

24.05.2022

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 31.03.2022

Please find enclosed herewith the Investor presentation for the financial results for the quarter and year ended March 31, 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

Q4 & 12M FY22

KEY PERFORMANCE INDICATORS

EMKAY: FY22 AT A GLANCE

1,94,513

Total Assets
(in million)

34% YoY Growth

1,86,812

Wealth Assets
(in million)

36% YoY Growth

7,702

PMS & AIF AUM
(in million)

10% YoY Growth

1,28,028

Client Base

2% YoY Growth

461

PBT
(in million)

165% YoY Growth

338

PAT
(in million)

205% YoY Growth

2,743

Revenue
(in million)

70% YoY Growth

333

Total Comprehensive Income (in million)

190% YoY Growth

2,568

Market Cap
(in million)

As on 31.03.2022

2,006

Networth
(in million)

As on 31.03.2022

18%

ROE

(for FY 21-22)

KEY HIGHLIGHTS OF Q4 FY22

Consolidated revenues grew by

**7% YoY to
Rs. 534 mn**

Consolidated PAT fell by

**177% YoY to
Rs. (47) mn**

Renewable Energy Conference

organized in February, by the IE team, which was attended by

- Over 45 funds
- 65 individual participants,
- resulting in over 130 meetings

Left Lead BRLM to two IPOs

Emkay filed the DRHP for an INR~5000 mn IPO as a Left Lead BRLM and also filed the DRHP for an INR~6000 mn IPO as a sole BRLM

Emkay Emerging Stars – Series IV

Our NFO on the AIF platform, the Emkay Emerging Stars Fund Series - IV reported a 25% jump in the commitments raised over the last quarter. The offering closed on April 30th

Distribution of Proceeds

Emkay Investment Managers distributed proceeds across the previous AIF offerings (Emkay Emerging Stars Fund - Series I, II & III) to the tune of 15% of outstanding units . This makes it among the few pioneering funds to do this and has been received well by investors and their advisors

PMS+AIF AUMs

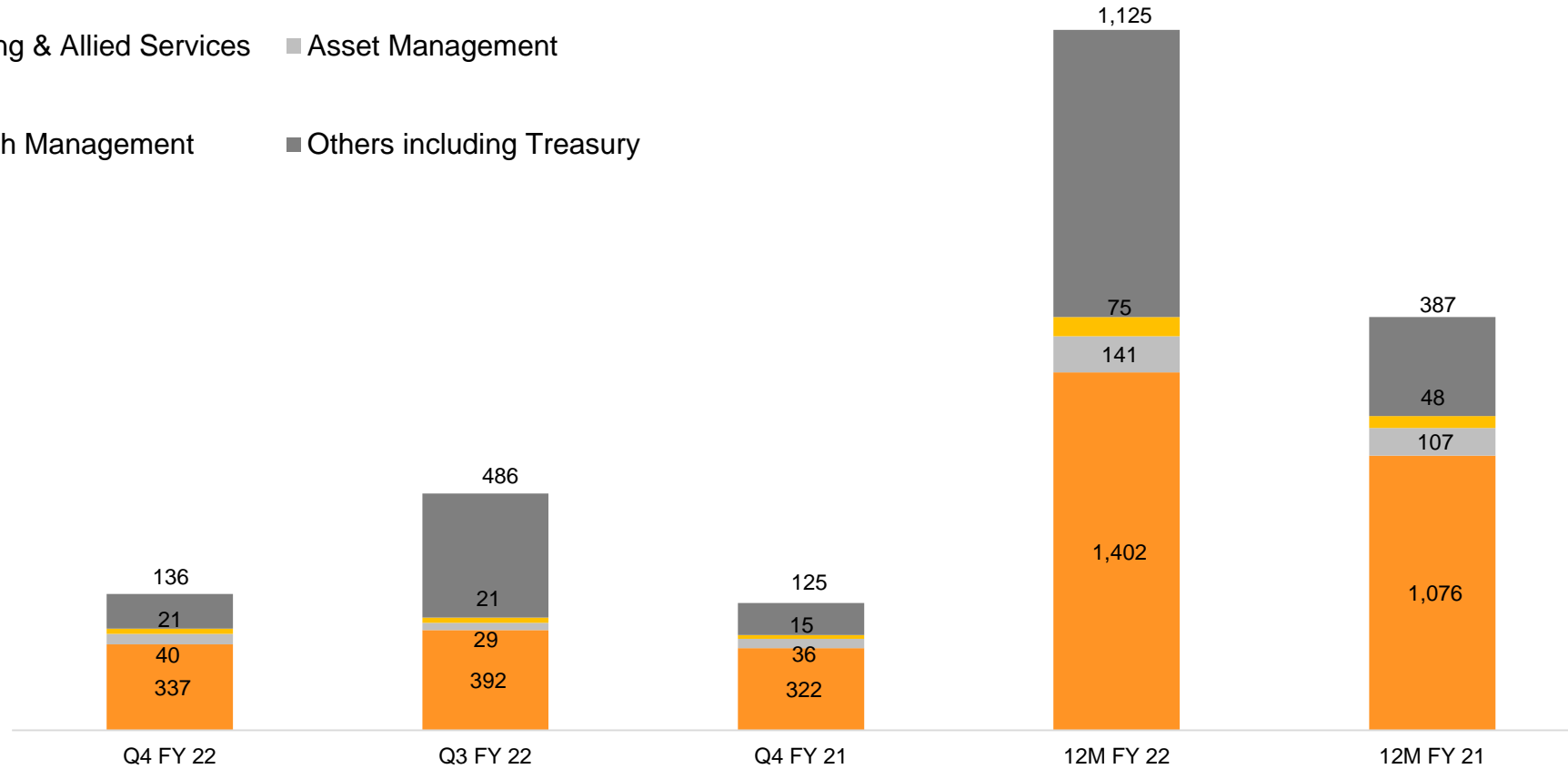
have grown
10% YoY to INR 7,702 mn
vis-à-vis
INR 7,017 mn

