



Moneywise. Be wise.

SMC GLOBAL SECURITIES LIMITED

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

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

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

Date: 19.05.2023

Listing Operations BSE Limited, P J Towers, Dalal Street, Mumbai -400001, India	Listing Department National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra, (E) Mumbai – 400051
Scrip Code: 543263	Symbol: SMCGLOBAL

Sub: Earnings Presentation- Q4 F.Y.-2022-23/ F.Y. - 2022-23

Dear Sir(s),

In compliance with Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with Schedule III Part A (15), please find enclosed the copy of Earnings Presentation for the quarter and year ending 31.03.2023.

You are requested to kindly take note of the same.

Thanking you,

For SMC Global Securities Limited

Suman Kumar

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

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Earnings Presentation
Q4-FY23/ FY23



Branches Across India
143
Including 1 in Dubai



Cities Covered
452



Employees
3,925



Sub-brokers /
Authorised Persons
2,548



Network of Financial
Distributors
6,928



Client Demat A/Cs
9,37,026



Clearing & Settlement
trading members
324



Cumulative AUM/AUA
under Mutual Funds
INR 29.92 Bn



Running SIPs
69,130



Insurance Policies sold
9,57,635



Insurance
Premium
INR 27,166 Mn



NBFC AUM
INR 9,012 Mn



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



Consolidated
Net worth
INR 9,327Mn



5 Year Revenue CAGR*
13.43%



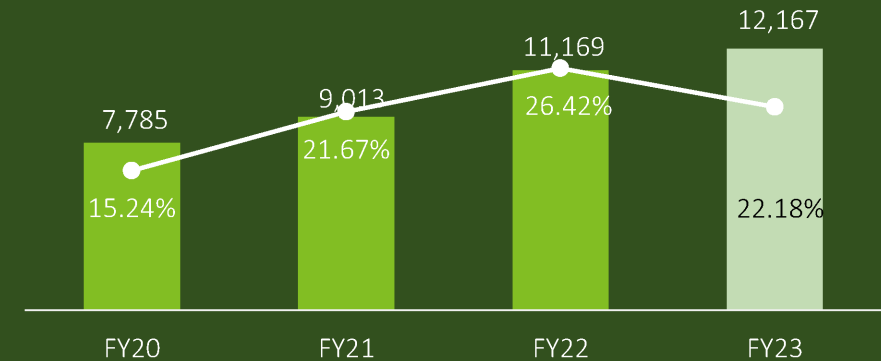
5 Year PAT CAGR*
18.79%



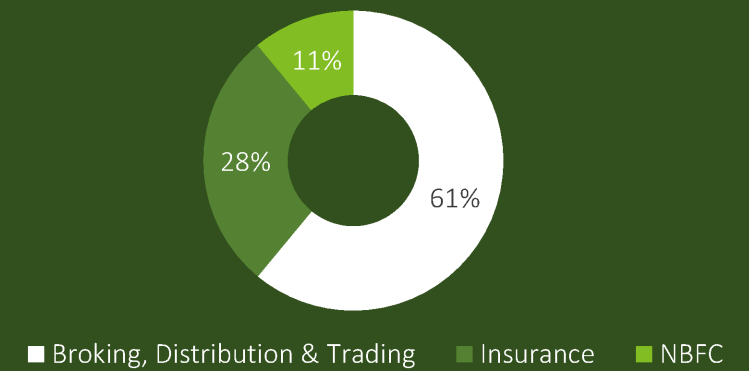
Net D/E
0.94x

- 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. 2,548 Sub Brokers and Authorized Persons the company's footprint spreads over 452 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 poised to get larger share 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 (%)



FY23 Revenue Pie (%)



