



SMC GLOBAL SECURITIES LIMITED

Member: NSE • BSE • MSE • NCDEX • MCX

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

SEBI Regn. No. : INZ 000199438 • Research Analyst No. : INH100001849 • DP Regn. No. : IN-DP-130-2015

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

Ph: +91-11-30111000, 40753333 Fax: +91-11-25754385 • CIN No. : L74899DL1994PLC063609

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

Date: 29th January, 2025

To,

Listing Operations BSE Limited, P J Towers, Dalal Street, Mumbai -400001, India Scrip Code: 543263 Debentures Scrip Code: 939639, 939655, 939657, 939643, 939651 and 939647	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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Subject: Earning Presentation – Q3-FY25

Dear Sir(s)/Ma'am,

In compliance with Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with Part A (15) of Schedule III, enclosed is a copy of the Earning Presentation for the Q3 FY25 of the financial year 2024-25.

This will also be hosted on the Company's website at www.smcindiaonline.com

This is for your information and record.

Thanking you,

For SMC Global Securities Limited

Suman Kumar

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

MUMBAI OFFICE : A Wing, 401/402, Lotus Corporate Park, Graham Firth Steel Compound, Off Western Express Highway, Jay Coach Signal, Goregaon East
Mumbai-400063 Ph : +91-22-67341800, 66481818 Fax : +91-22-67341897 E-mail : smcmumbai@smcindiaonline.com

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E-mail : smckolkata@smcindiaonline.com



SMC Global Securities Ltd

Earning Presentation – Q3'FY25





Q3 & 9M FY25 Performance Highlights



Q3 FY25

(Y-o-Y)

Revenue
INR 455.5 Crores **+6.5%**



EBITDA
INR 111.8 Crores **-1.3%**



PAT
INR 43.9 Crores **-15.6%**



9M FY25

(Y-o-Y)

Revenue
INR 1,354.3 Crores **+20.0%**



EBITDA
INR 355.4 Crores **+24.3%**



PAT
INR 142.7 Crores **+17.0%**



- Quarterly revenue was impacted by regulatory changes, including the discontinuation of weekly contracts and standardized exchange fees, potentially affecting trading volumes.
- Focused on expanding brokerage and allied income through innovative services and continued tech investments for seamless delivery and enhanced client experience.
- Achieved growth in 9M FY25 with healthy increases in Revenue, EBITDA, and PAT, demonstrating operational efficiency and resilience.

Q3-FY25 Consolidated Segmental Performance

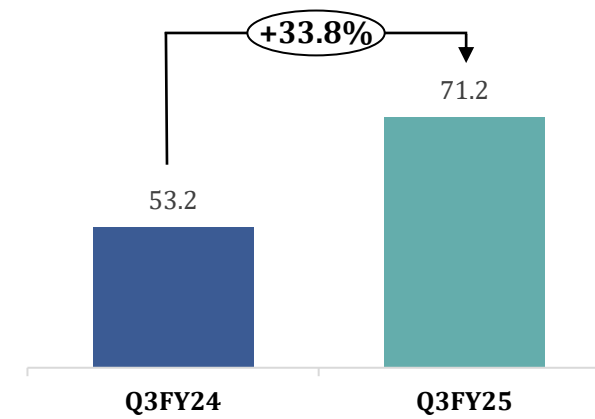
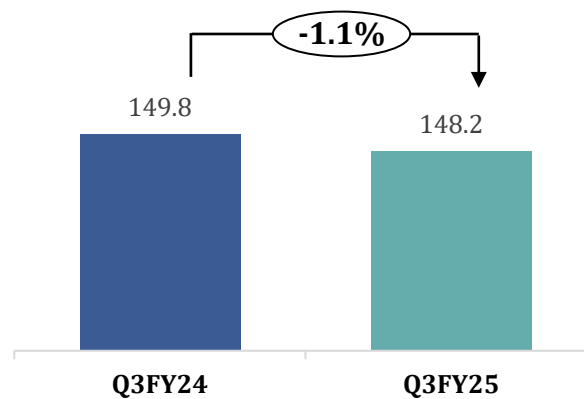
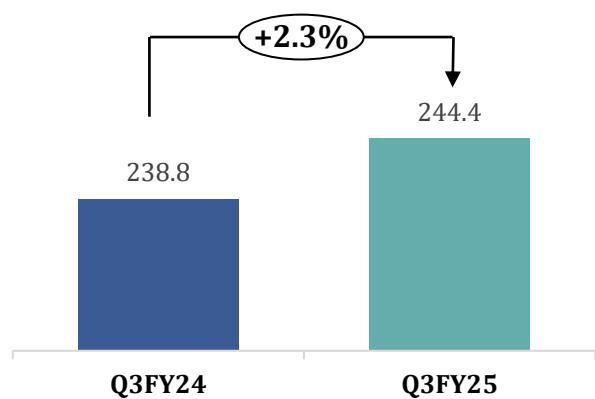
(INR Crs)

BROKING, DISTRIBUTION & TRADING

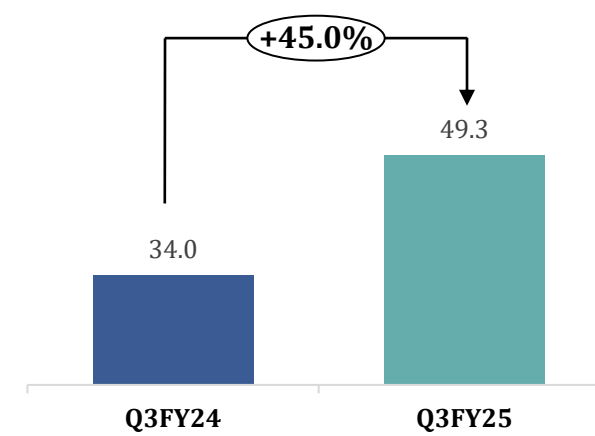
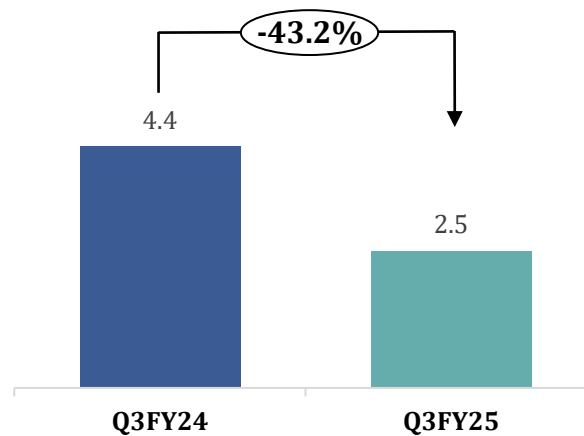
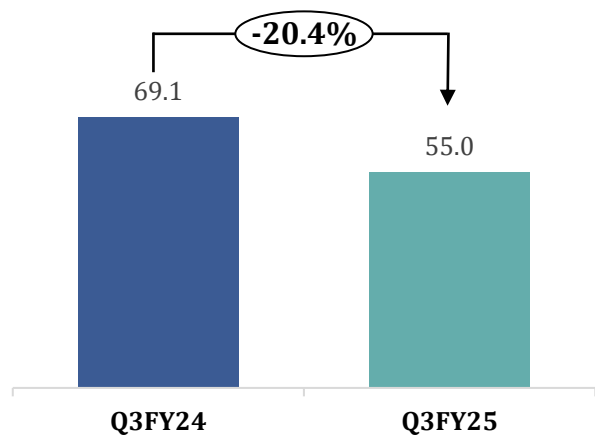
INSURANCE BROKING

FINANCING (NBFC)

Revenue



EBIT

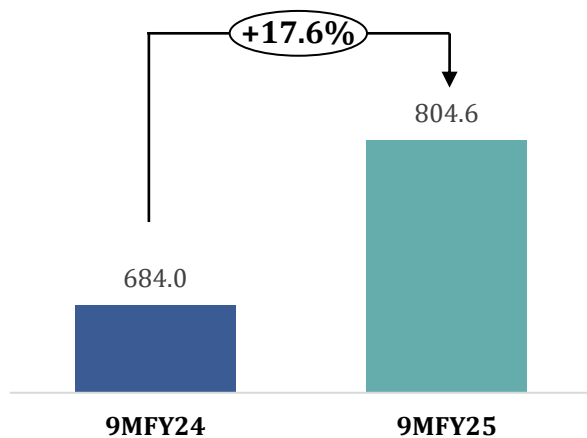


9M-FY25 Consolidated Segmental Performance

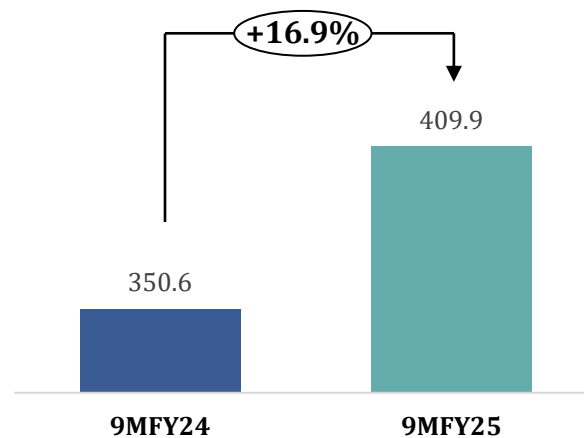
(INR Crs)

