



Moneywise. Be wise.

# SMC Global Securities Ltd.

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Earnings Presentation  
Q1-FY22



Branches Across India  
**95+**  
Including 1 in Dubai



Cities Covered  
**550+**



Unique Clients  
**1,900,000+**



Employees  
**3,600+**



Sub-brokers /  
Authorised Persons  
**2,550+**



Network of Financial  
Distributors  
**13,500+**



Client Demat A/Cs  
**625,000+**



Clearing & Settlement  
trading members  
**300+**



Cumulative AUM/AUA  
under Mutual  
Funds/PMS  
**INR 31 Bn+**



Running SIPs  
**60,000+**



Insurance Policies sold  
**746,000+**



Insurance  
Premium  
**INR 17,360 Mn+**



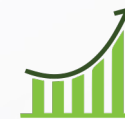
NBFC AUM  
**INR 5,800 Mn +**



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



Consolidated  
Net worth  
**INR 7,727 Mn**



5 Year Revenue CAGR  
**17.98%**



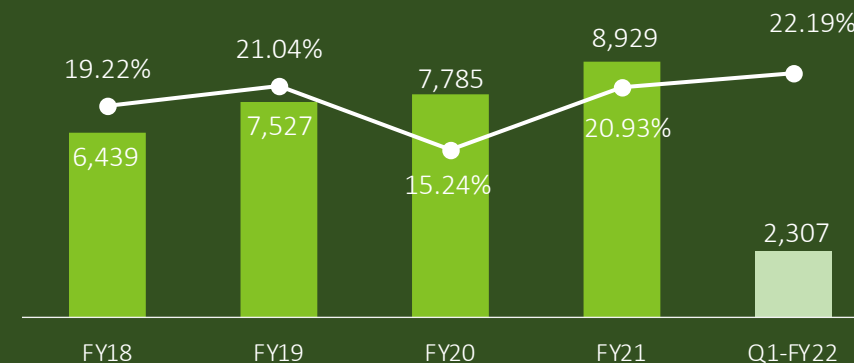
5 Year PAT CAGR  
**23.64%**



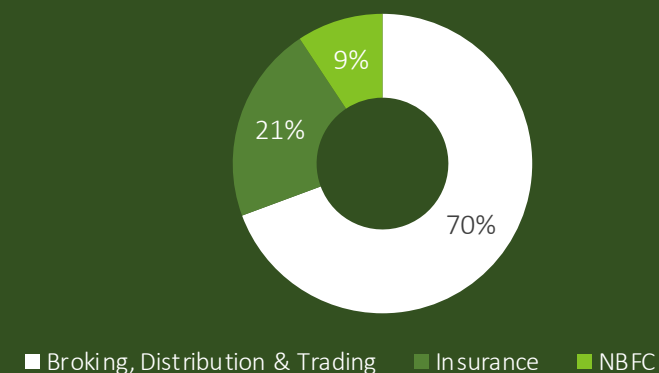
Net D/E  
**0.53x**

- 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. 2,550 Sub Brokers and Authorized Persons the company's footprint spreads over 550 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 (%)



Q1-FY22 Revenue Pie (%)



## SMC Global Securities Ltd.



Insurance Broking



Broking, Distribution & Trading



Financing



Equity, Commodity, Currency  
& Institutional Broking



Discount Broking



Clearing Services



Financial Products Distribution



Proprietary Trading



Fixed Income



Wealth Management



Portfolio Management

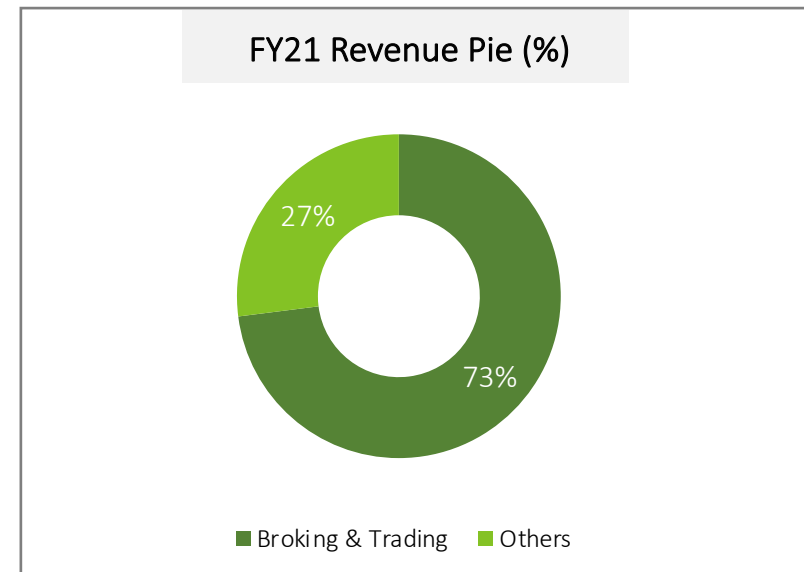
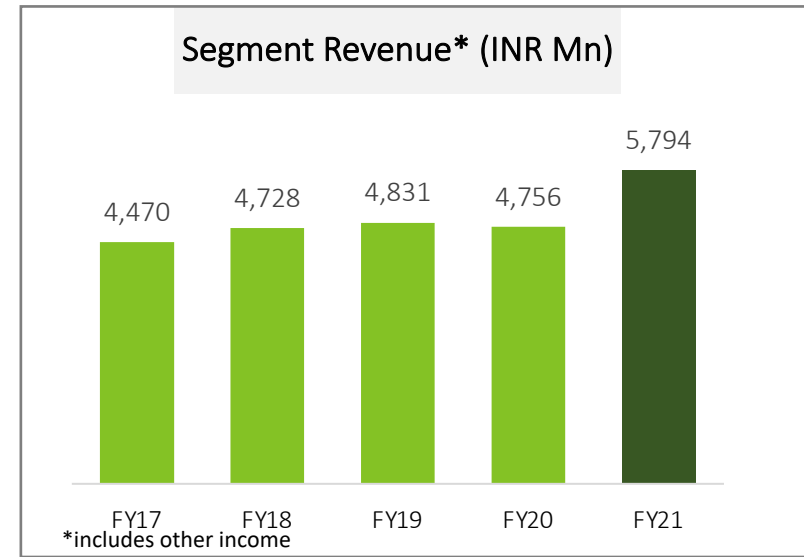


