

SMC Global Securities Limited



Moneywise. Be wise.

Corporate Presentation

VISION

We aspire to be a global organization having dominant position in financial & investment services through customer centric approach.

MISSION

To help people make the right investment, the right way.

VALUES

Passion

Helping People . Achieve financial goals.

Integrity

Being ethical builds trust.

Relationship

One transaction, lifetime relationship.

Innovation

Being ahead . With research and technology.

Trustworthy

Keeping our promise . Every time.

About SMC

- Established in 1990, SMC is **one of the leading investment solutions companies** in India with over 27 years of successful operation, serving a diverse customer base of Retail, Corporates and Institutional Investors;
- SMC with its subsidiaries has a **well-diversified financial services business** model reflecting a significant presence in almost all the important segments of the financial services section such as Broking, Distribution of Mutual funds, IPOs & other third party products, Insurance Broking, Financing (NBFC), Real Estate Advisory, Wealth Management, Investment Banking, Clearing Services, Depository Participant, Research, NRI and FPI Services etc.
- SMC is having **presence in more than 500 cities** across India and also in UAE.
- Member of all leading exchanges in India and **contributing approx. 3%** of total turnover of NSE & BSE combined.
- One of the largest clearing and Broking members of Dubai Gold and Commodities Exchange (DGCX).

Broking- Retail & Institutional Desk



Trading and clearing member of Equity, Commodity and Currency segment of various Indian exchanges and India International and NSE IFSC Exchange in GIFT city

Prop Arbitrage Desk



Dedicated desk for exploiting market inefficiencies using ALGO and HFT trading

Distribution



Distribution of IPOs & Mutual Funds, Bonds Instruments and Corporate Fixed Deposits

NRI/ FPI Services



Providing services to NRI /FPI clients (around 1500 NRIs)

Financing



Providing Loan against Marketable Securities, LAP, IPO Financing, Receivable Financing; Equipment Financing, Personal Loan, Business Loans etc.

Mortgage/ Loan Advisory



Debt syndication and loan facilitation to Corporate/HNI and retail clients.

Wealth Management



Portfolio Management Services (PMS) and financial planning , Investment advisory and Wealth Management Services

Insurance Broking



Life & General Insurance Broking for Retail & Corporate clients.

Depository Services



Depository services for both equity & commodities

Investment Banking



Advisory in Private Equity, M&A, FCCB and other corporate advisory. Acting merchant banker for Debt, IPO and Rights Issue.

Real Estate Advisory



Real Estate Advisory services to End users, Investors and Developers for Residential and commercial

Fixed Income Broking



Procuring and placement of various Debt Securities to Institutional & retail clients; Also doing Institutional broking through WDM on NSE/BSE.

SMC IN NUMBERS

* Numbers as of 31/03/2019 except specified

Covers
**500+**
cities across india


**3000+**
employees

Large network of
**2,500+**
sub-brokers & authorised persons

Running SIP's
**62,500+**

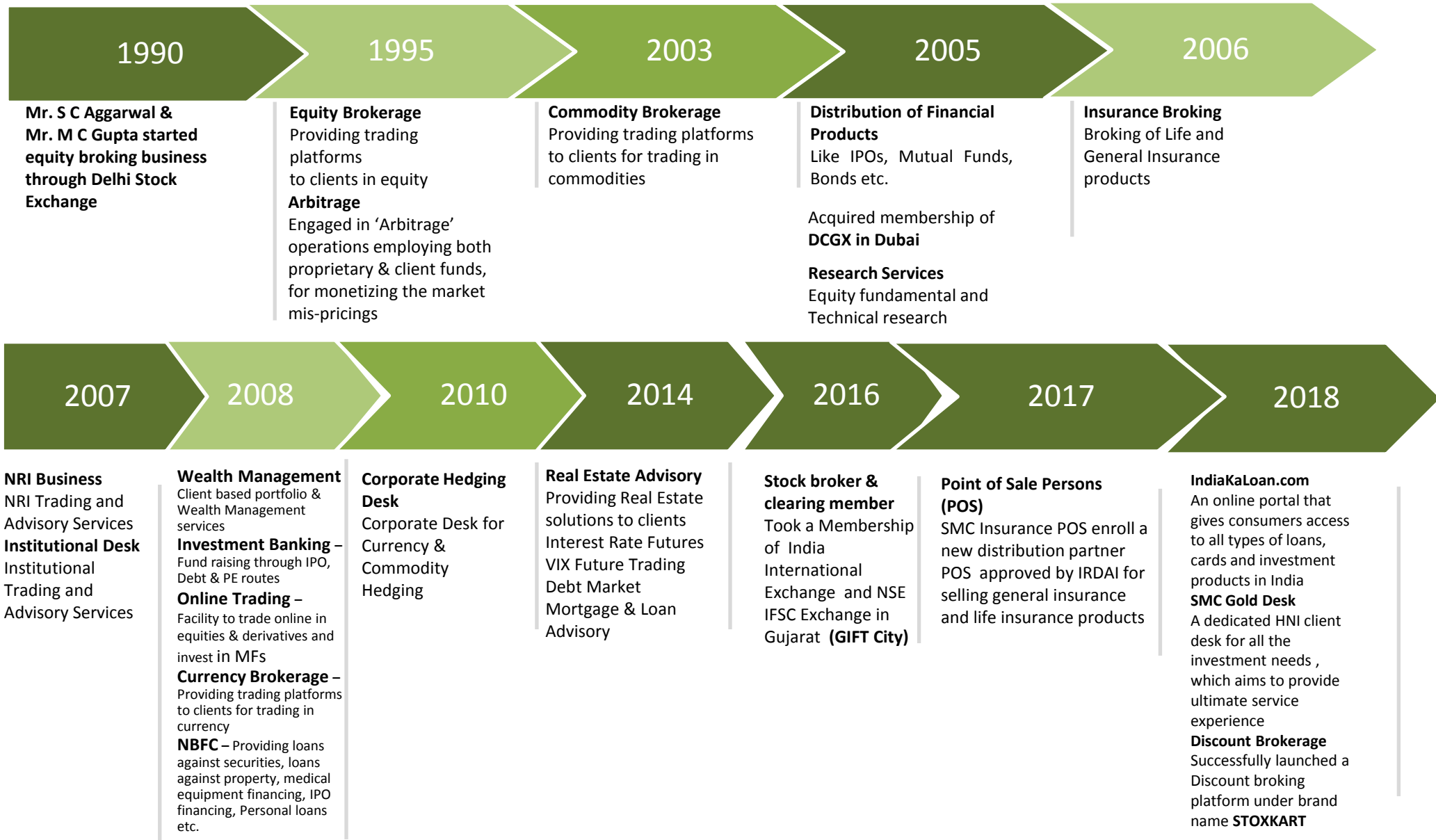
Cumulative AUM under mutual funds
**3,000+**

