

Systematix Group

Corporate Presentation

Q3FY25/9MFY25



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Q3FY25 / 9MFY25 updates

Updates for Q3FY25 / 9MFY25

Systematix Corporate Services reports a robust Q3 FY25 with Revenues of **Rs 43.82 crs**, a decrease of 8.74% YoY with PBT and PAT of **Rs 24.18 cr** and **Rs 18.58 cr** respectively

We remain a **'Partner of Choice'**
for mid-market companies



Q3FY25/9MFY25 Highlights

Investment Banking and ECM businesses

Achieved closure of 1 Private Equity (PE), 1 Block Deals (Promoter), 1 Preferential Issue (QIP) transaction and 2 Pre-IPO transactions.

Institutional Equities

Over 251 companies under coverage, we recorded an overall cash market share of 0.53% at end of Q3

Wealth Management

More than 1750 clients with an AUM of Rs 875+ crs. Systematix PMS continues to excel, and has recorded returns of ~21.89% between 1st April 2024 to 31st December 2024, outperforming Index by 13.26% – one of the best performances in the PMS / AIF industry

Result Snapshot – Q3FY25/9MFY25

Statement of the consolidated unaudited financial results for the quarter and Nine month ended 31st December, 2024

(Rs. In Lakhs)

Sr. No.	Particulars	Consolidated					
		3 months ended			9 months ended		12 months ended
		31-12-2024 (Unaudited)	30-09-2024 (Unaudited)	31-12-2023 (Unaudited)	31-12-2024 (Unaudited)	31-12-2023 (Unaudited)	31-03-2024 (Audited)
1	Total Income from Operations	4,382.46	3,667.32	4,802.40	10,977.30	8,426.36	13,708.88
2	Net Profit/(Loss) for the period (before Tax & Exceptional items)	2,417.96	2,699.53	3,077.76	5,354.25	3,879.79	6,772.69
3	Net Profit/(Loss) for the period before Tax (After Exceptional items)	2,417.96	2,699.53	3,077.76	5,354.25	3,879.79	6,772.69
4	Net Profit/(Loss) for the period after Tax (After Exceptional items)	1,857.88	2,214.18	2,393.13	4,246.28	3,015.43	5,334.63
5	Total Comprehensive Income for the period (Compromising profit/(Loss) for the period (After Tax) and Other Comprehensive Income (After Tax))	1,857.88	2,214.17	2,393.13	4,246.27	3,009.47	5,321.27
6	Equity Share Capital	1,365.38	1,298.03	1,298.03	1,298.03	1,298.03	1,298.03
7	Earning Per Share (of Rs. 10/- each) (not annualised)						
	(a) Basic	1.40	1.71	1.84	3.24	2.32	4.11
	(b) Diluted	1.40	1.71	1.84	3.24	2.32	4.11

