

Date: 30.07.2024

<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 Q1- FY 24-25**

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 Q1 of the financial year 2024-25.

This will also be hosted on the Company's website at [www.smcindiaonline.com](http://www.smcindiaonline.com)

This is for your information and record.

**For SMC Global Securities Limited**

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

# SMC Global Securities Ltd

Earning Presentation – Q1'FY25





# Quarter Performance Q1FY25



Q1FY25

Revenue **+44%**  
**INR 448.0 Crores** ▲

EBITDA **+59%**  
**INR 125.2 Crores** ▲

PAT **+77%**  
**INR 53.2 Crores** ▲

## Margins Profile

EBITDA	PAT
▲ <b>27.9%</b>	▲ <b>11.9%</b>
+270 Bps	+222 Bps

- **Revenue growth in all business segment**
  - Broking distribution & trading
  - Financing (NBFC)
  - Insurance Broking
- **Margins improved due to a volume increase and stable fixed costs.**



**Overview of SEBI's New Discussion papers:** SEBI has recently announced a series of measures aimed at protecting retail traders in the Futures & Options (F&O) segment. These measures are designed to create a safer trading environment by increasing lot sizes and implementing other safeguards.

## Broder Implications:

### Improved Quality of Market Participants:

- With larger lot sizes, we expect an increase in overall F&O volumes

### Shift in Trading Demographics:

- While some smaller traders may initially stay away due to higher capital requirements, this aligns with SEBI's intention to protect retail investors from high-risk trading.
- The market will attract more serious and well-capitalized traders, fostering a healthier trading environment.

## SMC Global Securities' Resilience:

### Strong Performance:

- Our strong financial results, reflected in today's earnings report, showcase our resilience and ability to adapt to changing market conditions.

### Strategic Positioning:

- SMC Global Securities is well-positioned to leverage the increased trading volumes and capitalize on the evolving market landscape.

### Commitment to Clients:

- We remain committed to providing our clients with top-notch services and insights, ensuring they are well-prepared to navigate these changes.

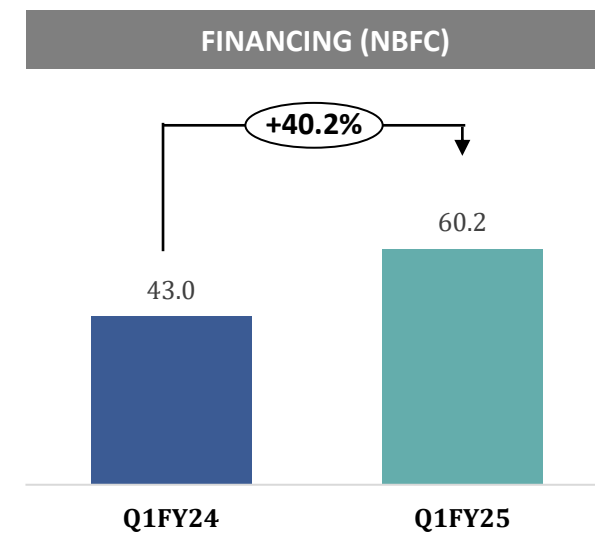
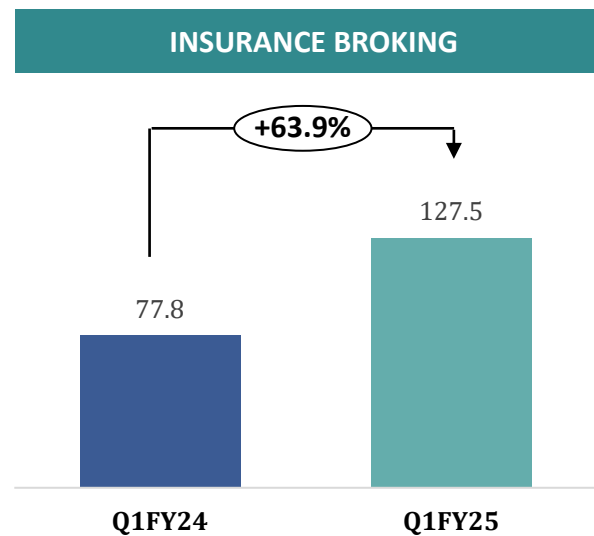
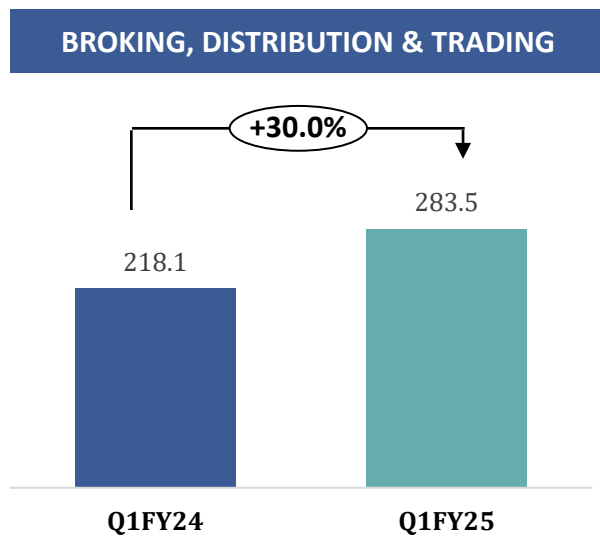
## Revenue Impact:

***The SEBI circular issued on July 1, 2024, regarding transaction charges, is estimated to impact our EBIT by approximately ₹2.2 crore per quarter and our PAT by ₹1.6 crore (net of tax). This translates to an annual impact of around ₹10 crore on EBIT, which we consider not significant.***

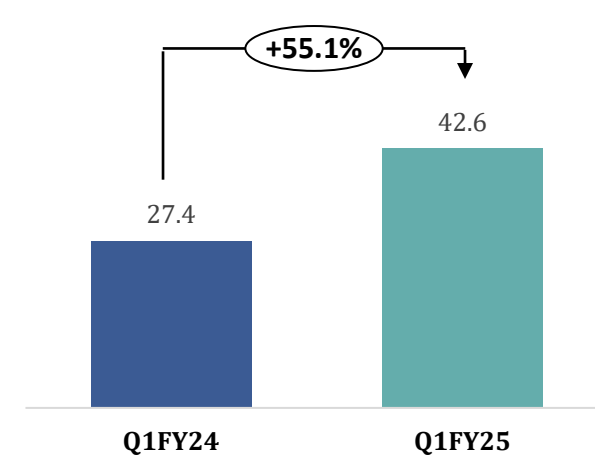
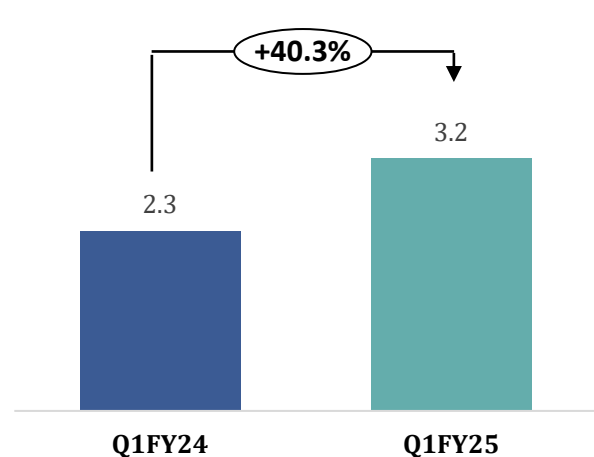
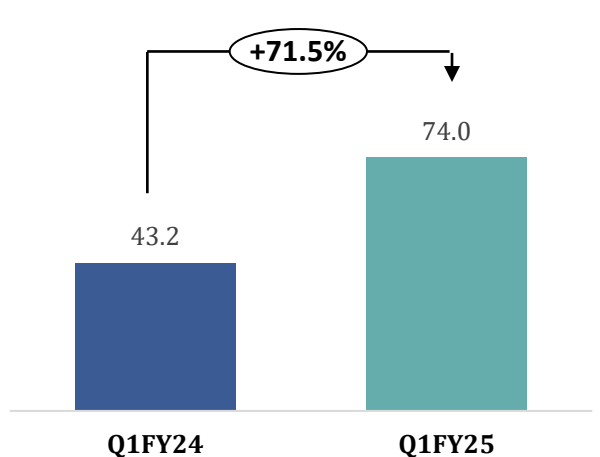
# Q1-FY25 Consolidated Segmental Performance

(Rs. Crs)