Serving over
**18,00,000+**
unique clients

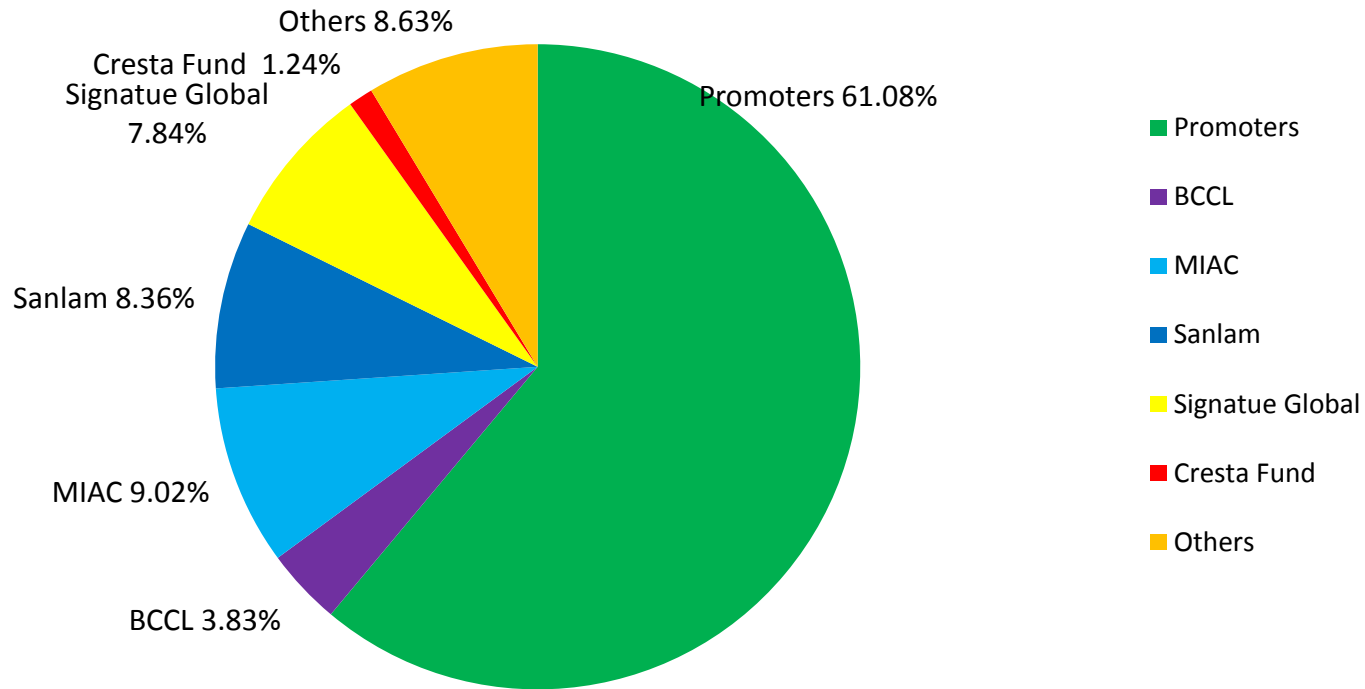
**654,100+**
sold during FY 18-19
Life Insurance and General Insurance policies

NBFC Loan book
589
crores

Evolution

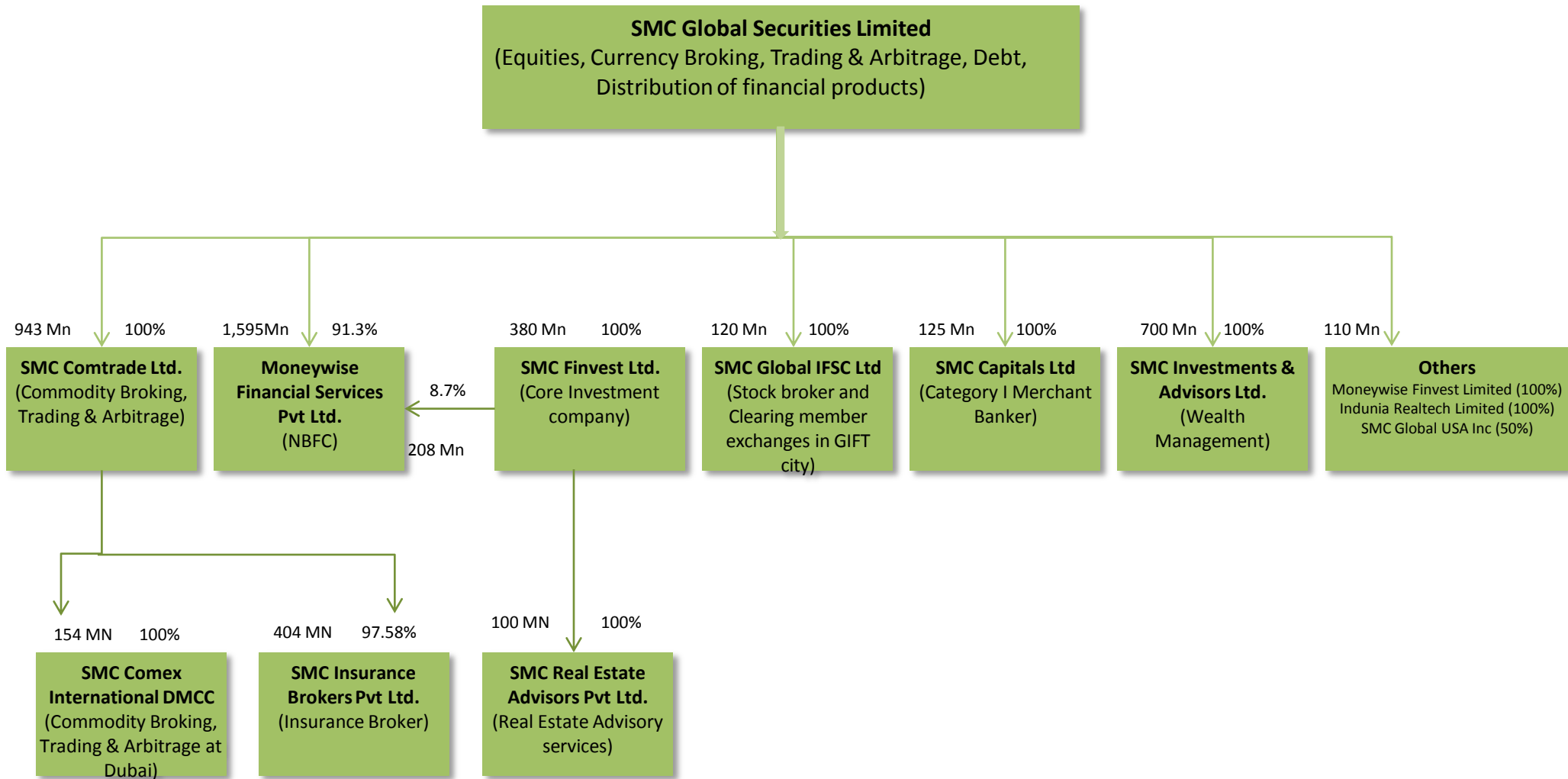


Shareholding Structure



*As of March 31, 2019

Organisation Structure



(1) Group Structure as of March 31, 2019.