Investment Banking

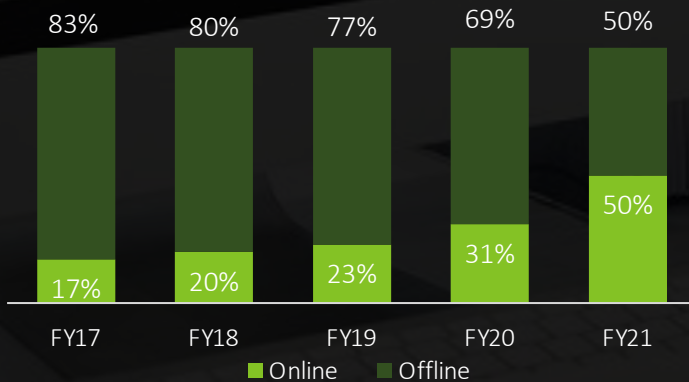


Real Estate / Mortgage  
Advisory

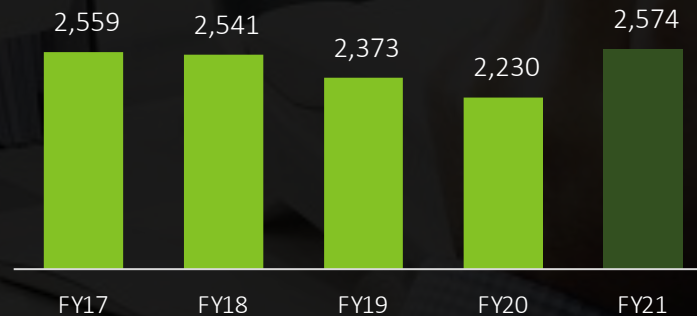
- Broking business comprises of brokerage in dealing in equities, commodities, currency derivatives and other securities on behalf of customers, clearing services across all major stock exchanges and depository services.
- Distribution business encompasses distributing third-party financial products 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, Federal Bank, United Bank of India, Union Bank of India & Indian Overseas Bank as execution partners for broking services.



### Increasing Online Penetration

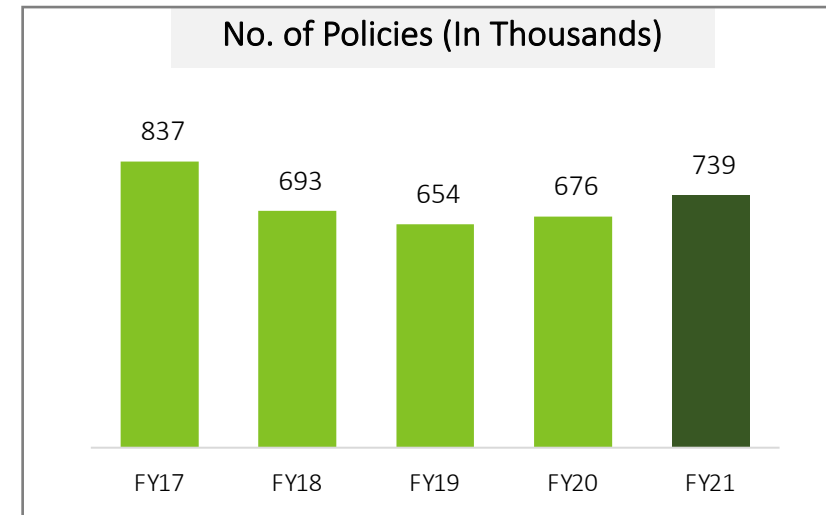
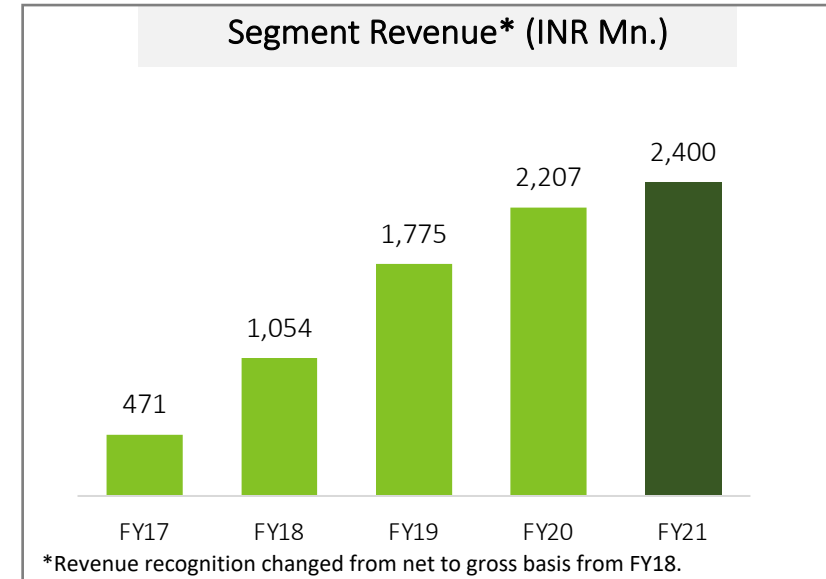


### Authorised Persons / Sub Brokers





- 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 1,000 employees, 11,100 Point of Sales (POSs) and 370+ Motor insurance Service Providers (MISPs) servicing a retail customer base of more than 700K 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.





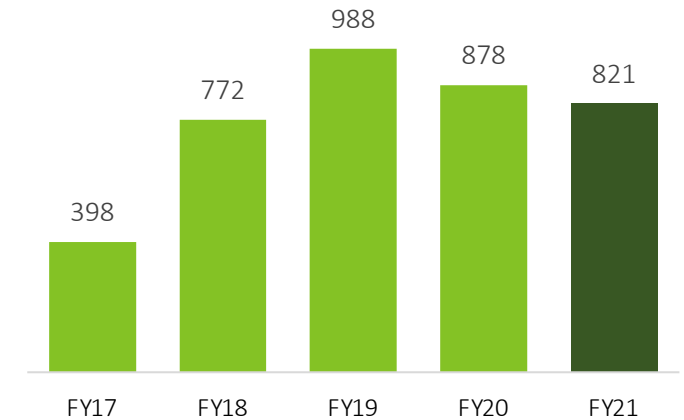
- In the year 2008, SMC started providing financing services through its wholly owned subsidiary, Moneywise Financial Services Pvt. Ltd. (SMC Finance).
- SMC Finance offers a wide bouquet of loan products i.e. SME financing, loan against property, unsecured business loan, personal loan, loan against securities, receivable financing, medical equipment finance and IPO finance, etc. to meet the growing credit requirement.
- The NBFC has a client base of 25,000+ 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, the NBFC is confident of successfully dealing with challenges posed by Covid-19 pandemic.

	LAP	WCTL	Asset Finance	Onward Lending	CMF	Consumer Durables	Total
AUM (INR Mn)	1,338	2,385	435	1,212	152	307	5,829
Tenure (Months)	120	36	60	24	3	6	-
Avg. Ticket Size (INR Mn)	24.30	1.70	12.10	27.50	0.50	0.02	-
Return on Investment	13.9%	18.5%	12.3%	14.0%	18.0%	18.0%	16.0%
No. of Clients	55	1,388	36	44	4,285	19,731	25,539

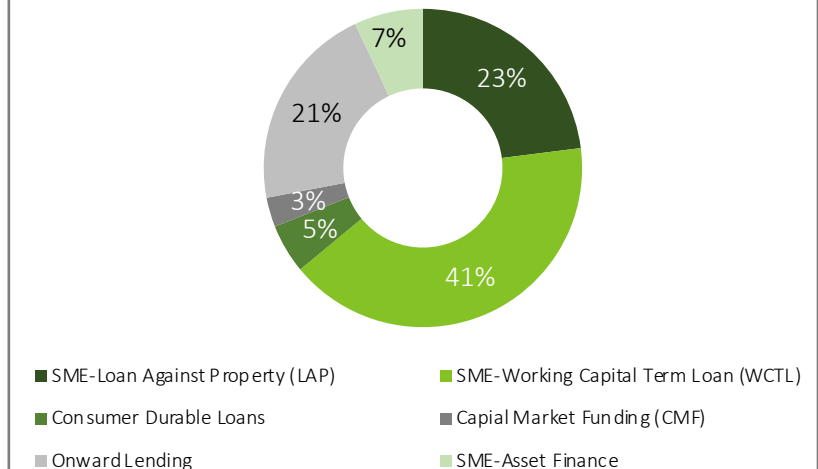
\* All numbers as on year ended FY21

Earnings Presentation

### Segment Revenue (INR Mn)



### FY21 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. 2,550 Authorized persons and Sub-brokers, with a footprints covering over 550 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