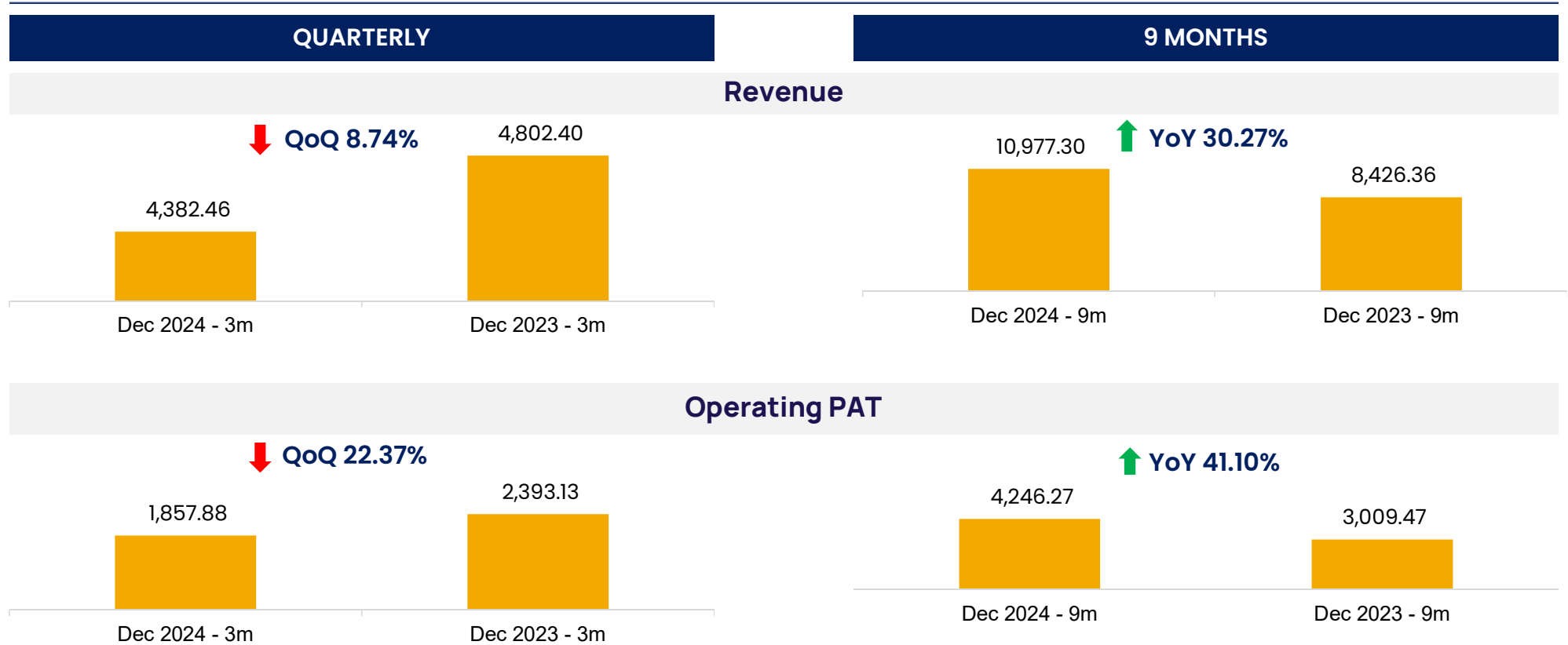
Statement of the Standalone unaudited financial results for the quarter and Nine month ended 31st December, 2024

(Rs. In Lakhs)

Sr. No.	Particulars	Standalone					
		3 months ended			9 months ended		12 months ended
		31-12-2024 (Unaudited)	30-09-2024 (Unaudited)	31-12-2023 (Unaudited)	31-12-2024 (Unaudited)	31-12-2023 (Unaudited)	31-03-2024 (Audited)
1	Total Income from Operations	2,443.10	1,797.33	1,328.30	5,246.65	1,933.00	5,574.90
2	Net Profit/(Loss) for the period (before Tax & Exceptional items)	1,754.40	1,190.78	616.56	2,925.91	369.34	2,960.67
3	Net Profit/(Loss) for the period before Tax (After Exceptional items)	1,754.40	1,190.78	616.56	2,925.91	369.34	2,960.67
4	Net Profit/(Loss) for the period after Tax (After Exceptional items)	1,290.70	877.84	557.46	2,158.37	255.70	2,192.18
5	Total Comprehensive Income for the period (Compromising profit/(Loss) for the period (After Tax) and Other Comprehensive Income (After Tax))	1,290.70	877.84	557.46	2,158.37	255.70	2,188.86
6	Equity Share Capital	1,365.38	1,298.03	1,298.03	1,298.03	1,298.03	1,298.03
7	Earning Per Share (of Rs. 10/- each) (not annualised)						
	(a) Basic	0.97	0.68	0.43	1.65	0.20	1.69
	(b) Diluted	0.97	0.68	0.43	1.65	0.20	1.69

Result Snapshot – Q3FY25/9MFY25 Chart on Consolidated Basis (2/2)

Financials Performance (Consolidated)





02

Executive Summary

Overview of Systematix Group

Systematix Group is a 40 years old, a leading financial services firm founded in 1985 by Mr. Chandra Prakash Khandelwal. We are a team of more than 300+ members.

