

16.05.2023

<b>To,</b> <b>Listing Department</b> <b>National Stock Exchange of India Limited</b> Exchange Plaza Bandra Kurla Complex Bandra (East), Mumbai- 400 051 <b>Scrip Code: EMKAY</b>	<b>To,</b> <b>Listing Department</b> <b>BSE Limited</b> P. J. Tower, Dalal Street, Mumbai- 400 001  <b>Scrip Code: 532737</b>
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Dear Sir,

**Sub: Investor presentation for the Quarter and Year ended on 31.03.2023.**

Please find enclosed herewith the Investor presentation for the financial results for the quarter and year ended March 31, 2023. The same has also been uploaded on the website of the Company i.e. [www.emkayglobal.com](http://www.emkayglobal.com). We request you to kindly take the same on your record.

Yours faithfully,

**For Emkay Global Financial Services Limited**

**B. M. Raul**  
**Company Secretary & Compliance Officer**

Encl: As above



# INVESTOR PRESENTATION



Your success is our success

## SAFE HARBOUR

This presentation and the following discussion may contain “forward looking statements” by Emkay Global Financial Services Limited (EGFSL) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives are based on the current beliefs, assumptions, expectations, estimates and projections of the management of EGFSL about the business, industry and markets in which EGFSL operates.

These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and other factors, some of which are beyond EGFSL’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements.

Such statements are not and should not be construed as a representation of future performance or achievements of EGFSL. In particular, such statements should not be regarded as a projection of future performance of EGFSL. It should be noted that the actual performance or achievements of EGFSL may vary significantly from such statements.

All information in this presentation has been prepared solely by the company and has not been independently verified by anyone else. This presentation is for information purposes only and does not constitute an offer or recommendation to buy or sell any securities of EGFSL.

# BUSINESS PERFORMANCE

## Q4 & 12M FY23

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# KEY PERFORMANCE INDICATORS

## EMKAY: FY23 AT A GLANCE

2,06,039

**Total Assets**  
(in million)

For 12M FY23

22,129

**Wealth Assets**  
(in million)

For 12M FY23

6,250

**PMS & AIF AUM**  
(in million)

For 12M FY23

1,77,659

**DP/Broking Assets**  
(in million)

For 12M FY23

2,154

**Revenue**  
(in million)

For 12M FY23

125

**PBT**  
(in million)

For 12M FY23

141

**PAT**  
(in million)

For 12M FY23

136

**Total Comprehensive  
Income** (in million)

For 12M FY23

1,592

**Market Cap**  
(in million)

As on 31.03.2023

2,104

**Networth**  
(in million)

As on 31.03.2023

7%

**ROE**

For 12M FY23

489

**Total Employees**

As on 31.03.2023

## KEY HIGHLIGHTS OF FY23

Emkay's total equity volumes increased by ~44% over the last year to Rs. 17,235 billion, while Emkay's volumes in the options business increased by ~130% to Rs. 12,068 billion.

Emkay conducted business with a total of 218 FPIs in the year, and we strongly believe that this number will continue to increase as FPIs are now permitted to operate in the commodity sector.

Institutional Equities team organised many conferences during the year, including Emkay's flagship conference '**Emkay Confluence**', **Electric Vehicle Conference 2.0**, **Emkay Konnect** (Festive Channel Check Conference), **Emkay Cresta** (a 2-day physical conference in Singapore), and the third season of our highly successful digi-banking conference 'FinShift'.

Emkay transacted a block of nearly **3 mn** shares in **Advanced Enzymes**, approximately **2.75%** of the company, with **Nalanda India Equity Fund**, raising their stake in the company to nearly **9%**.

Emkay successfully completed its **second IPO** as a left lead manager with **INR 4,273 million** fund raise for **Ethos** – India's leading luxury watch retailer. The IB team also successfully executed Series E Private Equity investment of **INR 800 million** in **Awfis** and **INR 838 million** Rights Issue of **Bhagiradha Chemicals**. Additionally, the IB team executed INR 180 million PE funding in Series E of **Silverpush** and **INR 1,700 million** promoter block in **Route Mobile**. In the last quarter of FY23, the team completed buyback of **INR 300 million** in **EClerx Services** and provided advisory services for preferential issue for **INR 1,129 million** in **Dynamatic Technologies Ltd.**

## KEY HIGHLIGHTS OF FY23

EIML successfully distributed funds to all the investors from its maiden AIFs – Emkay Emerging Stars Fund – I, II & III, which were launched in CY2018. Over the course of five tumultuous years, spanning from 2018 to 2022, we skilfully managed to divest our portfolio investments, culminating in a pre-tax XIRR of 15% - 18% returns for our AIF investors. This stands in contrast to the underwhelming low to mid-single-digit returns delivered by the benchmark BSE Small indices during the same period.

Emkay Capital Builder, the flagship Portfolio Management Strategy of EIML successfully completed **10 years**, outperforming both Nifty50 and Nifty500 over the last decade.

EIML successfully closed fund raising for its manufacturing focused AIF – Emkay Emerging Stars Fund – Series V with commitments of more than Rs 20,00 million.

EIML bagged the award for the '**Most Innovative Company of the Year (BFSI)**' at the National Feather Awards.

Emkay Global received the award for '**Best Research in the Commodity Segment**', by MCX

Emkay's IT team was recognized and awarded as the '**Best Technology Team for Wealth Management**' at the 2nd Annual NBFC and Fintech Excellence Awards 2023.

FinLearn Academy, an associate of Emkay, launched **Trade:able**, a mobile application that leverages game-based learning to educate on trading and investment related concepts.

## KEY HIGHLIGHTS OF FY23

Emkay received in-principle approval from the Securities And Exchange Board Of India (SEBI) for sponsoring a Mutual Fund. With a strong fund performance track record and an experience of over a decade in PMS and AIF, this is a logical progression to expand the reach of tailored investment solutions to a broader audience both domestically and internationally.





## KEY HIGHLIGHTS OF FY23

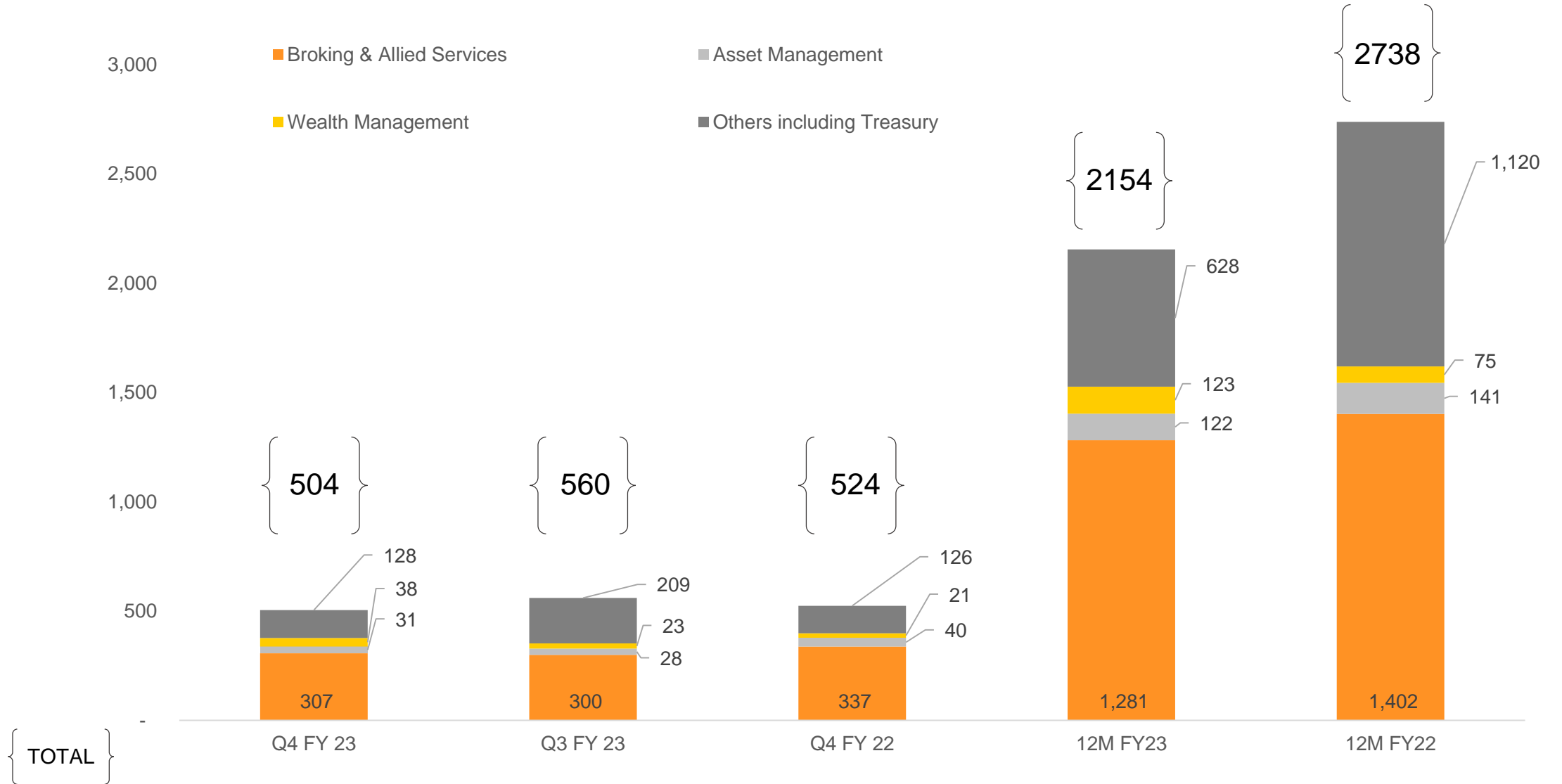
Emkay dedicated the year to various initiatives aimed at enhancing customer experience, with a strong focus on technology. The company has made significant technological improvements across all aspects, building on the progress made in previous years.