# Q1-FY22 Financial Overview

## Consolidated Financial Highlights

Revenue INR 2,307 MN	EBITDA INR 512 MN	EBITDA 22.19%
PAT INR 262 MN	PAT 11.36%	Diluted EPS INR 2.32

## Standalone Financial Highlights

Revenue INR 1,404 MN	EBITDA INR 345 MN	EBITDA 24.57%
PAT INR 206 MN	PAT 14.67%	Diluted EPS INR 1.82

## Broking, Distribution and Trading

- The company entered into new banking tie-up with Dhanlaxmi Bank as an execution partner for broking services
- Strong growth in Revenues on a YoY basis, while marginal decline on a QoQ basis was due to a certain amount of seasonality, which generally lead to higher revenues in Q4
- Decline in EBIT was primarily due to lower proprietary trading gains in Q1-FY22 as compared to Q4-FY21

## Insurance Broking

- Decline in revenues on a QoQ basis was primarily on account to impact of lockdown restrictions imposed on back of the second wave of Covid-19 pandemic and some degree of seasonality effect
- EBIT Loss was due to a onetime exceptional loss of INR 37.3 Mn booked on investments

## Financing

- Strong growth on a YoY basis, while decline on a QoQ basis was due to lesser disbursements during lockdown period in Q1-FY22 resulting in a lower loan book
- Significant improvement in EBIT on a QoQ and YoY basis due to the focused efforts of the company in improving the asset quality of the book resulting in higher recoveries and lower GNPA's
- Two new branches in Jaipur and Ludhiana have been made operational during Q1-FY22

# Q1-FY22 Consolidated Income Statement

Particulars (INR Mn)	Q1-FY22	Q1-FY21	Y-o-Y	Q4-FY21	Q-o-Q
Operational Income	2,307	1,848	24.8%	2,603	(11.4)%
Total Expenses	1,795	1,417	26.7%	2,045	(12.2)%
EBITDA	512	431	18.8%	558	(8.4)%
<i>EBITDA Margins (%)</i>	<b>22.19%</b>	<b>23.30%</b>	<i>(115) bps</i>	<b>21.44%</b>	<i>71 bps</i>
Other Income	18	26	(30.8)%	26	(30.8)%
Depreciation	46	38	21.1%	58	(20.7)%
Interest	124	75	65.3%	136	(8.8)%
Profit (Loss) from Joint Venture	0	0	NA	7	NA
PBT	360	344	4.7%	397	(9.6)%
Tax	98	99	(1.0)%	73	34.2%
Profit After tax	262	245	6.9%	324	(19.4)%
<i>PAT Margins (%)</i>	<b>11.36%</b>	<b>13.26%</b>	<i>(195) bps</i>	<b>12.45%</b>	<i>(109) bps</i>
Other Comprehensive Income	230	32	NA	61	NA
<b>Total Comprehensive Income</b>	<b>492</b>	<b>277</b>	<b>77.6%</b>	<b>385</b>	<b>28%</b>
Basic & Diluted EPS (INR)	2.32	2.17	6.9%	2.86	(19)%

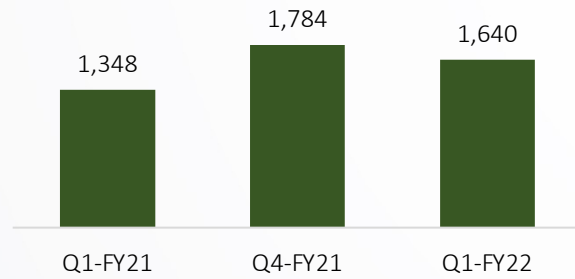
# Q1-FY22 Standalone Income Statement

Particulars (INR Mn)	Q1-FY22	Q1-FY21	Y-o-Y	Q4-FY21	Q-o-Q
Operational Income	1,404	1,060	32.5%	1,491	(5.8)%
Total Expenses	1,059	825	28.4%	1,050	0.9%
EBITDA	345	235	46.8%	441	(21.8)%
<i>EBITDA Margins (%)</i>	<i>24.57%</i>	<i>22.17%</i>	<i>240 bps</i>	<i>29.58%</i>	<i>(501) bps</i>
Other Income	37	44	(15.9)%	95	(61.1)%
Depreciation	33	23	43.5%	41	(19.5)%
Interest	76	52	46.2%	90	(15.6)%
PBT	273	204	33.8%	405	(32.6)%
Tax	67	80	(16.3)%	67	NA
Profit After tax	206	124	66.1%	338	(39.1)%
<i>PAT Margins (%)</i>	<i>14.67%</i>	<i>11.70%</i>	<i>297 bps</i>	<i>22.67%</i>	<i>(800) bps</i>
Other Comprehensive Income	191	9	NA	38	NA
Total Comprehensive Income	397	133	NA	376	5.9%
Basic & Diluted EPS (INR)	1.82	1.10	65.5%	2.99	(39.1)%