Revenue

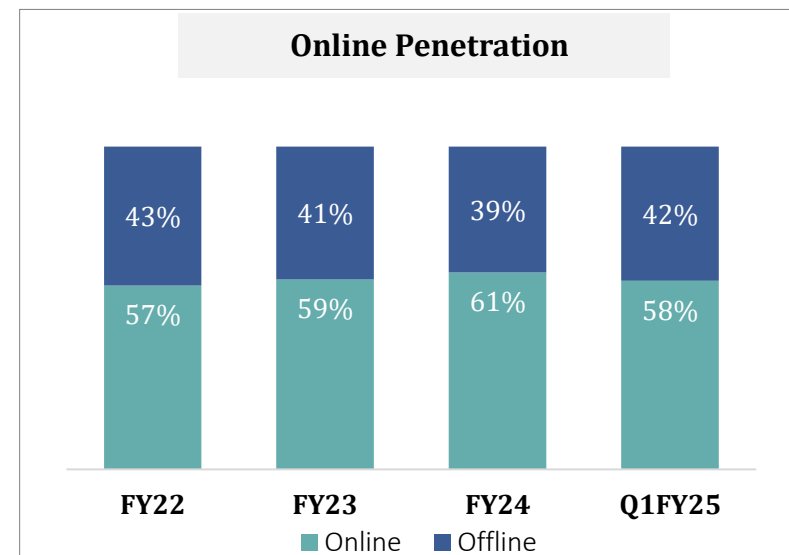
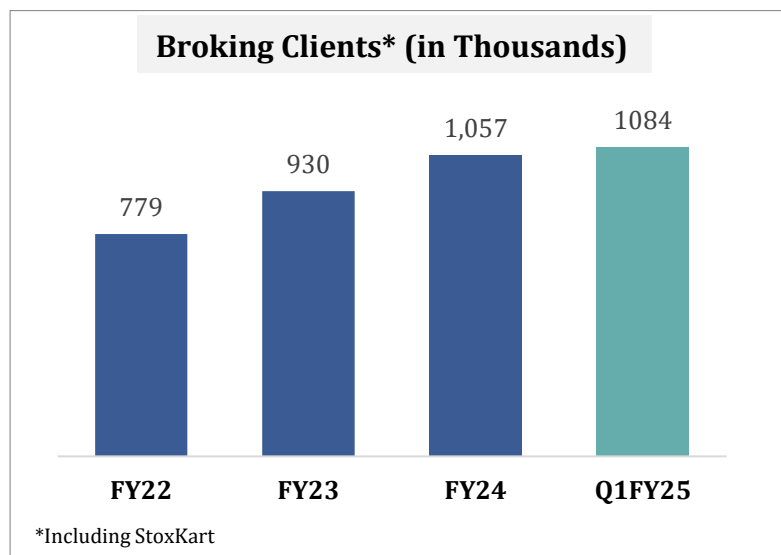
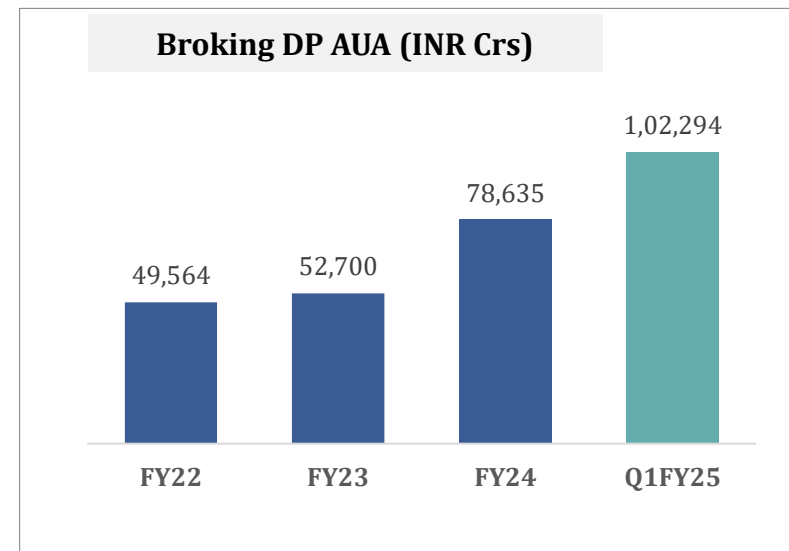
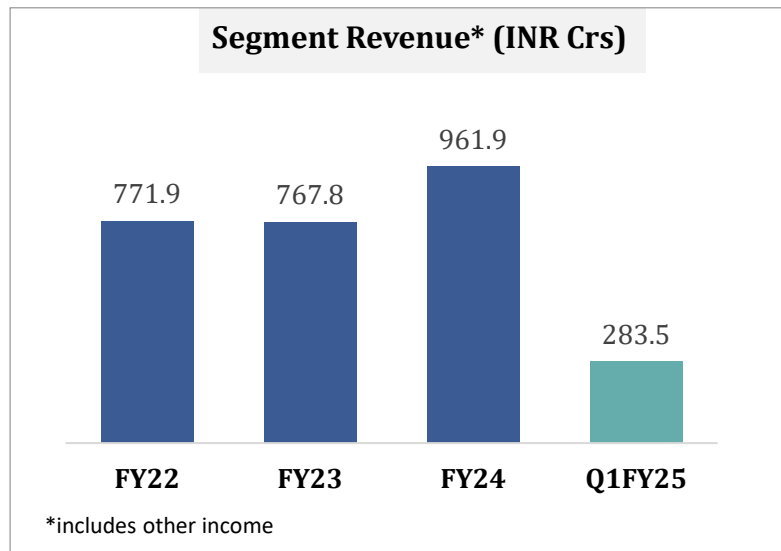
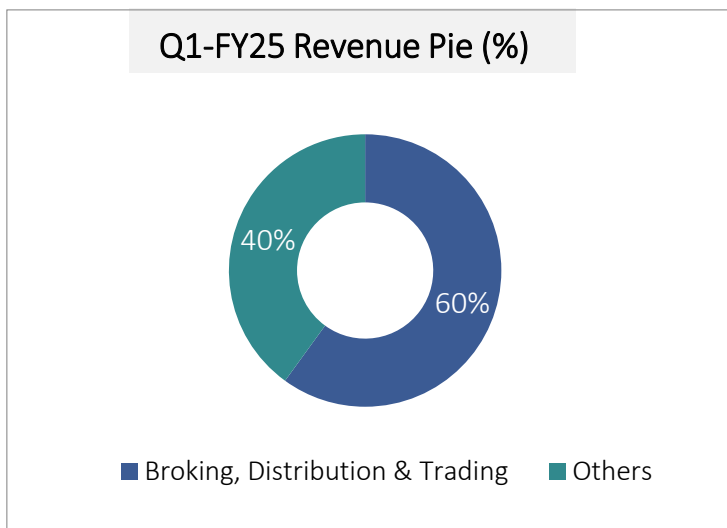


EBIT



## Key Highlights:

- Our expansive network includes 2,322 authorized persons, spanning 437 cities and 7,038 financial distributors across India.
- SMC has a strategic alliance with 7 PSU and Private Banks offering Online Trading services to their customers through its portal [www.smctradeonline.com](http://www.smctradeonline.com).
- 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).

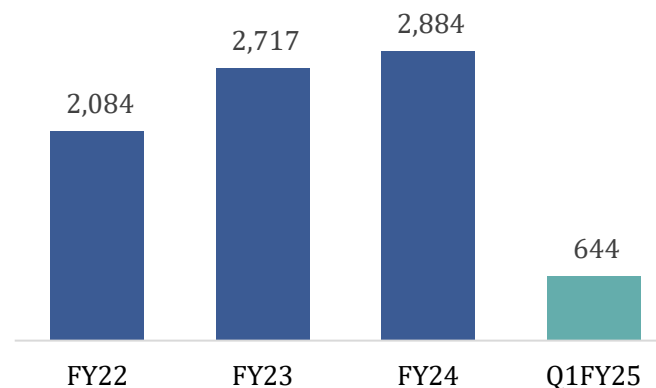




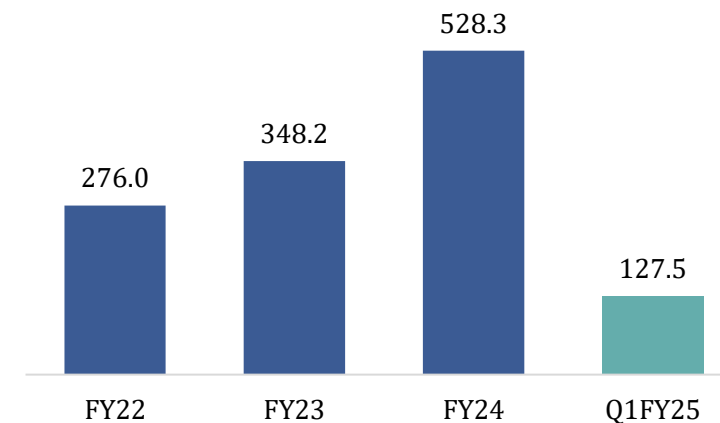
## Key Highlights:

- SMC Insurance operates through 7 branches nationwide.
- The company has a workforce of 598 employees.
- Utilizes a network of 15,634 Point of Sales (POSs).
- Engages 322 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)

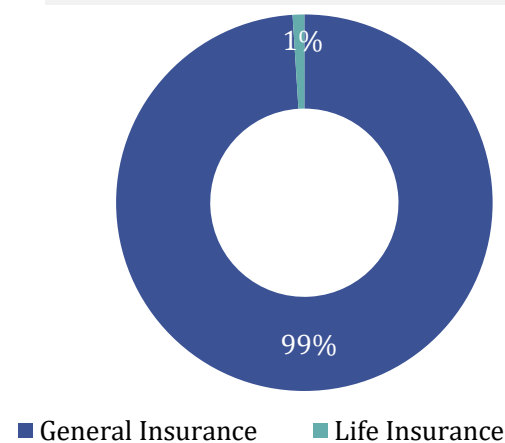


### Segment Revenue\* (INR Crs.)

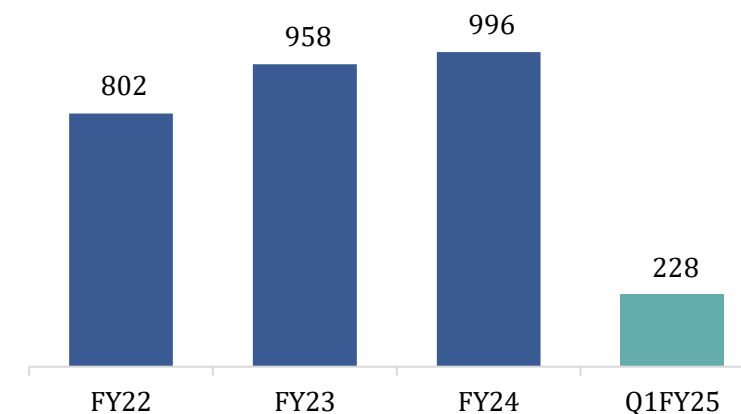


\*Revenue recognition changed from net to gross basis from FY18.

