

Quarter ended December 31, 2018
Results update

Emkay®

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Emkay Global Financial Services Ltd.

Safe Harbor



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

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

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

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1 Group Performance Highlights

2 Business Performance

3 Group Overview and Shareholding Pattern

Consolidated Performance: Key Highlights

	Revenues (Rs. in Lac)	PBT (Rs. in Lac)	PAT (Rs. in Lac)	EPS (Rs.)	BVPS (Rs.)
Q3 FY19	3,547	216	156	0.63	69
	▼ 18%	▼ 82%	▼ 84%	▼ 84%	▲ 7%
Q3 FY18	4,350	1,214	952	3.89	64
9M FY19	11,524	1,606	1,288	5.24	69
	▼ 0.39%	▼ 47%	▼ 46%	▼ 46%	▲ 7%
9M FY18	11,569	3,033	2,393	9.77	64

Consolidated Profit & Loss Statement



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(Rs. in Lac)

Particulars	Consolidated Q3 FY 2018-19	Consolidated Q2 FY 2018-19	Consolidated Q3 FY 2017-18	Consolidated 9M FY 2018-19	Consolidated 9M FY 2017-18	Consolidated 12M FY 2017-18
Revenue						
Income From Operations	3,532	3,827	4,332	11,413	11,500	15,540
Other Income	14	76	18	112	69	117
Total Revenue	3,546	3,903	4,350	11,525	11,569	15,657
Expenses						
Employees Benefit Expense	1,702	1,648	1,612	5,019	4,384	6,299
Finance Costs	179	157	120	483	295	430
Depreciation & Amortization Expense	122	113	126	335	348	468
Other Expenses	1,327	1,429	1,279	4,082	3,509	4,807
Total Expenses	3,330	3,347	3,137	9,919	8,536	12,004
Profit Before Tax	216	556	1,213	1,606	3,033	3,653
Tax Expense	53	122	260	341	638	788
Profit After Tax	163	434	953	1,265	2,395	2,865
Share of Profit/(Loss) of Associate	(7)	-	(1)	23	(2)	(4)
Profit After Tax & Share of Profit/(Loss) of Associate	156	434	952	1,288	2,393	2,861

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1 Group Performance Highlights

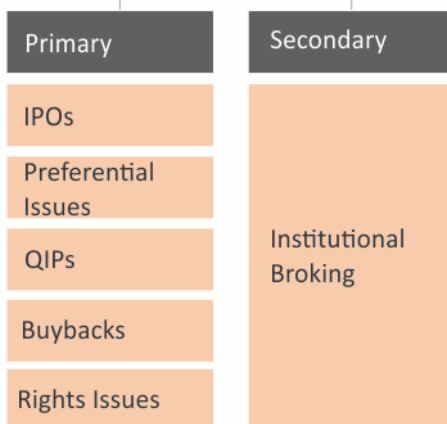
2 Business Performance

3 Group Overview and Shareholding Pattern

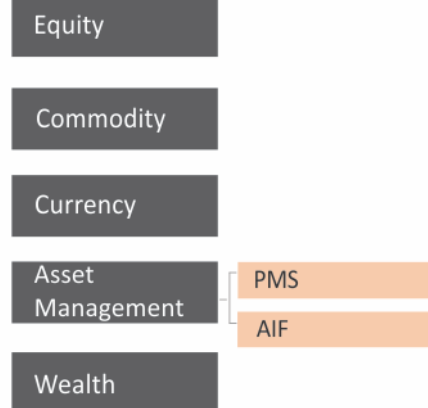
Spectrum of Businesses

Our Businesses

Institutional Segment



Non-Institutional Segment



Credit



Revenue in Q3 FY19	₹ 1,875 lac
Revenue in Q3 FY18	₹ 1,858 lac
% Revenue increase	0.89%
Revenue in 9M FY19	₹ 5,560 lac
Revenue in 9M FY18	₹ 4,964 lac
% Revenue increase	12.02%

