkay Investment Managers Ltd

Arvind strengthened the team at EIML by joining as its Chief Operating Officer during the quarter. He is a qualified Chartered Accountant from the Institute of Chartered Accountants of India.

Before his current role, Arvind worked with ASK Investment Managers Ltd. His extensive experience also includes positions at Aditya Birla Sun Life AMC Ltd., ING Investment Management India Pvt. Ltd., and Kotak Mahindra Asset Management Co. Ltd. Arvind brings nearly two decades of expertise in PMS operations to EIML.





# WEALTH MANAGEMENT

# WEALTH MANAGEMENT

Undertakes regular and stringent **monitoring** of portfolios

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

Established a **new office in Baroda** and commenced operations there during the quarter.

**Monthly update** on Mutual Fund holdings and portfolio reviews

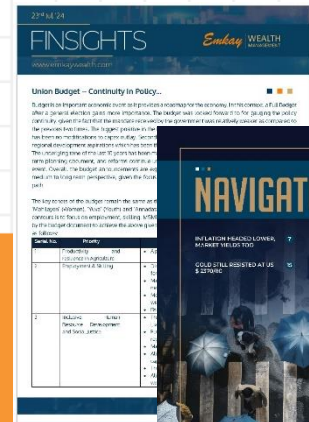
Managing **INR 35,846 million** under MF Advisory & Distribution

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

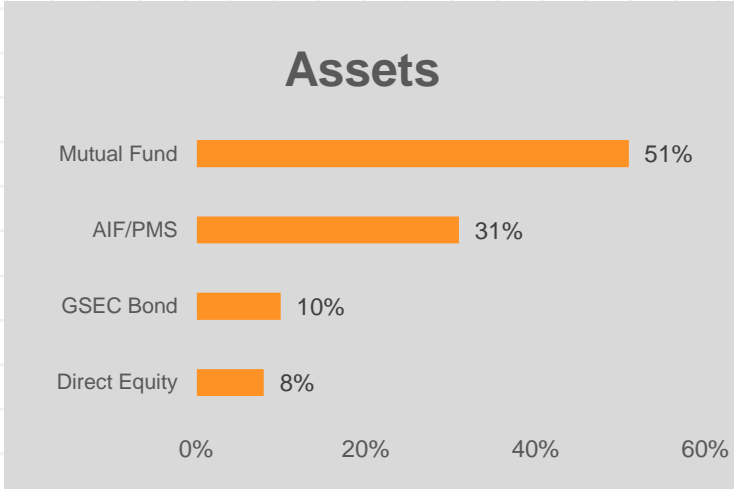
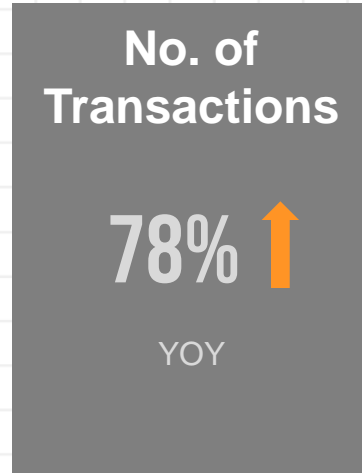
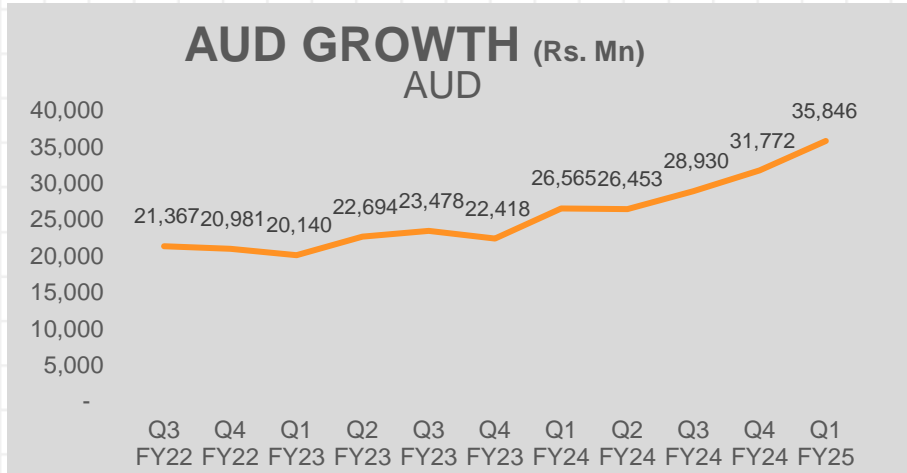
## Research Reports

