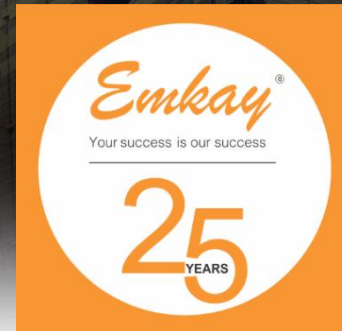


Investor Presentation

Q4 & 12M FY20

17.06.2020



Safe Harbor

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.

Contents

1

Message from the Management

2

Consolidated Performance Highlights

3

Business Performance

4

Corporate Overview

Message from the Management

Message from the Management

Dear Investors,

Greetings !

Our investment in technology and our motivated talent pool enabled us to seamlessly work from home (WFH) as our country went into lockdown post March 23. Our broking businesses across equities/commodities and currencies continued to deliver impeccable service to all our clients across institutions, corporates and HNIs. We have taken all necessary safety precautions for our colleagues working from our offices. Business development activity across verticals has been impacted with all prospective clients having put all new business relationships on hold. It is difficult to envisage when travel and client visits will make a comeback or when clients will start taking new decisions. Until then, it is status quo and imperative that we service our existing clients to maintain and grow our wallet share.

During the quarter our broking businesses delivered a steady performance. We continue to invest in other business verticals of ours such as wealth management, asset management and investment banking which are core to our vision to making Emkay a well-rounded financial services company. We are optimistic that once the economy starts functioning normally, these verticals will deliver their full potential.

Apart from subdued revenues, our financial performance for the year was also adversely impacted by the following non-cash charges for ESOPs - Rs 171 lac, fair value mark-to-market valuation of the company's investments in AIF, PMS products launched by the company - Rs 915.28 lac, and the need to provide for permanent diminution in the value of one non-operating subsidiary - Rs.75.50 lac. As of date, the investment in AIF/ PMS has recovered by approximately Rs 250 lac.

Taking into cognizance the subdued prospects for FY21, we have taken various cost rationalization initiatives. Simultaneously, we are vigilant and ready to launch new business initiatives across our verticals as soon as we see the economy returning to normal.

Message from the Management

Every adversity is an opportunity to learn and come out stronger and like we have been delivering for the last 25 years, we are confident that we shall come out a winner in this unprecedented pandemic driven crisis - something all of us have not experienced.

We would like to take this opportunity to thank all Emkayites who despite facing this unprecedented pandemic driven crisis have put in their best efforts to ensure that clients are serviced efficiently.

Our Board Members have over the years been extremely supportive and understanding of all business initiatives and have shared and guided the company well through its thick and thin. We would like to record our appreciation of all previous and current Board Members for their continuing advice.

Best Wishes,

Stay Safe, Stay Healthy



Krishna Kumar Karwa

Managing Director



Prakash Kacholia

Managing Director

Consolidated Performance Highlights

Consolidated Performance: Key Highlights

	Revenues (Rs. In Lac)	Profit/Loss Before Tax (Rs. In Lac)	Profit/Loss After Tax (Rs. In Lac)	EPS (Rs.)	BVPS (Rs.)
Q4 FY20	3,473	(1,002)	(787)	(3.09)	62.08
	↑ 4%	↑ 358%	↑ 401%	↑ 398%	↓ 4.97%
Q3 FY20	3,329	(219)	(157)	(0.62)	65.33
Q4 FY20	3,473	(1,002)	(787)	(3.09)	62.08
	↓ 0.32%	↓ 2669%	↓ 547%	↓ 481%	↓ 8.54%
Q4 FY19	3,484	39	176	0.81	67.88
12MFY20	13,526	(1,715)	(1,296)	(5.12)	62.08
	↓ 9%	↓ 272%	↓ 256%	↓ 244%	↓ 8.54%
12M FY19	14,815	995	833	3.55	67.88