(2) Figures in INR Mn denotes amount of investment made (at cost); % denotes shareholding

Experienced Board and Management Team

Mr. Subhash Chand Aggarwal
Chairman & Managing Director

Fellow Member, ICAI

Total Experience in Capital Markets is more than 25 years

Mr. Mahesh C Gupta
Vice Chairman & Managing Director

Fellow Member, ICAI

Total Experience in Capital Markets is more than 25 years

Mr. Damodar K. Aggarwal
CMD - SMC Investments & Advisors Ltd. & SMC Capitals Ltd.

Fellow Member, ICAI

Total Experience in Capital Markets is more than 25 years

Mr. Ajay Garg
Director & Chief Executive officer

Fellow Member, ICAI

Total Experience in Capital Markets is more than 20 years

Mr. Himanshu Gupta
Chairman and Chief Executive Officer – Moneywise Financial Services Pvt. Ltd.

Fellow Member, ICAI,

8 years of total Experience

Mr. Anurag Bansal
Whole- Time Director

Fellow Member, ICAI,

Total Experience in Capital Markets is more than 20 years

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

Total Experience of more than 10 years in Insurance & Financial Industry

Ms. Reema Garg
Director – SMC Investments & Advisors Ltd.

Chief Human Resource Officer(SMC Global)

Mr. Pranay Aggarwal
Whole- Time Director- Moneywise Finvest Limited

Associate Member, ICAI

Mr. Ayush Aggarwal
Whole- Time Director - SMC Real Estate Advisors Pvt. Ltd.

Master's Degree in Family Managed Business from SP Jain institute, Mumbai

Mr. Vinod Kumar Jamar
Group CFO,

Fellow Member, ICAI

Mr. Suman Kumar
Executive Vice President (Corporate Affairs), Company Secretary & Compliance officer

Fellow Member, ICSI

Independent Directors

Mr. Naveen ND Gupta
Independent & Non Executive Director

Ex. President, ICAI ; Fellow Member, ICAI

Mr. Hari Das Khunteta
Independent & Non Executive Director

Former Chairman & MD, RECL ; Fellow Member, ICAI

Mr. Roop Chand Jindal
Independent & Non Executive Director

Fellow Member, ICAI;
Partner in Bubber Jindal & Co. (a leading CA firm)

Mr. Chandra Wadhwa
Independent & Non Executive Director

Ex President, Institute of Cost Accountants of India;
Fellow Member, ICAI & ICSI

Mr. Kundan Mal Agarwal
Independent & Non Executive Director

Fellow Member, ICAI;
Partner in K. Prasad & Company (a leading CA firm)

Mr. Rajendra P Mahipal
Independent & Non Executive Director – SMC Insurance Brokers Pvt. Ltd.

Fellow Member, ICAI

Dr. Madhu Vij
Independent & Non Executive Director

Professor, FMS, DU; Govt. nominee Central counsel member of ICSI., Author of various books.

Trading & Distribution



Equity, Currency & Commodity broking

Distribution of financial products

Depository and Clearing (Active clients CDSL & NSDL 437,750+)

Proprietary Trading (Arbitrage)

Advisory

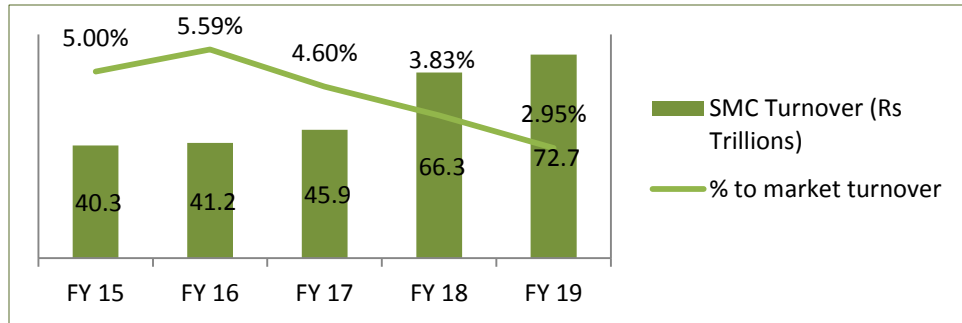
Financing (NBFC)

Trading & Distribution

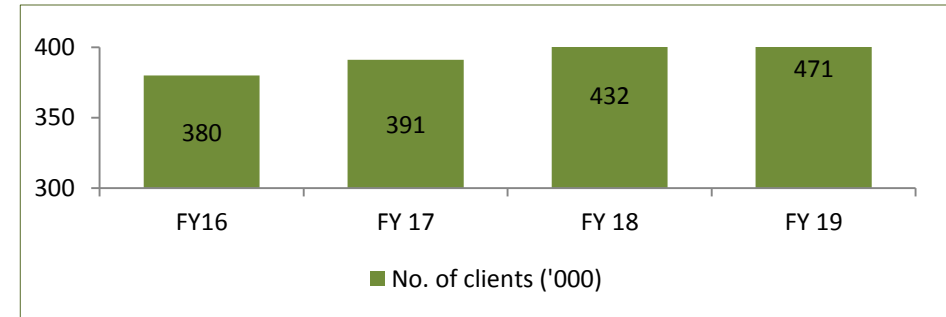
Equity Broking

- Member of NSE, BSE and MSEI in equities (cash and derivatives)

