

10.08.2023

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

Dear Sir,

Sub: Investor presentation for the Quarter ended on 30.06.2023

Please find enclosed herewith the Investor presentation for the financial results for the 1st quarter ended 30.06.2023. 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





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

QI FY24



KEY PERFORMANCE INDICATORS EMKAY: Q1 FY24 AT A GLANCE (Rs. million)

2,39,681

Total Assets

26,165

Wealth Assets

7,167

PMS & AIF AUM

2,06,349

DP/Broking Assets

▲ 29%YoY

↑ 32%YoY

✓1%YoY

△ 30%YoY

563

Revenue

13

PBT

4

PAT

496

Total Employees

△ 6% YoY

₩ 82% YoY

→ 91% YoY

As on 30.06.2023

1,51,811

Client Base Market Cap

2,096

Networth

1%

ROE

♠ 2%YoY

As on 30.06.2023

1,813

As on 30.06.2023

(For Q1 FY24)



KEY HIGHLIGHTS OF Q1 FY24

Consolidated revenues

6% TYOY

to **Rs.563 mn**

Consolidated PAT

107% QoQ

91% - YoY

to Rs.4 mn

Commercial Vehicle Conference 2.0

organized in June 2023 by the IE team was attended by

- Over 65 funds
- 100 individual participants,
- resulting in over 150 meetings

Wealth Management AUD

32% YoY to INR 26,165 mn

PMS+AIF AUM

15% **1** QoQ

1% **!** YoY to INR 7,167 mn

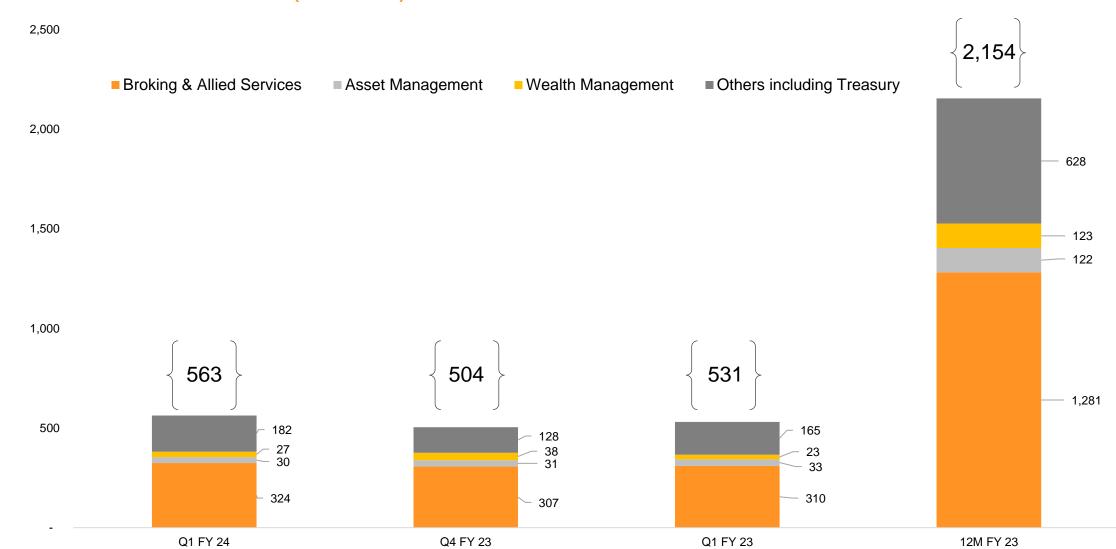
CSR Initiatives

Seed Collection Drive leading to collection of 800+ mango seeds for NGO Keshav Srushti

Other ongoing initiatives

- Book Collection Drive for BMC school in Borivali
- Veer Gatha a webinar to celebrate the heroics of our armed forces and discover the true value of our freedom

