



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

Regd. Office : 11/6B, Shanti Chamber, Pusa Road, New Delhi-110005

Ph : +91-11-30111000, 40753333 Fax : +91-11-25754365 • CIN No. : L74899DL1994PLC063609

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

Date: 08<sup>th</sup> March, 2022

To,

**Listing Operations**  
BSE Limited, P J Towers, Dalal Street,  
Mumbai -400001, India

Scrip Code: 543263

**Listing Department**  
National Stock Exchange of India Limited  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex, Bandra  
(E) Mumbai – 400051

Symbol: SMCGLOBAL

Dear Sir/Madam

Subject: **Intimation of Schedule of Analyst I Institutional Investor meetings under the SEBI (Listing Obligations and Disclosure Requirements), Regulations 2015**

Ref: **Regulation 30 and other applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

Pursuant to Regulation 30 and all other applicable provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform the Exchange that, the officials of the Company will be attending the Virtual Investor Conference hosted by Valorem Advisors on 10th March 2022 from 10:00 AM to discuss in detail about the ordinary course of business and industry which has already been published on the company's investor presentation available on the exchanges and website of the company.

This information is submitted to the Exchange pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015.

Kindly note that changes may happen due to exigencies on the part of Host / Company.

We request you to take the above on record.

Thanking you,

For SMC Global Securities Limited

(Suman Kumar)

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

**MUMBAI OFFICE** : A Wing, 401/402, Lotus Corporate Park, Graham Firth Steel Compound, Off Western Express Highway, Jay Coach Signal, Goregaon East  
Mumbai-400063 Ph : +91-22-67341600, 66481818 Fax : +91-22-67341697 E-mail : smcmumbai@smcindiaonline.com

**KOLKATA OFFICE**: 18, Rabindra Sarani, Poddar Court, Gate No. 4, 5th Floor, Kolkata - 700001 Ph : +91-33-66127000 Fax : +91-33-66127004  
E-mail : smckolkata@smcindiaonline.com





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# SMC Global Securities Ltd.

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INVESTOR PRESENTATION  
MARCH 2022



Branches Across India  
**95+**  
Including 1 in Dubai



Cities Covered  
**460+**



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



Employees  
**3,200+**



Sub-brokers /  
Authorised Persons  
**2,680+**



Network of Financial  
Distributors  
**13,640+**



Client Demat A/Cs  
**754,000+**



Clearing & Settlement  
trading members  
**300+**



Cumulative AUM/AUA  
under Mutual  
Funds/PMS  
**INR 31 Bn+**



Running SIPs  
**63,700+**



Insurance Policies sold  
**580,000+**



Insurance  
Premium  
**INR 15,000 Mn+**



NBFC AUM  
**INR 5,400 Mn +**



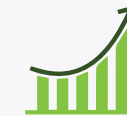
Ratings:  
Short Term-  
**CARE A1+ & ICRA A1+**  
Long Term-  
**ICRA A (STABLE)**



Consolidated  
Net worth  
**INR 8,868 Mn**



5 Year Revenue CAGR  
**17.98%**



5 Year PAT CAGR  
**23.64%**

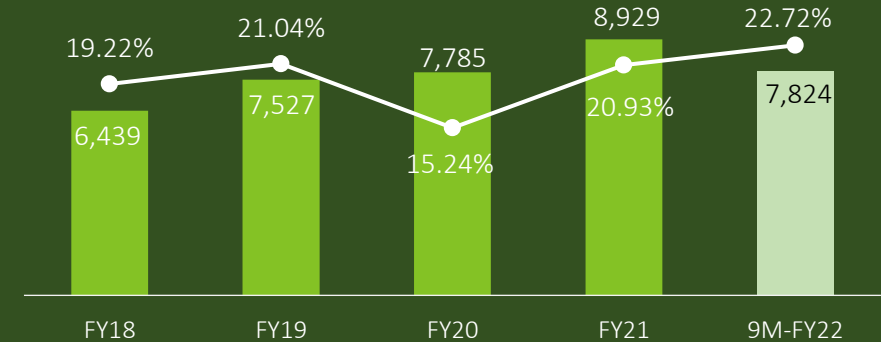


Net D/E  
**0.53x**

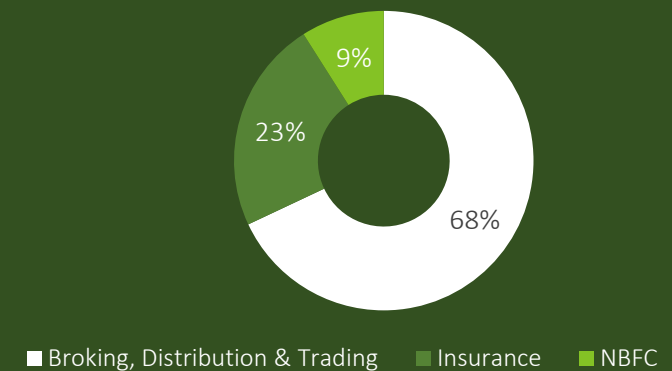


- SMC Global Securities Ltd was established in 1994 by founders Mr. Subhash C. Aggarwal and Mr. Mahesh C. Gupta.
- Over the years, the company has grown into a diversified financial services company offering brokerage services, investment banking, wealth management, distribution of financial products, 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. 2,680 Sub Brokers and Authorized Persons the company's footprint spreads over 460 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.

Consolidated Revenue (INR Mn) & EBITDA (%)



9M-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



Direct Assignment



## 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 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.

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

CEO - Moneywise Finvest Ltd.  
Director - Moneywise Financial Services Private 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.



## Anshika Aggarwal

Whole Time Director - SMC Investments and Advisors 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

Whole Time Director – SMC Real Estate Advisors Private Ltd. 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).

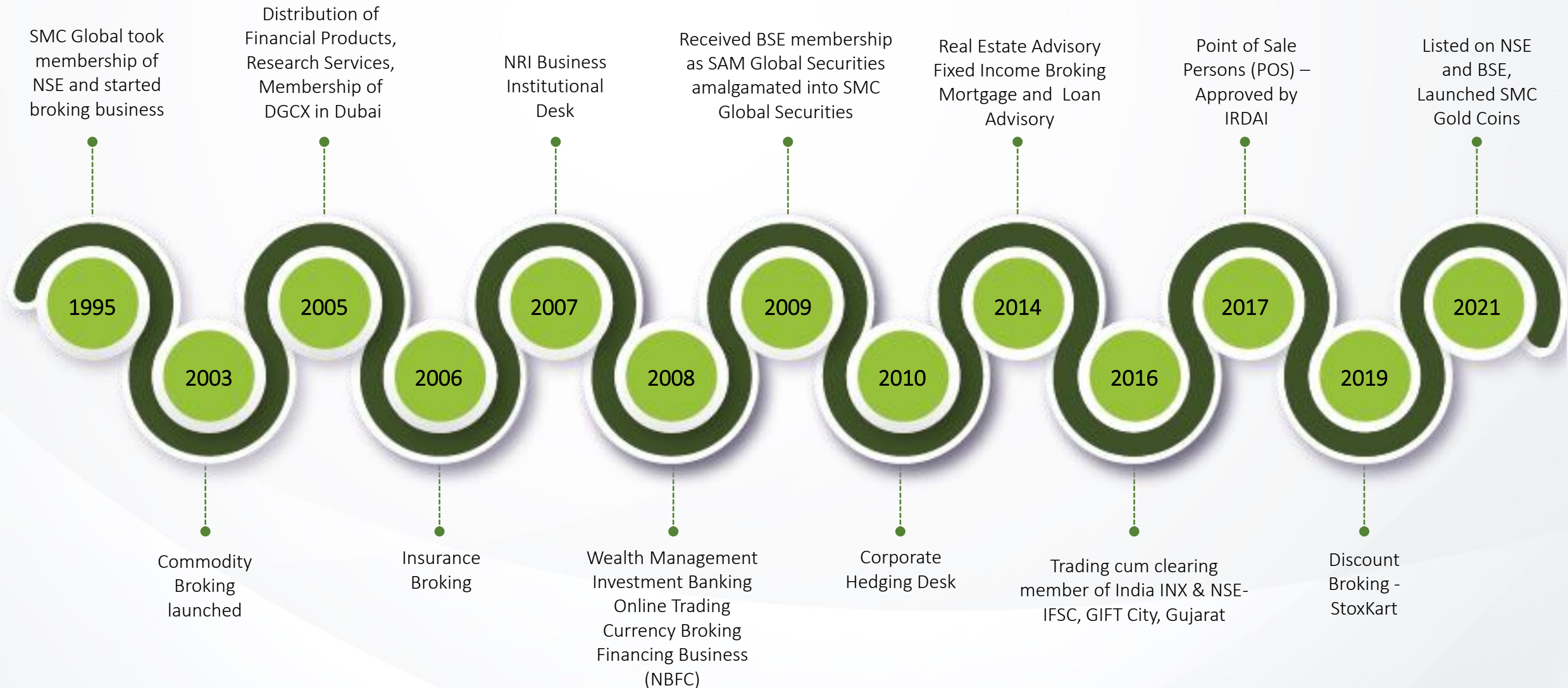


## Mr. Suman Kumar

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 Branch Offices**  
 95+ Branches in India including Dubai  
 460+ Cities covered across India  
 2,680+ Sub Brokers / Authorised Persons