Consolidated Profit & Loss Statement

Particulars (Rs. In Lac)	Cons. Q4 FY20	Cons. Q3 FY20	QoQ% Change	Cons. Q4 FY19	YoY % Change	Cons. 12M FY20	Cons. 12M FY19	% Change
Revenue								
Income from Operations	3,434	3,307	4%	3,461	(1%)	13,360	14,526	(8%)
Other Income	39	22	77%	23	70%	166	289	(43%)
Total Revenue	3,473	3,329	4%	3,484	(0.32%)	13,526	14,815	(9%)
Expenses								
Employees Benefit Expense	2,058	1,880	9%	1,890	9%	7,580	7,034	8%
Finance Costs	117	131	(11%)	143	(18%)	685	655	5%
Depreciation & Amortisation Expense	209	213	(2%)	195	7%	771	706	9%
Other Expenses	2,091	1,324	58%	1,217	72%	6,205	5,425	14%
Total Expenses	4,475	3,548	26 %	3,445	30%	15,241	13,820	10%
Profit Before Tax	(1,002)	(219)	358 %	39	(2,669%)	(1,715)	995	(272%)
Exceptional Items	-	-	-	(171)	(100%)	-	(171)	(100%)
Tax Expense	(263)	(73)	260%	47	(660%)	(491)	368	(233%)
Profit After Tax	(739)	(146)	406 %	163	(553%)	(1,224)	798	(253%)
Share of Profit/Loss of Associates	(48)	(11)	336%	13	(469%)	(72)	35	(306%)
Profit After Tax and Share of Profit/Loss of Associates	(787)	(157)	401%	176	(547%)	(1,296)	833	(256%)

Business Performance

Spectrum of Businesses

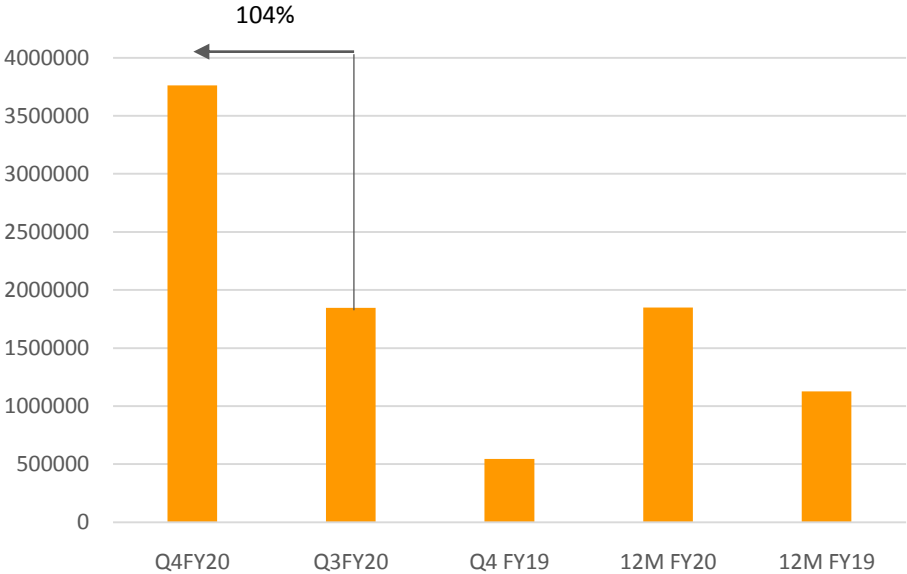
Our Businesses

	Broking & Allied Services	PMS/AIF	Wealth Management
Revenue in Q4 FY20	Rs.2,236 lacs	Rs. 148 lacs	Rs. 90 lacs
Revenue in Q3 FY20	Rs. 2,239 lacs	Rs. 149 lacs	Rs. 52 lacs
% Revenue increase	(0.13%)	(0.67%)	73.08%
Revenue in Q4 FY19	Rs. 2,283 lacs	Rs. 147 lacs	Rs. 22 lacs
% Revenue increase	(2.06%)	0.68%	309.09%
Revenue 12M FY20	Rs. 8,973 lacs	Rs. 572 lacs	Rs. 210 lacs
Revenue 12M FY19	Rs. 9,498 lacs	Rs. 521 lacs	Rs. 112 lacs
% Revenue increase	(5.53%)	9.79%	87.5%