Revenue

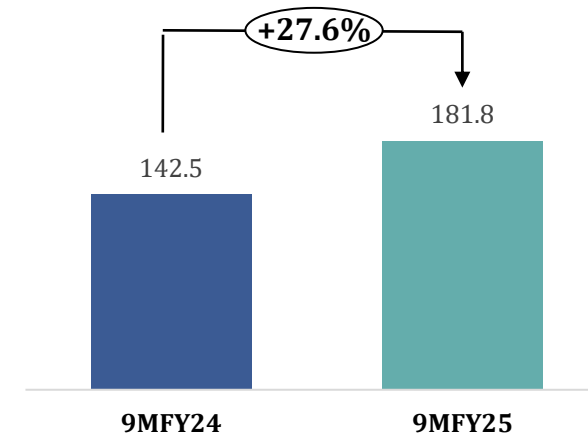
BROKING, DISTRIBUTION & TRADING



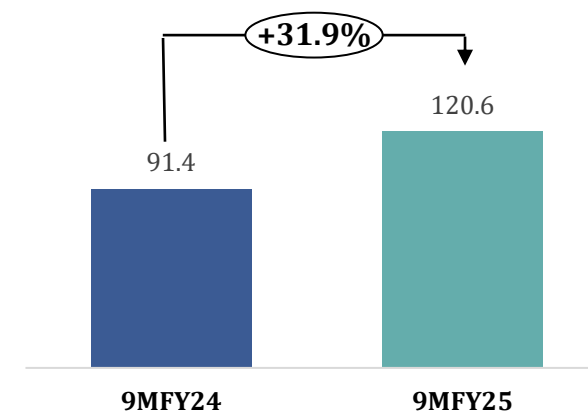
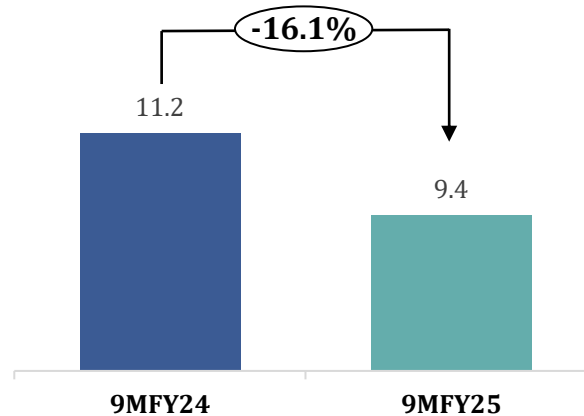
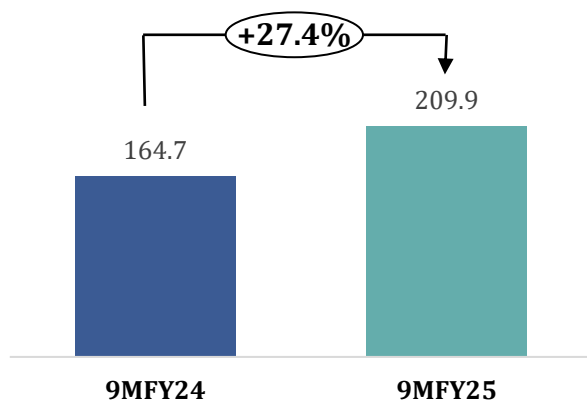
INSURANCE BROKING



FINANCING (NBFC)

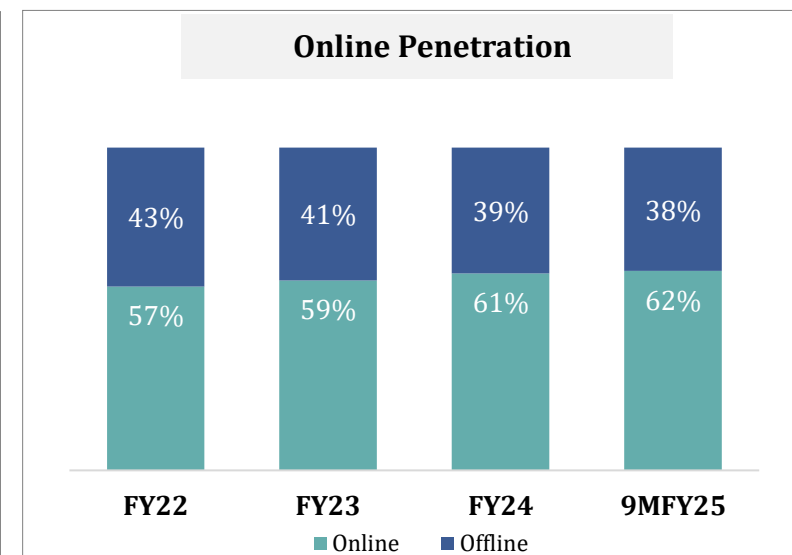
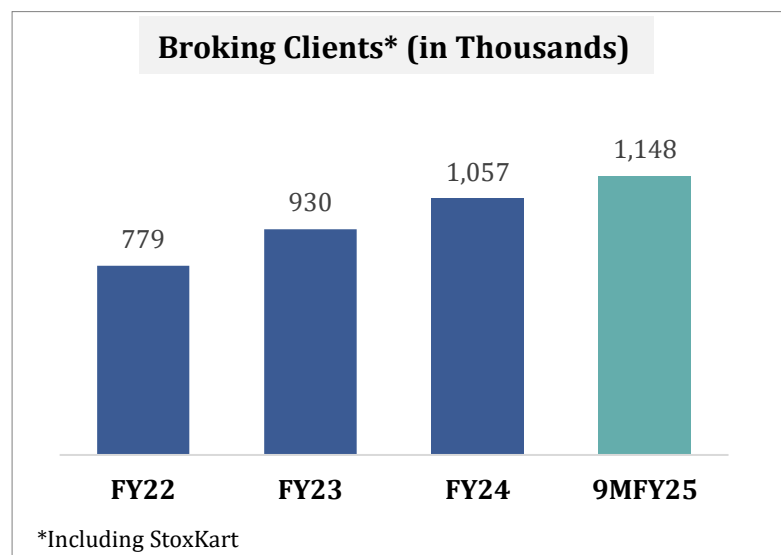
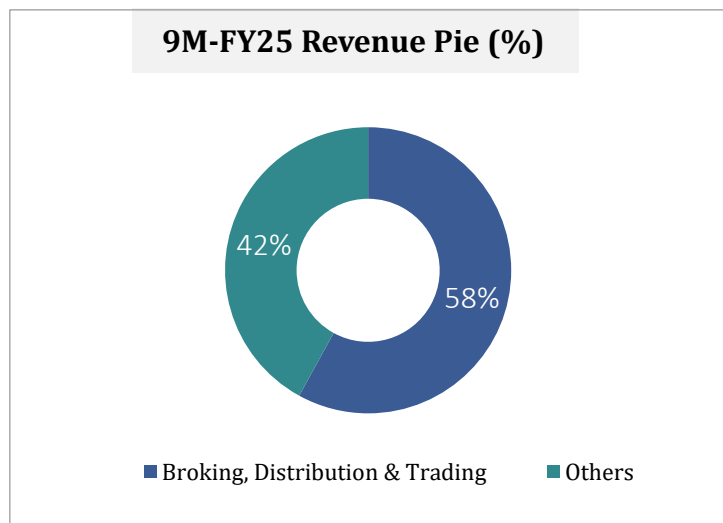
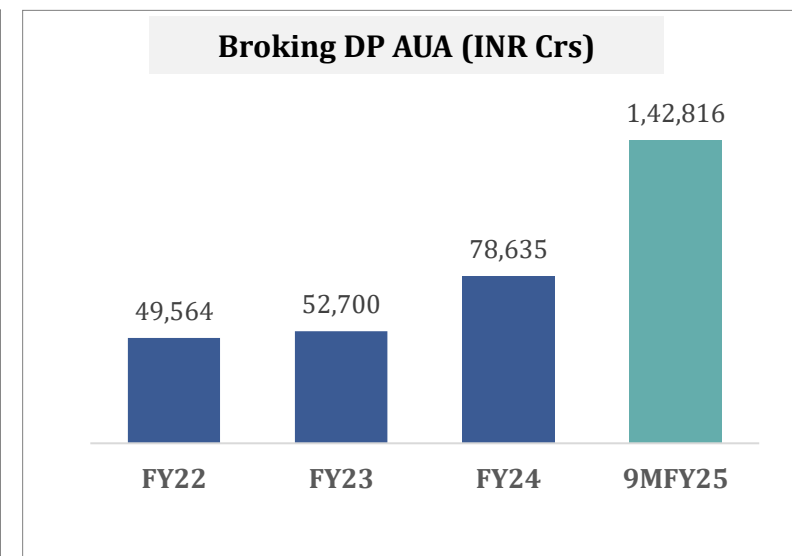
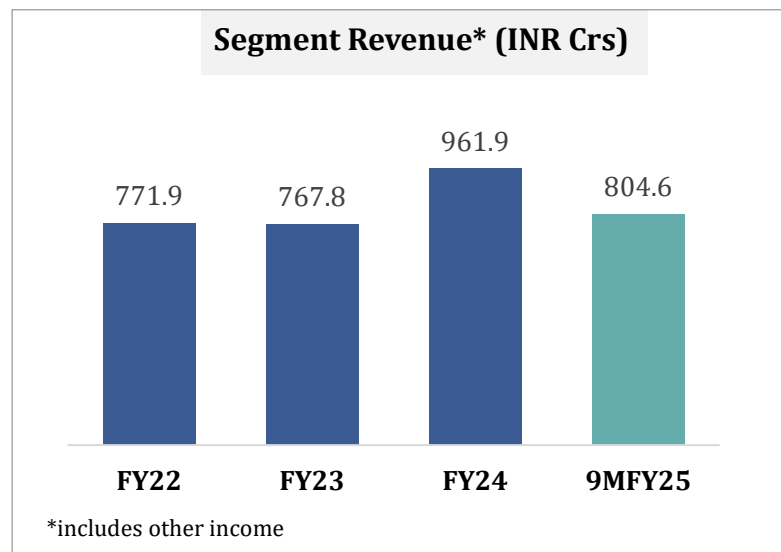


EBIT



Key Highlights:

- Our expansive network includes 2,270 authorized persons, spanning 437 cities and 6,850 financial distributors across India.
- SMC has a strategic alliance with 7 PSU and Private Banks offering Online Trading services to their customers through its portal www.smctradeonline.com.
- SMC has 3-in-1 Tie-ups (Bank & Demat Account facility provided by the bank to its customer and Trading account facility will be provided by the SMC).

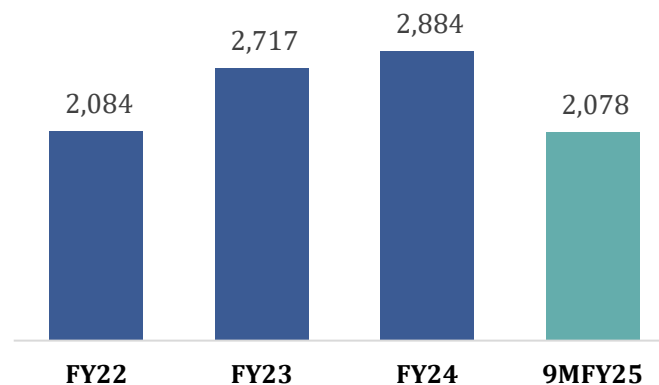




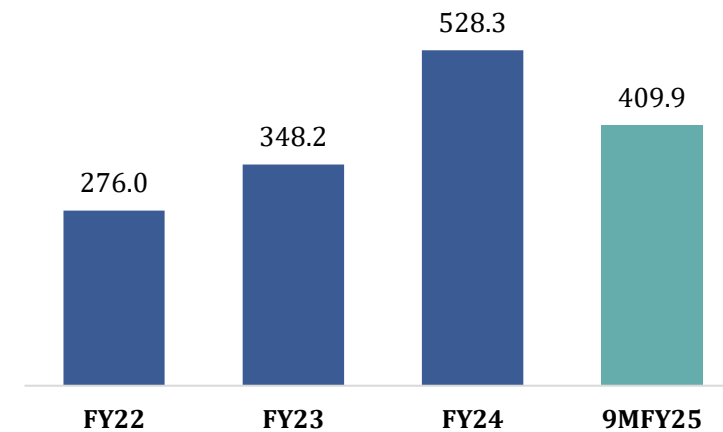
Key Highlights:

- SMC Insurance operates through 7 branches nationwide.
- The company has a workforce of 530 employees.
- Utilizes a network of 15,959 Point of Sales (POSs).
- Engages 343 Motor Insurance Service Providers (MISPs).
- Comprehensive national coverage with a robust presence in Tier-1 and Tier-2 cities, leveraging the extensive SMC Group's customer network.
- Our online portal, www.smcinsurance.com, is developed to cater to both B2B and B2C networks, featuring advanced Artificial Intelligence capabilities.