Wealth AUMs

have grown
36% YoY to INR 1,86,812 mn
vis-à-vis
INR 1,37,608 mn

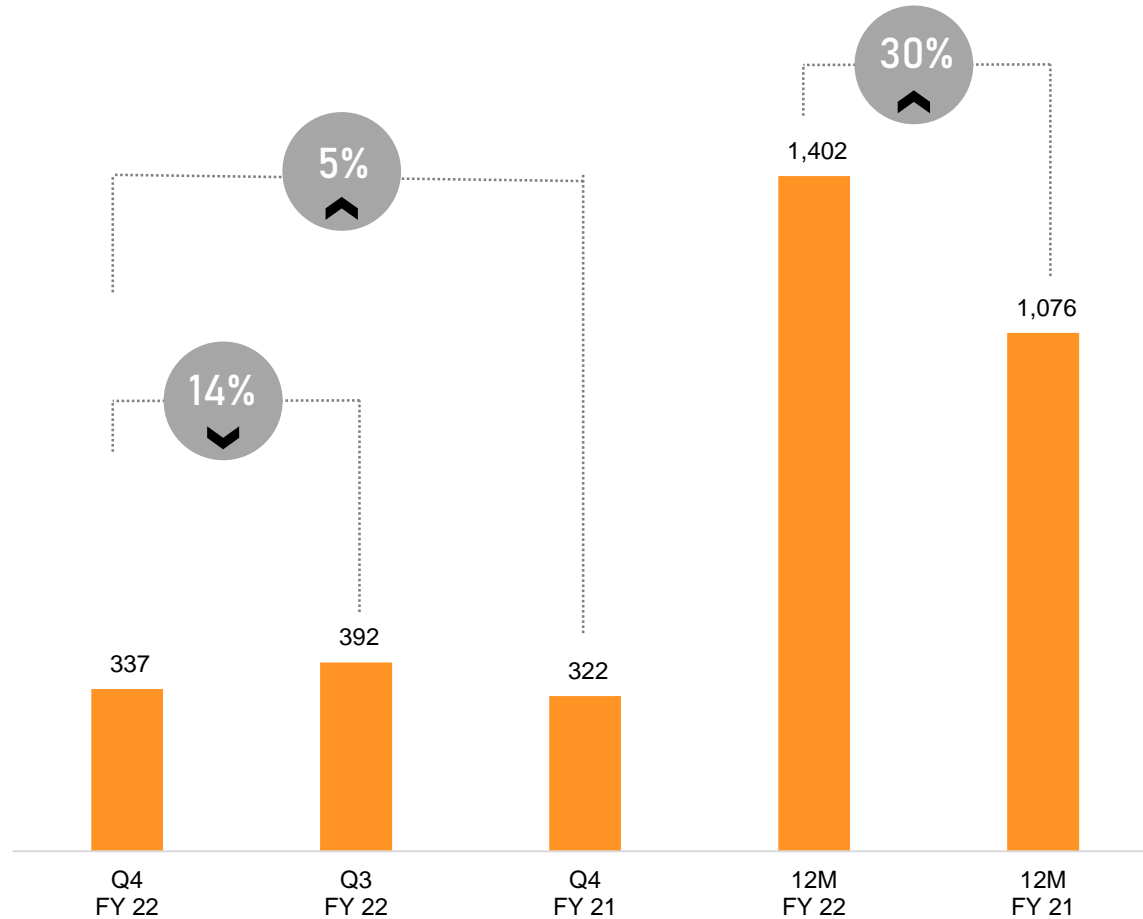
REVENUE MIX (Rs. Mn)

- Broking & Allied Services
- Asset Management
- Wealth Management
- Others including Treasury



BROKING REVENUE

(Rs. Mn)



