



Moneywise. Be wise.

SMC GLOBAL SECURITIES LIMITED

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

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

SEBI Regn. No. : INZ 000199438 • Research Analyst No. : INH100001249 • Investment Adviser No. : INA100012491

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

Ph : +91-11-30111000, 40753333 Fax : +91-11-25754365 • CIN No. : L74899DL1994PLC063609

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

Date: May 09, 2022

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

Dear Sir(s),

In compliance with Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with Schedule III Part A (15), enclosed is a copy of the Investor Presentation.

You are requested to kindly take note of the same.

Thanking you,

For SMC Global Securities Limited

Suman Kumar
E.V.P. (Corporate Affairs), Company Secretary & Compliance Officer
(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
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SMC Global Securities Ltd.

Earnings Presentation
Q4-FY22/ FY22



Branches Across India
100+
Including 1 in Dubai



Cities Covered
450+



Unique Clients
2,000,000+



Employees
3,300+



Sub-brokers /
Authorised Persons
2,510+



Network of Financial
Distributors
13,670+



Client Demat A/Cs
790,000+



Clearing & Settlement
trading members
300+



Cumulative AUM/AUA
under Mutual
Funds/PMS
INR 32.6 Bn+



Running SIPs
65,000+



Insurance Policies sold
800,000+



Insurance
Premium
INR 20,800 Mn+



NBFC AUM
INR 6,860 Mn+



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



Consolidated
Net worth
INR 9,261 Mn



5 Year Revenue CAGR
16.23%



5 Year PAT CAGR
31.15%



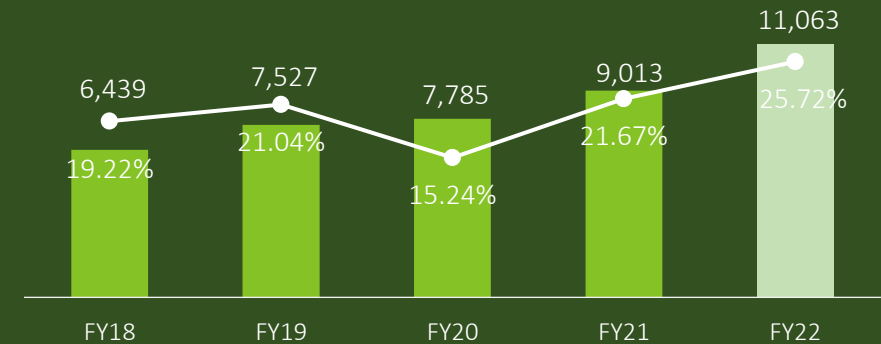
Net D/E
0.31x

* All numbers as of FY22

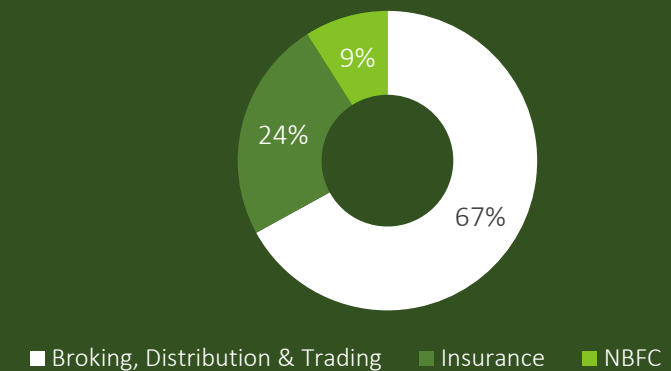
*The company has retrospectively restated its financial statements in accordance with Ind AS 8 'Accounting Policies, Changes in Accounting Estimates and Errors' and Ind As 1 'Presentation of Financial Statement'. The impact of the said retrospective restatement on the various components of the financial performance are uploaded with exchange along with results and also available on our website. Earnings Presentation

- SMC Global Securities Ltd was established in 1994 by founders Mr. Subhash C. Aggarwal and Mr. Mahesh C. Gupta.
- Over the years, the company has grown into a diversified financial services company offering brokerage services, investment banking, wealth management, distribution of financial products, financing, insurance broking, clearing & depository services, fixed income securities, financial advisory services to corporates, institutions, high net worth individuals and other retail clients.
- The company has launched various innovative digital technology-enabled capabilities and best-in-class products and services.
- Through a strong network of approx. 2,513 Sub Brokers and Authorized Persons the company's footprint spreads over 455 cities across India.
- The company is governed by strong board including 6 independent directors and is run by a highly qualified and experienced management team.
- SMC has had a consistent growth track record and is well placed to garner a piece of the ever-growing capital markets in India.
- The company's vision is to be a global organization having a dominant position in financial & investment services through customer centric approach.

Consolidated Revenue (INR Mn) & EBITDA (%)



FY22 Revenue Pie (%)



SMC Global Securities Ltd.



Insurance Broking



Broking, Distribution & Trading



Financing




Life Insurance


Equity, Commodity, Currency &
Institutional Broking



Discount Broking


SME – Loan Against
Property (LAP)


SME – Working Capital
Term Loan (WCTL)


Clearing Services


Financial Products Distribution


Consumer Durable
Loans


Capital Market Funding
(CMF)



General
Insurance


Proprietary Trading


Fixed Income


Onward Lending


Asset Finance


Wealth Management

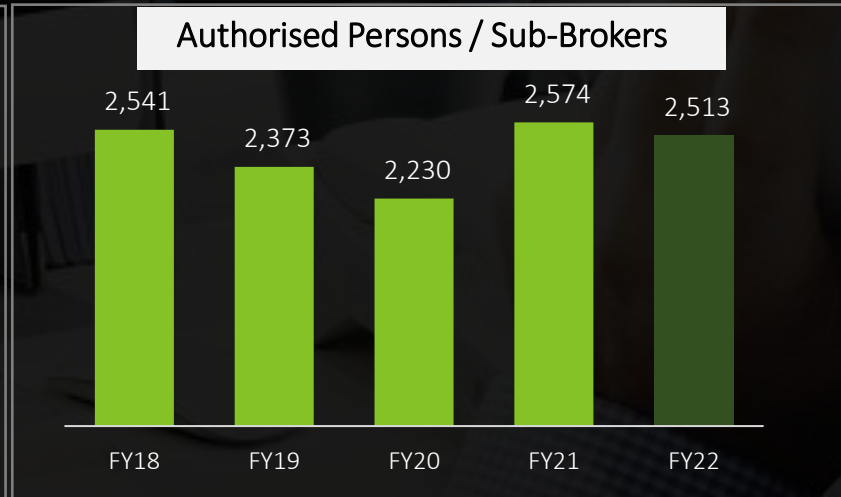
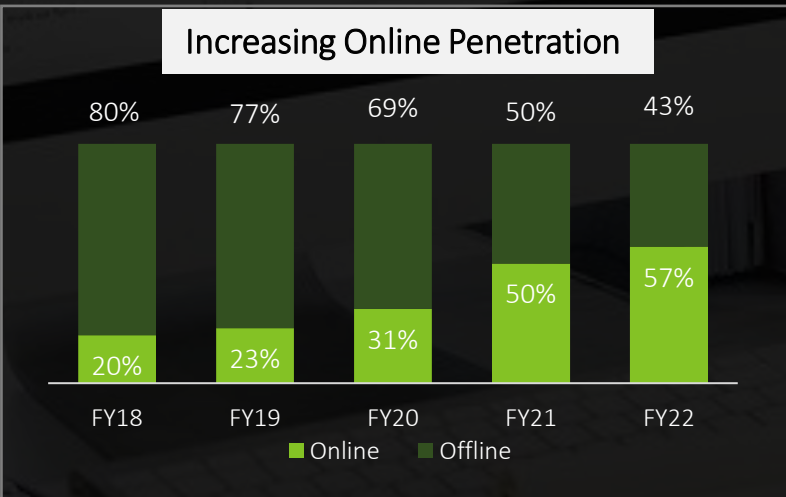
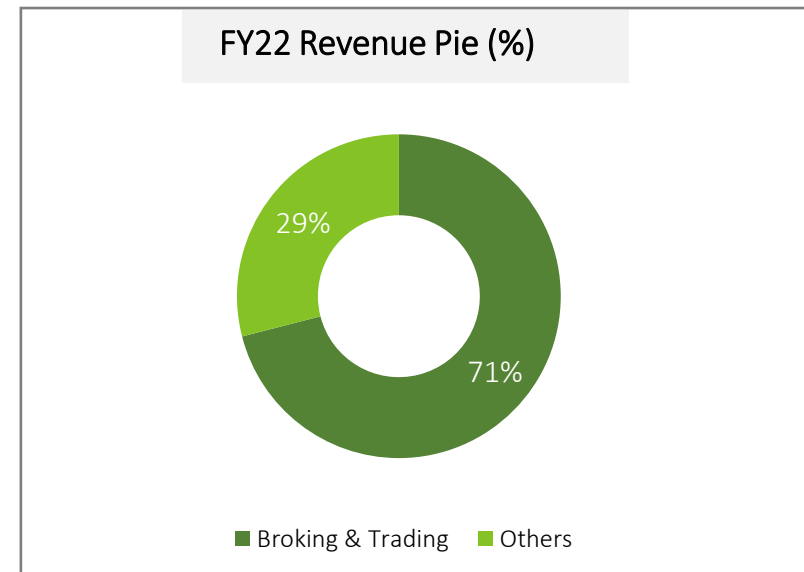
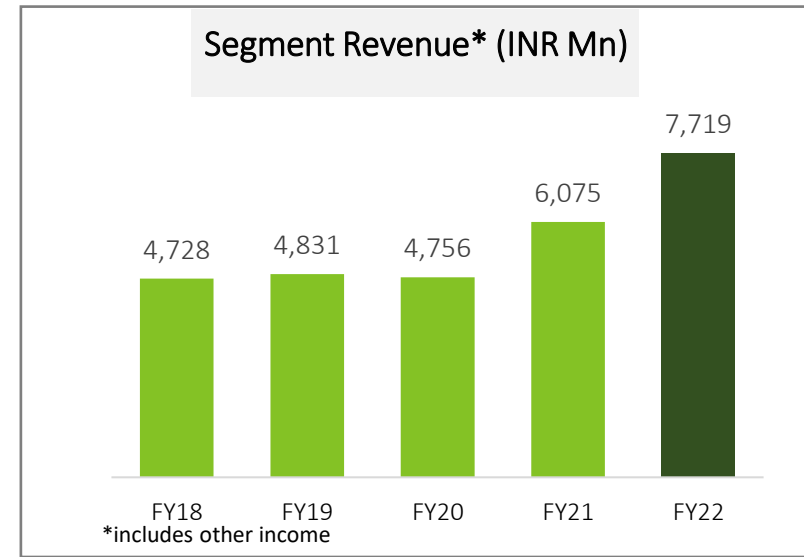