Insurance Gross Premium (INR Crs)

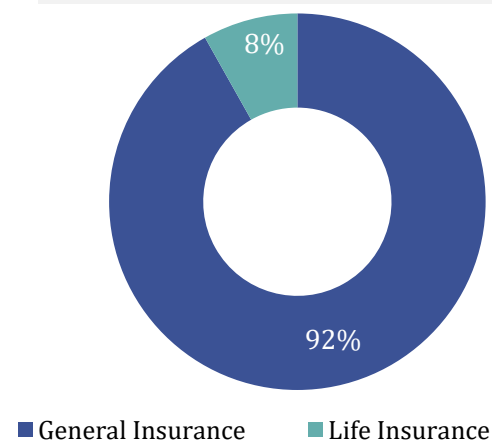


Segment Revenue* (INR Crs.)

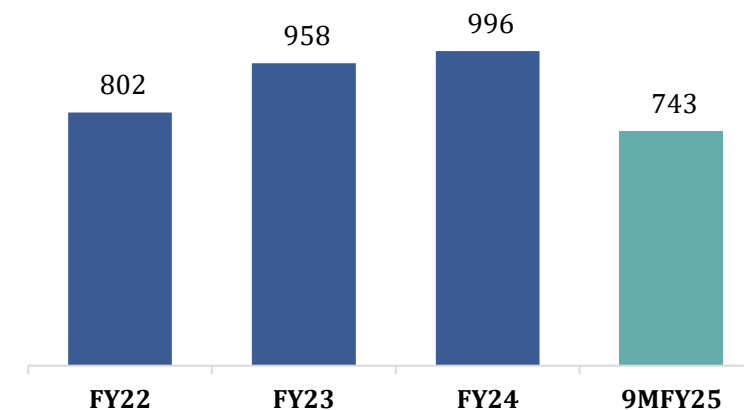


*Revenue recognition changed from net to gross basis from FY18.

9M-FY25 Revenue Pie (%)



No. of Policies (In Thousands)

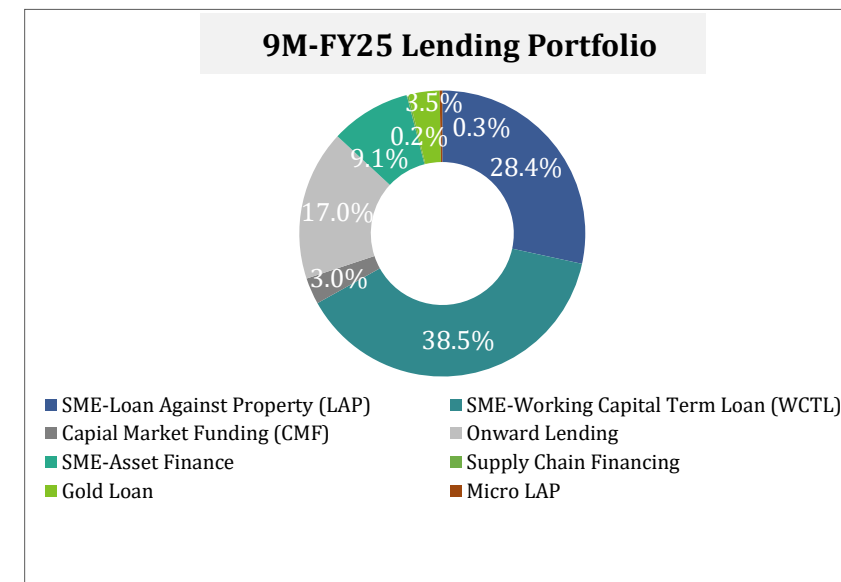
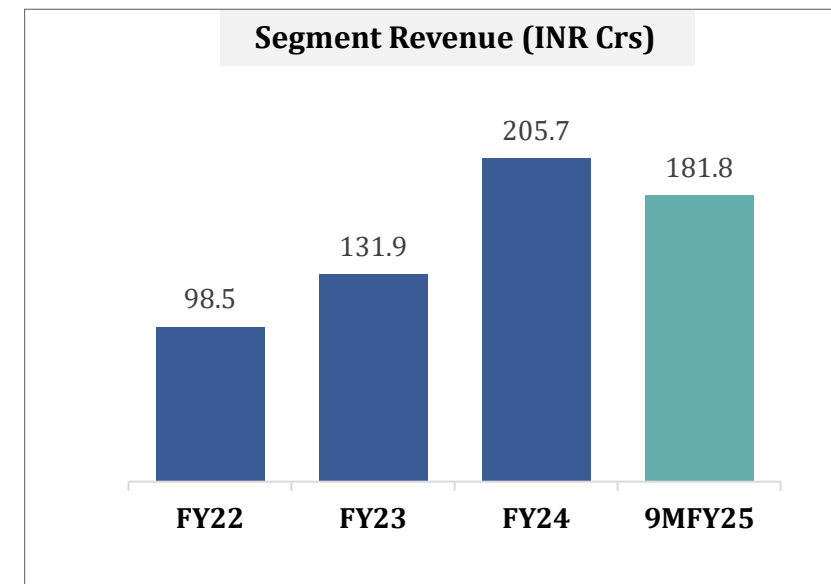




Key Highlights:

- 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), SMEWCTL (Unsecured business loans), Gold Loans, Loan against securities, Supply Chain financing and Micro- LAP (Loan against property).
- The company has 40 branches covering 10 States and 32 major cities.

Particulars	Gold Loan	CMF	Supply Chain Financing	Onward Lending	SME Assets	SME LAP	SME WCTL	Micro-LAP	Total
AUM (INR Crs.)	44.9	38.4	2.1	218.7	117.3	364.8	495.4	4.2	1,285.8
Tenure (Months)	6 to 12	3 to 6	12 to 36	24 to 36	60 to 120	120 to 180	12 to 36	36-120	
Rate of Interest (Range in %)	10.0%-24.0%	11.5%-18.0%	18.0%-20.0%	14.5%-16.5%	11.5%-15.5%	12.0%-18.0%	14.0%-22.0%	17.0%-20.0%	
No. of Clients	3,907	37	3	75	54	158	2,634	41	6,909
% Of Lending Portfolio	3.5%	3.0%	0.2%	17.0%	9.1%	28.4%	38.5%	0.3%	100.0%



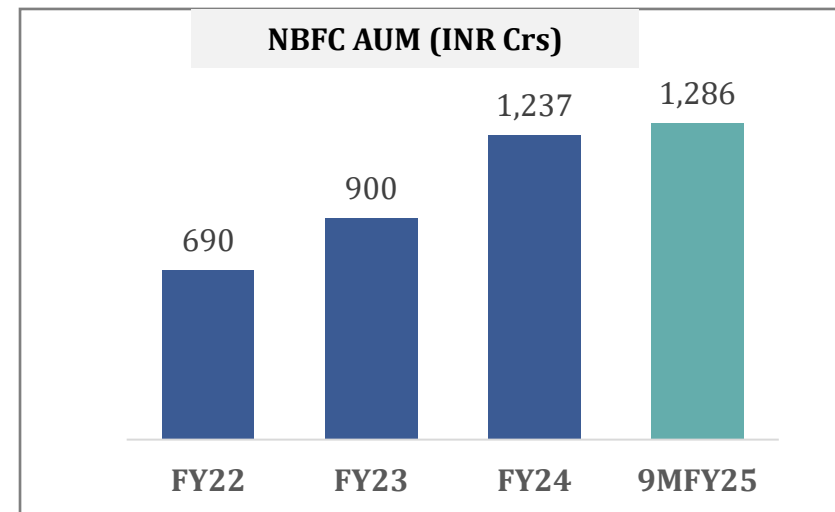
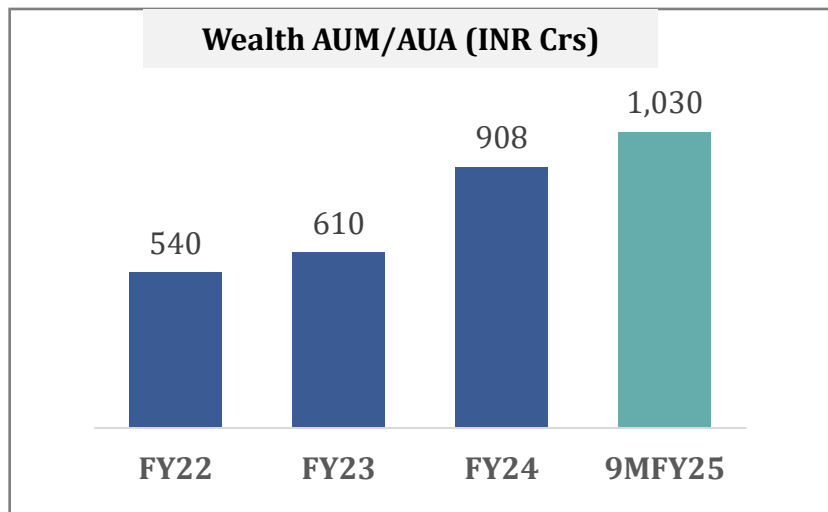
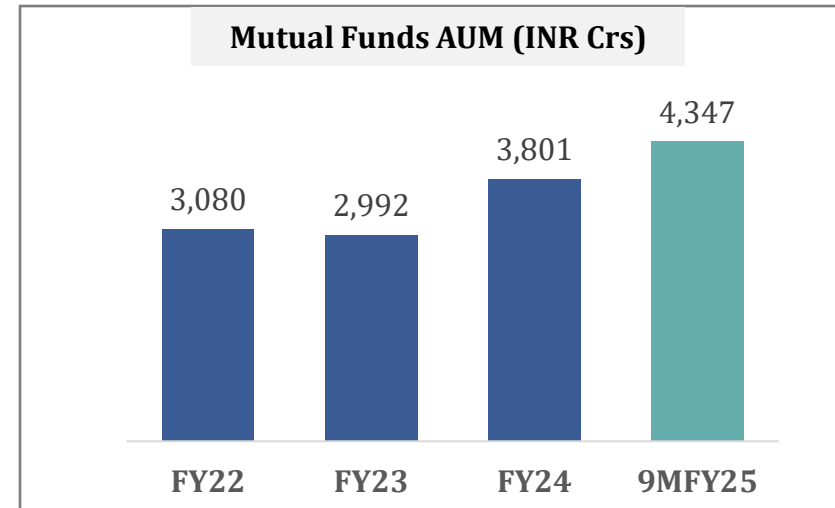
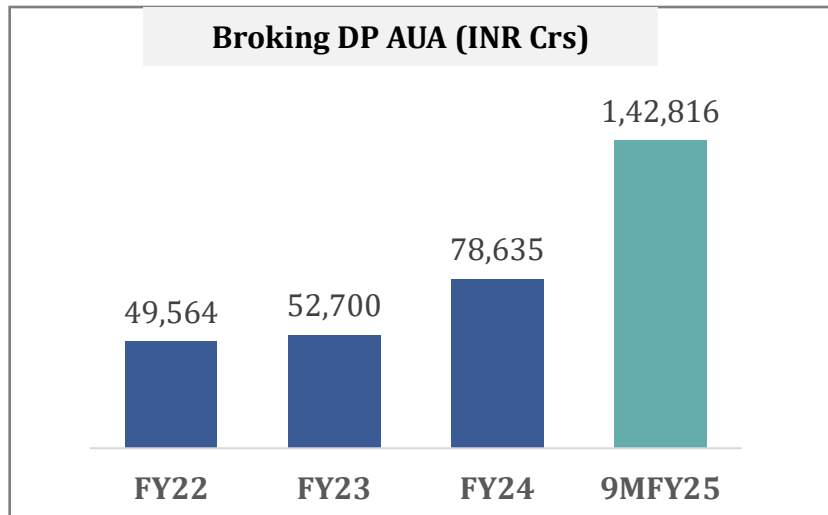