01



An array of services

We offer robust products across **Investment Banking, Merchant Banking, Broking, Wealth Management, Portfolio Management Services (PMS), E-Broking and Depository Services.**

03



A wide-ranging clientele

More than 40,000 registered clients – FII, DII, Insurance Companies, Bank Treasuries, Corporate Treasuries, Promoters, Ultra HNIs, HNIs and Retail investors.

02



Leading presence across markets

Equity, Derivative, PMS, Commodity, Currency Derivative, IPO, Mutual Fund and Debt Product (Primary) markets.

04



Pan India presence

Wide network spread **across more than 100 cities in India's** key locations of Mumbai, Delhi, Lucknow, Jaipur, Indore, and Ujjain.

Mission & Vision Statement



Our Vision



To be amongst the most admired financial institutions in India with a reputation built on strong ethics and trust



Our Mission



To enhance the economic value of our client's business by providing integrated financial & investment products and services

Group Strengths



01

Extensive **Industry** Experience



03

End-to-End **Solutions** Under Single Umbrella



05

Wide Network of **Corporate Relationships**



02

Comprehensive **Product Offerings**



04

Experienced Management & Team



06

Access to a Large Pool of **Global Relationships**

Client Solutions across Holistic Ecosystem





03

Management Team

Senior Leadership



Mr. Nikhil Khandelwal
(Managing Director)

- Nikhil is MD of Systematix Group with over 18 years of experience in Investment Banking, Equity Capital Markets and Wealth Management.
- Under his leadership and strong relationships with leading Indian Corporates and Institutional Investors, Systematix Group has emerged as one of the fastest growing player in Investment Banking and Institutional Equities.
- Responsible for Systematix's expansion and transforming the group into a diversified financial services player.
- Holds an MBA from the ISB, Hyderabad & NYU Stern and BE from Manipal Institute of Technology



Mr. Sunil Sarda
(Managing Director)

- Sunil brings more than 30 years of experience at various levels in the financial services industry
- Currently oversees the Brokerage (Stocks, Commodities & Currency), PCG, Retail, Operations and NBFC business within Systematix
- Previously, Executive Director with Anand Rathi Securities and Manager-Finance with Indian Rayon and Industries Ltd., part of the Aditya Birla Group



Mr. Kiran Vaidya
(Director - Advisory)

- Kiran has over 35 years of experience in various industries in the fields of Finance, accounts, costing, budgeting, project finance, working capital management, equity raising through IPO, QIP and private equity, mergers and acquisition, general overall business Management and strategic planning
- He has worked with Religare Capital Market as Managing Director, COO of SRL Diagnostics Ltd., JBF Industries Ltd. as Group President and CFO

Key Management Personnel



Mr. Amit Kumar
(Director - IB)



Mr. Anil Bhagchandani
(CFO)



Mr. Ankit Gor
(Director - IB)



Mr. Ankur Rajoria
(Director - IB)



Mr. Dhananjay Sinha
(Co Head of Equities
& Head of Research)



Mr. Himanshu Nayyar
(Director - IB)



Mr. Jigar Kamdar
(Director - IB)



Mr. Rajeev Bajaj
(President - Wealth)



Mr. Ronak Sarda
(Director - IB)



Mr. Vipul Sanghvi
(Co Head of Equities &
Head of Sales)

04

Business Verticals

1 Investment Banking: Service Offerings

We offer full spectrum of Investment Advisory Services

Fund Raising

- Private Equity
- Venture Capital
- Family offices / HNI
- Pre-IPO

Mergers & Acquisitions

- Strategic buyout
- Management buyout
- Asset sale
- Cross border transaction

Structured Finance

- Mezzanine financing
- Structured debt

Within select sectors

Pharmaceutical & Healthcare

- CRO/ CMO/ CDMO
- Medical Devices
- Specialized APIs
- Formulations
- OTC and Nutraceuticals

Industrials

- Capital Goods
- Building and construction materials
- Paper Products
- Auto/Auto Ancillary
- Chemicals