Broking Business

Equity ADTO

Combined Equity ADTO: Cash and F&O (Rs. In Lac)



Equity Broking

New Initiative: A road trip across Punjab - India's wheat basket

We organized a road trip for our key clients to Punjab in mid-November 2019. It gave a unique experience to our clients, wherein they got to do ground checks across various sectors – auto, BFSI, FMCG, cement, consumer electrical and real estate. The trip was across Punjab – Amritsar, Jalandhar, Hoshiarpur, Ludhiana, and Chandigarh. The clients also got a feel of the state's culture through a visit to the Golden Temple and a special bhanga performance.



Our flagship annual conference 'Emkay Confluence' featured 2,000 meetings across 2 days, with 100 corporates and over 400 investors



Curtain Raiser to Emkay Confluence 2019 on CNBC TV18



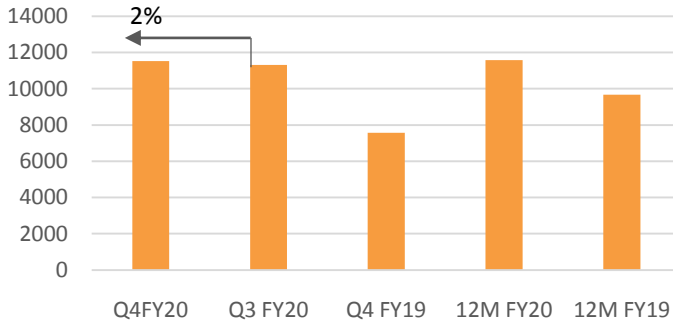
Curtain Raiser to Emkay Confluence 2019 on Bloombergquint

Commodity & Currency

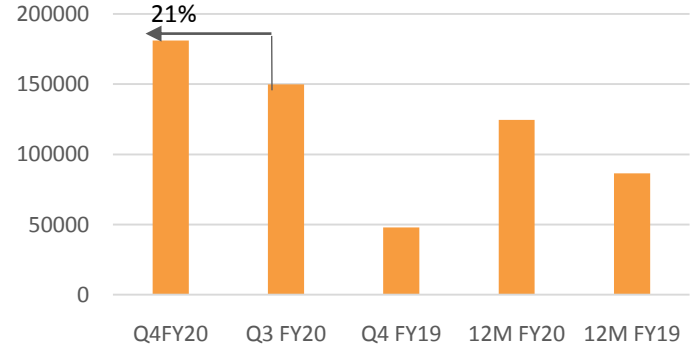


Emkay Forex
Mobile App EMFX

Emkay Commodity ADTO (Rs. in Lac)



Emkay Currency ADTO (Rs. in Lac)



Asset Management Business

Asset Management – PMS & AIF

Total AUM (PMS + AIF) : Rs. 50,000+ Lac

EMKAY INVESTMENT MANAGERS

INVESTMENT SOLUTIONS: CLASSICAL ALPHA & SMART ALPHA

Smart Alpha is a diversified investment strategy that combines the best of both worlds - the stability and predictability of a traditional investment approach and the growth potential of a more aggressive strategy. It is designed to provide superior returns over the long term by investing in a portfolio of high-quality, undervalued stocks that are expected to outperform the market over the long term.

Classical Alpha is a diversified investment strategy that focuses on investing in a portfolio of high-quality, undervalued stocks that are expected to outperform the market over the long term.

Smart Alpha Risk Metrics

Three Principal Investment Processes

EMKAY CAPITAL BUILDER FUND

The Portfolio Risk Fund 8 Accruals since launch but even the company in this period has reported an impressive performance.