Portfolio Management


Gold Loans


Investment Banking

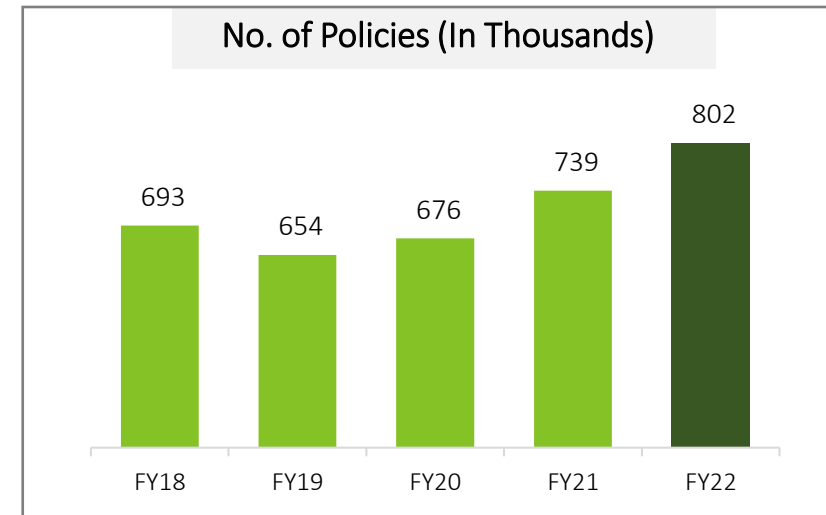
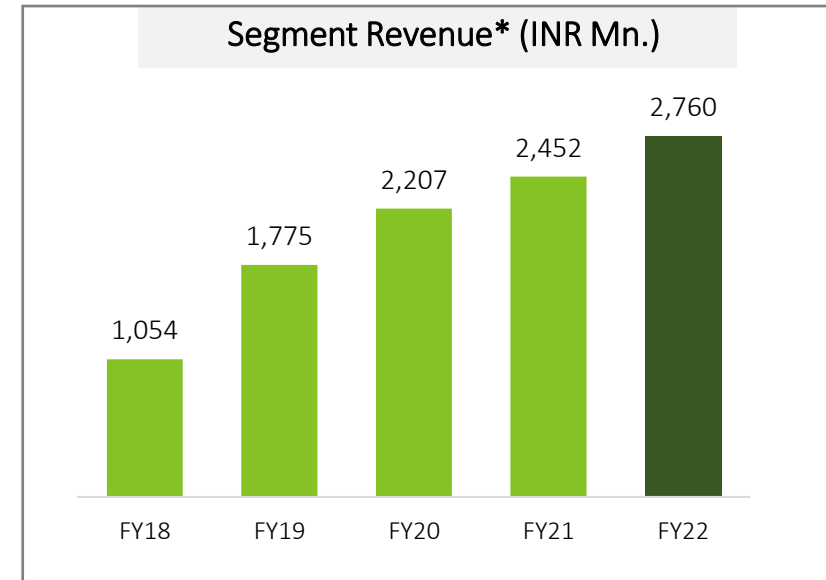

Real Estate / Mortgage
Advisory

- Broking business comprises of brokerage in dealing in equities, commodities, currency derivatives and other securities on behalf of customers, clearing services across all major stock exchanges and depository services.
- Distribution business encompasses distributing third-party financial products like Mutual Funds, IPOs, FPOs, Corporate FD's and Bonds and various other capital market products.
- This segment also covers wealth and portfolio management services along with providing investment banking services and advisory in real estate and mortgage / loan advisory.
- The company also houses proprietary arbitrage trading through a new generation algorithmic trading/HFT.
- Procurement and placements of debt instruments like G-Secs for various corporate clients is carried out under the fixed income desk.
- SMC has banking tie ups with leading institutions like Punjab National Bank, Union Bank of India, Indian Overseas Bank, Karur Vysya Bank & United Bank of India as execution partners for broking services.





- SMC Insurance Brokers Pvt. Ltd. which is a Direct Insurance Broker registered with IRDAI (Insurance Regulatory and Development Authority of India) provides a complete array of services in Life Insurance and General Insurance Category including consulting, risk analysis, policy serving and claim settlement assistance.
- SMC is one of the largest players in India in the General Insurance Retail Broking as well as for Life Insurance in India.
- It provides these services through 5 branches across the country with more than 445 employees, 12,000+ Point of Sales (POSS) and 280+ Motor insurance Service Providers (MISPs) servicing a retail customer base of more than 800K a year.
- The company operates independently of insurance companies, representing clients and rendering impartial advice to protect client's interests.
- Customers taking insurance through SMC benefit by lower premium and/or better quality of insurance cover, expert consultancy, practical pre-sale advice and efficient post-sale services.