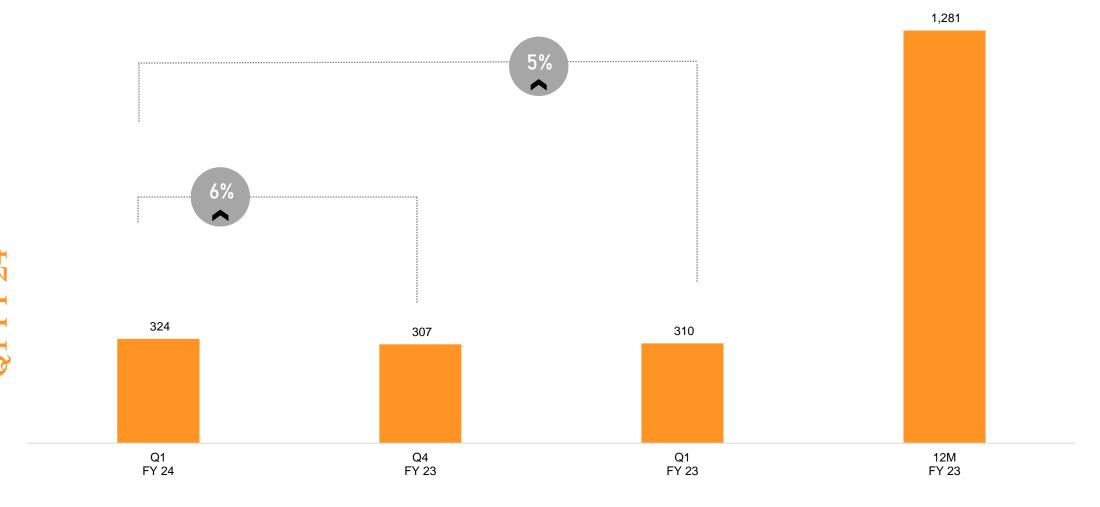
REVENUE MIX (Rs. Mn)



— PC 7H 1

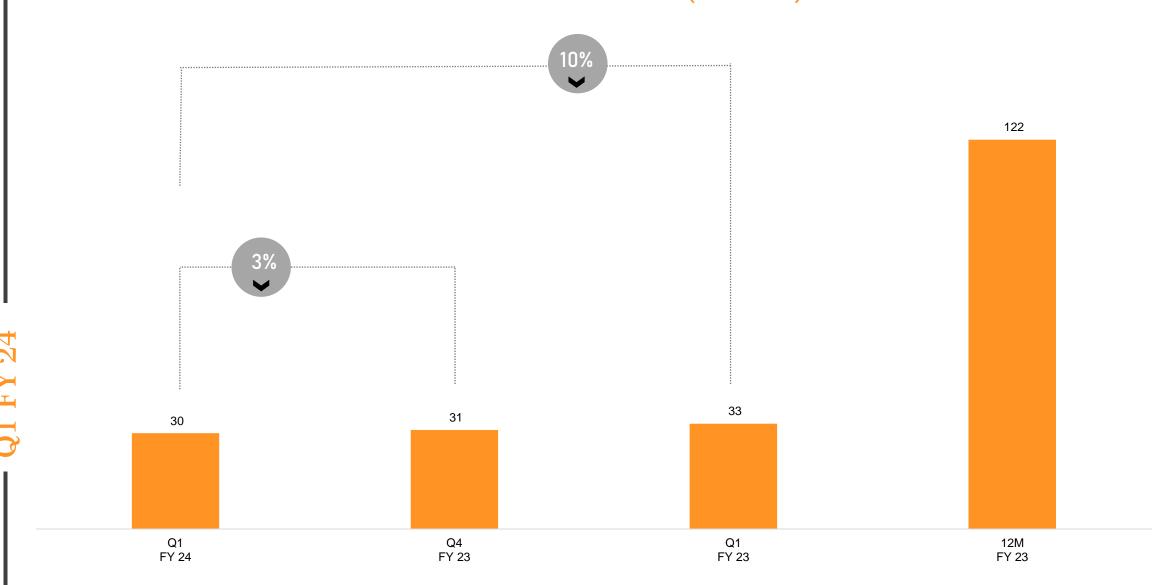
Emkay Your success is our success

BROKING REVENUE (Rs. Mn)