Key Metrics:

- 100% Subscribed
- ₹ 1,63,330 Cr. AUM
- ₹ 1,63,330 Cr. Net Assets
- ₹ 1,63,330 Cr. Net Assets

Investment Objective: The fund seeks to generate long term capital appreciation for investors from a portfolio of equity and equity related securities.

Key Ratios:

- Ratio: 1.00
- Emkay AIF: 1.00

Assets Under Management (AUM):

Category	Value (Cr.)
Equity	1,63,330
Debt	0
Other	0
Total	1,63,330

Top 5 Holdings:

Company	Value (Cr.)
Reliance Industries Ltd	1,63,330
Infosys Ltd	0
Wipro Ltd	0
TCS Ltd	0
HDFC Bank Ltd	0

Profile of Fund Manager:

Nifty 500 20-25% **Nifty 500** 1.63,330

EMKAY L.E.A.D

Investment Objective: The fund seeks to generate long term capital appreciation for investors from a portfolio of equity and equity related securities.

Key Ratios:

- Ratio: 1.00
- Emkay AIF: 1.00

Assets Under Management (AUM):

Category	Value (Cr.)
Equity	1,63,330
Debt	0
Other	0
Total	1,63,330

Top 5 Holdings:

Company	Value (Cr.)
Reliance Industries Ltd	1,63,330
Infosys Ltd	0
Wipro Ltd	0
TCS Ltd	0
HDFC Bank Ltd	0

Profile of Fund Manager:

Nifty 200 1.63,330

EMKAY EMERGING STARS FUND - AIF Category III

INVESTMENT OBJECTIVE: The fund seeks to generate long term capital appreciation for investors from a portfolio of equity and equity related securities.

FUND MANAGEMENT TEAM:

Key Ratios:

- Ratio: 1.00
- Emkay AIF: 1.00

Assets Under Management (AUM):

Category	Value (Cr.)
Equity	1,63,330
Debt	0
Other	0
Total	1,63,330

Top 5 Holdings:

Company	Value (Cr.)
Reliance Industries Ltd	1,63,330
Infosys Ltd	0
Wipro Ltd	0
TCS Ltd	0
HDFC Bank Ltd	0

Profile of Fund Manager:

Nifty 500 1.63,330

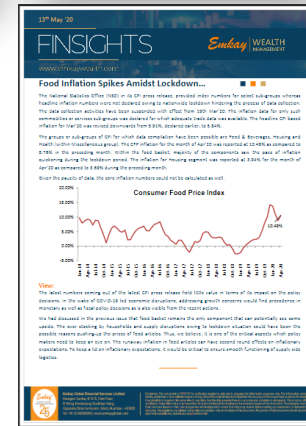
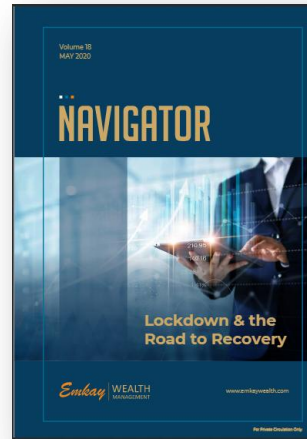
During the financial Year 19-20, EIML successfully launched two products under the *Smart Alpha* approach.