Financial Services

- Banks
- MFI NBFCs
- Insurance
- Fin-tech

Logistics & Services

- Freight Forwarding & Supply Chain
- Transportation & Courier
- Third Party Logistics (3PL)
- Business Services

Consumer, Tech & Retail

- Consumer Products & Services
- Direct to Consumer (D2C) brands
- Retail /E-commerce
- Consumer tech

We have a 12 members Advisory team backed by senior management with cumulative experience of 120 years

Select Transaction Experience – PE and M&A (1/2)



Equity Fund Raise
INR 780 Cr



Secondary Sale:
FY24 – INR 100 Cr
Advisors to Pushp:
FY21 – INR 127 Cr



Equity Fund Raise: Sole
Advisor to RK Lighting
INR 130 Cr



Equity Fund Raise: Sole
Advisor to Magicrete
INR 66 Cr



Equity Fund Raise: Sole
Advisor to Eastman Exports
INR 350 Cr



Primary & Secondary Sale:
Sole Advisor to Wonderchef
& Capvent – **INR 150 Cr**



Secondary Sale:
Sole Advisor to Target –
Newquest
INR 105 Cr



Secondary Sale: Sole Advisor
to Target – Ivy Cap
INR 325 Cr



Secondary Sale: Sole Advisor
to Target –
DDRC Promoters
INR 350 Cr



Secondary Sale:
Sole Advisors
INR 225 Cr



Private Equity + Pre-IPO
INR 200 Cr



Equity Fund Raise
FY25 – INR 202 Cr
FY20 – INR 50 Cr
FY19 – INR 40 Cr
FY17 – INR 116 Cr



Sole Advisor
FY19 – INR 15 Cr



Sole Advisor
FY19 – INR 81 Cr



Sole Advisor to
Asia Climate Partners

Select Transaction Experience – PE and M&A (2/2)

Private Market Transactions

.KSHEMA.

Equity Fund Raise:
INR 64 Cr

JAIN
Jain Metal Group

Equity Fund Raise:
INR 130 Cr

TRUALT
BIOENERGY

Equity Fund Raise:
INR 25 Cr

jaro education

Equity Fund Raise:
INR 21 Cr

M&A Transactions

Acquired



Acquisition: Sole Advisor to WRL for sale of Golden Palms to BCM Group

adept
In line with the future. Precision

Acquired by
YOKOGAWA

Sole Advisor to Adept
100% Equity Stake Sale

HOG
adding life to years
Acquired



Sole Advisor
INR 50 Cr



M&A – Sell Side

TRAILER PARK GROUP
TRAILER PARK | ART MACHINE | MIRADA

Financial Advisor
INR 170 Cr

allcargo
logistics Ltd.
Acquired



Sole Advisor
INR 416 Cr

Peters
SURGICAL
Acquired



Acquisition: Sole Advisor
to Target – Stericat + Promoter INR 150 Cr

2 Equity Capital Markets: Service Offerings

Fund Raising



Pre-IPO / IPO / FPO



QIP



Preferential Issue



Rights Issue



Institutional Placement /
Block Deal

Restructuring Services



Buyback of Shares



Delisting



Merger / Amalgamation



Takeovers (Open Offer)



Demerger

Advisory and Valuation Services



Valuation / Fairness Opinion



ESOP



AIF



Direct Listing



Reclassification / Migration

We have 15 members ECM team backed by senior management with a cumulative experience of over 80 years

Select Transaction Experience – Capital Markets (1/2)

Initial Public Offering



INR 500 Cr
(Including Pre-IPO)
(Mar 24)



INR 740 Cr
(Nov 22)



INR 200 Cr
(Apr 22)



INR 1,000 Cr
(SEBI Approved)



INR 570 Cr
(DRHP Filed)



INR 450 Cr
(DRHP Filed)



INR 250 Cr
(SEBI Approved)

Qualified Institutional Placement



INR 175 Cr
(Dec 24)



**INR 3,500 Cr &
INR 1,000 Cr**
(Oct 24 & Jun 23)



**INR 800 Cr + 403 Cr
+ 125 Cr**
(July 24, Dec 23 & May 23)



INR 3,320 Cr
(Mar 24)