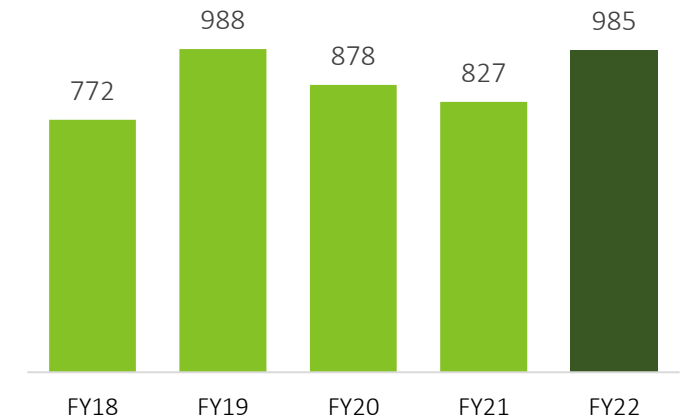


- In the year 2008, SMC started providing financing services through its wholly owned subsidiary, Moneywise Financial Services Pvt. Ltd. (SMC Finance).
- SMC Finance offers a wide bouquet of loan products i.e. SME financing, loan against property, receivable financing, medical equipment finance, etc. to meet the growing credit requirement.
- The NBFC has a widespread client base across India and is recognized as Systemically Important non-deposit accepting NBFC.
- The NBFC, is currently focused on capital preservation, given its healthy capital adequacy, strong liquidity position, diversified portfolio mix.
- Recently, the NBFC has also received a corporate agent (Composite) License from IRDA.
- The NBFC has opened up in newer geographies like Rajasthan, Punjab and Gujrat while also having good client base in metro cities like Mumbai & Delhi-NCR.

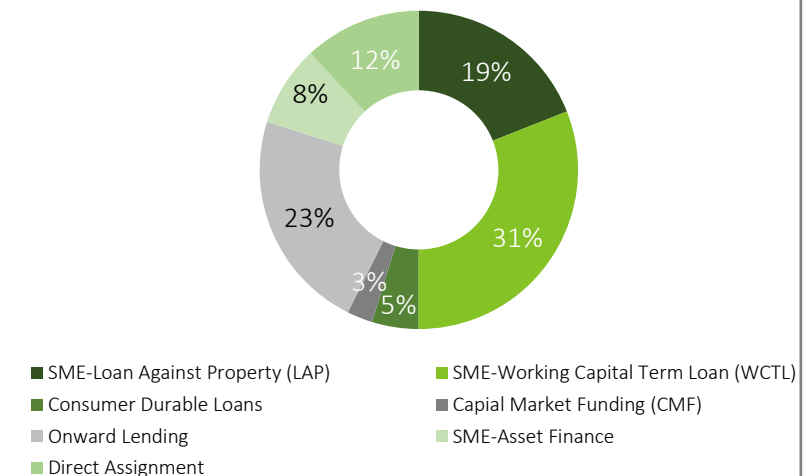
	LAP	WCTL	Asset Finance	Onward Lending	CMF	Retail DAs	Consumer Durables	Total
AUM (INR Mn)	1,319	2,047	564	1,698	212	697	323	6,860
Tenure (Months)	120	36	60	24	3	18	6	-
Avg. Ticket Size (INR Mn)	20.00	1.40	12.00	20.00	1.00	0.01	0.01	-
Return on Investment	13.5%	17.3%	13.0%	14.5%	18.0%	16.0%	18.0%	15.5%
No. of Clients	67	1,670	46	68	315	1,620	49,681	53,467

* All numbers as of FY22 Earnings Presentation

Segment Revenue (INR Mn)



FY22 Lending Portfolio





- Over 25 Years of Management experience in industry
- Well established and deeply penetrated national brand with strong reputation and good recall
- Group has extensive corporate relationships
- An ever-growing database of corporate and retail clients
- Innovative use of digital technology-enabled capabilities, best-in-class products and services
- Strong network of approx. 2,513 Authorized persons and Sub-brokers, with a footprint covering over 455 cities across India
- Wide range of financial products under one roof
- SMC has earned trust that cements “One Transaction Lifetime Relationship,” the belief that centers on managing, growing and protecting the investment of our clients for generations



Q4-FY22/ FY22 Financial Overview

Q4-FY22 Consolidated Financial Highlights

Revenue INR 2,861 Mn	EBITDA INR 689 Mn	EBITDA Margin 24.08%
PAT INR 409 Mn	PAT Margin 14.30%	Diluted EPS INR 3.62

FY22 Consolidated Financial Highlights

Revenue INR 11,063 Mn	EBITDA INR 2,845 Mn	EBITDA Margin 25.72%
PAT INR 1,746 Mn	PAT Margin 15.78%	Diluted EPS INR 15.43

Q4-FY22 Standalone Financial Highlights

Revenue INR 1,684 Mn	EBITDA INR 504 Mn	EBITDA Margin 29.93%
PAT INR 298 Mn	PAT Margin 17.70%	Diluted EPS INR 2.63

FY22 Standalone Financial Highlights

Revenue INR 6,699 Mn	EBITDA INR 2,196 Mn	EBITDA Margin 32.78%
PAT INR 1,446 Mn	PAT Margin 21.59%	Diluted EPS INR 12.78

General:

- Income from operations increased by 22.80 % in FY22.
- PAT CAGR of last 5 Years at 31.15%.
- PAT margin increased to 15.08% from 11.70% Y-o-Y, as fixed costs did not increase in proportion to increase in revenue.
- EPS increased to INR 15.43 from INR 9.28 in the previous financial year.
- Consolidated book value per share increased to INR 81.86 as of FY22 from 68.30 in FY21.
- The company has proposed final dividend of 60% (INR 1.20 per share) apart from interim dividend of 60% (INR 1.20 per share), making it to 120% (INR 2.40 per share) overall as against 100% of the face value (INR 2.00 per share) in the previous year.
- The board has approved buy back of shares worth up to INR 750 Mn through open market purchase at a price of up to INR 115 per share.
- Our client count in our discount brokerage segment (StoxKart) has crossed One Lakh as of 31st March 2022.
- The company's key focus is on strengthening our I.T. infrastructure.

Broking, Distribution & Trading:

- Revenue & EBIT have increased by 3% and 8% respectively from Q3-FY22 to Q4-FY22.

Insurance:

- Revenue and EBIT decreased slightly by 5% and 3% respectively from Q3-FY22 to Q4-FY22, as in the previous quarter there was uptick in vehicle sales in the festive season resulting in higher motor insurance commission.

Financing:

- Revenue and EBIT have increased by 24% and 47% respectively from Q3 22 to Q4 22, as a result of increase in loan book size to INR 6859 Mn as on Mar'22 from 5413 Mn Dec'21.
- GNPA and NNPA stood at 2.84% and 1.99% respectively as on Mar'22 from 6.17% and 3.66% as on Mar'21 and collection efficiency is close to 99%.
- Comfortable ALM position with the no cumulative mismatch in any of the time baskets.

Consolidated Quarterly Financial Performance

Particulars (INR Mn)	Q4-FY22	Q4-FY21	Y-o-Y	Q3-FY22	Q-o-Q
Operational Income	2,861	2,618	9.3%	2,814	1.7%
Total Expenses	2,172	2,045	6.2%	2,214	(1.9)%
EBITDA	689	573	20.2%	600	14.8%
EBITDA Margins (%)	24.08%	21.89%	219 Bps	21.32%	276 Bps
Other Income	42	25	68.0%	39	7.7%
Depreciation	56	58	(3.4)%	52	7.7%
Interest	160	136	17.6%	154	3.9%
Profit (Loss) from Joint Venture	-	7	NA	-	NA
PBT	515	411	25.3%	433	18.9%
Tax	106	81	30.9%	90	17.8%
Profit After tax	409	330	23.9%	343	19.2%
PAT Margins (%)	14.30%	12.61%	169 Bps	12.19%	211 Bps
Other Comprehensive Income	(16)	55	NA	9	NA
Total Comprehensive Income	393	385	2.1%	352	11.6%
Basic & Diluted EPS (INR)	3.62	2.92	24.0%	3.03	19.5%

Consolidated Annual Financial Performance

Particulars (INR Mn)	FY22	FY21	Y-o-Y
Operational Income	11,063	9,013	22.7%
Total Expenses	8,218	7,060	16.4%
EBITDA	2,845	1,953	45.7%
EBITDA Margins (%)	25.72%	21.67%	405 Bps
Other Income	145	69	NA
Depreciation	201	180	11.7%
Interest	575	424	35.6%
Profit (Loss) from Joint Venture	-	7	NA
PBT	2,214	1,425	55.4%
Tax	468	375	24.8%
Profit After tax	1,746	1,050	66.3%
PAT Margins (%)	15.78%	11.65%	413 Bps
Other Comprehensive Income	16	27	(40.7)%
Total Comprehensive Income	1,762	1,077	63.6%
Basic & Diluted EPS (INR)	15.43	9.28	66.3%
Book Value Per Share	81.86	68.3	19.9%

