

Date: 22nd September, 2023

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
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Sub: Investor Presentation –September 2023.

Dear Sir(s),

In compliance with Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with Part A (15) of Schedule III, please find enclosed herewith the Investor Presentation of September 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 & General Counsel
(Membership No. F5824)**



SMC Global Securities Ltd.

Investor Presentation
September 2023



Branches Across India
165
Including 1 in Dubai



Cities Covered
456



Employees
4,050



Sub-brokers /
Authorised Persons
2,558



Network of Financial
Distributors
7,035



Client Demat A/Cs
9,75,908



Clearing & Settlement
trading members
340



Cumulative AUM/AUA
under Mutual Funds
INR 32.10 Bn



Running SIPs
67,154



Insurance Policies sold
2,09,437



Insurance
Premium
INR 5,848 Mn



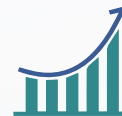
NBFC AUM
INR 9,631 Mn



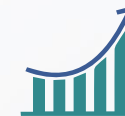
Ratings:
Short Term-
ICRA A1+
Long Term-
ICRA A (STABLE)



Consolidated
Net worth
INR 9,507 Mn



5 Year Revenue CAGR*
13.43%



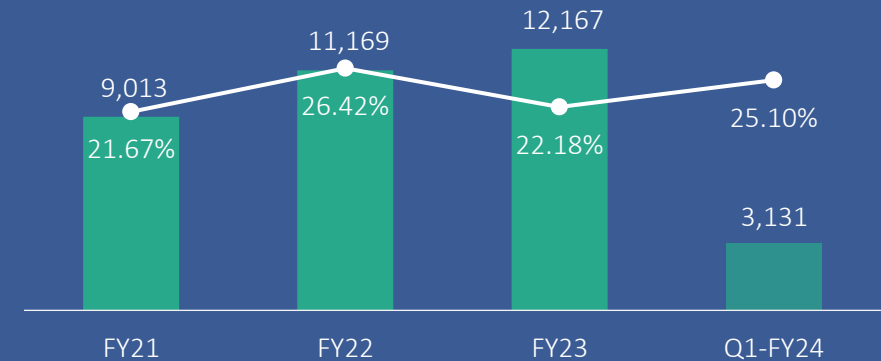
5 Year PAT CAGR*
18.79%



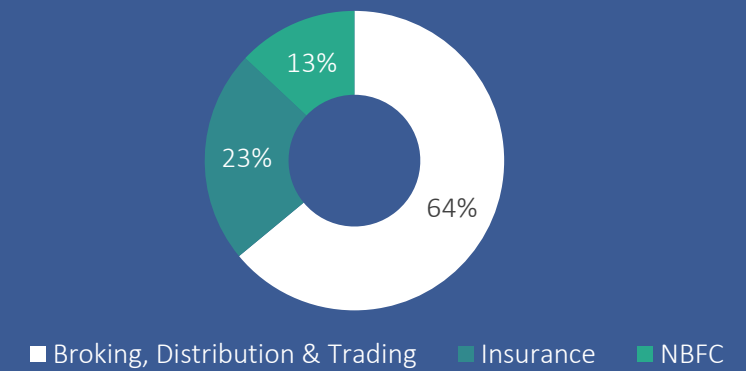
Net D/E*
0.94x

- 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. 2,558 Sub Brokers and Authorized Persons the company's footprint spreads over 456 cities across India.
- The company is governed by strong board including 10 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 (%)



Q1-FY24 Revenue Pie (%)



SMC Global Securities Ltd.



Insurance Broking



Broking, Distribution & Trading



Financing



Life Insurance



Equity, Commodity, Currency & Full-Service Broking, MTF



Clearing Services



Financial Products Distribution



Wealth Management



SME – Loan Against Property (LAP)



SME – Working Capital Term Loan (WCTL)



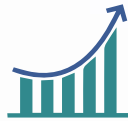
SME-Asset Finance



Supply Chain Financing



General Insurance



Proprietary Trading



Fixed Income



Discount Broking



Portfolio Management



Investment Banking



Real Estate / Mortgage Advisory



Institutional Broking



Research Services



Onward Lending



Capital Market Funding (CMF)



Gift City (IFSC)



Gold Loan



India INX



NSE IFSC



IIBX



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). He is senior member of management committee of ASSOCHAM.



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 and rank holder of ICAI. With a wide and rich experience of about 26 years in Securities market, he heads the core businesses of Broking & Clearing services at SMC. He was awarded the most promising Business leader of ASIA 2019 by Economic Times.



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 13 years in Financing & Securities market along with a strong hold into the intricacies of the capital market.



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.



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. She had been appointed as Central Government nominee in central council of Institute of Company Secretaries of India.



Mr. Naveen ND Gupta

Independent & Non-Executive Director

He has been a chartered accountant for around 26 years and is widely known for his role in making the income disclosure Scheme, 2016 a success. He is the former president of the Institute of Chartered Accountants of India and Director in various companies.



Mr. Mahesh C. Gupta

Vice Chairman and Managing Director, SMC Group

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). He is recognised by CEO Insight magazine in list of “Top 10 leaders in Investment company”.



Mr. Anurag Bansal

**Whole Time Director-SMC Global Securities Ltd. Director-SMC Capitals Ltd.,
Director and CFO-SMC Global IFSC Pvt. 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 about 25 years in financial markets. He is also a member of Institute of Cost Accountants of India (ICMAI).



Ms. Shruti Aggarwal

Non-Executive Director- SMC Global Securities Limited & Director-SMC Global IFSC Private Limited

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. She is currently also leading the Corporate Finance function at SMC Investments & Advisors Ltd.



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 48 years in the field of financial management, Investor services, Corporate Governance & Resource mobilization from Domestic as well as International market. He had been MD and Finance Director of REC Ltd.



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 41 Years in the field of Financial cost management accounting as well as in cost management auditing sector. He is the former president of the Institute of Cost Accountants of India.



Mr. Narender Kumar

Independent & Non Executive Director

He is a retired IAS and Ex- Labour Commissioner. He has more than 34 years experience.



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. He is the former chairman of capital market committee of PHD chamber of commerce.



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

Director & CEO - Moneywise Finvest Ltd.
Director - Moneywise Financial Services Pvt. 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.



Ms. Anshika Aggarwal

Director- SMC Investment and Advisors Ltd. & Director- SMC Real Estate Advisors Pvt. Ltd.

A qualified Chartered Accountant, holding a B.Com (Hons.) degree from Delhi University, she is also a member of Young Business Leaders Forum – PHD CCI. She carries with her entrepreneurial experience, running a fashion social commerce startup, Modestreet Fashion as Co-Promoter and Director for 1 year. Prior to which, she was with Ernst & Young for nearly 4 years in business tax and regulatory consultancy..



Ms. Akanksha Gupta

Whole Time Director - SMC Insurance Brokers Pvt. Ltd., Director- SMC Global IFSC Pvt. Ltd., Director- SMC Comtrade Limited

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 unfailingly rise to meet the challenges boosts the effectiveness of the group.



Ms. Reema Garg

Chief Human Resource Officer, Director-SMC Global Securities Ltd.
Director-Moneywise Finvest Ltd.

She holds B.Sc. (Computer Science) from University of Delhi and Masters in Computer Applications (MCA).



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.



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).



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. Suman Kumar

E.V.P (Corporate Affairs & Legal), CS & General Counsel

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.



Mr. Gobind Ram Choudhary

Independent & Non-Executive Director

He is commerce graduate from University of Calcutta. He is Executive Director at Anmol Industries Ltd., also an active member at Bharat Lok Shiksha Parishad, Delhi. A council member with western UP council of CII, Executive member of Indian Industries Association of Greater Noida and member of PHD chamber.



Mr. Dinesh Kumar Saraf

Independent & Non-Executive Director

He is member of the Institute of Cost Accountants of India and Institute of Company Secretaries of India, graduate [B.com(Hons)] from Shri Ram Collage of Commence from Delhi University and he has cleared examination of Valuer (Securities & Financial Assets) conducted by IBBI. He has held major positions like Chairperson of Petroleum and Natural Gas Regulatory Board, Chairman & Managing Director of Oil and Natural Gas Corporation Limited & Chairman of ONGC group companies, various positions in Oil India Limited and DCM Shri Ram Group. Currently he is associated with Indian Institute of Petroleum of CSIR as Chairman- Research Council.

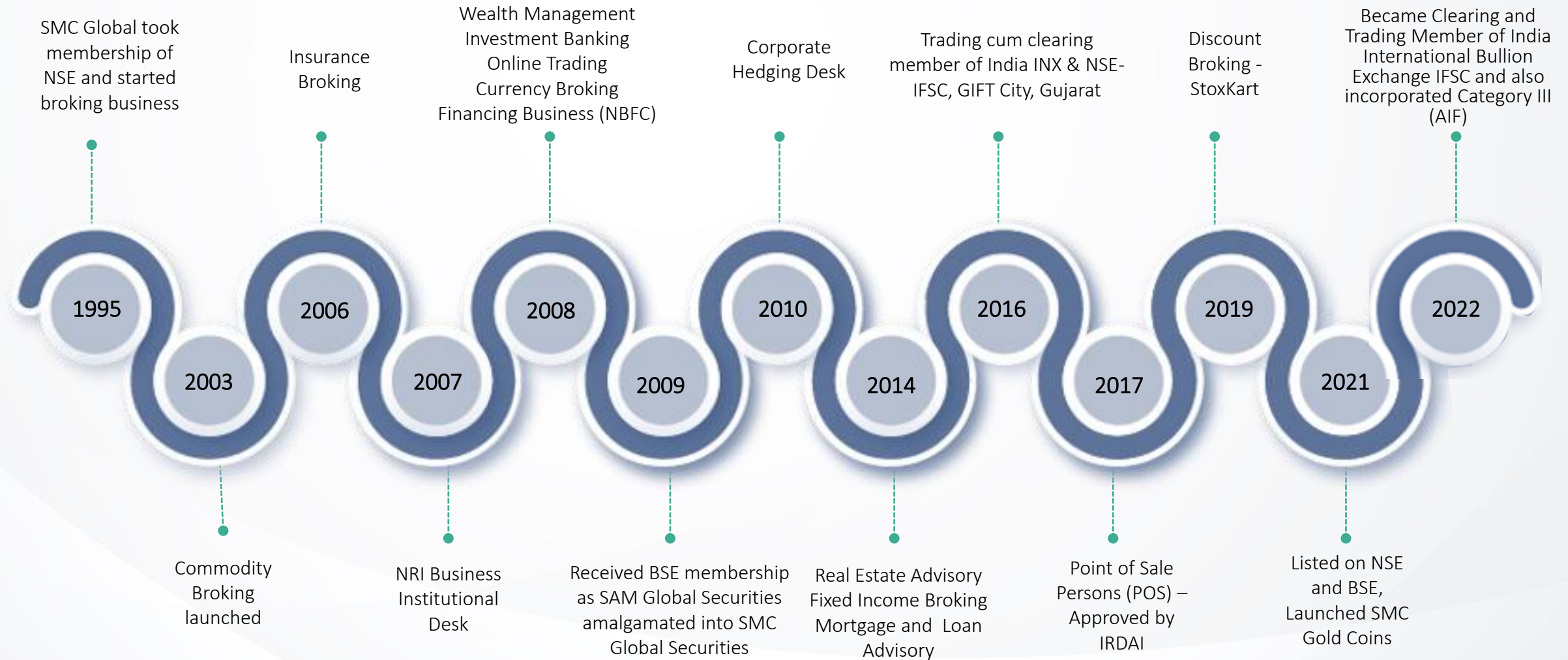


Mr. Hemant Bhargava

Independent & Non-Executive Director

He is a Post Graduate in Economics, Masters in Financial Management and a Graduate [B.Com (Hons)] from Shri Ram College of Commerce. He has more than 39 year's professional experience with expertise in finance and insurance. He is adept at establishing new strategic initiatives with multiple stakeholders, designing innovative marketing & sales campaigns.