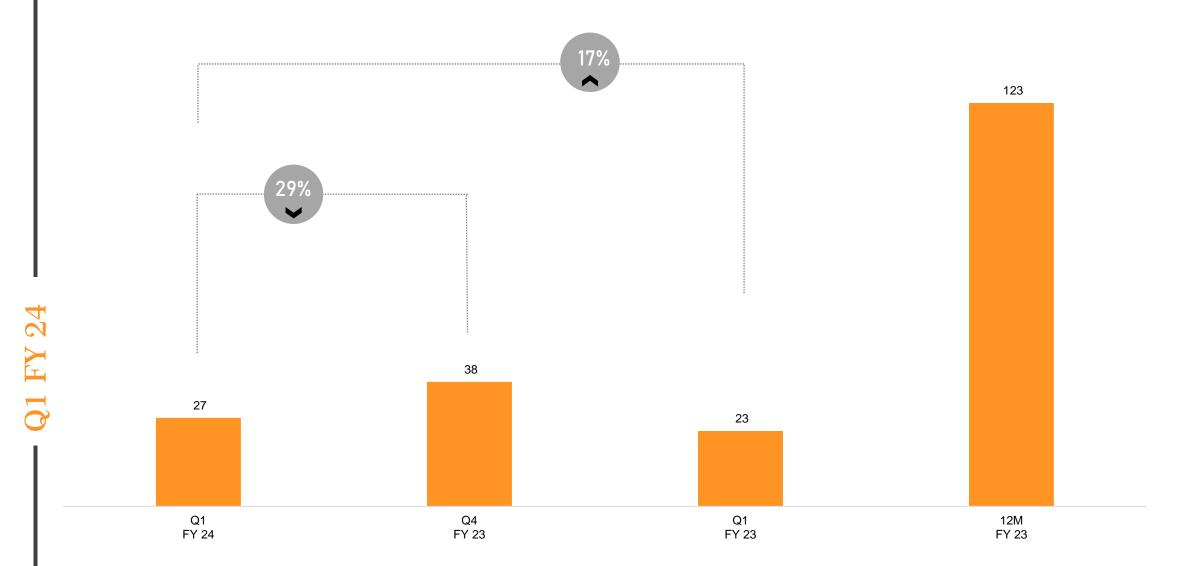


ASSET MANAGEMENT REVENUE (Rs. Mn)

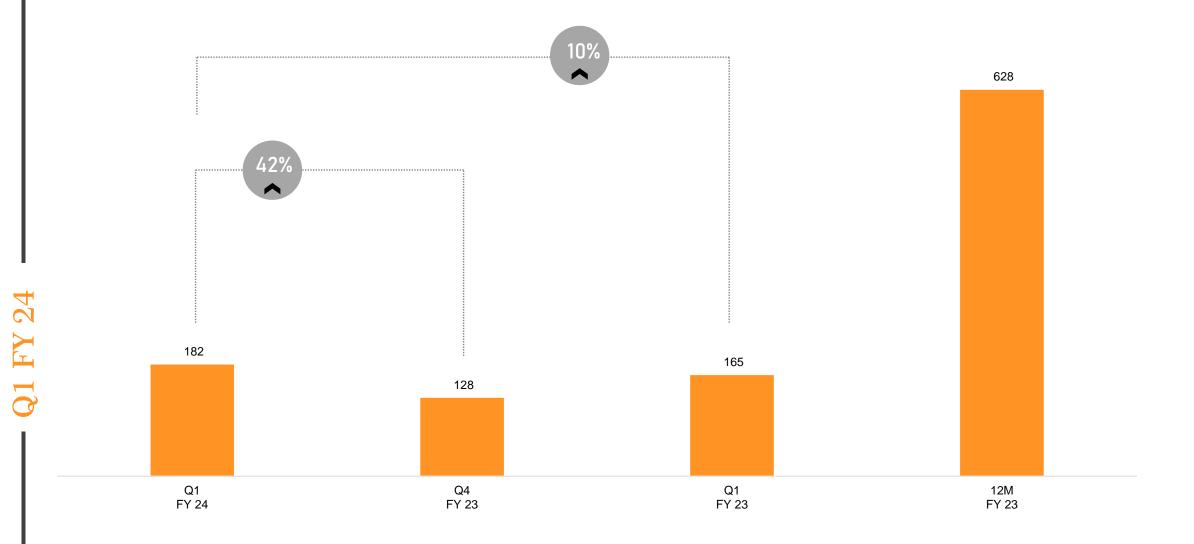




WEALTH MANAGEMENT REVENUE (Rs. Mn)