- Data-centre facilities for DMA / High-Frequency trading clients were rolled out and completed during the year.
- New In-house Algo Developments were done for the Dealing Desks.
- A brand-new trading platform was launched for retail customers with upgrades to Mobile & APIs.
- Open Architecture to seamlessly integrate 3rd party products
- On boarded a CERT-IN empanelled managed Security Operations Centre to monitor cyber risks for our critical infrastructure 24x7x365.
- Rolled out a leading NGAV, EDR and Identity Protection platform across Emkay to replace the traditional signature based anti-virus platform.
- Implemented a Privileged Access Management platform to closely monitor and govern access to our critical assets.
- Upgraded our DMARC services platform to enhance outbound email security.
- Introduced a Cyber Attack Simulation and Cyber Awareness platform that helps us to assess and enhance the cyber maturity of our users.
- Initiated enterprise-wide vulnerability assessments for all our technology platforms and are closely working with our service providers towards ensuring a cyber-safe environment.

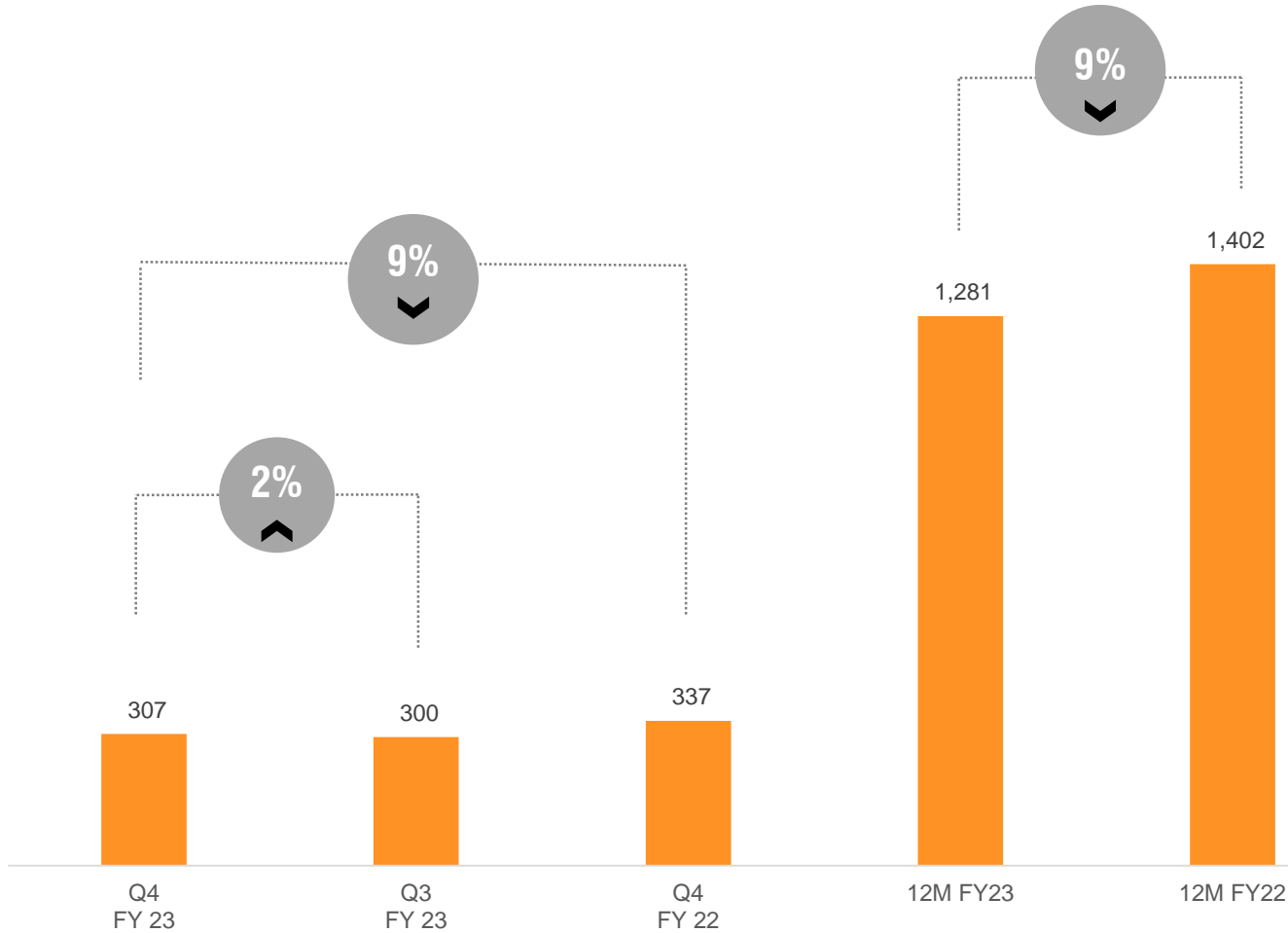
# REVENUE MIX (Rs. Mn)

12M FY 23



# BROKING REVENUE

(Rs. Mn)



IN THE FOURTH  
QUARTER, REVENUE  
FROM BROKING AND  
ALLIED SERVICES  
GREW BY 2% QOQ  
AND FELL 9% YOY  
TO  
RS.307 MN

