

08.08.2022

To, Listing Department National Stock Exchange of India Limited Exchange Plaza Bandra Kurla Complex Bandra (East), Mumbai- 400 051 Scrip Code: EMKAY	To, Listing Department BSE Limited P. J. Tower, Dalal Street, Mumbai- 400 001 Scrip Code: 532737
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Dear Sir,

Sub: Investor presentation for the Quarter and year ended on 30.06.2022

Please find enclosed herewith the Investor presentation for the financial results for the 1st quarter ended 30.06.2022. The same has also been uploaded on the website of the Company i.e. www.emkayglobal.com. We request you to kindly take the same on your record.

Yours faithfully,

For Emkay Global Financial Services Limited


B. M. Raul
Company Secretary & Compliance Officer

Encl: As above



INVESTOR PRESENTATION



Your success is our success



SAFE HARBOUR

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.

All information in this presentation has been prepared solely by the company and has not been independently verified by anyone else. This presentation is for information purposes only and does not constitute an offer or recommendation to buy or sell any securities of EGFSL.

BUSINESS PERFORMANCE

Q1 FY23

KEY PERFORMANCE INDICATORS

EMKAY: Q1 FY23 AT A GLANCE

1,85,974

Total Assets
(in million)

21%YoY Growth

16,638

Wealth Assets
(in million)

2%YoY Growth

7,211

PMS & AIF AUM
(in million)

4%YoY D-growth

1,62,125

DP/Broking Assets
(in million)

25%YoY Growth

534

Revenue
(in million)

2% YoY D-growth

74

PBT
(in million)

43% YoY D-growth

46

PAT
(in million)

53% YoY D-growth

43

**Total Comprehensive
Income** (in million)

55% YoY D-growth

1,48,852

Client Base

2%YoY Growth

1,600

Market Cap
(in million)

As on 30.06.2022

2,043

Networth
(in million)

As on 30.06.2022

9%

ROE

(For Q1 FY23)

KEY HIGHLIGHTS OF Q1 FY23

Consolidated revenues increased by
1% QoQ to Rs. 534 mn

Consolidated PAT increased by
200% QoQ to Rs. 46 mn

Consolidated revenues decreased by
2% YoY to Rs. 534 mn

Consolidated PAT decreased by
53% YoY to Rs. 46 mn

Electric Vehicle Conference 2.0

organized in May 2022 by the IE team was attended by

- Over 70 funds
- 100 individual participants,
- resulting in over 280 meetings

Investment Banking

- INR 4273 mn IPO of Ethos Ltd (including Pre IPO)
- Series E Private Equity investment of INR 800 mn in Awfis
- INR 232 mn Rights Issue of Bhagiradha Chemicals

Most Innovative Company

Emkay Investment Managers Ltd. bagged the award for the most innovative company of the year (BFSI) at the National Feather Awards in April 2022.

Launch of New Strategy

Emkay Investment Managers Ltd. successfully launched a new product – ENVI (Emkay New Vitalized India) which focuses on investing in the companies which are primed to benefit from the manufacturing uptick in the country.

PMS+AIF AUMs

have dropped
4% YoY to INR 7,211 mn
vis-à-vis
INR 7,546 mn

Wealth AUMs

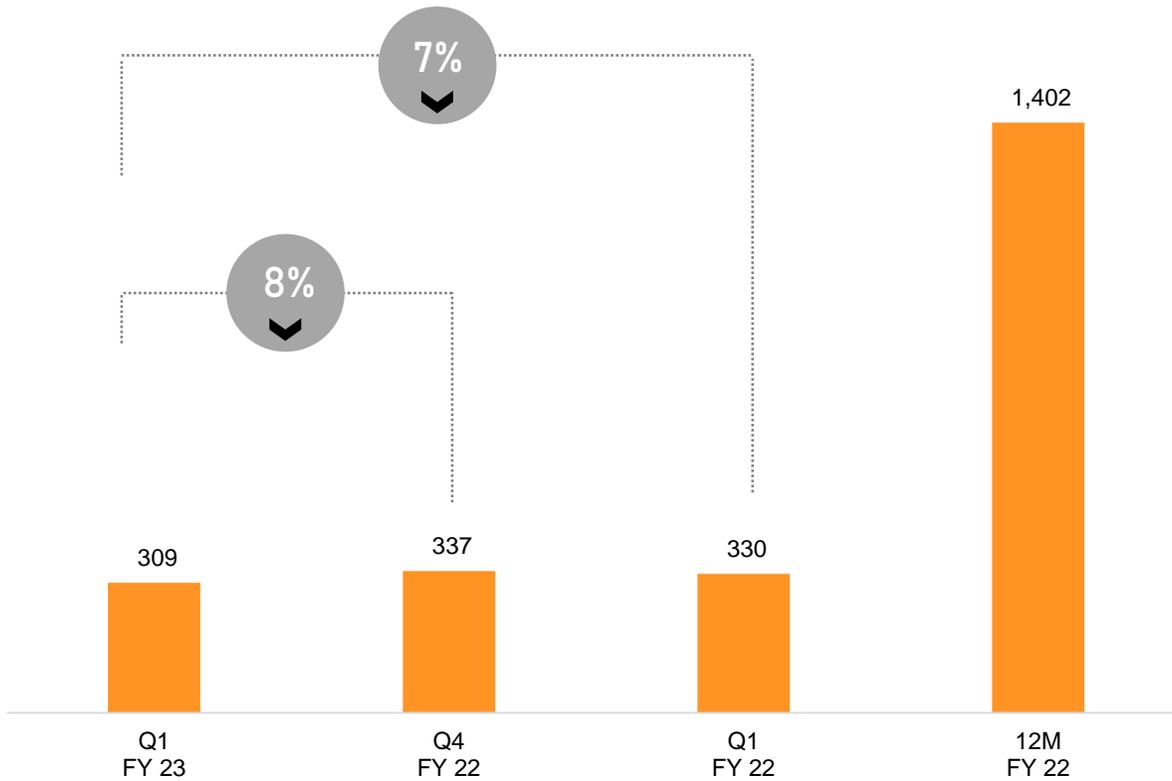
have grown
2% YoY to INR 16,638 mn
vis-à-vis
INR 16,362 mn

REVENUE MIX (Rs. Mn)



BROKING REVENUE

(Rs. Mn)