In the fourth quarter, revenue from broking and allied services grew

5% YoY

to

Rs.337

mn

14%
QoQ



5%
YoY

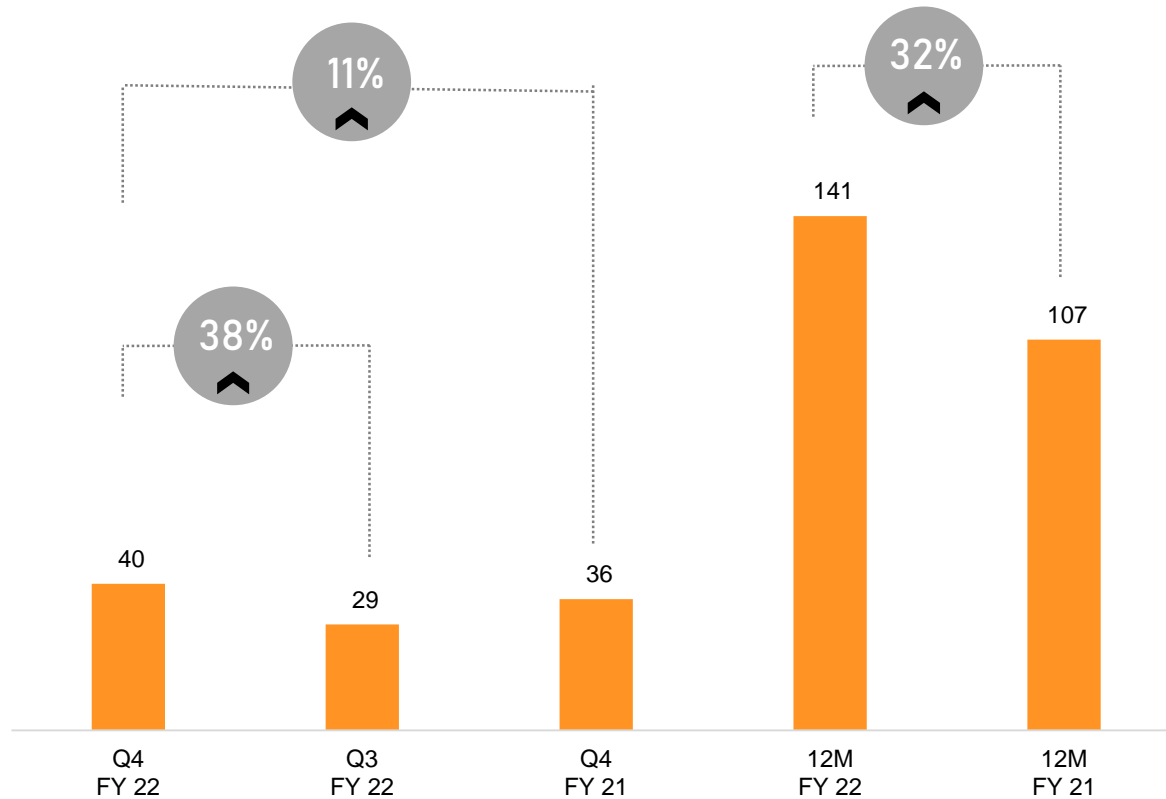


30%
12M
YoY



ASSET MANAGEMENT REVENUE

(Rs. Mn)



In the fourth quarter, revenue from the asset management vertical grew 11% YoY to Rs.40 mn