Key Milestones



SMC Branch Offices
 165 Branches in India including Dubai
 456 Cities covered across India
 2,558 Sub Brokers/ Authorised Persons



Awards & Accolades

<p>2023 Member Partner – New Initiatives & Market Outreach Commodity</p>	<p>2022 MCX Awards Leading Member- Bullion Segment</p>	<p>2022 Significant Contribution To The Commodities Market</p>	<p>2022 MCX Awards Leading Member- Options</p>	<p>2021 KRISHI Award for developing Retail Segment Participation</p>	<p>2019 Broking House Non-Agricultural Commodities of The Year</p>
<p>2019 Premier Depository Participant in Gold Category</p>	<p>2019 Fastest Growing MFI North in Best Star MF Online- BSE</p>	<p>2019 Business Excellence Award (Order of Merit)</p>	<p>2018 Best Fastest Growing Commercial NBFC</p>	<p>2018 Best Financial Service Provider</p>	<p>2018 “Regional Retail Member of the Year (North)”</p>
<p>2017 Best Broker with In-House Research In Bullion Industry</p>	<p>2017 Krishi Pragati Award, 2017</p>	<p>2017 Commodity Broker of the Year</p>	<p>2017 Best Performing Retail Broker of Northern Region</p>	<p>2017 Best Online Trading Services Broker</p>	<p>2016 Order of Merit- Achieving Market Leadership</p>
<p>2016 NBFC of the year (Northern region)</p>	<p>2015 Property Consultant of the Year - Residential</p>	<p>2015 Best Financial Service Provider</p>	<p>2015 Corporate Broker of the year – National & Best Real Estate Broker of the year</p>	<p>2014 Best Commodity Broking House</p>	<p>2014 Best Merchant Banker – Capital Restructuring services</p>

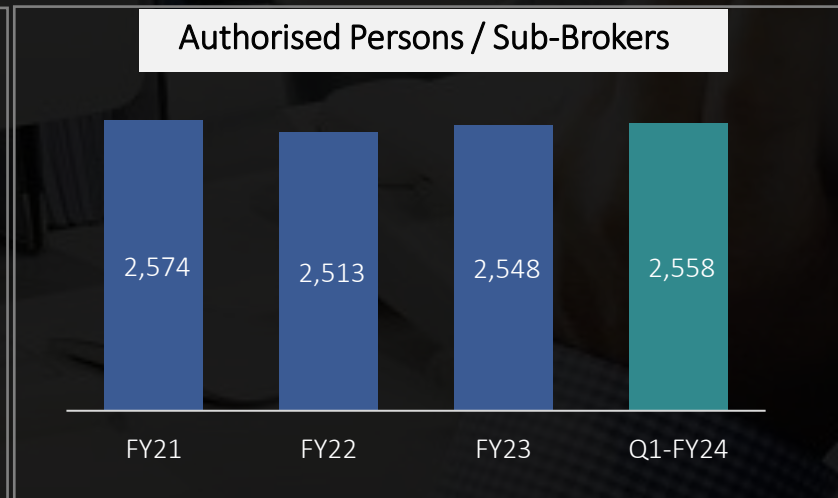
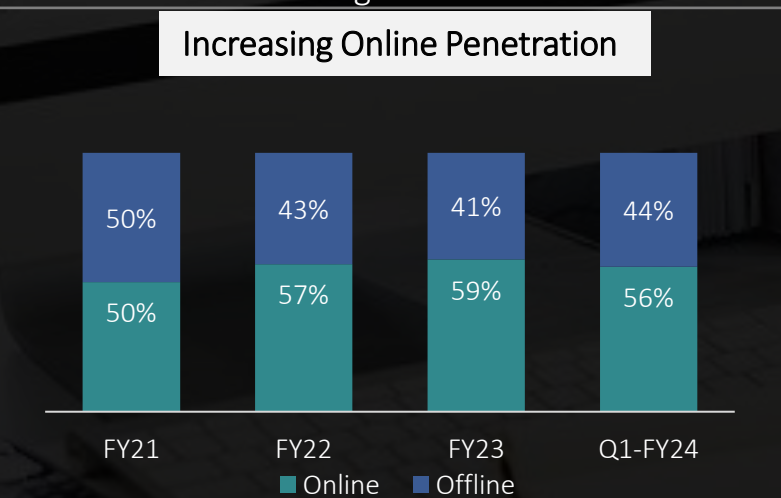
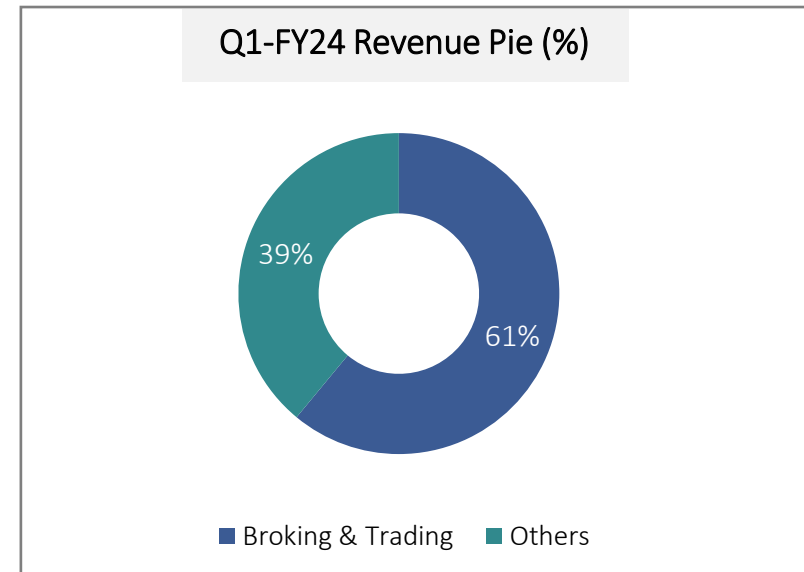
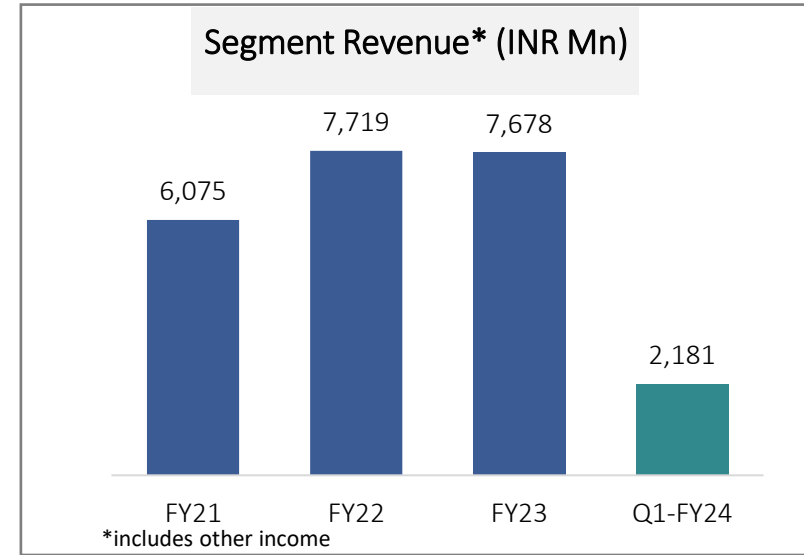


- Top Management of SMC has Over 30 Years of experience in industry
- Well established and deeply penetrated national brand with strong reputation and good recall
- Group has extensive corporate relationships
- An ever-growing database of corporate and retail clients
- Innovative use of digital technology-enabled capabilities, best-in-class products and services
- Strong network of approx. 2,558 Authorized persons and Sub-brokers, with a footprint covering over 456 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, 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, Union Bank of India and Indian Overseas Bank for new brokerage plan "Discount Brokerage".

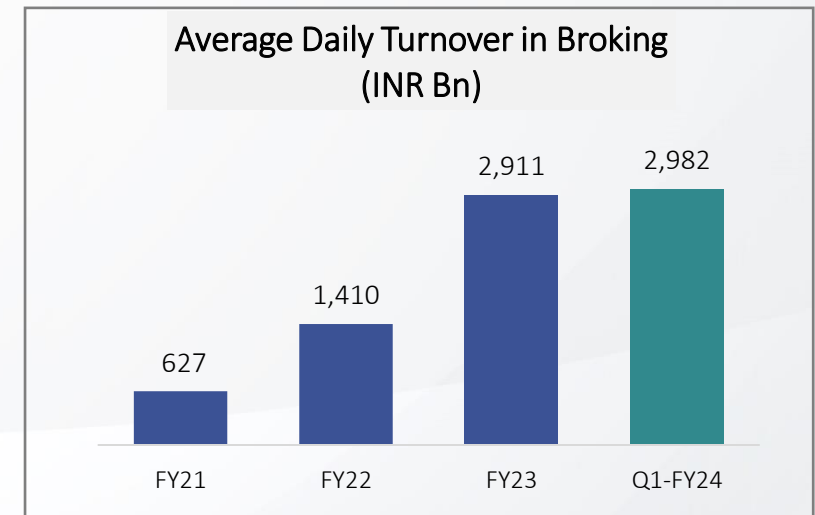
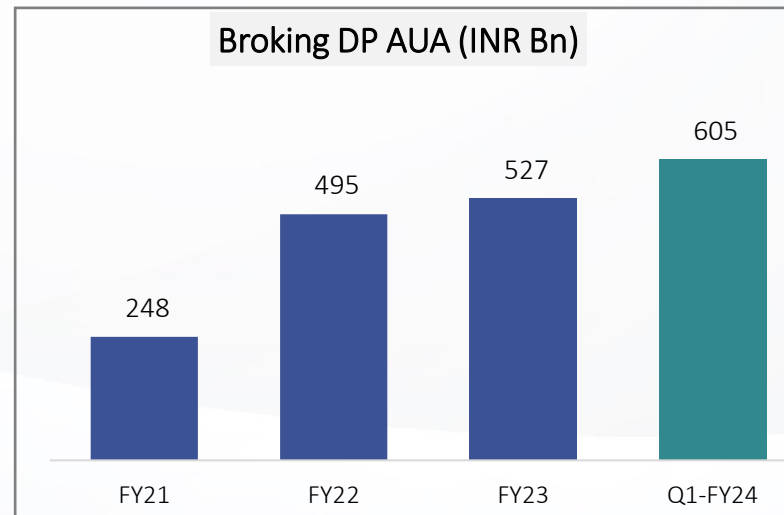
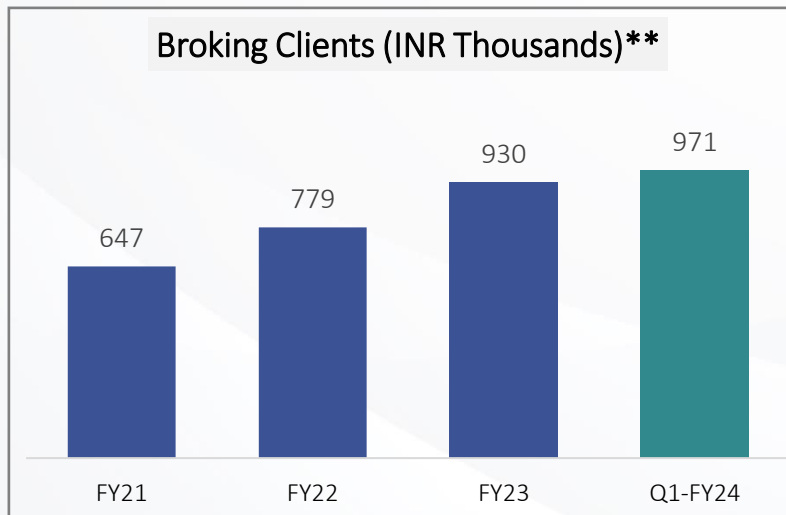