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

The Emkay Wealth mobile app **Naavik** offers an intuitive and user-friendly interface to clients



# KEY HIGHLIGHTS





# INSTITUTIONAL EQUITIES

# CONFERENCES IN Q1

Emkay Institutional Equities organized  
**Channel Check Conference**  
which was attended by

**Distributors/Dealers/Expert**

**18**  
Total

**245**  
Group

**15**  
One-on-One  
session

**Clients**

**59**  
Funds

**90**  
Individuals

**12**  
Fund Manager

**78**  
Analyst

360° Insight:  
Door to Demand



**EMKAY KONNECT**  
Ears to the Ground

26 JUNE 2024

THE ST. REGIS, MUMBAI



RETAIL



CONSUMER  
ELECTRICALS



FMCG



CEMENT



CONSUMER  
DURABLES



AUTO

## CORPORATE ACCESS

During Q1 FY25  
the Institutional Equities team held



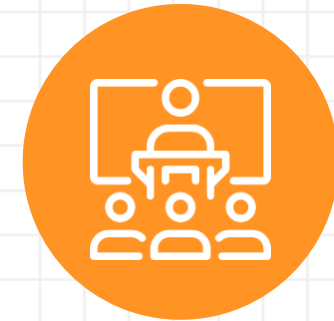
10

roadshows



48

expert and  
client calls



9

Group Calls/  
Event/ Conference



# TECHNOLOGY EDGE

# TECHNOLOGY INNOVATION, IMPROVING BUSINESS EFFICIENCY

## Vision

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

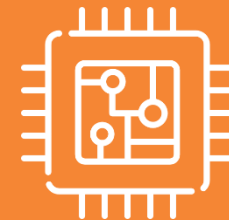


## Mission

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

## Technology Edge

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





# INFRASTRUCTURE & SECURITY ASPECTS

01

## Robust Infrastructure

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

03

## Strong Network

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

02

## Securing our Enterprise

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

04

## Reliable Platforms for Clients

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

# TECHNOLOGY FOR BUSINESS

## State-of-the-art trading technology

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

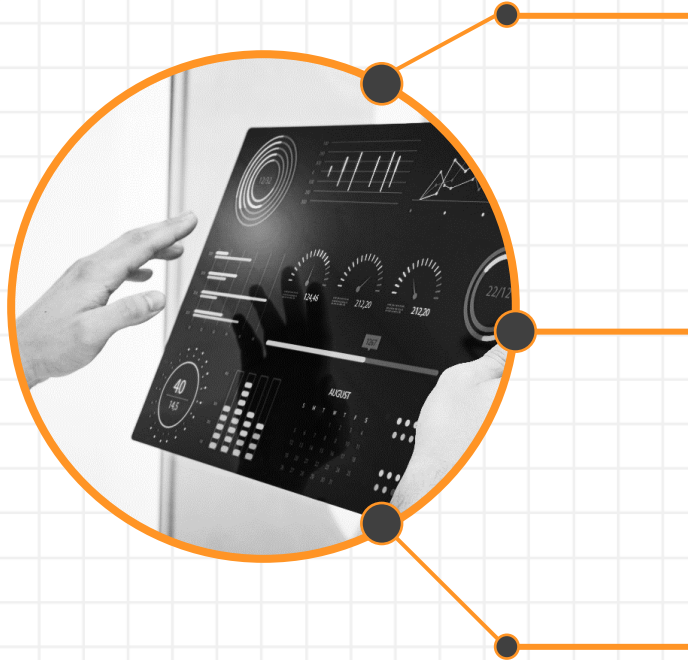
## Electronic Execution Solutions across the landscape

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

## Technology Experience across Sales, Research & Operations

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

# DIGITAL FIRST APPROACH



## Software: Exploring new horizons

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

## Product: Optimising Experience

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

## Digital Platform: Providing Best Experience to Clients

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

# Achievements in Q1 FY 25

- Implementation & go-live of New Trading setup in BSE Colocation.
- Implementation & go-live of New Algo Trading platform in NSE Colocation.
- Migration of Email Services and Desktop Office Applications to Microsoft 365 Platform.
- Implementation of new software utilities to assist the traders with real-time updates.
- Segregation of applications on Intranet vs Internet to ensure compliance with regulations, and improve the overall performance and manageability.
- Compliance with exchange requirements of Encryption protocols, Unified Distilled File Formats (UDiFF) & regular audit filings.