38%
QoQ



11%
YoY

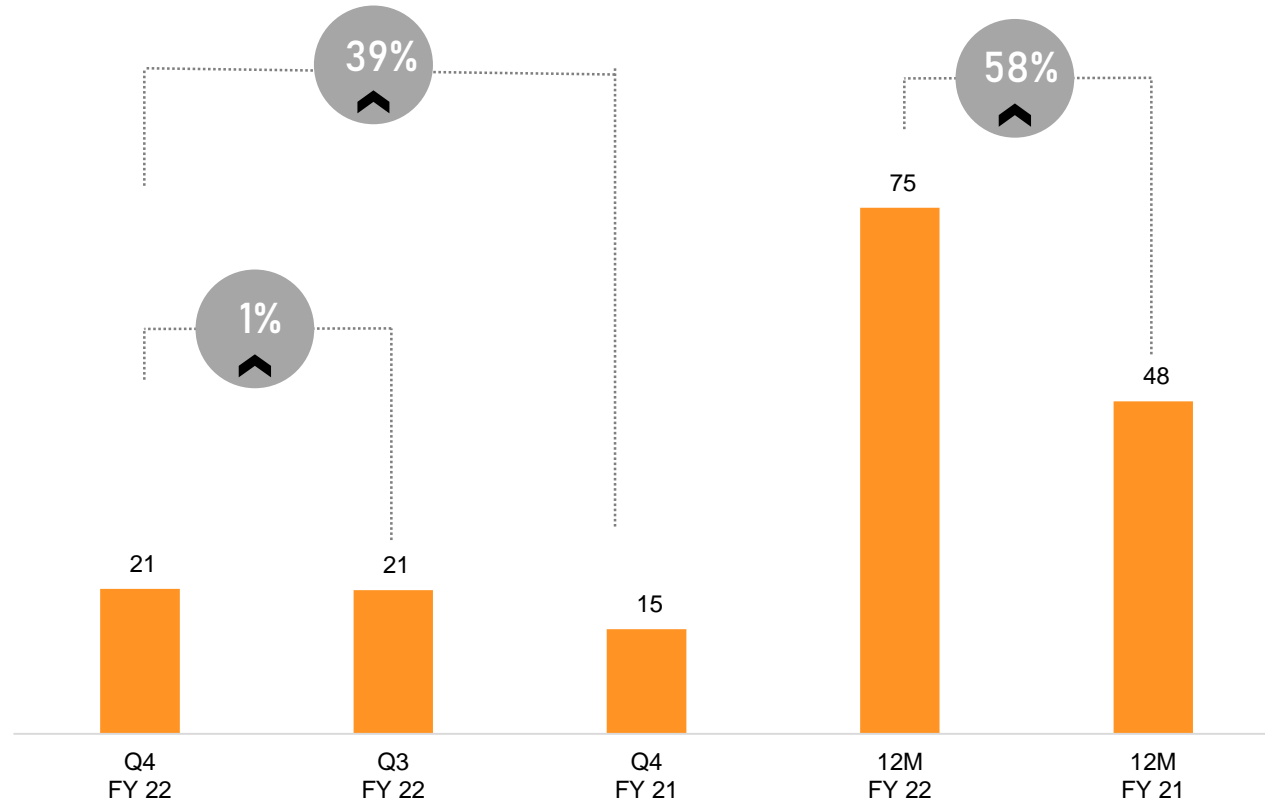


32%
12M
YoY



WEALTH MANAGEMENT REVENUE

(Rs. Mn)



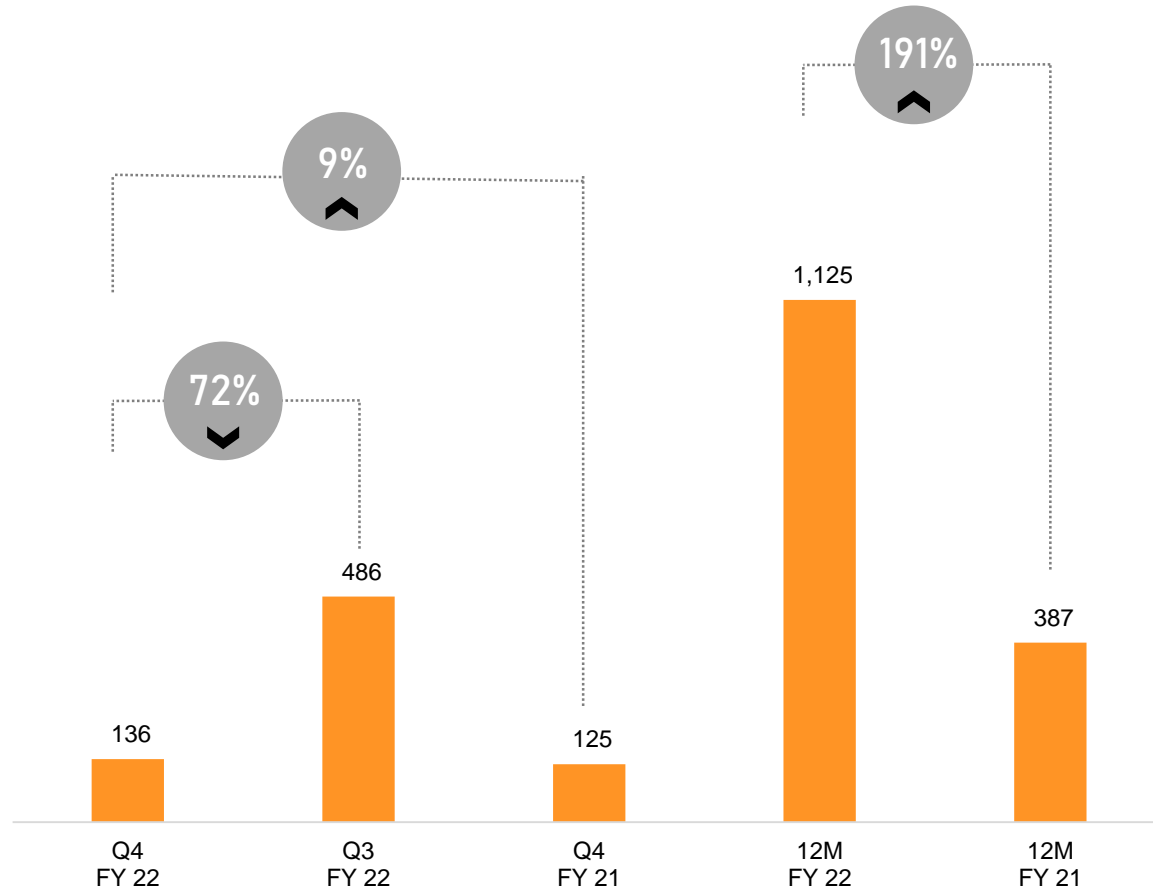
In the fourth quarter, revenue from the wealth management vertical grew 39% YoY to Rs.21 mn