Equity, Commodity & Currency Broking:

- SMC is serving more than 9,71,000 clients under the broking segment, including more than 2,19,000 clients under Stoxkart.
- Equity segment under broking has been successful in generating a combined turnover of approx. INR 175.59 Tn* in Q1-FY24 as compared to a turnover of INR 213.97 Tn* in Q4-FY23.
- Recorded our trading volume of INR 0.84 Tn* in commodity segment and INR 2.50 Tn* under currency segment for Q1-FY24.
- Total approx. market share of 1.16% in equity, 1.56% in commodity and 2.47% in currency markets.

Clearing Services:

- SMC is a leading name in clearing services whereby it provides clearing & Settlement services to 340 trading members across multiple stock exchanges.
- Member of NSE, BSE, India INX, NSE IFSC Exchange at GIFT City, MCX, NCDEX & 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.



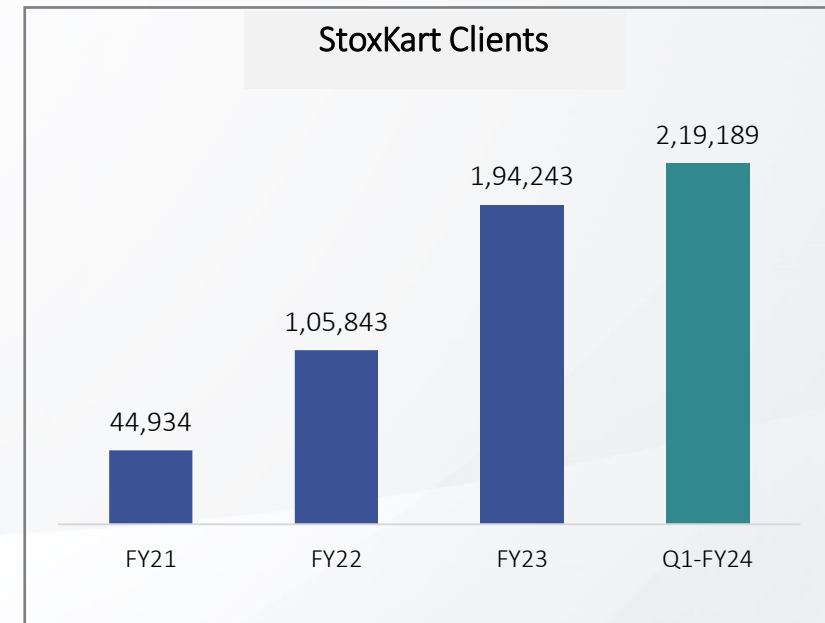
*Includes turnover from proprietary and clearing services from cash and derivative segments

**Includes broking clients under Stoxkart

- 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 2,19,000 clients till June 2023, and this has the potential to show exponential levels of growth. (StoxKart clients are unique from traditional broking clients)
- Launching new trading app Super Evo, which will further increase the market share of SMC.

Key Features:

- Big Saving in Brokerage- INR 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.



Quantitative Trading Desk(HFT)

- Specialize in automated trading strategies across multiple asset classes through cutting edge in-house trading platform.



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.



Digital Presence

- Active social media presence on various platforms including Facebook, Instagram, Twitter, LinkedIn, Youtube and Quora.



ACE API

It is a powerful REST API, which uses HTTP requests to fetch live/historical data, automate trading strategies and monitor portfolio in real time.



- Next generation advance mobile trading platform 'SMC ACE'
- Provides Robo Advisory to the clients



- Customized automated trading platform based on Algorithms



- 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.



Market Mojo

SMC has entered into an agreement with Markets Mojo, which is in the business of providing Market Data & Research Support Services across various channels of distribution and is also a SEBI registered Investment.



- Platform for online trading through website and Mobile App



- Online App for investing in mutual funds, FDs and various other financial instruments



- Advance mobile trading app
- Single hand navigation to important functions
- Advanced Charting tools
- Multiple analysts research based recommendations



ALGO STRATEGY MARKETPLACE

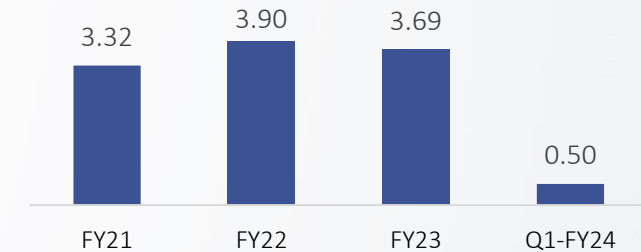
- SMC has tie up with 'Tradetron'
- With Tradetron, trading will be faster - better executions, real-time trading strategies. Tradetron makes it easy for those who lack time or even the know-how to trade online.



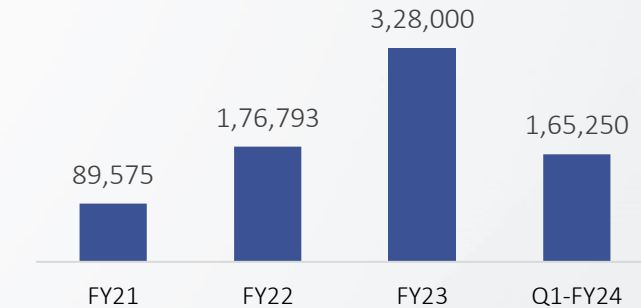
Stoxkart Superr Evo

- Fastest Trade Execution tools
- Advance Charting Tools with smart indicator
- Fastest Mobile app. Designed for Basic to Pro trader "Loaded with the latest features"
- Offer Research calls and Algo API option

Website Traffic (In Mn)

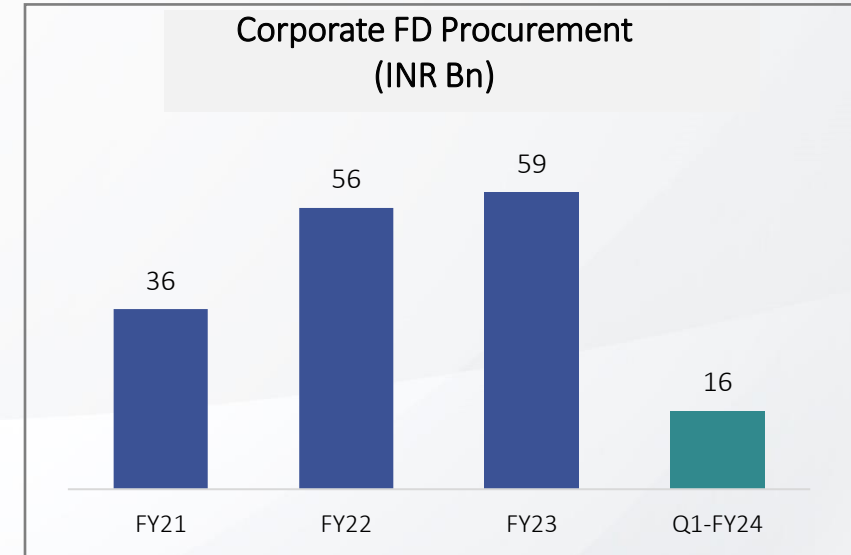
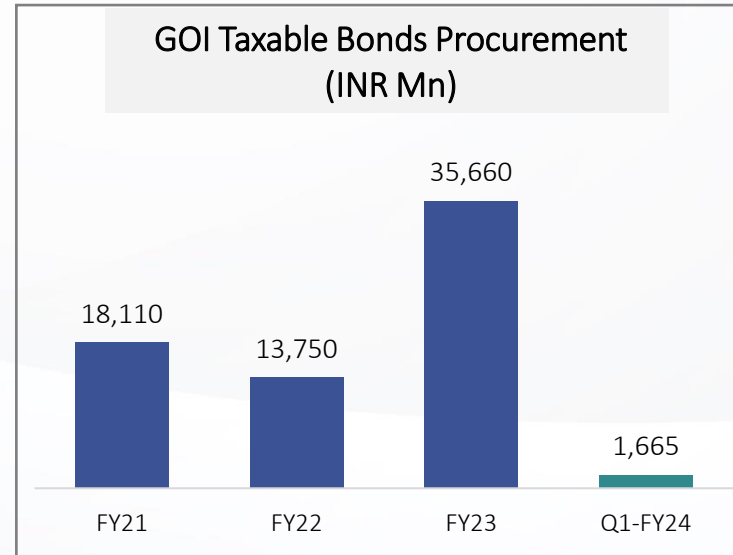
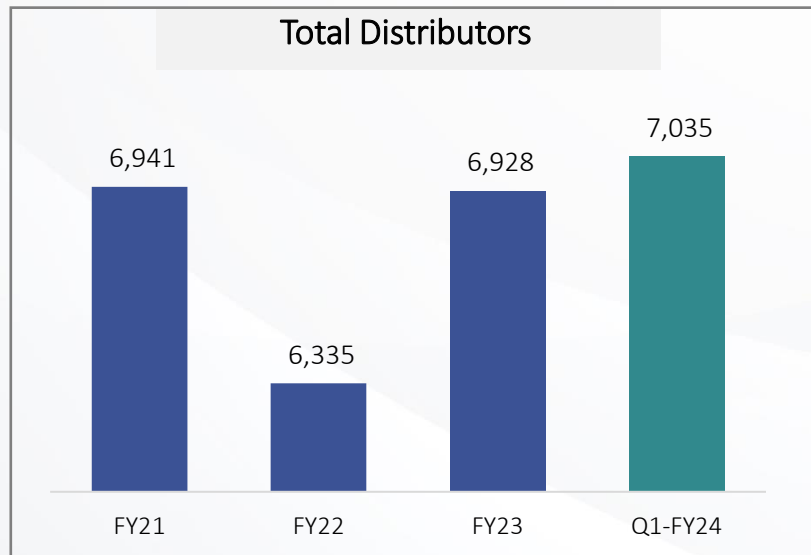
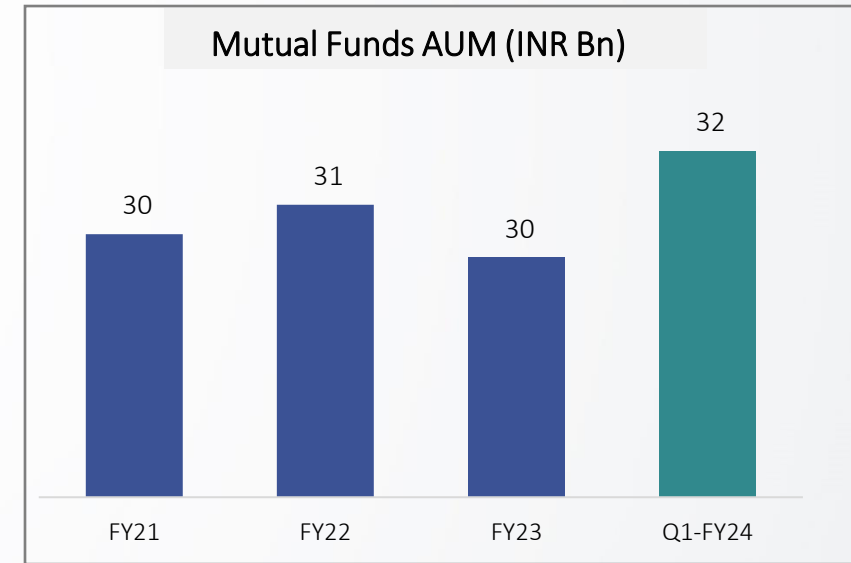