Consistently maintained approx. 3% market share



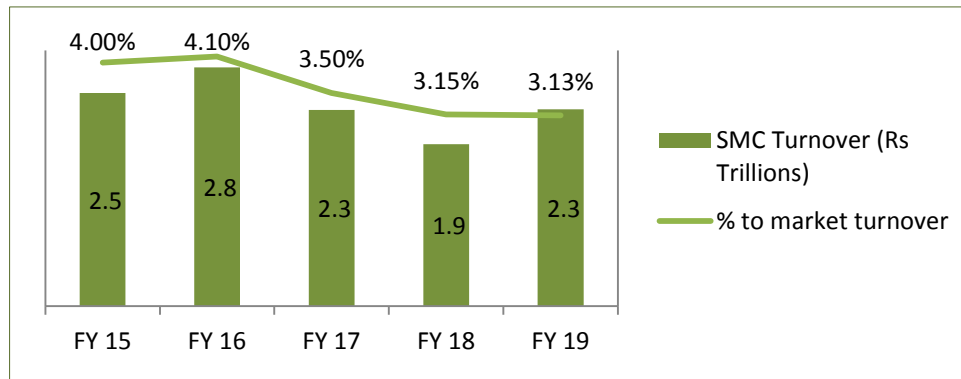
Client base



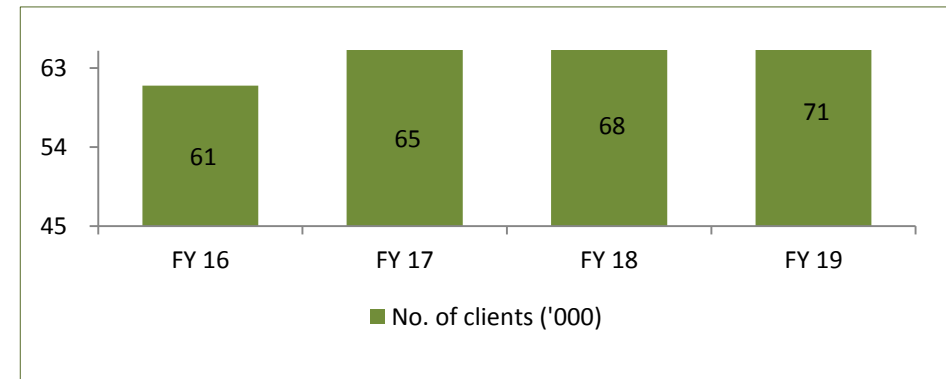
Commodity Broking

- Member of MCX, NCDEX, ICEX and DGEX (Dubai Gold & Commodity Exchange)

Consistently maintained 3% market share



Client base

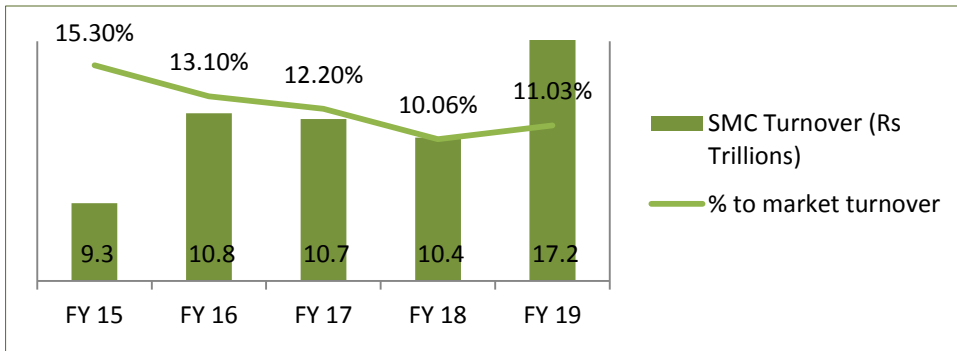


Trading & Distribution

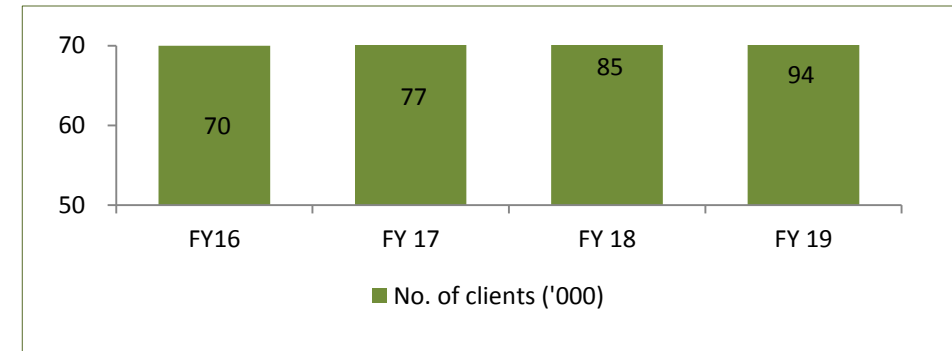
Currency Broking

- Member of NSE, BSE & MSEI

Consistently maintained 10% market share

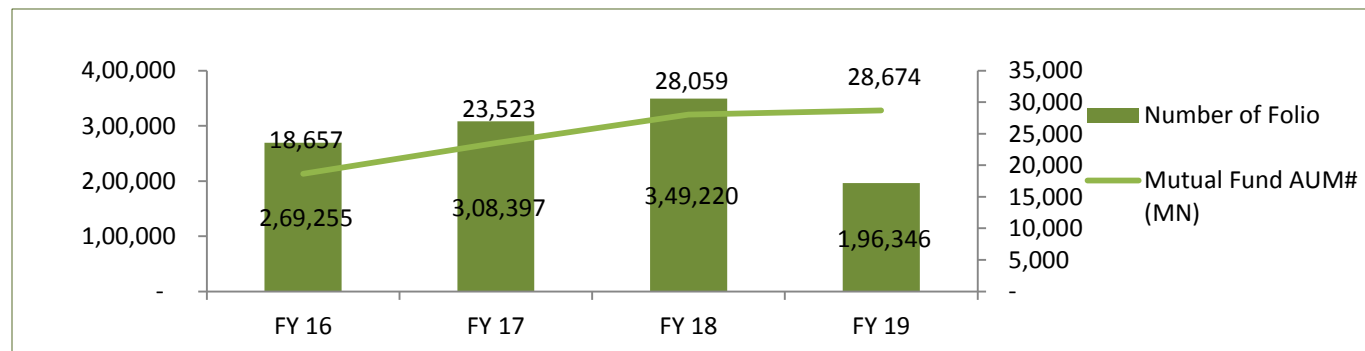


Client base



Distribution of Financial Products

- Offers distribution of various third party financial products such as mutual funds, public offerings of equity/debt, corporate fixed deposits, Invts, ETFs, 54EC Capital Gain bonds, GOI taxable bonds etc. through large distribution network of around 2500+ sub-brokers & 12,200+ Independent distributors spread across India
- Company has acted as syndicate member / lead broker for various debt / equity public issuances
- Registered with the Association of Mutual Funds in India as a mutual fund distributor
- Consistently among Top 10 Mobilizers in IPO segment – Retail Category
- Procured more than Rs. 2,275 crores in Corporate FD segment during the year ended March 31, 2019 and established itself among top mobilizers