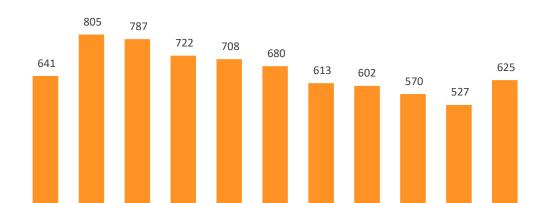


OTHERS INCLUDING TREASURY REVENUE (Rs. Mn)



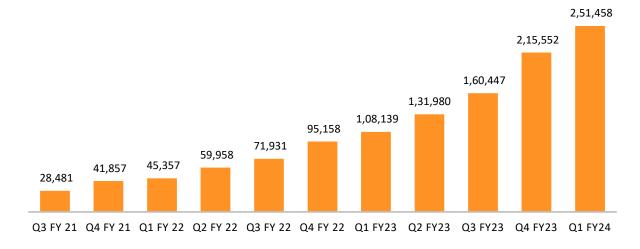
AVERAGE DAILY TURNOVER (Rs. Bn)



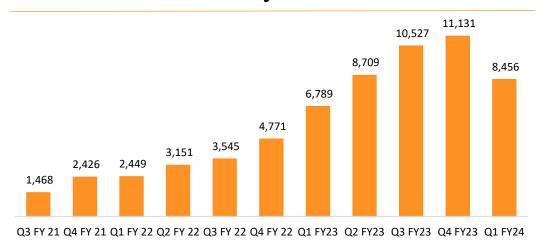


Q3 FY 21Q4 FY 21Q1 FY 22Q2 FY 22Q3 FY 22Q4 FY 22 Q1 FY23 Q2 FY23 Q3 FY23 Q4 FY23 Q1 FY24

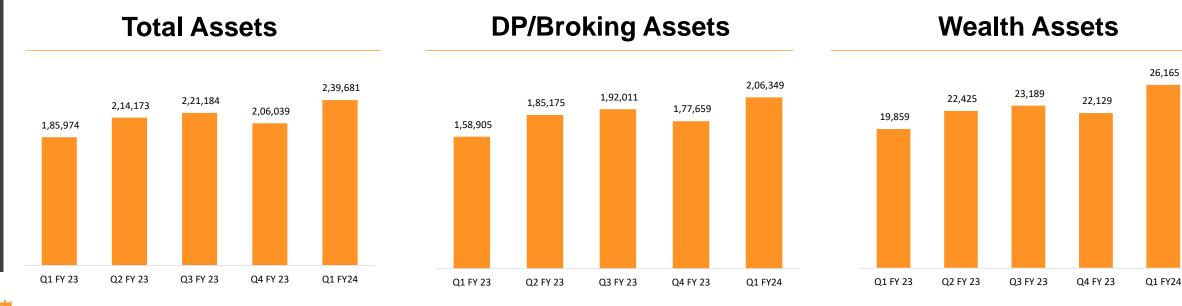
Derivative Market ADTO



Emkay's ADTO



CUSTOMER ASSETS (Rs. Mn)







Emkay's AIF AUM





FINANCIAL PERFORMANCE

QI FY24

KEY HIGHLIGHTS: CONSOLIDATED FINANCIALS

	Revenues (Rs. mn)	Profit Before Tax (Rs. mn)	Profit After Tax (Rs. mn)	EPS (Rs.)	BVPS (Rs.)
Q1 FY24	563	13	4	0.14	85.05
	12%	118%	1 07%	106%	0.39%
Q4 FY23	504	(73)	(54)	(2.18)	85.38
Q1 FY24	563	13	4	0.14	85.05
	6%	¥ 82%	91%	92%	2.58%
Q1 FY23	531	74	46	1.86	82.91
12M FY23	2,154	125	141	5.71	85.38



CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars	Q1FY24	Q4 FY23	QoQ %Change	Q1 FY23	YoY %Change	12M FY23
Revenue						
Income from Operations	488	421	16	520	(6)	2,029
Other Income	75	83	(10)	11	582	125
Total Revenue	563	504	12	531	6	2,154
Expenses						
Employees Benefit Expense	293	309	(5)	260	13	1,151
Finance Costs	8	13	(38)	8	-	43
Depreciation & Amortisation Expense	20	24	(17)	20	-	92
Other Expenses	229	231	(1)	169	36	743
Total Expenses	550	577	(5)	457	20	2,029
Profit/(Loss) Before Tax	13	(73)	118	74	(82)	125
Tax Expense/(Benefit)	14	(20)	170	30	(53)	(15)
Profit/(Loss) After Tax	(1)	(53)	(98)	44	(102)	140



CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (Rs. in mn)	Q1FY24	Q4 FY23	QoQ %Change	Q1 FY23	YoY %Change	12M FY23
Share of Profit/(Loss) of Associates	5	(1)	600	2	150	1
Profit/(Loss) for the Period/Year	4	(54)	107	46	(91)	141
Other Comprehensive Income	(10)	(2)	400	(3)	233	(5)
Total Comprehensive Income	(6)	(56)	89	43	(114)	136

CONSOLIDATED FINANCIALS - PAT MIX

			QoQ		YoY		
	Q1FY24	Q4 FY23	% Change	Q1 FY23	% Change	12M FY23	
a) Capital Markets (Broking, Distribution & IB)	(43)	(37)	16	34	(226)	106	
b) Asset Management	11	4	175	1	1,000	18	
c) Others	36	(21)	271	11	227	17	
Profit/(Loss) After Tax	4	(54)	107	46	(91)	141	
Other Comprehensive Income (OCI)	(10)	(2)	400	(3)	233	(5)	
Total Comprehensive Income	(6)	(56)	(89)	43	(114)	136	

SEGMENT PERFORMANCE

			QoQ		YoY	
	Q1FY24	Q4 FY23	% Change	Q1 FY23	% Change	12M FY23
Segment Revenue						
Advisory, Transactional & Other Related Activities	543	487	11	517	5	2,073
Financing and Investment Activities	20	17	18	14	43	81
Income from Operations	563	504	12	531	6	2,154
Segment Profit Before Tax						
Advisory, Transactional & Other Related Activities	(25)	(84)	(70)	59	(142)	66
Financing and Investment Activities	12	11	9	15	(20)	59
Profit/(Loss) Before Tax from Each Segment	(13)	(73)	(82)	74	(118)	125



INSTITUTIONAL EQUITIES

CONFERENCES IN Q1

Emkay Institutional Equities organized its

Commercial Vehicles Virtual Investor Conference

on 22^{nd-} 23rd June, which was attended by

5 67 100 companies funds individual participants

and the virtual 2-day conference resulted in more than

150 meetings







22-23, JUNE 2023

CORPORATE ACCESS

During Q1FY24 the Institutional Equities team organised



14 roadshows



38 expert and client calls



ASSET MANAGEMENT

PMS & AIF vertical

(Emkay Investment Managers Ltd.)

QIFY24 HIGHLIGHTS

Celebrating a decade of success

In the esteemed presence of clients and distribution partners in Mumbai, Emkay Investment Managers joyfully commemorated the successful completion of more than 10 years in the industry.















WEALTH MANAGEMENT

WEALTH MANAGEMENT



Managing INR.26,165 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 10 locations

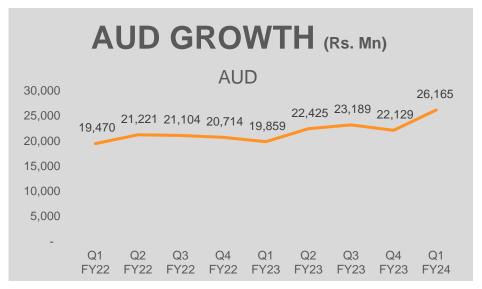
Offers facility to view portfolio online on the **website** and an intuitive **mobile app**

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

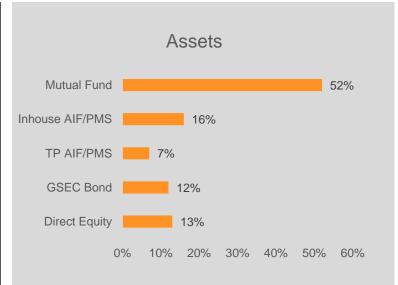
















TECHNOLOGY EDGE



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.