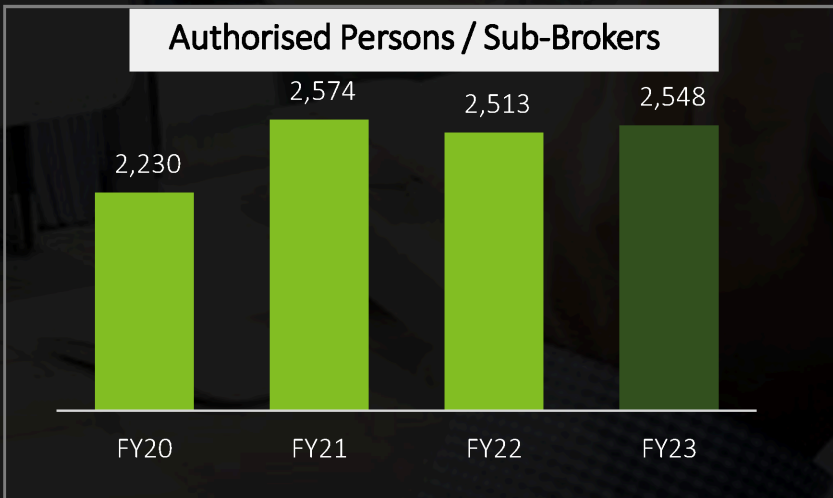
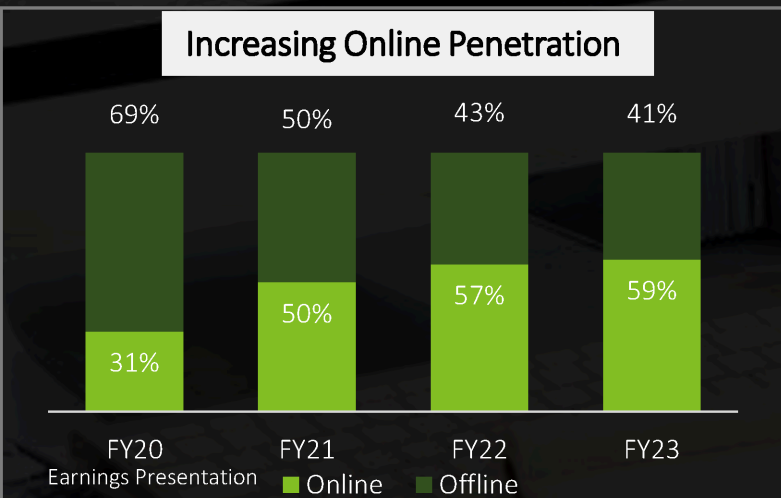
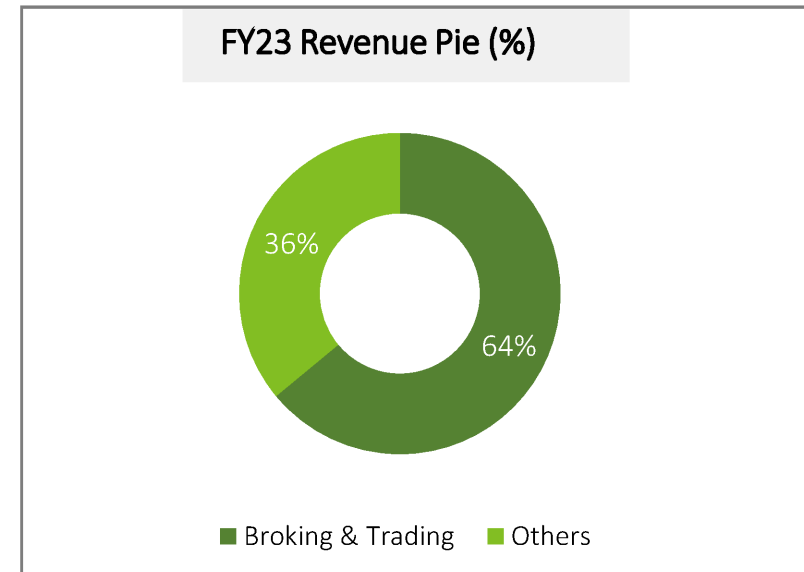
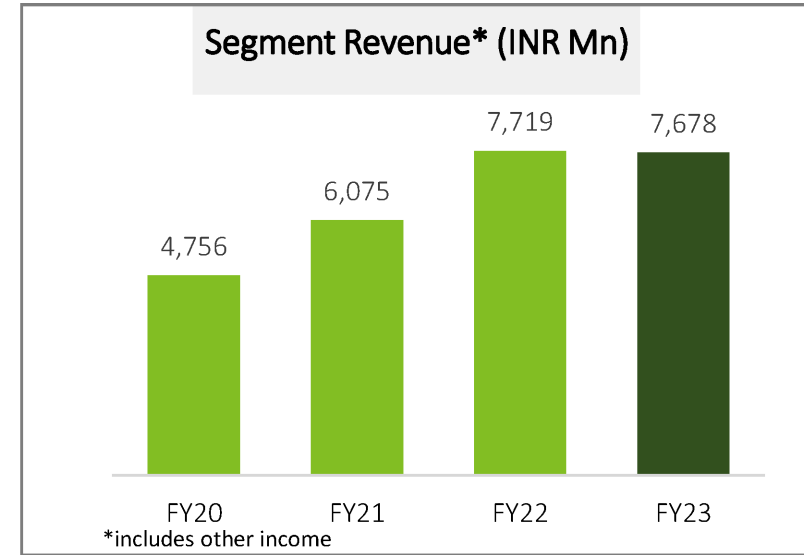
SMC Global Securities Ltd.