In the first quarter, revenue from broking and allied services fell

7% YoY

to

Rs.309

mn

8%

QoQ



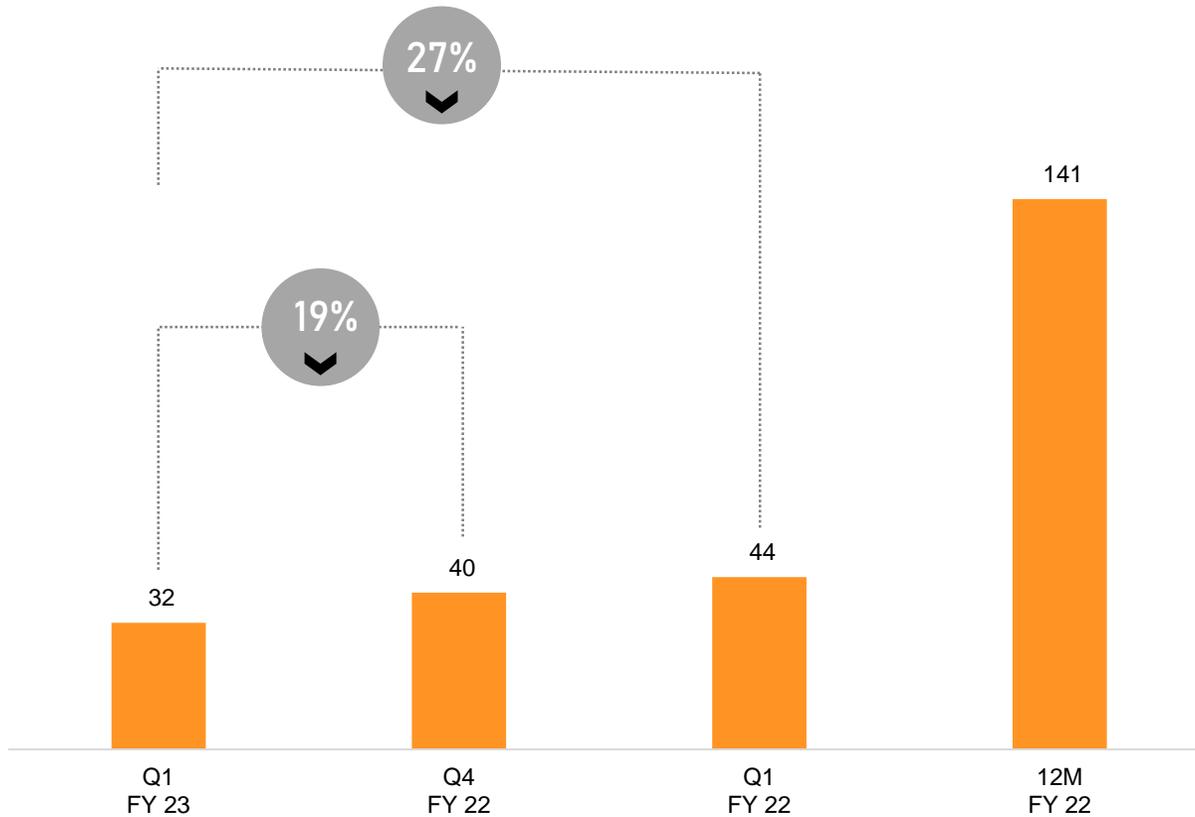
7%

YoY



ASSET MANAGEMENT REVENUE

(Rs. Mn)



In the first quarter, revenue from the asset management vertical fell 27% YoY to Rs.32 mn

19%

QoQ



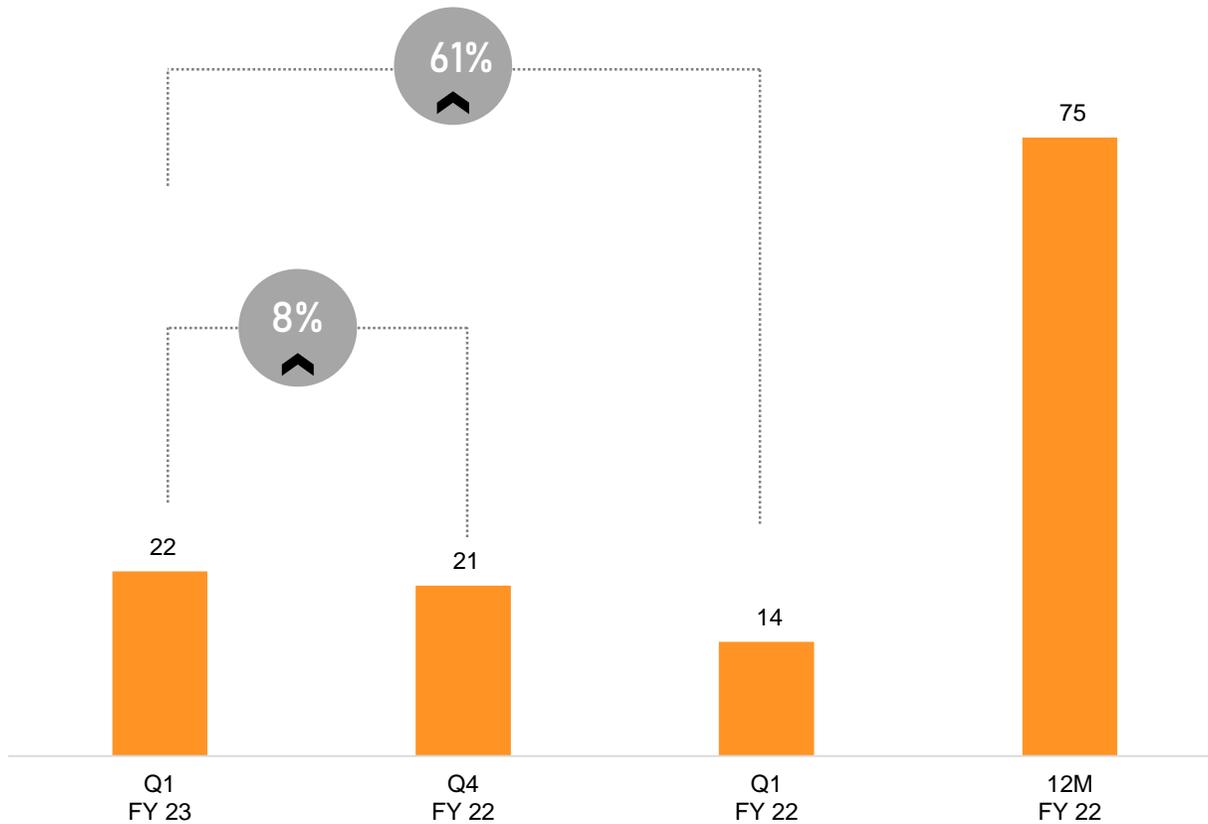
27%

YoY



WEALTH MANAGEMENT REVENUE

(Rs. Mn)



In the first quarter, revenue from the wealth management vertical grew **61% YoY** to **Rs.22 mn**

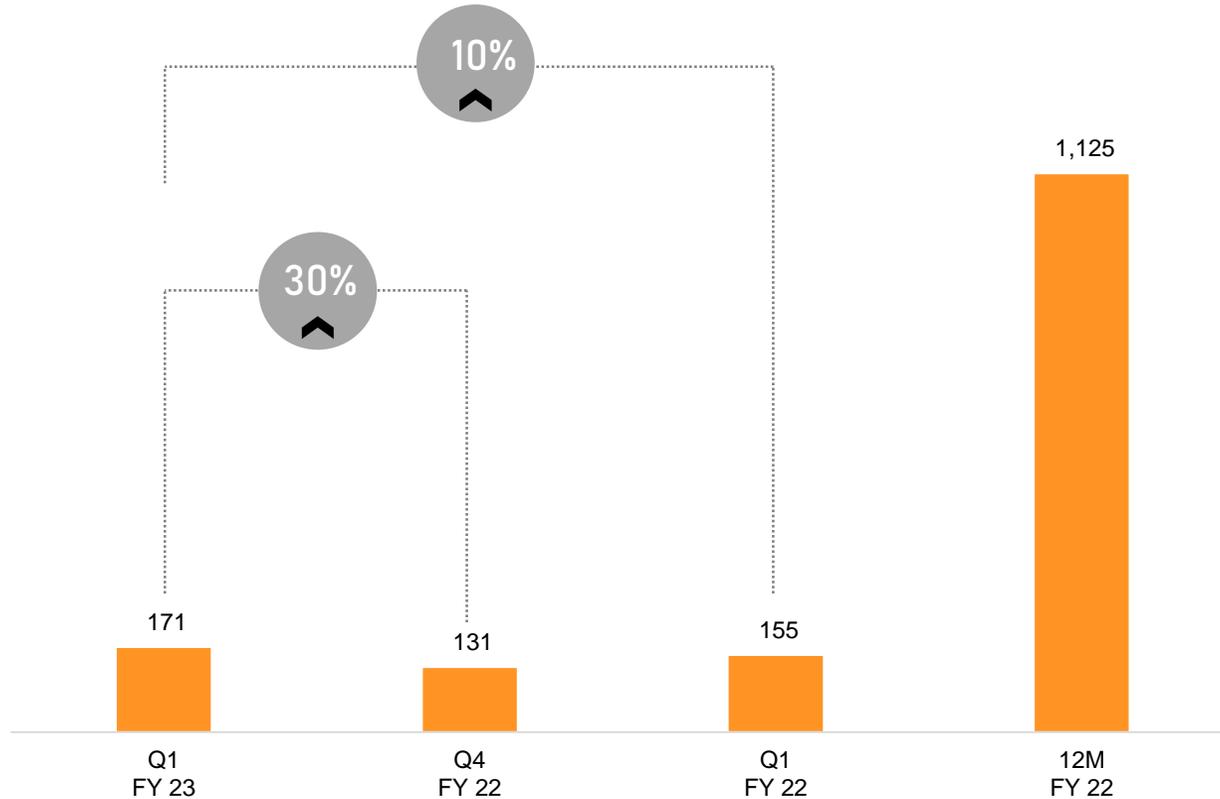
8%
QoQ



61%
YoY



OTHERS INCLUDING TREASURY REVENUE (Rs. Mn)



In the first quarter, revenue from others including treasury grew 10% YoY to Rs.171 mn