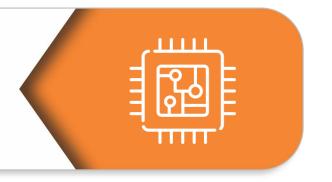


Mission

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



Robust Infrastructure



- Scaled up & fine-tuned hardware with high availability on critical infrastructure.
- Robust platform improvising the capacity in global standard data centers.
- High performance servers for a speedy trading experience & faster broadcast over internet.
- Utilizing multiple trading platforms to foster a vibrant trader community.
- Continuous performance improvements across the systems for better user experience.

Strong Network

03

04

- Strong & reliable network from multiple service providers across various network paths and higher bandwidths.
- Presence across various datacenters across the city.
- High bandwidth network & presence in Colocation for faster trading experience.
- Risk monitoring systems with an overall visibility of all the trading platforms.
- Secure network connectivity for employees & clients with multi factor authentication.

Securing our Enterprise

- Securing our infrastructure across head office & branches network.
- Systems Monitoring with Security Operations Center as per SEBI & CERT-In guidelines
- Extended Detection and Response system correlating various inputs across the landscape
- Compliance with regulatory guidelines over Cyber Security & Cyber Resilience across all environments.

Reliable Platforms for Clients

- Exchange connectivity from BSE, NSE, NCDEX, IFSC, IIBX and MCX across various segments.
- Technology with ultralow latency at NSE Colocation spread across multiple racks in various phases.
- Deployment of key applications at external datacentres with dedicated connectivity options.
- Multicast Tick by Tick and Multi-stream broadcast from NSE which is scalable on demand.



Emkay ©

TECHNOLOGY FOR BUSINESS

State-of-the-art trading technology

- Connectivity for disseminating real-time information via Bloomberg & Reuters.
- Integration with various FIX aggregators into the trading platforms for a better reach.
- 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 realtime monitoring of margin & positions.
- Integrated Backoffice, RMS and Settlement systems via API

Electronic Execution Solutions across the landscape

- Multiple trading solutions deployed to offer services like CTCL, Algo, DMA Trading/ Electronic Execution Services
- Trading platforms with Internet based, Mobile/ Wireless Trading to clients.
- Dealing terminals across HO, branches and franchisees.
- Cutting Edge Trading systems called Emkay Blitz for Retail Clients.
- Vendor Algo Platforms with variety & Dealer Terminal APIs for trader community
- Inhouse platform for tailor made Algo Strategies as per requirements.
- API based Trading: REST, JAVA, Dot Net, and custom wrapper EM-API with appropriate controls.

Technology Experience across Sales, Research & Operations

- Client Relation with branches, business associates via digital CRM platform.
- Digital 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.
- Emkay Blitz powered by Online Trading and Charting facility, fulfilling all regulatory guidelines.

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 Emkay Blitz
- 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
- 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, API & FIX
- Analyzing the customer experience, servicing & growth via the digital platforms



CSR INITIATIVES

SEED CONSERVATION DRIVE

Enormous Impact

- Conservation today is the most underrated word. In line with our values and committment to support ESG initiatives, we joined hands with Keshav Srushti to initiate a seed conservation drive during the mango season in summer.
- The drive witnessed enthusiastic participation from Emkay employees and they together collected 800+ seeds which will be germinated by the agricultural college at Keshav Srushti and subsequently planted in lands of beneficiary farmers in the Palghar region.

Contribution of

812

mango seed



Seed collection drive has achieved a remarkable milestone

Surpassing 6,959+





Date - June 23, 202

Respected Directo

Emkay Globel Srushcial Service Ltd

Warm greetings from Keshav Srushtil

We are writing to express our sincere appreciation for your dedicated efforts and unwavering support in our project, 'Aam Ke Aam Gutli Ke Daam.' Your outstanding work and unwavering commitment have had a significant impact on our mission, and we are truly grateful for your invaluable contribution.

With your exceptional contribution of 812 Mango Seeds, our seed collection drive has achieved a remarkable milestone, surpassing 6,959+ seeds in total. Your dedication and enthusiasm exemplify your deep commitment to our cause, bringing us closer to our goal of creating a more sustainable and environmentally conscious future.