Quarterly Financial Performance

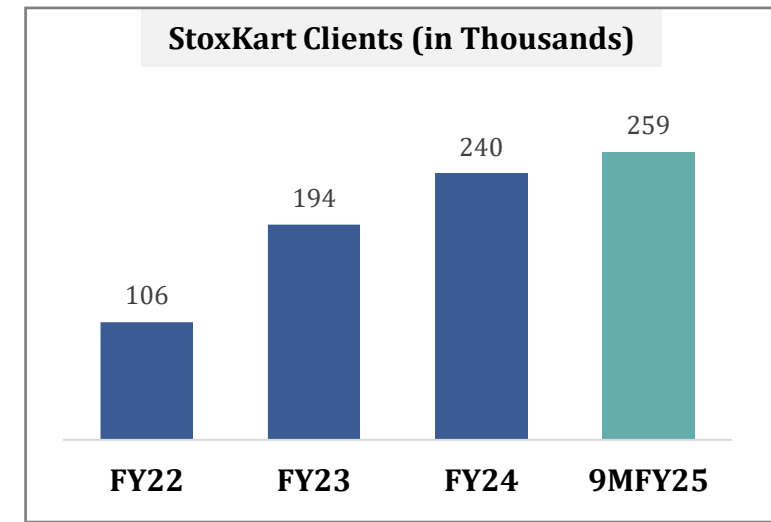
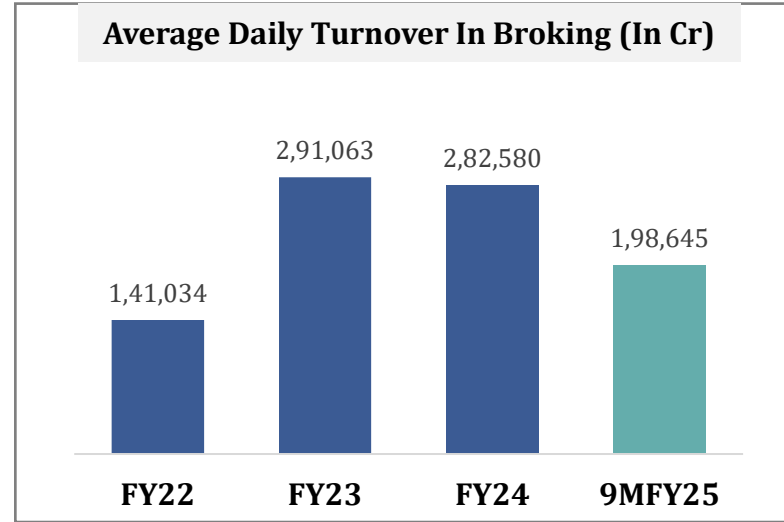
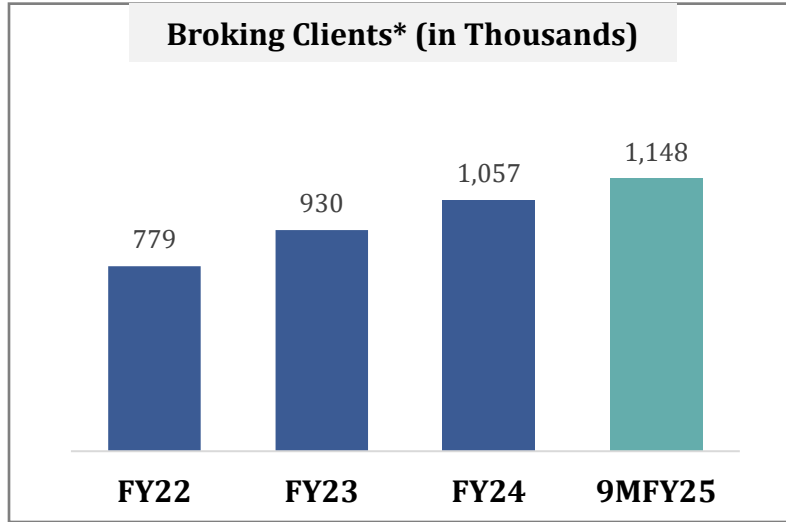


Particulars (INR Crs)	Q3-FY25	Q3-FY24	Y-o-Y	Q2-FY25	Q-o-Q	9M-FY25	9M-FY24	Y-o-Y
Operational Income	455.5	427.9	6.5%	450.8	1.0%	1,354.3	1,128.8	20.0%
Total Expenses	343.7	314.6		332.6		998.9	842.9	
EBITDA	111.8	113.3	(1.3%)	118.2	(5.4%)	355.4	285.9	24.3%
EBITDA Margins (%)	24.5%	26.5%	(200 Bps)	26.2%	(170 Bps)	26.2%	25.3%	90 Bps
Other Income	2.5	2.7		1.8		6.6	5.7	
Depreciation	7.5	8.5		6.9		22.1	24.4	
Interest	51.0	40.3		52.1		154.0	108.1	
Share of (loss) in joint venture	0.0	0.0		0.0		0.0	0.0	
PBT	55.8	67.2	(17.0%)	61.0	(8.5%)	185.9	159.1	16.8%
Tax	11.9	15.2		15.4		43.2	37.1	
Profit After tax	43.9	52.0	(15.6%)	45.6	(3.7%)	142.7	122.0	17.0%
PAT Margins (%)	9.6%	12.2%	(260 Bps)	10.1%	(50 Bps)	10.5%	10.8%	(30 Bps)
Other Comprehensive Income	1.8	0.2		0.3		2.0	1.2	
Total Comprehensive Income	45.7	52.2		45.9		144.7	123.2	
Basic & Diluted EPS (INR)	4.17	4.93		4.33		13.56	11.58	

Particulars (INR Crs)	Q3-FY25	Q3-FY24	Y-o-Y	Q2-FY25	Q-o-Q	9M-FY25	9M-FY24	Y-o-Y
Operational Income	222.8	215.6	3.3%	255.0	(12.6%)	725.3	602.8	20.3%
Total Expenses	166.1	144.8		171.0		503.9	421.8	
EBITDA	56.7	70.8	(19.9%)	84.0	(32.5%)	221.4	181.0	22.3%
EBITDA Margins (%)	25.4%	32.8%	(740 Bps)	32.9%	(750 Bps)	30.5%	30.0%	50 Bps
Other Income	1.7	5.1		2.1		18.5	29.4	
Depreciation	5.6	6.4		5.3		16.7	18.6	
Interest	32.6	24.5		34.4		99.5	65.0	
PBT	20.2	45.0	(55.1%)	46.5	(56.6%)	123.7	126.8	(2.4%)
Tax	4.7	10.3		11.5		27.0	25.1	
Profit After tax	15.5	34.7	(55.3%)	35.0	(55.7%)	96.7	101.7	(4.9%)
PAT Margins (%)	7.0%	16.1%	(910 Bps)	13.7%	(670 Bps)	13.3%	16.9%	(360 Bps)
Other Comprehensive Income	0.0	-0.1		0.0		-0.1	-0.2	
Total Comprehensive Income	15.5	34.6		35.0		96.6	101.5	
Basic & Diluted EPS (INR)	1.48	3.31		3.34		9.23	9.71	