30%
QoQ

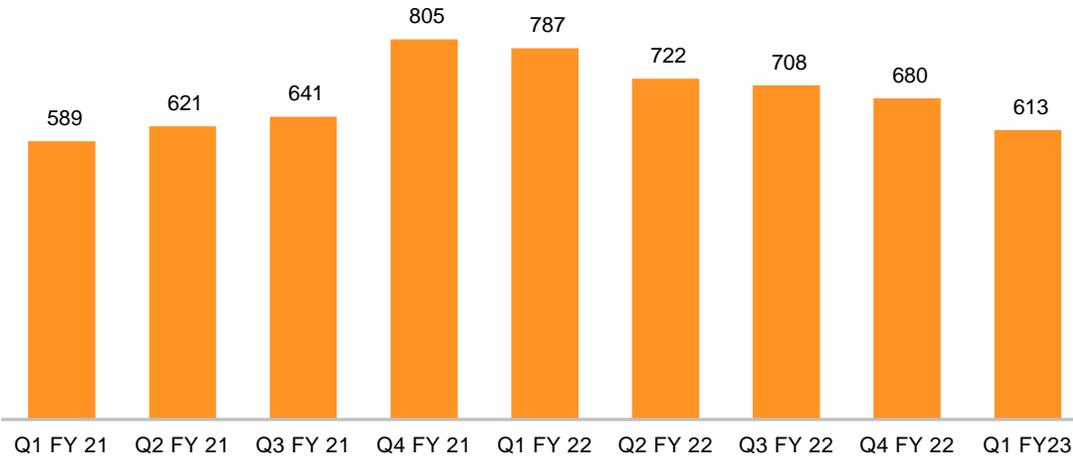


10%
YoY

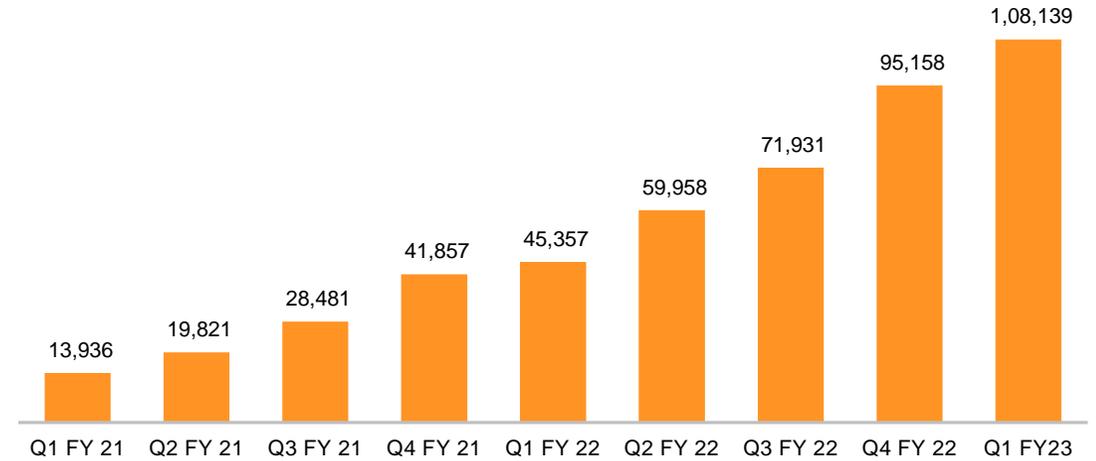


AVERAGE DAILY TURNOVER

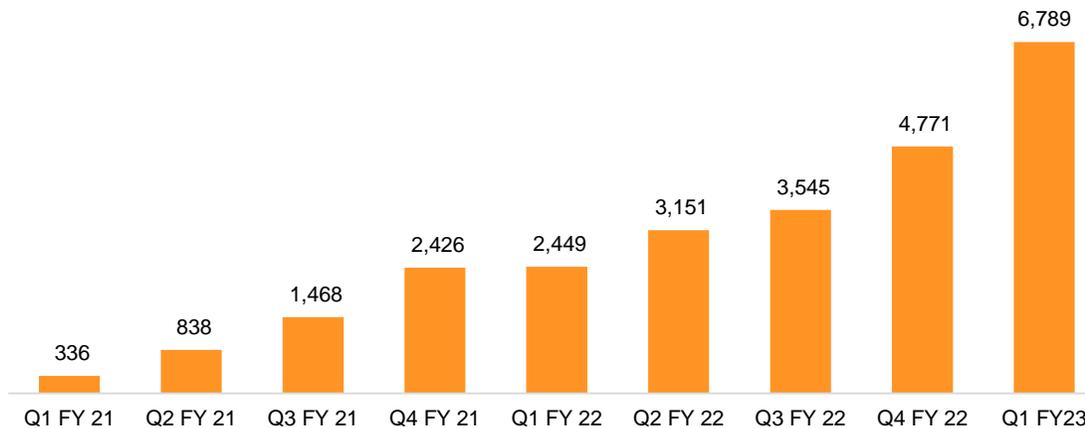
Equity Market ADTO (in bn)



Derivative Market ADTO (in bn)

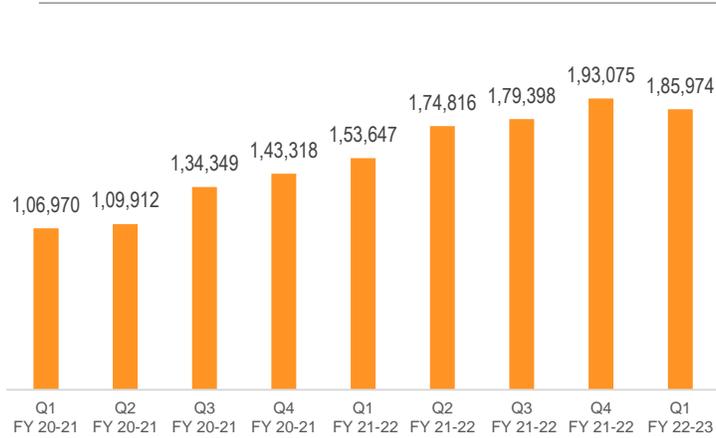


Emkay's ADTO (in bn)

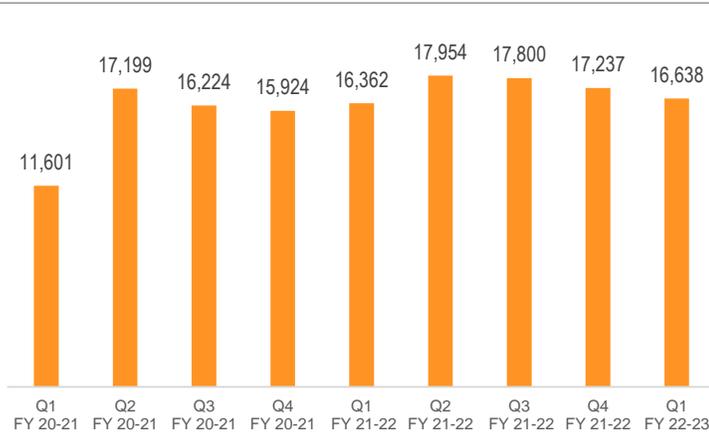


CUSTOMER ASSETS (Rs. in Mn)