2%  
QoQ



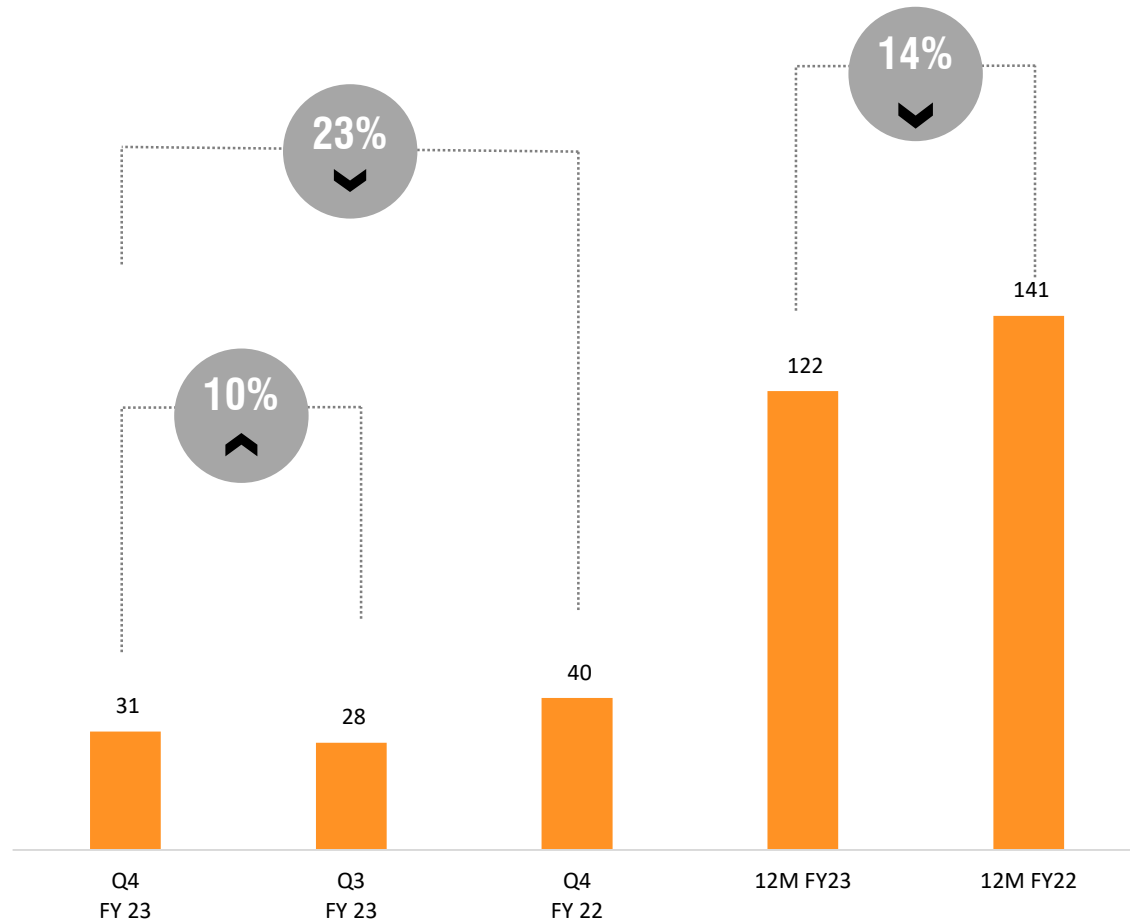
9%  
YoY



9%  
12M  
YoY



# ASSET MANAGEMENT REVENUE (Rs. Mn)



**IN THE FOURTH  
QUARTER, REVENUE  
FROM ASSET  
MANAGEMENT GREW  
10% QOQ AND FELL  
BY 23% YOY TO  
RS.31 MN**

**10%**  
QoQ



**23%**  
YoY

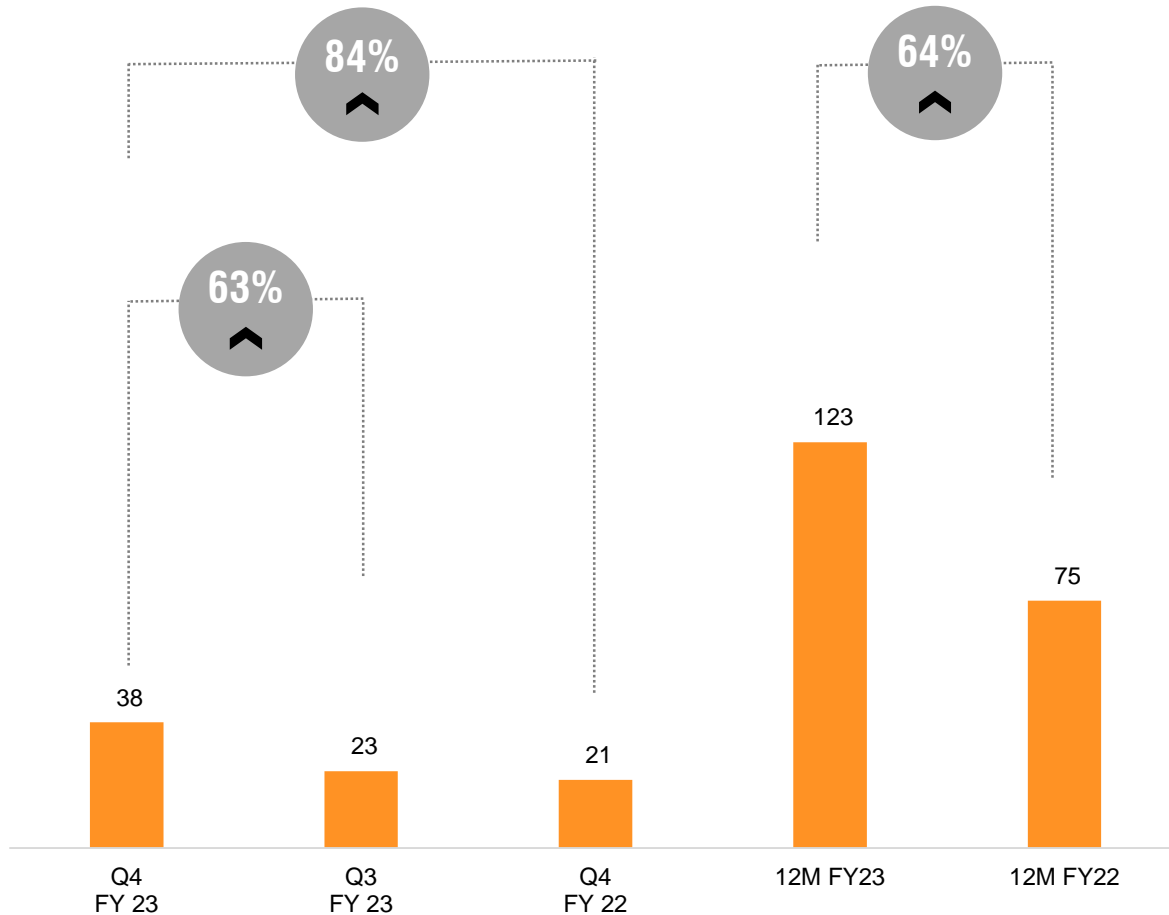


**14%**  
12M  
YoY



# WEALTH MANAGEMENT REVENUE

(Rs. Mn)



**IN THE FOURTH  
QUARTER, REVENUE  
FROM WEALTH  
MANAGEMENT GREW  
BY 63% QOQ AND  
INCREASED BY 84%  
YOY TO RS.38 MN**

**63%**  
QoQ

**84%**  
YoY

**64%**  
12M  
YoY



# OTHERS INCLUDING TREASURY REVENUE (Rs. Mn)



**IN THE FOURTH  
QUARTER, REVENUE  
FROM OTHERS  
INCLUDING TREASURY  
FELL BY 39% QOQ  
AND GREW 2% YOY TO  
RS.128 MN**

**39%**

QoQ



**2%**

YoY



**44%**

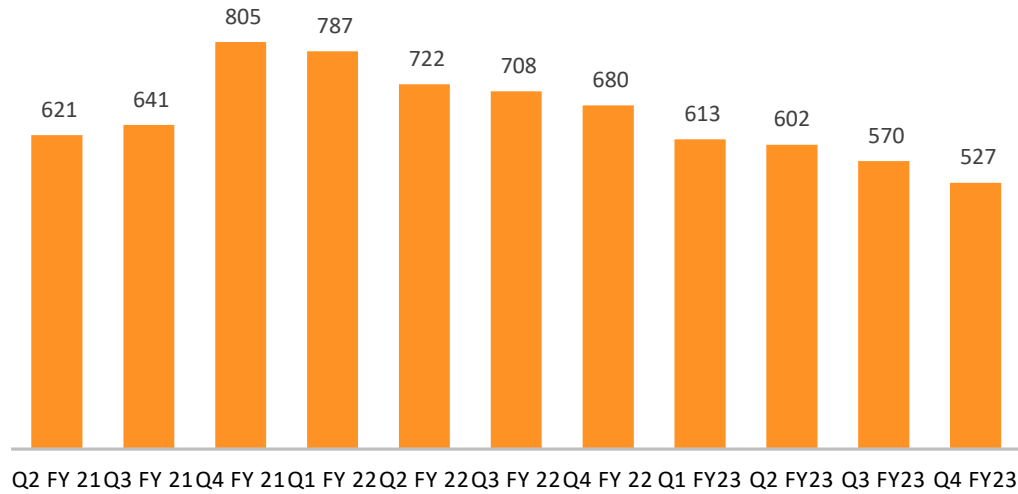
12M

YoY

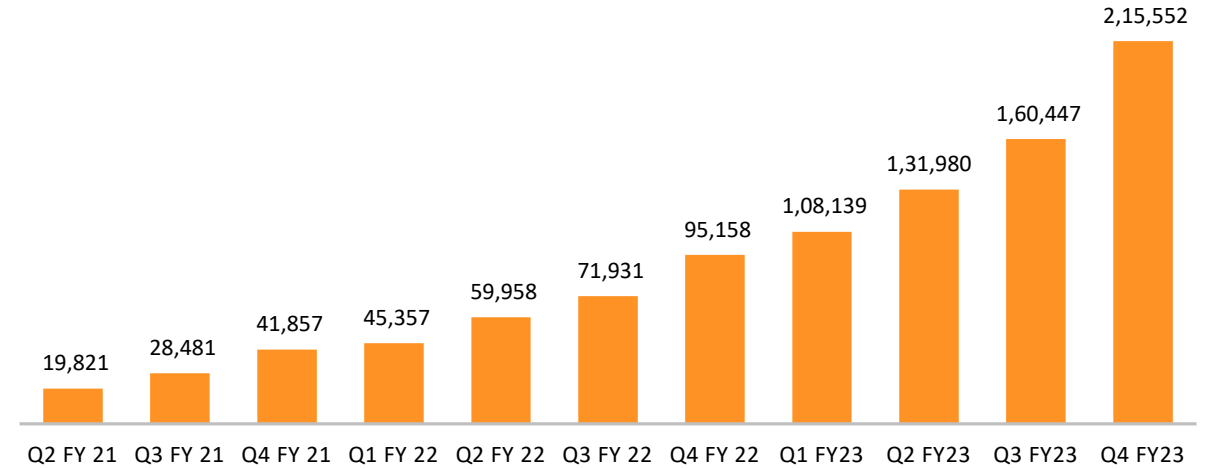


# AVERAGE DAILY TURNOVER

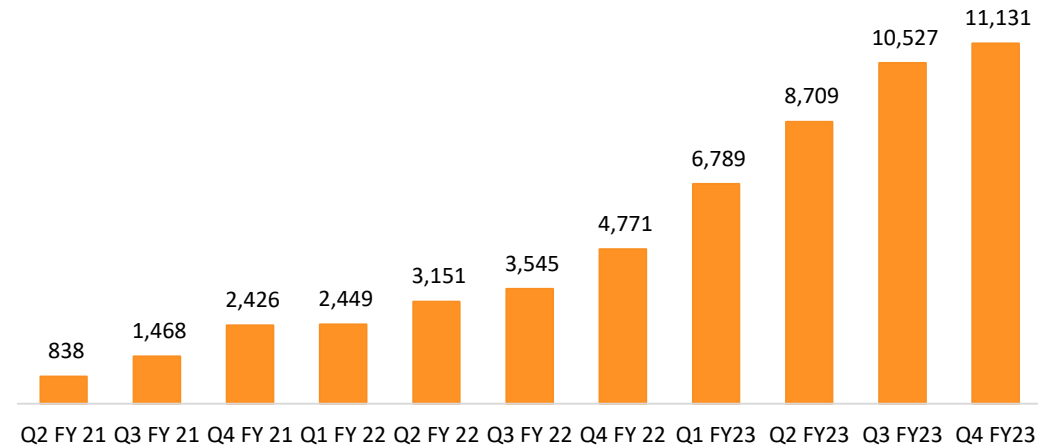
## Equity Market ADTO (in bn)