INR 2,550 Cr
(Aug 21)



INR 27 Cr
(Aug 24)



INR 11 Cr
(Mar – June 24)

OFS

Delisting

Preferential Issue

Buyback



**Advisors
INR 135 Cr**
(May 24)



**Advisors
INR 88 Cr + 33 Cr**
(Feb 24)



**Advisors
INR 41 Cr**
(Feb 24)



**Advisors
INR 400 Cr**
(Dec 23)



**Advisors
INR 150 Cr**
(Oct 21)






INR 130 Cr
(Sep 24)



INR 150 Cr
(Feb 23)

Select Transaction Experience – Capital Markets (2/2)

Block Deals

 INR 60Cr (Nov 24)	 INR 145Cr (July 24)	 INR 135 Cr (Jun 24)	 INR 50 Cr (Mar 24)	 INR 504 Cr (Feb 24 & Dec 23)	 INR 240 Cr (Feb 24 & Dec 23)	 INR 350 Cr (Jan 24 & Dec 23)	 INR 74 Cr (Dec 23)
 INR 50 Cr (Nov 23)	 INR 150 Cr (Nov 23)	 INR 500 Cr (Aug 23)	   INR 250 Cr (Dec 22, Mar 22 & Jul 21)	  INR 250 Cr (Dec 21)	  INR 1,800 Cr (Sep 20)	 INR 350 Cr (Jan 18)	

Pre IPO

 INR 111 Cr (Feb 25)	 INR 64 Cr (Dec 24)	 INR 780 Cr (Nov 24)	 Jain Metal Group INR 130 Cr (Aug 24)	 INR 25 Cr (Apr 24)	  INR 240 Cr (Apr 22)	Indian Bright Steel Co. Ltd INR 34 Cr (Mar 24)
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3 Institutional Equities Desk: Service Offerings