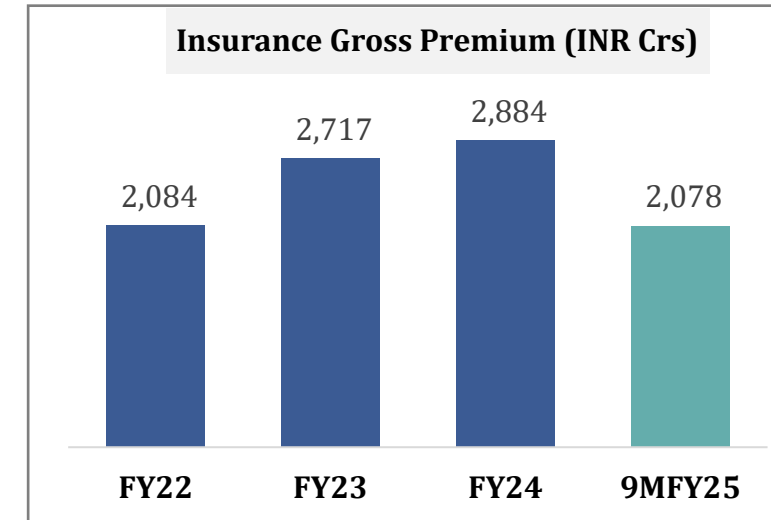
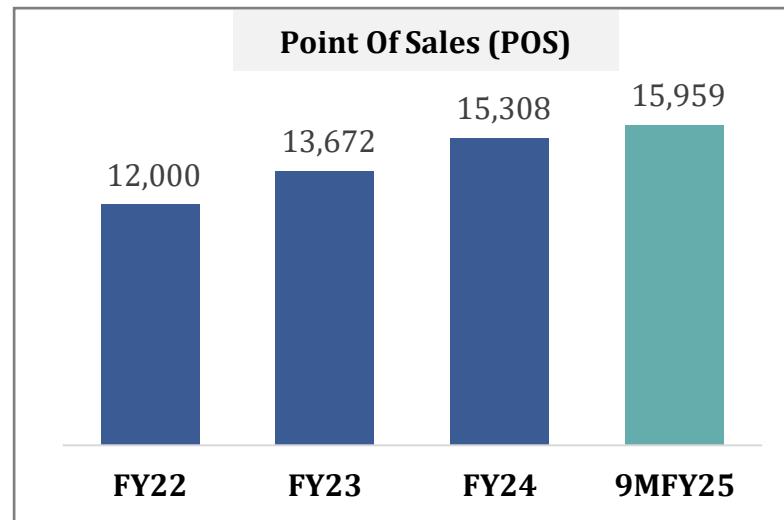
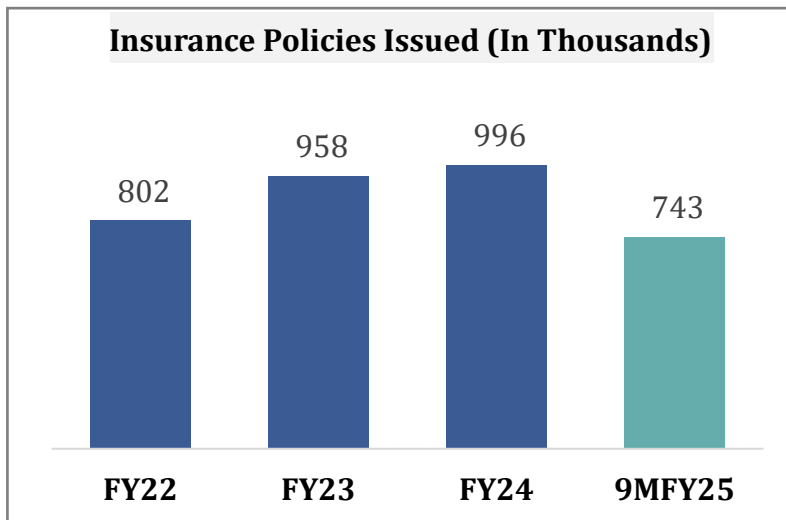


Broking



*including StoxKart

Insurance



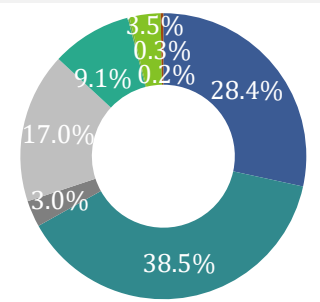
AUM* INR 1,285.8 Crs	Total Income INR 181.8 Crs	Net Worth INR 482.8 Crs
NNPA % 1.16%	ROTA % 4.89%	OPEX to AUM 4.72%
Cumulative Loans Disbursed INR 36 Bn+	Total Borrowings/ Leverage Ratio INR 773.0 Crs / 1.60x	Cost of Borrowing / Spread 10.14% / 3.69%
Credit Cost-ANR / PCR** 1.15% / 49.5%	Secured Loans 64.96%	Collection Efficiency 96%
117 Channel Partners 40 Branches	Employees 458	Number of lenders 29



* Includes off books AUM

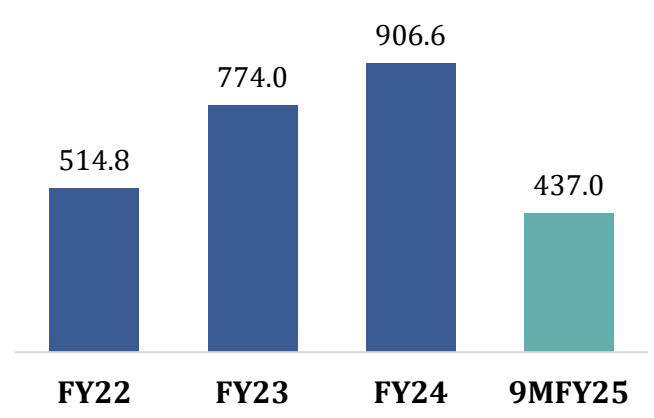
** ANR-Average Net Receivables, PCR-Provision Coverage Ratio

9M-FY25 Lending Portfolio

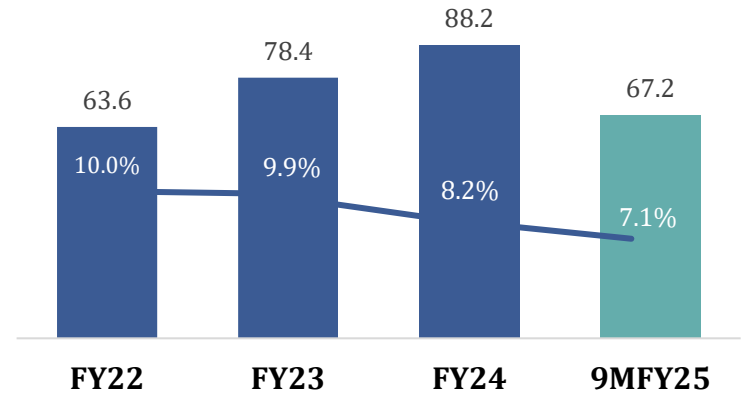


- SME-Loan Against Property (LAP)
- SME-Working Capital Term Loan (WCTL)
- Capial Market Funding (CMF)
- Onward Lending
- SME-Asset Finance
- Supply Chain Financing
- Gold Loan
- Micro LAP

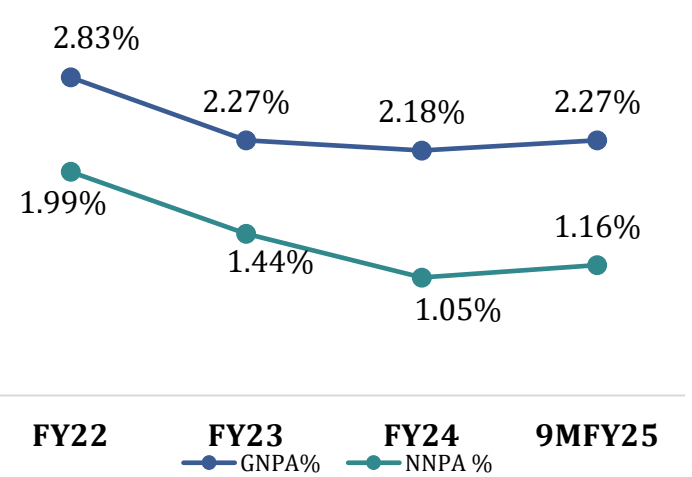
Disbursements (INR Crs)



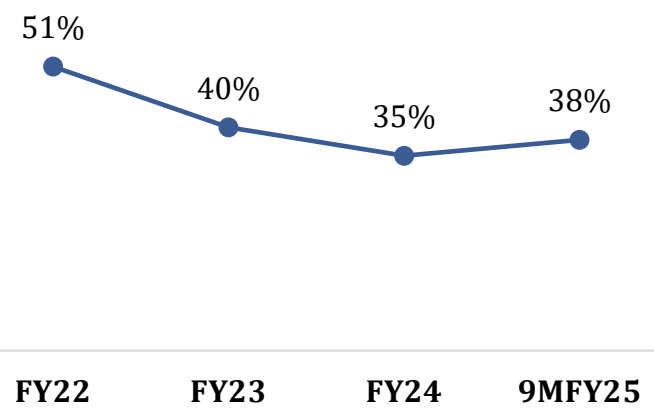
NII (INR Crs) & NIM (%)



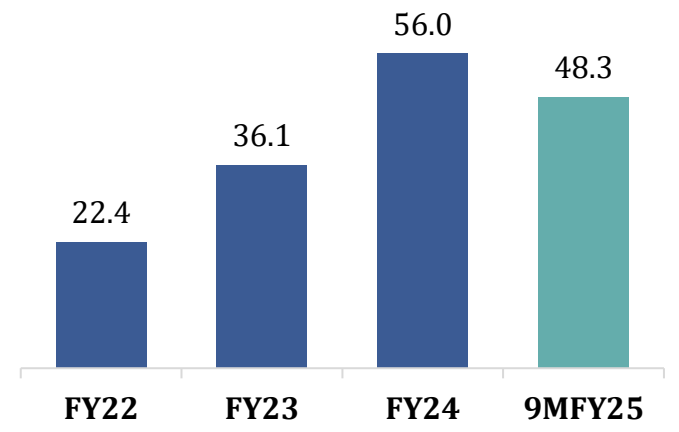
GNPA % & NNPA %



CRAR %



PAT (INR Crs)





SMC Global Securities



5 Year PAT CAGR 20.28%	5 Year Revenue CAGR 16.83%	Consolidated Net worth INR 1,227.1 Crs
NBFC AUM INR 1,285.8 Crs	Debt/Equity 1.41x	Branches Across India 205 Including 1 in Dubai
Cities Covered 437	Employees 4,177	Authorised Persons 2,270
Network of Financial Distributors 6,850	Client Demat A/Cs 11,46,861	Clearing & Settlement trading members 343
Cumulative AUM/AUA under Mutual Funds INR 4,347 Crs	Running SIPs 86,220	Insurance Policies sold 9M FY25 7,42,969
Ratings: Short Term- ICRA A1+ Long Term- ICRA A (STABLE) CRISIL A (STABLE)		Insurance Premium 9M FY25 INR 2,078 Crs