### Q1-FY25 Revenue Pie (%)



### No. of Policies (In Thousands)



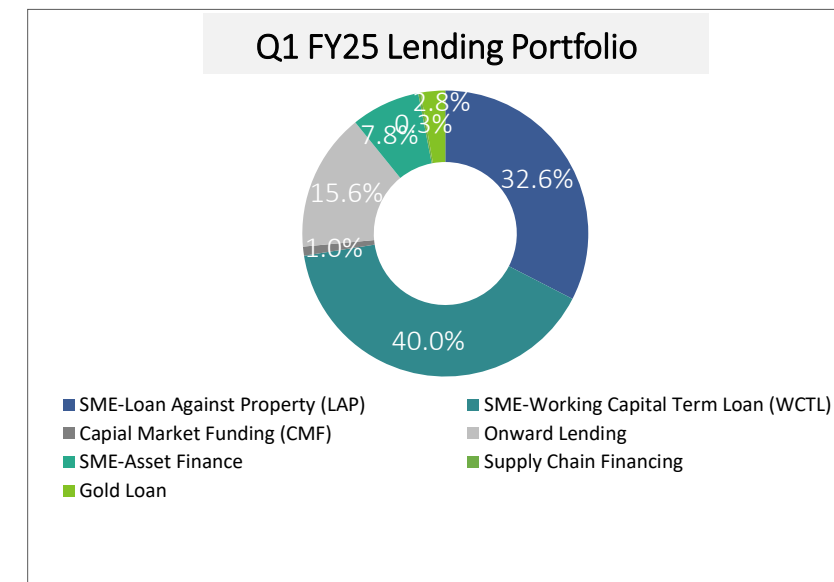
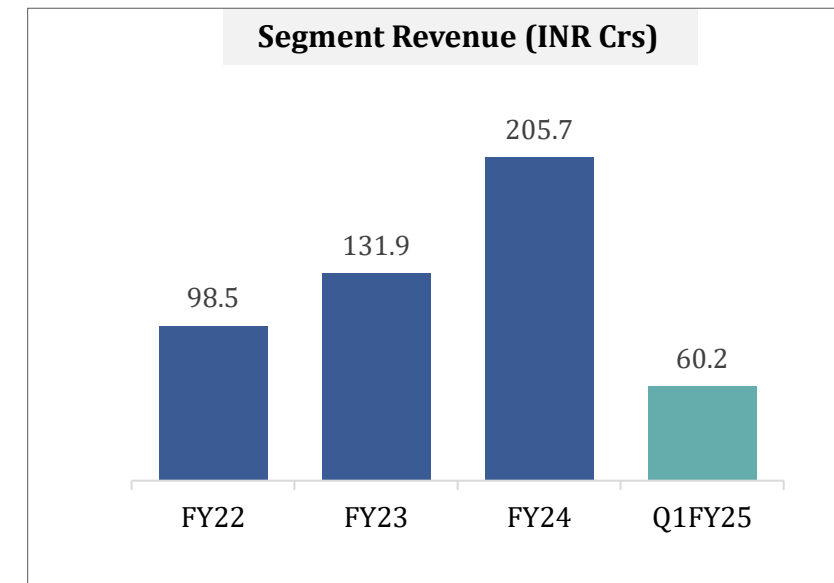




## Key Highlights:

- In the year 2008, SMC started providing financing services through its wholly owned subsidiary, Moneywise Financial Services Pvt. Ltd. (SMC Finance).
- The company is dealing in wide spectrum of financial products like SME- LAP (Loan against property), SME-Onward-lending (to NBFC/MFI), SME Equipment finance (Medical & Industrial equipment), SMEWCTL (Unsecured business loans), Gold Loans, Loan against securities and Supply Chain financing.
- The company has 28 branches covering 9 States and 20 major cities.

	Gold Loan	CMF	Supply Chain Financing	Onward Lending	SME Assets	SME LAP	SME WCTL	Total
AUM (INR Crs)	33.83	12.52	3.39	191.29	95.35	398.23	488.98	1223.60
Tenure (Months)	6 to 12	3 to 6	12 to 36	24 to 36	60 to 120	120 to 180	12 to 36	
Rate of Interest (Range) (%)	10%- 24%	11.5%-18%	18%-20%	14.5%-16.5%	11.5%-15.5%	12%-18%	14%-22%	
No. of Clients	3,018	45	3	65	47	176	2,894	6,248
% Of Landing Portfolio	2.77%	1.02%	0.28%	15.63%	7.79%	32.55%	39.96%	100.00%



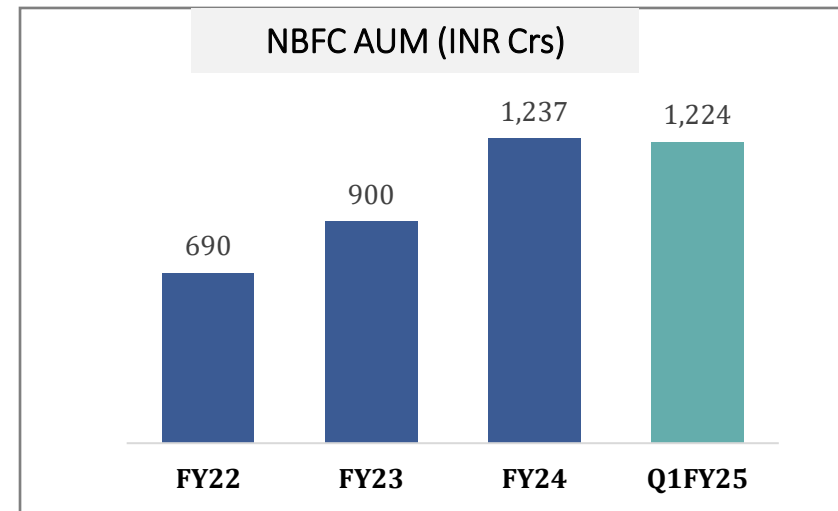
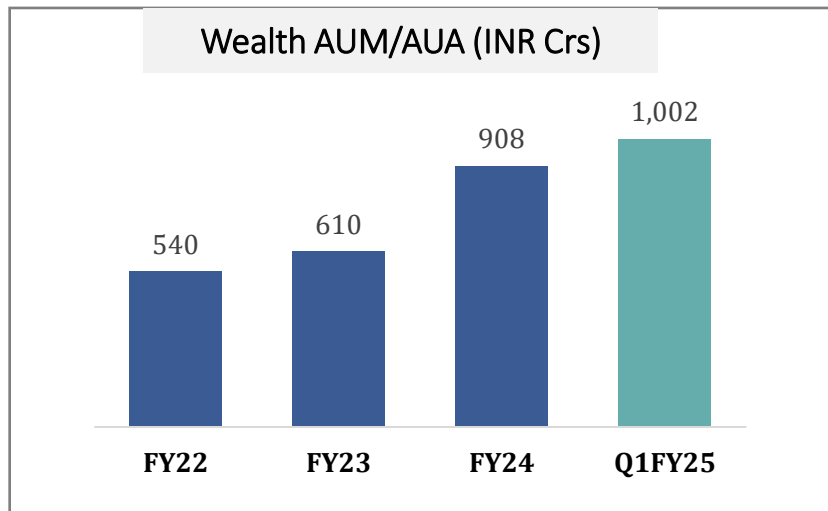
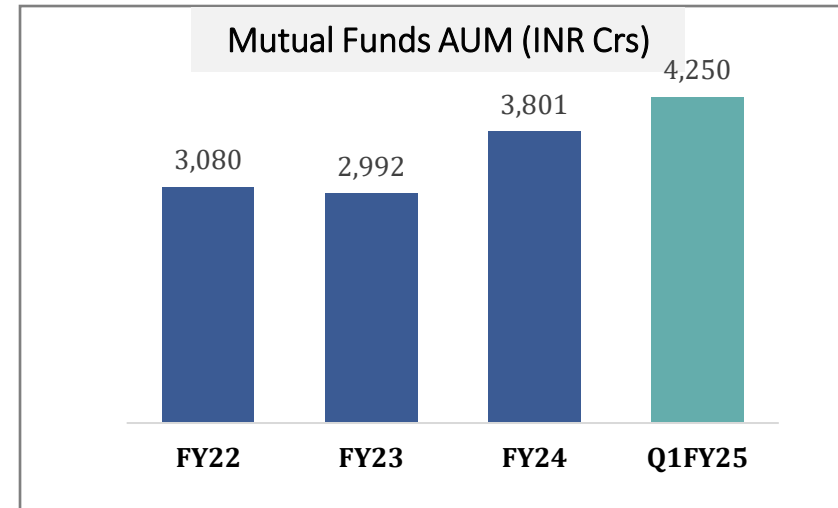
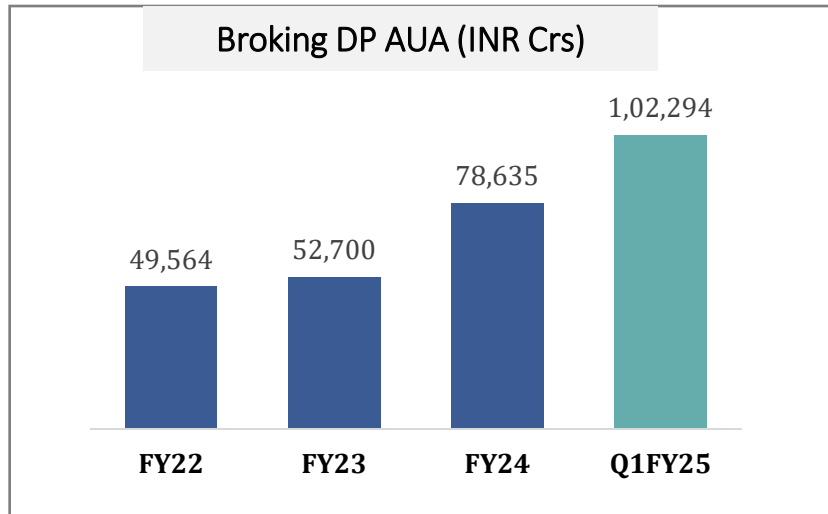