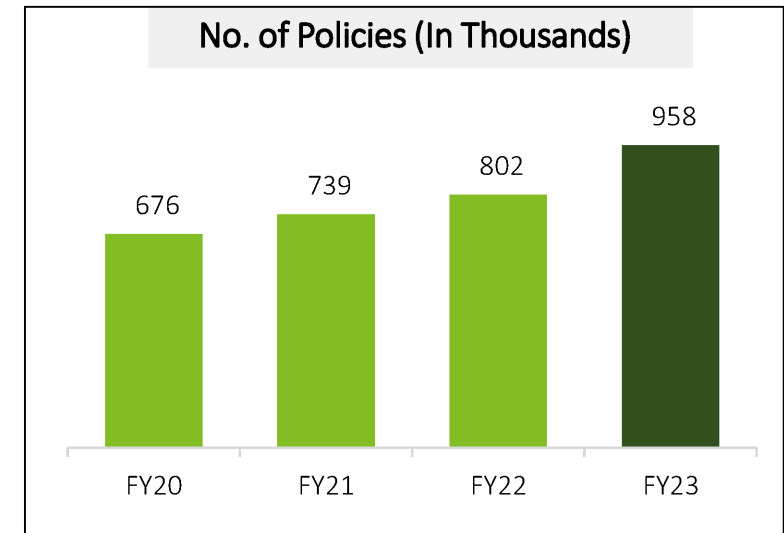
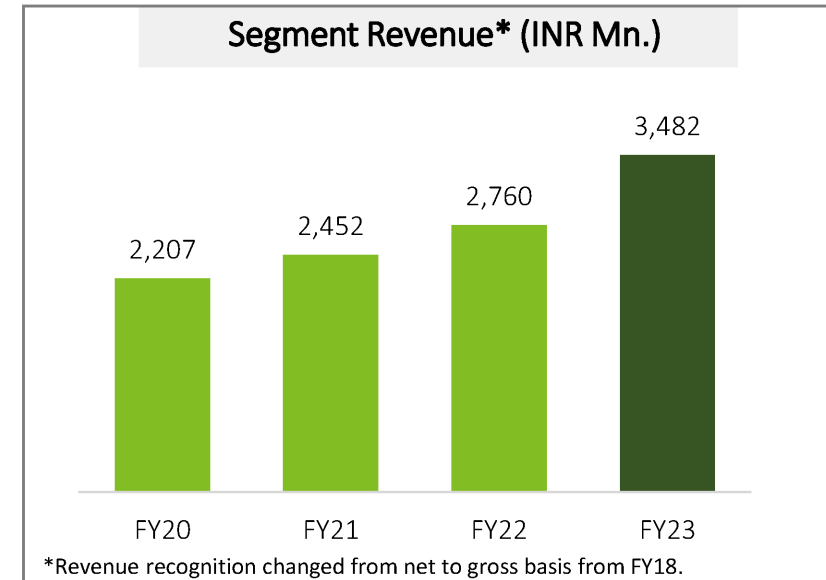
- Top Management of SMC has Over 30 Years of experience in industry
- Well established and deeply penetrated national brand with strong reputation and good recall
- Group has extensive corporate relationships
- An ever-growing database of corporate and retail clients
- Innovative use of digital technology-enabled capabilities, best-in-class products and services
- Strong network of approx. 2,548 Authorized persons and Sub-brokers, with a footprint covering over 452 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 business comprises of brokerage, including discount brokerage “Stoxkart,” 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, Dhanlaxmi Bank as execution partners for broking services.
- SMC has tied up with PNB for new brokerage plan "Discount Brokerage".