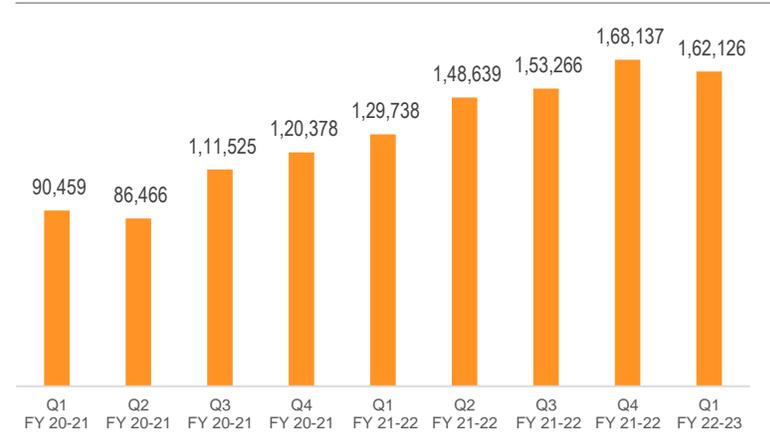
TOTAL ASSETS



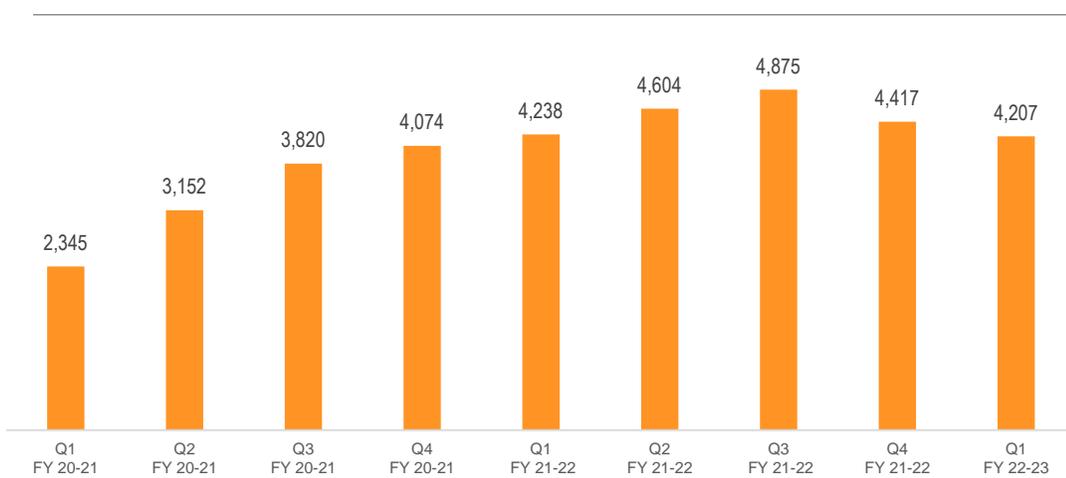
WEALTH ASSETS



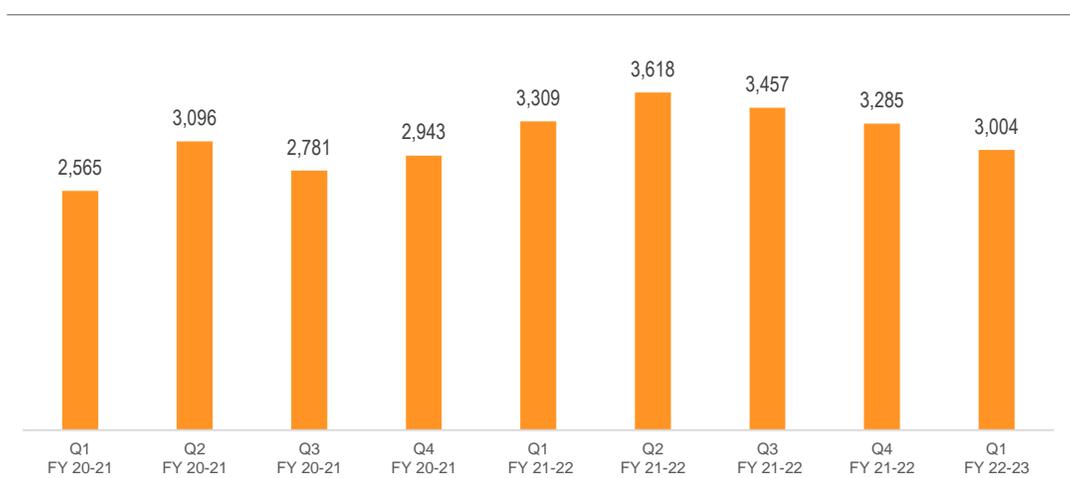
DP/BROKING ASSETS



Emkay's AIF AUM



Emkay's PMS AUM



FINANCIAL PERFORMANCE

Q1 FY23

KEY HIGHLIGHTS : CONSOLIDATED FINANCIALS

	Revenues (Rs. in mn)	Profit Before Tax (Rs. in mn)	Profit After Tax (Rs. in mn)	EPS (Rs.)	BVPS (Rs.)
Q1 FY23	534	74	46	1.86	83
	 1%	 232%	 200%	 198%	 2%
Q4 FY22	529	(56)	(46)	(1.89)	81
Q1 FY23	534	74	46	1.86	83
	 2%	 43%	 53%	 53%	 16%
Q1 FY22	543	129	98	3.97	72
12M FY22	2,743	461	338	13.72	81

CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (Rs. in mn)	Q1FY23	Q4 FY22	QoQ% Change	Q1 FY22	YoY % Change	12M FY22
Revenue						
Income from Operations	520	521	-	540	(4)	2,712
Other Income	14	8	75	3	367	31
Total Revenue	534	529	1	543	(2)	2,743
Expenses						
Employees Benefit Expense	262	285	(8)	254	3	1,096
Finance Costs	8	8	-	7	14	32
Depreciation & Amortisation Expense	20	19	5	19	5	76
Other Expenses	170	273	(38)	134	27	1,078
Total Expenses	460	585	(21)	414	11	2,282
Profit/(Loss) Before Tax	74	(56)	232	129	(43)	461
Tax Expense/(Benefit)	30	(14)	314	29	3	112
Profit/(Loss) After Tax	44	(42)	205	100	(56)	349

CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (Rs. in mn)	Q1FY23	Q4 FY22	QoQ% Change	Q1 FY22	YoY % Change	12M FY22
Share of Profit/(Loss) of Associates	2	(4)	150	(2)	200	(11)
Profit/(Loss) for the Period/Year	46	(46)	200	98	(53)	338
Other Comprehensive Income	(3)	(4)	(25)	(2)	50	(5)
Total Comprehensive Income	43	(50)	186	96	(55)	333

CONSOLIDATED FINANCIALS - PAT MIX

(in Mn)

	Q1 FY 23	Q4 FY 22	QoQ (%)	Q1 FY 22	YoY (%)	12M FY 22
a) Capital Markets (Broking, Distribution & IB)	34	(13)	362	63	(46)	307
b) Asset Management	1	6	(83)	10	(90)	26
c) Others	11	(39)	128	25	(56)	5
Profit/(Loss) After Tax	46	(46)	200	98	(53)	338
Other Comprehensive Income (OCI)	(3)	(4)	(25)	(2)	50	(5)
Total Comprehensive Income	43	(50)	186	96	(55)	333

SEGMENT PERFORMANCE

(Rs. Mn)

	Q1 FY 23	Q4 FY 22	Q1 FY 22	Q-o-Q%	Y-o-Y%	12M FY 22
Segment Revenue						
Advisory, Transactional & Other Related Activities	519	499	501	4	4	2,616
Financing and Investment Activities	14	30	42	(53)	(67)	127
Income from Operations	533	529	543	1	(2)	2,743
Segment Profit Before Tax						
Advisory, Transactional & Other Related Activities	59	(78)	91	176	(35)	353
Financing and Investment Activities	15	22	38	(32)	(61)	108
Profit/(Loss) Before Tax from Each Segment	74	(56)	129	232	(43)	461

INSTITUTIONAL EQUITIES

CONFERENCES IN Q1

Emkay Institutional Equities organized its

Electric Vehicle Conference 2.0

on 23rd- 24th May, which was attended by

11 companies	70 funds	100 individual participants
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and the virtual 2-day conference resulted in nearly
280 meetings



Emkay
Your success is our success

ELECTRIC VEHICLE CONFERENCE 2.0

SAVE THE DATE
23-24
MAY 2022

VIRTUAL MEET

*Revolution
enters fast-charge mode*

PARTICIPANTS FROM VALUE CHAIN

 <p>OEMs Maruti Suzuki, BYD India, Olectra Greentech, JBM Auto, GreenPowerMotor, Ather Energy, Hero Electric, Omega Seiki, Atul Auto</p>	 <p>Ancillaries MNDA Industries, Panasonic, Lohum Cleantech, Kabra ExtrusionTechnik</p>
 <p>Government Associations Niti Aayog, ARAI</p>	 <p>Charging Infra Volltic Charging, Sunergize, Echargebays</p>

CORPORATE ACCESS

During Q1FY23
the Institutional Equities team held



8

roadshows



63

expert and client calls

ASSET MANAGEMENT

PMS & AIF vertical _____
(Emkay Investment Managers Ltd.)