Beyond the sheer number of Mango Seeds collected, your involvement in this project has contributed to several environmental benefits. Mango plants play a crucial role in reforestation and biodiversity conservation efforts, while also providing essential resources to farmers, including income opportunities, shade, and enhanced soil fertility. Your participation has directly empowered farmers and promoted sustainable agricultural practices.

As we move forward, we humbly request your continued presence and involvement in our future projects as we strive to build a greener and brighter future together.

Thank you once again for your exceptional support.

With deepest gratitude.

Gargi Rathi

(Project In charge – Aam Ke Aam Gutli Ke Daam)

gargirathi@keshavsrushti.com (8178034070)



Uttan Road, Bhayandar (W), Dist. Thane - 401 106, M.S. Contact.: + 91 88793 35276, Email: info@keshavsrushti.com, Website: www.keshavsrushti.com



CSR - ONGOING

INITIATIVES

Book Donation Drive

To support the students of the BMC school of Borivali, Emkayites are actively participating in a book donation drive. This initiative aims to provide underprivileged children with access to an array of enriching books that will enhance their intellect and cognitive abilities.





Categories include

- Old Story Books
- Old Picture Books
- Activity and Drawing books
- Dictionaries
- · General Info Books
- · New Notebooks 200 pg

Click here to participate

VEER GATHA

77th On the occasion of the Independence Day of India, Emkay has organized a virtual meet on 11th August, 2023 at 4 p.m. in association and in of Veer Nari Shakti support Resettlement Foundation. The esteemed speakers include Brigadier (R) Jayant Tiwari – Shaurya Chakra Awardee, Motivational Speaker and Life Coach, Rifleman (R) Zahoor Bhat -J&K Light Infantry, Anantnag, A martyr family member from the VNSR Foundation, and Prashant Tewari -Founder of VNSR Foundation.







HUMAN RESOURCE

INITIATIVES

Emkay Your success is our success

HR INITIATIVES



- Being a part of the Knowledge-based industry, attracting and retaining modern talent requires significant groundwork and reputation management. Fortunately, we have achieved success in establishing a strong reputation, which has enabled us to attract talent from various colleges for both Full-Time Employment and Internship opportunities.
- Aligned with the organization's principles, our hiring process must mirror the excellence of our workforce. Therefore, in order to bring
 on board the most reputable and capable individuals, we have introduced an enhanced level of Background Verification, surpassing
 the standard checks.



Learning Culture in the Organisation

- The excellence of our Research Report output results from a combination of various inputs, with one crucial factor being the comprehensive development of our people through a 360-degree approach. This approach involves exposing them to all aspects of Research, including deep research, modeling, analytics, writing, and, of course, formulating the final viewpoints.
- Over time, we have embraced a learner-centric approach, tailoring our learning methods to match the individual's pace and schedule. This has led us to develop a hybrid learning model for our employees, incorporating both classroom sessions and a vast array of learning materials on our Learning Management System (LMS). With this setup, employees have the flexibility to access the relevant resources specific to their roles or future career aspirations.

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HR INITIATIVES



Employee Connect and Engagements

- We initiated a survey for new joiners in the last 30, 60, and 90 days to gather their feedback. This feedback is then carefully evaluated, and actionable steps are taken based on the responses received.
- In this digital era, it is crucial not to lose sight of the actual realities on the ground. To remain connected and attuned to our employees' needs, we have initiated one-on-one meetings with them. Through these meetings, we strive to comprehend their perspectives and capture the essence of their ideas and suggestions for personal development and process improvements within the organization. This in-person platform serves as a valuable tool for fostering both individual and organizational growth.



CORPORATE OVERVIEW

Emkay ©

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.

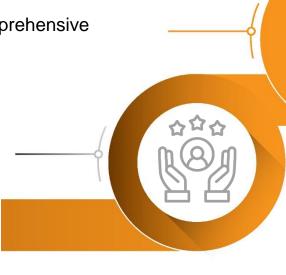
Mission

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:

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

customer

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

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.