# HUMAN RESOURCES

# HUMAN RESOURCE INITIATIVES

## Q1 FY25 AT A GLANCE

### Employee wellness & engagement

Yoga Sessions and Wellness Programs Organized for Employees



# HUMAN RESOURCE INITIATIVES

## Q1 FY25 AT A GLANCE

### Talent acquisition & development

- We continued to recruit from reputable business schools to build a dynamic and youthful workforce, grooming them as future leaders of Emkay.
- Developed young talent through customized training programs designed to enhance both behavioral and functional skills.
- Training programs were infused through Learning Management system and in-house programs for our employees regularly.
- Our internal brand ambassadors (Employees) account for almost 50% of our hires



# HUMAN RESOURCE INITIATIVES

## Q1 FY25 AT A GLANCE

### Continuous activities to aid employees



Ease of banking camps  
to address  
employee issues



Annual Performance  
appraisal completed  
for FY24



Health Insurance cover  
**Doubled** for  
Emkay employees & Family



Enhanced Tax Efficient  
Compensation  
designed and implemented





# CORPORATE OVERVIEW

# EMKAY PROMISE, MISSION & VALUES

## Promise

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

## Mission

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

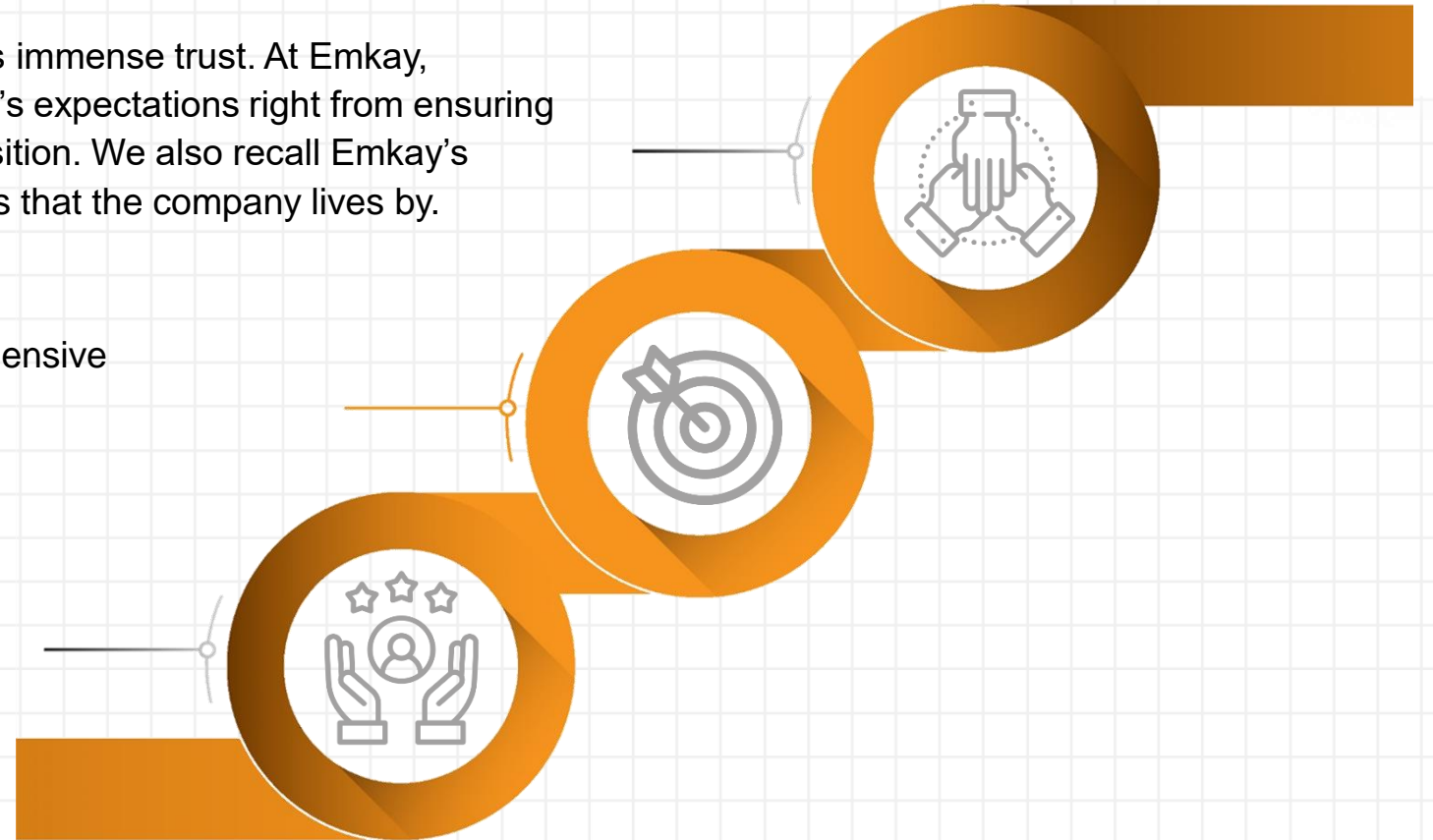
## Values

To be fair, empathetic and responsive in serving our clients.