Q1 FY22 HIGHLIGHTS

01

New Strategy Launched



EMKAY NEW VITALISED
INDIA STRATEGY

EIML has successfully launched a new product – ENVI (Emkay New Vitalized India) which focuses on investing in the companies which are primed to benefit from the manufacturing uptick in the country.

02

Award 2022



EIML bagged the award for the most innovative company of the year (BFSI) at the National Feather Awards in April 2022.

03

Digital On-boarding



EIML has made the customer on-boarding experience more convenient by introducing the digital on-boarding facility.

INVESTMENT BANKING

KEY HIGHLIGHTS

INR 4273 mn
IPO of Ethos
Ltd (including
Pre IPO)

01

ēthos
WATCH BOUTIQUES

Series E Private
Equity
investment in
Awfis

02

awfis

INR 838 mn Rights
Issue of
Bhagiradha
Chemicals

03

 **BHAGIRADHA**
CHEMICALS

WEALTH MANAGEMENT

WEALTH MANAGEMENT

Q1 FY 23

Managing **INR.19,032 mn**
under MF Advisory & Distribution

Tied up with **Stockal** to provide clients the option of investing in the **US Equity Markets**

Monthly update on Mutual Fund holdings and portfolio reviews

The product delivery is through both **Advisory** as well as **distribution** mechanisms

Undertakes regular and stringent monitoring of portfolios

In less than 3 years Emkay Wealth emerged from a start-up wealth business to operating in 9 locations

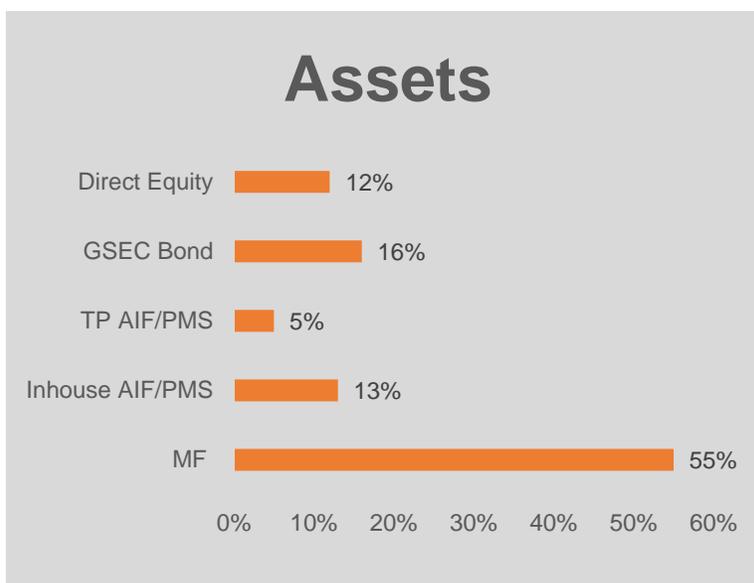
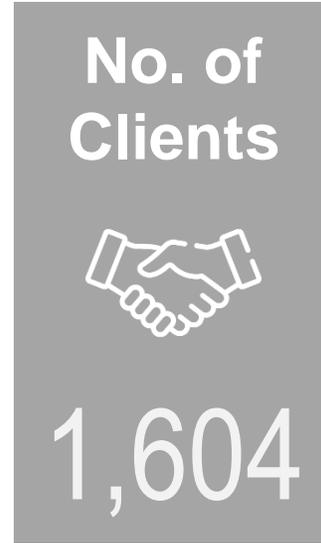
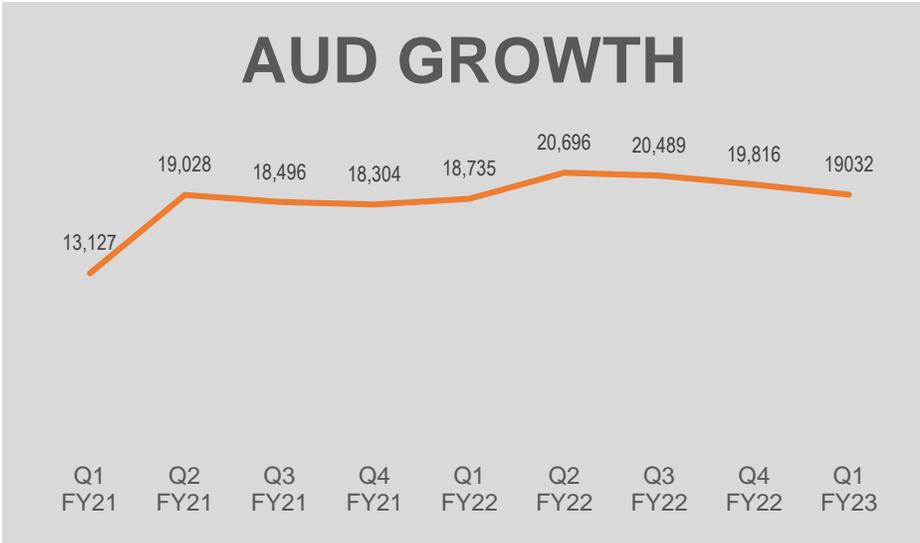
Offers facility to view portfolio online on the **website** and an intuitive **mobile app**

Research Reports

- Navigator: A monthly with a roundup on economy, markets, mutual funds, PMS, Estate & Succession Planning, et al.
- FinSights: Economy update
- Product Updates



KEY HIGHLIGHTS



Q1 FY 23

TECHNOLOGY EDGE

TECHNOLOGY INNOVATION, IMPROVING BUSINESS EFFICIENCY

Vision

Build & Develop a stable robust platform by creating digital experience across all the touch points; by anticipating market needs and providing customized products towards digital disruption.

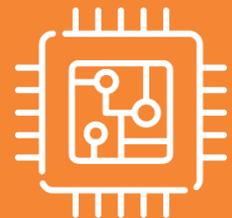


Mission

Conversion from “As-a-service” to “Business Enabler” and going towards “Digital Transformation” , where technology helps organization deliver value to its customers

Technology Edge

Digital Transformation driving strong client acquisition & penetration in the markets with various digital Platforms being offered and customer feedback to explore the untapped potential & roadmap to achieve the same.



INFRASTRUCTURE & SECURITY ASPECTS

01

Robust Infrastructure

- Scaled up & fine tuned hardware for reliability with continuous improvisations in performance
- New hyper-converge platform improvising the capacity in global standard data center
- Over-clocked Servers for a faster trading experience & multi-stream broadcast over internet

03

Strong Network

- Ensuring high availability of systems across the network
- Setting up a robust & reliable network with multiple network paths with higher bandwidths.
- Presence across various datacenters in Mumbai - New DC on boarded in BKC
- Revamp of the RMS office with a better monitoring layout & visibility of trading platforms

02

Securing our Enterprise

- Securing our infrastructure with Next-Gen Antivirus across head office & various branches
- Ensuring 24X7 security monitoring over the platforms with security operations center as per SEBI & CERT-In guidelines
- Deployed Extended Detection and Response system correlating various inputs across the landscape

04

Reliable Platforms for Clients

- Exchange connectivity from BSE, NSE, NCDEX, IFSC, IIBX and MCX
- Technology with ultralow latency 10G infrastructure at Colocation spread across multiple racks in various phases.
- Deployment of key applications at external datacentres of global standards.
- Multicast Tick by Tick and Multi-stream broadcast from NSE

TECHNOLOGY FOR BUSINESS

State-of-the-art trading technology

- Connectivity for disseminating real-time information - Bloomberg, Reuters
- Integration with various FIX aggregators such as Bloomberg, Fidessa, Autex, Line data, Charles River, ITG, Eze Castle, NYFIX
- Online chat facility with branches & business associates - Bloomberg, Reuters Messenger, Microsoft Teams with Compliance Archives
- Custom made trading algorithms built as per client requirements.
- Comprehensive risk management software with capability of near real-time monitoring of margin & positions.