Revenue in Q3 FY19	₹ 1,148 lac
Revenue in Q3 FY18	₹ 1,383 lac
% Revenue increase	(16.94%)
Revenue in 9M FY19	₹ 3,760 lac
Revenue in 9M FY18	₹ 3,680 lac
% Revenue increase	2.19%

Revenue in Q3 FY19	₹ 178 lac
Revenue in Q3 FY18	₹ 100 lac
% Revenue increase	78.72%
Revenue in 9M FY19	₹ 480 lac
Revenue in 9M FY18	₹ 251 lac
% Revenue increase	91.15%

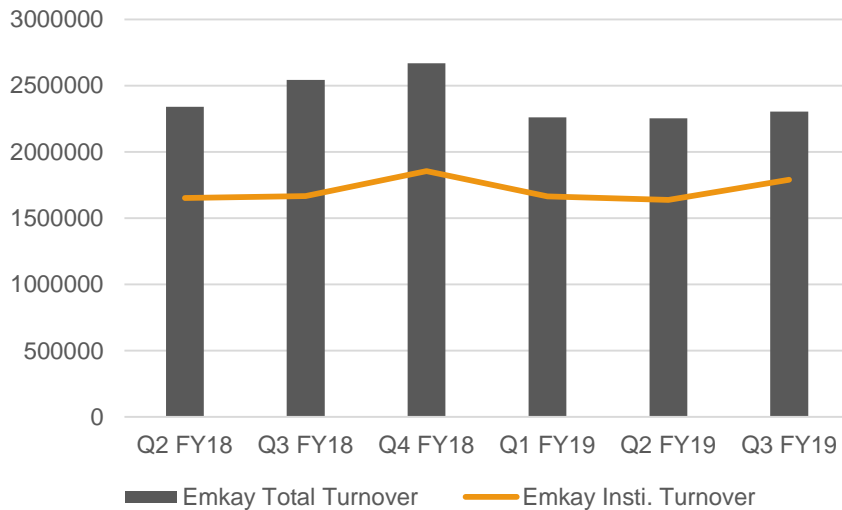
Institutional Broking



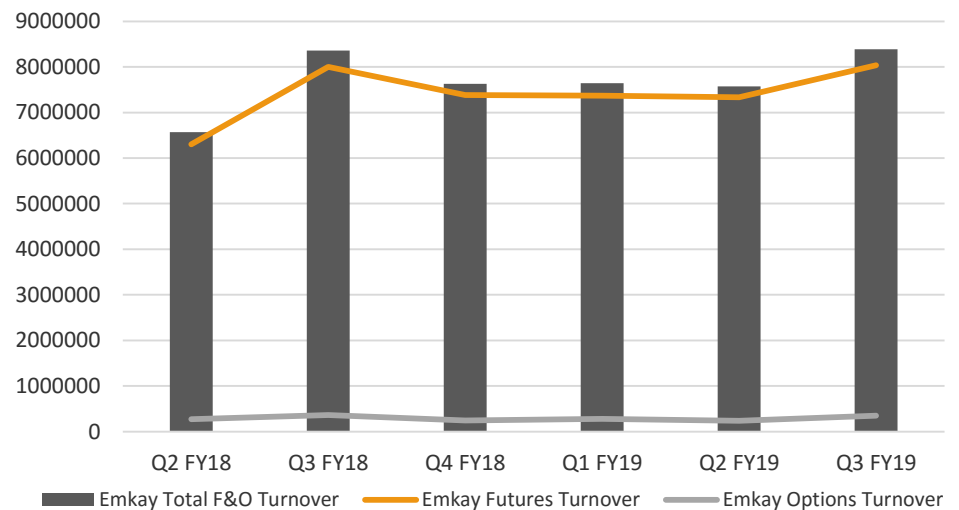
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Total no. of Empanelments	284		
Market Share (Q3 FY19)	Domestic MF: 2.54%	FILs: 0.92%	
Market Share amongst FILs (Q3 FY19)	Index Futures: 5.28%	Index Options: 0.61%	Stock Futures: 1.40%