# Financial Performance

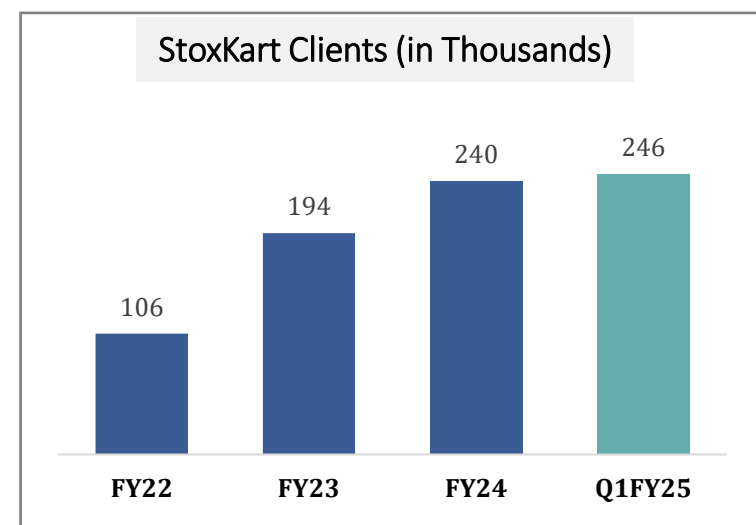
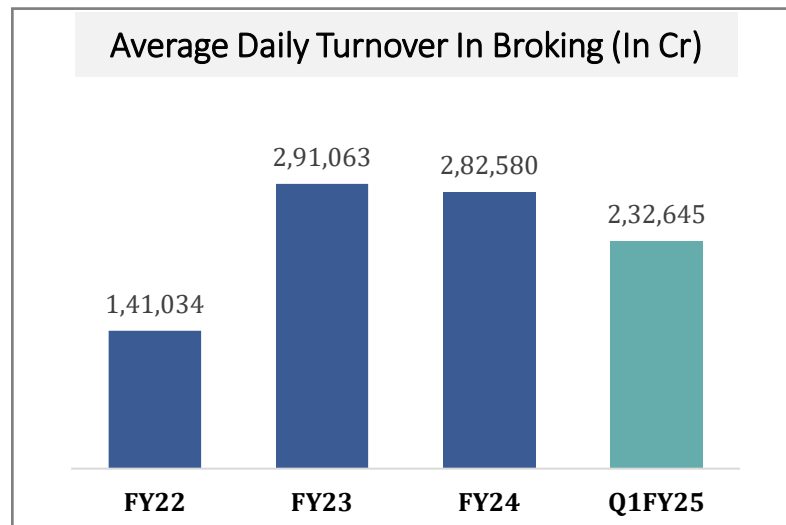
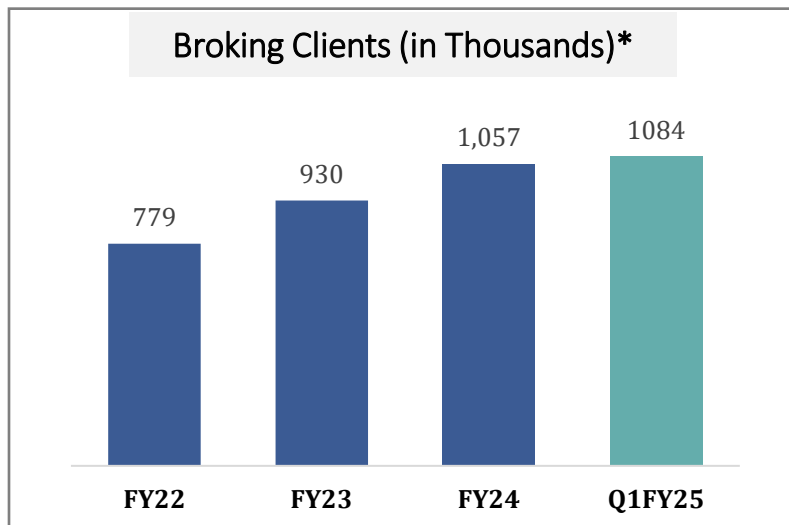


Particulars (INR Crs)	Q1-FY25	Q1-FY24	Y-o-Y	Q4-FY24	Q-o-Q
<b>Operational Income</b>	<b>448.0</b>	<b>311.5</b>	<b>43.8%</b>	<b>509.7</b>	<b>-12.1%</b>
Total Expenses	322.8	232.9		370.9	
<b>EBITDA</b>	<b>125.2</b>	<b>78.6</b>	<b>59.3%</b>	<b>138.8</b>	<b>-9.8%</b>
<b>EBITDA Margins (%)</b>	<b>27.9%</b>	<b>25.2%</b>	270 bps	<b>27.2%</b>	0.70 bps
Other Income	2.3	0.8		0.8	
Depreciation	7.7	6.5		7.7	
Interest	50.7	33.0		46.6	
Share of (loss) in joint venture	-	(0.0)		(0.0)	
<b>PBT</b>	<b>69.1</b>	<b>39.9</b>	<b>73.1%</b>	<b>85.3</b>	<b>-19.0%</b>
Tax	15.9	9.8		19.1	
<b>Profit After tax</b>	<b>53.2</b>	<b>30.1</b>	<b>76.7%</b>	<b>66.2</b>	<b>-19.6%</b>
<b>PAT Margins (%)</b>	<b>11.9%</b>	<b>9.7%</b>	<b>222 bps</b>	<b>13.0%</b>	<b>(110 Bps)</b>
Other Comprehensive Income	(0.0)	0.1		(0.3)	
<b>Total Comprehensive Income</b>	<b>53.2</b>	<b>30.2</b>		<b>65.9</b>	
Basic & Diluted EPS (INR)	5.06	2.87		6.30	