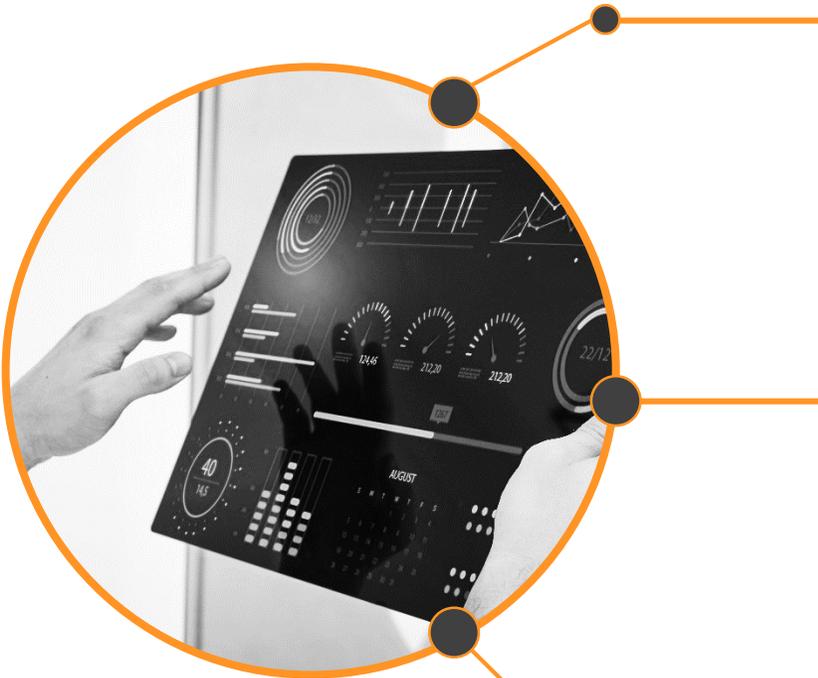
Electronic Execution Solutions across the landscape

- Multiple trading solutions deployed to offer services like CTCL, Algo, DMA Trading/ Electronic Execution Services
- Retail trading platforms with Internet based Trading, Mobile/ Wireless Trading , API based Trading (EM API)
- **Trading terminals:** Omnesys CTCL with over 1000 Terminals across HO, branches and franchisees
- **Internet Based Trading:** Omnesys Nest Trader (Web + Mobile + Exe) Online Trading
- **Algorithmic Strategy Platforms:** Omnesys, Greeksoft & Automated μ Trade Algo Trading Platforms
- **Charting Solutions:** EmTrade PRO (Web + Mobile + Exe) Online Trading with Charting functionality

Technology Experience across Sales, Research & Operations

- Client Relation with branches, business associates via digital platform called Eagle.
- Technical platform assisting Research on content creation, simplified distribution & tracking of research reports.
- Fast, Easy & Efficient processing of Backend systems providing accurate results and bulk processing of trades.
- Upgraded KYC journey, Compliant systems & Robotized Accounting System for accurate processing
- Exploration of new trading platforms for Algorithm, Internet based and mobile trading.

DIGITAL FIRST APPROACH



Software: Exploring new horizons

- Competitive Product And Service Offering across the platforms with API initiatives with Integrations in Back office software for Banks, KYC & Ops
- Ruggedization of key backend & frontend services with regular hardening of platforms and performing vulnerability assessment & pen-tests
- Better error handling on Apps both In-house and Vendor-provided
- Complete rewrite of few In-house systems for a better performance & experience to the users

Product: Optimising Experience

- Contextual user learning via a modern trading platform – Emtrade Pro
- Improving client journeys both investor & trader with the app
- Optimisation to build a more balanced ecosystem of applications
- Multiple options charts platform to help build a trader community

Digital Platform: Providing Best Experience to Clients

- Digital Properties Built In-house For Diverse And Growing Client Base - Emboss, EM API
- Open Architecture To Seamlessly Integrate 3rd Party Products
- Digital Acquisition of Direct Clients with Orders Executed Online By Direct Clients
- Orders Placed through Mobile App, Client Terminals, REST API & FIX
- Analyzing the customer experience, servicing & growth via the digital platforms

CORPORATE OVERVIEW

EMKAY PROMISE, MISSION & VALUES

Promise

Handing over the responsibility for one's finances involves immense trust. At Emkay, we go to great lengths to ensure we hold true to your expectations right from ensuring that every person from Emkay meets the set value proposition. And, also recall Emkay's mission to be achieved collectively without forgoing values that the company lives by.

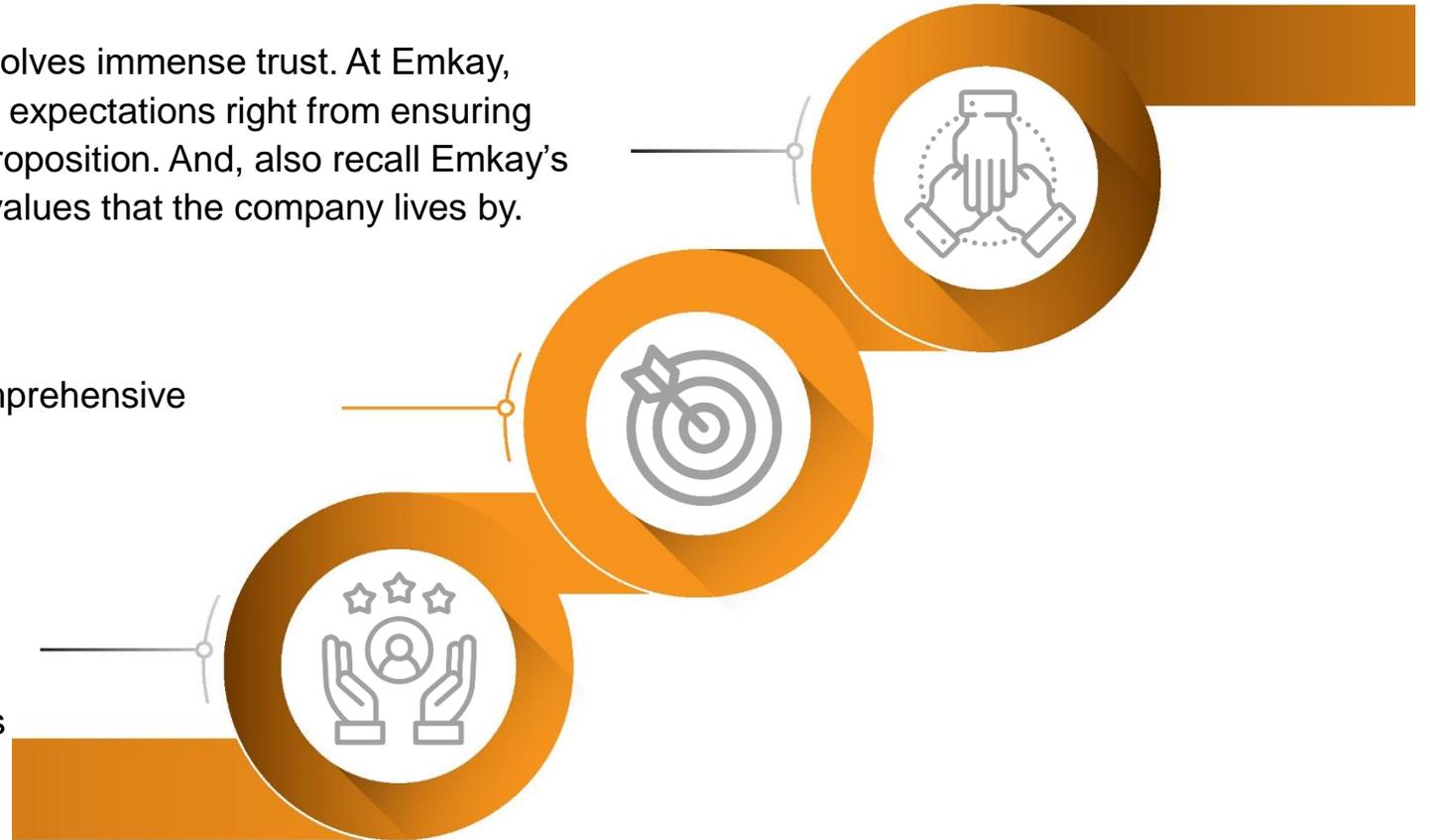
Mission

To provide our clients with secure, customised & comprehensive financial solutions to achieve sustained growth.

Values

To be fair, empathetic and responsive in serving our clients. To respect and reinforce our fellow employees and the power of teamwork. To strive relentlessly to improve what we do and how we do it.

To always earn and be worthy of our customers' trust.