Emkay Institutional Turnover – Cash (Rs. In Lac)



Emkay Institutional Turnover – F&O (Rs. In Lac)



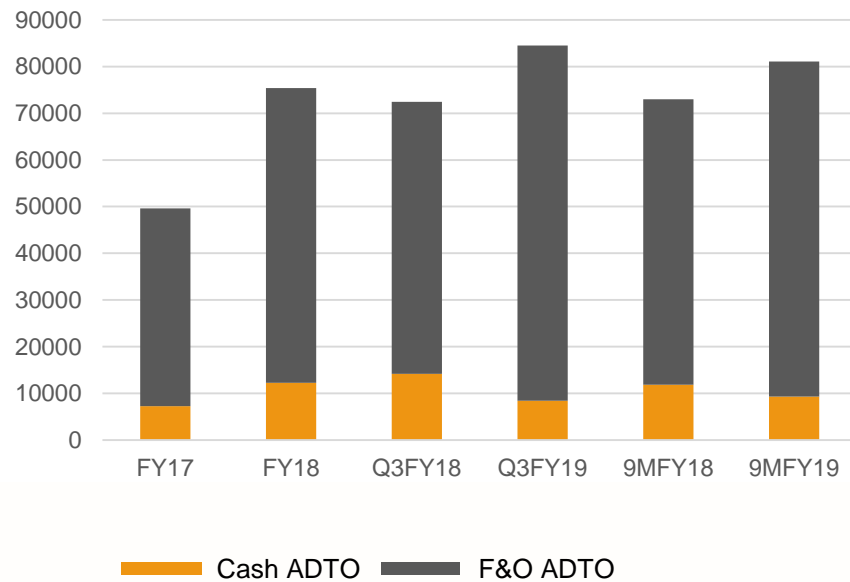
Equity



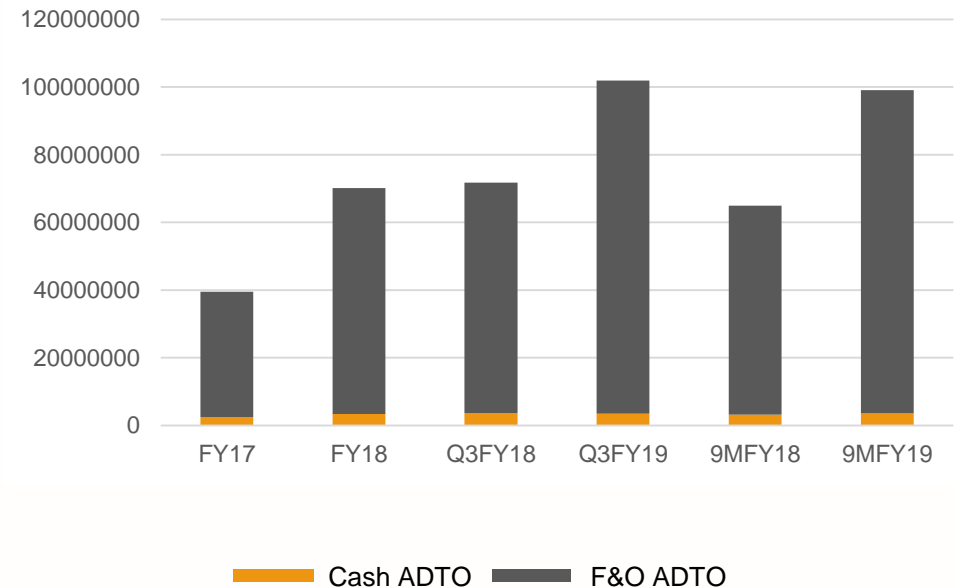
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- Total Clients as on 31st December, 2018: 1,40,692
- Total Branches: 20
- Total Franchisees: 162