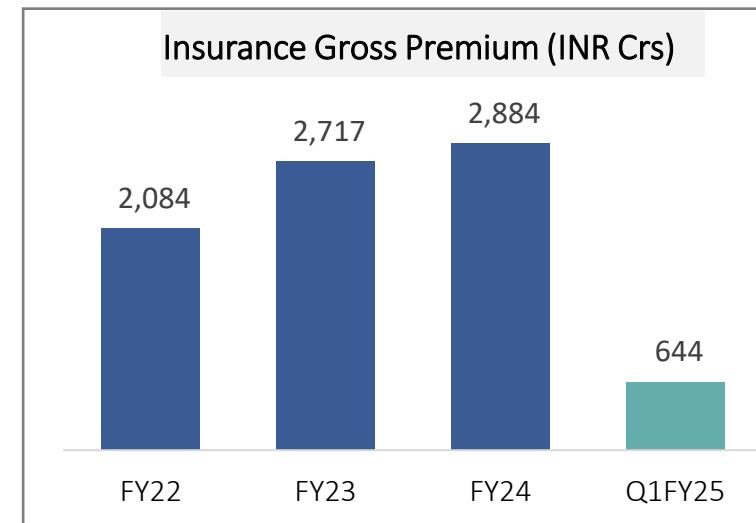
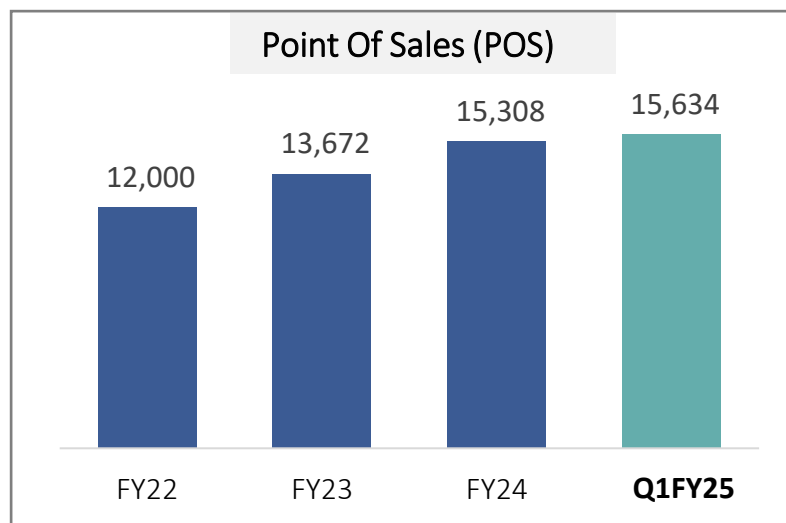
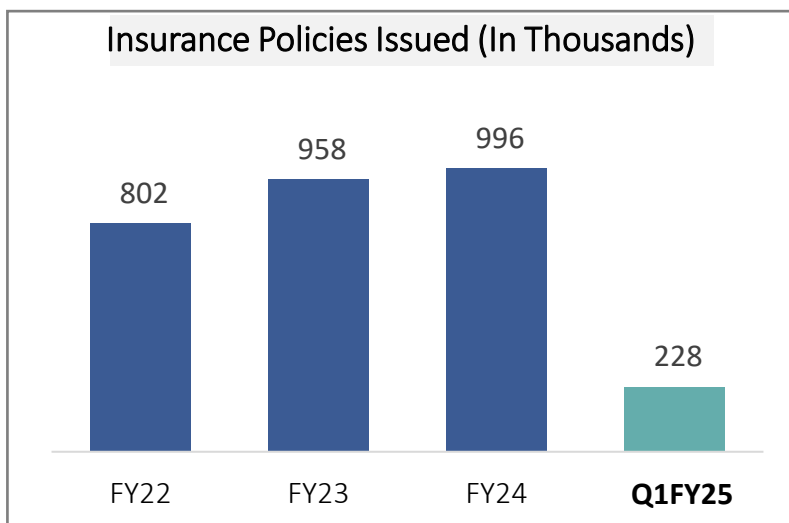
Particulars (INR Crs)	Q1-FY25	Q1-FY24	Y-o-Y	Q4-FY24	Q-o-Q
<b>Operational Income</b>	<b>247.5</b>	<b>180.7</b>	<b>37.0%</b>	<b>250.4</b>	<b>-1.2%</b>
Total Expenses	167.1	131.5		163.1	
<b>EBITDA</b>	<b>80.4</b>	<b>49.2</b>	<b>63.3%</b>	<b>87.3</b>	<b>-7.9%</b>
<b>EBITDA Margins (%)</b>	<b>32.5%</b>	<b>27.2%</b>	<b>530 bps</b>	<b>34.9%</b>	<b>(240 bps)</b>
Other Income	14.8	21.5		1.2	
Depreciation	5.8	4.9		5.5	
Interest	32.3	20.4		29.9	
<b>PBT</b>	<b>57.0</b>	<b>45.5</b>	<b>25.1%</b>	<b>53.1</b>	<b>7.3%</b>
Tax	10.8	6.4		13.8	
<b>Profit After tax</b>	<b>46.1</b>	<b>39.2</b>	<b>17.8%</b>	<b>39.3</b>	<b>17.3%</b>
<b>PAT Margins (%)</b>	<b>18.6%</b>	<b>21.7%</b>	<b>(310 bps)</b>	<b>15.7%</b>	<b>290 bps</b>
Other Comprehensive Income	0.0	-0.1		0.1	
<b>Total Comprehensive Income</b>	<b>46.1</b>	<b>39.1</b>		<b>39.4</b>	
Basic & Diluted EPS (INR)	4.41	3.74		3.76	



## Broking



## Insurance

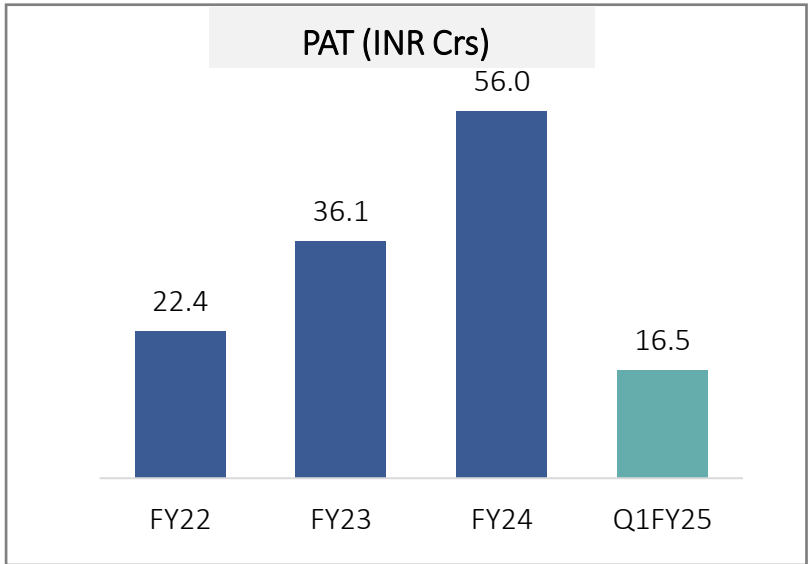
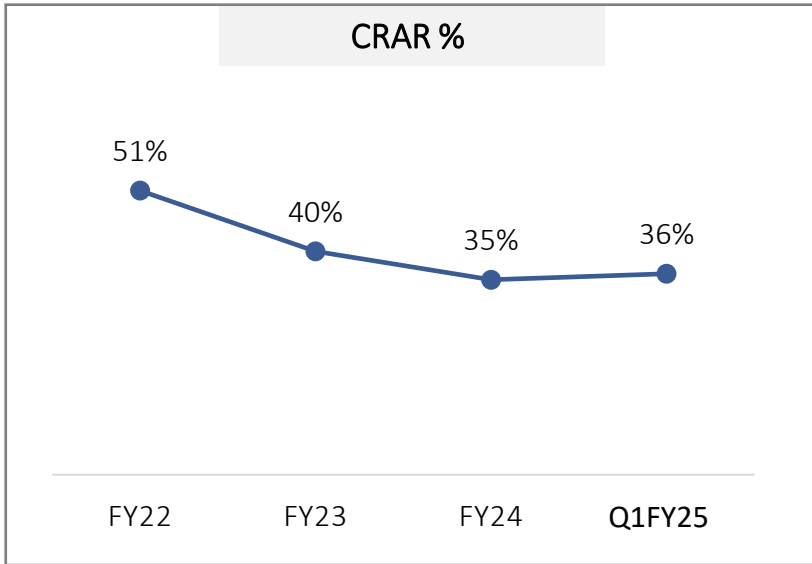
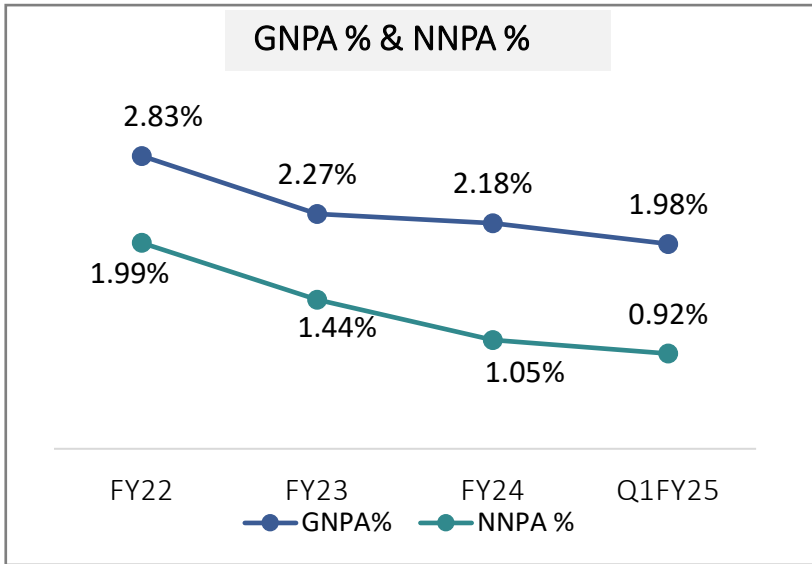
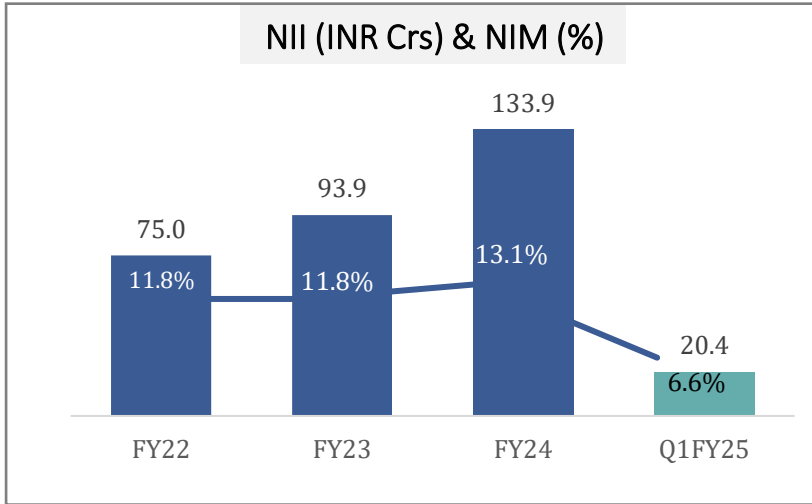
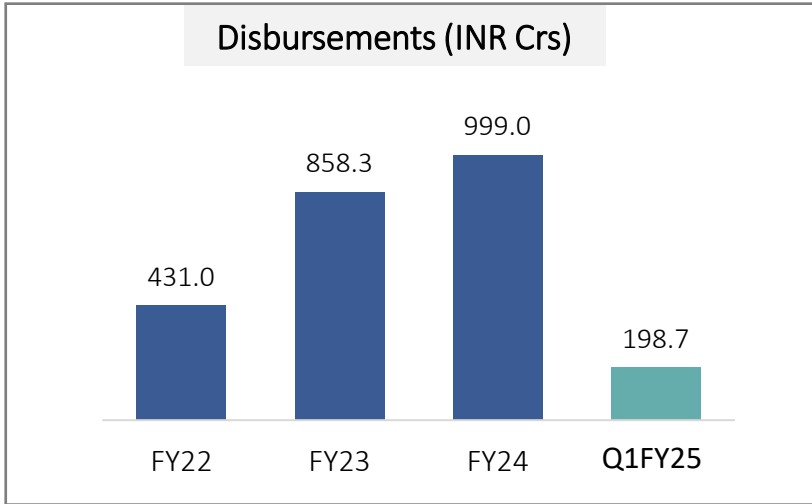
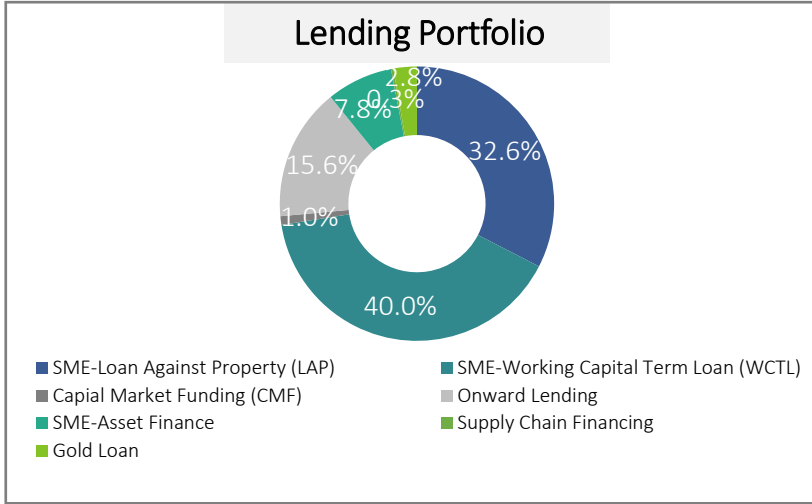