RESILIENCE AND RESPONSIBILITY: OUR DIFFERENTIATORS

Corporate Governance:

We ensure full transparency and accountability while conducting our business in a highly professional and ethical manner. We continuously monitor our governance practices and strive to pursue holistic growth and realize our responsibility towards our stakeholders and environment.

Sustainability:

In the wealth creation journey, we are with our clients for the long haul. Our approach, philosophy and frameworks are all directed towards achievement of the financial goals of our clients by delivering consistent and sustainable returns. A disciplined and fundamentals-driven approach means every portfolio stays strong during the toughest of times and reaps the benefits of compounding.

Human Capital:

Our team forms the nucleus of our essence. They are the pillars that give us stability, agility and proactiveness. We are committed to focusing on their health, safety and skill advancement, and providing them with a collaborative and holistic working environment.

Technology:

Technology is one of the key cornerstones of our business and we have proactively invested in digital assets over the years. With technology at the core of our business, we will keep leveraging on it to offer value addition to clients at each step.



A LEGACY OF OVER 25 YEARS

01

A 360 degree

approach: From being an institutional broking house to one offering asset management, wealth management, succession planning, investment banking, currency and commodity broking among others, Emkay, driven by its motto 'your success is our success' has evolved into being a 360 degree financial services provider who can efficiently service every financial need of every customer

02

Relationship Focus:

The one thing that hasn't changed since our humble beginnings in 1995 is the focus on every relationship we have established. We are far from being a discount brokerage because we realize that clients need to be taken care of as family – they need the right guidance and not just a tool to accomplish their financial goals.

03

Strong Promoters

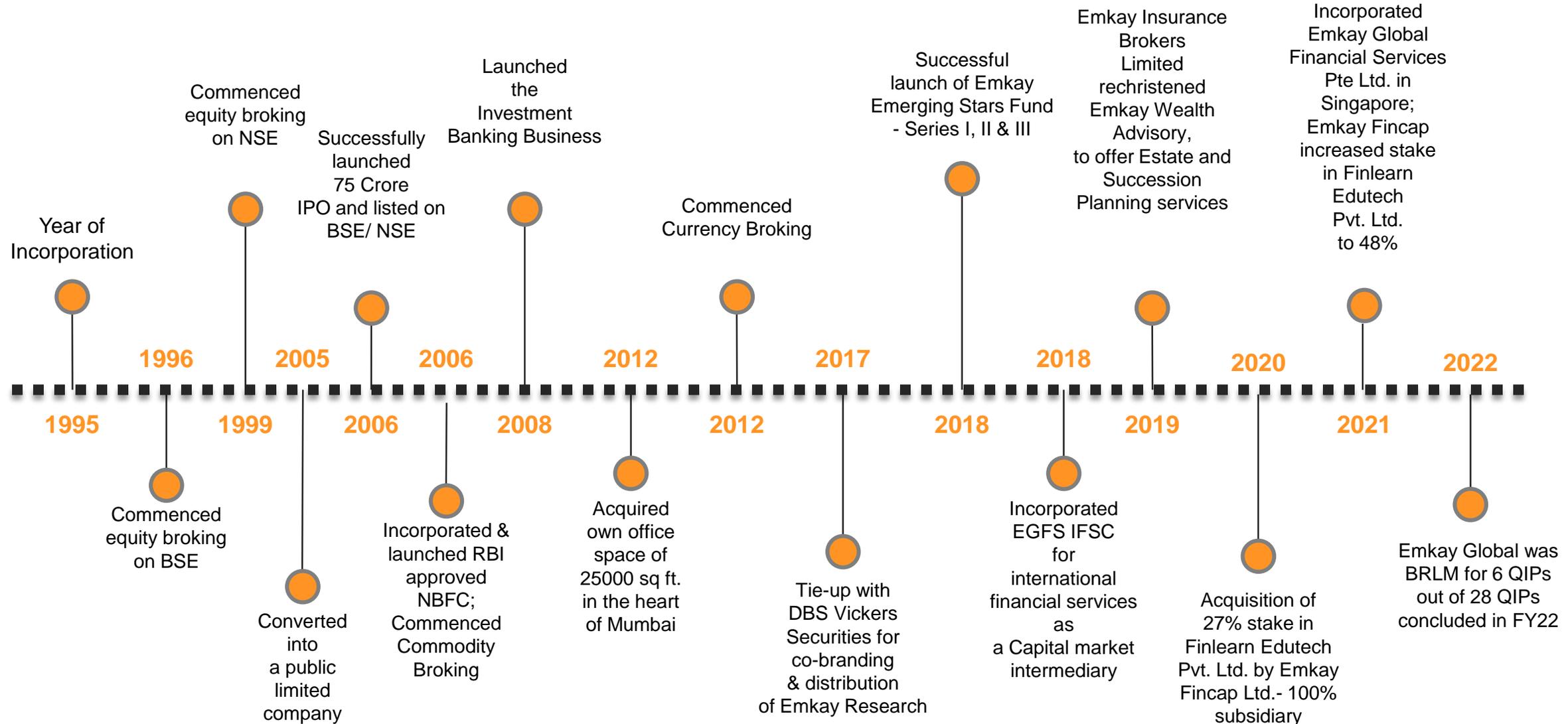
& Board: Pioneered by first-generation entrepreneurs Mr. Krishna Kumar Karwa and Mr. Prakash Kacholia, who come with strong and relevant education and experience, and backed by a Board of visionaries with remarkable track record, our corporate governance and management capabilities continue to remain robust.

04

Significant Research

capabilities: Emkay's institutional research covers 279 companies, including active and soft coverage. We cover 48 out of the 50 NIFTY constituents and 30 out of the 30 SENSEX constituents. Our research has won accolades from major International bodies including Asiamoney and Institutional Investor.

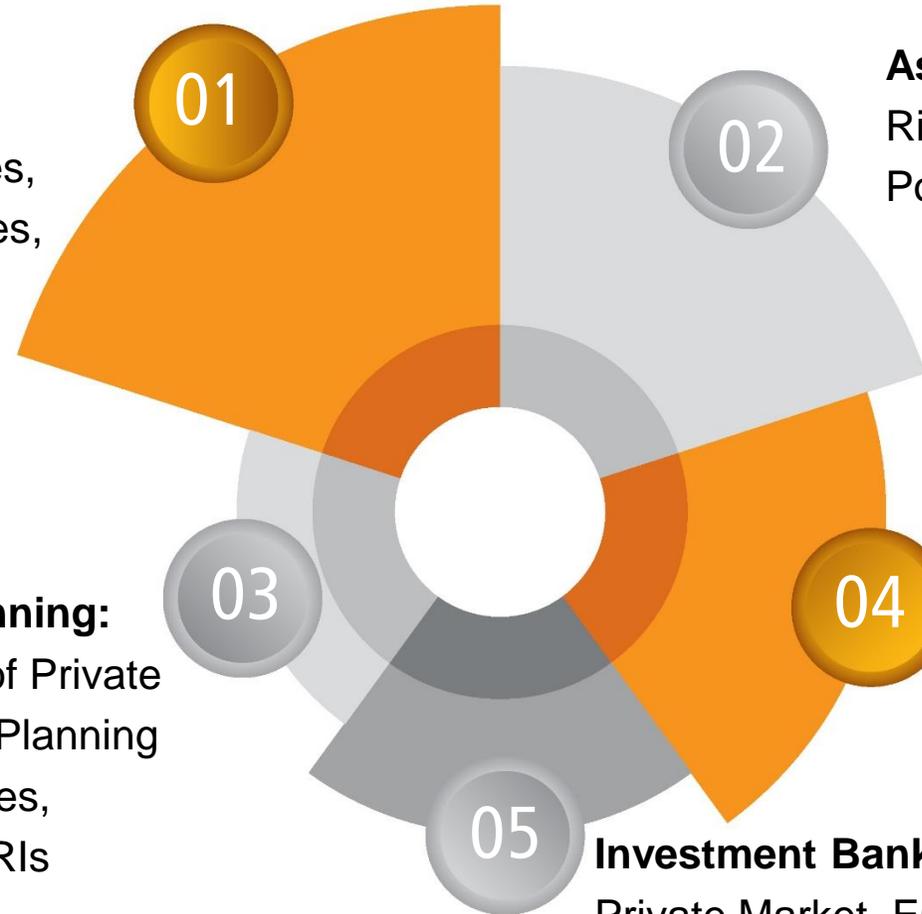
THE JOURNEY



PRODUCTS & SERVICES

Investments:

Institutional &
Non-Institutional Equities,
Commodities, Currencies,
Fixed Income Products



Asset & Wealth Management:

Risk Profiling, Asset Allocation,
Portfolio Review and Management

Financial Education:

Through FinLearn Academy
(an Ed-Tech focused on
training in financial markets)

Estate & Succession Planning:

Drafting of Wills, Creation of Private
Family Trusts, Succession Planning
for Family-owned businesses,
Succession Planning for NRIs

Investment Banking: Caters to Public Market,
Private Market, ECM and Corporate Advisory
LLP with Azalea Capital: Enables Capital Structure
of companies in the form of Private Financing,
Structured Financing / Distressed Assets

THE BOARD

Mr. Sushil Kumar Saboo

Chairman

Group Advisor (Chairman's Office) for Aditya Birla Group, one of the premier business groups of India.