## Derivative Market ADTO (in bn)

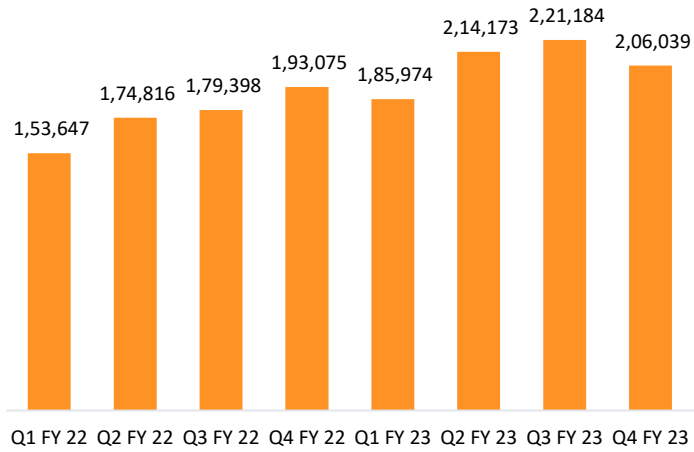


## Emkay's ADTO (in bn)

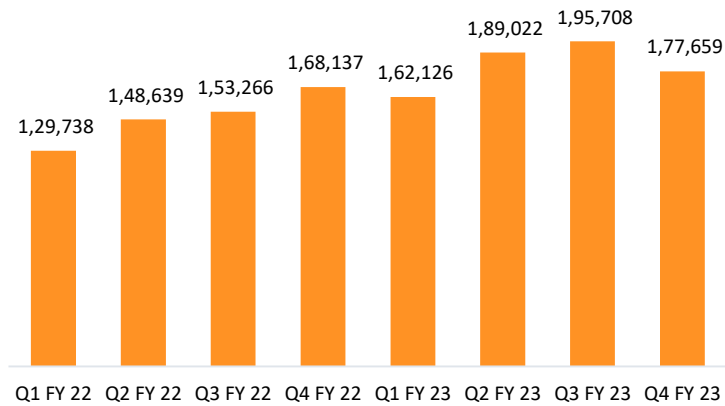


# CUSTOMER ASSETS (Rs. in Mn)

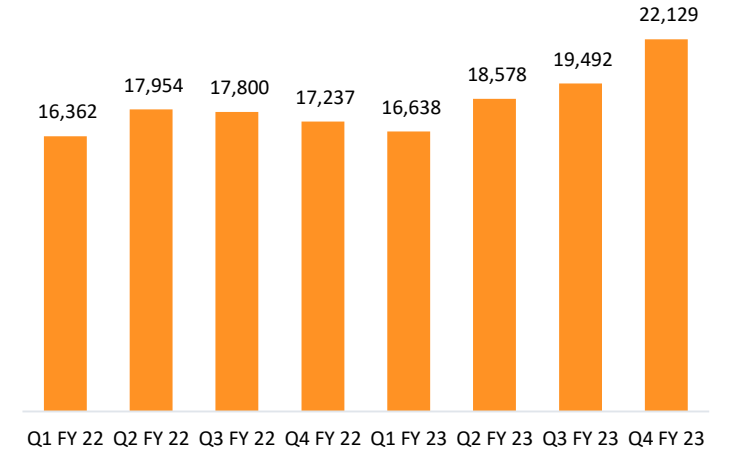
## Total Assets



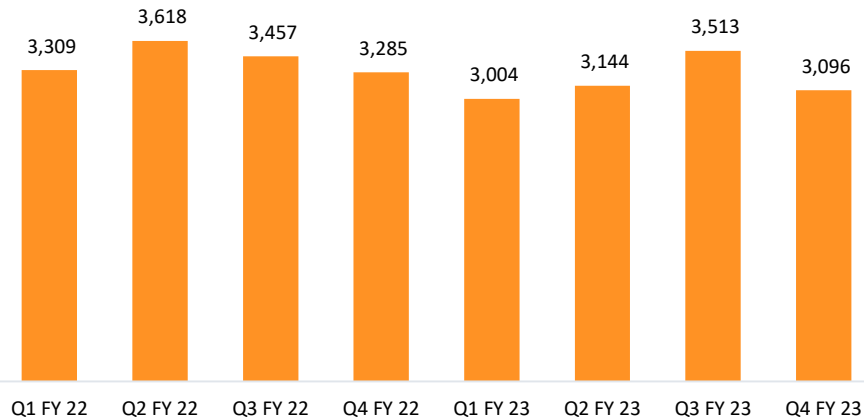
## DP/Broking Assets



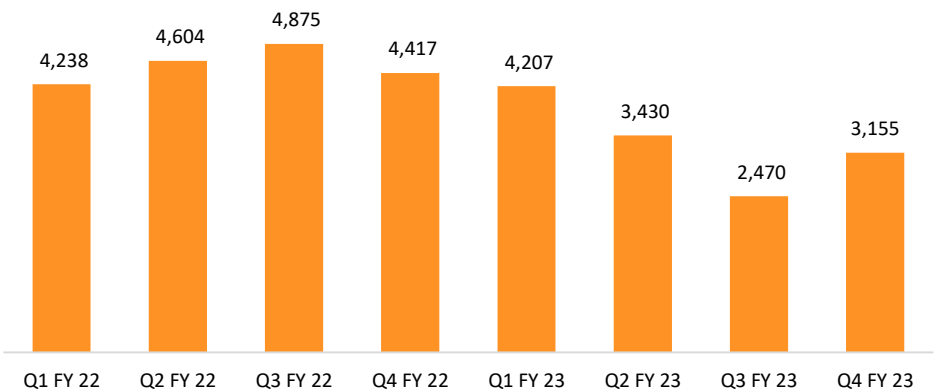
## Wealth Assets



## Emkay's PMS AUM



## Emkay's AIF AUM



# FINANCIAL PERFORMANCE

## Q4 & 12M FY23

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## KEY HIGHLIGHTS : CONSOLIDATED FINANCIALS

	Revenues (Rs. in mn)	Profit Before Tax (Rs. in mn)	Profit After Tax (Rs. in mn)	EPS (Rs.)	BVPS (Rs.)
Q4 FY23	504	(73)	(54)	(2.18)	85
Q3 FY23	560	46	87	3.55	88
Q4 FY22	524	(57)	(46)	(1.89)	81
12M FY23	2,154	125	141	5.71	85
12M FY22	2,738	461	338	13.72	81



# CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (Rs. in mn)	Q4FY23	Q3 FY23	QoQ% Change	Q4 FY22	YoY % Change	12M FY23	12M FY22	% Change
<b>Revenue</b>								
Income from Operations	421	543	(22)	521	(19)	2,029	2,712	(25)
Other Income	83	17	388	3	2,667	125	26	381
<b>Total Revenue</b>	<b>504</b>	<b>560</b>	<b>(10)</b>	<b>524</b>	<b>(4)</b>	<b>2,154</b>	<b>2,738</b>	<b>(21)</b>
<b>Expenses</b>								
Employees Benefit Expense	309	297	4	280	10	1,151	1,091	5
Finance Costs	13	13	-	8	63	43	32	34
Depreciation & Amortisation Expense	24	24	-	19	26	92	76	21
Other Expenses	231	180	28	274	(16)	743	1,078	(31)
<b>Total Expenses</b>	<b>577</b>	<b>514</b>	<b>12</b>	<b>581</b>	<b>(1)</b>	<b>2,029</b>	<b>2,277</b>	<b>(11)</b>
<b>Profit/(Loss) Before Tax</b>	<b>(73)</b>	<b>46</b>	<b>(259)</b>	<b>(57)</b>	<b>28</b>	<b>125</b>	<b>461</b>	<b>(73)</b>
Tax Expense/(Benefit)	(20)	(40)	(50)	(14)	43	(15)	112	(113)
<b>Profit/(Loss) After Tax</b>	<b>(53)</b>	<b>86</b>	<b>(162)</b>	<b>(43)</b>	<b>23</b>	<b>140</b>	<b>349</b>	<b>(60)</b>

# CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (Rs. in mn)	Q4FY23	Q3 FY23	QoQ% Change	Q4 FY22	YoY % Change	12M FY23	12M FY22	% Change
Share of Profit/(Loss) of Associates	(1)	1	200	(3)	(67)	1	(11)	109
<b>Profit/(Loss) for the Period/Year</b>	<b>(54)</b>	<b>87</b>	<b>(162)</b>	<b>(46)</b>	<b>17</b>	<b>141</b>	<b>338</b>	<b>(58)</b>
Other Comprehensive Income	(2)	(1)	100	(4)	(50)	(5)	(5)	-
<b>Total Comprehensive Income</b>	<b>(56)</b>	<b>86</b>	<b>(165)</b>	<b>(50)</b>	<b>12</b>	<b>136</b>	<b>333</b>	<b>(59)</b>

# CONSOLIDATED BALANCE SHEET

Particulars (Rs. in mn)	As at 31.03.2023	As at 31.03.2022
<b>ASSETS</b>		
<b>Financial Assets</b>		
(a) Cash and cash equivalents	294.76	947.33
(b) Bank Balance other than (a) above	3,191.09	3,181.25
(c) Derivative financial instruments	-	0.35
(d) Stock in trade (Securities held for trading)	7.15	14.71
(e) Trade receivables	1,052.93	887.59
(f) Loans	513.64	401.80
(g) Investments	236.83	342.43
(h) Other financial assets	1,391.98	1,433.75
<b>Sub-total - Financial Assets</b>	<b>6,688.38</b>	<b>7,209.20</b>
<b>Non-financial Assets</b>		
(a) Current tax assets (net)	50.97	15.15
(b) Deferred tax assets (net)	50.15	13.86
(c) Property, plant and equipment	299.94	277.19
(d) Capital work-in-progress	-	16.59
(e) Intangible assets under development	-	1.20
(f) Other intangible assets	5.47	2.55
(g) Right of use assets	74.71	41.20
(h) Other non-financial assets	139.91	62.39
<b>Sub-total - Non-financial Assets</b>	<b>621.13</b>	<b>430.11</b>
<b>TOTAL - ASSETS</b>	<b>7,309.51</b>	<b>7,639.31</b>