Standalone Quarterly Financial Performance

Particulars (INR Mn)	Q4-FY22	Q4-FY21	Y-o-Y	Q3-FY22	Q-o-Q
Operational Income	1,684	1,507	11.7%	1,579	6.6%
Total Expenses	1,180	1,052	12.2%	1,102	7.1%
EBITDA	504	455	10.8%	477	5.7%
<i>EBITDA Margins (%)</i>	<i>29.93%</i>	<i>30.19%</i>	<i>(26) Bps</i>	<i>30.21%</i>	<i>(28) Bps</i>
Other Income	17	85	(80.0)%	9	88.9%
Depreciation	40	41	(2.4)%	37	8.1%
Interest	106	90	17.8%	106	NA
PBT	375	409	(8.3)%	343	9.3%
Tax	77	73	5.5%	80	(3.8)%
Profit After tax	298	336	(11.3)%	263	13.3%
<i>PAT Margins (%)</i>	<i>17.70%</i>	<i>22.30%</i>	<i>(460) Bps</i>	<i>16.66%</i>	<i>104 Bps</i>
Other Comprehensive Income	(21)	40	NA	6	NA
Total Comprehensive Income	277	376	(26.3)%	269	3.0%
Basic & Diluted EPS (INR)	2.63	2.97	(11.4)%	2.32	13.4%

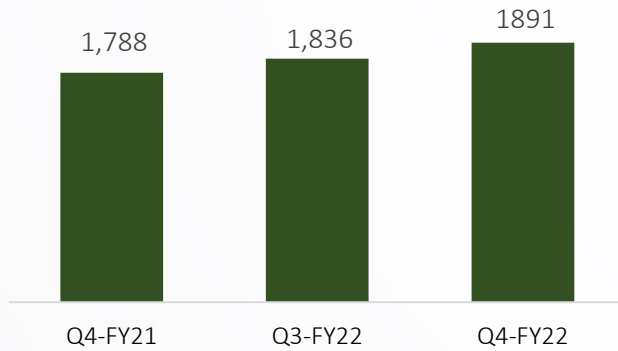
Standalone Annual Financial Performance

Particulars (INR Mn)	FY22	FY21	Y-o-Y
Operational Income	6,699	5,013	33.6%
Total Expenses	4,503	3,760	19.8%
EBITDA	2,196	1,253	75.3%
EBITDA Margins (%)	32.78%	25.00%	778 Bps
Other Income	142	197	(27.9)%
Depreciation	144	118	22.0%
Interest	372	280	32.9%
Profit (Loss) from Joint Venture	-	-	NA
PBT	1,822	1,052	73.2%
Tax	376	303	24.1%
Profit After tax	1,446	749	93.1%
PAT Margins (%)	21.59%	14.94%	665 Bps
Other Comprehensive Income	(2)	26	NA
Total Comprehensive Income	1,444	775	86.3%
Basic & Diluted EPS (INR)	12.78	6.62	93.1%

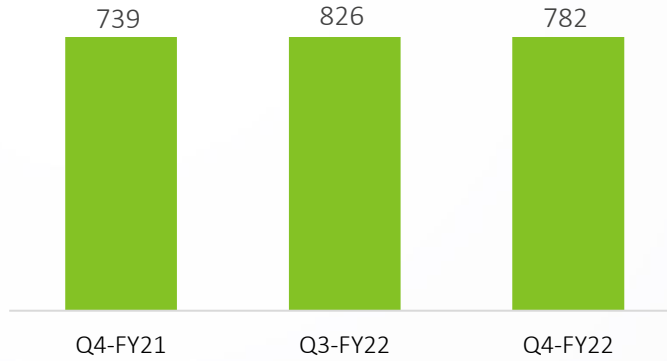
Consolidated Segmental Performance

BROKING, DISTRIBUTION & TRADING (INR MN)

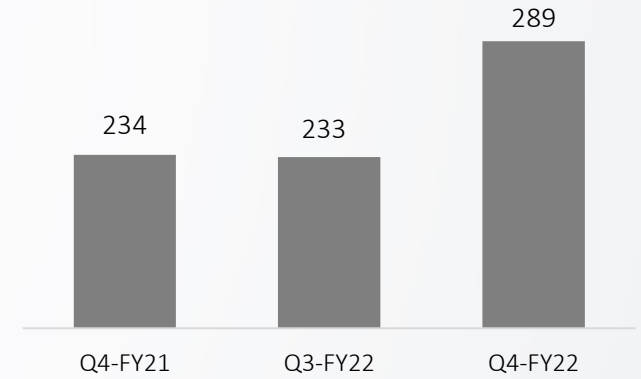
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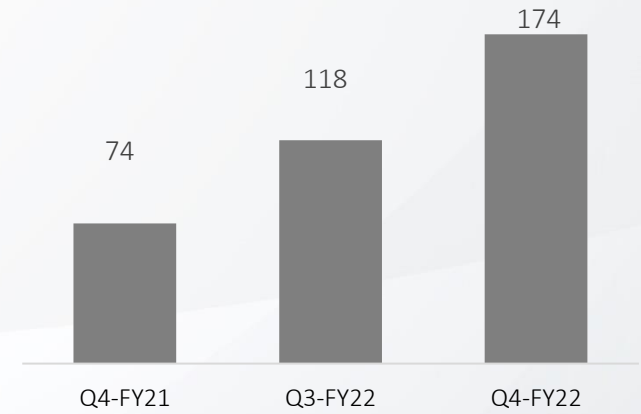
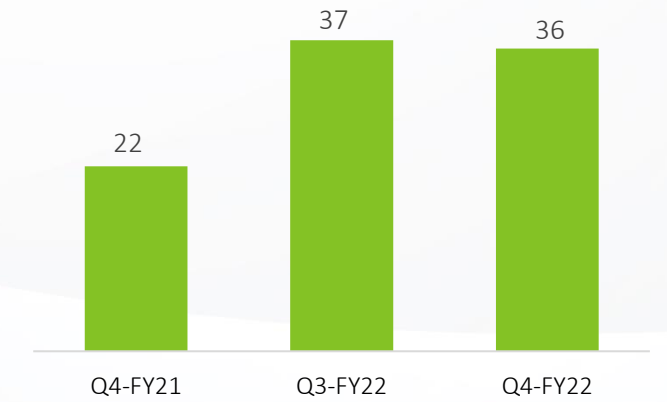
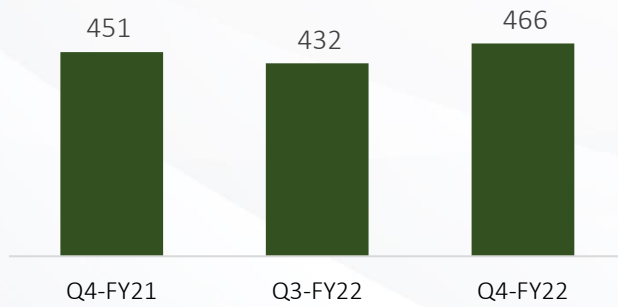
INSURANCE BROKING (INR MN)