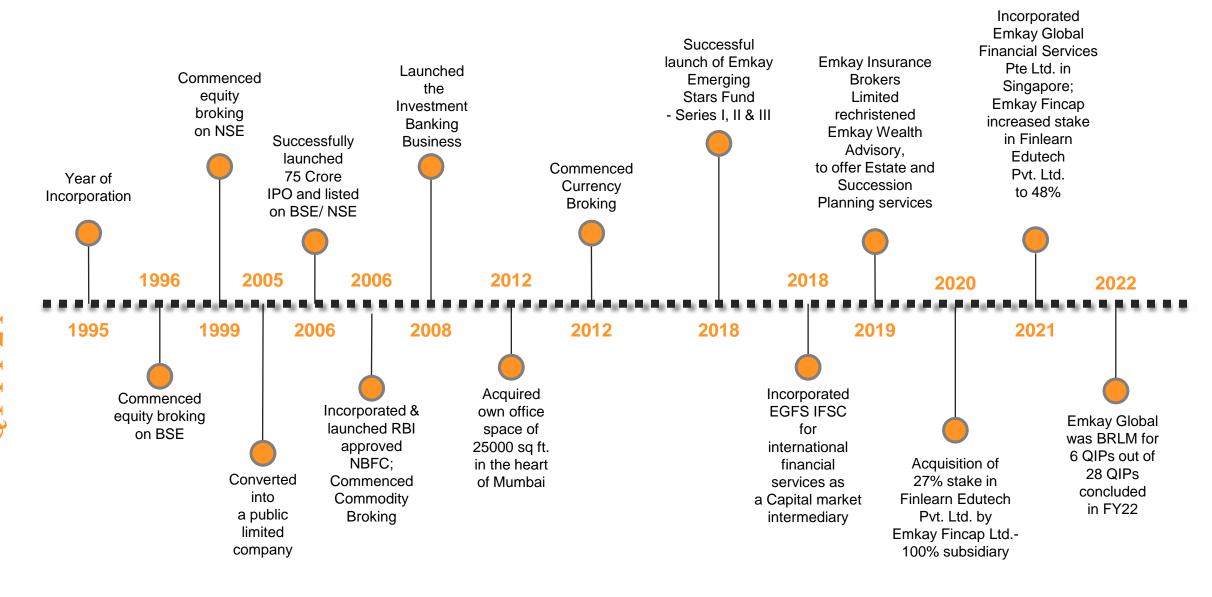
04

Significant Research capabilities: Emkay's institutional research covers 279 companies, including active and soft coverage. We cover 47 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.

O1 FY 9.4

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THE JOURNEY



Enclay Our success is our success

PRODUCTS & SERVICES

Investments:

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

Asset & Wealth Management:
Risk Profiling, Asset Allocation, Portfolio
Review and Management

03

Estate & Succession Planning:

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

Financial Education:

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

Investment Banking: Caters to Public Market, Private Market, ECM and Corporate Advisory

LLP with Azalea Capital: Structures and facilitates

Private financing fund raise of companies (in LCY / FCY) in the form of Structured Financing for both Performing and Distressed companies

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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. Krishna Kumar Karwa

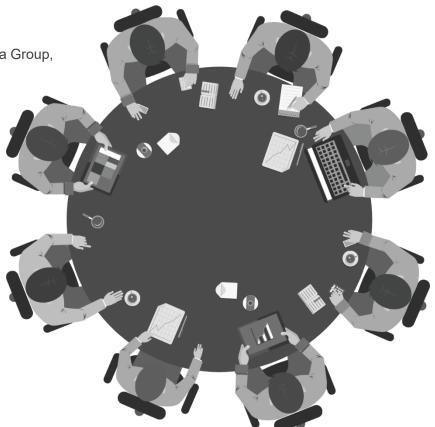
Managing Director

A rank holder member of the ICAI; Promoter & Managing Director of EGFSL

Mr. Prakash Kacholia

Managing Director

A member of the 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. 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.

Mrs. Hutokshi Wadia

Independent Director

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

Emkay Your success is our success

SHAREHOLDING SUMMARY



74.49%

Promoters & Promoter Group

25.51%

General Public

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RECENT AWARDS & RECOGNITIONS



Best Technology Team (Wealth Management) at the 2nd Annual NBFC and FinTech Excellence Awards 2023 by Quantic Business Media



Emkay Global received the award for Best Research in the Commodity Segment for FY2022, by MCX





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

CONTACT US





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