# Awards & Accolades

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



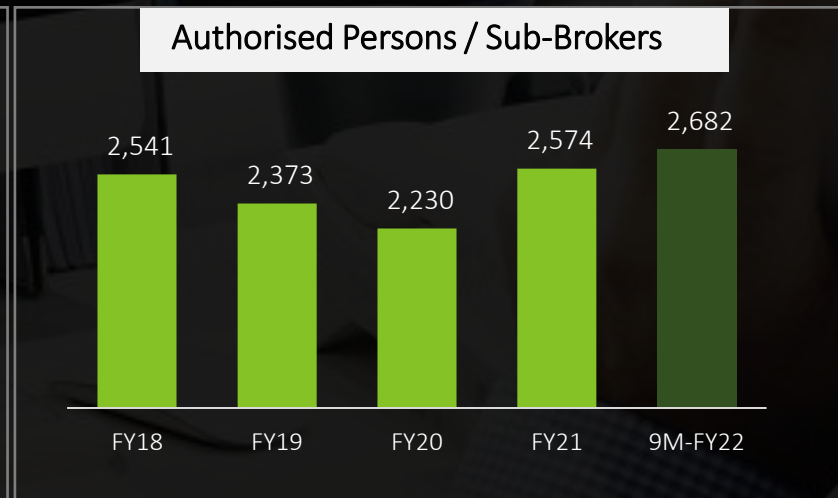
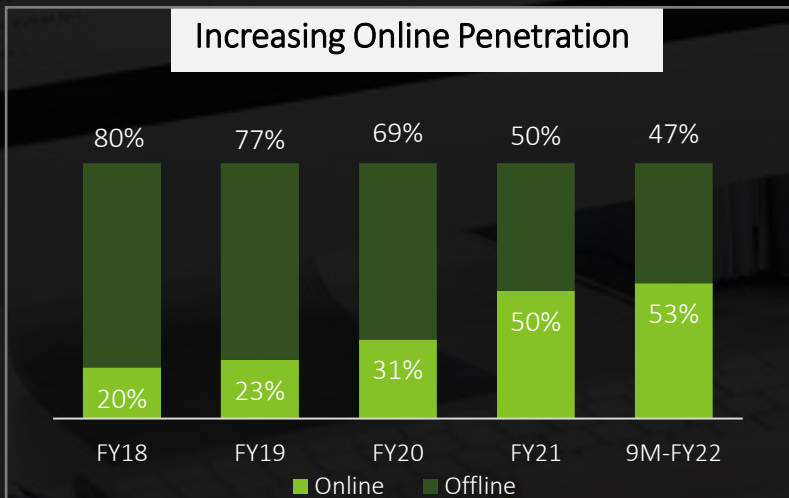
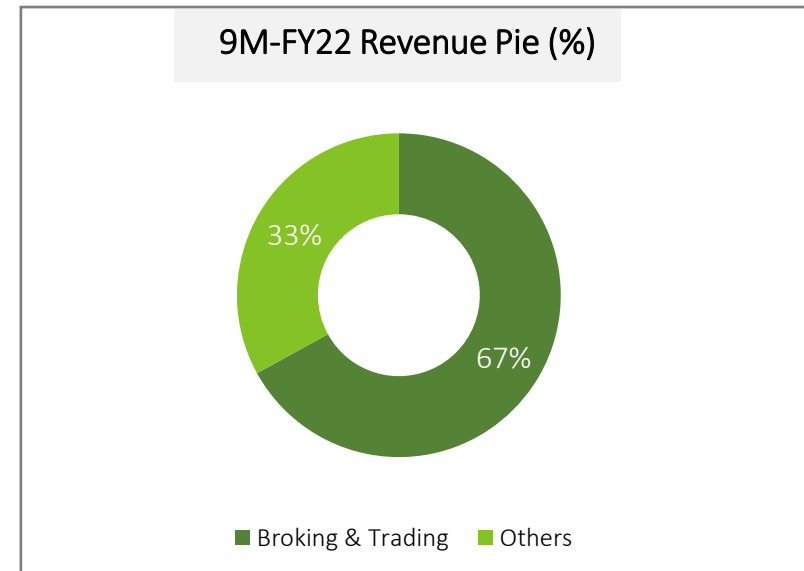
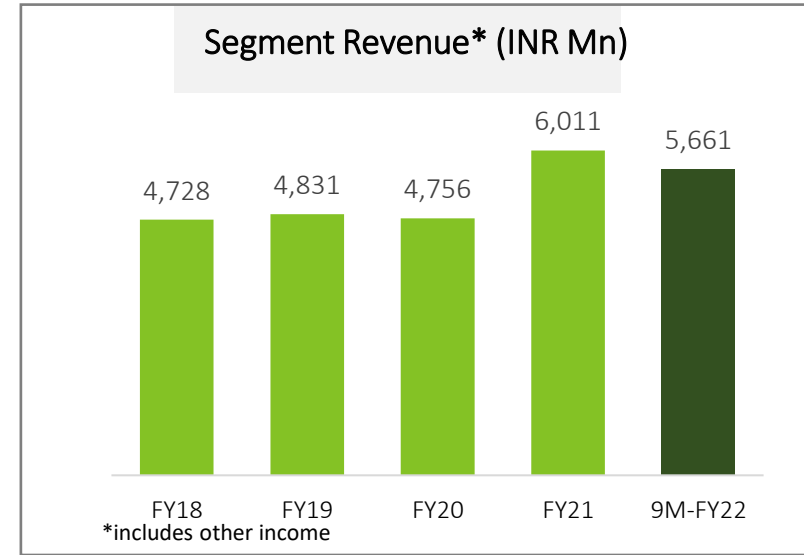
- Over 25 Years of Management experience in industry
- Well established and deeply penetrated national brand with strong reputation and good recall
- Group has extensive corporate relationships
- An ever-growing database of corporate and retail clients
- Innovative use of digital technology-enabled capabilities, best-in-class products and services
- Strong network of approx. 2,680 Authorized persons and Sub-brokers, with a footprint covering over 460 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.

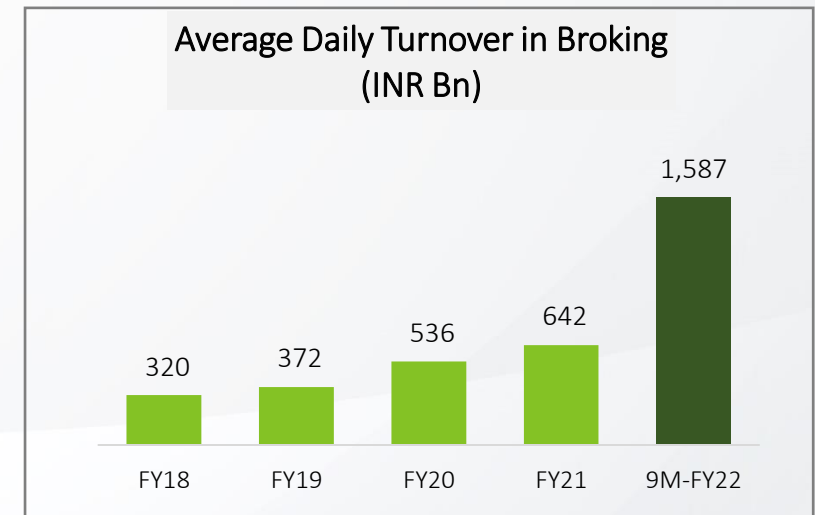
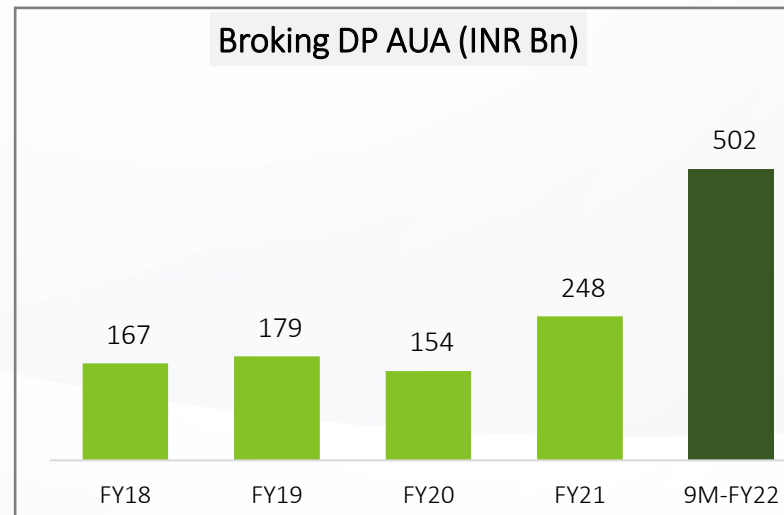
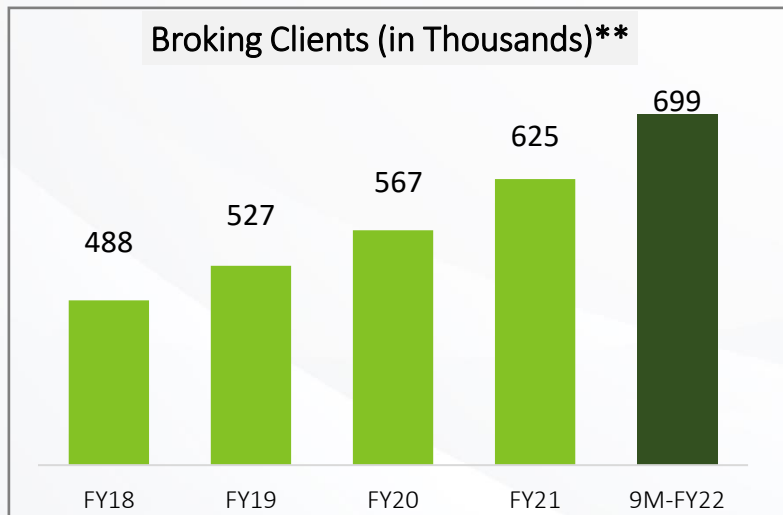


## Equity, Commodity & Currency Broking:

- SMC is serving more than 699,000 unique clients under the broking segment.
- Equity segment under broking has been successful in generating a combined turnover of approx. INR 222 Tn\* in 9M-FY22 as compared to a turnover of INR 146 Tn in FY21.
- Recorded our highest trading volume of INR 3.8 Tn\* in commodity segment and INR 8.2 Tn\* under currency segment for 9M-FY22.
- Total approx. market share of 1.94% in equity, 5.35% in commodity and 4.54% 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