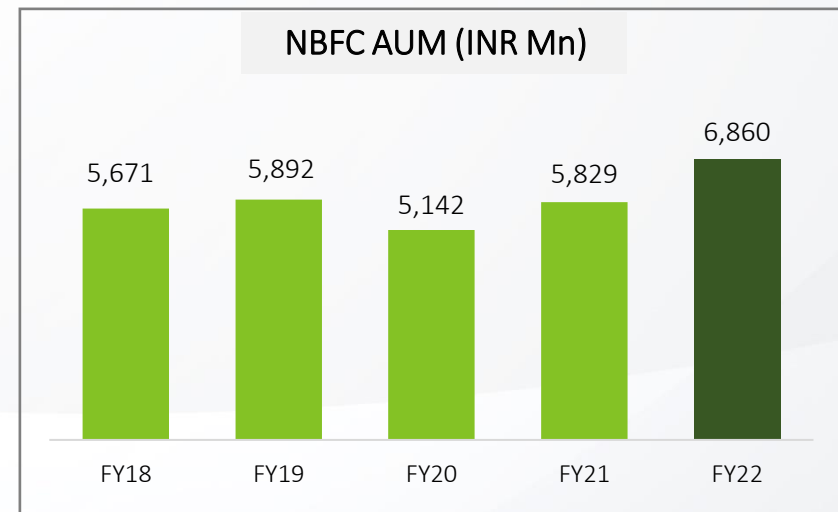
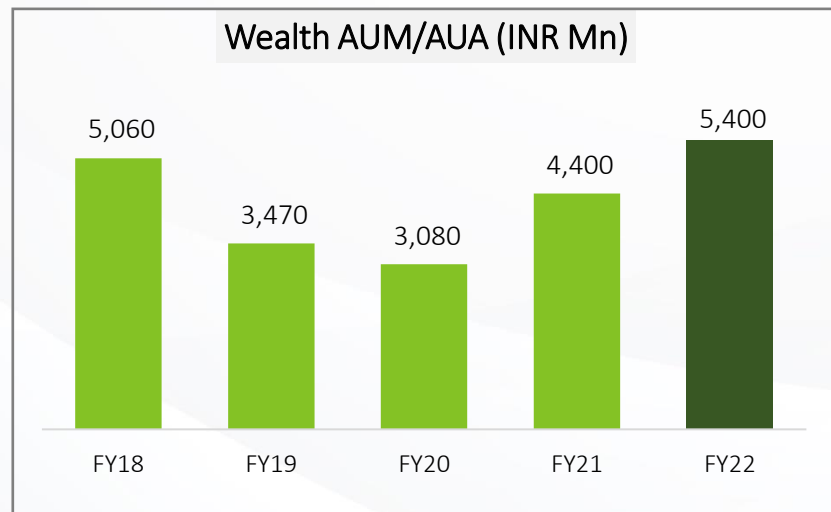
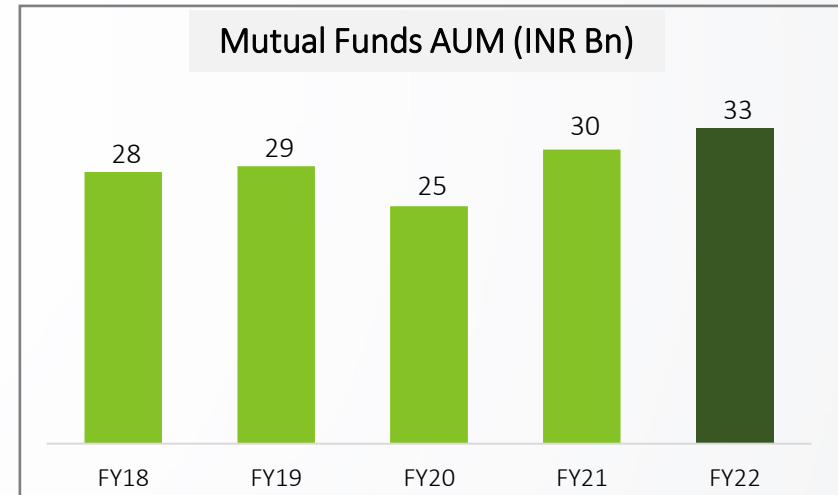
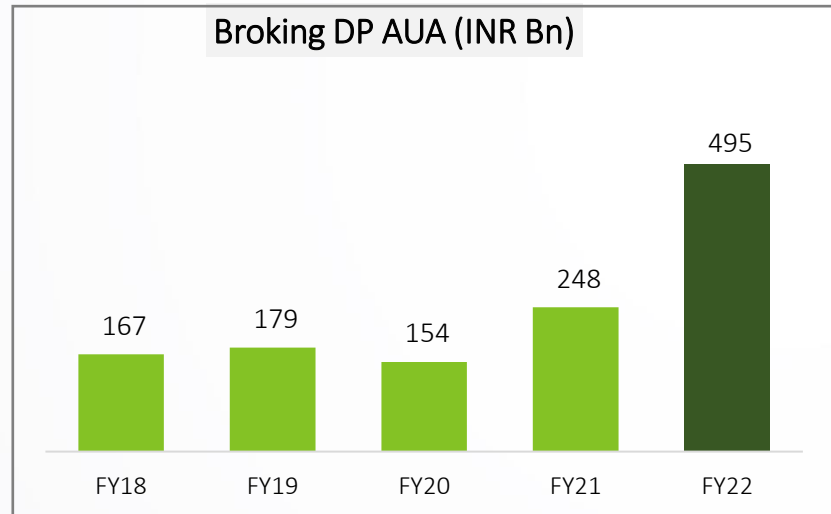


FINANCING (INR MN)

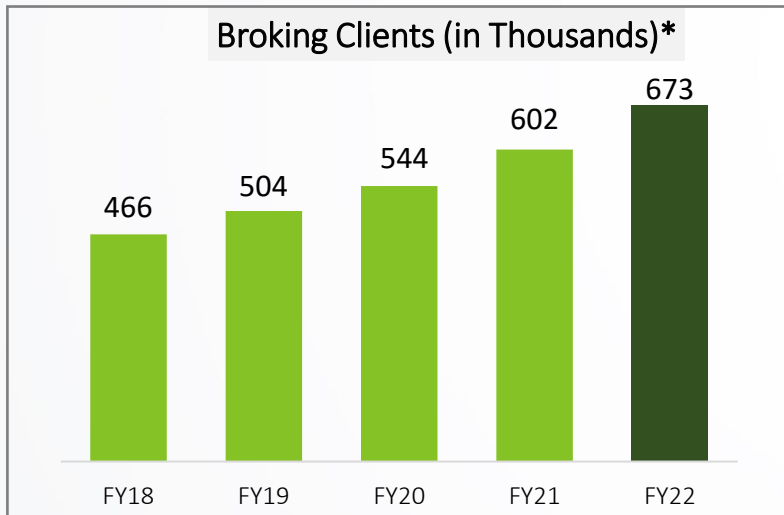


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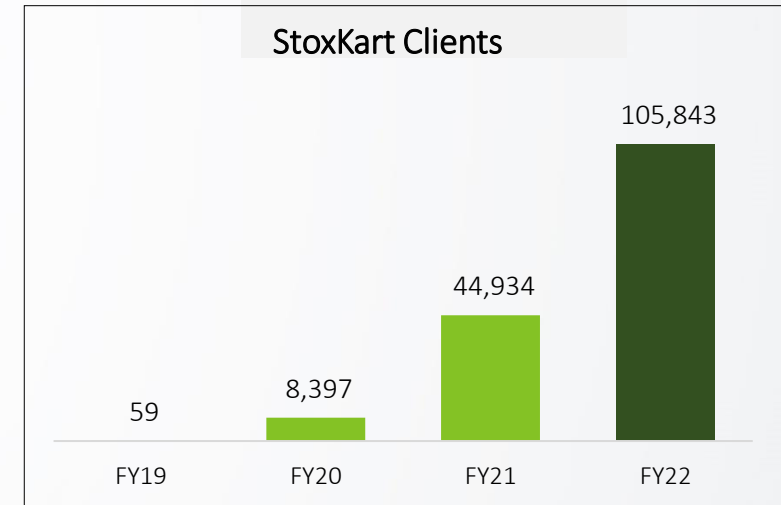
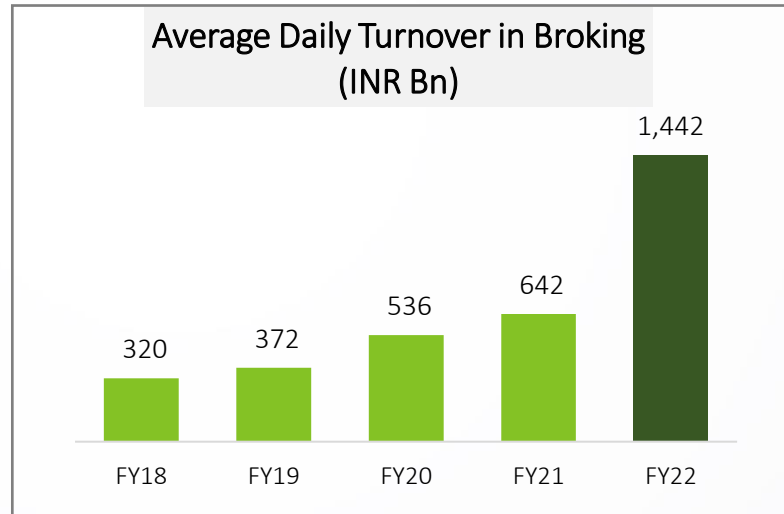