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. Retired as MD & Country Manager of SI Group – India Pvt. Ltd.

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

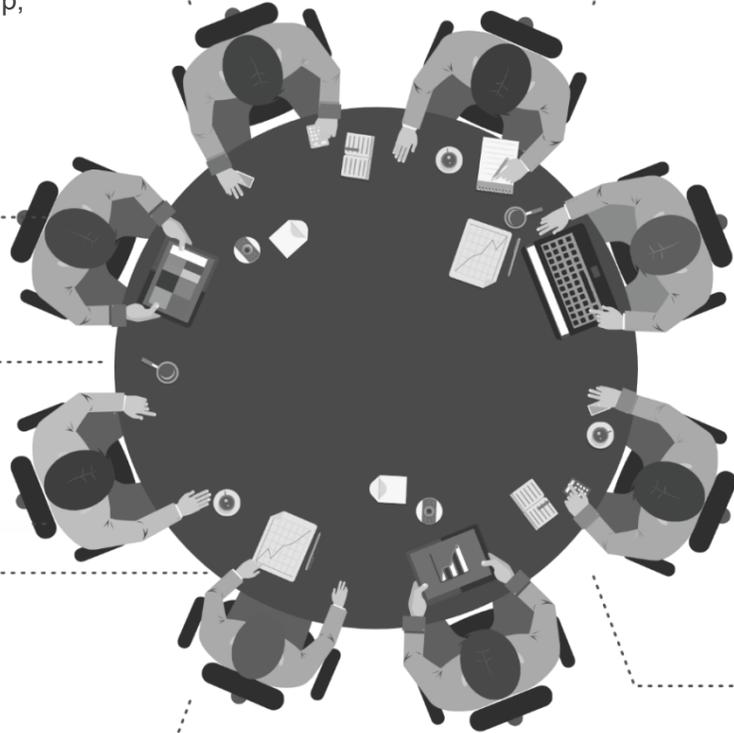
Independent Director

M.S., D'ORTH (CPS) and F.C.P.S.(CPS), (Mumbai)

Dr. Bharat Kumar Singh

Independent Director

B.E (Mech), MBA (IIM-C), Ph.D (Management Studies) Mumbai University (JBIMS). 46 years of experience across MNCs (ITC & Sandoz) & large Indian business houses(RPG & ABG) in senior capacity.



Mr. Krishna Kumar Karwa

Managing Director

Promoter & Managing Director of EGFSL

Mr. Prakash Kacholia

Managing Director

Promoter and Managing Director of EGFSL

Mrs. Preeti Kacholia

Woman Director (Non-Executive)

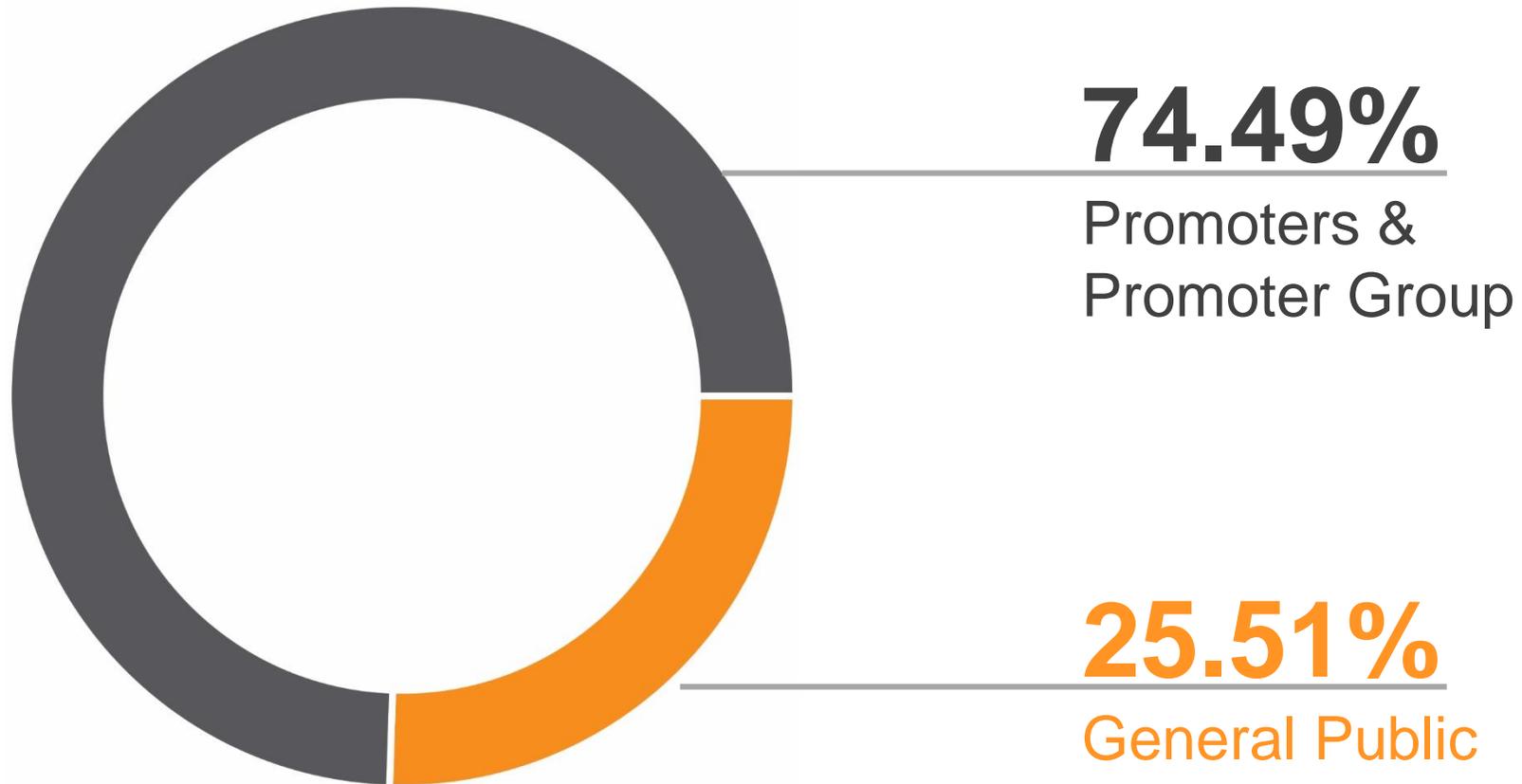
Woman Director on the Board of Directors of EGFSL

Mrs. Hutokshi Wadia

Independent Director

B Com., ACA, ACS
Honorary General Secretary and Chief Operating Officer of Indian National Theatre.

SHAREHOLDING SUMMARY



RECENT AWARDS & RECOGNITIONS



Emkay Investment Managers Ltd. awarded as **'Most Innovative Company of the Year'** (BFSI), 2022 at National Feather Award event



Emkay Emerging Stars Fund, our Category III AIF was awarded for **Best post-Covid AIF performance** across all categories (basis 6 months Absolute Returns) by PMS AIF WORLD - 2021



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

Rankings 2021

Best Media Team	2
Best Energy Team	2
Best Analyst – Energy	1
Best Analyst – Media	2



Emkay Wealth Management recognised as **One of the Top 10 Wealth Management Advisors – 2020** by CEO Insights magazine

CONTACT US



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