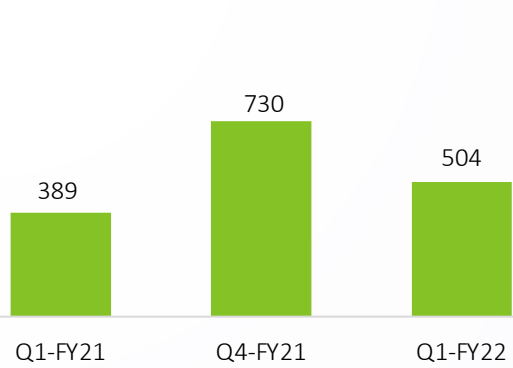
# Consolidated Segmental Performance

## BROKING, DISTRIBUTION & TRADING (INR MN)

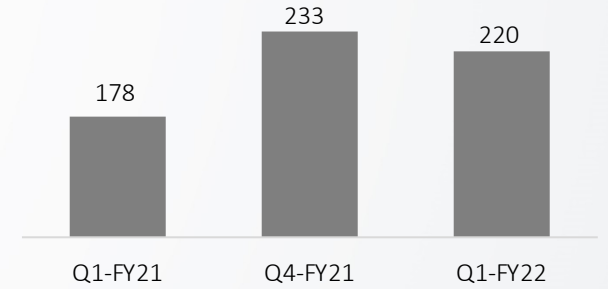
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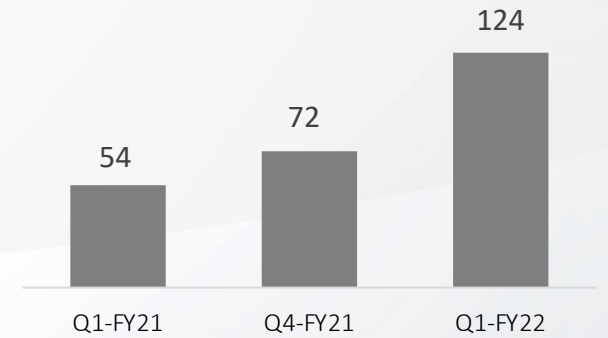
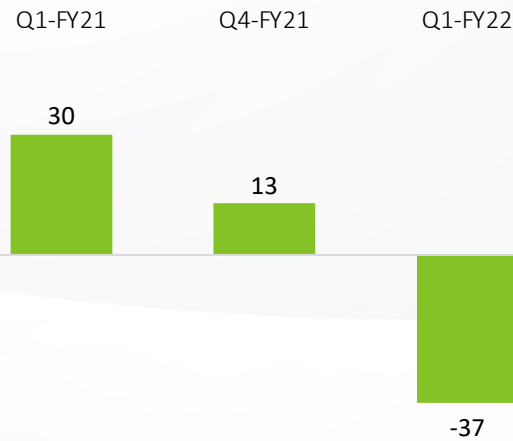
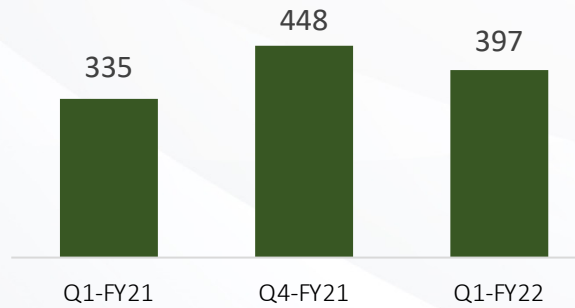
## INSURANCE BROKING (INR MN)

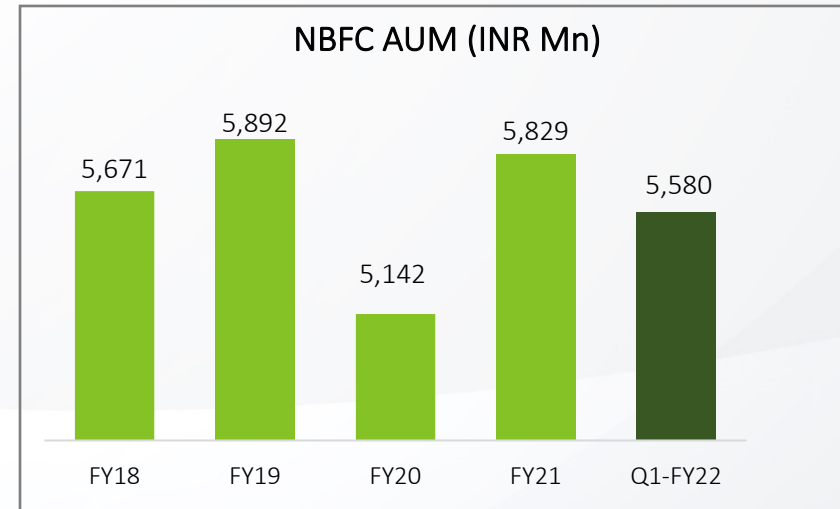
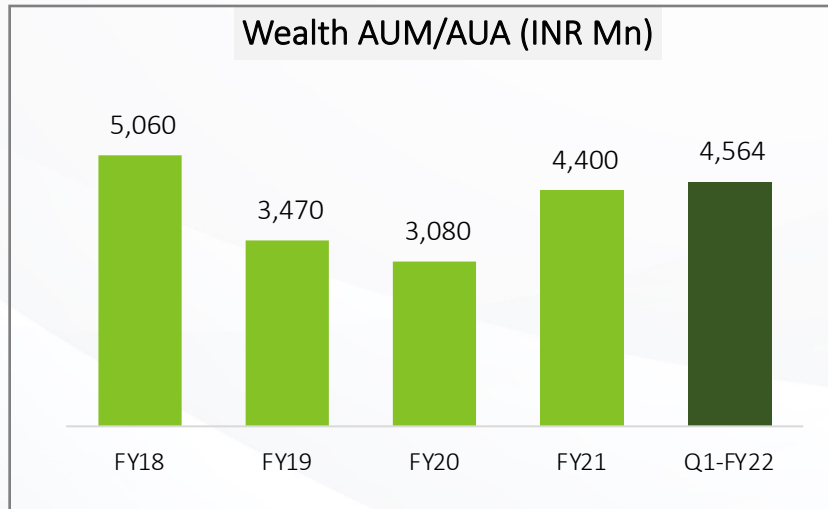
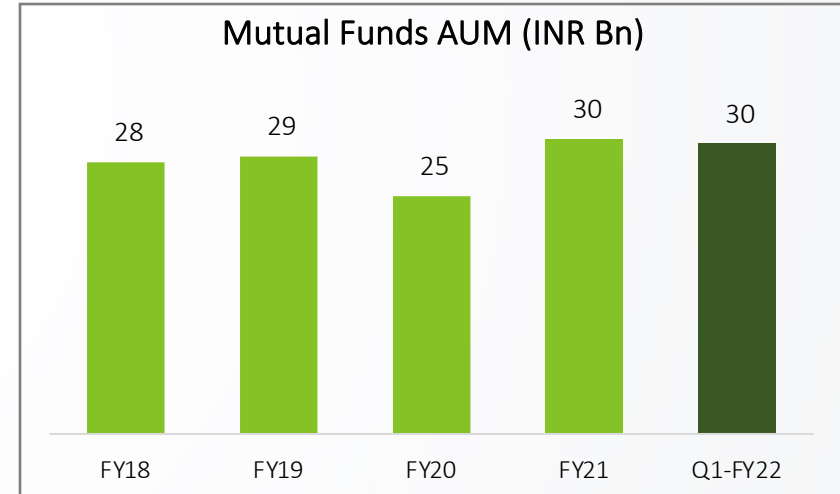
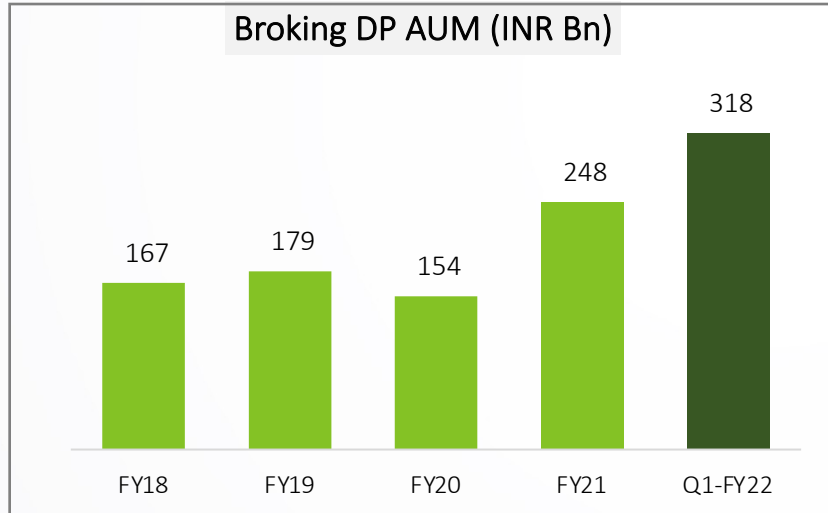