To respect and reinforce our fellow employees and the power of teamwork.

To strive relentlessly to improve what we do and how we do it.

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



# RESILIENCE AND RESPONSIBILITY: OUR DIFFERENTIATORS

## Corporate Governance:

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

## Sustainability:

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

## Human Capital:

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

## Technology:

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



# A LEGACY OF NEARLY 30 YEARS

01

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

02

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

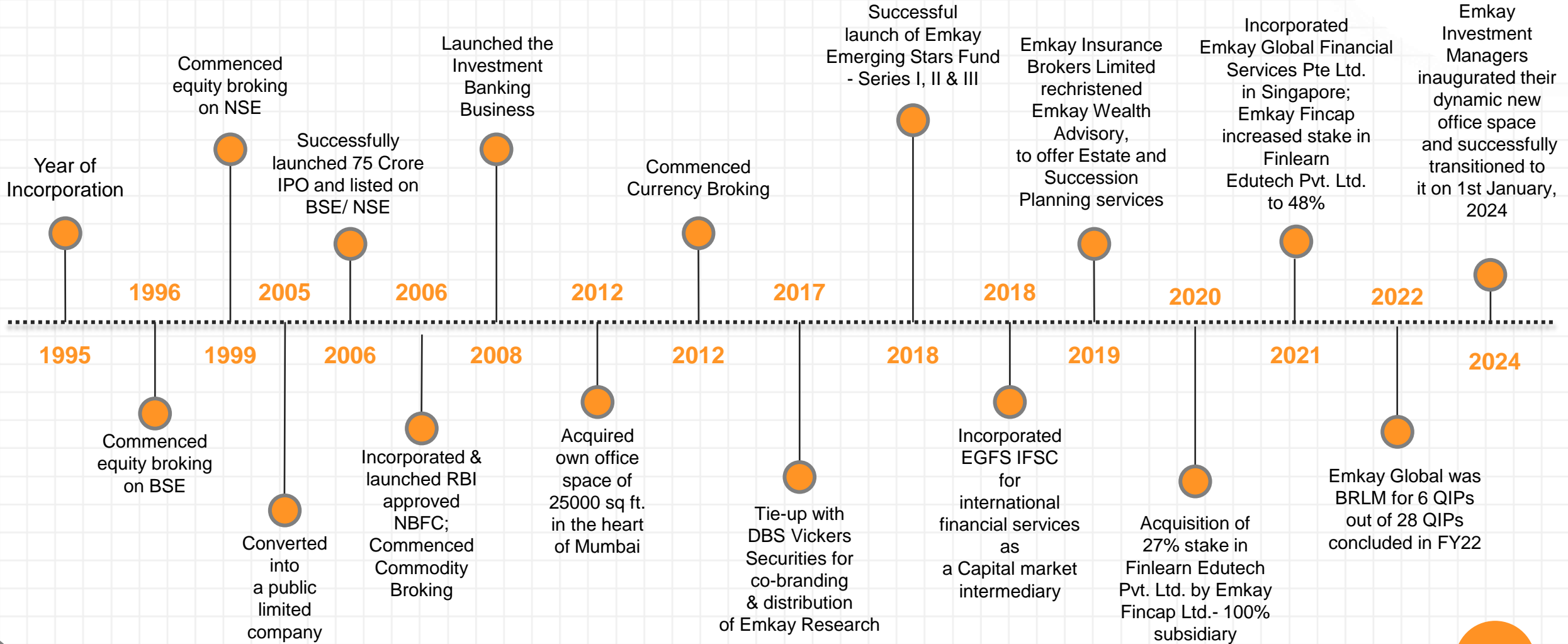
03

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

04

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

# THE JOURNEY



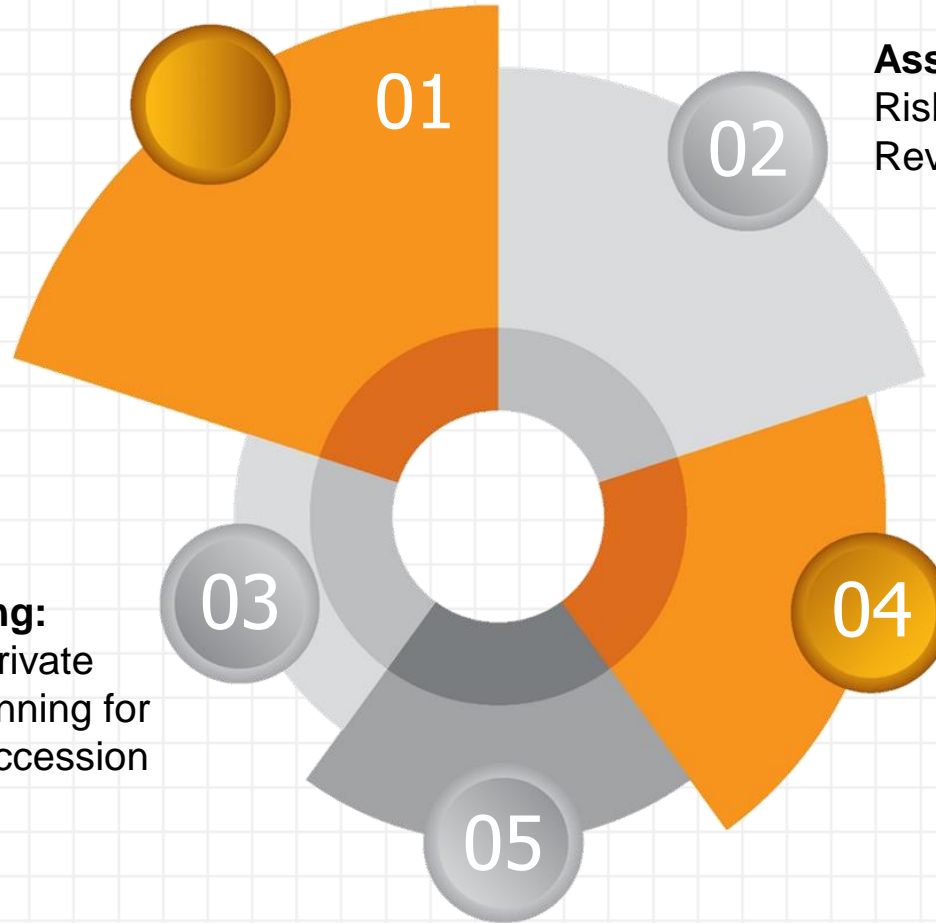
# PRODUCTS & SERVICES

## Investments:

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

## Estate & Succession Planning:

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



## Asset & Wealth Management:

Risk Profiling, Asset Allocation, Portfolio Review and Management

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

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

## Financial Education:

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

# THE BOARD

## Mr. Sushil Kumar Saboo

### Chairman

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