Emkay Broking ADTO (Rs. In Lac)



Market ADTO (Rs. In Lac)



- Memberships:
 - » Multi Commodity Exchange (MCX)
 - » National Commodity & Derivatives Exchange (NCDEX)
 - » National Stock Exchange (NSE)
 - » Metropolitan Stock Exchange of India Limited (MSEI)
 - » Bombay Stock Exchange (BSE)

- Client Services:
 - » Software: Omnesys Nest by Thomson Reuters, NSE NOW
 - » Call & trade through recorded lines/Online Terminal/Mobile App
 - » Real time Research Advisory through Whatsapp Messages & Phone
 - » Online client back office access, Electronic contract notes, SMS Facility
 - » Dedicated RM as a single point of contact for all products and operational queries
 - » Execution algorithms in place to enable taking advantage of smallest movement in market
 - » Best practices in terms of due diligence and compliance process

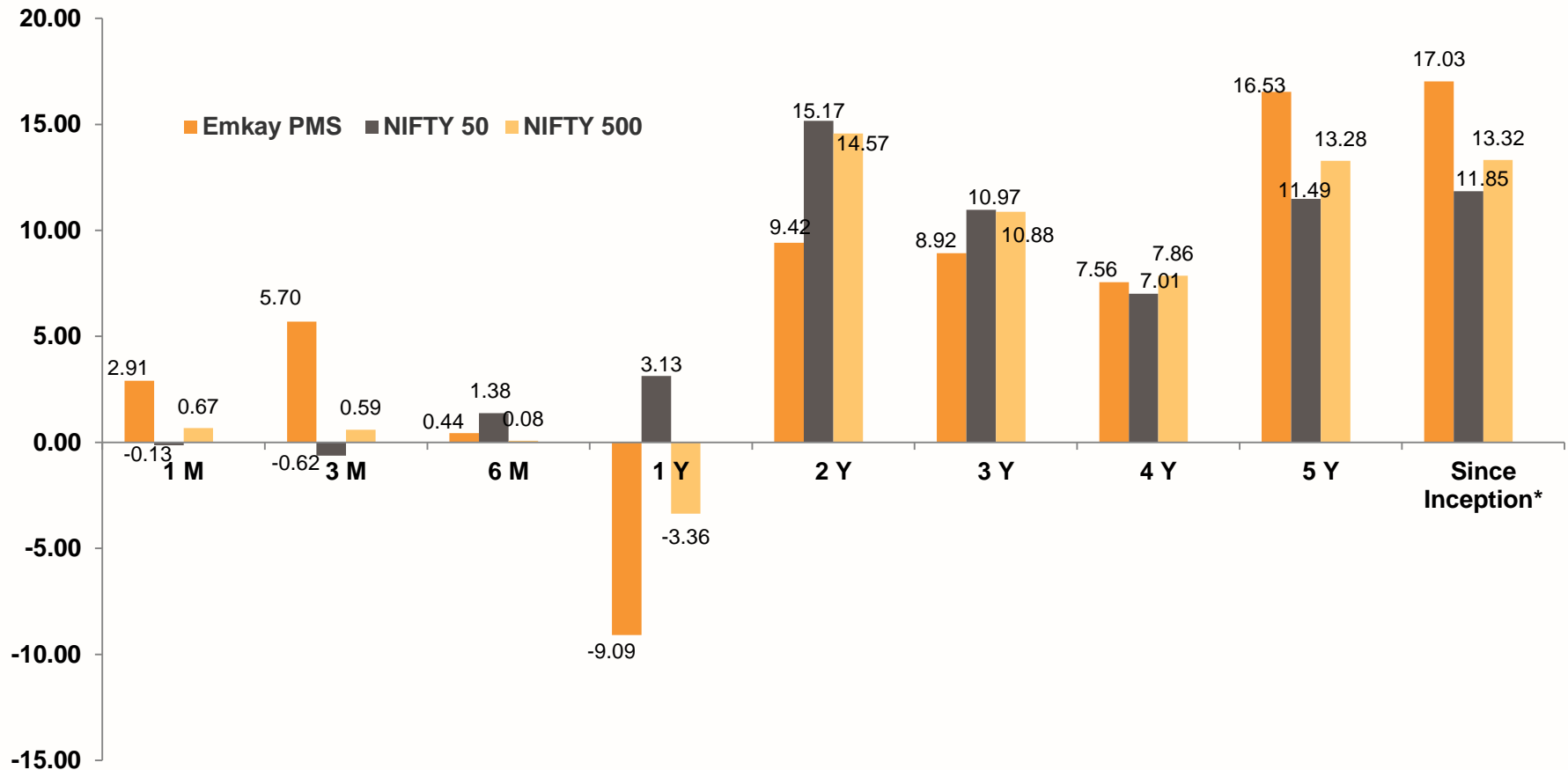
- Research Reports:
 - » Daily – Daily Technical Report
 - » Monthly – Fundamental Review
 - » Periodic – Special Report