# CONSOLIDATED BALANCE SHEET

Particulars (Rs. in mn)	As at 31.03.2023	As at 31.03.2022
<b>LIABILITIES AND EQUITY</b>		
<b>LIABILITIES</b>		
<b>Financial Liabilities</b>		
(a) Trade Payables	1,202.59	1,366.57
(b) Borrowings (other than debt securities)	149.69	109.91
(c) Deposits	103.65	287.81
(d) Lease liabilities	76.32	43.50
(e) Other Financial liabilities	3,312.91	3,419.02
<b>Sub-total - Financial Liabilities</b>	<b>4,845.16</b>	<b>5,226.81</b>
<b>Non-financial Liabilities</b>		
(a) Current tax liabilities	0.36	4.45
(b) Provisions	219.24	227.71
(c) Other non-financial liabilities	140.86	174.06
<b>Sub-total - Non-financial Liabilities</b>	<b>360.45</b>	<b>406.22</b>
<b>EQUITY</b>		
(a) Equity share capital	246.40	246.40
(b) Other equity	1,857.49	1,759.88
<b>Sub-total - Equity</b>	<b>2,103.90</b>	<b>2,006.29</b>
<b>TOTAL - LIABILITIES</b>	<b>7,309.51</b>	<b>7,639.31</b>

# CONSOLIDATED FINANCIALS - PAT MIX

(in Mn)

	Q4FY23	Q3 FY23	QoQ% Change	Q4 FY22	YoY % Change	12M FY23	12M FY22	% Change
a) Capital Markets (Broking, Distribution & IB)	(37)	72	(151)	(13)	185	106	307	(65)
b) Asset Management	4	4	-	6	(33)	18	26	(31)
c) Others	(21)	11	(291)	(39)	(46)	17	5	240
<b>Profit/(Loss) After Tax</b>	<b>(54)</b>	<b>87</b>	<b>(162)</b>	<b>(46)</b>	<b>17</b>	<b>141</b>	<b>338</b>	<b>(58)</b>
Other Comprehensive Income (OCI)	(2)	(1)	100	(4)	(50)	(5)	(5)	-
<b>Total Comprehensive Income</b>	<b>(56)</b>	<b>86</b>	<b>(165)</b>	<b>(50)</b>	<b>12</b>	<b>136</b>	<b>333</b>	<b>(59)</b>



# SEGMENT PERFORMANCE

(Rs. Mn)

	Q4FY23	Q3 FY23	QoQ% Change	Q4 FY22	YoY % Change	12M FY23	12M FY22	% Change
<b>Segment Revenue</b>								
Advisory, Transactional & Other Related Activities	487	542	(10)	494	(1)	2,073	2,608	(21)
Financing and Investment Activities	17	18	(6)	30	(43)	81	130	(38)
<b>Income from Operations</b>	<b>504</b>	<b>560</b>	<b>(10)</b>	<b>524</b>	<b>(4)</b>	<b>2,154</b>	<b>2,738</b>	<b>(21)</b>
<b>Segment Profit Before Tax</b>								
Advisory, Transactional & Other Related Activities	(84)	34	(347)	(79)	6	66	353	(81)
Financing and Investment Activities	11	12	(8)	22	(50)	59	108	(45)
<b>Profit/(Loss) Before Tax from Each Segment</b>	<b>(73)</b>	<b>46</b>	<b>(259)</b>	<b>(57)</b>	<b>28</b>	<b>125</b>	<b>461</b>	<b>(73)</b>

# INSTITUTIONAL EQUITIES

# CONFERENCES IN FY 23

Organized by Emkay Institutional Equities

68

Funds

102

Individuals

11

MD/ Partner/  
Director/ CIO/  
HOE/ HOR

372 Meetings

14

Companies

18

FM

73

Analyst



24<sup>TH</sup> & 25<sup>TH</sup> NOV 2022  
**VIRTUAL DIGI-BANKING CONFERENCE**  
VIRTUAL INVESTORS CONFERENCE

**FINSHIFT**  
INNOVATE | DISRUPT | COLLABORATE  
**3.0**

Corporate Participants Representing

- Digi-Payments
- Digi-Lending / BNPL
- Digi-Broking
- Traditional cum Digi-Banks
- Payment Banks
- Neo-Banks
- Digi-Collections
- Rural/ Urban Fintechs
- Cards
- Crypto Exchanges

32  
Clients

11  
Corporates

50  
1\*1  
Meetings

35  
Group  
Meetings



96

Funds

152

Individuals

16

Distributors/  
Dealers  
/Experts

383 Meetings

16

FM

5

MD/ Partner/  
Director/ CIO

131

Analyst



Your success is our success

# Festive Channel Check CONFERENCE

VIRTUAL

## 11 OCT 2022



**EMKAY KONNECT**  
— Ears to the Ground —





Emkay Institutional Equities organized  
**Emkay Confluence 2022**  
 from 10<sup>th</sup>- 12<sup>th</sup> August, which was attended by

132	146	489
companies	funds	individual participants

and the 3-day conference resulted in nearly  
**2,300 meetings**

**Emkay Confluence**  
 Ideas for a \$5trn Economy

OVER 100 COMPANIES    KEYNOTE SESSIONS    CEO TRACKS

**10-12** AUGUST 2022  
 TRIDENT BKC MUMBAI

Emkay Institutional Equities organized its  
**Electric Vehicle  
 Conference 2.0**

on 23<sup>rd</sup>- 24<sup>th</sup> May, which was attended by

11 companies	70 funds	100 individual participants
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and the virtual 2-day conference resulted in nearly  
**280 meetings**



**Emkay**  
Your success is our success

**ELECTRIC VEHICLE  
 CONFERENCE 2.0**

SAVE THE DATE  
**23-24  
 MAY 2022**

VIRTUAL MEET

*Revolution  
 enters fast-charge mode*

**PARTICIPANTS FROM VALUE CHAIN**

 <p><b>OEMs</b>        Maruti Suzuki, BYD India,        Olectra Greentech, JBM Auto,        GreenPowerMotor, Ather        Energy, Hero Electric,        Omega Seiki, Atul Auto</p>	 <p><b>Ancillaries</b>        MNDA Industries, Panasonic,        Lohum Cleantech, Kabra        ExtrusionTechnik</p>
 <p><b>Government        Associations</b>        Niti Aayog, ARAI</p>	 <p><b>Charging        Infra</b>        Volttic Charging,        Sunergize, Echargebays</p>

## OTHER HIGHLIGHTS

During FY23 the Institutional Equities team held



41

roadshows



237

expert and  
client calls

Transacted  
a block of nearly  
**3 mn**  
shares in  
**Advanced Enzymes**,  
approximately  
2.75% of the company

with  
**Nalanda India Equity Fund**  
raising their stake in the  
company to nearly **9%**.



# ASSET MANAGEMENT

PMS & AIF vertical \_\_\_\_\_  
(Emkay Investment Managers Ltd.)

# KEY HIGHLIGHTS

01

## New Strategy Launched



EMKAY NEW VITALISED  
INDIA STRATEGY

EIML successfully launched a new product – ENVI (Emkay New Vitalized India) which focuses on investing in the companies which are primed to benefit from the manufacturing uptick in the country.

02

## Award 2022



EIML bagged the award for the most innovative company of the year (BFSI) at the National Feather Awards in April 2022

03

## Digital On-boarding



EIML made the customer on-boarding experience more convenient by introducing the digital on-boarding facility.

## KEY HIGHLIGHTS

### 04



#### Emkay Emerging Stars Fund

We **successfully distributed funds** to all our investors from our maiden AIFs – **Emkay Emerging Stars Fund – I, II & III**, culminating in a pre-tax XIRR of 15% - 18% returns for our AIF investors in contrast to the underwhelming low to mid-single-digit returns delivered by the benchmark BSE Small indices during the same period.

### 05



#### Emkay Emerging Stars Fund AIF SERIES V

We successfully **closed fund raising** for our **manufacturing focused AIF – Emkay Emerging Stars Fund – Series V** with **commitments of more than Rs 2000 million.**

### 06



On boarded Yes Bank as our **distribution partner** for AIF V

## KEY HIGHLIGHTS



### Emkay Capital Builder

COMPLETED

**10**  
YEARS

outperformance  
of 10% over its  
benchmark NIFTY  
500 in the tenth year

The strategy

**outperformed** both the  
Nifty 50 & the Nifty 500 over the last  
decade.

delivering

**37.8%** more returns over  
Nifty 50 and

**24.1%** more returns over  
Nifty 500



# INVESTMENT BANKING



## KEY HIGHLIGHTS

Buyback of INR  
300 million In  
eClerx Services

01

eClerx

Advisory services  
for preferential  
issue for INR 1,129  
million in Dynamatic  
Technologies Ltd.