## Mr. Krishna Kumar Karwa

### Managing Director

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

## Mr. Prakash Kacholia

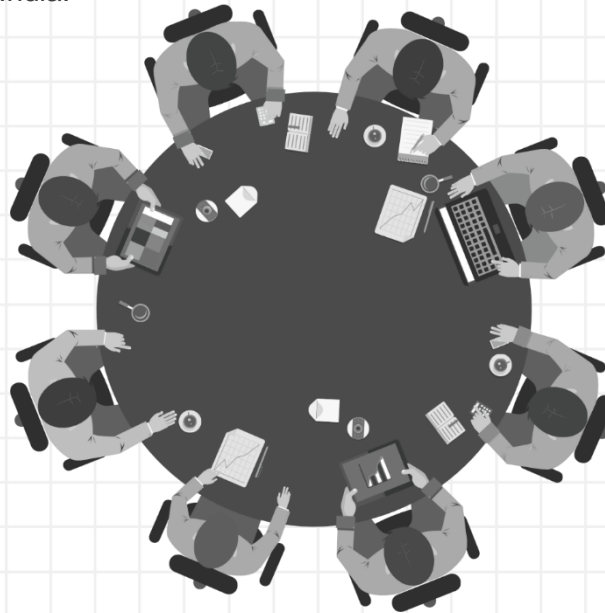
### Managing Director

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

## Mr. Girindrachandra Vasudeo

### Independent Director

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



## Mr. Ravikumar Krishnamurthi

### Independent Director

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

## Dr. Satish Ugrankar

### Independent Director

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

## Dr. Bharat Kumar Singh

### Independent Director

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

## Mrs. Hutokshi Wadia

### Independent Director

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

# SHAREHOLDING SUMMARY



**74.27%**

Promoters &  
Promoter Group

**25.73%**

General Public



# RECENT AWARDS



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



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



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



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



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

### Rankings 2021

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

# CONTACT US



**Registered Office**  
7<sup>th</sup> Floor, The Ruby,  
Senapati Bapat Marg,  
Dadar (W),  
Mumbai - 400028.



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



[www.emkayglobal.com](http://www.emkayglobal.com)