- 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 8 branches across the country with more than 578 employees, 13,672 Point of Sales (POSs) and 294 Motor insurance Service Providers (MISPs) servicing a retail customer base of more than 9,50,000 a year.
- The company operates independently of insurance companies, representing clients and rendering impartial advice to protect client's interests.
- Customers taking insurance through SMC benefit by lower premium and/or better quality of insurance cover, expert consultancy, practical pre-sale advice and efficient post-sale services.



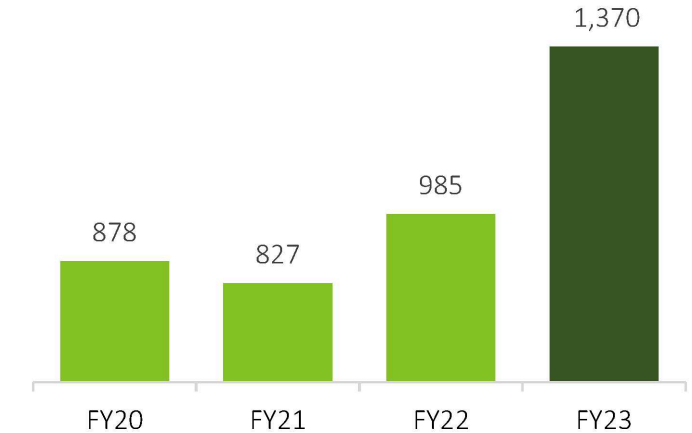


- In the year 2008, SMC started providing financing services through its wholly owned subsidiary, Moneywise Financial Services Pvt. Ltd. (SMC Finance).
- During the year, the Company offered wide spectrum of financial products like SME- LAP (Loan against property), SME-Onward-lending (to NBFC/MFI), SME Equipment finance (Medical & Industrial equipment's), SMEWCTL (Unsecured business loans), Gold Loans and Loan against securities.
- The Company has also entered into its first Co-lending tie-up with Central Bank of India in Q4 FY' 2023.
- The Company has ventured into Gold loan business during the year and also opened its first dedicated Gold loan branch in January 2023.

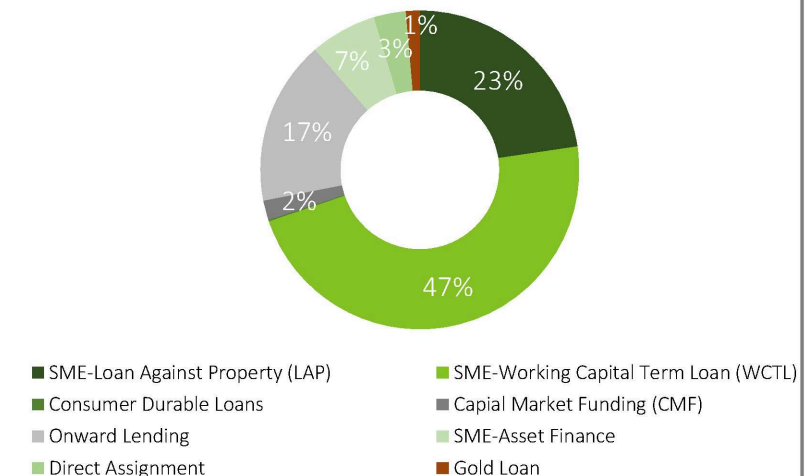
	Gold Loan	CMF	Consumable Durables	Retail DAs	Onward Lending	SME Assets	SME LAP	SME WCTL	Total
AUM (INR Mn)	124	178	14	293	1,504	608	2,043	4,248	9,012
Tenure (Months)	6	3	6	12	24	60	120	36	
Rate of Interest (Range) (%)	10 – 18	18 – 20	18 – 20	15 – 18	14.5 – 16.5	13 – 15	10 – 15	18 – 20	
No. of Clients	7,168	322	9,153	9,316	47	41	124	2,171	28,342