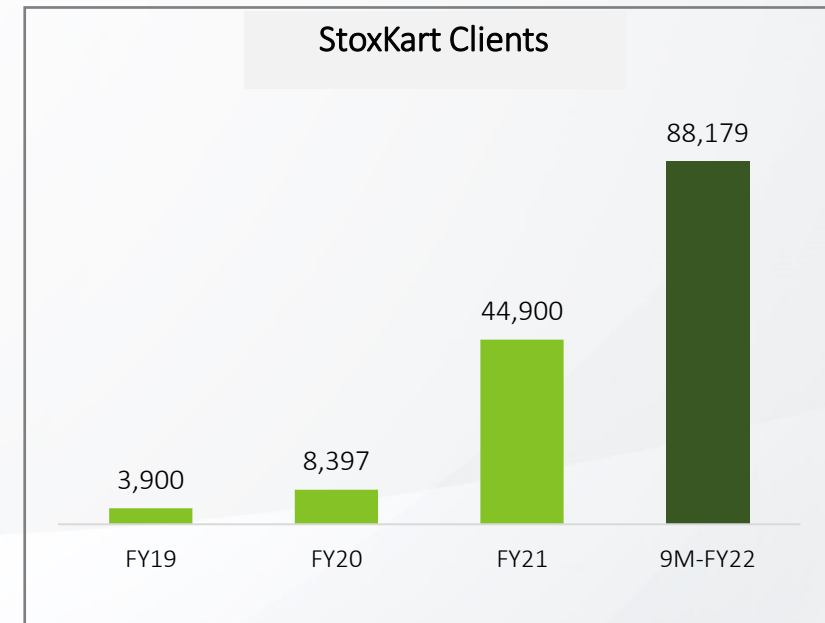
\*\*Represents SMC Global Securities' clients only; exclusive of StoxKart clients.



- 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 88,000 clients till December 2021, 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 - Rs.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

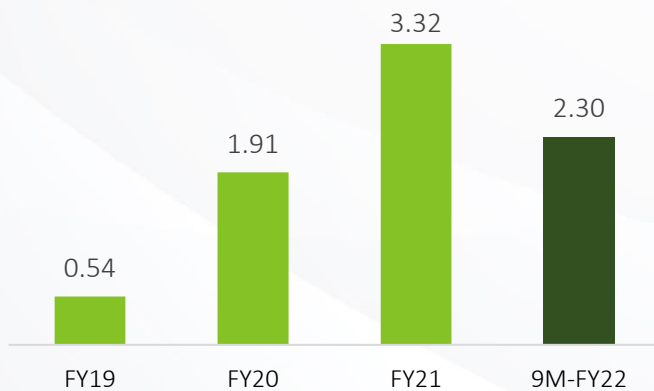


- Online KYC platform, a complete paperless & hassle free process

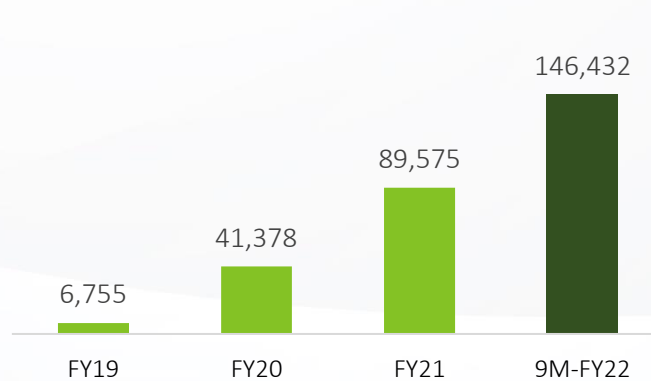


- A B2B mobile back office

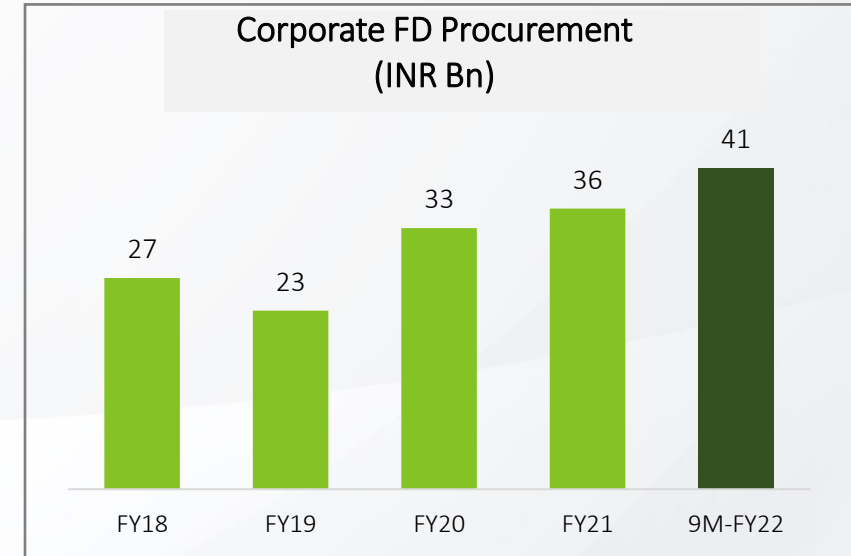
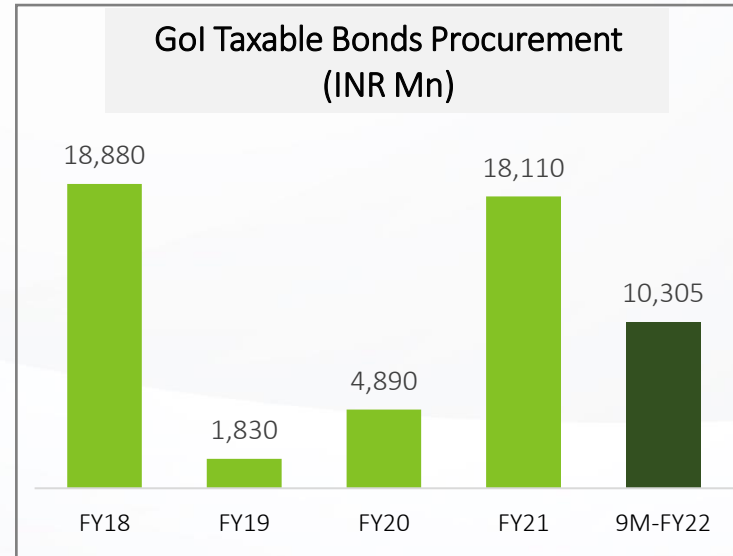
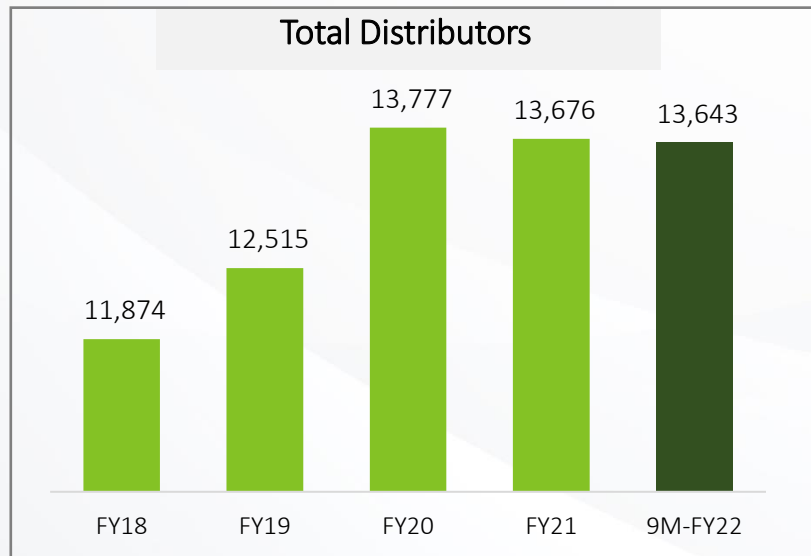
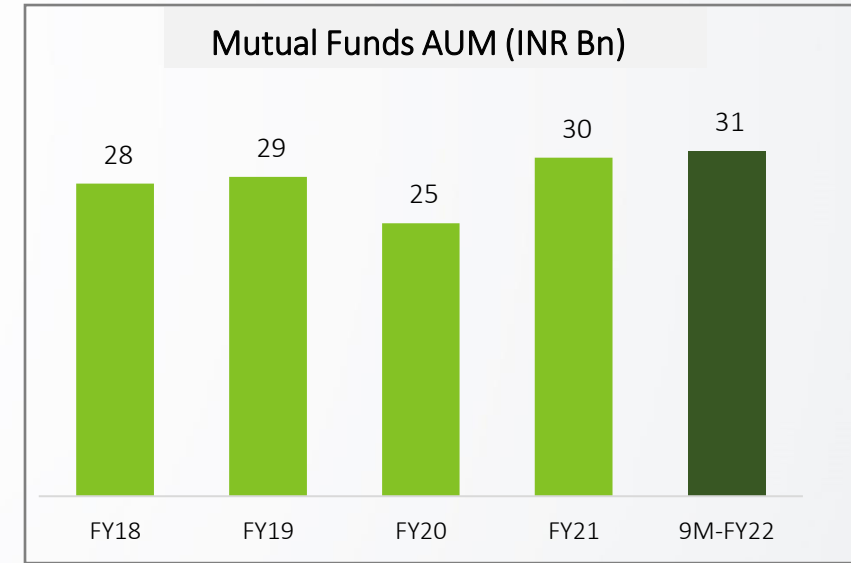
Website Traffic (In Mn)



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 13,640+ 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 31 Bn+ with more than 63,700+ 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 285 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 1,100 institutional and HNI clients in FY21.
- SMC's total turnover for FY21 stood at INR 32 Bn, in addition to INR 12.26 Bn in the Wholesale Debt Market.
- 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 10,320 with managed AUM/AUA of INR 5,211 Mn.
- We have our direct sales branches/ regional offices at Delhi, Mumbai, Bangalore and Pune.