## FINANCING (INR MN)

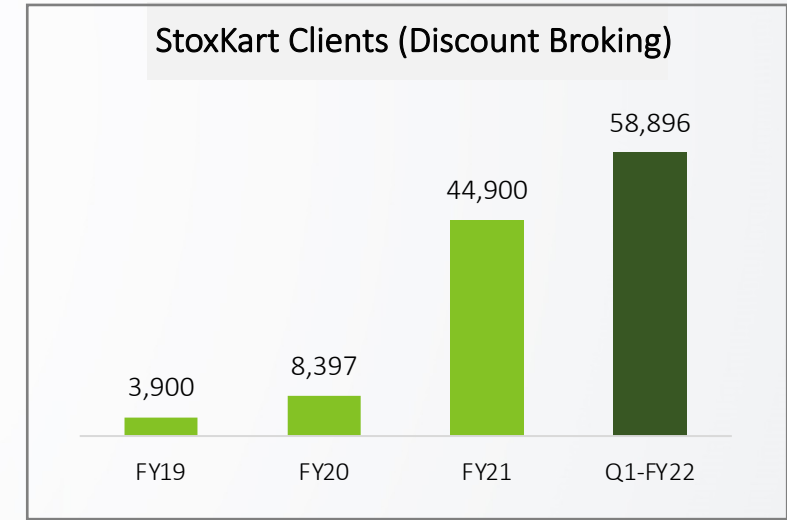
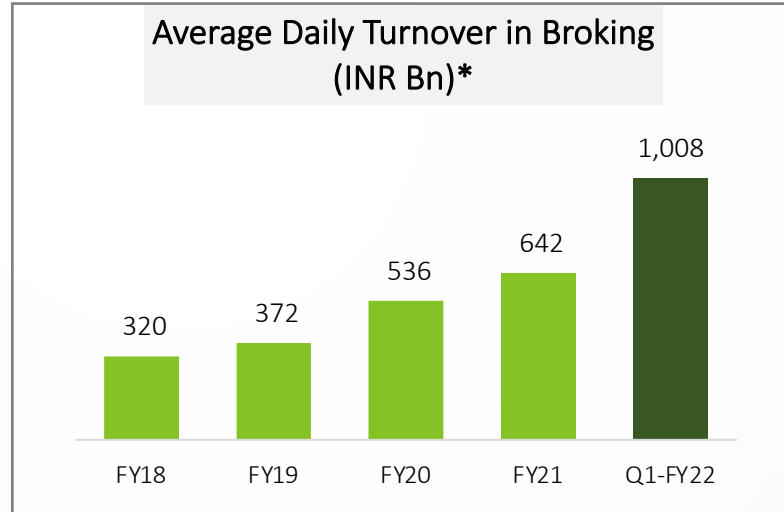
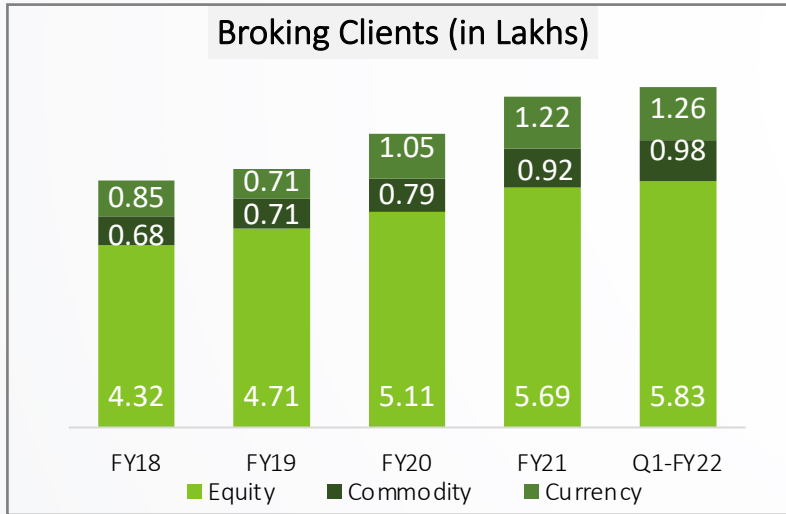


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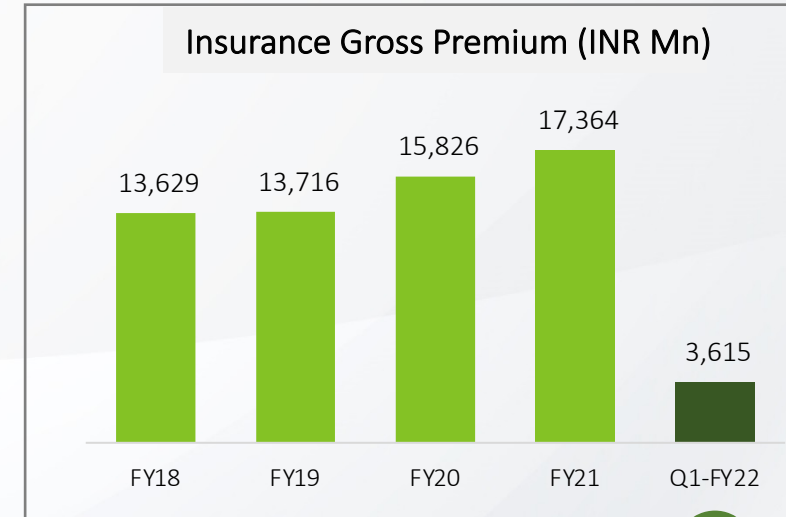
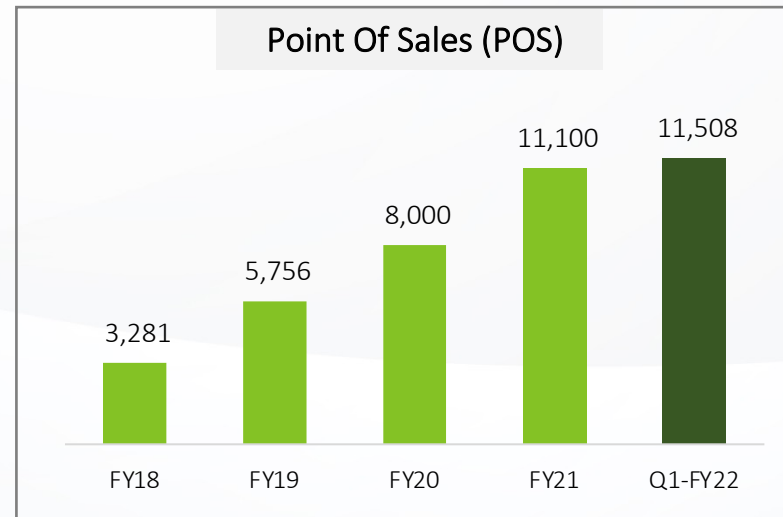
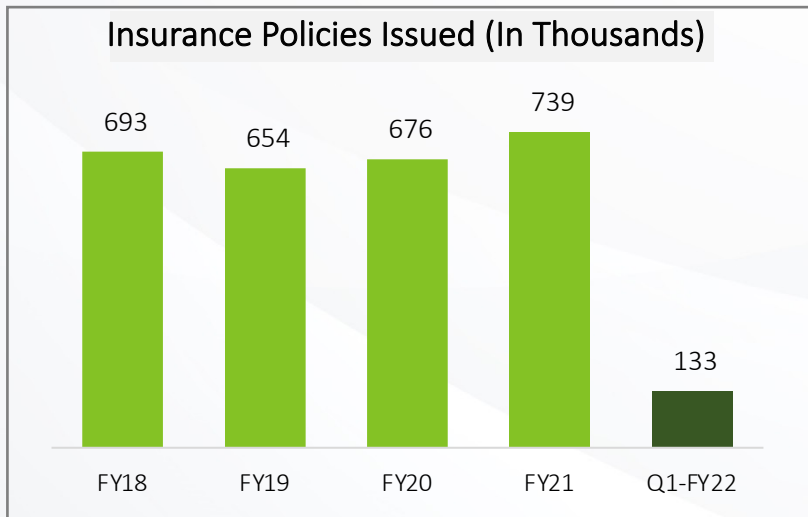