1%
QoQ

39%
YoY

58%
12M
YoY

OTHERS INCLUDING TREASURY REVENUE (Rs. Mn)



In the fourth quarter, revenue from others including treasury grew

9% YoY

to

Rs.136

mn

72%
QoQ



9%
YoY

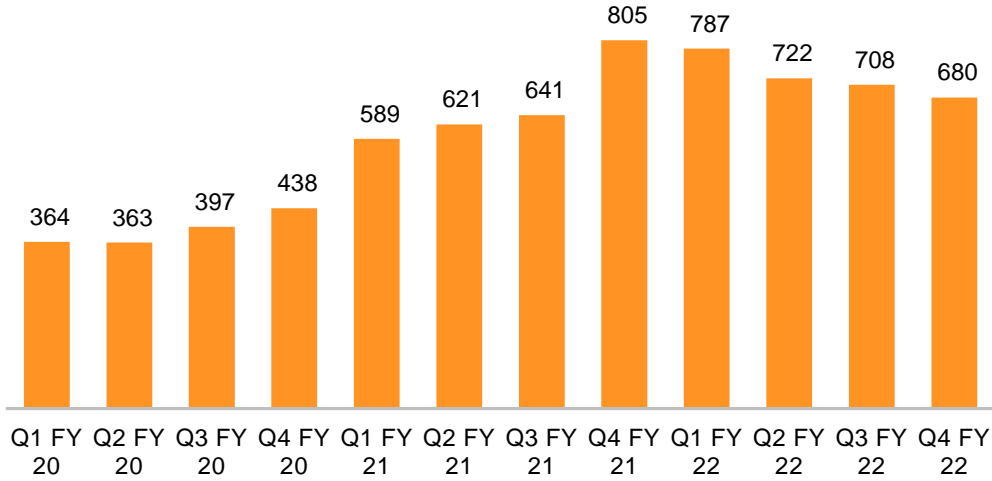


191%
12M
YoY

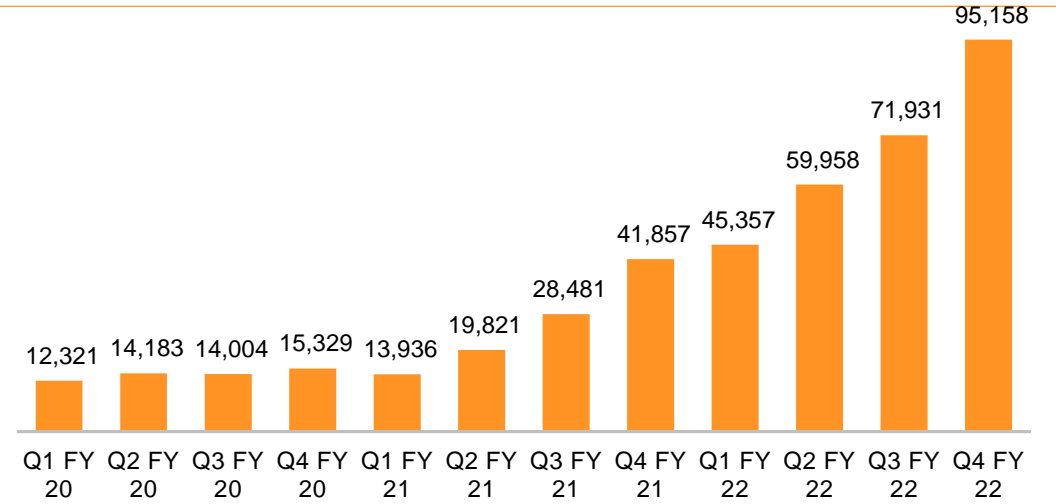


AVERAGE DAILY TURNOVER

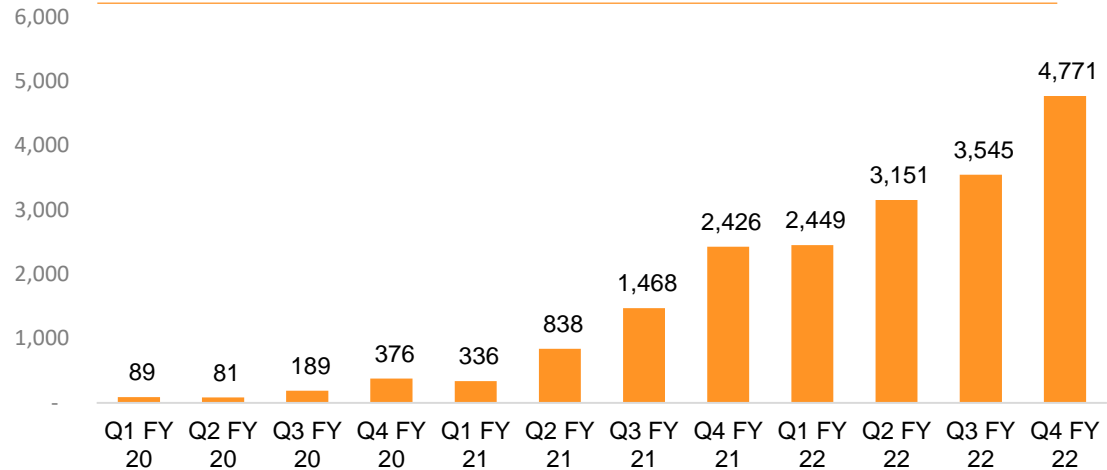
Equity Market ADTO (in bn)