02



**DYNAMATIC  
TECHNOLOGIES**

## KEY HIGHLIGHTS

INR 980 mn  
PE investment  
in Silverpush

03

**silverpush** 

INR 3400 mn  
promoter block  
in Route Mobile  
Limited

04

 **route**mobile  
communication simplified

## KEY HIGHLIGHTS

INR 4,273 mn IPO  
of Ethos Ltd  
(including Pre IPO)

05

**ēthos**  
WATCH BOUTIQUES

Series E Private  
Equity investment  
of INR 800 million  
in Awfis

06

**awfis**

INR 838 mn  
Rights Issue of  
Bhagiradha  
Chemicals

07

 **BHAGIRADHA**  
CHEMICALS

# COMMODITIES & CURRENCY

## AWARD



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Emkay Global received the award  
for **Best Research** in the  
**Commodity Segment** for  
FY2022, by MCX

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# WEALTH MANAGEMENT

# WEALTH MANAGEMENT

Managing **INR 22,129 mn**  
under MF Advisory & Distribution

Tied up with **Stockal** to provide clients the  
option of investing in the **US Equity Markets**

**Monthly update** on Mutual Fund  
holdings and portfolio reviews

The product delivery is through both **Advisory** as  
well as **distribution** mechanisms

Conducted successful roadshows  
with top fund managers across India,  
during the year

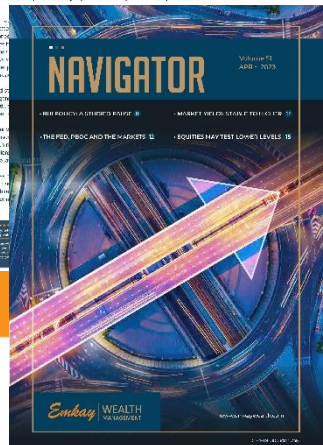
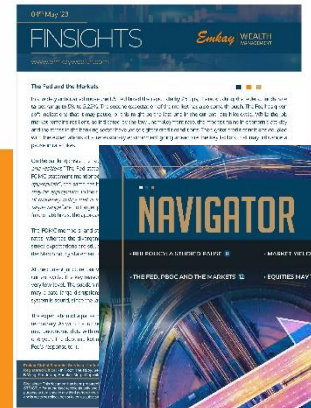
In less than 4 years Emkay Wealth emerged from  
a start-up wealth business to operating in 11 locations

Undertakes regular and stringent  
monitoring of portfolios

Offers facility to view portfolio  
online on the **website** and  
an intuitive **mobile app**

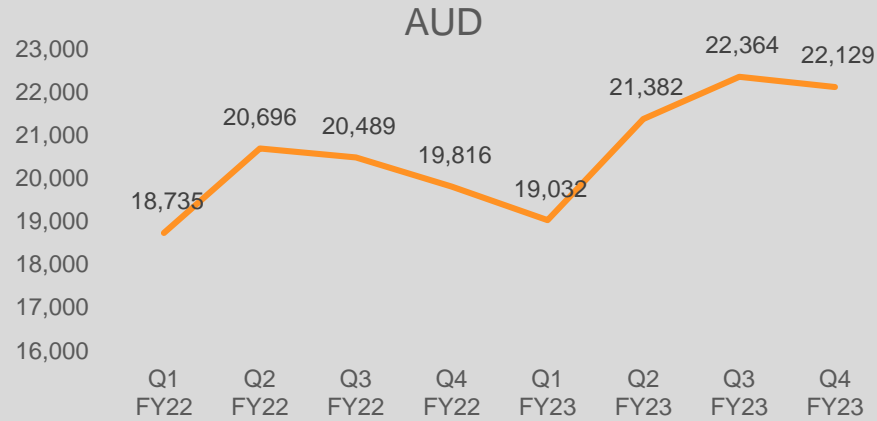
## Research Reports

- Navigator: A monthly with a roundup on economy, markets, mutual funds, PMS, Estate & Succession Planning, et al.
- FinSights: Economy update
- Product Updates



# KEY HIGHLIGHTS

## AUD GROWTH (Rs. Mn)



## Branches



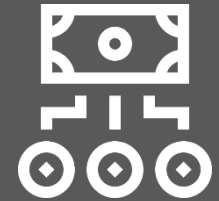
11

## No. of Clients



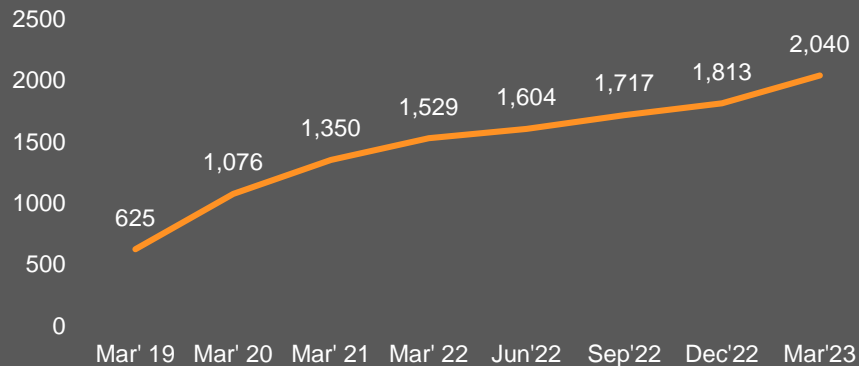
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## AUD

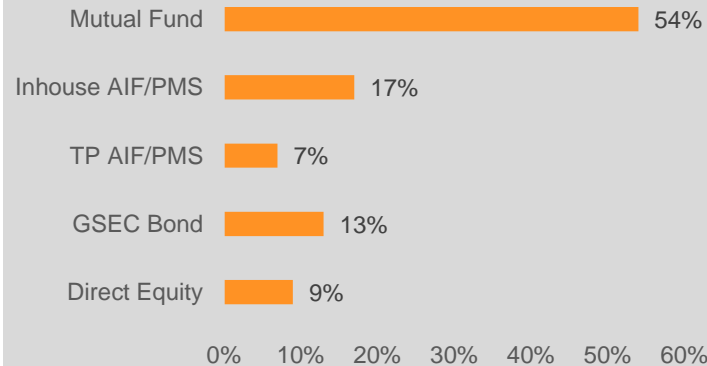


22,129 MN

## No of Clients



## Assets



## REVENUE (12M FY23)



INR  
123 MN



# AWARD



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**Best Technology Team  
(Wealth Management)** at the  
2<sup>nd</sup> Annual NBFC and FinTech  
Excellence Awards 2023  
by Quantic Business Media

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# TECHNOLOGY EDGE

# TECHNOLOGY INNOVATION, IMPROVING BUSINESS EFFICIENCY

## Vision

Build & Develop a stable robust platform by creating digital experience across all the touch points; by anticipating market needs and providing customized products towards digital disruption.

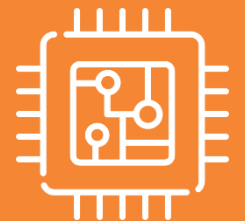


## Mission

Conversion from “As-a-service” to “Business Enabler” and going towards “Digital Transformation” , where technology helps organization deliver value to its customers

## Technology Edge

Digital Transformation driving strong client acquisition & penetration in the markets with various digital Platforms being offered and customer feedback to explore the untapped potential & roadmap to achieve the same.



# INFRASTRUCTURE & SECURITY ASPECTS

01

## Robust Infrastructure

- Scaled up & fine-tuned hardware for reliability with continuous improvisations in performance
- New hyper-converge platform improvising the capacity in global standard data center
- Over-clocked Servers for a faster trading experience & multi-stream broadcast over internet
- Onboard applications – Omnesys, Greeksoft, uTrade and Kambala
- New platforms enabling the technology teams for privilege access management and automated system patching & AD management

03

## Strong Network

- Ensuring high availability of systems across the network
- Robust & reliable network from different ISP with multiple network paths and higher bandwidths
- Presence across various datacenters in Mumbai - New DC on boarded in BKC
- Upgraded the network bandwidth from Emkay POP to COLO up to 2 Gbps for faster performance.
- Revamp of the RMS office with a better monitoring layout & visibility of trading platforms

02

## Securing our Enterprise

- Securing our infrastructure with Next-Gen Antivirus across head office & various branches
- Ensuring 24X7 security monitoring over the platforms with Security Operations Center as per SEBI & CERT-In guidelines
- Deployed Extended Detection and Response system correlating various inputs across the landscape
- Fully compliant with regulatory guidelines across all environments.

04

## Reliable Platforms for Clients

- Exchange connectivity from BSE, NSE, NCDEX, IFSC, IIBX and MCX – Presence in BSE & IFSC Colo
- Technology with ultralow latency 10G infrastructure at NSE Colocation spread across multiple racks in various phases.
- Deployment of key applications at external datacentres of global standards.
- Multicast Tick by Tick and Multi-stream broadcast from NSE. 1000msg/sec – scalable on demand.

# TECHNOLOGY FOR BUSINESS

## State-of-the-art trading technology

- Connectivity for disseminating real-time information - Bloomberg, Reuters
- Integration with various FIX aggregators such as Bloomberg, Fidessa, Autex, Line data, Charles River, ITG, Eze Castle, NYFIX
- Online chat facility with branches & business associates - Bloomberg, Reuters Messenger, Microsoft Teams with Compliance Archives
- Custom made trading algorithms built as per client requirements.
- Comprehensive risk management software with capability of near real-time monitoring of margin & positions.
- Integrated Backoffice, RMS and Settlement systems via API

## Electronic Execution Solutions across the landscape

- Multiple trading solutions deployed to offer services like CTCL, Algo, DMA Trading/ Electronic Execution Services
- Trading platforms with Internet based, Mobile/ Wireless Trading
- Trading terminals: Omnesys CTCL with over 1000 Terminals across HO, branches and franchisees.
- Internet Based Trading: Newly introduced Kambala Platform named Emkay Blitz for CTCL, IBT and Mobile Trading facility.
- Algorithmic Strategy Platforms: Omnesys, Greeksoft , µTrade Algo Trading Platforms & Dealer Terminal APIs
- Newly introduced Kambala Strategy Platform named Noren
- API based Trading: REST, JAVA, Dot Net, and custom EM-API

## Technology Experience across Sales, Research & Operations

- Client Relation with branches, business associates via digital platform called Eagle.
- Technical platform assisting Research on content creation, simplified distribution & tracking of research reports.
- Fast, Easy & Efficient processing of Backend systems providing accurate results and bulk processing of trades.
- Upgraded KYC journey, Compliant systems & Robotized Accounting System for accurate processing
- Exploration of new trading platforms for Algorithm, Internet based and mobile trading.
- Emkay Blitz powered by Online Trading and Charting facility, fulfilling all regulatory guidelines.