## Portfolio Management:

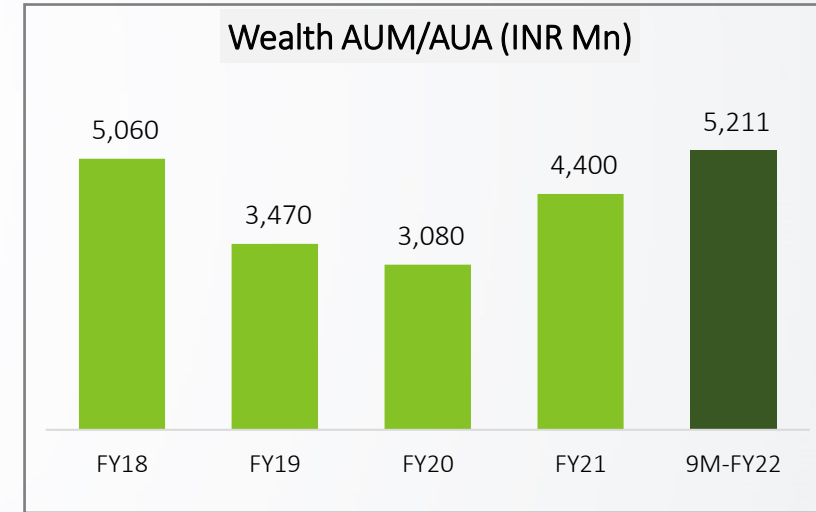
- Under our PMS desk, we focus on buying fundamentally sustainable growing businesses and outperform the benchmark indices by investing in equity and equity related instruments including mutual funds.

## Investment Banking:

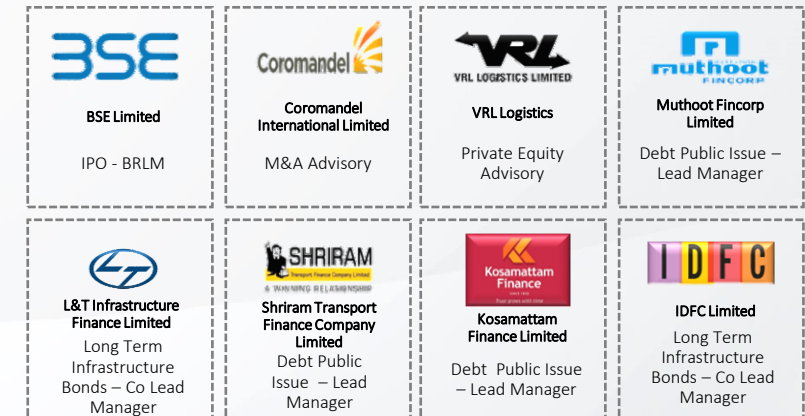
- SMC Capitals Ltd. is a SEBI registered Category I Merchant Banker, having executed over 50 high profile deals including IPOs, debt issuances and other equity-based transactions.

## Real Estate/Mortgage Advisory:

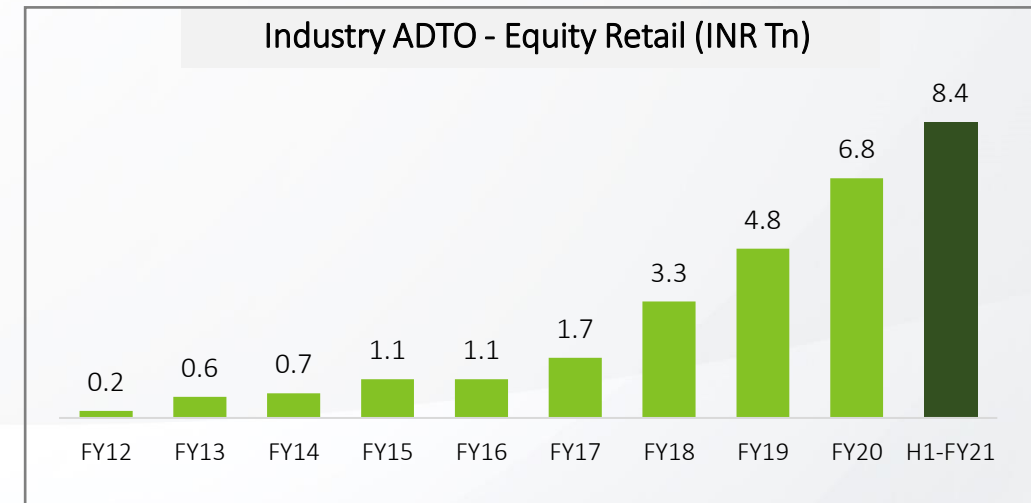
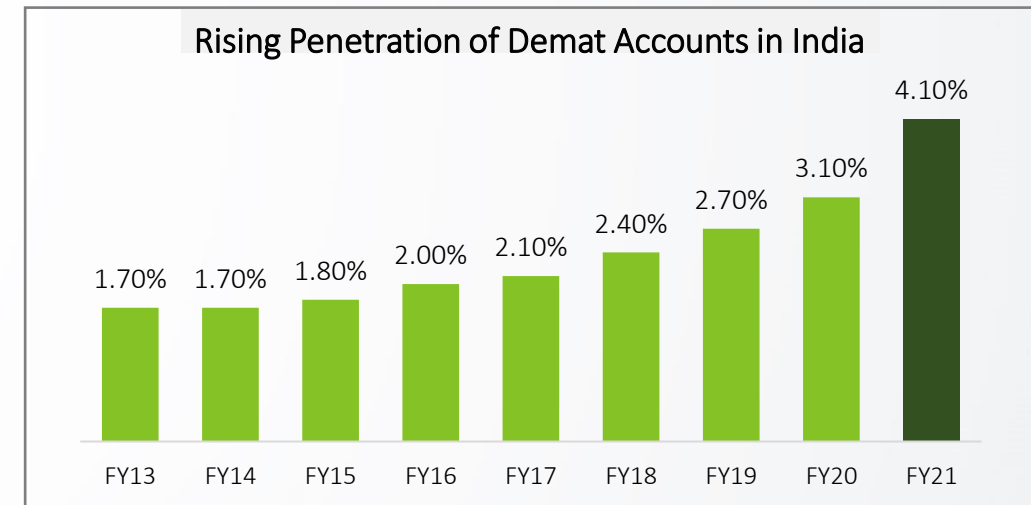
- Fully Integrated real-estate solution provider for end-users, investors & developers.
- Supported by 1,100+ sub-brokers.
- 4,400+ transactions done since 2017 valued at INR 21.51 Bn.
- Tie-ups with leading developers like Godrej, Lodha, Shapoorji, TATA, Shobha, Hiranandani, Adani, etc.
- Mortgage Advisory - Tie-ups with leading banks for debt syndication of secured / unsecured loans for retail and corporate borrowers.



## Marquee Investment Banking Deals



- 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 6.90 Crores in FY21
- While growth momentum is expected to continue, the traction witnessed in FY2021 is expected to stabilize in the coming years.
- Broking income clocked around INR 275-285 Bn in FY21, registering 30-35% growth from INR 210 Bn in FY20. The industry growth rate, however, is expected to moderate in the following fiscal with gradual moderation in transaction volumes.
- 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.



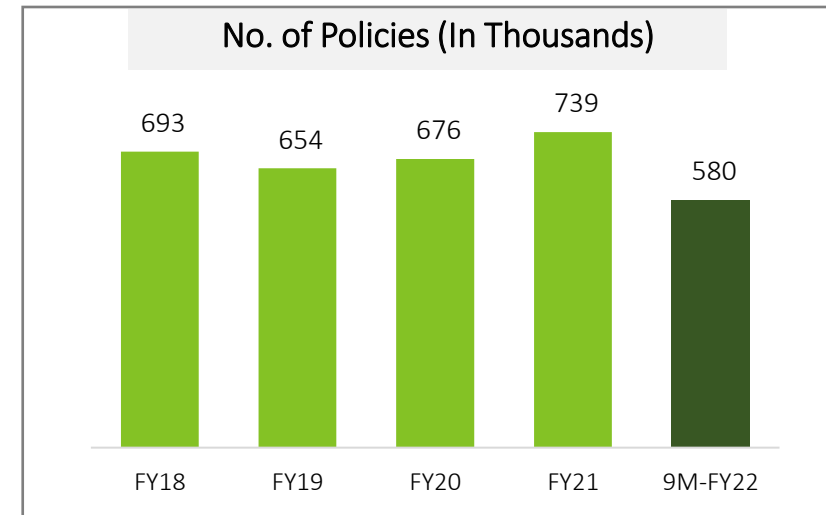
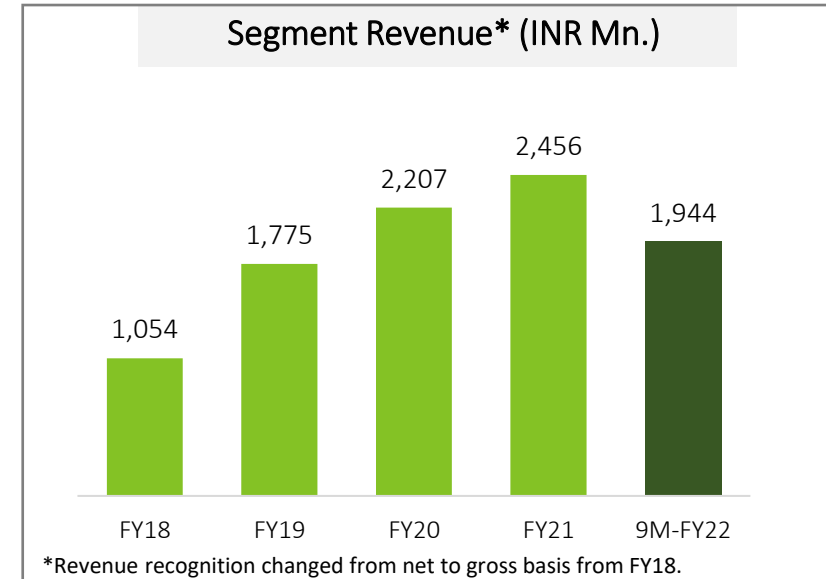