## Broking



## Insurance



# Q1-FY22 NBFC Business in numbers



Satisfied Customers  
~26,000+



Channel Partners  
240+



Employees  
144



Number of Lenders  
10+



Branches  
7



Net Worth  
INR 3,477 Mn



Loan AUM  
INR 5,580 Mn



Cumulative Loans  
Disbursed  
INR 10 Bn+



NNPA %  
3.2%



ROTA %  
4.1%



Revenue  
INR 230 Mn



Total Borrowings/Leverage Ratio  
INR 2,173 Mn / 0.6x



Secured Loans %  
55%



OPEX-AUM  
4.3%

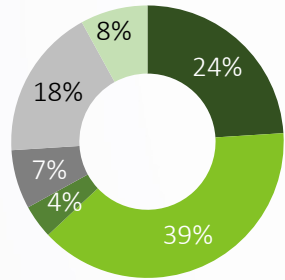


Cost of Borrowing % / NIM %  
9.26% / 11.6%



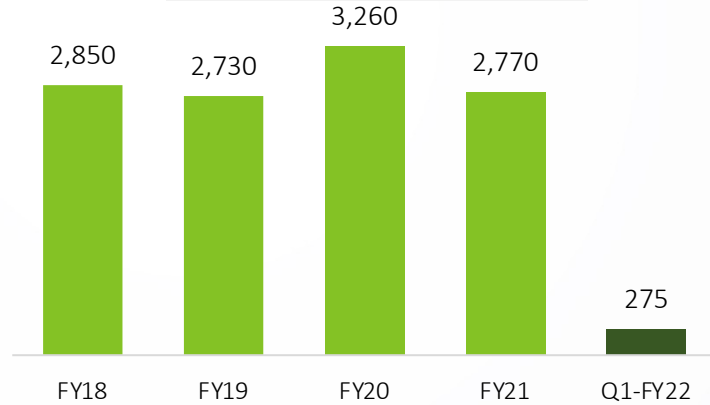
Credit Cost-ANR / PCR  
2.2% / 36%

### Lending Portfolio

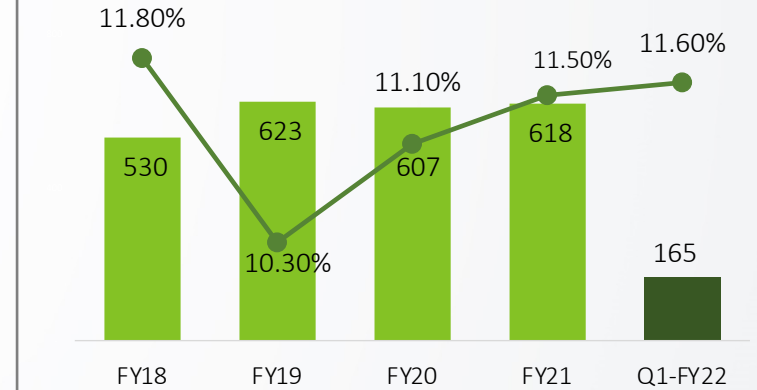


- SME-Loan Against Property (LAP)
- Consumer Durable Loans
- Onward Lending
- SME-Working Capital Term Loan (WCTL)
- Capial Market Funding (CMF)
- SME-Asset Finance

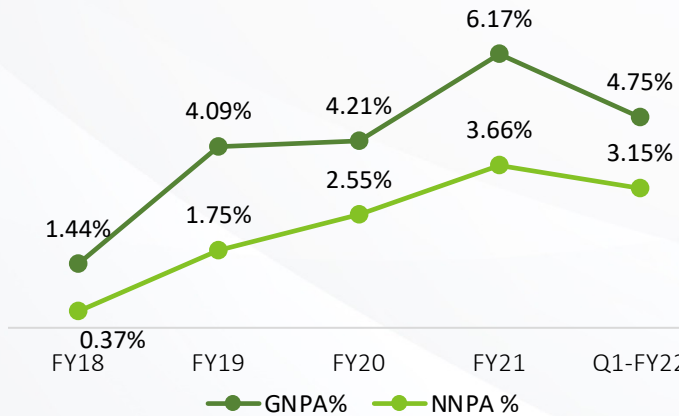
### Disbursements (INR Mn)



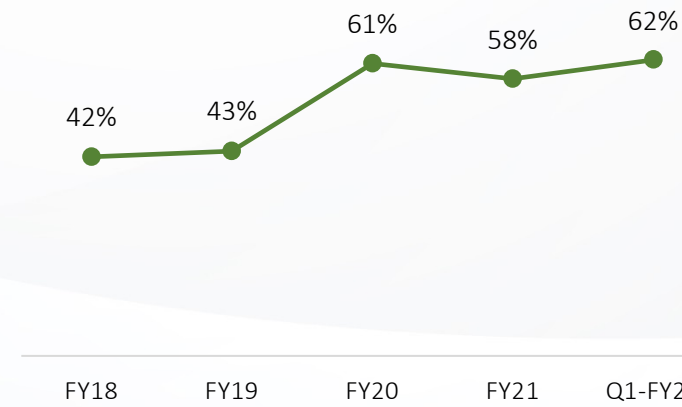
### NII (INR Mn) & NIM (%)