Application Installations



- SMC has tie up with Narnolia, has created one of the best Process -Driven BUY-side Research teams in the country with capabilities spread across asset classes and investment strategies.

- 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 7,035 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 32.10 Bn+ with more than 67,154 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:

- SMC deploys its surplus funds into generating income from proprietary arbitrage business.
- Under arbitrage we use Algo trading and high frequency trading infra to capitalize on the market in efficiencies in Equity/ Pro/ Commodities and Currency segments of various exchanges.
- We are using state of the art hardware /software both outsourced and in house and also low latency network for running our various arbitrage strategies written by in house software team as well as outsource team vendors.
- SMC also has very talented Quant team which makes number of alpha generating strategies to give market network absolute return .

Fixed Income:

- The fixed income desk executes the procurement and placements of a wide range of debt instruments.
- Served more than 500 institutional and HNI clients in Q1'24.
- SMC's total turnover upto June, 2023 stood at INR 10.15 Bn and INR 4.93 Bn in WDM section.
- 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 11,000 with managed AUM/AUA of INR 7,402 Mn.
- We have our direct sales branches/ regional offices at Delhi, Mumbai, Bangalore and Pune.

Portfolio Management:

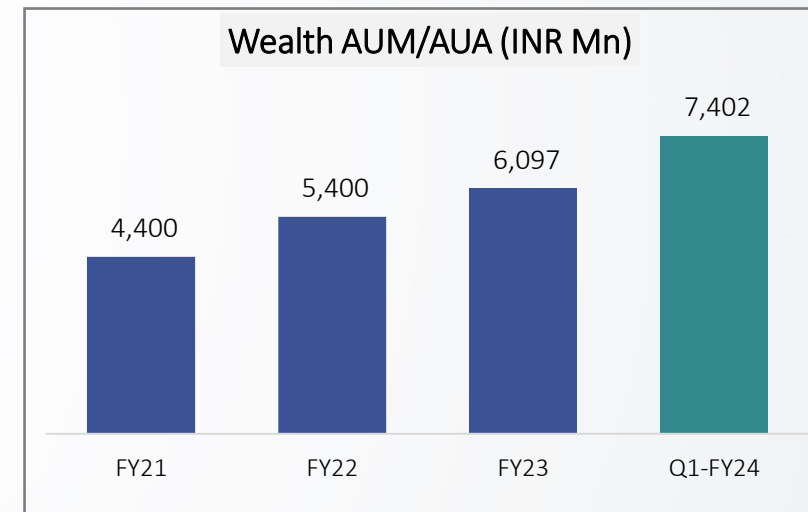
- Under our PMS desk, we focus on buying fundamentally sustainable growing businesses and outperform the benchmark indices by investing in equity and equity related instruments including mutual funds.

Investment Banking:

- SMC Capitals Ltd. is a Category I Merchant Banker registered with SEBI providing a full spectrum of equity capital markets services, using an Industry-focused and Knowledge-driven approach.
- SMC Capitals, since 2008 has been part of more than 50 deals in the Public Issue Management, M&A Advisory, Private Equity & Debt Advisory Services and process management for consolidation products.

Real Estate/Mortgage Advisory:

- Fully Integrated real-estate solution provider for end-users, investors & developers.
- Supported by 1,195+ exclusive Real Estate sub-brokers.
- 7,374 transactions done since 2015 valued at INR 39.26 Bn.
- Tie-ups with leading developers like VTP Realty, Vilas Javdekar, NDLC, Ekana, Jhamtani, Saheel, Godrej, Lodha, Shapoorji, TATA Housing, Shobha, Mantra, Kolte Patil, Marathon, Kohinoor, Hiranandani, Adani, Mantra, ATS, Wave City and many more.
- Focused Locations: Delhi NCR, Mumbai, Lucknow, Pune.
- Mortgage Advisory- Tie-ups with leading banks for debt syndication of secured/ unsecured loans for retail and corporate borrowers.

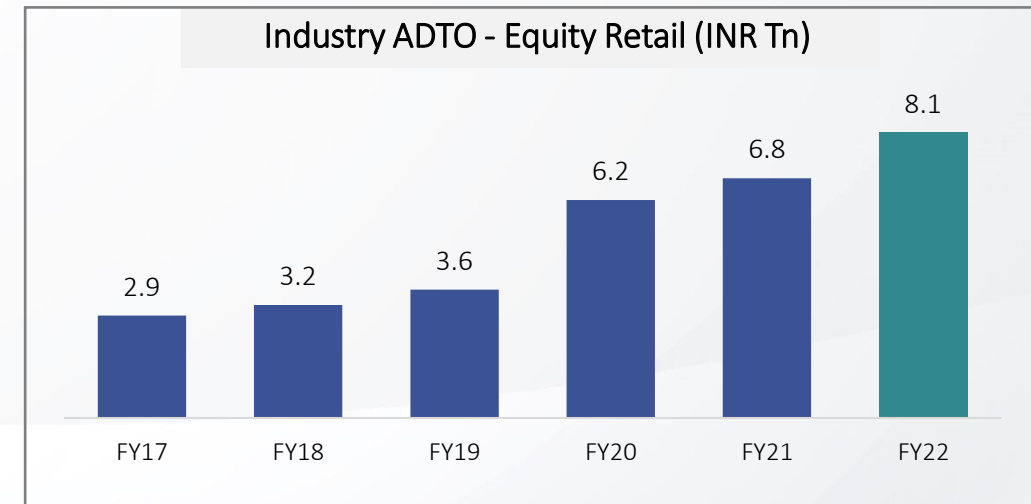
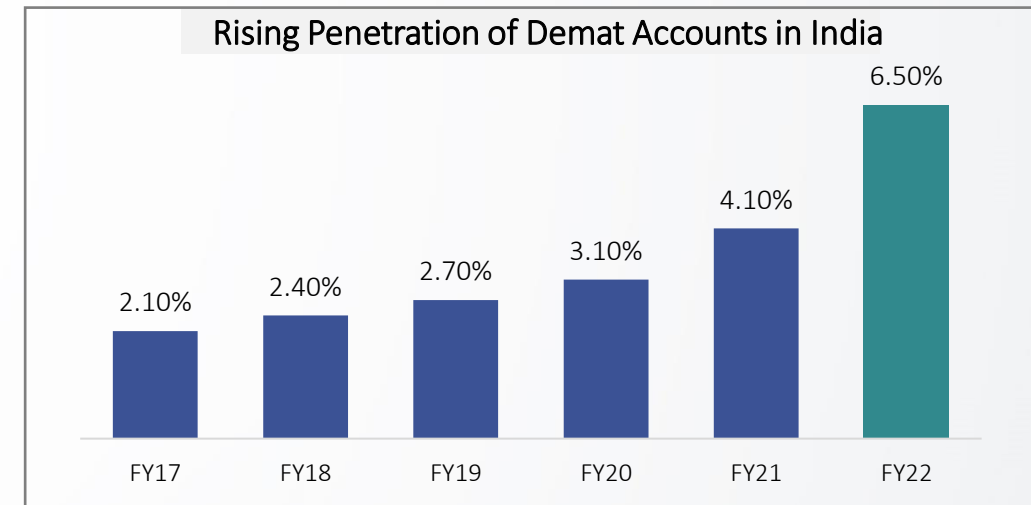


Marquee Investment Banking Deals

 BSE Limited IPO - BRLM	 Coromandel International Limited M&A Advisory	 VRL LOGISTICS LIMITED VRL Logistics Private Equity Advisory	 Muthoot Fincorp Limited Debt Public Issue – Lead Manager	 L&T Infrastructure Finance Limited Long Term Infrastructure Bonds – Co Lead Manager
 SHRIRAM Life Insurance YOUR PARTNER FOR PROSPERITY Shriram Transport Finance Company Limited Debt Public Issue – Lead Manager	 Kosamattam Finance Limited Debt Public Issue – Lead Manager	 IDFC BANK IDFC Limited Long Term Infrastructure Bonds – Co Lead Manager	 VENUS PIPES AND TUBES Venus Pipes & Tubes Limited IPO – Sole BRLM	



- Equity Broking industry is likely to clock a total revenue of ~INR 28,000-30,000 crore in FY 2023, registering a year-on-year (YoY) growth of 10%, the revenue growth rate is expected to be flattish in FY24.
- 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.
- In FY 2022, full-service brokers accounted for a significant share (46.23%) of the broking industry in India, followed by discount brokers (42.46%) and hybrid brokers (11.31%).
- 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.
- The industry witnessed a deceleration in the pace of client accretion. In 11 months of FY23, client addition was at ~2.3 crore compared to ~3.46 crore in FY22.
- Recently, government hiked STT on sale of futures and options to an extent of ~25%. This rise will result in higher cost for participants impacting robust momentum seen in volumes.
- Increasing regulatory compliance and associated cost, larger brokerages are expected to gradually garner market share while consolidation is expected to continue with the alignment of small brokers with larger established player.