The background of the slide is a dark, moody photograph of two hands cupping a globe. The globe is rendered in a stylized, segmented green and white pattern. In the background, behind the hands, there is a faint, light-colored silhouette of a family consisting of a man, a woman, and two children holding 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 4 branches across the country with more than 430 employees, 11,872 Point of Sales (POSs) and 270+ Motor insurance Service Providers (MISPs) servicing a retail customer base of more than 700,000 in FY21.
- 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)

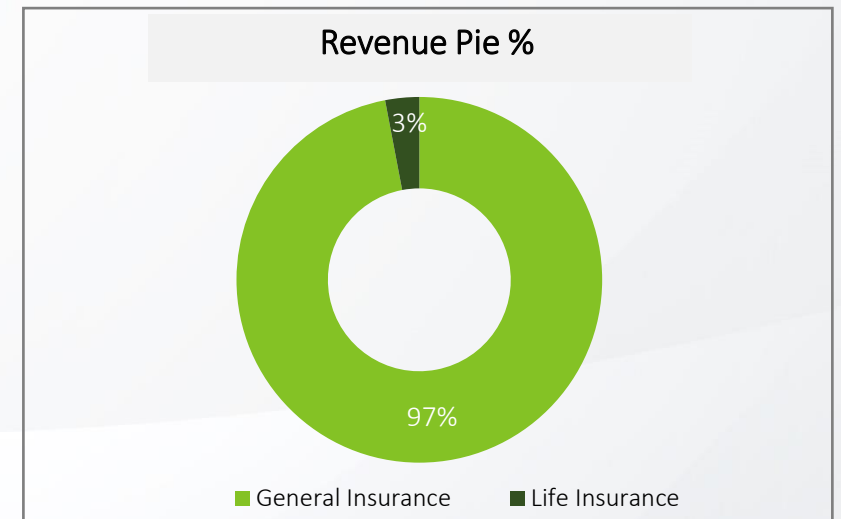
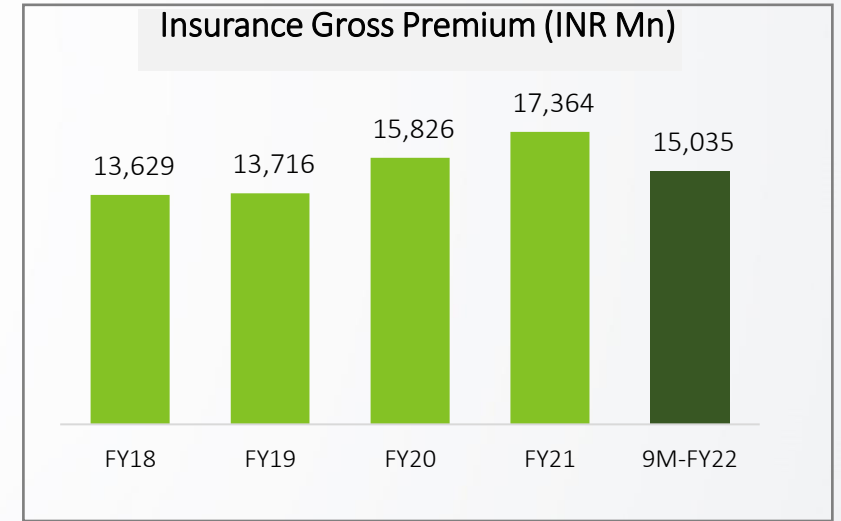
Non-Life / General Insurance contributes around 95% of the total revenues (FY21) of the Company.

- 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 caters to a 2% market share in the Motor Insurance segment.
- 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 5% of the total revenue (FY21) 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

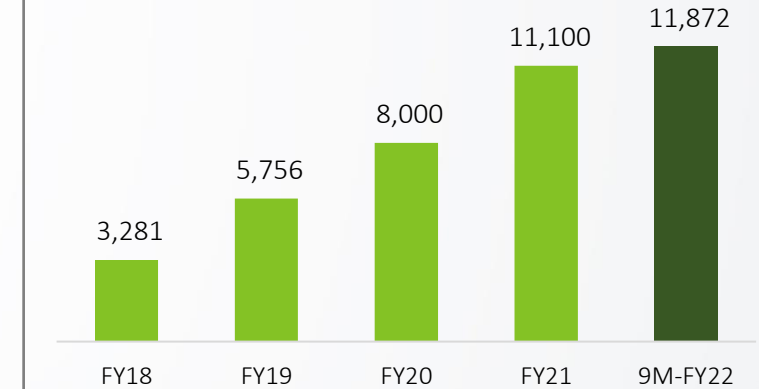
## POS Model

- 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).

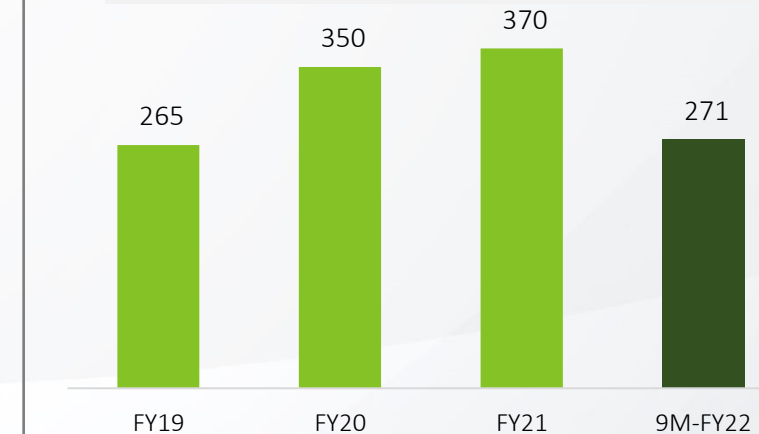
## MISP model

- 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

### Point Of Sales (POS)

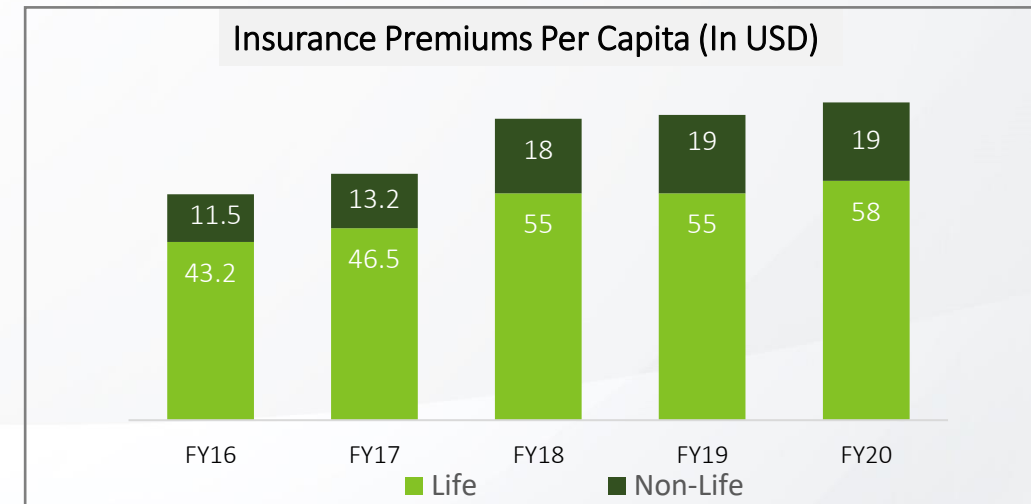
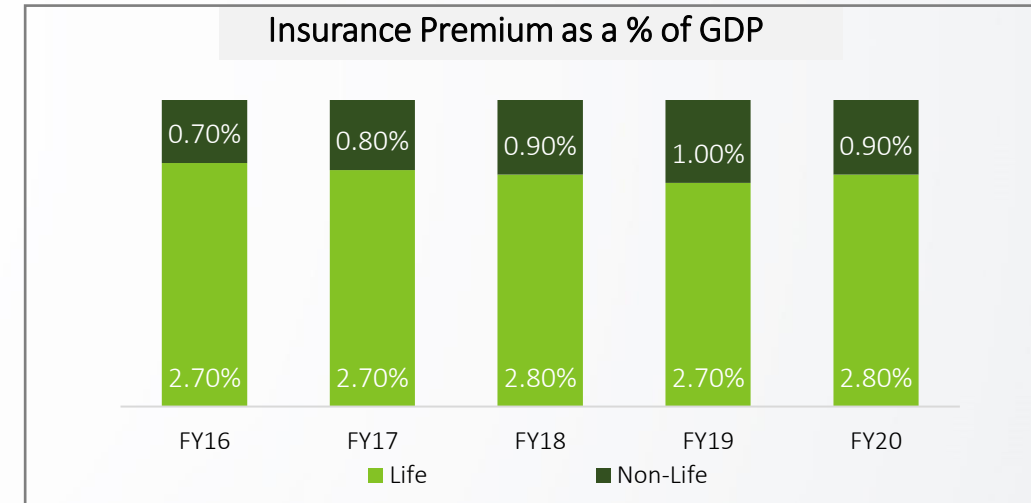