Derivative Market ADTO (in bn)

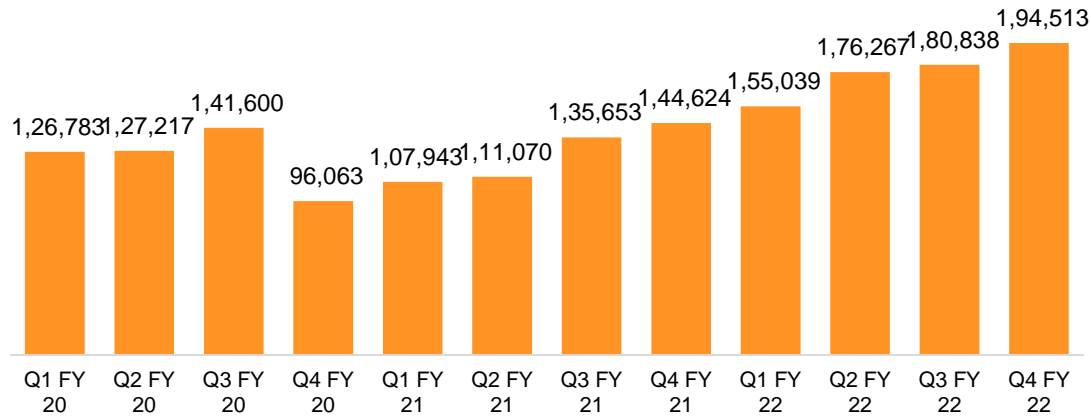


Emkay's ADTO (in bn)

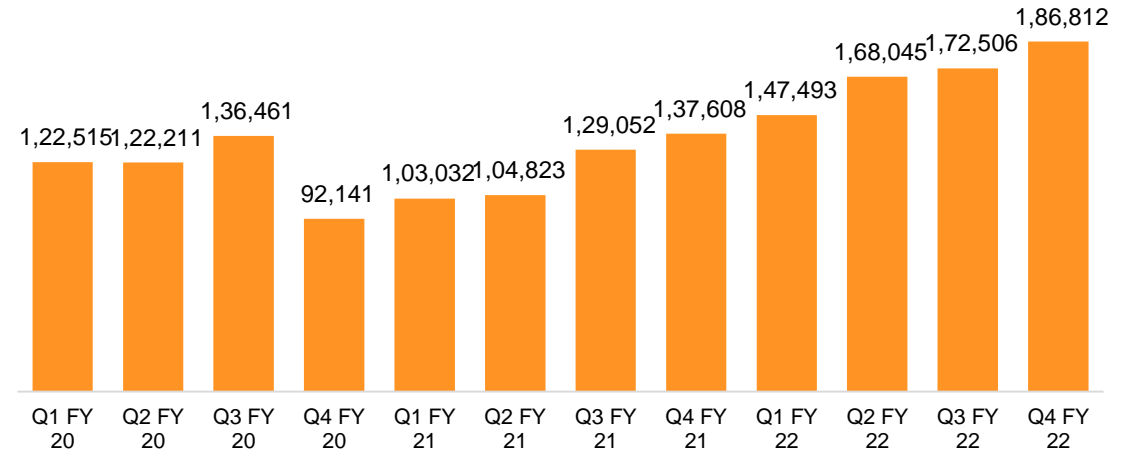


CUSTOMER ASSETS (Rs. in Mn)