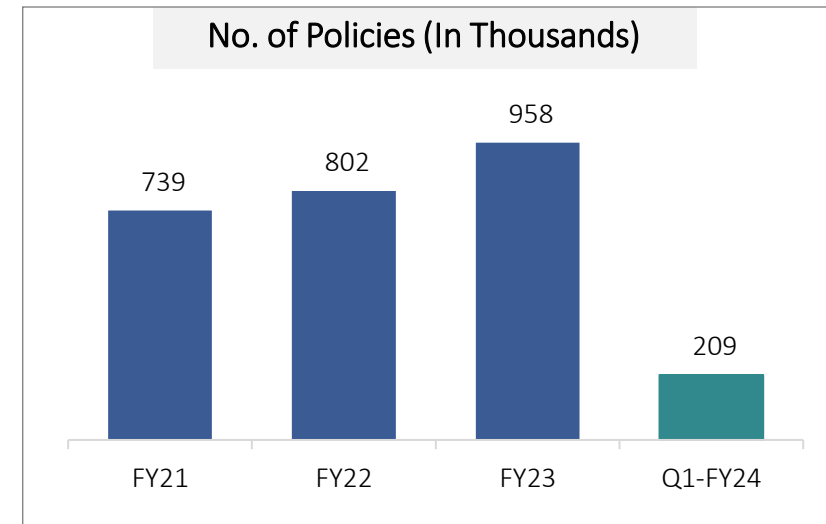
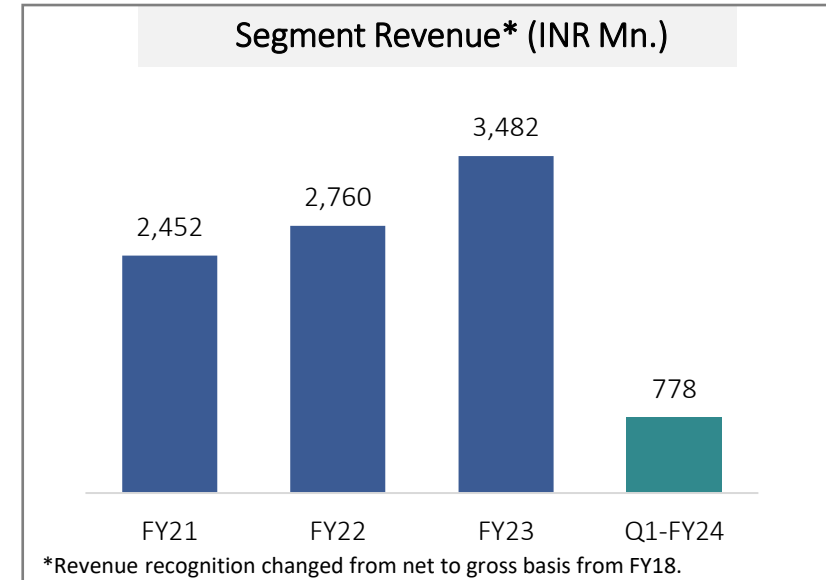




Insurance Broking



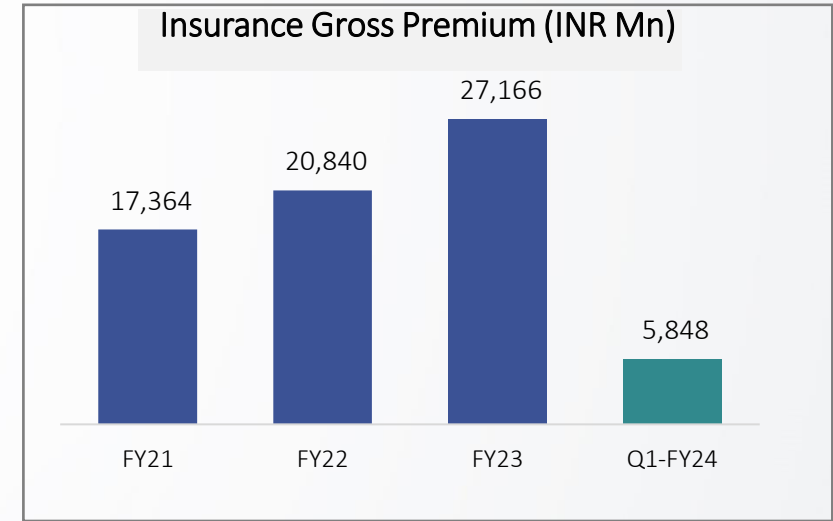
- SMC Insurance Brokers Pvt. Ltd. which is a Direct Insurance Broker registered with IRDAI (Insurance Regulatory and Development Authority of India) provides a complete array of services in Life Insurance and General Insurance Category including consulting, risk analysis, policy serving and claim settlement 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 7 branches across the country with 589 employees, 14,054 Point of Sales (POSS) and 291 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.



General Insurance (GI)

Non-Life/ General Insurance contributes around 94.43% of the total revenues of the Company.

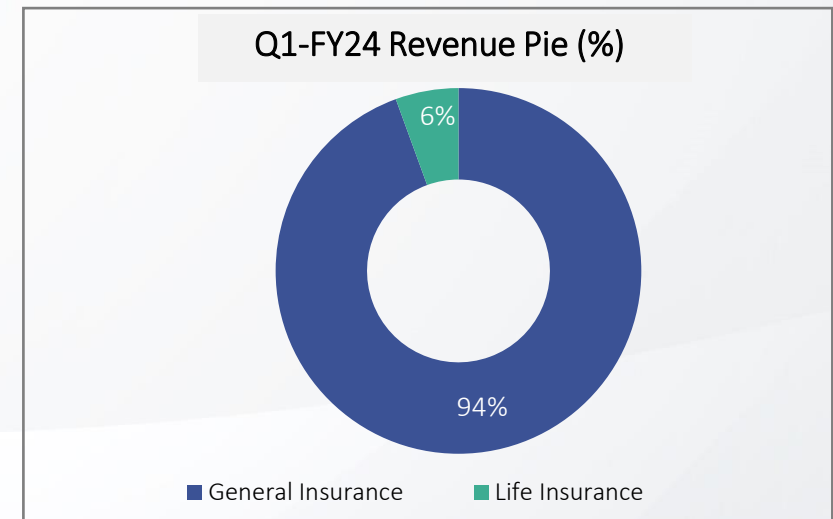
- Within this segment, sales primarily happen through MISP (Motor Insurance Service Provider), POS (Point of Sales person), direct sales channel-foot on the street model.
- SMC had 2.78% of Industry market share for Insurance Motor premiums as on 31st March, 2022.
- The General Insurance business segment 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 5.57% of the total revenue in insurance broking.

- We have a tie up with major 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

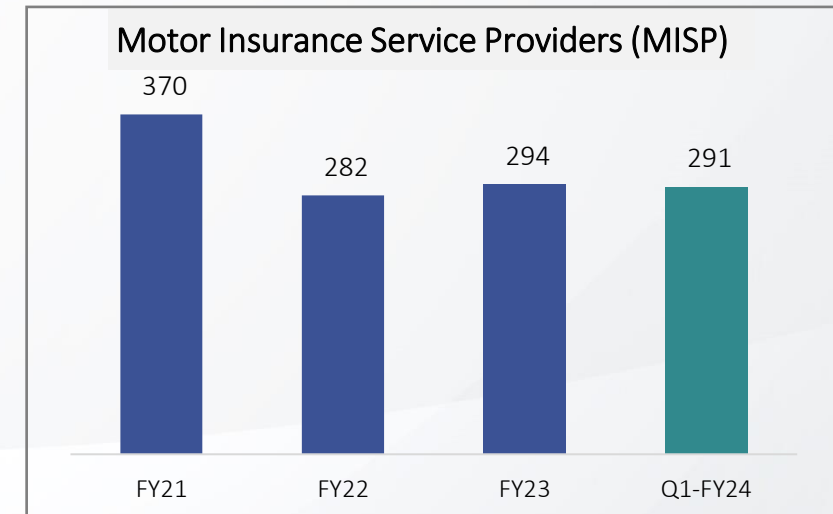
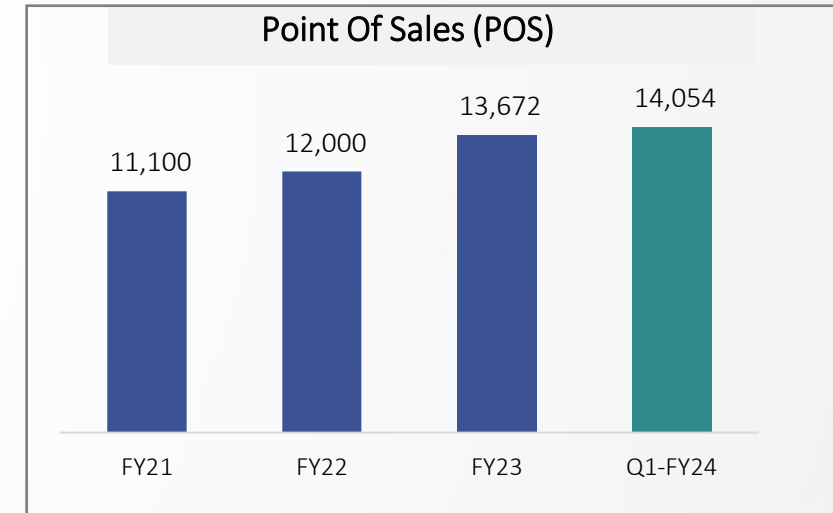
- www.smcinsurance.com online portal has developed for catering to B2B and B2C network
- The portal has Artificial Intelligence features
- Average Monthly spend of INR 50 lakhs (approx.) on technology development