### Motor Insurance Service Providers (MISP)





- The insurance industry in India is expected to reach USD 280 Bn. Life insurance industry in the country is expected to grow 12-15% annually over the next three to five years.
- Insurance reach is still low in India. Overall insurance penetration (premiums as % of GDP) in India was 3.76% in FY20, providing a huge underserved market.
- India's insurance penetration was pegged at 3.76% in FY20, with life insurance penetration at 2.82% and non-life insurance penetration at 0.94%. In terms of insurance density, India's overall density stood at USD 78 Bn in FY20.
- Life insurance in India has a huge growth potential. By 2020, it was expected to account for 35% of India's total savings. Gross premium collected by life insurance companies in India increased from INR 2.56 Tn (USD 39.7 Bn) in FY12 to INR 7.31 Tn (USD 94.7 Bn) in FY20.
- In FY21, premium from new business of life insurance companies in India stood at USD 32.1 Bn. Motor insurance accounted for 32.59% of the non-life insurance premiums earned, followed by health insurance at 28.9%.
- 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)



# 9M-FY22 NBFC Business in numbers



Satisfied Customers  
~67,377+



240+ Channel Partners  
7 Branches



Employees  
181



Number of Lenders  
13



Collection Efficiency  
100%+



Net Worth  
INR 3,524 Mn



Loan AUM  
INR 5,414 Mn



Cumulative Loans  
Disbursed  
INR 14 Bn+



NNPA %  
1.61%



ROTA %  
2.70%



Revenue  
INR 705 Mn



Total Borrowings/Leverage Ratio  
INR 2,449 Mn / 0.7x



Secured Loans %  
53%



OPEX-AUM  
3.90%



Cost of Borrowing % / NIM %  
9.11% / 10.80%



Credit Cost-ANR / PCR  
2.10% / 77%

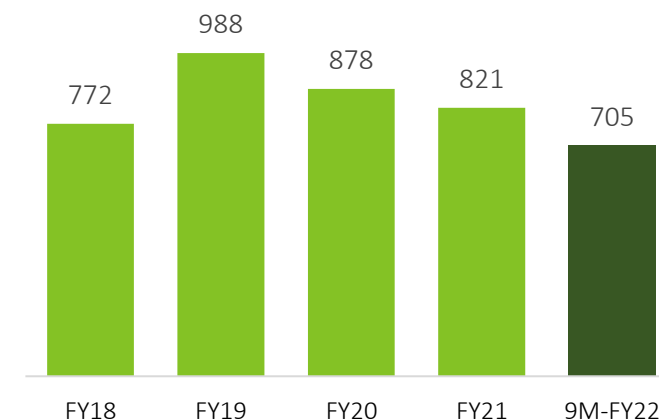


- In the year 2008, SMC started providing financing services through its wholly owned subsidiary, Moneywise Financial Services Pvt. Ltd. (SMC Finance).
- SMC Finance offers a wide bouquet of loan products i.e. SME financing, loan against property, receivable financing, medical equipment finance, etc. to meet the growing credit requirement.
- The NBFC has a client base of 67,000+ customers 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 is opening up in newer geographies like Rajasthan and Punjab while also having good client base in metro cities like Mumbai & Delhi.

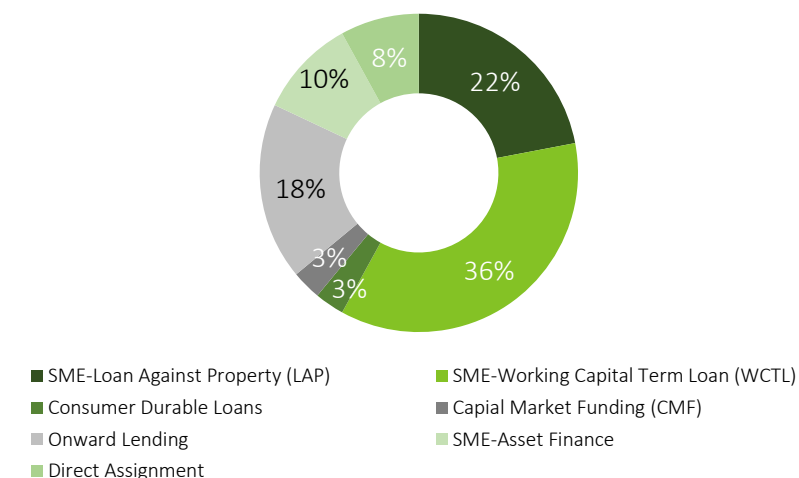
	LAP	WCTL	Asset Finance	Onward Lending	CMF	Retail DAs	Consumer Durables	Total
AUM (INR Mn)	1,166	1,886	522	1,008	183	497	152	5,414
Tenure (Months)	120	36	60	24	3	18	6	-
Avg. Ticket Size (INR Mn)	20.00	1.40	12.00	20.00	1.00	1	0.01	-
Return on Investment	13.5%	17.3%	13.0%	14.5%	18.0%	16.0%	18.0%	15.5%
No. of Clients	58	1,415	40	50	199	44,633	20,982	67,377

\* All numbers as of 9M-FY22  
Investor Presentation

### Segment Revenue (INR Mn)



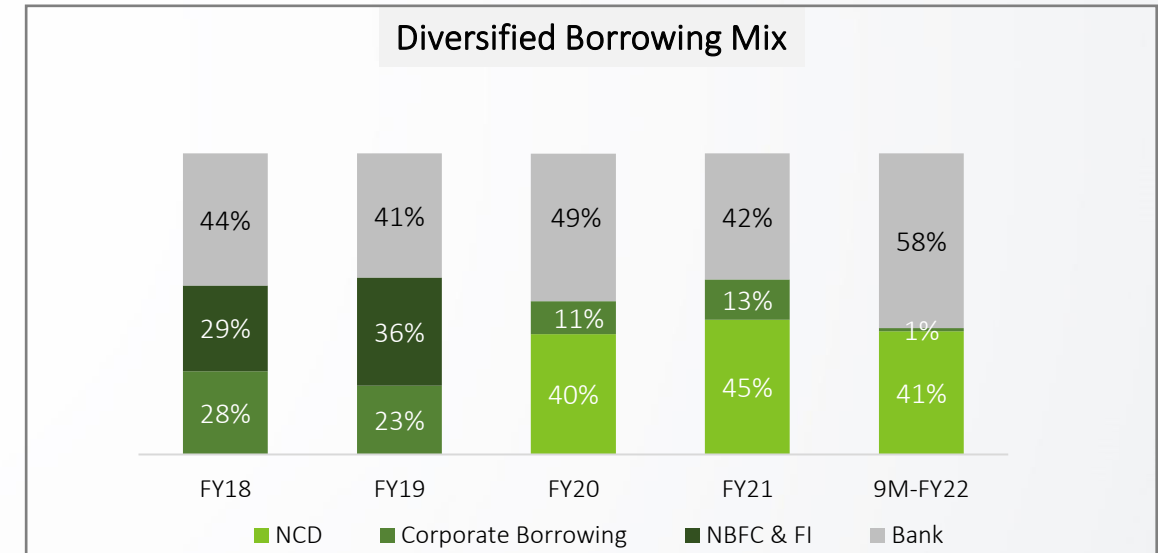
### 9M-FY22 Lending Portfolio





- 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 481.9 Mn in 30 days bucket which is well under control as per RBI guidelines.
- Unutilized borrowing amounting up to INR 1194 Mn available for new lending opportunities.

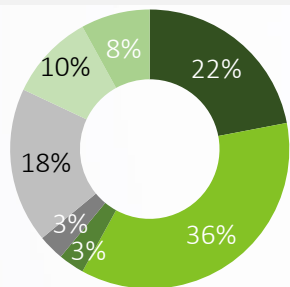
## Lending Institutions



## Borrowing program supported by superior ratings

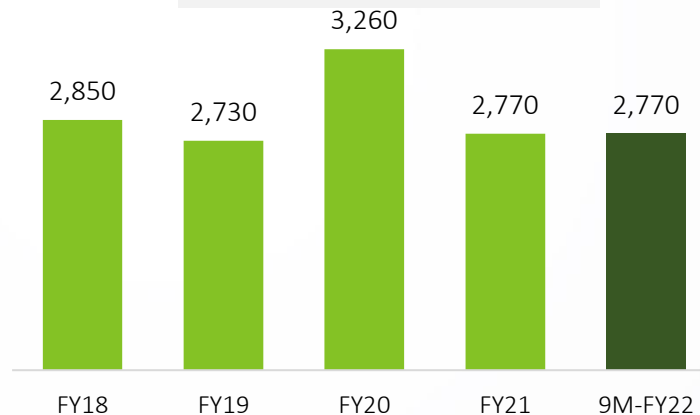
Rating Type	Rating	Rating Agency
Long term bank loans	CARE A(stable)	CARE
Long term bank loans	ICRA A-(stable)	ICRA
NCD	CARE A(stable)	CARE

### 9M-FY22 Lending Portfolio

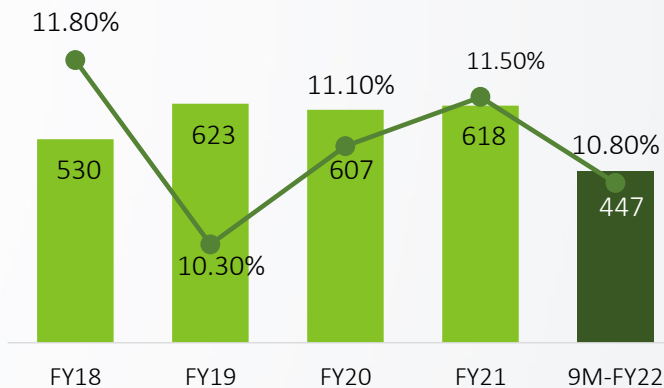


- SME-Loan Against Property (LAP)
- Consumer Durable Loans
- Onward Lending
- Direct Assignment
- SME-Working Capital Term Loan (WCTL)
- Capial Market Funding (CMF)
- SME-Asset Finance