Asset Management | PMS



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PERFORMANCE OF EMKAY CAPITAL BUILDER PORTFOLIO (AS ON 31st December, 2018)



CAGR – Compounded Annualized Growth Rate. Performance \leq 1 Year Absolute Returns and $>$ 1 Year CAGR. Past performance may or may not sustain in the future. (Source: Accord Fintech Ltd.)

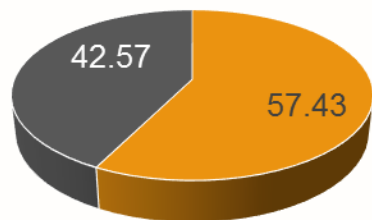
(Emkay PMS Returns (%) are Post Expenses of a Model Client in Capital Builder Scheme)

Asset Management | AIF

AUM: Rs. 31,524 Lac

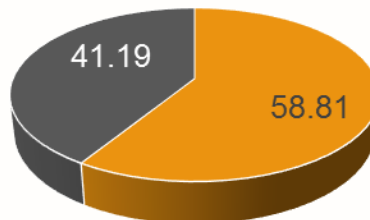
Asset Allocation (Based on 70% drawdown)

Series I



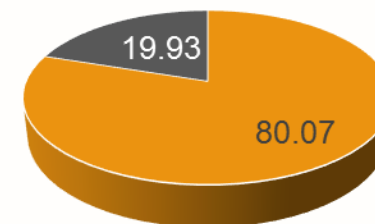
Asset Allocation (Based on 70% drawdown)

Series II



Asset Allocation (Based on 35% drawdown)

Series III



■ Equity Exposure
 ■ Cash & Cash Equivalent Exposure

Source: EIML

Performance Analysis (As on 31st December, 2018)

Scheme Name	1 Month	3 Months	6 Months	Since Inception
Emkay Emerging Stars Fund - Series I	0.94	-1.48	-3.16	-9.54*
Emkay Emerging Stars Fund - Series II	0.92	-1.62	-3.11	-10.14**
Emkay Emerging Stars Fund - Series III	0.93	NA	NA	0.49***
S&P BSE Mid-Cap	2.65	4.57	-0.08	-3.28
S&P BSE Small-Cap	1.93	1.91	-8.27	-13.46

* 11th January, 2018 **28th March, 2018 ***15th October, 2018

- **16,270+** clients under MF Advisory & Distribution (as on 31st December, 2018)
- Managing INR **49,228+ Lac** under MF Advisory & Distribution (as on 31st December, 2018)
- Mutual Fund recommendations backed by strong research team.
- Understanding financial needs of clients by considering factors like risk appetite, investment time horizon, age, tax implications, etc before advising on mutual funds.
- Facility to purchase Mutual units in physical, demat and online mode.
- Regular and stringent monitoring of portfolios.
- Monthly update on Mutual Fund holdings and portfolio reviews.
- Going forward facility to view portfolio online on website.