POS Model

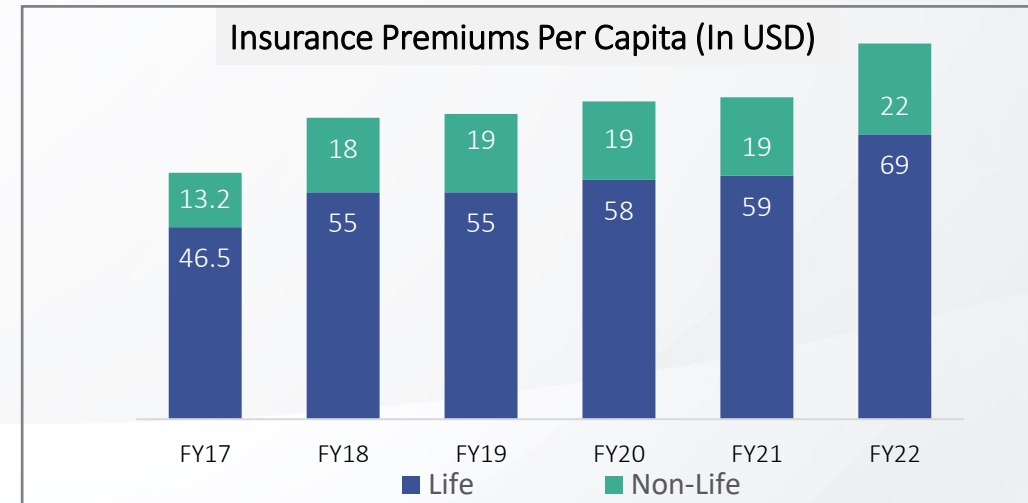
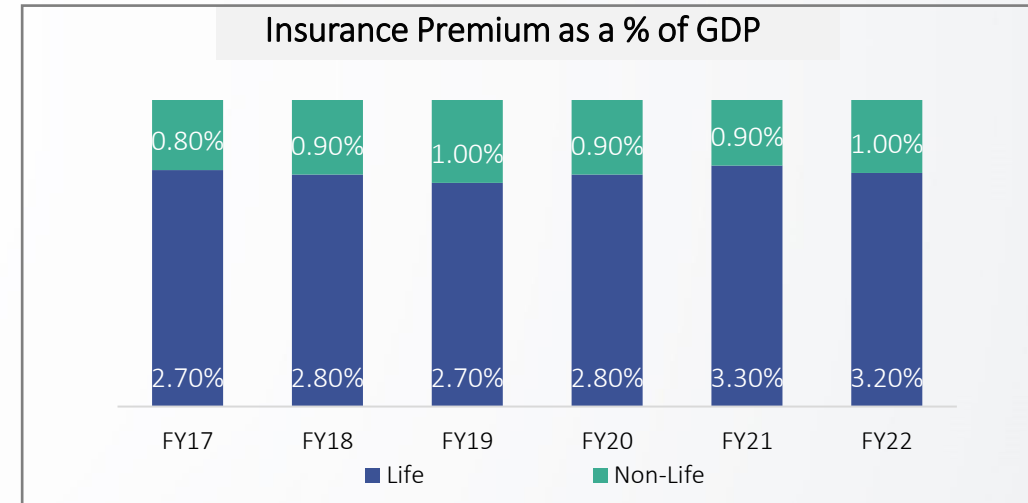
- Point of Sale, an individual authorized by IRDA for sales/ servicing of the Insurance policies on behalf of the Company
- Post online training & certification the individual sources pre underwritten Insurance policies (Motor, Travel, Personal accident & home insurance)

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



- The Insurance industry in India is expected to reach USD 280 Bn by 2025 with a CAGR of 12-15%. Life insurance industry in the country is expected to grow 5.3% annually from 2019 to 2023. India's general insurance market is expected to grow at a compound annual growth rate of 6.2% during 2019-2023.
- Insurance reach is still low in India. Overall insurance penetration (premiums as % of GDP) in India was 4.2% in FY22, providing a huge underserved market; with life insurance penetration at 3.2% and non-life insurance penetration at 1.00%.
- Investment corpus in Indian insurance sector might rise to USD 1 Tn by 2025.
- In FY23, premiums from new businesses of life insurance companies in India stood at USD 44.85 Bn.
- LIC alone contributed over 60% to the total new business premium collection. The insurer received close to US\$ 27.93 billion as premium in FY23 compared to US\$ 24.06 billion in FY22.
- Premiums from India's life insurance industry is expected to reach US\$ 317.98 billion by FY31.
- In India, gross direct premiums written of non-life insurers reached INR 2,569 Bn in FY23 from INR 2,208 Bn in FY22, driven by strong growth from general insurance companies.
- 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)



Q1-FY24 NBFC Business in numbers



121 Channel Partners
18 Branches



Employees
288



Number of Lenders
17



Collection Efficiency
Approx. 99%



Net Worth
INR 3,981 Mn



Loan AUM
INR 9,631 Mn



Cumulative Loans Disbursed
INR 24 Bn+



NNPA %
1.48%



ROTA %
4.74%



Total Income
INR 446 Mn



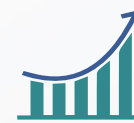
Total Borrowings/Leverage Ratio
INR 6,227 Mn / 1.56x



Secured Loans %
55%



OPEX to AUM
5.11%



Cost of Borrowing % * / NIM %
9.63% / 12.67%



Credit Cost-ANR / PCR
1.83% / 41.84%

* Includes borrowing from Banks, F.I. and NCDs

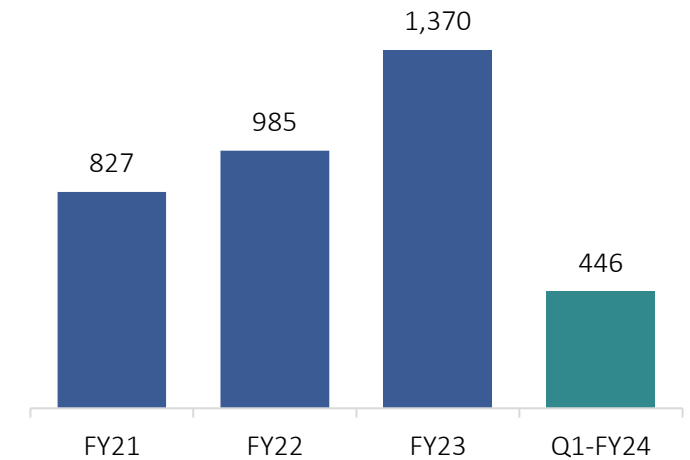


- In the year 2008, SMC started providing financing services through its wholly owned subsidiary, Moneywise Financial Services Pvt. Ltd. (SMC Finance).
- The company is dealing in wide spectrum of financial products like SME- LAP (Loan against property), SME-Onward-lending (to NBFC/MFI), SME Equipment finance (Medical & Industrial equipment's), SMEWCTL (Unsecured business loans), Gold Loans, Loan against securities and Supply Chain financing.
- The Company has further expanded Gold loan business by opening two dedicated Gold loan branches in Delhi in Q1-FY24.
- The Company has paid the final dividend for FY 2022-23 @ 30% i.e. Rs. 3 per equity share.

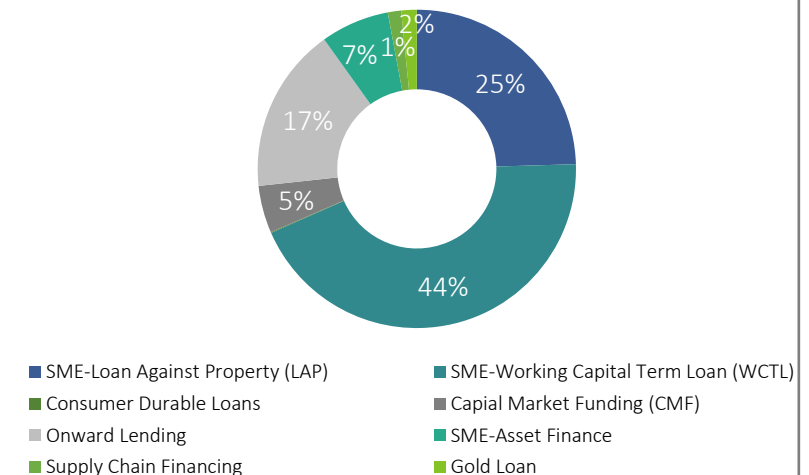
	SME WCTL	SME LAP	Onward Lending	SME Assets	CMF	Gold Loan	Supply Chain Financing	Consumer Durables	Total
AUM (INR Mn)	4,227	2,362	1,620	670	462	151	131	8	9,631
Tenure (Months)	36	120	24	60	3	6	12	6	
Rate of Interest (Range) (%)	18-20	10-15	14.5-16.5	13-15	18-20	10-18	18-20	18-20	
No. of Clients	2,584	143	90	43	1,681	1,509	6	9,153	15,209

* All numbers as of Q1-FY24

Segment Revenue (INR Mn)



Q1-FY24 Lending Portfolio

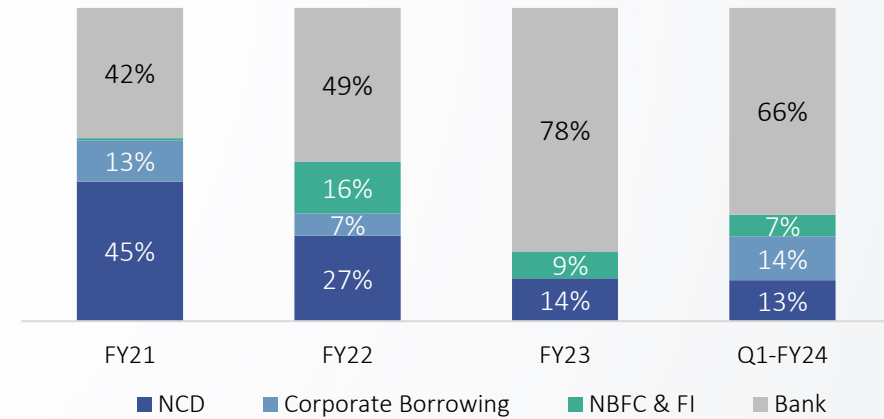


- Increasing diversity in borrowing profile with borrowing from bank & financial institutions.
- Continued plan to raise additional funds through diversified sources and through various instruments.
- Cumulative Asset/ Liability mismatch, surplus of INR 772.6 Mn in 30 days bucket which is well under control as per RBI guidelines.