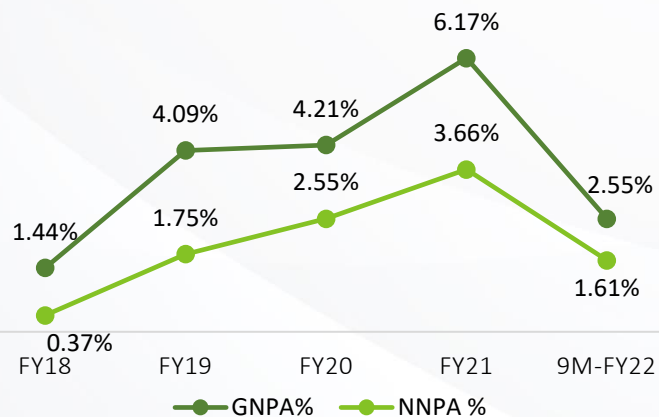
### Disbursements (INR Mn)



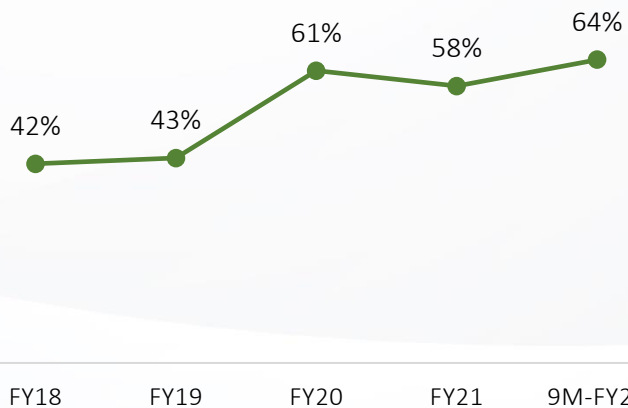
### NII (INR Mn) & NIM (%)



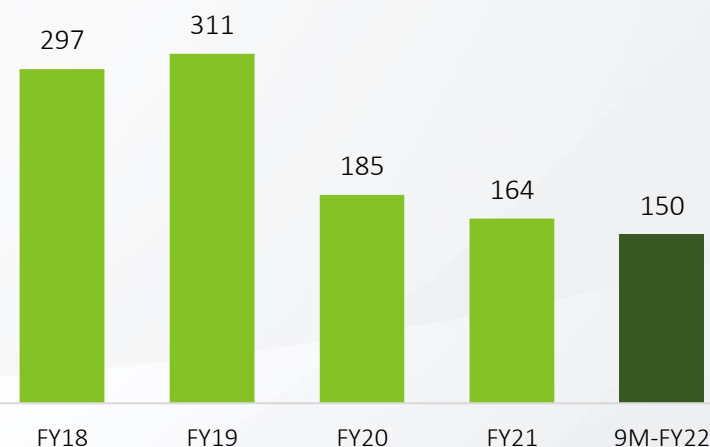
### GNPA % & NNPA %



### CRAR %

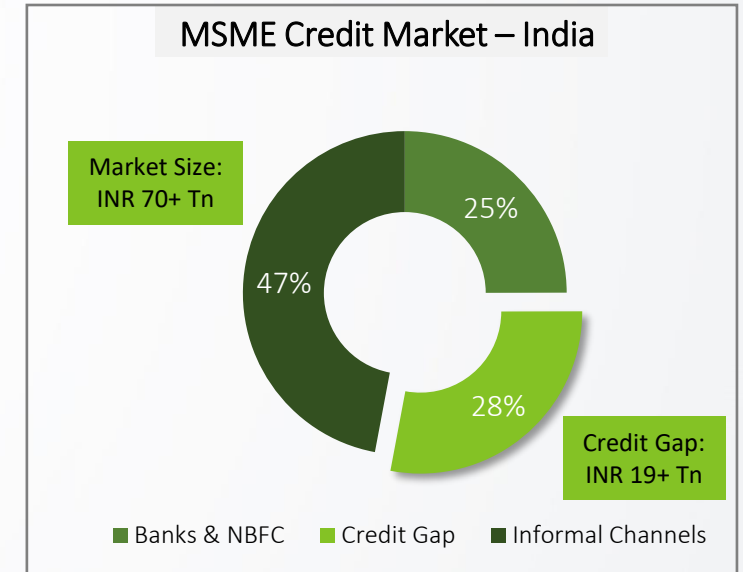


### PAT (INR Mn)



(ECL provision of INR 126.7 Mn as of Q3 FY22 as per IND AS)

- 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 2021 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	9M-FY22
<b>Operational Income</b>	<b>7,528</b>	<b>7,785</b>	<b>8,929</b>	<b>7,824</b>
Total Expenses	5,944	6,599	7,060	6,046
<b>EBITDA</b>	<b>1,584</b>	<b>1,186</b>	<b>1,869</b>	<b>1,778</b>
<i>EBITDA Margins (%)</i>	<i>21.04%</i>	<i>15.23%</i>	<i>20.93%</i>	<i>22.72%</i>
Other Income	67	56	86	288
Depreciation	113	192	180	145
Interest	629	599	423	415
Profit (Loss) from Joint Venture	-	-	7	-
<b>PBT</b>	<b>909</b>	<b>451</b>	<b>1,359</b>	<b>1,506</b>
Tax	161	212	358	334
<b>Profit After tax</b>	<b>748</b>	<b>239</b>	<b>1,001</b>	<b>1,172</b>
<i>PAT Margins (%)</i>	<i>9.94%</i>	<i>3.07%</i>	<i>11.21%</i>	<i>14.98%</i>
Other Comprehensive Income	21	(63)	76	197
<b>Total Comprehensive Income</b>	<b>769</b>	<b>176</b>	<b>1,077</b>	<b>1,369</b>
Basic & Diluted EPS (INR)	6.61	2.11	8.85	10.36

# Historical Consolidated Balance Sheet

Particulars (INR Mn)	FY20	FY21	H1-FY22
<b>ASSETS</b>			
<b>Non-Financial Assets</b>			
Inventories	-	132	51
Current tax assets (net)	305	224	297
Deferred tax assets (net)	399	317	230
Assets held for sale	24	24	44
Property, plant and equipment	290	268	270
Capital work - in - progress	5	-	-
Right to use - Lease	389	350	344
Other intangible assets	16	17	16
Intangible work-in-progress	8	1	5
Other non-financial assets	178	242	290
<b>Sub-Total Non-Financial Assets</b>	<b>1,614</b>	<b>1,575</b>	<b>1,547</b>
<b>Financial Assets</b>			
Cash and cash equivalents (incl. Other Bank balance)	6,548	10,920	12,747
Receivables	2,783	2,938	3,696
Loans	4,995	5,721	5,538
Investments	857	1,171	1,945
Other financial assets	1,970	1,549	1,648
<b>Sub-Total Financial Assets</b>	<b>17,153</b>	<b>22,299</b>	<b>25,574</b>
<b>TOTAL ASSETS</b>	<b>18,767</b>	<b>23,874</b>	<b>27,121</b>

Particulars (INR Mn)	FY20	FY21	H1-FY22
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Share Capital	226	226	226
Other Equity	6,588	7,501	8,427
Non-controlling interest	17	16	15
<b>Total Equity</b>	<b>6,831</b>	<b>7,743</b>	<b>8,668</b>
<b>Non-Financial Liabilities</b>			
Current tax liabilities (net)	5	15	45
Provisions	266	234	246
Other non-financial liabilities	116	170	165
<b>Sub-Total Non-Financial Liabilities</b>	<b>387</b>	<b>419</b>	<b>456</b>
<b>Current Liabilities</b>			
Trade Payables	4,350	4,291	6,491
Lease Liabilities	360	338	340
Debt Securities	46	783	788
Borrowings	1,801	3,801	1,974
Other Financial Liabilities	4,992	6,499	8,404
<b>Sub-Total Financial Liabilities</b>	<b>11,549</b>	<b>15,712</b>	<b>17,997</b>
<b>Sub-Total Liabilities</b>	<b>11,936</b>	<b>16,131</b>	<b>18,453</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>18,767</b>	<b>23,874</b>	<b>27,121</b>

# Historical Standalone Income Statement

Particulars (INR Mn)	FY19	FY20	FY21	9M-FY22
Operational Income	4,248	4,219	4,930	4,637
Total Expenses	3,627	3,588	3,759	3,323
EBITDA	621	631	1,171	1,314
<i>EBITDA Margins (%)</i>	<i>14.62%</i>	<i>14.96%</i>	<i>23.75%</i>	<i>28.34%</i>
Other Income	185	310	215	335
Depreciation	91	139	118	104
Interest	382	427	280	266
Profit (Loss) from Joint Venture	-	-	-	-
PBT	333	375	988	1,279
Tax	3	78	287	272
Profit After tax	330	297	701	1,007
<i>PAT Margins (%)</i>	<i>7.77%</i>	<i>7.04%</i>	<i>14.22%</i>	<i>21.72%</i>
Other Comprehensive Income	8	(61)	74	160
<b>Total Comprehensive Income</b>	<b>338</b>	<b>236</b>	<b>775</b>	<b>1,167</b>
Basic & Diluted EPS (INR)	2.92	2.63	6.20	8.90