Lending Book Profile



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	Gross Loan Book	Yield	COF	NIM
Q3 FY19	₹ 5,888 lac	10%	11%	5%
Q3 FY18	₹ 5,008 lac	12%	10%	6%

* Gross loan book size is deployed in Capital Market

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The Journey



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1995

Year of incorporation

2006

Incorporated and launched RBI approved NBFC; Commenced Commodity Broking

2012

Commenced Currency Broking

2017

Tie-up with DBS Vickers Securities for co-branding & distribution of Emkay Research

1996

Commenced equity broking on BSE

2007

Launched IRDA approved insurance broking subsidiary

2014

First PIPE deal of Somany Ceramics

2017

EMKAY Emerging Stars Fund - Series I closed successfully with commitments of Rs.200+ Cr.

1999

Commenced equity broking on NSE

2008

Crossed the landmark of 100 Crore top-line

2014

First QIP as BRLM of Dynamatic Technologies

2018

Successful launch & closure of EMKAY Emerging Stars Fund – Series I, II & III

2000

Executed first trade in Sensex Futures and Sensex Options

2008

Launched the Investment Banking Business

2015

Acted as Sole Book Running Lead Manager for QIP of MPS Limited

2018

Incorporated EGFS IFSC for offering international financial services as a Capital market intermediary

2005

Converted into a public limited company

2010

Successfully closed first QIP as co-manager of Jubilant Organosys

2016

Acted as sole manager to the Preferential Issue of INR 150 crore of Time Technoplast

2006

Successfully launched 75 Crore IPO and listed on BSE/ NSE

2012

Acquired own office space of 25000 sq ft.

Organisational Structure



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**Emkay Global
Financial Services Ltd.**

100 PERCENT SUBSIDIARIES

**Emkay
Fincap
Limited**

Incorporated in 2005
as a RBI registered
Non Deposit taking
NBFC

**Emkay
Comtrade
Limited**

Incorporated in 2006
to offer commodity
broking services to
clients

**Emkay
Insurance
Brokers
Limited**

Incorporated in 2007
to offer Life and
Non-life insurance
broking services

**Emkay
Investment
Managers
Limited**

Incorporated in 2010
to carry on the
business of Portfolio
Management
Services

**Emkay
Global Financial
Services IFSC
Private Limited**

Incorporated in 2018 to
offer international
financial services as a
Capital market
intermediary

The Board

Mr. Krishna Kumar Karwa	Managing Director	A rank holder Member of the ICAI; Promoter & Managing Director of EGFSL; Independent Director at West Coast Paper Mills Limited
Mr. Prakash Kacholia	Managing Director	A Member of ICAI; Promoter and Managing Director of EGFSL
Mr. Girindrachandra Vasudeo	Independent Director	A fellow member of the ICAI, the ICSI; an Associate member of the ICWAI; a law graduate from the University of Mumbai
Mr. Ravikumar Krishnamurthi	Independent Director	A solicitor in the Mumbai High Court and the Supreme Court of England; retired Partner of Mulla & Mulla Craigie Blunt & Caroe
Dr. Satish Ugrankar	Independent Director	M.S., D'ORTH (CPS) and F.C.P.S.(CPS), (Mumbai) ; On the Board of FDC Limited.
Mr. Sushil Kumar Saboo	Non-Executive Director	Group Advisor (Chairman's Office) for Aditya Birla Group, one of the premier business groups of India.
Mrs. Preeti Kacholia	Woman Director (Non-Executive)	Woman Director on the Board of Directors of EGFSL
Dr. Bharat Kumar Singh	Independent Director	B.E (Mech), MBA (IIM-C), Ph.D (Management Studies) Mumbai University (JBIMS)