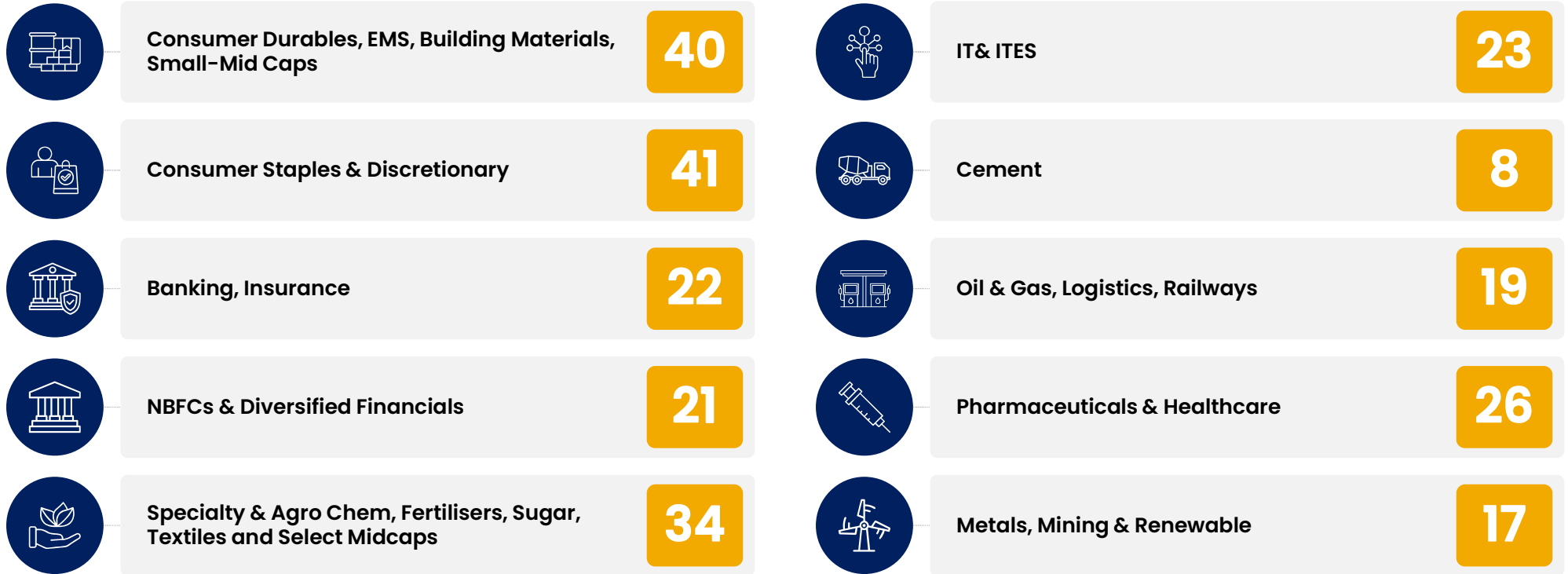
Expertise

- Coverage across the Large, Mid and Small Cap space – 251 companies
- Expertise in identifying “Hidden Gems” from the Small and the Mid Cap space
- Road shows and Conferences with senior managements of high repute
- Meetings with unlisted corporates and channel checks
- Distribution reach across Institutional Investors based in India, Asia Pacific & Europe
- Execution capabilities: We have dedicated team to execute any kind of technical trade
- Empanelled with 200+ Institutional Investors (including DIIs, FIIs, Insurance, Treasury, AIFs, PMS etc.)

Institutional Equities Clients



Research Coverage of 251 Companies



Note:* Midcap constitute of chemicals, packaging, pipes, textiles

Trading Desk

Trading Desk

1. State of the art infrastructure for execution of equity and derivatives markets
2. Order execution through Bloomberg via Fix Protocol
3. Latest trading platform "Omnesys & Greek software" with advance algorithms
4. Specialized in executing cash future arbitrage trades
5. Expertise in closing long dated options through blocks.
6. Specialized algos for derivatives trades
7. Dedicated strategist, traders and dealers for Derivatives Segment.
8. State of art & Dedicated separate Direct Market Access (DMA) desk for execution

Derivatives Products

1. Cash to Future (Arbitrage)
2. Options Skews and Vol trading
3. Special situations strategies and dividend arbitrage

4 Wealth management / PMS: Service Offerings

1. Our wealth management business serves over 1,750 clients, with Assets Under Management (AUM) exceeding ₹ 875 crores.
2. The Systematix DIP PMS is the multi-cap strategy equity portfolio under Systematix Wealth Management, catering to investors from clients to corporates
3. Following a Core + Satellite approach, the PMS is focused on delivering risk-adjusted returns in an active and agile manner
4. Systematix is also its AIF Funds under categories I & II to enhance its fund management offering for its clients

Multi-cap Strategy

- Wide Investment Universe
- Mid-&-Small Bias



Research Strength

- Sector-agnostic study
- Total Management Exp. of 75+ years

Alpha Driver

- High Conviction Bets
- Price-oriented Churn

Returns* (CAGR)

- 5 Year – 27.57%
- 3 Year – 24.82%

*DIP: Dynamic Investment Plan
*Data as on 31st December '24
Returns are pre-tax, post-fees

Investment Philosophy

- Carrying a Value tilt, the Systematix DIP PMS is a function of qualitative and quantitative factors, subject to rigorous and recurring study
- The modus operandi welcomes dynamic balance between agility and conviction, amplifying capital appreciation and arresting downside risk

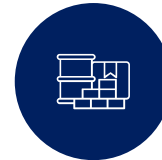
People

- Shareholding Interest
- Capital Allocation
- Corp. Governance
- Execution History



Product

- Opportunity Size
- Industry Moat
- Nature Of Business
- Consistent Cash Flow



Price

- Intrinsic Price Gap
- Corporate Actions
- Profit Potential
- Breakout Opportunity



*DIP: Dynamic Investment Plans

Thank you!

CORPORATE OFFICE



SYSTEMATIX GROUP

The Capital, A-wing, No. 603 – 606, 6th Floor,
Plot No. C-70, G Block, BKC Bandra (East),
Mumbai – 400 051
Board :+91 (22) 67048000
Fax: +91 (22) 67048022

www.systematixgroup.in