<b>AUM*</b> INR 1,224 Crs	<b>Total Income</b> INR 60.2 Crs	<b>Net Worth</b> INR 451 Crs
<b>NNPA %</b> 0.92%	<b>ROTA %</b> 5.01%	<b>OPEX to AUM</b> 4.48%
<b>Cumulative Loans Disbursed</b> INR 3,200 Crs+	<b>Total Borrowings/ Leverage Ratio</b> INR 801.4 Crs / 1.78x	<b>Cost of Borrowing % / Spread</b> 9.98% / 3.85%
<b>Credit Cost-ANR / PCR**</b> 1.07% / 54.2%	<b>Secured Loans %</b> 61.28%	<b>Collection Efficiency</b> 98%
<b>122 Channel Partners</b> 28 Branches	<b>Employees</b> 428	<b>Number of lenders</b> 28



\* Includes off books AUM

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







# SMC Global Securities



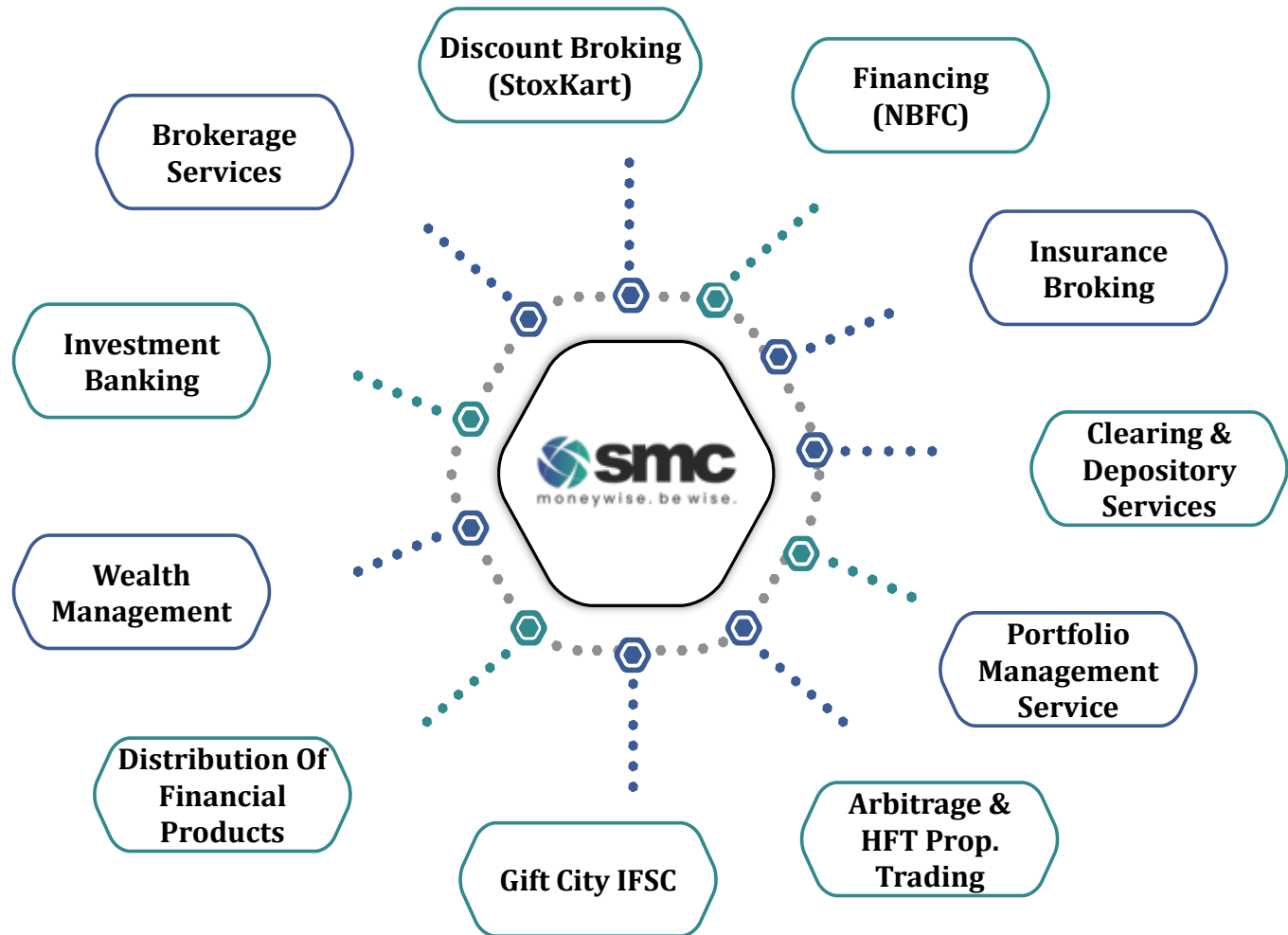
<b>5 Year PAT CAGR</b> <b>20.28%</b>	<b>5 Year Revenue CAGR</b> <b>16.83%</b>	<b>Consolidated Net worth</b> <b>INR 1,136 Crs</b>
<b>NBFC AUM</b> <b>INR 1,224 Crs</b>	<b>Debt/Equity</b> <b>1.29x</b>	<b>Branches Across India</b> <b>188</b> Including 1 in Dubai
<b>Cities Covered</b> <b>437</b>	<b>Employees</b> <b>4,256</b>	<b>Authorised Persons</b> <b>2,322</b>
<b>Network of Financial Distributors</b> <b>7,038</b>	<b>Client Demat A/Cs</b> <b>10,61,111</b>	<b>Clearing &amp; Settlement trading members</b> <b>336</b>
<b>Cumulative AUM/AUA under Mutual Funds</b> <b>INR 4,250 Crs</b>	<b>Running SIPs</b> <b>75,751</b>	<b>Insurance Policies sold in Q1 FY25</b> <b>2,28,222</b>
<b>Ratings:</b> <b>Short Term- ICRA A1+</b> <b>Long Term- ICRA A (STABLE)</b> <b>CRISIL A (STABLE)</b>		<b>Insurance Premium in Q1 FY25</b> <b>INR 644 Crs</b>