Lending Institutions



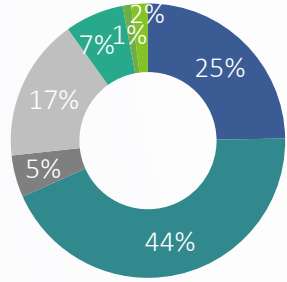
Diversified Borrowing Mix



Borrowing Program Supported By Superior Ratings

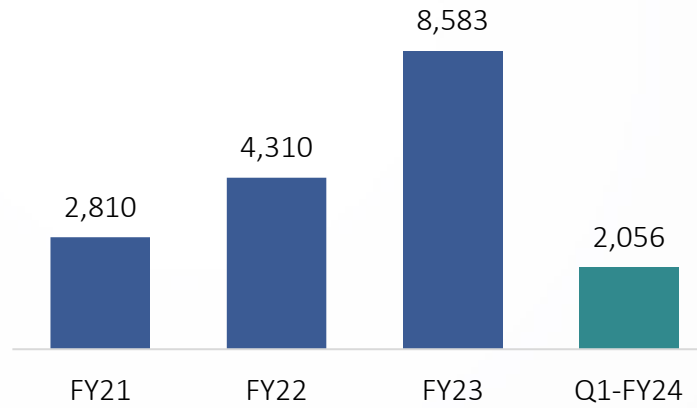
Rating Type	Rating	Rating Agency
Long term bank loans	CARE A- (stable)	CARE
Long term bank loans	ICRA A- (stable)	ICRA
NCD	CARE A- (stable)	CARE
PP-MLD	ICRA A- (stable)	ICRA

Lending Portfolio

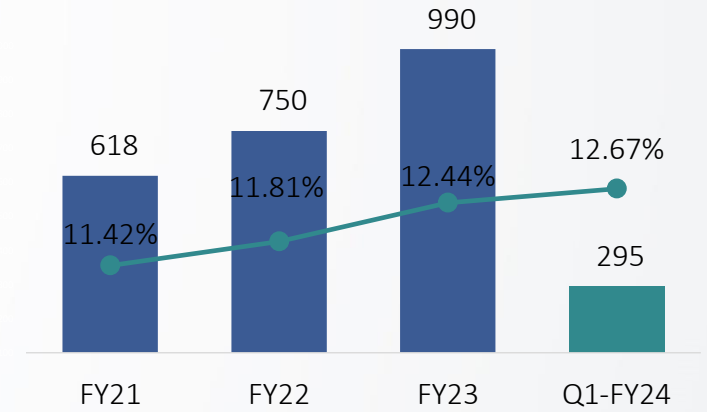


- SME-Loan Against Property (LAP)
- SME-Working Capital Term Loan (WCTL)
- Consumer Durable Loans
- Capial Market Funding (CMF)
- Onward Lending
- SME-Asset Finance
- Supply Chain Financing
- Gold Loan

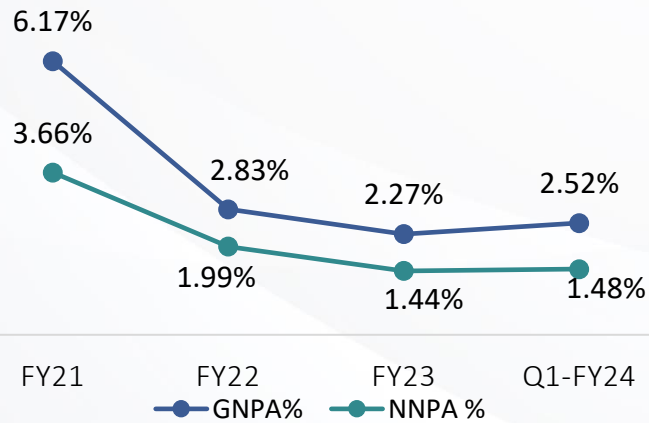
Disbursements (INR Mn)



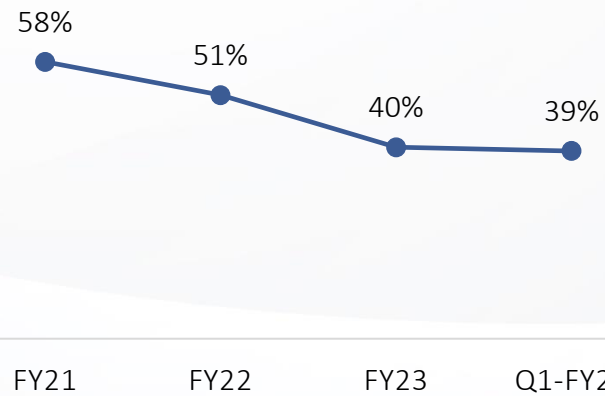
NII (INR Mn) & NIM (%)



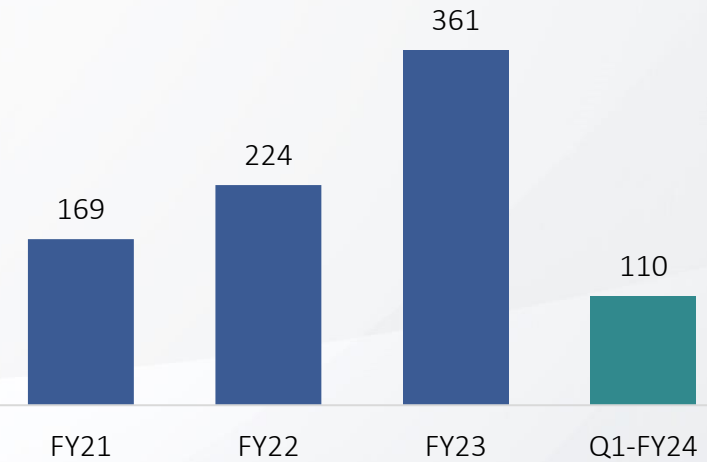
GNPA % & NNPA %



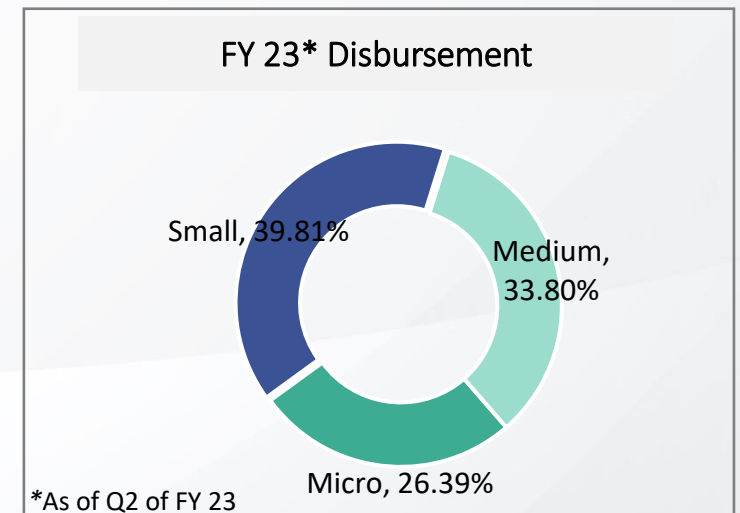
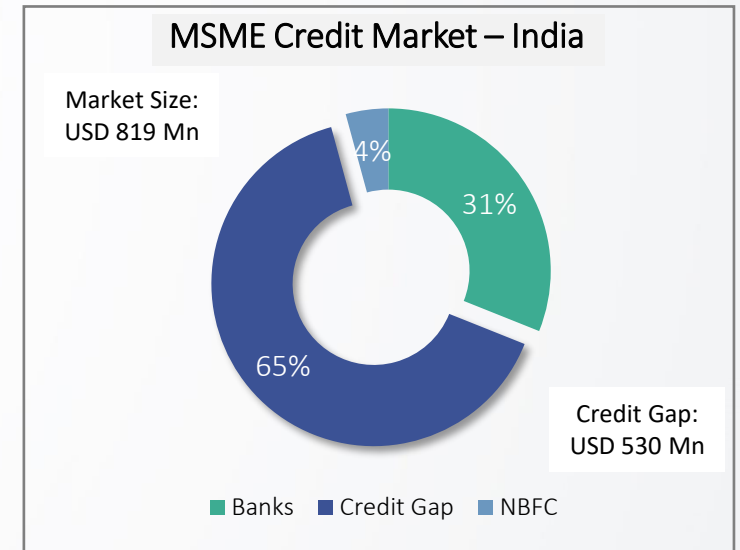
CRAR %



PAT (INR Mn)



- 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 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 14% of these SMEs have access to credit facilities which brings the potential addressable market of USD 819 Mn under this credit gap.
- Availability of good credit borrowers supported with rising income levels as demand is being fuelled by economic growth. Total disbursements in MSME have increased YoY by ~24% in Q2-FY23.
- Government policies like “Atmanirbhar Bharat”, and “Make in India” promote the facilitating of credit to MSME organizations.



Financial Overview



Historical Consolidated Income Statement

Particulars (INR Mn)	FY21	FY22	FY23	Q1-FY24
Operational Income	9,013	11,169	12,167	3,131
Total Expenses	7,060	8,218	9,468	2,345
EBITDA	1,953	2,951	2,699	786
<i>EBITDA Margins (%)</i>	<i>21.67%</i>	<i>26.42%</i>	<i>22.18%</i>	<i>25.10%</i>
Other Income	69	39	41	8
Depreciation	180	201	227	65
Interest	424	575	893	330
Profit (Loss) from Joint Venture	7	-	-	-
PBT	1,425	2,214	1,620	399
Tax	375	468	416	98
Profit After tax	1,050	1,746	1,204	301
<i>PAT Margins (%)</i>	<i>11.65%</i>	<i>15.63%</i>	<i>9.90%</i>	<i>9.61%</i>
Other Comprehensive Income	27	16	50	1
Total Comprehensive Income	1,077	1,762	1,254	302
Basic & Diluted EPS (INR)	9.28	15.43	11.25	2.88

Historical Consolidated Balance Sheet

Particulars (INR Mn)	FY21	FY22	FY23
ASSETS			
Non-Financial Assets			
Inventories	132	345	52
Current tax assets (net)	224	365	290
Deferred tax assets (net)	317	223	304
Assets held for sale	24	40	42
Property, plant and equipment	268	790	895
Capital work - in - progress	-	-	89
Right of use assets	350	330	355
Other intangible assets	17	18	29
Intangible assets under development	1	12	11
Other non-financial assets	242	276	350
Sub-Total Non-Financial Assets	1,575	2,399	2,417
Financial Assets			
Cash and cash equivalents (incl. Other Bank balance)	10,975	12,819	14,599
Receivables	3,339	3,460	3,904
Loans	5,758	7,798	10,828
Investments	1,171	1,706	570
Other financial assets	1,056	1,243	831
Sub-Total Financial Assets	22,299	27,026	30,732
TOTAL ASSETS	23,874	29,425	33,149

Particulars (INR Mn)	FY21	FY22	FY23
EQUITY AND LIABILITIES			
Equity			
Share Capital	226	226	209
Other Equity	7,501	9,035	9,118
Non-controlling interest	16	16	24
Total Equity	7,743	9,277	9,351
Non-Financial Liabilities			
Current tax liabilities (net)	15	-	43
Provisions	234	268	293
Other non-financial liabilities	166	262	338
Sub-Total Non-Financial Liabilities	415	530	674
Financial Liabilities			
Trade Payables	4,843	7,108	4,740
Lease Liabilities	338	329	362
Debt Securities	783	702	637
Borrowings	3,821	3,939	8,476
Other Financial Liabilities	5,931	7,540	8,909
Sub-Total Financial Liabilities	15,716	19,618	23,124
Sub-Total Liabilities	16,131	20,148	23,798
TOTAL EQUITY AND LIABILITIES	23,874	29,425	33,149