- **Emkay's 12-** launched in August '19 is a 12 stock, equi-weighted large-cap strategy which aims to generate better returns than large cap MF strategies.
- **Emkay GEMS** - launched in February '20 is a 20 stock, equi-weighted midcap strategy which aims to get high performing emerging leaders out of the NIFTY Midcap 150 universe

Wealth Management Business

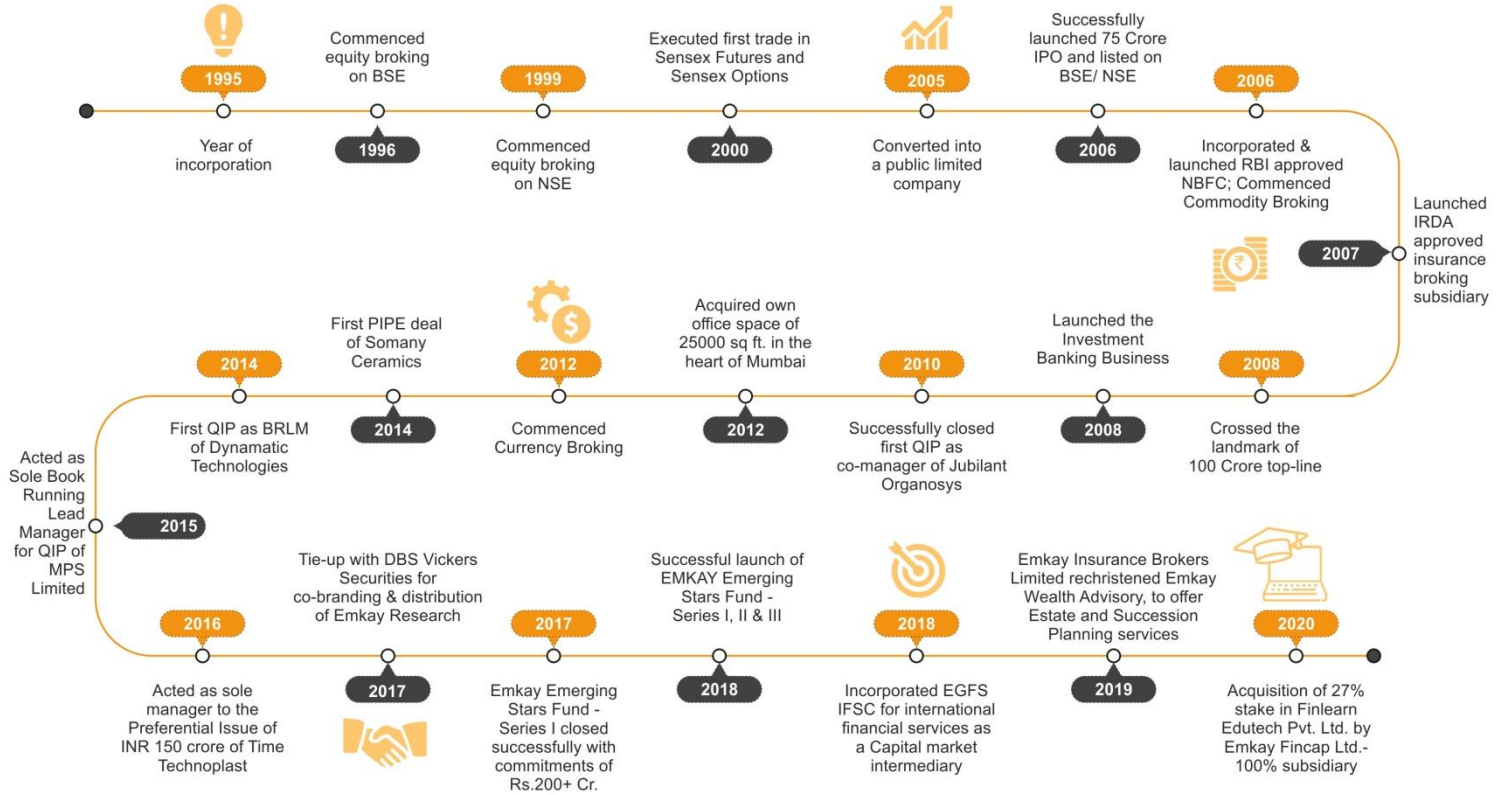
Wealth

- Managing over Rs. 116,400 Lac under MF Advisory & Distribution
- Mutual Fund recommendations backed by a strong research team.
- Understanding financial needs of clients by considering factors like risk appetite, investment time horizon, age, tax implications, among others, before advising on mutual funds.
- Regular and stringent monitoring of portfolios.
- Monthly update on Mutual Fund holdings and portfolio reviews.
- Facility to view portfolio online on the website and intuitive mobile app
- During the year, the wealth business increased its presence in the country by setting up of key cities of New Delhi, Dehradun, Bengaluru, Chennai & Hyderabad.
- Research Reports
 - » Navigator: A monthly with a roundup on economy, markets, mutual funds, PMS, Estate & Succession Planning, et al.
 - » FinSights: Economy update
 - » Product Updates



Corporate Overview

The Journey



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; 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)
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

- Exchange connectivity from BSE, NSE, NCDEX and MCX
- State-of-the-art technology with ultralow latency 10G high speed infrastructure at NSE CoLo
- Tick by Tick, Multicast and Fast Broadcast from NSE
- Multiple trading solutions deployed to offer services like
 - » CTCL
 - » Automated Trading
 - » DMA Trading/ Electronic Execution Services
 - » Internet based Trading
 - » Mobile/ Wireless Trading
- Trading terminals:
 - » Omnesys CTCL : over 750 Terminals
 - » Omnesys Nest Trader (Web + Exe) Online Trading
 - » Omnesys Nest & Greeksoft Automated Trading Solution