#Excluding AUM under SMC Investment & Advisors Limited

Proprietary Trading (Arbitrage)

Key Highlights

- A major player in arbitrage business with experience of over 23 years having skilled team of more than **294 arbitrageurs** as on March 31, 2019
- A **top class infrastructure in terms of technology, people, and risk control systems.**
- 3 High-tech ultramodern offices, 2 in Delhi and 1 in Mumbai with more than 16,000 square feet having high Quality of Video Conferencing connectivity.
- **HFT Platform: High Frequency Trading** is a method to generate short term alpha on the basis of very low latency solutions.
- **State of the Art Network Connectivity** with various exchanges using up-to 1000 MBPS fiber optic cable with best communication speed available.
- **Co-locations** of servers in various exchanges, dedicated leased lines including optical fiber lease lines.
- High end software, most technologically advanced ALGO trading front-end and back-end software both in house and outsourced from reputed vendors like Omnesys, Algowire, Utrade, Data-man etc., supporting data storage and analytical capabilities and online risk management systems.
- **In house team of software professionals**, developing various in-house technical and statistical strategies which are important tools for multiplying risk-free returns.
- Use of Reuters, Bloomberg, Meta stock and other high end data providers and technical software's.

Risk Management

- **Arbitrage Positions are fully hedged.**
- There are 3 layers of Risk Management:-
 - A. Dedicated Risk Management and Surveillance Team at arbitrage division.
 - B. Risk Management at director's level, and
 - C. Risk Management at SMC Global- Head Office (overall control)
- A separate dedicated surveillance division to monitor the arbitrage trades, exposure, MTM and various limits of arbitrageurs on real-time basis.
- Allocating exposure to the trader and enabling the trading ID' to do trades
- Real time monitoring all position whether properly hedged if not then initiating remedial actions to be taken
- Monitoring the MTM profit/loss incurred out of trades, comparing the Actual Margin requirements of traders
- Total Margin available for trader on a one to one basis and initiating remedial actions, if required.
- Risk free arbitrage strategies like Cash to Future Arbitrage; NSE to BSE (Cash to Cash Arbitrage); Call put Parity Arbitrage (Conversion reversal) and Box Arbitrage , Special Situation Arbitrage & Future to Future
- Our risk free strategy has assured 100% profit, neutralizing the market risk to zero loss possibility

Insurance Broking

SMC Insurance Brokers Pvt. Ltd is a direct insurance broker registered with IRDAI.

LIFE INSURANCE

- Telecalling Setup based in Pratap nagar and Noida office.
- Branch Network - In Person Selling through 24 branches being operational as at March 31, 2019.
- Gross insurance premium of policies sold were approx. Rs. 601 millions , Rs. 602 millions , Rs. 600 millions & Rs. 681 millions during FY 16, FY17 , FY 18 & FY 19 respectively.

GENERAL INSURANCE

- Retail (Personal Line Products offered i.e. Motor, Health, Travel, Home Insurance etc)
- Corporate Tie-Ups with Honda Cars India Limited, BASIX (Financial Institution), FINO (Financial Institution), Leaseplan India Private Limited, DSK Motowheels Pvt Ltd (DSK Benelli) etc.
- Gross insurance premium of policies sold were approx. Rs. 10,152 millions , Rs. 11,899 millions , Rs. 13,028 millions & Rs. 13,035 millions during FY 16, FY17 , FY 18 & FY 19 respectively.

POS (Point of sales Person) Model

- SMC Insurance is on a very large scale promoting the POS model for business expansion
- More than 5,000 POS already registered with SMC as on date

Honda Assure Since 2009

- SMC Insurance has a special arrangement as PAN India broker for Honda cars India under Honda Assure.
- Business solicitation as per IRDAI guidelines
- All Honda dealerships covered by SMC employees in person
- Policies sold under the aforesaid arrangement were 444,000, 477,000, 500,100 & 498,100 during FY 16, FY17 , FY 18 & FY 19 respectively.

Fixed Income Securities

What we Do

- Engaged in Procuring and placement of various Debt Papers with Institutions and HNIs. Started in Dec-13.
- Presence in Delhi, Mumbai, Chennai and Kolkata.
- Member of WDM Segment in NSE and BSE
- Regular Participation in EBP (Electronic Bidding Platform) NSE & BSE.

Recent Developments

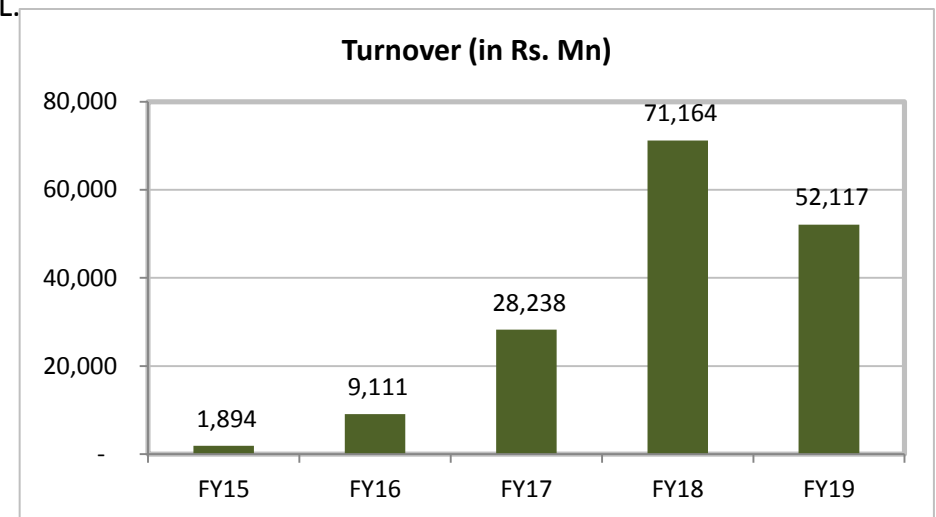
- In process to register as Direct Member of NDS-OM of RBI/CCIL.
- In Process to register as INFINET Membership of RBI.
- We have Placed In-house Commercial Paper

Instruments we deal in

- ✓ Debentures (PSUs, Corporates, NBFCs, Banks)
- ✓ Dated Government securities
- ✓ State Development Loans (SDLs)
- ✓ Tax-Free Bonds
- ✓ Certificate of Deposits / Commercial Papers
- ✓ Treasury Bills
- ✓ Deep Discount Bonds
- ✓ Other Debt Market Instruments