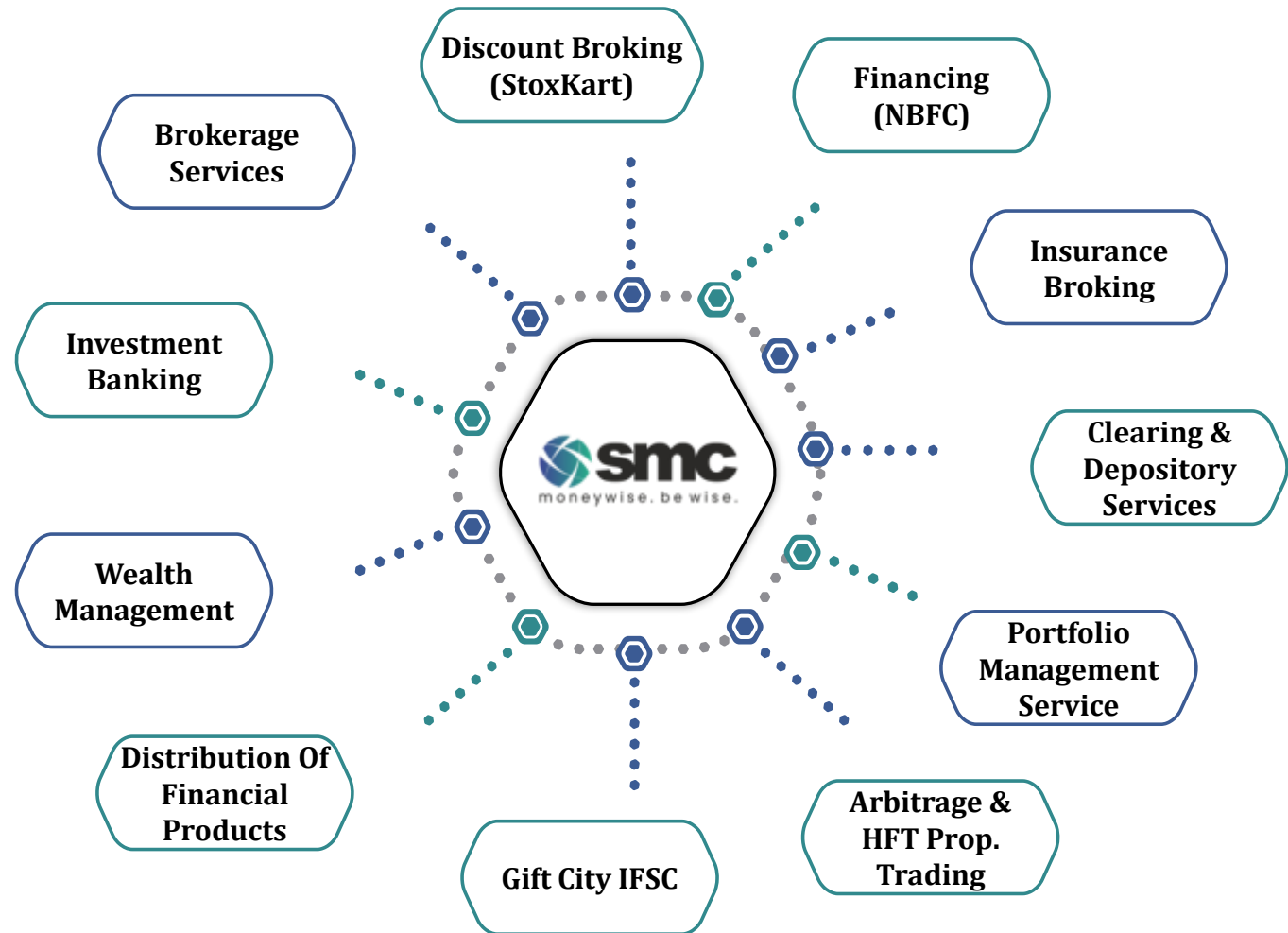


SMC Group

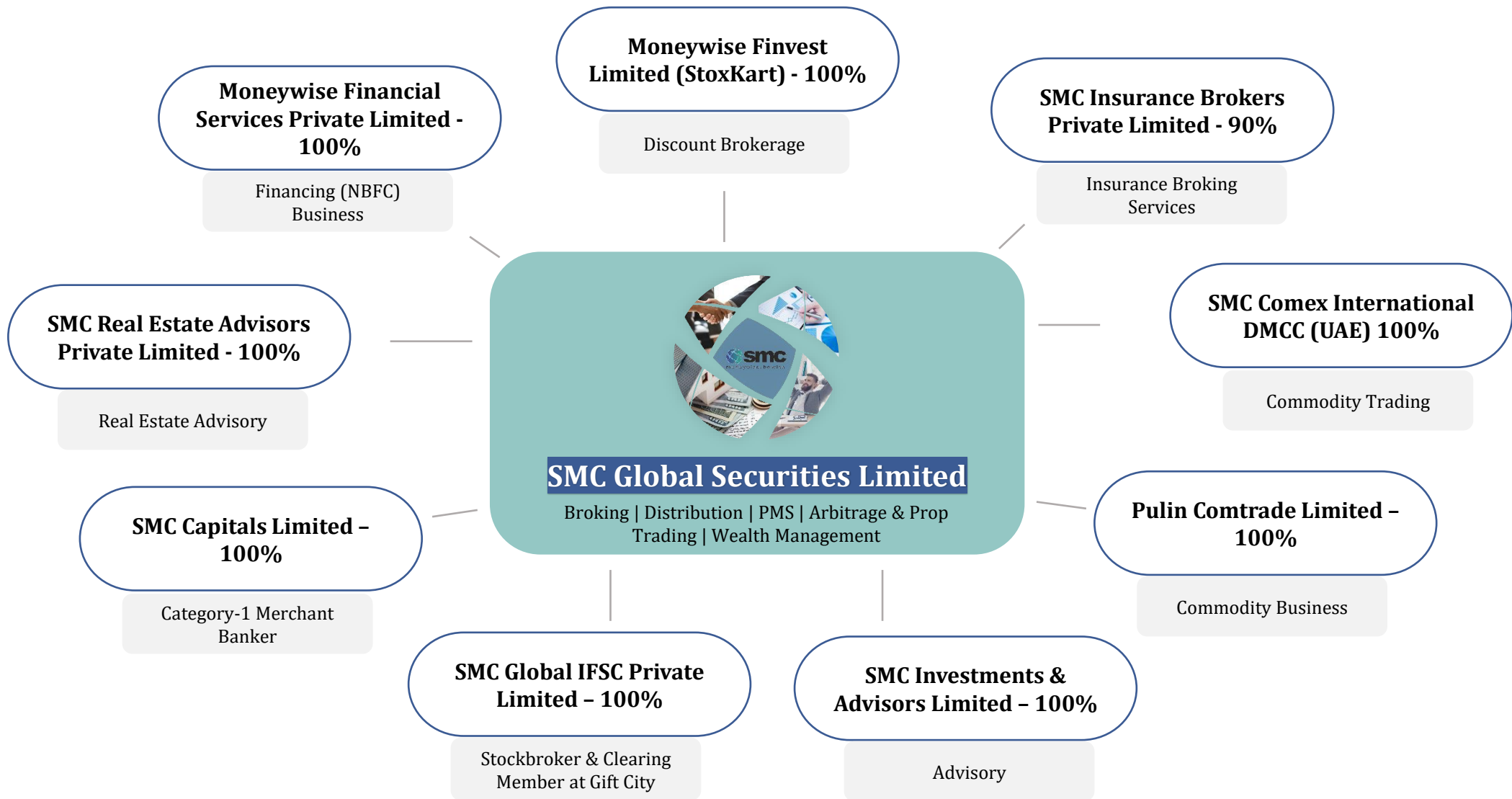


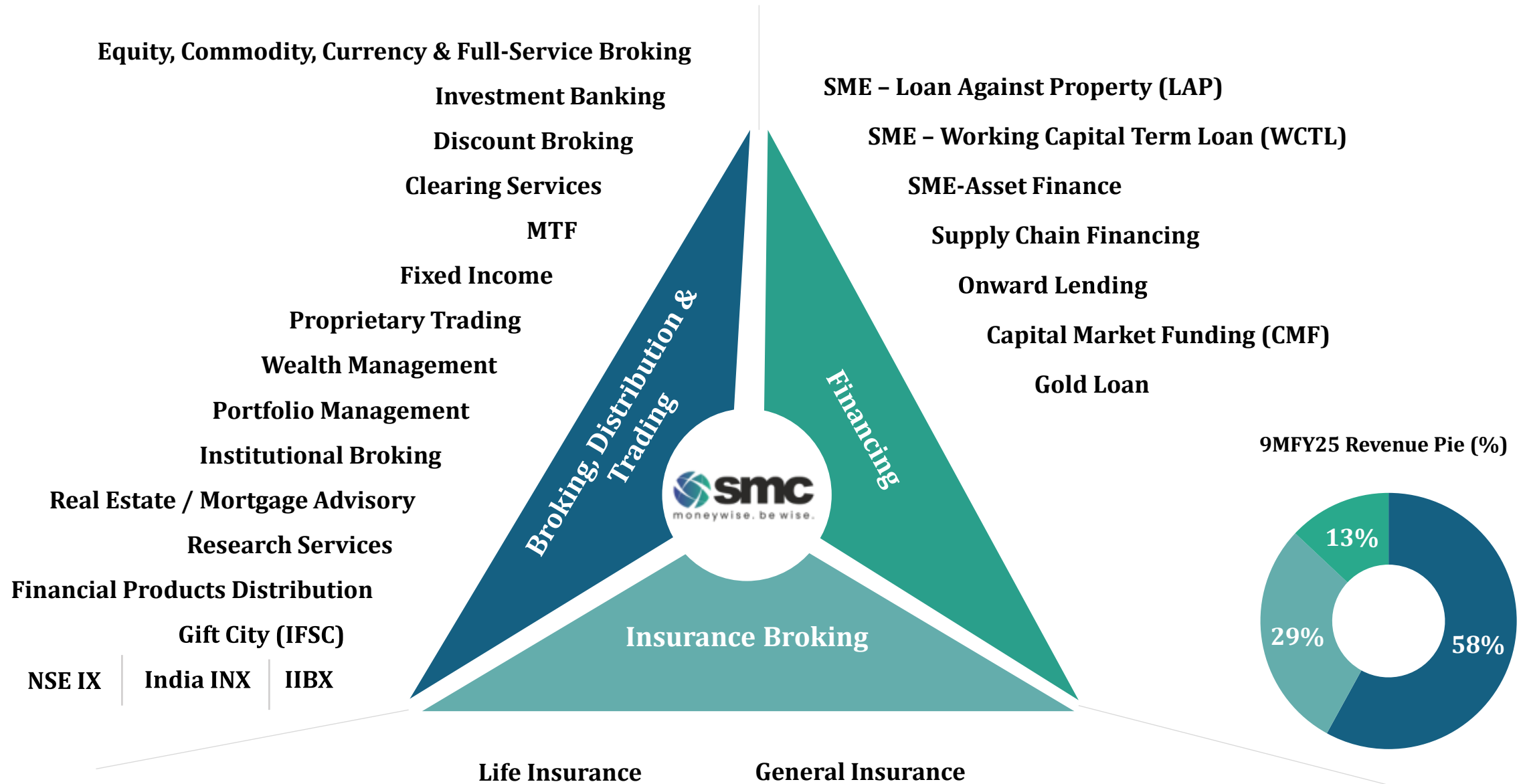
Evolution from Traditional Broking to well diversified Financial Service Company

- **Founded in 1994** by Mr. Subhash C. Aggarwal and Mr. Mahesh C. Gupta, initially focusing on **traditional broking services**.
- **Strategic Shift:** Transformed from traditional broking to a **diversified financial services powerhouse**.
- **Technological Integration:** Launched various **innovative digital technology**-enabled capabilities and best-in-class products and services
- **Performance Metrics:** **Consistent growth**; diversified income streams.
- **Future Outlook:** Global aspirations; **emphasis on fee-based income**; continued **adaptation and innovation**.