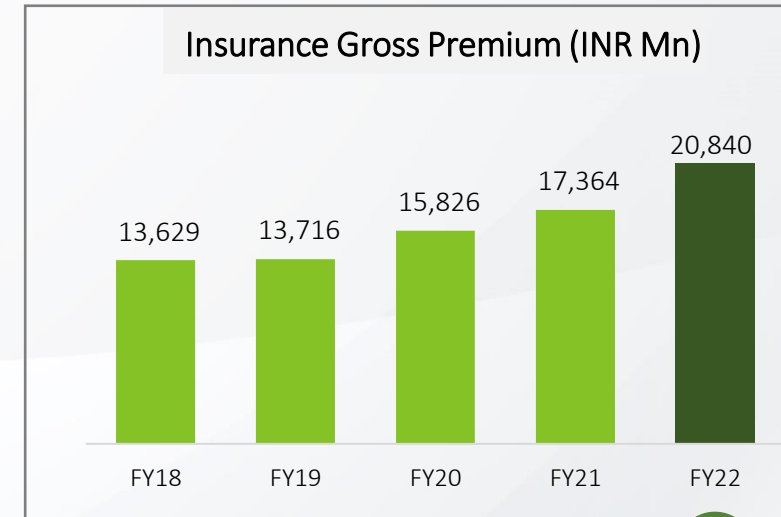
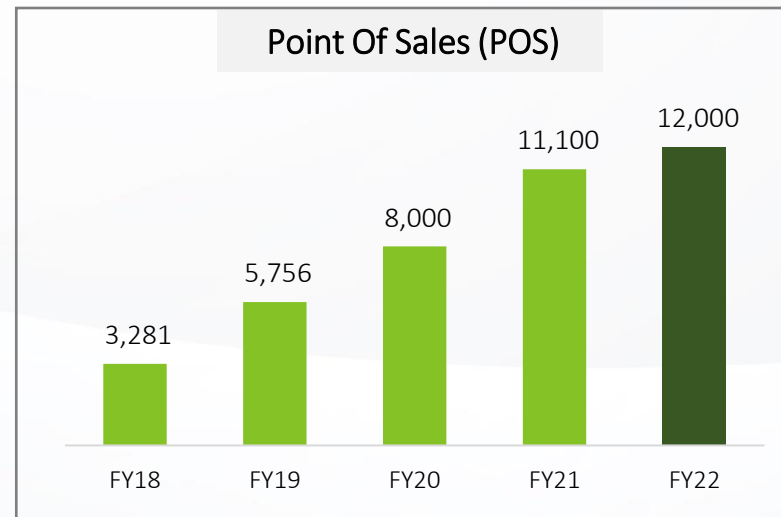
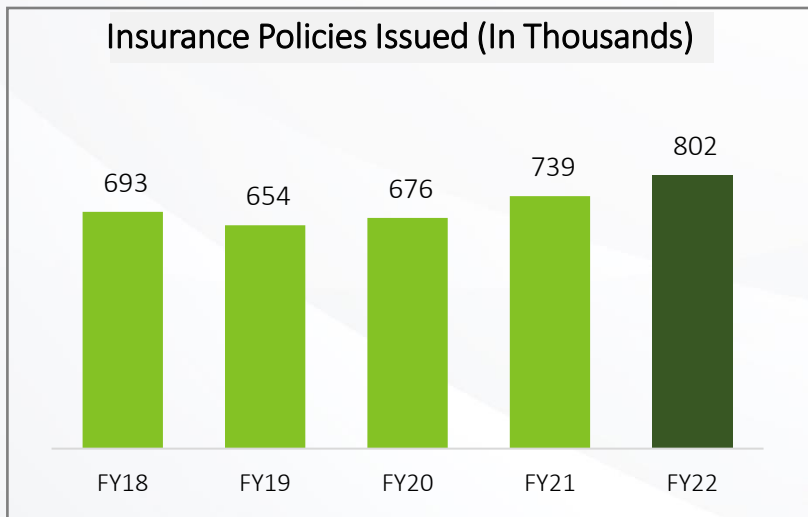
Broking



*Represents SMC Global Securities' clients only; exclusive of StoxKart clients.



Insurance





Channel Partners
290+



Branches
8



Employees
218



Number of Lenders
14



Collection Efficiency
99%



Net Worth
INR 3,640 Mn



Loan AUM
INR 6,860 Mn



Cumulative Loans
Disbursed
INR 14 Bn+



NNPA %
1.99%



ROTA %
2.90%



Revenue
INR 985 Mn



Total Borrowings/Leverage Ratio
INR 3,547 Mn / 0.9x



Secured Loans %
52%



OPEX-AUM
4.40%

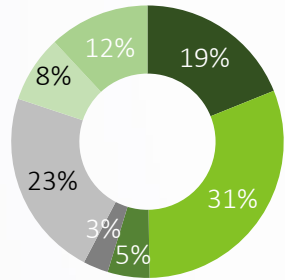


Cost of Borrowing % / NIM %
8.86% / 9.40%



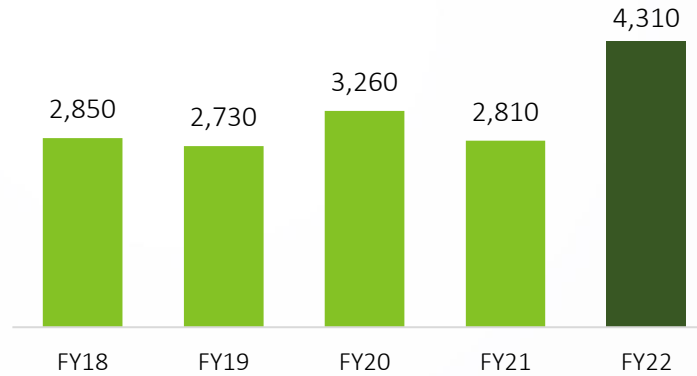
Credit Cost-ANR / PCR
2.20% / 51%

Lending Portfolio

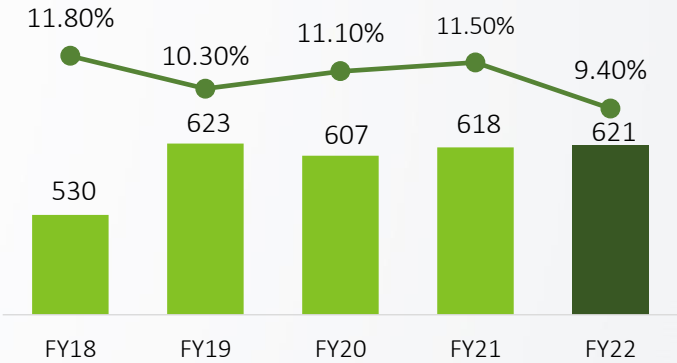


- SME-Loan Against Property (LAP)
- Consumer Durable Loans
- Onward Lending
- Direct Assignment
- SME-Working Capital Term Loan (WCTL)
- Capital Market Funding (CMF)
- SME-Asset Finance