Strong Infrastructure



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- Exchange Connectivity from BSE, NSE, MSEI, NCDEX, MCX-SX and CDSL
 - » Ultralow latency 10G High speed connectivity
 - » Fast and Tick by Tick & Multicast Tick by Tick broadcast from NSE

- Trading Terminals:
 - » Omnesys CTCL : over 750 Terminals
 - » Omnesys Nest Trader (Web + Exe) Online Trading

- International connectivity for disseminating real-time information & Integration with various FIX aggregators
 - » Bloomberg
 - » Thomson Reuters (Autex)
 - » Linedata

- Strong Power redundancy to maintain 100% uptime in business

- Online Chat facility with Branches & Business Associates

- Comprehensive All Exchange Combined Risk Management Software

Recent Awards and Recognitions



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Institutional Investor

Institutional Investor Award recognizes people and firms in the financial services industry for excellence.

- Emkay Sales Team Ranked 5th in India by Institutional Investor Survey, 2017
- Emkay Research Team Ranked 10th in India by Institutional Investor Survey, 2016

ASIAMONEY

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

- Best Analyst Energy – Rank 3 by Asiamoney Brokers Poll, 2018
- Best Analyst Small Caps – Rank 2 by Asiamoney Brokers Poll, 2018
- Emkay Sales Team Ranked 7th in India by Asiamoney Brokers Poll, 2017



Emkay Recognized as Most Admired Service Provider in Financial Sector by CMO Asia

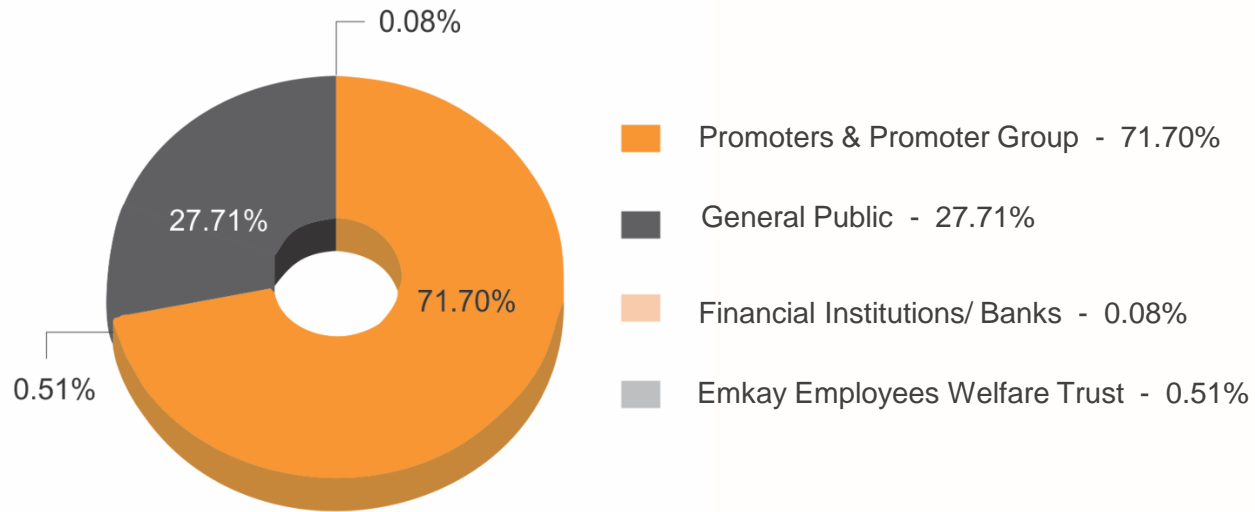


Emkay Awarded as India's Most Trusted Financial Brand from the year 2016-17 by World Consulting & Research Corporation



Emkay ranked amongst the 25 fastest growing financial consultant companies in India by the CEO Magazine

Shareholding Summary



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