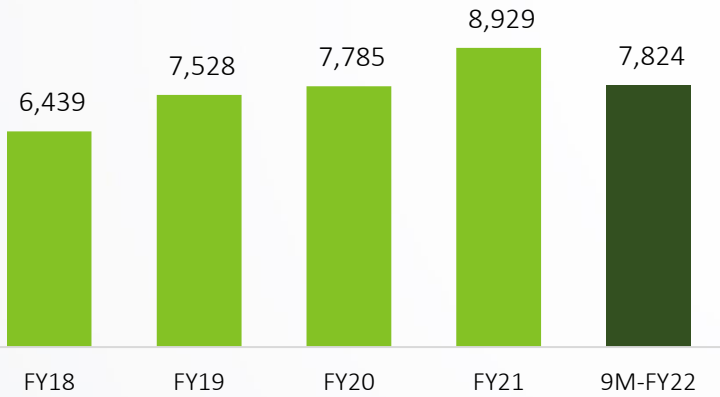
# Historical Standalone Balance Sheet

Particulars (INR Mn)	FY20	FY21	H1-FY22
<b>ASSETS</b>			
<b>Non-Financial Assets</b>			
Inventories	-	132	34
Current tax assets (net)	161	163	161
Deferred tax assets (net)	184	80	37
Property, plant and equipment	232	210	214
Right to use - Lease	243	264	263
Other intangible assets	9	8	9
Intangible work-in-progress	4	-	2
Other non-financial assets	109	137	148
<b>Sub-Total Non-financial Assets</b>	<b>942</b>	<b>994</b>	<b>868</b>
<b>Financial Assets</b>			
Cash and cash equivalent (incl. Other Bank balance)	5,622	10,361	12,100
Receivables	1,753	2,250	2,921
Loans	126	128	272
Investments	4,400	4,841	5,484
Other financial assets	1,310	831	1,064
<b>Sub-Total Financial Assets</b>	<b>13,211</b>	<b>18,411</b>	<b>21,841</b>
<b>TOTAL ASSETS</b>	<b>14,153</b>	<b>19,405</b>	<b>22,709</b>

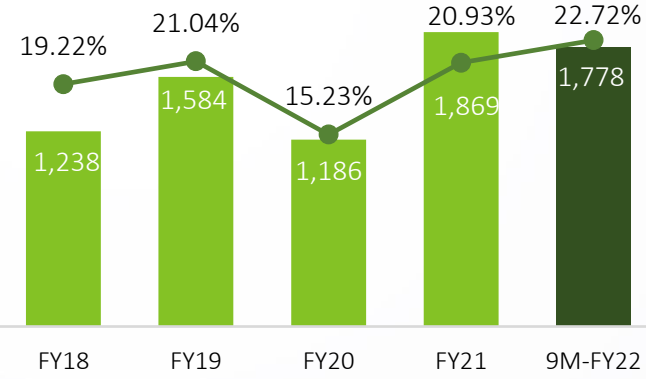
Particulars (INR Mn)	FY20	FY21	H1-FY22
<b>EQUITY AND LIABILITIES</b>			
<b>Equity</b>			
Share Capital	226	226	226
Other Equity	5,877	6,488	7,296
<b>Total Equity</b>	<b>6,103</b>	<b>6,714</b>	<b>7,522</b>
<b>Non-Financial Liabilities</b>			
Current Tax Liabilities (net)	-	-	35
Provisions	135	128	139
Other non-financial liabilities	55	84	89
<b>Sub-Total Non-Financial Liabilities</b>	<b>190</b>	<b>212</b>	<b>263</b>
<b>Financial Liabilities</b>			
Trade Payables	2,974	3,779	6,264
Lease Liabilities	211	247	252
Debt Securities	37	-	-
Borrowings	615	2,381	629
Other Financial Liabilities	4,023	6,072	7,779
<b>Sub-Total Financial Liabilities</b>	<b>7,860</b>	<b>12,479</b>	<b>14,924</b>
<b>Sub-Total Liabilities</b>	<b>8,050</b>	<b>12,691</b>	<b>15,187</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>14,153</b>	<b>19,405</b>	<b>22,709</b>



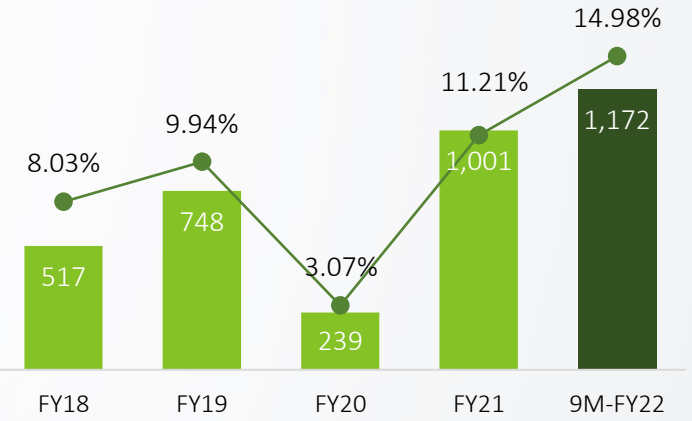
### Revenue (INR Mn)



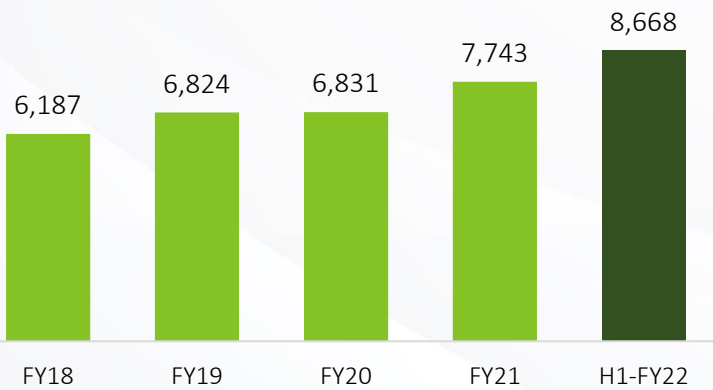
### EBITDA (INR MN) & EBITDA Margin (%)



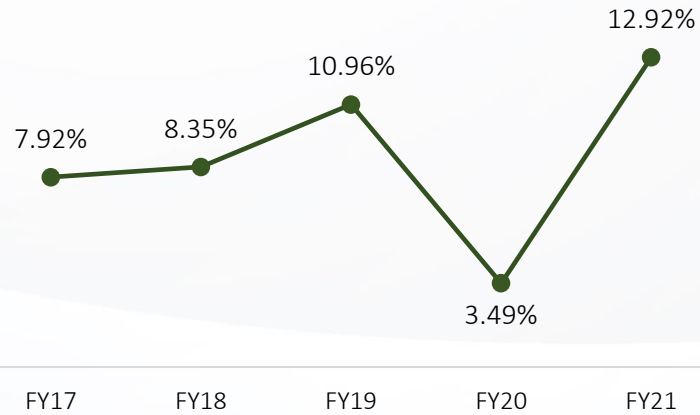
### PAT (INR MN) & PAT MARGIN (%)



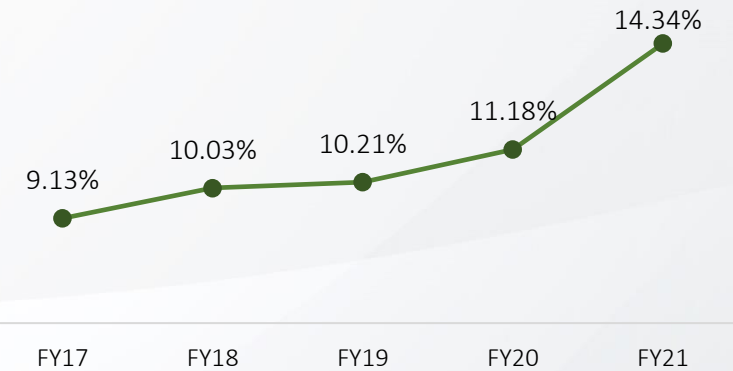
### Net Worth (INR Mn)



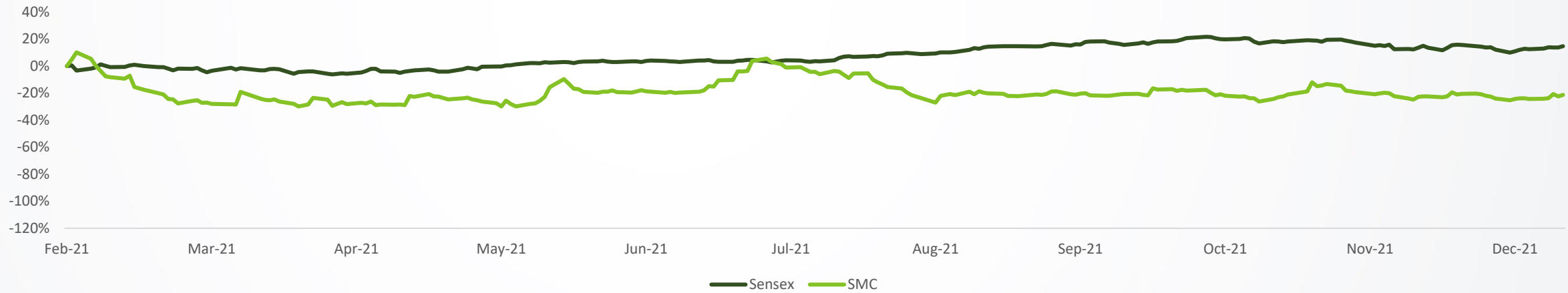
### ROE %



### ROCE %



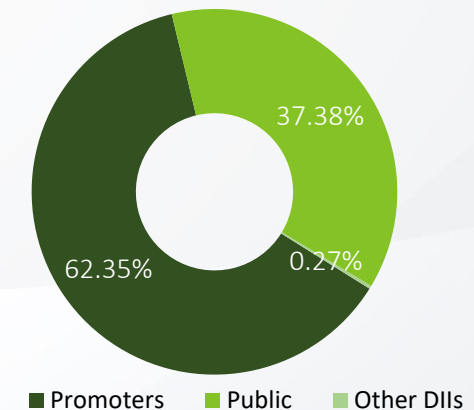
## Share Price Data as on 31<sup>st</sup> December, 2021



### Price Data as on 31<sup>th</sup> December, 2021

Face Value	2.0
CMP	75.6
52 Week H/L	109.9/65.0
Market Cap (INR Mn)	8,552.9
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> December 2021)



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