# DIGITAL FIRST APPROACH



## Software: Exploring new horizons

- Competitive Product And Service Offering across the platforms with API initiatives with Integrations in Back-office software for Banks, KYC & Ops
- Ruggedization of key backend & frontend services with regular hardening of platforms and performing vulnerability assessment & pen-tests
- Better error handling on Apps both In-house and Vendor-provided
- Complete rewrite of few In-house systems for a better performance & experience to the users

## Product: Optimising Experience

- Contextual user learning via a modern trading platform – Emkay Blitz
- Improving client journeys both investor & trader with the app
- Optimisation to build a more balanced ecosystem of applications
- Multiple options charts platform to help build a trader community

## Digital Platform: Providing Best Experience to Clients

- Digital Properties Built In-house For Diverse And Growing Client Base - Emboss, EM API
- Open Architecture To Seamlessly Integrate 3rd Party Products
- Digital Acquisition of Direct Clients with Orders Executed Online By Direct Clients
- Orders Placed through Mobile App, Client Terminals, API & FIX
- Analyzing the customer experience, servicing & growth via the digital platforms

# CORPORATE OVERVIEW

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# EMKAY PROMISE, MISSION & VALUES

## Promise

Handing over the responsibility for one's finances involves immense trust. At Emkay, we go to great lengths to ensure we hold true to your expectations right from ensuring that every person from Emkay meets the set value proposition. And, also recall Emkay's mission to be achieved collectively without forgoing values that the company lives by.

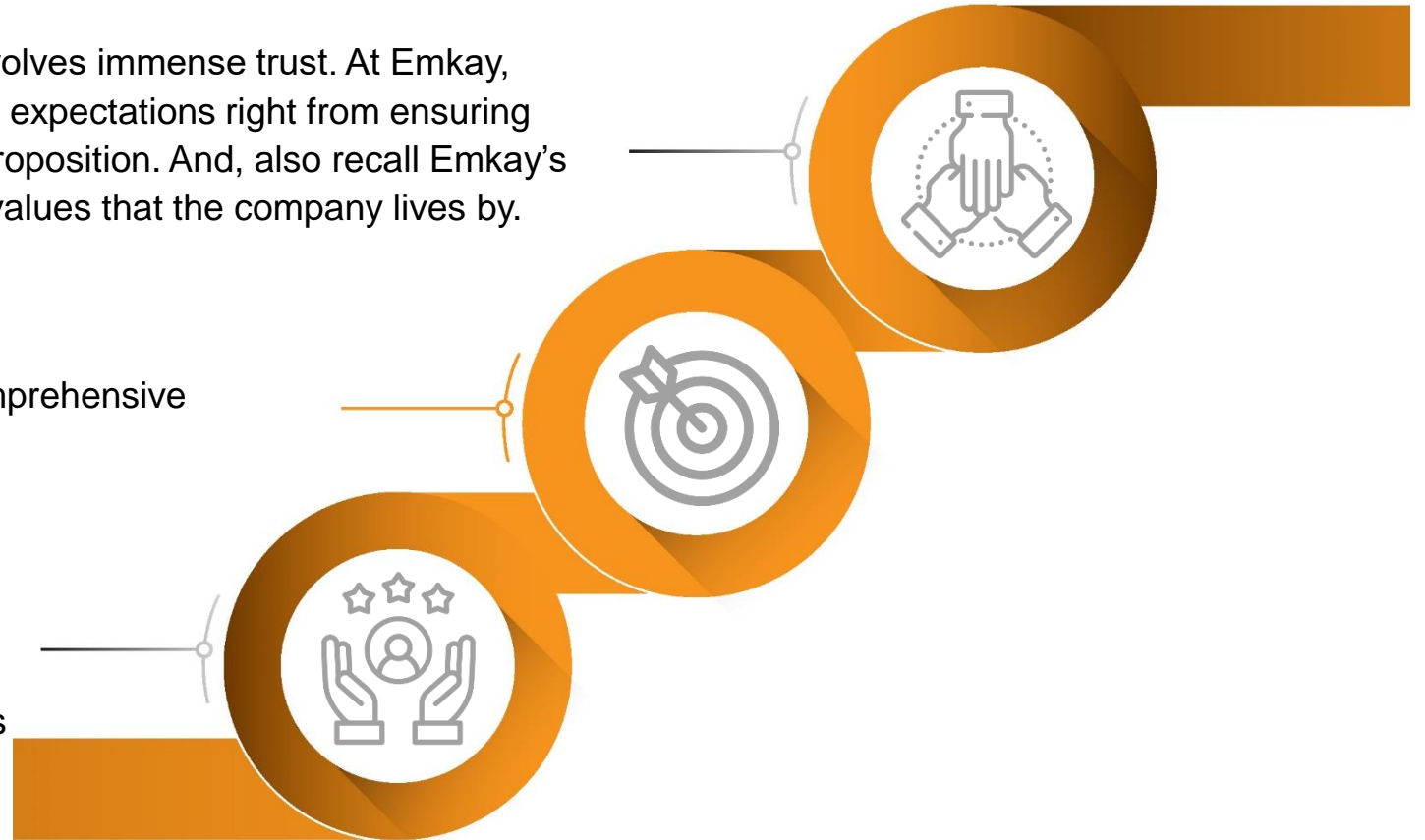
## Mission

To provide our clients with secure, customised & comprehensive financial solutions to achieve sustained growth.

## Values

To be fair, empathetic and responsive in serving our clients. To respect and reinforce our fellow employees and the power of teamwork. To strive relentlessly to improve what we do and how we do it.

To always earn and be worthy of our customers' trust.





# RESILIENCE AND RESPONSIBILITY: OUR DIFFERENTIATORS

## Corporate Governance:

We ensure full transparency and accountability while conducting our business in a highly professional and ethical manner. We continuously monitor our governance practices and strive to pursue holistic growth and realize our responsibility towards our stakeholders and environment.

## Sustainability:

In the wealth creation journey, we are with our clients for the long haul. Our approach, philosophy and frameworks are all directed towards achievement of the financial goals of our clients by delivering consistent and sustainable returns. A disciplined and fundamentals-driven approach means every portfolio stays strong during the toughest of times and reaps the benefits of compounding.

## Human Capital:

Our team forms the nucleus of our essence. They are the pillars that give us stability, agility and proactiveness. We are committed to focusing on their health, safety and skill advancement, and providing them with a collaborative and holistic working environment.

## Technology:

Technology is one of the key cornerstones of our business and we have proactively invested in digital assets over the years. With technology at the core of our business, we will keep leveraging on it to offer value addition to clients at each step.



## A LEGACY OF OVER 25 YEARS

01

**A 360 degree approach:** From being an institutional broking house to one offering asset management, wealth management, succession planning, investment banking, currency and commodity broking among others, Emkay, driven by its motto 'your success is our success' has evolved into being a 360 degree financial services provider who can efficiently service every financial need of every customer

02

**Relationship Focus:** The one thing that hasn't changed since our humble beginnings in 1995 is the focus on every relationship we have established. We are far from being a discount brokerage because we realize that clients need to be taken care of as family – they need the right guidance and not just a tool to accomplish their financial goals.

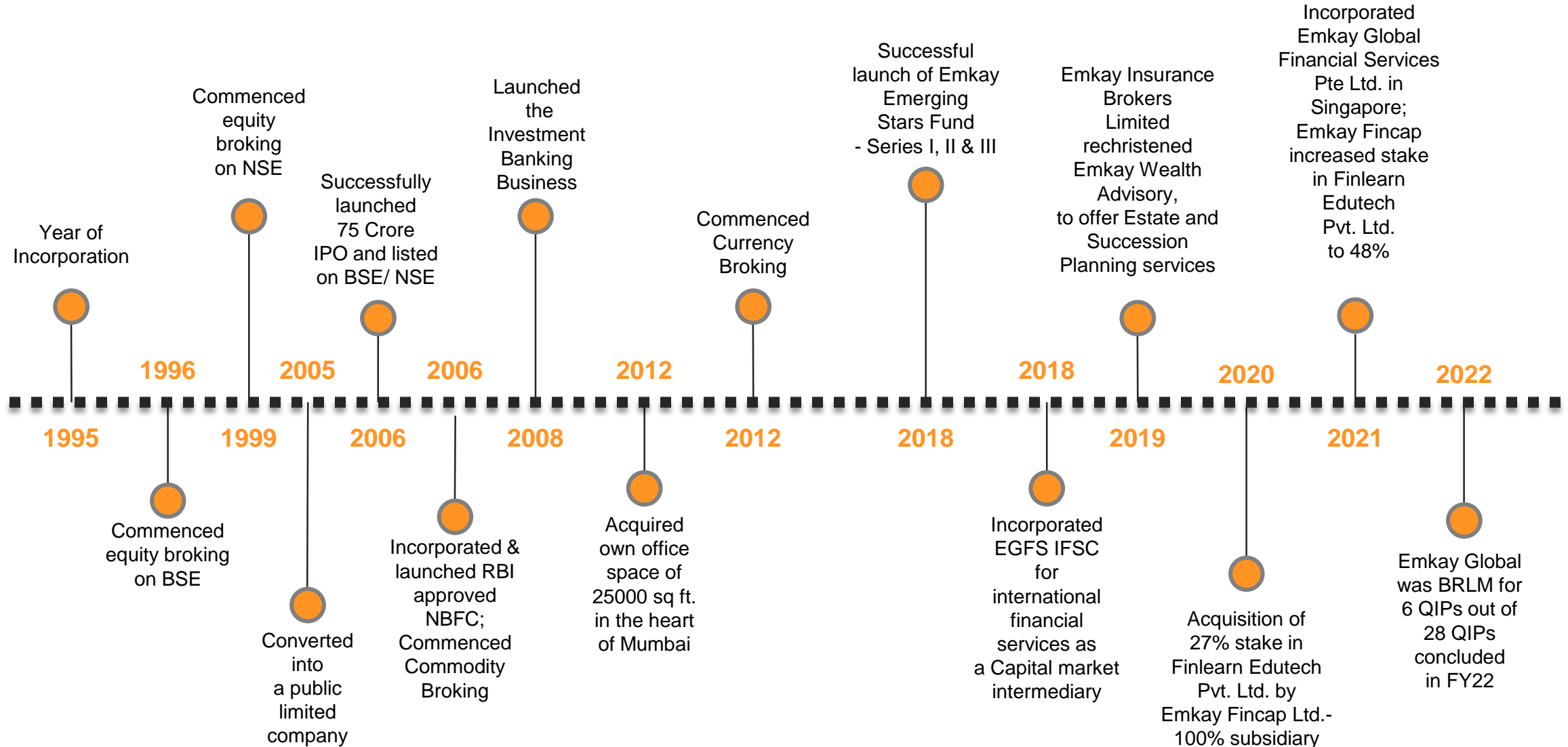
03

**Strong Promoters & Board:** Pioneered by first-generation entrepreneurs Mr. Krishna Kumar Karwa and Mr. Prakash Kacholia, who come with strong and relevant education and experience, and backed by a Board of visionaries with remarkable track record, our corporate governance and management capabilities continue to remain robust.