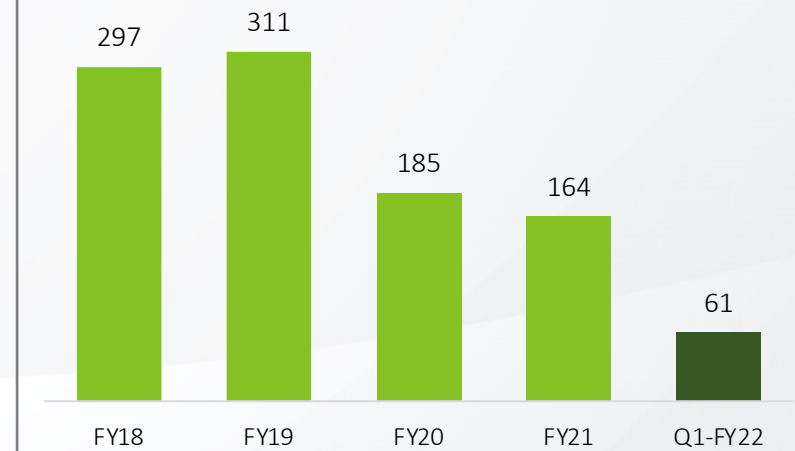
### GNPA % & NNPA %



### CRAR %



### PAT (INR Mn)



# Historical Consolidated Income Statement

Particulars (INR Mn)	FY19	FY20	FY21	Q1-FY22
Operational Income	7,528	7,785	8,929	2,307
Total Expenses	5,944	6,599	7,060	1,795
EBITDA	1,584	1,186	1,869	512
<i>EBITDA Margins (%)</i>	<i>21.04%</i>	<i>15.23%</i>	<i>20.93%</i>	<i>22.19%</i>
Other Income	67	56	86	18
Depreciation	113	192	180	46
Interest	629	599	423	124
Profit (Loss) from Joint Venture	-	-	7	0
<b>PBT</b>	<b>909</b>	<b>451</b>	<b>1,359</b>	<b>360</b>
Tax	161	212	358	98
<b>Profit After tax</b>	<b>748</b>	<b>239</b>	<b>1,001</b>	<b>262</b>
<i>PAT Margins (%)</i>	<i>9.94%</i>	<i>3.07%</i>	<i>11.21%</i>	<i>11.36%</i>
Other Comprehensive Income	21	(63)	76	230
<b>Total Comprehensive Income</b>	<b>769</b>	<b>176</b>	<b>1,077</b>	<b>492</b>
Basic & Diluted EPS (INR)	6.61	2.11	8.85	2.32

# Historical Consolidated Balance Sheet

Particulars (INR Mn)	FY20	FY21
<b>ASSETS</b>		
<b>Non-Financial Assets</b>		
Inventories	-	132
Current tax assets (net)	305	224
Deferred tax assets (net)	399	317
Assets held for sale	24	24
Property, plant and equipment	290	268
Capital work - in - progress	5	-
Right to use - Lease	389	350
Other intangible assets	16	17
Intangible work-in-progress	8	1
Other non-financial assets	178	242
<b>Sub-Total Non-Financial Assets</b>	<b>1,614</b>	<b>1,575</b>
<b>Financial Assets</b>		
Cash and cash equivalents (incl. Other Bank balance)	6,548	10,920
Receivables	2,783	2,938
Loans	4,995	5,721
Investments	857	1,171
Other financial assets	1,970	1,549
<b>Sub-Total Financial Assets</b>	<b>17,153</b>	<b>22,299</b>
<b>TOTAL ASSETS</b>	<b>18,767</b>	<b>23,874</b>

Particulars (INR Mn)	FY20	FY21
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Share Capital	226	226
Other Equity	6,588	7,501
Non-controlling interest	17	16
<b>Total Equity</b>	<b>6,831</b>	<b>7,743</b>
<b>Non-Financial Liabilities</b>		
Current tax liabilities (net)	5	15
Provisions	266	234
Other non-financial liabilities	116	170
<b>Sub-Total Non-Financial Liabilities</b>	<b>387</b>	<b>419</b>
<b>Current Liabilities</b>		
Trade Payables	4,350	4,291
Lease Liabilities	360	338
Debt Securities	46	783
Borrowings	1,801	3,801
Other Financial Liabilities	4,992	6,499
<b>Sub-Total Financial Liabilities</b>	<b>11,549</b>	<b>15,712</b>
<b>Sub-Total Liabilities</b>	<b>11,936</b>	<b>16,131</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>18,767</b>	<b>23,874</b>

# Historical Standalone Income Statement

Particulars (INR Mn)	FY19	FY20	FY21	Q1-FY22
Operational Income	4,248	4,219	4,930	1,404
Total Expenses	3,627	3,588	3,759	1,059
<b>EBITDA</b>	<b>621</b>	<b>631</b>	<b>1,171</b>	<b>345</b>
<i>EBITDA Margins (%)</i>	<i>14.62%</i>	<i>14.96%</i>	<i>23.75%</i>	<i>24.57%</i>
Other Income	185	310	215	37
Depreciation	91	139	118	33
Interest	382	427	280	76
<b>PBT</b>	<b>333</b>	<b>375</b>	<b>988</b>	<b>273</b>
Tax	3	78	287	67
<b>Profit After tax</b>	<b>330</b>	<b>297</b>	<b>701</b>	<b>206</b>
<i>PAT Margins (%)</i>	<i>7.77%</i>	<i>7.04%</i>	<i>14.22%</i>	<i>14.67%</i>
Other Comprehensive Income	8	(61)	74	191
<b>Total Comprehensive Income</b>	<b>338</b>	<b>236</b>	<b>775</b>	<b>397</b>
Basic & Diluted EPS (INR)	2.92	2.63	6.20	1.82

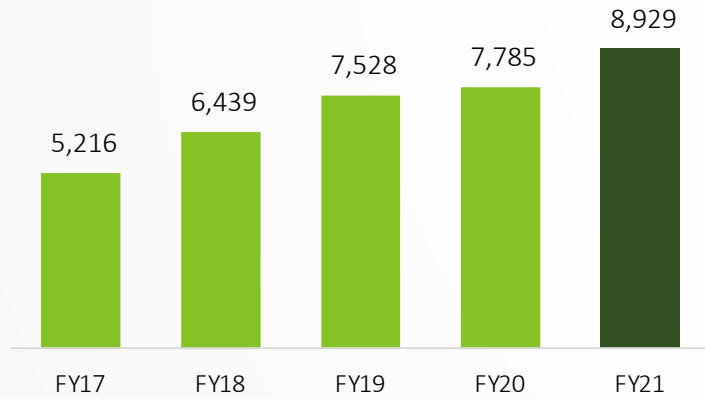
# Historical Standalone Balance Sheet

Particulars (INR Mn)	FY20	FY21
<b>ASSETS</b>		
<b>Non-Financial Assets</b>		
Inventories	-	132
Current tax assets (net)	161	163
Deferred tax assets (net)	184	80
Property, plant and equipment	232	210
Right to use - Lease	243	264
Other intangible assets	9	8
Intangible work-in-progress	4	-
Other non-financial assets	109	137
<b>Sub-Total Non-financial Assets</b>	<b>942</b>	<b>994</b>
<b>Financial Assets</b>		
Cash and cash equivalent (incl. Other Bank balance)	5,622	10,361
Receivables	1,753	2,250
Loans	126	128
Investments	4,400	4,841
Other financial assets	1,310	831
<b>Sub-Total Financial Assets</b>	<b>13,211</b>	<b>18,411</b>
<b>TOTAL ASSETS</b>	<b>14,153</b>	<b>19,405</b>