Historical Standalone Income Statement

Particulars (INR Mn)	FY21	FY22	FY23	Q1-FY24
Operational Income	5,013	6,699	6,792	1,807
Total Expenses	3,760	4,503	4,971	1,314
EBITDA	1,253	2,196	1,821	493
<i>EBITDA Margins (%)</i>	<i>25.00%</i>	<i>32.78%</i>	<i>26.81%</i>	<i>27.28%</i>
Other Income	197	142	136	215
Depreciation	118	144	170	49
Interest	280	372	588	204
PBT	1,052	1,822	1,199	455
Tax	303	376	265	63
Profit After tax	749	1,446	934	392
<i>PAT Margins (%)</i>	<i>14.94%</i>	<i>21.59%</i>	<i>13.75%</i>	<i>21.69%</i>
Other Comprehensive Income	26	(2)	(3)	(1)
Total Comprehensive Income	775	1,444	931	391
Basic & Diluted EPS (INR)	6.62	12.78	8.72	3.74

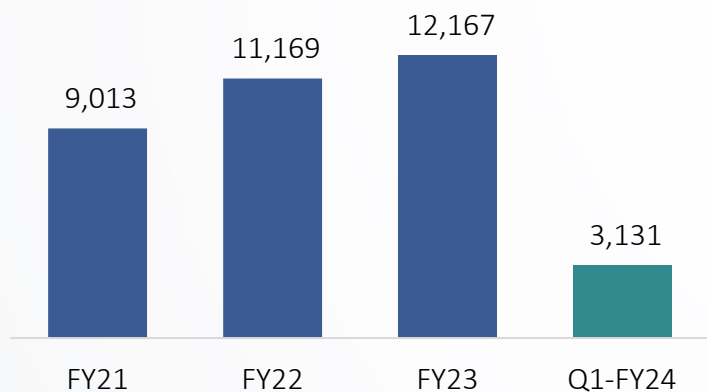
Historical Standalone Balance Sheet

Particulars (INR Mn)	FY21	FY22	FY23
ASSETS			
Non-Financial Assets			
Inventories	132	237	2
Current tax assets (net)	163	212	106
Deferred tax assets (net)	80	21	104
Property, plant and equipment	210	741	807
Right of use assets	263	246	254
Capital work - in - progress	-	-	89
Other intangible assets	8	8	13
Intangible assets under development	-	8	11
Other non-financial assets	137	125	139
Sub-Total Non-financial Assets	993	1,598	1,525
Financial Assets			
Cash and cash equivalent (incl. Other Bank balance)	10,413	11,933	13,678
Receivables	2,374	2,725	3,106
Loans	128	1,091	1,887
Investments	4,841	5,527	4,202
Other financial assets	656	842	675
Sub-Total Financial Assets	18,412	22,118	23,548
TOTAL ASSETS	19,405	23,716	25,073

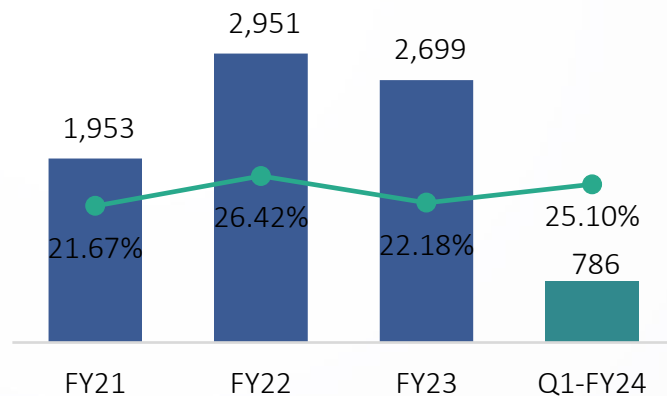
Particulars (INR Mn)	FY21	FY22	FY23
EQUITY AND LIABILITIES			
Equity			
Share Capital	226	226	209
Other Equity	6,489	7,706	7,471
Total Equity	6,715	7,932	7,680
Non-Financial Liabilities			
Current tax liabilities (net)	-	-	16
Provisions	128	158	193
Other non-financial liabilities	80	123	193
Sub-Total Non-Financial Liabilities	208	281	402
Financial Liabilities			
Trade Payables	3,979	6,356	3,766
Lease Liabilities	247	237	252
Debt Securities	-	-	-
Borrowings	2,384	1,510	3,846
Other Financial Liabilities	5,872	7,400	9,127
Sub-Total Financial Liabilities	12,482	15,503	16,991
Sub-Total Liabilities	12,690	15,784	17,393
TOTAL EQUITY AND LIABILITIES	19,405	23,716	25,073

Historical Consolidated Financial Performance

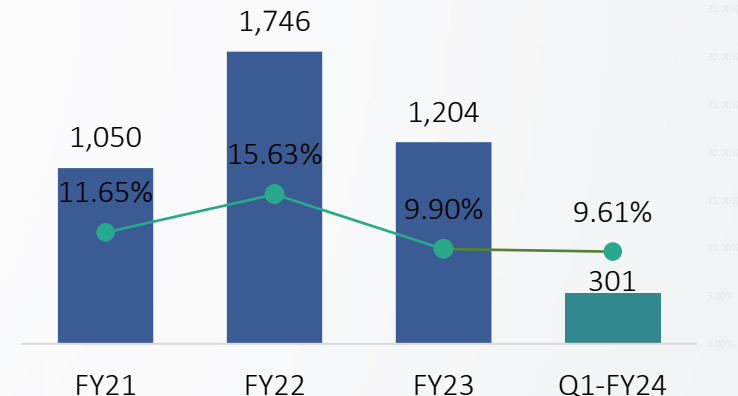
Revenue (INR Mn)



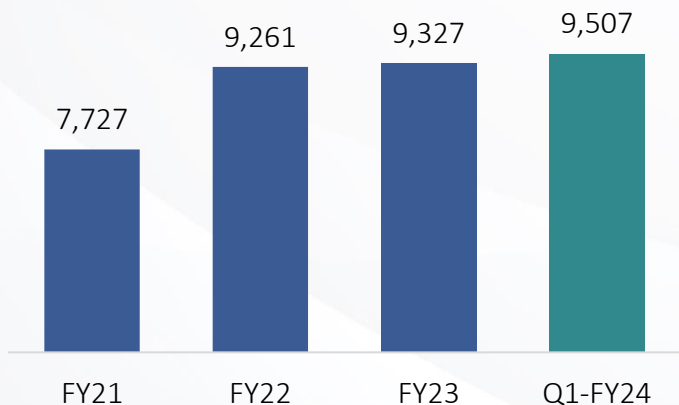
EBITDA (INR Mn) & EBITDA Margin (%)



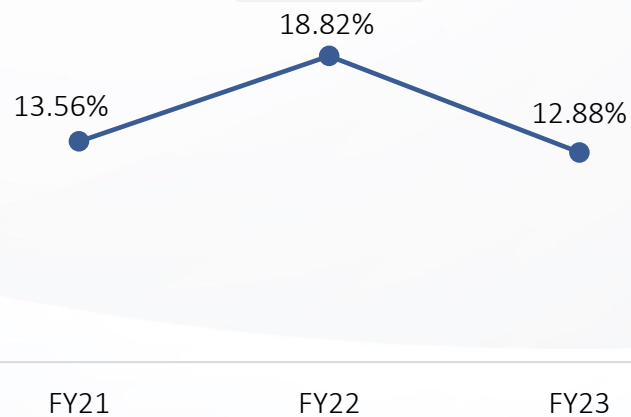
PAT (INR Mn) & PAT MARGIN (%)



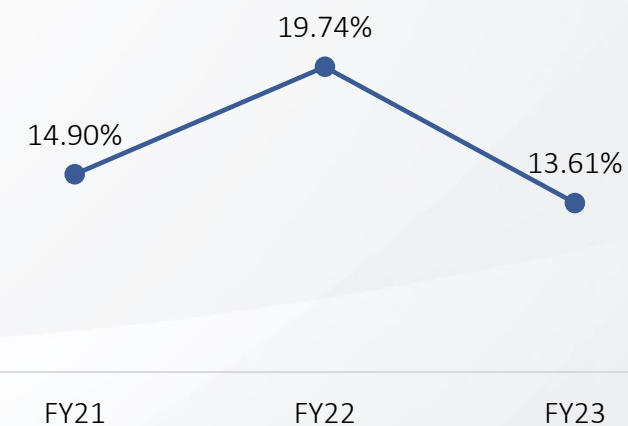
Net Worth (INR Mn)



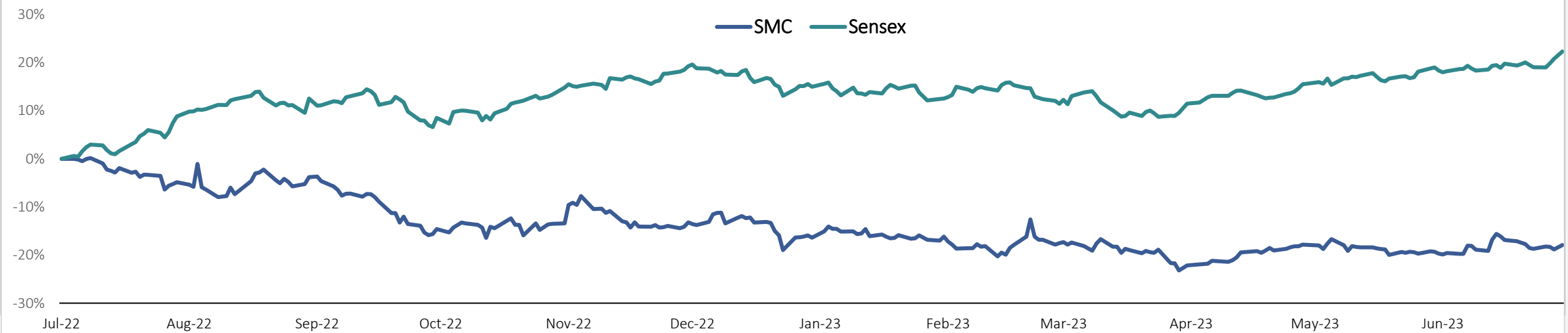
ROE %



ROCE %



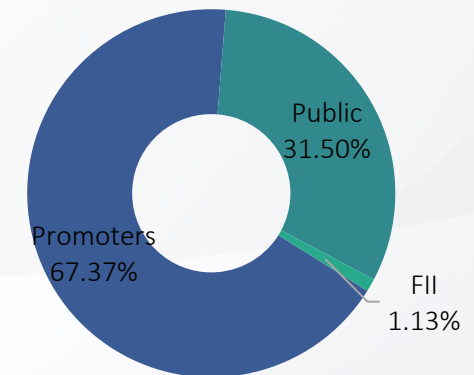
1 Year Stock Performance (as on 30th June, 2023)



Price Data (As on 30th June, 2023)

Face Value	2.00
Book Value per Share	90.80
CMP	75.39
52 Week H/L	95.00/61.00
Market Cap (INR Mn)	7,893.33
No. of Share outstanding (Mn)	104.70
Avg. Trading Volume ('000)	88.32
Avg. Net Turnover (INR Mn)	7.34

Shareholding Pattern (As on 30th June, 2023)



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Valorem Advisors
Mr. Anuj Sonpal, CEO
Tel: +91-22-49039500
Email: smcglobal@valoremadvisors.com



Thank You