“SMC Group has solidified its technology foundation, ensuring strength”





Experienced Management Team with Focused Business Heads



Mr. Subhash C. Aggarwal
Chairman & Managing Director,
SMC Group



Mr. Mahesh C. Gupta
Vice Chairman and Managing
Director, SMC Group



Dr. D. K. Aggarwal
CMD-SMC Investments and
Advisors Ltd.
CMD-SMC Capitals Ltd.
Chairman & Director-SMC
Real Estate Advisors
Private Ltd.
Chairman & Director-Pulin
Comtrade Ltd.



Mr. Himanshu Gupta
Director & CEO -
Moneywise Financial
Services Private Ltd.
Director-SMC Global
Securities Ltd., Director-
Pulin Comtrade Ltd.



Mr. Pranay Agarwal
Director & CEO -
Moneywise Finvest Ltd.
(StoxKart)
Director - Moneywise
Financial Services Pvt. Ltd.



Mr. Ajay Garg
Director & CEO - SMC
Global Securities Ltd. MD-
SMC Global IFSC Pvt. Ltd.
Director - SMC Insurance
Brokers Pvt. Ltd.



Ms. Shruti Aggarwal
Whole Time Director- SMC
Global Securities Limited,
Director- SMC Global IFSC
Private Limited



Mr. Anurag Bansal
Whole Time Director-
SMC Global Securities
Ltd., Whole Time
Director-SMC Capitals
Ltd..



Mr. Ayush Agarwal
CIO - SMC Private wealth
Director - SMC Real
Estate Advisors Private
Ltd.
Director - Moneywise
Finvest Ltd.



Ms. Akanksha Gupta
Whole Time Director -
SMC Insurance Brokers
Pvt. Ltd., Director- SMC
Global IFSC Pvt. Ltd.,
Director- Pulin Comtrade
Limited



Ms. Anshika Aggarwal
Director- SMC
Investment and Advisors
Ltd., Whole Time
Director- SMC Real Estate
Advisors Pvt. Ltd.



Ms. Shweta Aggarwal
Non-Executive Director -
SMC Capitals Ltd.



Experienced Management Team with Focused Business Heads



Ms. Aditi Aggarwal
Director - Moneywise Finvest Limited



Ms. Reema Garg
Group Chief Human Resource Officer
Director - Moneywise Finvest Ltd.



Mr. Pravin K. Agarwal
Whole-Time Director- SMC Insurance Brokers Pvt. Ltd.



Mr. Vinod Kumar Jamar
President & Group Chief Financial Officer



Mr. Abhishek Chawla
Group Chief Product & Technology Officer



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



Mrs. Nidhi Bansal
Regional Director - West



Comprehensive Financial Offerings with High Margin Business:

SMC offers a diverse range of high-margin financial products under one roof

Strong Broking & Distribution Network:

Over 2,270 Authorized persons, spanning 437 cities and 6,850 financial distributors across India

Fintech Focused Approach

Leveraging advanced digital technology, SMC offers cutting-edge products and services

Enhance distribution by cross-selling financial products and services:

Synergies and cross-selling opportunities generated between entities within SMC group companies.



Established National Brand:

Well established and deeply penetrated national brand with strong reputation and good recall

Extensive Corporate Relationships:

Partnerships with trading members, corporate clients across different segments, and authorized persons and financial distributors.

Strategic Alliances with various Banks and 3-in-1 tie-ups, where customers can benefit from seamless integration of bank, demat, and trading account facilities.

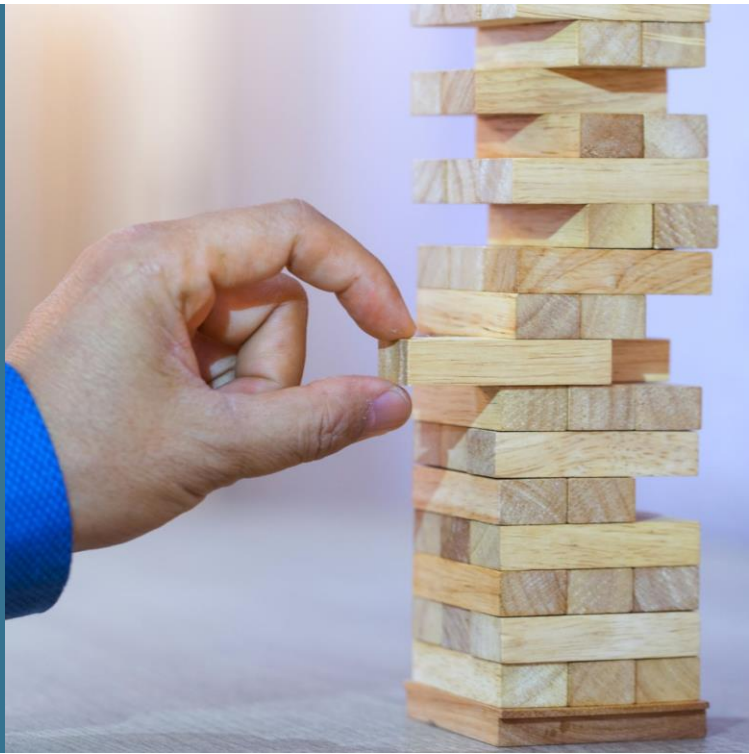
SMC is a clearing member in all major exchanges

Experienced Leadership

Top Management of SMC has Over 30 Years of experience in industry



Historical Financial Performance





Historical Consolidated Income Statement

Particulars (INR Crs)	FY22	FY23	FY24	9M-FY25
Operational Income	1,116.9	1,211.6	1,638.5	1,354.3
Total Expenses	821.8	941.7	1,213.6	998.9
EBITDA	295.1	269.9	424.9	355.4
EBITDA Margins (%)	26.4%	22.3%	25.9%	26.2%
Other Income	3.9	4.1	6.5	6.6
Depreciation	20.1	22.7	32.1	22.1
Interest	57.5	89.3	154.9	154.0
Profit (Loss) from Joint Venture	0.0	0.0	0.0	0.0
PBT	221.4	162.0	244.5	185.9
Tax	46.8	41.6	56.2	43.2
Profit After tax	174.6	120.4	188.3	142.7
PAT Margins (%)	15.6%	9.9%	11.5%	10.5%
Other Comprehensive Income	1.6	5.0	0.8	2.0
Total Comprehensive Income	176.2	125.4	189.1	144.7
Basic & Diluted EPS (INR)	15.43	11.25	17.89	13.56



Historical Standalone Income Statement

Particulars (INR Crs)	FY22	FY23	FY24	9M-FY25
Operational Income	669.9	679.2	853.1	725.3
Total Expenses	450.3	497.0	584.6	503.9
EBITDA	219.6	182.1	268.5	221.4
<i>EBITDA Margins (%)</i>	32.8%	26.8%	31.5%	30.5%
Other Income	14.2	13.7	30.7	18.5
Depreciation	14.4	17.0	24.1	16.7
Interest	37.2	58.8	95.2	99.5
PBT	182.2	119.9	179.9	123.7
Tax	37.6	26.5	38.9	27.0
Profit After tax	144.6	93.4	141.0	96.7
PAT Margins (%)	21.6%	13.7%	16.5%	13.3%
Other Comprehensive Income	(0.2)	(0.3)	(0.1)	-0.1
Total Comprehensive Income	144.4	93.1	140.9	96.6
Basic & Diluted EPS (INR)	12.78	8.72	13.47	9.23



Consolidated Balance Sheet

Particulars (INR Crs)	Mar-23	Mar-24	Sept-24
ASSETS			
Non-Financial Assets			
Inventories	5.2	6.5	3.9
Current tax assets (net)	29.0	16.5	16.6
Deferred tax assets (net)	30.4	32.2	31.9
Investment property under development	1.8	4.5	5.0
Property, plant and equipment	89.5	84.5	83.1
Capital work - in - progress	8.9	26.8	37.5
Right of use assets	35.5	44.0	42.3
Investment Property ROU Asset	2.9	-	-
Other intangible assets	1.1	2.4	2.3
Intangible assets under development	-	0.6	0.8
Other non-financial assets	21.7	24.0	27.8
Assets held for sale	2.4	2.4	2.4
Sub-Total Non-Financial Assets	228.4	244.5	253.6
Financial Assets			
Cash and cash equivalents	32.4	128.1	225.3
Other Bank balance	1,427.5	2,230.4	2,107.3
Derivative financial instruments	55.4	25.8	41.2
Securities for trade	26.0	54.4	45.3
Receivables	390.4	531.7	805.7
Loans	1,088.2	1,372.0	1,373.4
Investments	31.0	70.3	31.6
Other financial assets	27.7	89.4	324.2
Sub-Total Financial Assets	3,078.6	4,502.1	4,953.9
TOTAL ASSETS	3,307.0	4,746.6	5,207.6