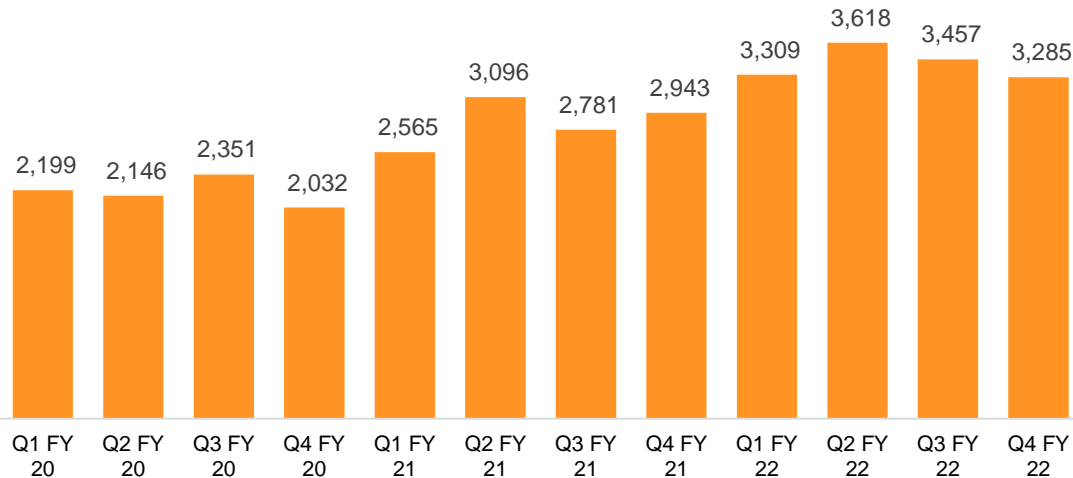
Total Assets



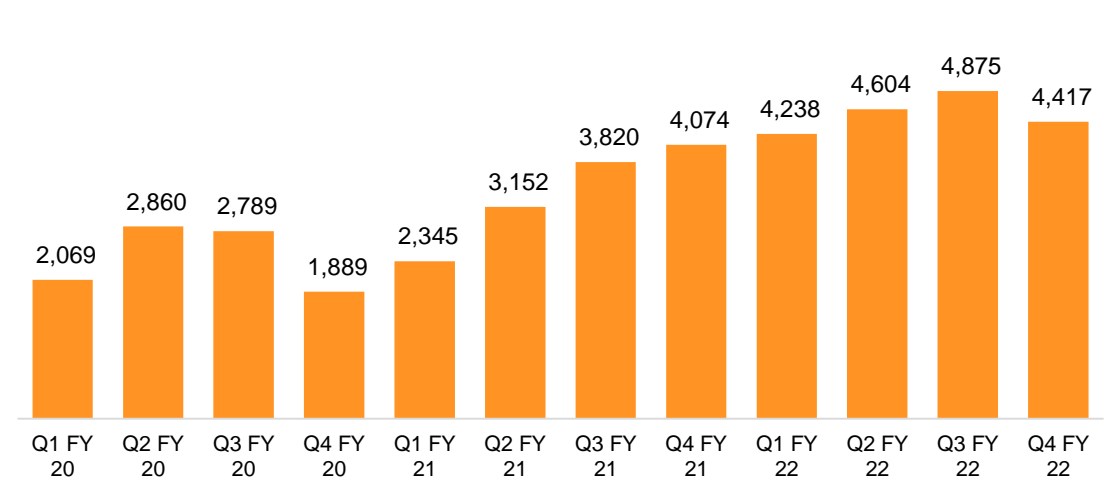
Wealth Assets



Emkay's PMS AUM



Emkay's AIF AUM



FINANCIAL PERFORMANCE

Q4 & 12M FY22

KEY HIGHLIGHTS : CONSOLIDATED FINANCIALS

	Revenues (Rs. in mn)	Profit Before Tax (Rs. in mn)	Profit After Tax (Rs. in mn)	EPS (Rs.)	BVPS (Rs.)
Q4 FY22	534	(57)	(47)	(1.89)	81
	▼ 42%	▼ 122%	▼ 124%	▼ 124%	▼ 2%
Q3 FY22	928	256	193	7.84	83
Q4 FY22	534	(57)	(47)	(1.89)	81
	▲ 7%	▼ 165%	▼ 177%	▼ 176%	▲ 20%
Q4 FY21	498	88	61	2.48	68
12M FY22	2,743	461	338	13.72	81
	▲ 70%	▲ 165%	▲ 205%	▲ 204%	▲ 20%
12M FY21	1,618	174	111	4.52	68

CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (Rs. in mn)	Q4FY22	Q3 FY22	QoQ% Change	Q4 FY21	YoY % Change	12M FY22	12M FY21	YoY % Change
Revenue								
Income from Operations	526	923	(43)	492	7	2,712	1,593	70
Other Income	8	5	60	6	33	31	25	24
Total Revenue	534	928	(42)	498	7	2,743	1,618	70
Expenses								
Employees Benefit Expense	285	286	-	250	14	1,096	869	26
Finance Costs	14	4	250	7	100	32	30	7
Depreciation & Amortisation Expense	19	18	6	20	(5)	76	76	-
Other Expenses	273	364	(25)	133	105	1,078	469	130
Total Expenses	591	672	(12)	410	44	2,282	1,444	58
Profit Before Tax	(57)	256	(122)	88	(165)	461	174	165
Tax Expense	(14)	64	(122)	27	(152)	112	56	100
Profit After Tax	(43)	192	(122)	61	(170)	349	118	196