Our Clients

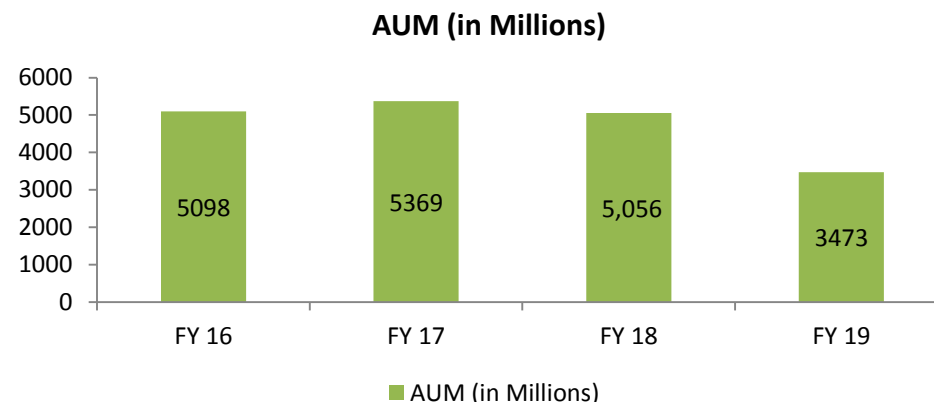
- ✓ Corporate PF/ Gratuity or superannuation trusts
- ✓ Institutions (Banks, Mutual Funds, Insurance Companies
Co-operative Banks)
- ✓ Corporate Treasuries
- ✓ HNIs
- ✓ Individuals



In addition, WDM turnover during FY18 & FY 19 is Rs. 17,466 million & Rs. 46,590 million.

Wealth Management

- Established wealth management business in 2008 to complement trading and distribution
- SMC Investments and Advisors Ltd. is registered with SEBI as Portfolio Manager and as sub-broker and with AMFI as Mutual Fund Advisor.
- Awarded Best Wealth Management Company of India by Business Sphere;
- Total Clients served are 9,780+ as on March 31, 2019.



Mortgage Advisory

- Mortgage Distribution vertical was launched on December 1, 2014 as part of wealth management;
- Advise on a variety of secured and unsecured mortgage product including home loans, property loans, business loans, working capital loans, project & construction finance etc.
- At present, we've 28 plus Tie-ups with all major foreign banks, Private Banks and NBFCs in India
- Strong presence in 10 major cities and 940+ mortgage distribution sub-broker as on March 31, 2019.
- Launched online sourcing platform: indiakaloan.com



Real Estate Advisory

- Real Estate advisory was started in January 2014 through SMC Real Estate Advisors Private Limited;
- Dedicated team of over 240+ employees and 1,025+ sub brokers as on March 31, 2019
- SMC realty mediate between the client and the developers, there is **no inventory** in our hands, no funds therefore are blocked in the deals, risk neutralised.
- SMC realty has a ready access to vast networks of offices across locations pan India and NRI Investors in Dubai.
- Introduction of RERA will help the real market to be more regulated and transparent, for SMC real estate having add on advantage is it was already working such environment. Company has obtained Real Estate Regulatory Authority (**RERA**) **registration for 10 states.**
- Fully Integrated Real Estate solution provider for Investor, Corporate and Developers;

Services On offer*

For Investors

- Buy and sell
- Home loan
- Mortgage
- Construction/ Real estate loans
- End to End advisory
- Real estate research

For Builders

- Facilitate FSI
- Arrange JV and collaborations
- Private equity funding
- Leasing of commercial properties
- Finance from banks and NBFCs

- Gross Value of Deals for the year ended March 31, 2019 is Rs. 12.07 Billion and total no. of retail transactions were 2,575+.
- SMC realty is among the few corporate brokers with pan India presence having large number of developers tie-ups, more than 248 developers under its umbrella, like:



Investment Banking

- SMC Capitals Ltd is a SEBI registered Merchant Banker and operates from its offices at Mumbai and New Delhi.
- Provide services in the areas of Equity Capital Markets, M&A advisory, Private Equity, Debt Syndication and valuation & financials advisory



BSE Limited

Public Issue of Equity Shares
Size: Rs. 12436 Mn
BRLM



VRL Logistics

Private Equity Advisory
Size: Rs. 1750 Mn
Sole Advisor



Coromandel International

M&A Advisory (Acquisition of Liberty Phosphate Group)
Size: Rs. 3750 Mn



SREI Infrastructure Finance Ltd.

Public Issue of NCDs (6 Tranches)
Total Fund raised: Rs. 16000 Mn
Co-Lead Manager



VLS Finance Ltd.

Buyback of Equity Shares
Size: Rs.143 Mn
Manager to the Offer



Muthoot Fincorp Ltd.

Public Issue of NCD (3 Tranches)
Total Fund Raised : Rs. 8500 Mn
Sole Lead Manager



Shriram Transport Finance Company Ltd.

Public Issue of NCDs
Fund raised: Rs. 7500 Mn
Co-Lead Manager



Regency Hospital

Delisting of shares from BSE Limited
Size : Rs. 300 Mn
Manager to the Offer



Advised Mahindra & Mahindra Agri business to establish a joint venture with UNIVÉG Ltd., a Belgium based Euro 3.2 BN fresh produce company 2014

Key Highlights

- Became NBFC –ND-SI (**Systematically Important**) in March-18 (Crossed Rs 5000 Mn Loan Book Size).
- **Rating**
 - ✓ Long term rating : ICRA A-(positive)
 - ✓ Long term rating : CARE A(stable)
- Client base of over 12,000+ spread across India
- Entered into new geographies
- New Fintech Tie-ups
- **“Best Fastest Growing Commercial NBFC”** award at 3rd NBFC 100 Tech Summit held on 27 April 2018 ,New Delhi.

Strong Financial Risk Profile

- Adequate capitalisation levels for current scale of operations
- Good profitability indicators supported by increasing revenue base, low operating expenses ,low NPA's and controlled credit costs.
- Good liquidity profile arising out of a favourable ALM profile and support from parent in case of need
- Complying with all RBI regulatory requirements.