04

**Significant Research capabilities:** Emkay's institutional research covers 279 companies, including active and soft coverage. We cover 47 out of the 50 NIFTY constituents and 30 out of the 30 SENSEX constituents. Our research has won accolades from major International bodies including Asiamoney and Institutional Investor.

# THE JOURNEY



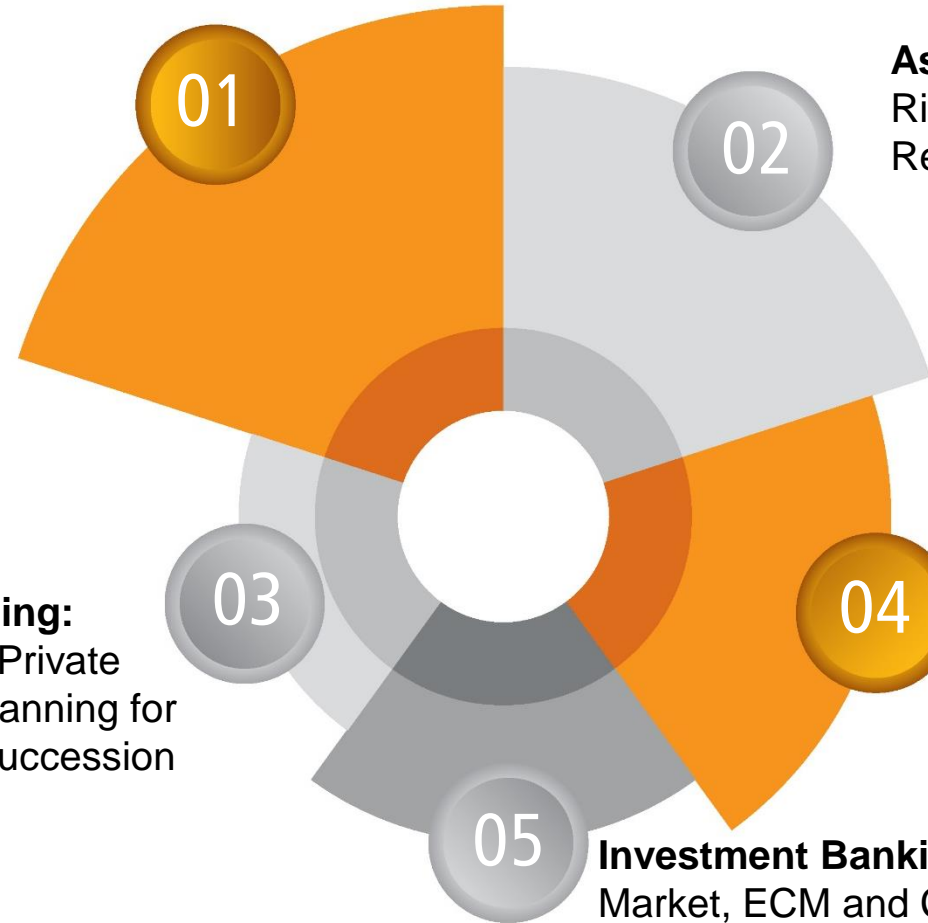
# PRODUCTS & SERVICES

## Investments:

Institutional & Non-Institutional Equities, Commodities, Currencies, Fixed Income Products

## Estate & Succession Planning:

Drafting of Wills, Creation of Private Family Trusts, Succession Planning for Family-owned businesses, Succession Planning for NRIs



## Asset & Wealth Management:

Risk Profiling, Asset Allocation, Portfolio Review and Management

## Financial Education:

Through FinLearn Academy (an Ed-Tech focused on training in financial markets)

**Investment Banking:** Caters to Public Market, Private Market, ECM and Corporate Advisory

**LLP with Azalea Capital:** Structures and facilitates Private financing fund raise of companies ( in LCY / FCY) in the form of Structured Financing for both Performing and Distressed companies

# THE BOARD

## Mr. Sushil Kumar Saboo

### Chairman

Group Advisor (Chairman's Office) for Aditya Birla Group, one of the premier business groups of India.

## Mr. Krishna Kumar Karwa

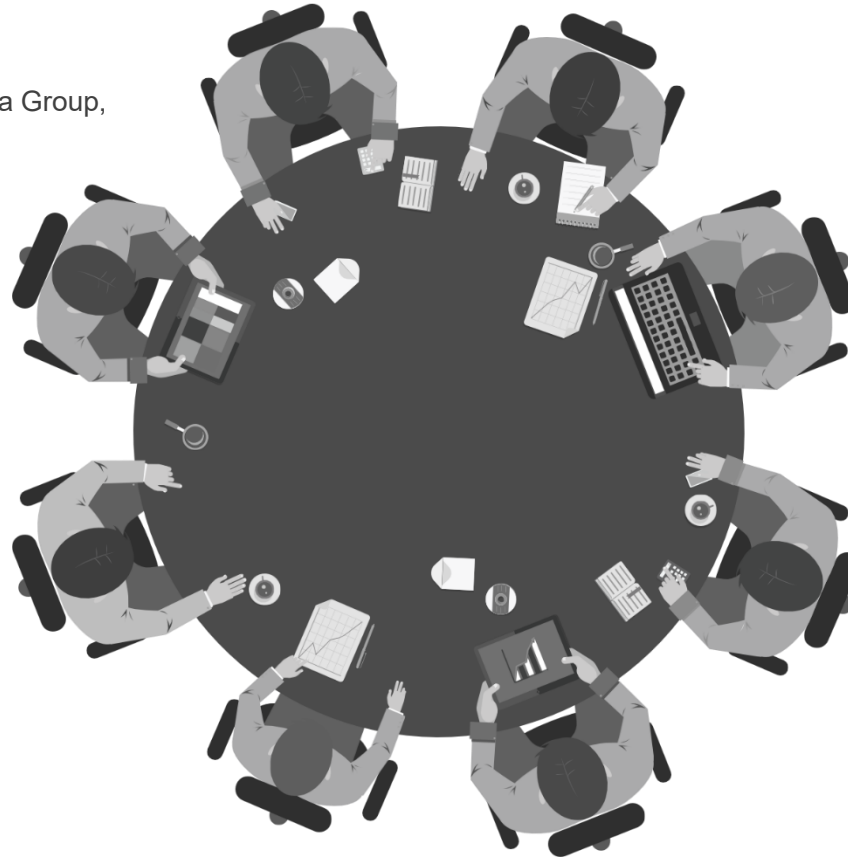
### Managing Director

A rank holder member of the ICAI;  
Promoter & Managing Director of EGFSL

## Mr. Prakash Kacholia

### Managing Director

A member of the ICAI;  
Promoter and Managing Director of EGFSL



## Mr. Girindrachandra Vasudeo

### Independent Director

A fellow member of the ICAI, the ICSI; an Associate member of the ICWAI; a law graduate from the University of Mumbai. Retired as MD & Country Manager of SI Group – India Pvt. Ltd.

## Mr. Ravikumar Krishnamurthi

### Independent Director

A solicitor in the Mumbai High Court and the Supreme Court of England; retired partner of Mulla & Mulla Craigie Blunt & Caroe

## Dr. Satish Ugrankar

### Independent Director

M.S., D'ORTH (CPS) and F.C.P.S.(CPS), (Mumbai)

## Dr. Bharat Kumar Singh

### Independent Director

B.E (Mech), MBA (IIM-C), Ph.D (Management Studies) Mumbai University (JBIMS). 46 years of experience across MNCs (ITC & Sandoz) & large Indian business houses(RPG & ABG) in senior capacity.

## Mrs. Hutokshi Wadia

### Independent Director

B Com., ACA, ACS  
Honorary General Secretary and Chief Operating Officer of Indian National Theatre.

## SHAREHOLDING SUMMARY



**74.49%**

Promoters &  
Promoter Group

**25.51%**

General Public



# RECENT AWARDS & RECOGNITIONS



Best Technology Team (Wealth Management) at the 2<sup>nd</sup> Annual NBFC and FinTech Excellence Awards 2023 by Quantec Business Media



Emkay Global received the award for Best Research in the Commodity Segment for FY2022, by MCX



Asiamoney Brokers Poll is the largest Asia-focused equity services provider poll.

### Rankings 2021

Best Media Team	2
Best Energy Team	2
Best Analyst – Energy	1
Best Analyst – Media	2

12M FY 23



Emkay Investment Managers Ltd. awarded as **'Most Innovative Company of the Year'** (BFSI), 2022 at National Feather Award event



Emkay Emerging Stars Fund, our Category III AIF was awarded for **Best post-Covid AIF performance** across all categories (basis 6 months Absolute Returns) by PMS AIF WORLD - 2021

## CONTACT US



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