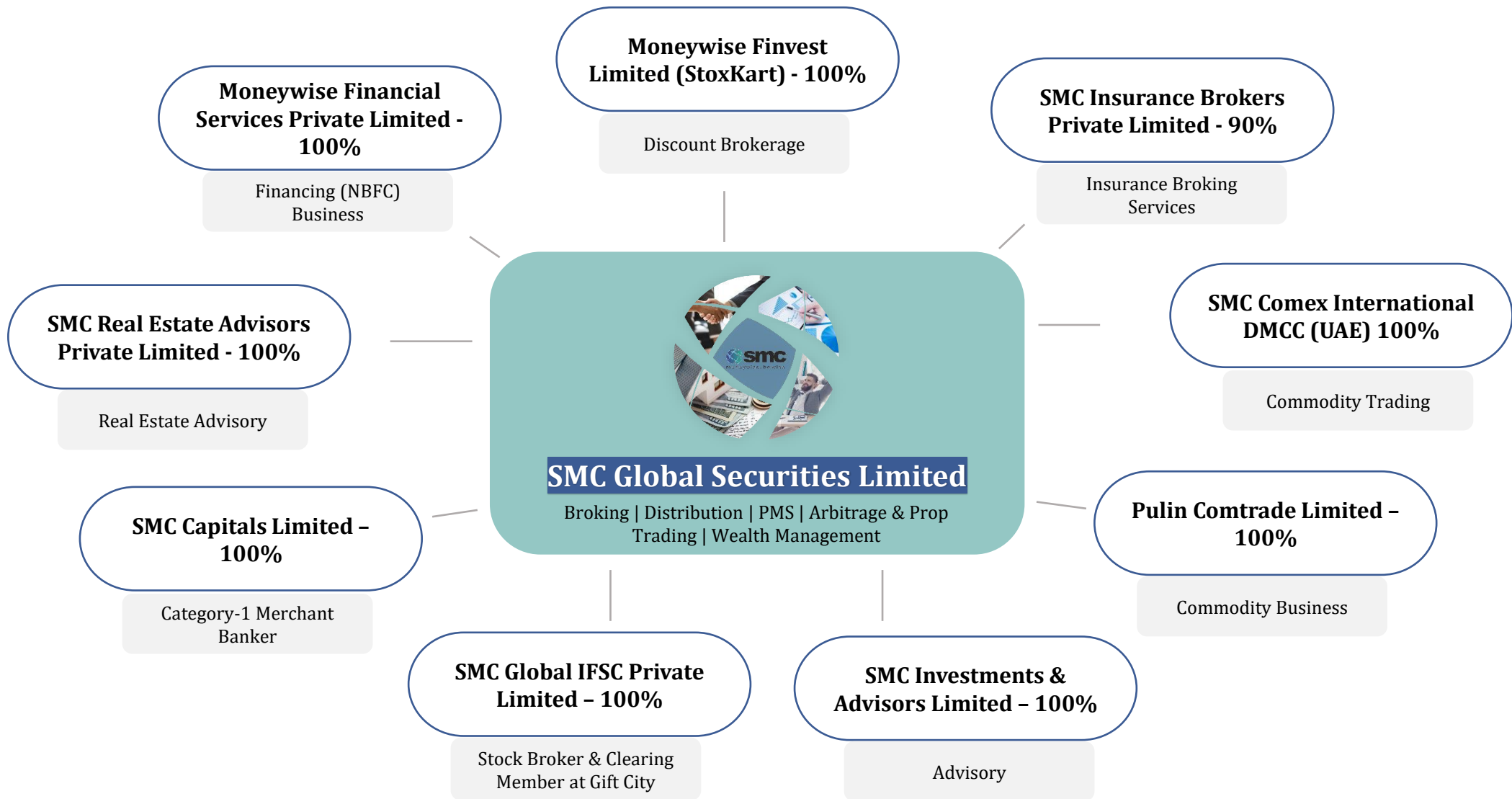
# SMC Group

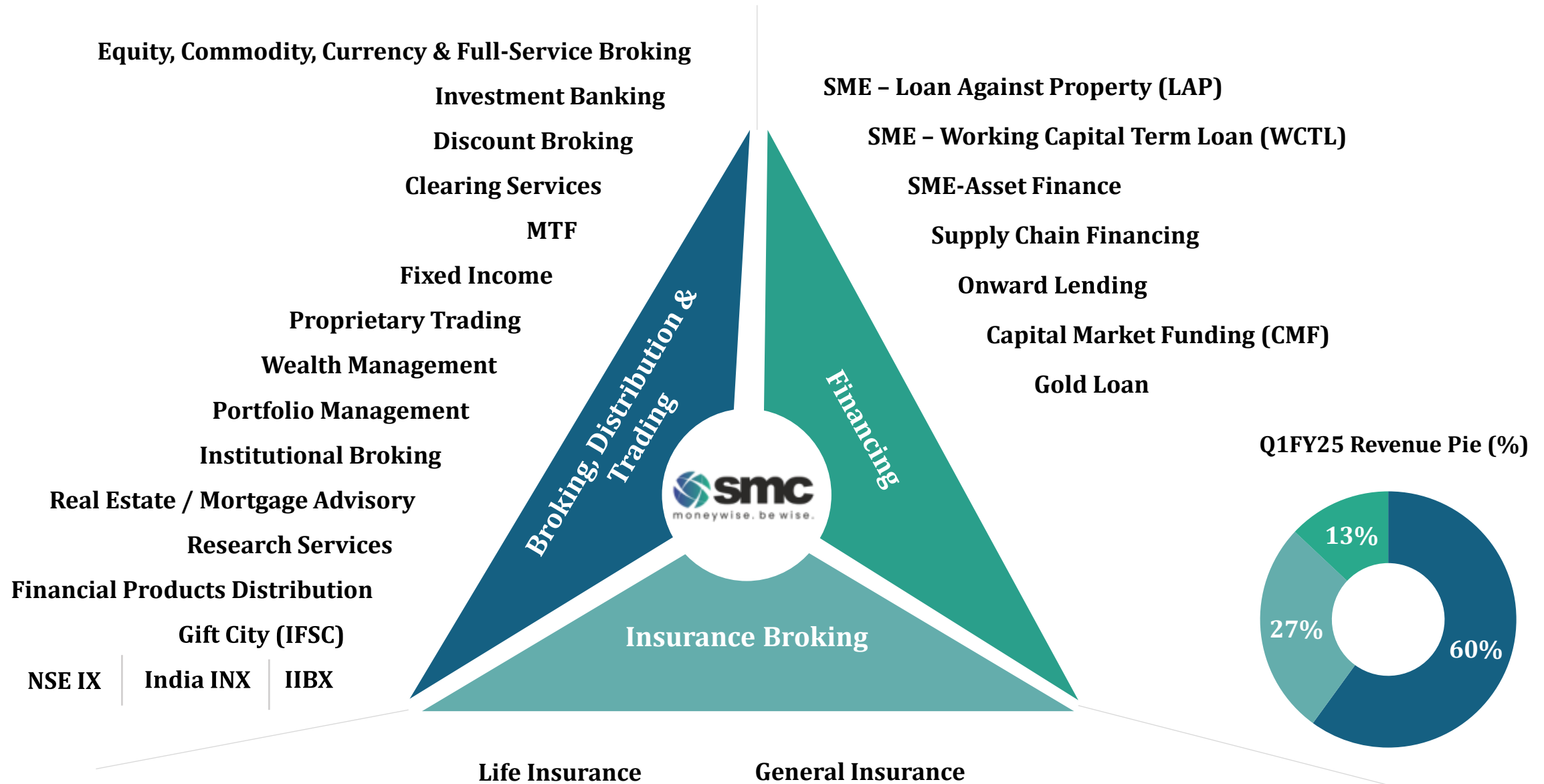


- **Founded in 1994** by Mr. Subhash C. Aggarwal and Mr. Mahesh C. Gupta, initially focusing on **traditional broking services**.
- **Strategic Shift:** Transformed from traditional broking to a **diversified financial services powerhouse**.
- **Technological Integration:** Launched various **innovative 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



**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.



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



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



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



**Mr. Pranay Agarwal**  
Director & CEO -  
Moneywise Finvest Ltd.  
(StoxKart)  
Director - Moneywise  
Financial Services Pvt.  
Ltd.



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



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

## 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 2,322 Authorized persons, spanning 437 cities and 7,038 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