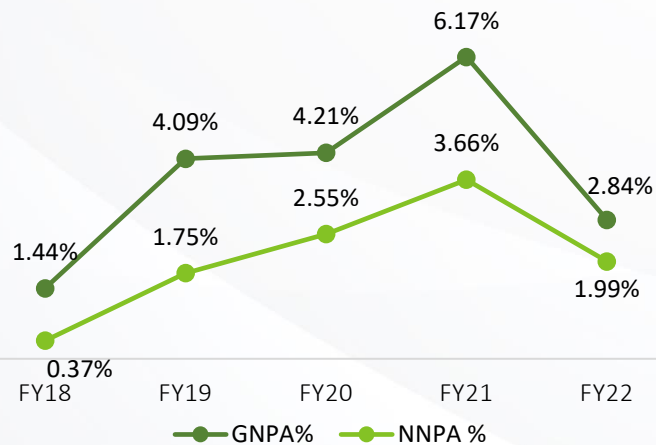
Disbursements (INR Mn)



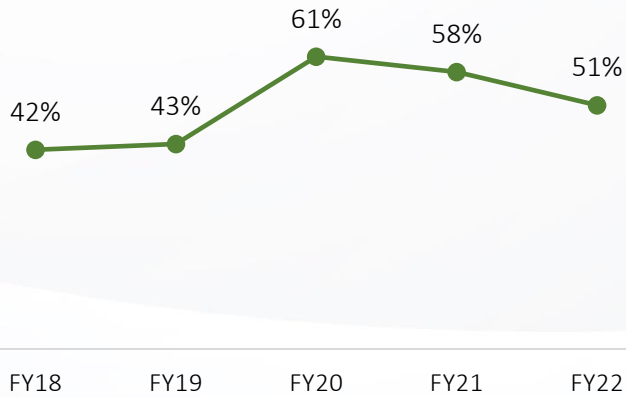
NII (INR Mn) & NIM (%)



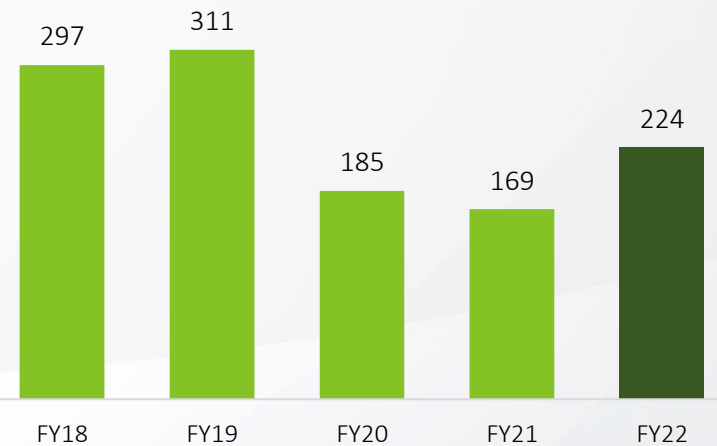
GNPA % & NNPA %



CRAR %



PAT (INR Mn)



Historical Consolidated Income Statement

Particulars (INR Mn)	FY19	FY20	FY21	FY22
Operational Income	7,528	7,785	9,013	11,063
Total Expenses	5,944	6,599	7,060	8,218
EBITDA	1,584	1,186	1,953	2,845
<i>EBITDA Margins (%)</i>	21.04%	15.23%	21.67%	25.72%
Other Income	67	56	69	145
Depreciation	113	192	180	201
Interest	629	599	424	575
Profit (Loss) from Joint Venture	-	-	7	-
PBT	909	451	1,425	2,214
Tax	161	212	375	468
Profit After tax	748	239	1,050	1,746
<i>PAT Margins (%)</i>	9.94%	3.07%	11.65%	15.78%
Other Comprehensive Income	21	(63)	27	16
Total Comprehensive Income	769	176	1,077	1,762
Basic & Diluted EPS (INR)	6.61	2.11	9.28	15.43

Historical Consolidated Balance Sheet



Moneywise. Be wise.

Particulars (INR Mn)	FY20	FY21	FY22
ASSETS			
Non-Financial Assets			
Inventories	-	132	345
Current tax assets (net)	305	224	365
Deferred tax assets (net)	399	317	223
Assets held for sale	24	24	40
Property, plant and equipment	290	268	790
Capital work - in - progress	5	-	-
Right to use - Lease	389	350	330
Other intangible assets	16	17	18
Intangible work-in-progress	8	1	12
Other non-financial assets	178	242	276
Sub-Total Non-Financial Assets	1,614	1,575	2,399
Financial Assets			
Cash and cash equivalents (incl. Other Bank balance)	6,548	10,975	12,819
Receivables	2,783	3,339	4,347
Loans	4,995	5,758	6,911
Investments	857	1,171	1,706
Other financial assets	1,970	1,056	1,243
Sub-Total Financial Assets	17,153	22,299	27,026
TOTAL ASSETS	18,767	23,874	29,425

Particulars (INR Mn)	FY20	FY21	FY22
EQUITY AND LIABILITIES			
Equity			
Share Capital	226	226	226
Other Equity	6,588	7,501	9,035
Non-controlling interest	17	16	16
Total Equity	6,831	7,743	9,277
Non-Financial Liabilities			
Current tax liabilities (net)	5	15	-
Provisions	266	234	268
Other non-financial liabilities	116	166	262
Sub-Total Non-Financial Liabilities	387	415	530
Financial Liabilities			
Trade Payables	4,350	4,843	7,108
Lease Liabilities	360	338	329
Debt Securities	46	783	702
Borrowings	1,801	3,821	3,786
Other Financial Liabilities	4,992	5,931	7,693
Sub-Total Financial Liabilities	11,549	15,716	19,618
Sub-Total Liabilities	11,936	16,131	20,148
TOTAL EQUITY AND LIABILITIES	18,767	23,874	29,425

Historical Standalone Income Statement

Particulars (INR Mn)	FY19	FY20	FY21	FY22
Operational Income	4,248	4,219	5,013	6,699
Total Expenses	3,627	3,588	3,760	4,503
EBITDA	621	631	1,253	2,196
<i>EBITDA Margins (%)</i>	<i>14.62%</i>	<i>14.96%</i>	<i>25.00%</i>	<i>32.78%</i>
Other Income	185	310	197	142
Depreciation	91	139	118	144
Interest	382	427	280	372
Profit (Loss) from Joint Venture	-	-	-	-
PBT	333	375	1,052	1,822
Tax	3	78	303	376
Profit After tax	330	297	749	1,446
<i>PAT Margins (%)</i>	<i>7.77%</i>	<i>7.04%</i>	<i>14.94%</i>	<i>21.59%</i>
Other Comprehensive Income	8	(61)	26	(2)
Total Comprehensive Income	338	236	775	1,444
Basic & Diluted EPS (INR)	2.92	2.63	6.62	12.78

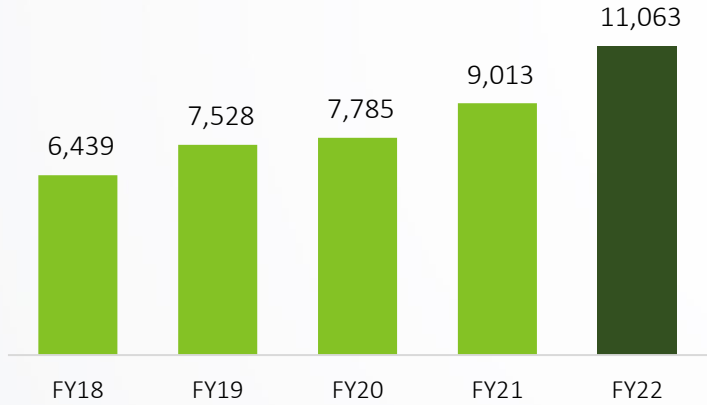
Historical Standalone Balance Sheet

Particulars (INR Mn)	FY20	FY21	FY22
ASSETS			
Non-Financial Assets			
Inventories	-	132	237
Current tax assets (net)	161	163	213
Deferred tax assets (net)	184	80	21
Property, plant and equipment	232	210	741
Right to use - Lease	243	263	246
Other intangible assets	9	8	8
Intangible work-in-progress	4	-	8
Other non-financial assets	109	137	125
Sub-Total Non-financial Assets	942	993	1,599
Financial Assets			
Cash and cash equivalent (incl. Other Bank balance)	5,622	10,413	11,933
Receivables	1,753	2,374	3,611
Loans	126	128	204
Investments	4,400	4,841	5,527
Other financial assets	1,310	656	842
Sub-Total Financial Assets	13,211	18,412	22,117
TOTAL ASSETS	14,153	19,405	23,716