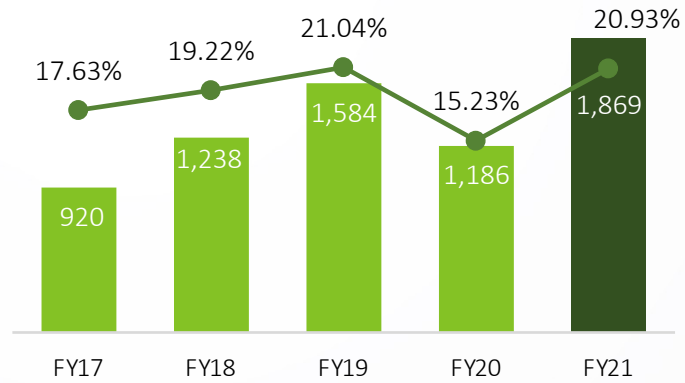
Particulars (INR Mn)	FY20	FY21
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
Share Capital	226	226
Other Equity	5,877	6,488
<b>Total Equity</b>	<b>6,103</b>	<b>6,714</b>
<b>Non-Financial Liabilities</b>		
Provisions	135	128
Other non-financial liabilities	55	84
<b>Sub-Total Non-Financial Liabilities</b>	<b>190</b>	<b>212</b>
<b>Financial Liabilities</b>		
Trade Payables	2,974	3,779
Lease Liabilities	211	247
Debt Securities	37	-
Borrowings	615	2,381
Other Financial Liabilities	4,023	6,072
<b>Sub-Total Financial Liabilities</b>	<b>7,860</b>	<b>12,479</b>
<b>Sub-Total Liabilities</b>	<b>8,050</b>	<b>12,691</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>14,153</b>	<b>19,405</b>

# Historical Consolidated Financial Performance

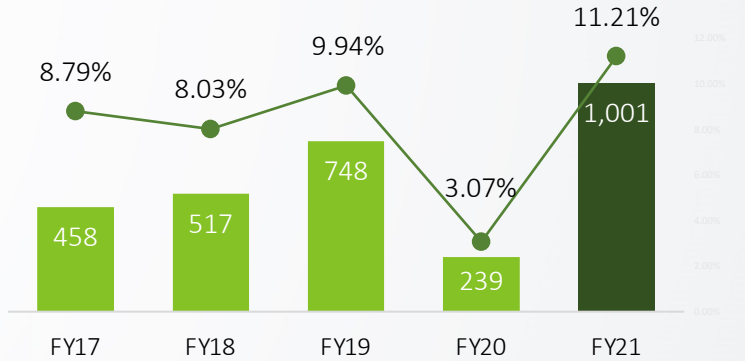
### Revenue (INR Mn)



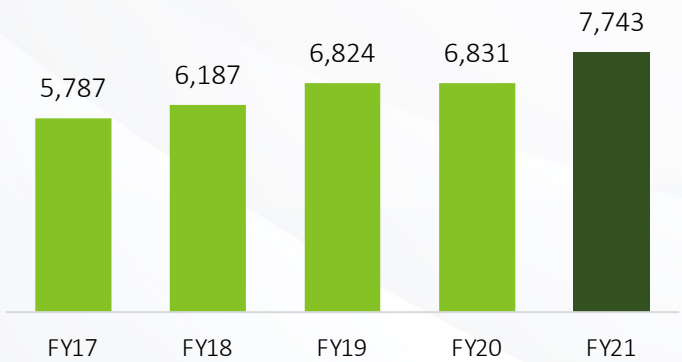
### EBITDA (INR MN) & EBITDA Margin (%)



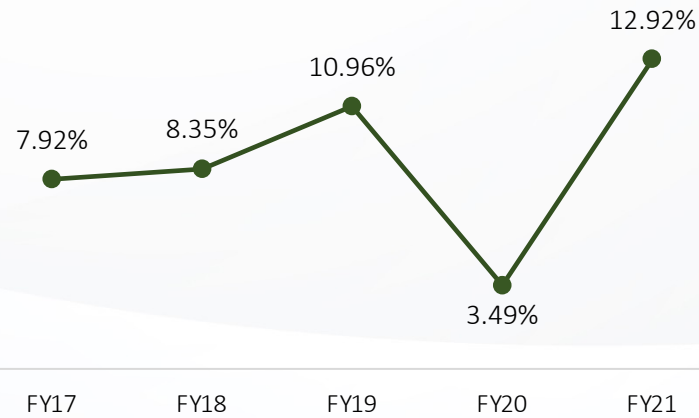
### PAT (INR MN) & PAT MARGIN (%)



### Net Worth (INR Mn)

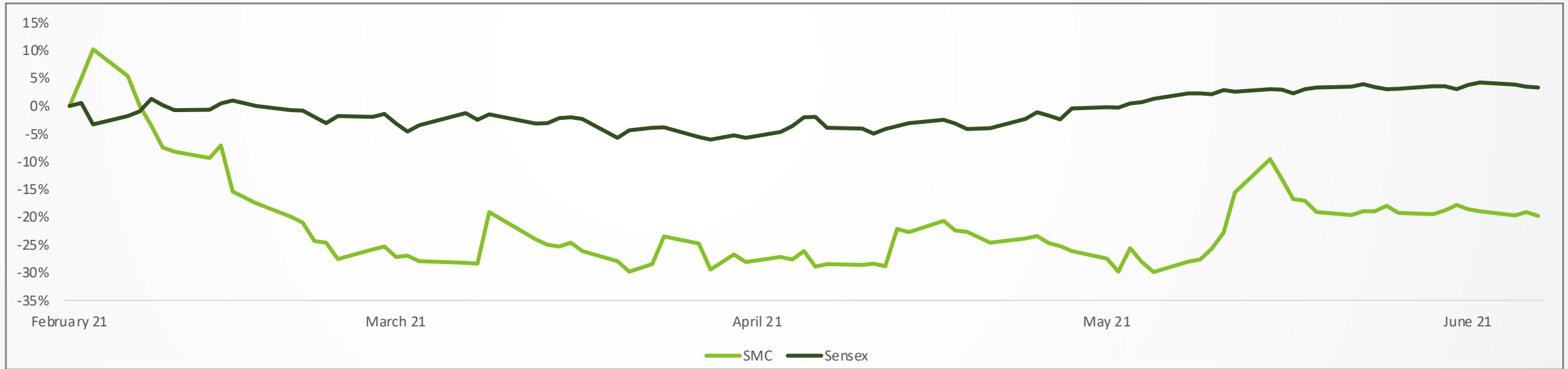


### ROE %



### ROCE %

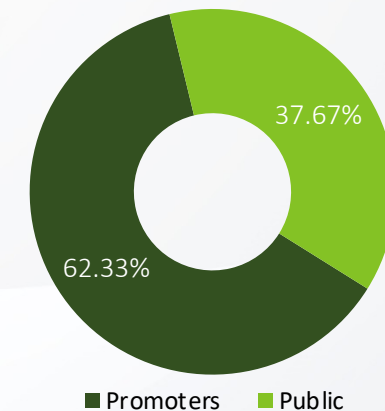




## Price Data as on 30<sup>th</sup> June, 2021

Face Value	2.0
CMP	77.10
52 Week H/L	109.85/65.00
Market Cap (INR Mn)	8,722.32
No. of Share outstanding (Mn)	113.13
Avg. Trading Volume ('000)	370.44
Avg. Net Turnover (INR Mn)	30.56

## Shareholding Pattern (as on 30<sup>th</sup> June 2021)



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