Financing (NBFC)

Financial Summary

(INR in Mn)

Particulars	FY 16	FY 17	FY 18*	FY 19
Total Revenue	271	434	786	988
Net Interest Income (NII)	193	299	530	623
Profit after Tax	115	124	297	310

* Figures regrouped as per Ind-AS

Operating Matrix

PARTICULARS	For the year ended			
	Mar-16	Mar-17	Mar-18	Mar-19
Interest Spread	5.72%	7.02%	7.52%	5.32%
ROTA (Return on Total Assets)	6.90%	5.17%	6.74%	5.01%
ROAE (Return on Avg Equity)	10.86%	7.89%	14.11%	12.55%
OpEX To Average Assets	1.17%	1.49%	1.63%	2.07%
OpEX To Income	10.18%	11.60%	12.73%	15.06%

Notes:

ROTA = PAT / Average Loan Book

ROAE = PAT / Average Net Worth

OpEx to Average Assets = Net Opex / Average Loan Book

OpEx to Income = Net Opex / (Total Income- Interest Cost)

Net Opex = Total Expenses -Finance Cost -Provisions/written off -Referral Charges/Commission

Asset Quality

PARTICULARS	For the year ended			
	Mar-16	Mar-17	Mar-18	Mar-19
Capital Adequacy Ratio	34.85%	45.04%	41.74%	42.96%
Gross NPA	1.98%	3.31%	1.43%	4.09%
Net NPA	1.77%	2.36%	0.70%	3.21%

Key Highlights:

- CAGR of 54.12% in Revenue
- Strong Profitability

Key Highlights:

- Improved Margins primarily due to competitive borrowing cost
- Controlled OpEx
- ROAE 12.55% (FY19) which will further increase with negligible leverage.

Key Highlights:

- Strong Asset Quality / Controlled NPA's
- Sufficient provisioning considering adequate security
- Effective Mar-17, 90+ DPD basis for NPA recognition

Financing (NBFC)

Scale & Diversification

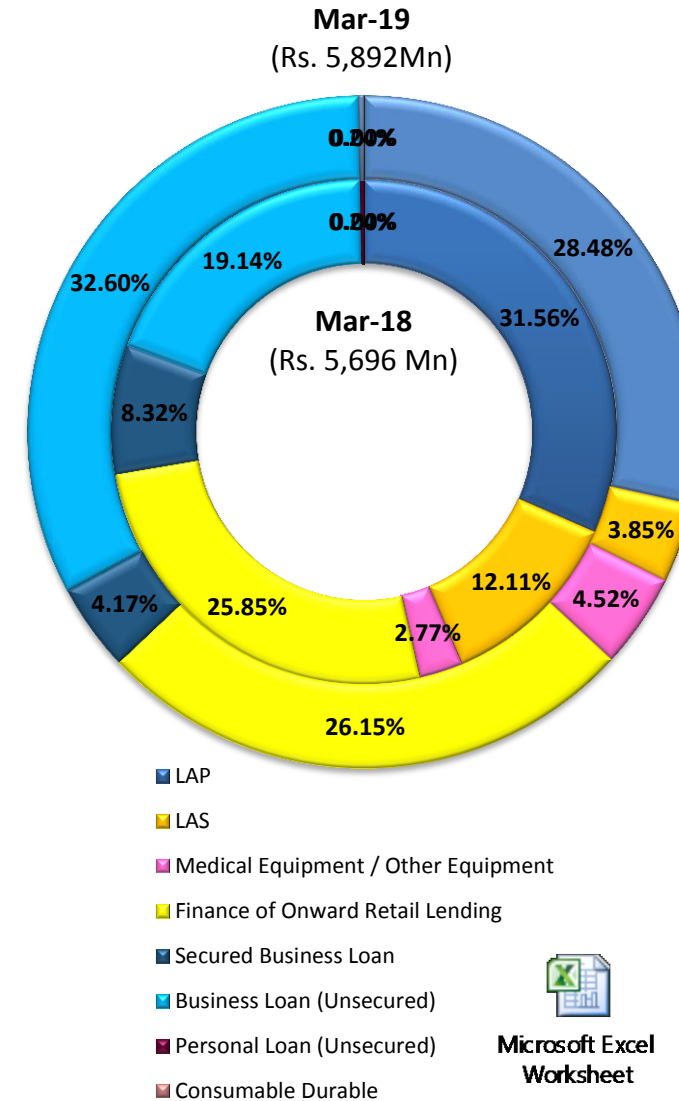
- Product-wise

Key Highlights:

- No Loan Product Contributing more than 33% of Book Size
- Largest Product (LAP) exposure reduced from 31.56% to 28.48%

(INR in Mn)

Product	As on				Growth(%)
	Mar-18		Mar-19		
	Amount	%	Amount	%	
Long Term					
LAP	1,722.31	31.56	₹ 1,636.83	28.48	-4.96
LAS	660.94	12.11	221.09	3.85	-66.55
Medical Equipment / Other Equipment	151.29	2.77	259.69	4.52	71.65
Finance for Onward Retail Lending	1,410.48	25.85	1,503.22	26.15	6.58
Secured Business Loan	453.99	8.32	239.44	4.17	-47.26
Business Loan (Unsecured)	1,044.53	19.14	1,873.80	32.60	79.39
personal Loan (Unsecured)	13.09	0.24	13.73	0.24	4.89
Consumable Durable	0.18	0.00	-	-	
Sub Total (A)	5,456.81	100.00	5,747.80	100.00	5.33
Short Term					
IPO and other short term loan	238.69	100.00	144.38	100.00	-39.51
Sub Total (B)	238.69	100.00	144.38	100.00	-39.51
Grand Total (A+B)	5,695.50		5,892.18		3.45



*Chart is excluding Short Term Products 20

Key Partnerships



- Sanlam is 2nd largest listed life assurer and one of the largest financial services group in South Africa
- Sanlam Group holds 8.36% stake in SMC Global
- SMC seeks to benefit from the financial expertise with Sanlam on Board



Advertising Partners

- Bulk deal with TV 18 for Branding and Business promotions
- SMC receives the nationwide print & media advertising through the tie-up



Special arrangement as PAN India Broker

- Special arrangement as PAN India broker for Honda Cars under Honda Assure since 2009
- SMC sold 477,000 , 500,100 & 654,100 policies during FY17, FY 18 & FY 19 respectively from Honda car retail outlets



SMC Demat Services

- PNB is one of the largest banks in India with over 6,990 branches & over Rs. 6,000 Billion in Deposits
- SMC provides trading facilities into equities, derivatives, IPOs and MFs to PNB customers
- SMC currently services 14,500+ demat accounts of PNB customers



SMC Demat Services



SMC Demat Services



SMC Demat Services

- Indian Overseas Bank is a strong brand name in South India – having trust of 35 million active customers and strong domestic presence of 3,342 branches & overseas presence with 8 branches
- SMC provides online brokerage services to IOB clients

Robust Technology Setup



Product Offering
Across All
Technology
Platforms

- Internet Based Trading (IBT) – across all financial products on all Indian Stock Exchanges
- Online Trading platform “ SMC easy trade” through our website - www.smctradeonline.com
- Next generation mobile trading platform ‘ **SMC ACE**’ having feature of SMC Robo Advisory
- Launched ‘**SMC easy go plus**’, a B2B mobile back office
- Launched ‘**SMC easy invest**’ for mutual funds
- Launched a website for Point of Sale Persons (POS) to register to sell insurance products on our behalf
- **AUTOTRENDER** : A game changer – a research based tool to guide traders / investors in live markets
- **SMC Algo Trader** : A Customized automated trading platform, based on Algorithms, which trades automatically.