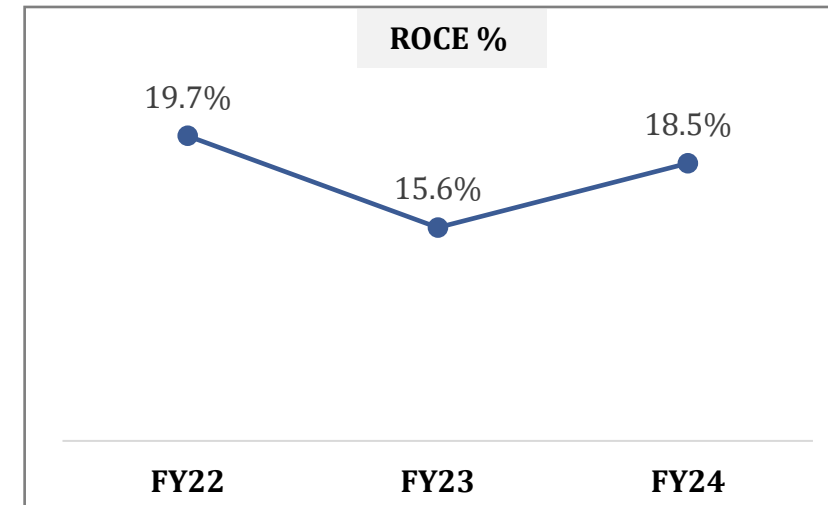
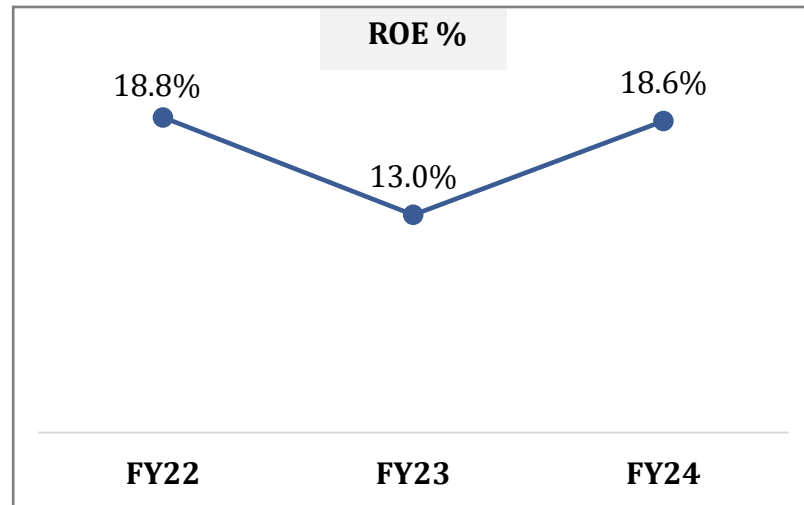
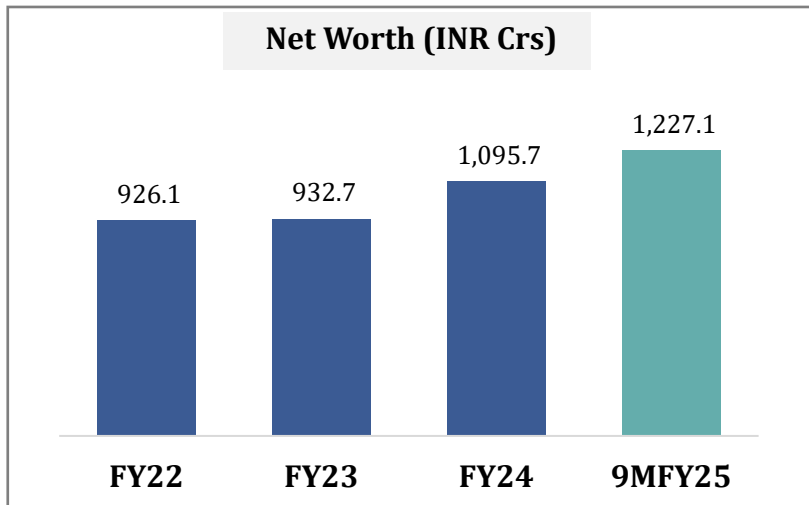
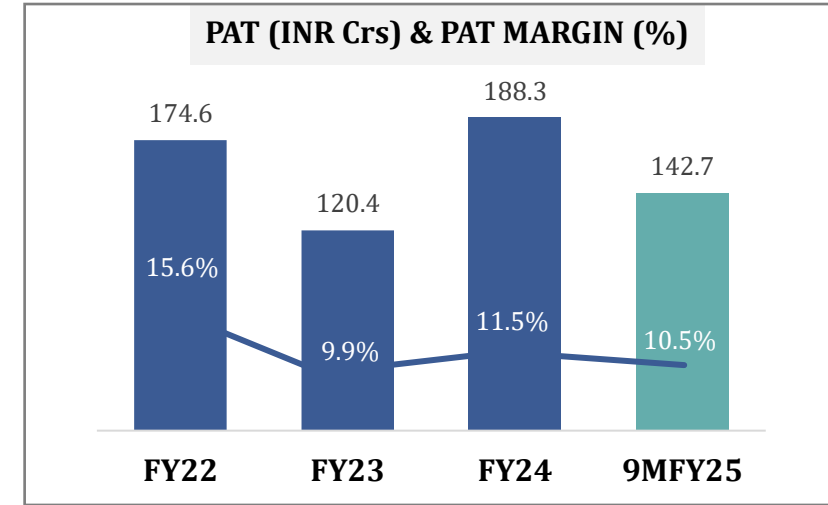
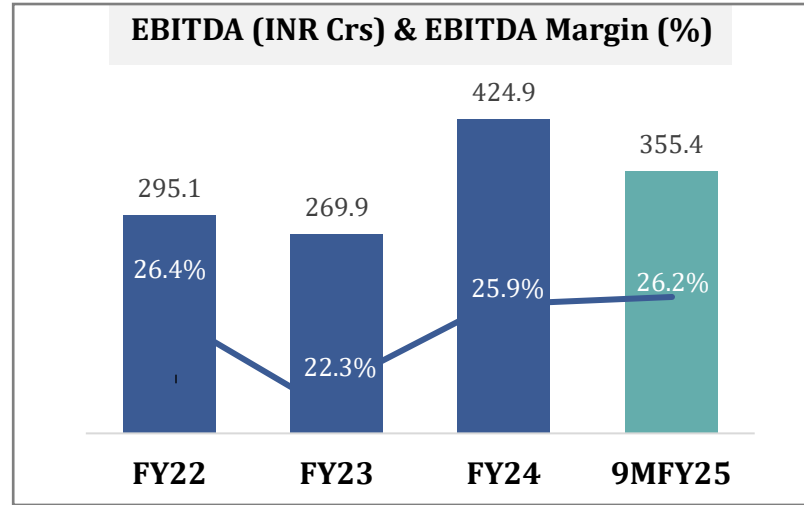
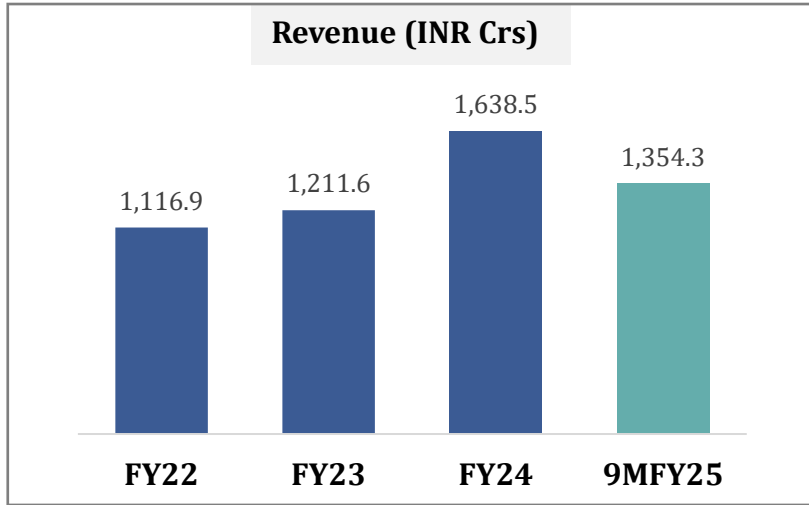
Particulars (INR Crs)	Mar-23	Mar-24	Sept-24
EQUITY AND LIABILITIES			
Equity			
Share Capital	20.9	20.9	20.9
Other Equity	911.8	1,074.8	1,160.8
Non-controlling interest	2.4	2.2	2.1
Total Equity	935.1	1,097.9	1,183.9
Non-Financial Liabilities			
Current tax liabilities (net)	4.3	7.6	7.5
Provisions	29.4	35.8	41.3
Other non-financial liabilities	29.5	37.7	25.8
Sub-Total Non-Financial Liabilities	63.2	81.0	74.6
Financial Liabilities			
Derivative Financial Instruments	55.9	28.1	21.0
Trade Payables	474.0	829.4	1,041.5
Lease Liabilities	36.2	46.0	44.4
Debt Securities	63.7	39.7	117.0
Borrowings	844.0	1,381.1	1,402.5
Other Financial Liabilities	835.0	1,243.3	1,322.7
Sub-Total Financial Liabilities	2,308.7	3,567.6	3,949.1
Sub-Total Liabilities	2,371.9	3,648.6	4,023.7
TOTAL EQUITY AND LIABILITIES	3,307.0	4,746.6	5,207.6



Standalone Balance Sheet

Particulars (INR Crs)	Mar-23	Mar-24	Sept-24
ASSETS			
Non-Financial Assets			
Inventories	0.2	-	-
Current tax assets (net)	10.6	2.0	0.1
Deferred tax assets (net)	10.4	11.8	11.8
Property, plant and equipment	80.7	76.8	75.9
Right of use assets	17.7	19.8	19.1
Investment Property ROU Asset	7.6	7.0	6.7
Capital work - in - progress	8.9	26.8	37.5
Other intangible assets	1.1	1.6	1.6
Intangible assets under development	1.3	0.6	0.7
Other non-financial assets	14.1	8.4	11.7
Sub-Total Non-financial Assets	152.5	154.7	164.9
Financial Assets			
Cash and cash equivalent	20.4	52.9	84.7
Other Bank balance	1,347.2	2,171.9	2,077.3
Derivative financial instruments	55.4	25.8	41.1
Securities for trade	25.4	25.4	30.7
Receivables	310.6	450.2	680.6
Loans	188.7	236.0	226.7
Investments	394.8	376.5	394.0
Other financial assets	12.1	117.8	296.2
Sub-Total Financial Assets	2,354.8	3,456.7	3,831.2
TOTAL ASSETS	2,507.3	3,611.4	3,996.1

Particulars (INR Crs)	Mar-23	Mar-24	Sept-24
EQUITY AND LIABILITIES			
Equity			
Share Capital	20.9	20.9	20.9
Other Equity	747.1	862.9	931.4
Total Equity	768.0	883.8	952.3
Non-Financial Liabilities	-	-	
Provisions	19.3	24.0	27.9
Other non-financial liabilities	19.3	20.1	17.2
Current tax liabilities (net)	1.6	2.3	4.5
Sub-Total Non-Financial Liabilities	40.2	46.3	49.6
Financial Liabilities			
Derivative financial instruments	55.9	28.1	21.0
Trade Payables	376.6	715.2	775.1
Lease Liabilities	25.2	27.7	26.5
Debt Securities	-	-	98.8
Borrowings	384.6	642.5	746.0
Other Financial Liabilities	856.7	1,267.7	1,326.8
Sub-Total Financial Liabilities	1,699.1	2,681.2	2,994.1
Sub-Total Liabilities	1,739.3	2,727.6	3,043.7
TOTAL EQUITY AND LIABILITIES	2,507.3	3,611.4	3,996.1



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