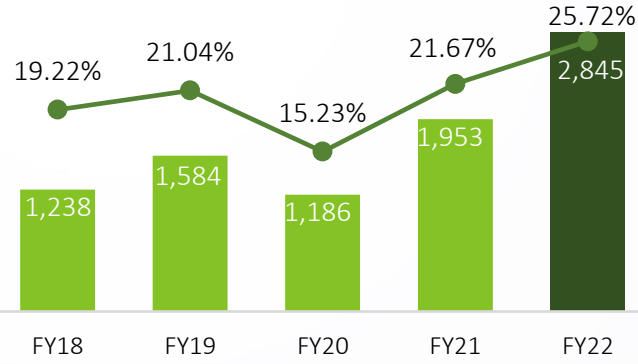
Particulars (INR Mn)	FY20	FY21	FY22
EQUITY AND LIABILITIES			
Equity			
Share Capital	226	226	226
Other Equity	5,877	6,489	7,706
Total Equity	6,103	6,715	7,932
Non-Financial Liabilities			
Current Tax Liabilities (net)	-	-	-
Provisions	135	128	158
Other non-financial liabilities	55	80	123
Sub-Total Non-Financial Liabilities	190	208	281
Financial Liabilities			
Trade Payables	2,974	3,979	6,356
Lease Liabilities	211	247	237
Debt Securities	37	-	-
Borrowings	615	2,384	1,509
Other Financial Liabilities	4,023	5,872	7,401
Sub-Total Financial Liabilities	7,860	12,482	15,503
Sub-Total Liabilities	8,050	12,690	15,784
TOTAL EQUITY AND LIABILITIES	14,153	19,405	23,716

Historical Consolidated Financial Performance

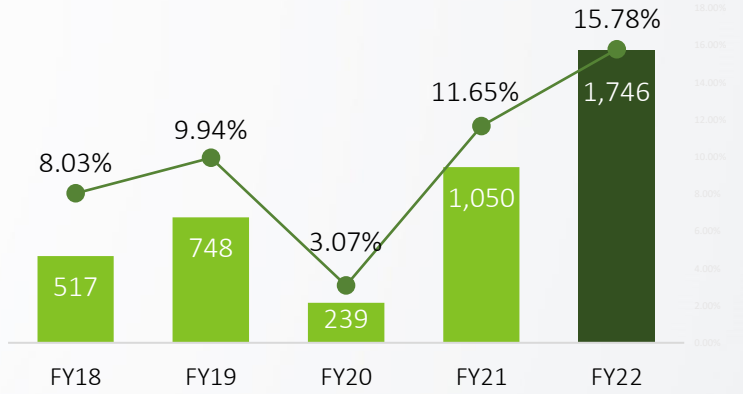
Revenue (INR Mn)



EBITDA (INR MN) & EBITDA Margin (%)



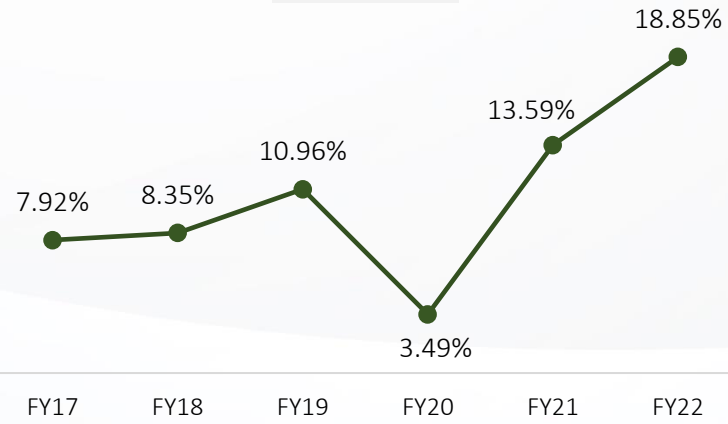
PAT (INR MN) & PAT MARGIN (%)



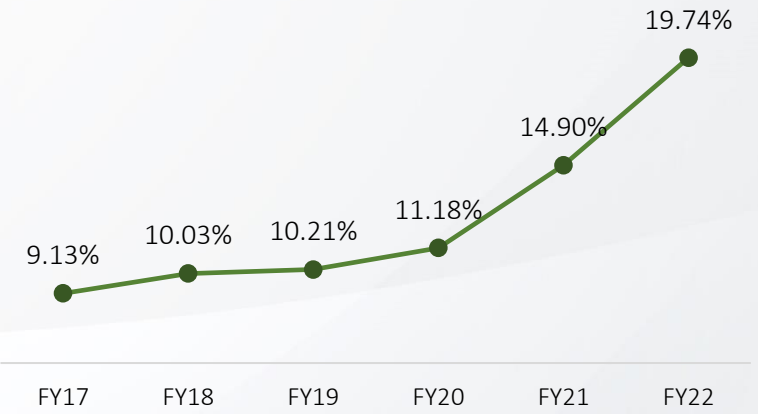
Net Worth (INR Mn)



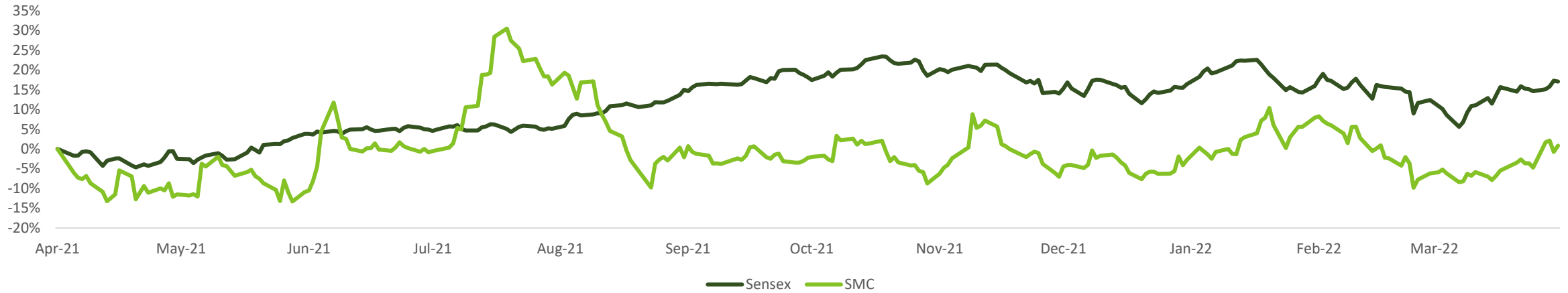
ROE %



ROCE %



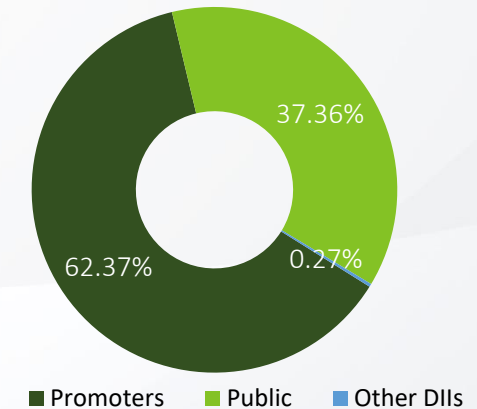
Share Price Data (Upto 31st March, 2022)



Price Data (As on 31st March, 2022)

Face Value	2.0
CMP	78.4
52 Week H/L	109.9/65.0
Market Cap (INR Mn)	8,869.7
No. of Share outstanding (Mn)	113.1
Avg. Trading Volume ('000)	446.7
Avg. Net Turnover (INR Mn)	37.9

Shareholding Pattern (As on 31st March 2022)



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