# Historical Financial Performance







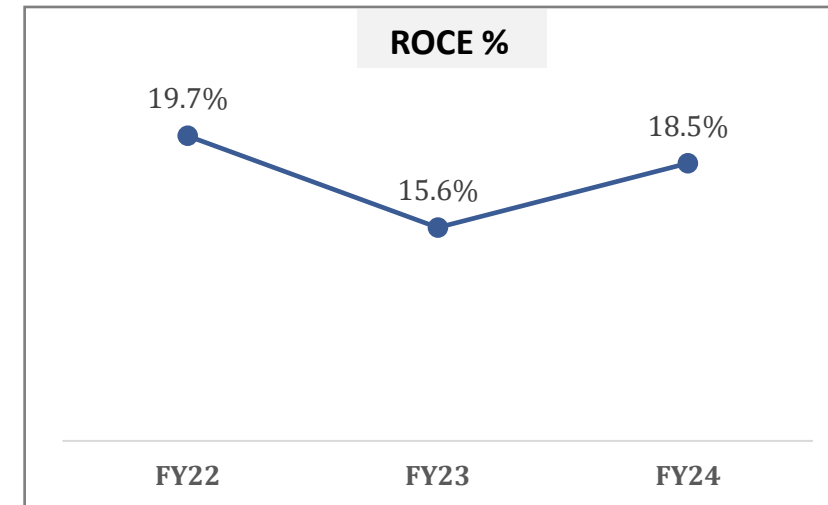
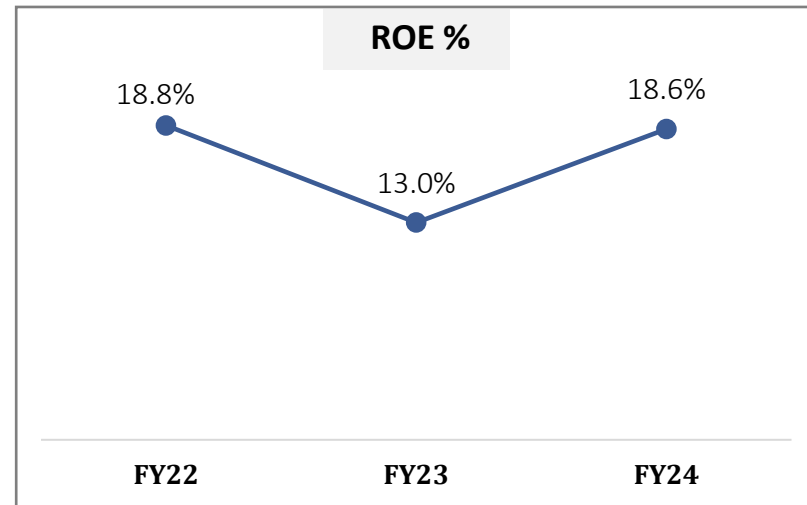
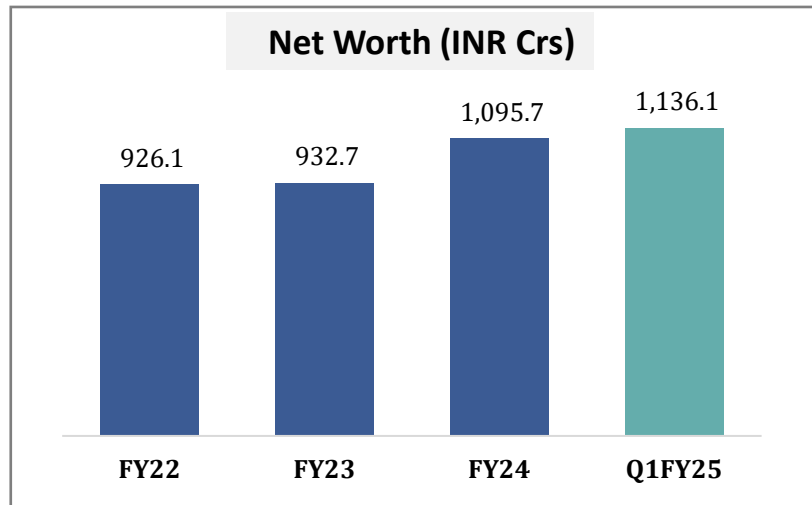
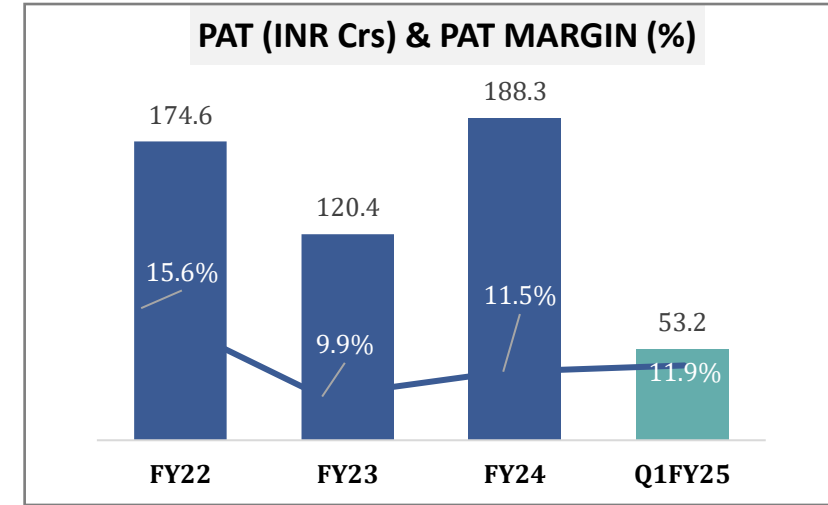
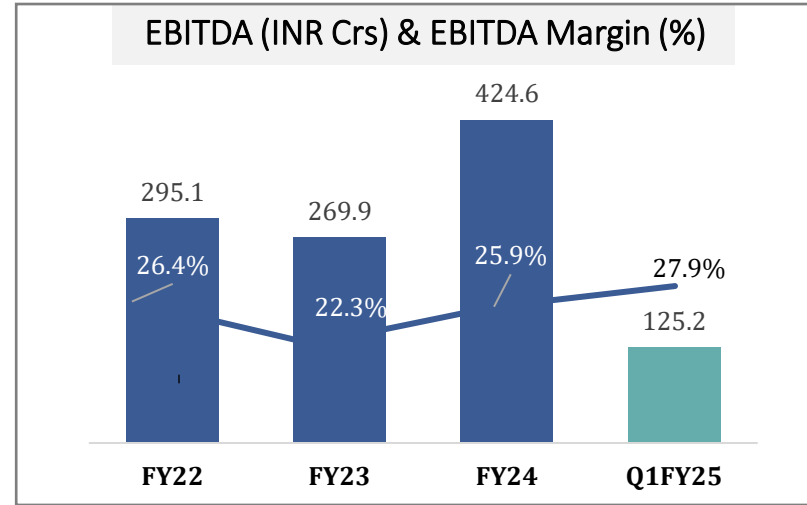
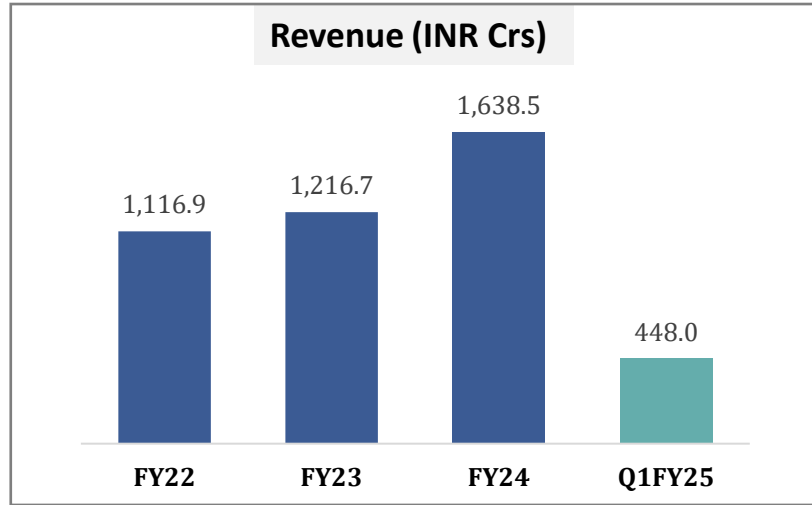
# Historical Consolidated Income Statement

Particulars (INR Crs)	FY22	FY23	FY24	Q1-FY25
<b>Operational Income</b>	<b>1,116.9</b>	<b>1,211.6</b>	<b>1,638.5</b>	<b>448.0</b>
Total Expenses	821.8	941.7	1,213.9	322.8
<b>EBITDA</b>	<b>295.1</b>	<b>269.9</b>	<b>424.6</b>	<b>125.2</b>
<b>EBITDA Margins (%)</b>	<b>26.4%</b>	<b>22.3%</b>	<b>25.9%</b>	<b>27.9%</b>
Other Income	3.9	4.1	6.5	2.3
Depreciation	20.1	22.7	32.1	7.7
Interest	57.5	89.3	154.6	50.7
Profit (Loss) from Joint Venture	0.0	0.0	0.0	-
<b>PBT</b>	<b>221.4</b>	<b>162.0</b>	<b>244.5</b>	<b>69.1</b>
Tax	46.8	41.6	56.2	15.9
<b>Profit After tax</b>	<b>174.6</b>	<b>120.4</b>	<b>188.3</b>	<b>53.2</b>
<b>PAT Margins (%)</b>	<b>15.6%</b>	<b>9.9%</b>	<b>11.5%</b>	<b>11.9%</b>
Other Comprehensive Income	1.6	5.0	0.8	(0.0)
<b>Total Comprehensive Income</b>	<b>176.2</b>	<b>125.4</b>	<b>189.1</b>	<b>53.2</b>
Basic & Diluted EPS (INR)	15.43	11.25	17.89	5.06



# Historical Standalone Income Statement

Particulars (INR Crs)	FY22	FY23	FY24	Q1-FY25
<b>Operational Income</b>	<b>669.9</b>	<b>679.2</b>	<b>853.1</b>	<b>247.5</b>
Total Expenses	450.3	497.0	585.0	167.1
<b>EBITDA</b>	<b>219.6</b>	<b>182.1</b>	<b>268.2</b>	<b>80.4</b>
<b>EBITDA Margins (%)</b>	<b>32.8%</b>	<b>26.8%</b>	<b>31.4%</b>	<b>32.5%</b>
Other Income	14.2	13.7	30.7	14.8
Depreciation	14.4	17.0	24.1	5.8
Interest	37.2	58.8	94.8	32.3
<b>PBT</b>	<b>182.2</b>	<b>119.9</b>	<b>179.9</b>	<b>57.0</b>
Tax	37.6	26.5	38.9	10.8
<b>Profit After tax</b>	<b>144.6</b>	<b>93.4</b>	<b>141.02</b>	<b>46.1</b>
<b>PAT Margins (%)</b>	<b>21.6%</b>	<b>13.7%</b>	<b>16.5%</b>	<b>18.6%</b>
Other Comprehensive Income	-0.2	-0.3	-0.1	0.0
<b>Total Comprehensive Income</b>	<b>144.4</b>	<b>93.1</b>	<b>140.9</b>	<b>46.1</b>
Basic & Diluted EPS (INR)	12.78	8.72	13.47	4.41



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# Thank You

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