* All numbers as of Q4-FY23
Earnings Presentation

Segment Revenue (INR Mn)



FY23 Lending Portfolio





Q4-FY23/FY23 SMC Global Financial Overview

Q4-FY23 Consolidated Financial Highlights

Revenue INR 3,056 Mn	EBITDA INR 626 Mn	EBITDA Margin 20.48%
PAT INR 219 Mn	PAT Margin 7.17%	Diluted EPS INR 2.11

FY23 Consolidated Financial Highlights

Revenue INR 12,167 Mn	EBITDA INR 2,699 Mn	EBITDA Margin 22.18%
PAT INR 1,204 Mn	PAT Margin 9.90%	Diluted EPS INR 11.25

Q4-FY23 Standalone Financial Highlights

Revenue INR 1,617 Mn	EBITDA INR 392 Mn	EBITDA Margin 24.24%
PAT INR 144 Mn	PAT Margin 8.91%	Diluted EPS INR 1.40

FY23 Standalone Financial Highlights

Revenue INR 6,792 Mn	EBITDA INR 1,821 Mn	EBITDA Margin 26.81%
PAT INR 934 Mn	PAT Margin 13.75%	Diluted EPS INR 8.72

General:

- Income from operations grew by about 6% Y-o-Y in Q4-FY23 and by 9% Y-o-Y in FY23
- Decline in EBITDA margins was due to Y-o-Y decrease in Investment Income by Rs. 319 Mn and Y-o-Y decrease in net gain on proprietary trading income by Rs. 260 Mn in FY23
- Consolidated Book value per share increased to Rs. 89.1 as of FY23 from Rs. 81.9 as of FY22
- Debt equity ratio stood at 0.98x
- Company is focusing on improving technological strength

Broking, Distribution & Trading:

- Revenue decreased by 3.56% Y-o-Y in Q4-FY23 and by 0.53 % Y-o-Y in FY23
- Number of Branches increased Y-o-Y from 83 to 119 as on March 2023

Insurance:

- Revenue grew by 22% Y-o-Y in Q4-FY23 and by 26% Y-o-Y in FY23
- EBIT increased by 45% in Q4-FY23 and by 14% in FY23

Financing:

- Loan AUM increased by 31% Y-o-Y to INR 9,012 Mn in FY23 from INR 6,904 Mn in the same period in corresponding year
- Revenue increased by 24% Y-o-Y in Q4 FY23 and by 39% Y-o-Y in FY23
- EBIT increased by 11% Y-o-Y in Q4 FY23 and by 65% Y-o-Y in FY23
- GNPA & NNPA as on 31st March 2023 decreased to 2.27% & 1.44%, respectively from 2.83% & 1.99%, respectively in March 2022
- Disbursement has increased by 99% Y-o-Y in FY23 to INR 8,583 Mn from INR 4,310 Mn in the same period in corresponding year

Quarterly Consolidated Income Statement

Particulars (INR Mn)	Q4-FY23	Q4-FY22	Y-o-Y	Q3-FY23	Q-o-Q
Operational Income	3,056	2,897	5.5%	3,191	(4.2)%
Total Expenses	2,430	2,172	11.9%	2,476	(1.9)%
EBITDA	626	725	(13.7)%	715	(12.4)%
EBITDA Margins (%)	20.48%	25.03%	(455) Bps	22.41%	(193) Bps
Other Income	14	6	NA	14	0.0%
Depreciation	64	56	14.3%	61	4.9%
Interest	269	160	68.1%	255	5.5%
PBT	307	515	(40.4)%	413	(25.7)%
Tax	88	106	(17.0)%	93	(5.4)%
Profit After tax	219	409	(46.5)%	320	(31.6)%
PAT Margins (%)	7.17%	14.12%	(695) Bps	10.03%	(286) Bps
Other Comprehensive Income	2	(16)	NA	7	(71.4)%
Total Comprehensive Income	221	393	(43.8)%	327	(32.4)%
Basic & Diluted EPS (INR)	2.11	3.62	(41.7)%	3.05	(30.8)%