 - » μ Trade & Resolute DMA Solution
 - » EmTrade Online Solution

Strong Infrastructure

- International connectivity for disseminating real-time information & Integration with various FIX aggregators such as
 - » Bloomberg
 - » Fidessa
 - » Thomson Reuters (Autex)
 - » Linedata
 - » Charles River
 - » ITG
 - » Eze Castle
- 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 & Recognitions

ASIAMONEY

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

Team Rankings 2019

Best Energy Team	2
Best Media Team	2
Best Healthcare Team	3

Individual Rankings 2019

Best Analysts for Energy	2
Best Analysts for Media	2
Best Analysts for Healthcare	4

Institutional Investor

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

- Best Sales Team: Rank 5 in India by Institutional Investor Survey, 2017
- Best Research Team: Rank 10 in India by Institutional Investor Survey, 2016



Emkay Wealth Management recognised as

One of the Top 10 Wealth Management Advisors - 2020

by CEO Insights magazine, an annual recognition for being center stage for industry leaders to portray their business acumen & insights and for high quality, secure and reliable wealth management services.



Best performing member in commodity Segment – West, for 2019, by NSE



Highest volume contributor in the Options segment for 2019, by MCX



Most Admired Service Provider in Financial Sector for 2017, by CMO Asia

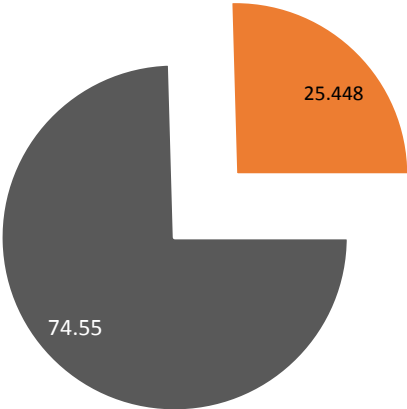


India's Most Trusted Financial Brand for 2016-17 by World Consulting & Research Corporation



Listed among the 25 fastest growing financial consultant companies in India for 2017, by the CEO Magazine

Shareholding Summary



Promoters & Promoter Group - 74.55%

General Public - 25.448%

Financial Institutions/ Banks - 0.0%

■ Promoters & Promoter Group ■ General Public ■ Financial Institutions

Registered Office:

7th Floor, The Ruby, Senapati Bapat Marg, Dadar (W), Mumbai - 400028.

Tel: +91 22 6612 1212; Fax: +91 22 66121299

Website: www.emkayglobal.com

Data as on 31.03.2020