Effective Risk
Management
System

- Highly effective risk management software SAVIOUR / SHIELD which enables to identify and mitigate risks, associated with trader’s portfolio
- Centralized system for back office. The software FOCUS is capable of dealing with high transaction volumes and have all Reporting and Risk Management capabilities

[SMC Global Securities Ltd \(Consolidated\)](#)

Financial Summary

- Improved profitability (INR in Mn)

Particulars	FY 16	FY 17	FY 18*	FY 19
Total Revenue	4,266	5,339	6,554	7,595
EBITDA	738	1,043	1,341	1,651
Profit after Tax	345	458	517	653
Net Worth	5,662	5,948	6,172	6,715

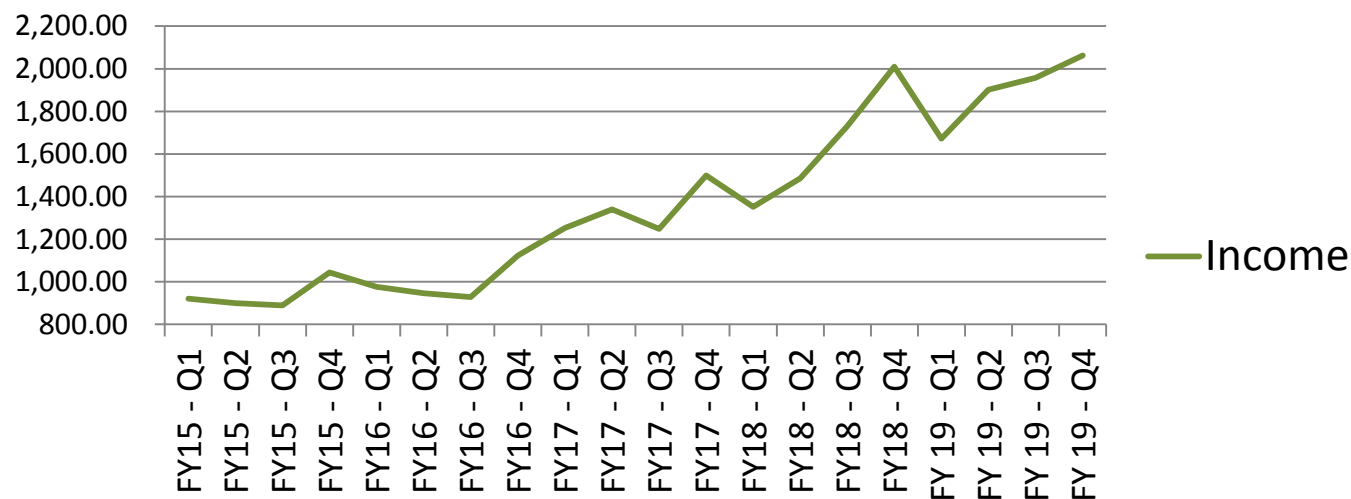
* Figures regrouped as per Ind-AS

Key Highlights:

- Revenue Growth of 21.2% CAGR FY 16 – FY 19
- Continued strong business performance – financial improvements YOY

- Reduced Volatility

Income



1

Intensify client cross-selling



- Formalized cross-selling efforts, implemented new salesforce training and created a committee focused on improving cross-selling
 - Increased cross-selling rate to approx. 10% for current fiscal year

2

Expand services and product portfolio through continued innovation



- Started Margin trading funding (MTF) as per latest SEBI guidelines
- Opportunistically introduced financing services, wealth management and real estate advisory
- Expect to reap future benefits from addition of new products

3

Further broaden geographic footprint



- Significant opportunity to grow presence in southern and western India
- Focusing on Indian nationals living abroad via our Dubai office

4

Expand financing business



- Opportunity to expand our financing business to address unmet demand for credit.
- Expect strong demand from new product launches such as SME loans and medical equipment loans
- Leverage existing infrastructure and network to generate new business

5

Pursue additional strategic alliances and acquisitions



- Several existing strategic relationships help drive revenue
- Continue to selectively pursue strategic acquisitions that expand our product offerings and geographic footprint

SWOT Analysis

SWOT Analysis

Strength:

- ✓ PAN India reach, large network
- ✓ Over 27 years' experience and expertise
- ✓ Wide range of financial products under one roof
- ✓ Innovative IT Solution
- ✓ Reputed & well established brand in the Indian financial services sector

Opportunities:

- ✓ Positive economic outlook in long term will lead to growth in the financial services business
- ✓ Decreasing interest rates are going to create opportunities to financing business with higher spread and also for the trading and distribution business in terms lower finance cost
- ✓ Domestic and international expansions
- ✓ Recently launch Discount brokerage platform

Weakness:

- ✓ Lower Institutional broking Business
- ✓ Lower presence in southern part of country

Threats:

- ✓ Global and Domestic political uncertainties
- ✓ Intense Competition
- ✓ Any slackening in the reform momentum (by the government) could result in a more modest or slower pace of recovery.

Thank You



2019
 Broking House
 Non Agricultural
 Commodities of

2019
 Premier Depository
 Participant in Gold
 Category

2019
 Fastest Growing MFI
 North in Best Star MF
 Online- BSE

2018
 "Regional Retail
 Member of the
 Year (North)"

2018
 Best Fastest
 Growing
 Commercial NBFC

2018
 Best Financial
 Service Provider

2017
 Best Online
 Trading Services
 Broker

2017
 Best Broker with
 In-House
 Research In
 Bullion Industry

2017
 Krishi Pragati
 Award, 2017

2017
 NBFC of the year
 (Northern region)

2017
 Commodity
 Broker of the Year

2017
 Best Performing
 Retail Broker of
 Northern Region

2016
 Order of Merit-
 Achieving Market
 Leadership

2015
 Property Consultant of
 the Year - Residential

2015
 Corporate Broker of the
 Year - National

2014
 Best Merchant
 Banker – Capital
 Restructuring
 services

2015
 Best Financial Service
 Provider

2015
 Best Real Estate
 Broker of the year

2014
 Best
 Commodity
 Broking House

2014
 Best Equity Broking
 House in Derivatives
 Segment

2014
 Best Market Analyst Award
 in Commodity
 Fundamentals

2013
 Best Equity Broking
 House - Derivative
 Segment

2013
 Emerging SME
 Investment Banker

2013
 Fastest Growing Equity
 Broking House – Large
 Firm

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