CONSOLIDATED PROFIT & LOSS STATEMENT

Particulars (Rs. in mn)	Q4FY22	Q3 FY22	QoQ% Change	Q4 FY21	YoY % Change	12M FY22	12M FY21	YoY % Change
Share of Profit/(Loss) of Associates	(4)	1	(500)	-	(100)	(11)	(7)	57
Profit for the Period/Year	(47)	193	(124)	61	(177)	338	111	205
Other Comprehensive Income	(4)	-	(100)	3	(233)	(5)	4	(225)
Total Comprehensive Income	(51)	193	(126)	64	(180)	333	115	190

CONSOLIDATED BALANCE SHEET

Particulars (Rs. in mn)	As at 31.03.2022	As at 31.03.2021
ASSETS		
Financial Assets		
(a) Cash and cash equivalents	947	463
(b) Bank Balance other than (a) above	3,181	2,895
(c) Stock in trade (Securities held for trading)	15	-
(d) Trade receivables	888	669
(e) Loans	402	277
(f) Investments	342	288
(g) Other financial assets	1,434	563
Sub-total - Financial Assets	7,209	5,155
Non-financial Assets		
(a) Current tax assets (net)	15	19
(b) Deferred tax assets (net)	14	40
(c) Property, plant and equipment	277	290
(d) Capital work-in-progress	17	1
(e) Intangible assets under development	1	2
(f) Other intangible assets	3	4
(g) Right of use assets	41	50
(h) Other non-financial assets	68	87
Sub-total - Non-financial Assets	436	493
TOTAL - ASSETS	7,645	5,648

CONSOLIDATED BALANCE SHEET

Particulars (Rs. In mn)	As at 31.03.2022	As at 31.03.2021
LIABILITIES AND EQUITY		
LIABILITIES		
Financial Liabilities		
(a) Payables	1,367	1,169
(b) Borrowings (other than debt securities)	110	100
(c) Deposits	288	17
(d) Lease liabilities	43	53
(d) Other Financial liabilities	3,419	2,424
Sub-total - Financial Liabilities	5,227	3,763
Non-financial Liabilities		
(a) Current tax liabilities	10	7
(b) Provisions	228	118
(c) Other non-financial liabilities	174	96
Sub-total - Non-financial Liabilities	412	221
EQUITY		
(a) Equity share capital	246	246
(b) Other equity	1,760	1,418
Sub-total - Equity	2,006	1,664
TOTAL - LIABILITIES	7,645	5,648

CONSOLIDATED FINANCIALS - PAT MIX

(in Mn)

	Q4 FY 22	Q3 FY 22	QoQ (%)	Q4 FY 21	YoY (%)	12M FY 22	12M FY 21	YoY(%)
a) Capital Markets (Broking, Distribution & IB)	(13)	187	(107)	76	(117)	307	94	227
b) Asset Management	6	3	100	14	(57)	26	29	(10)
c) Others	(40)	3	(1433)	(29)	38	5	(12)	142
Total PAT	(47)	193	(124)	61	(177)	338	111	205
Other Comprehensive Income (OCI)	(4)	0	(100)	3	(233)	(5)	4	(225)
Total Comprehensive Income	(51)	193	(126)	64	(180)	333	115	190

SEGMENT PERFORMANCE

(Rs. Mn)

	Q4 FY 22	Q3 FY 22	Q4 FY 21	Q-o-Q%	Y-o-Y%	12M FY 22	12M FY 21	Y-o-Y%
Segment Revenue								
Advisory, Transactional & Other Related Activities	503	910	476	(45)	6	2,616	1,548	69
Financing and Investment Activities	31	19	22	63	41	127	70	82
Income from Operations	534	929	498	(43)	7	2,743	1,618	70
Segment Profit Before Tax								
Advisory, Transactional & Other Related Activities	(79)	240	77	(133)	(203)	353	129	174
Financing and Investment Activities	22	16	11	38	100	108	45	140
Profit/(Loss) Before Tax from Each Segment	(57)	256	88	(122)	(165)	461	174	165

INSTITUTIONAL EQUITIES

CONFERENCES IN Q4

Emkay Institutional Equities organized its

Renewable Energy Conference

on 14th February, which was attended by

9	45	65
companies	funds	individual participants

and The virtual conference resulted in over

130 meetings

during this single day conference



CORPORATE ACCESS

During FY22
the Institutional Equities team held



45

roadshows



270

expert and client calls

ASSET MANAGEMENT

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

Q4FY22 HIGHLIGHTS

01

AIF offerings

We distributed proceeds across our previous AIF offerings (Emkay Emerging Stars Fund - **Series I, II & III**) to the tune of **15% of NAV** (which is **~25%** of invested capital). This makes us among the few pioneering funds to do this and has been received well by investors and their advisors. As we enter the last leg of our fund period, as a prudent practice we plan to distribute at periodic intervals the funds generated from the portfolio holdings that we will be exiting during the year

02

NFO

Our NFO on the AIF platform, the Emkay Emerging Stars Fund Series - IV reported a **25%** jump in the commitments raised over the last quarter. The offering closes on April 30th

03

Expansion

EIML has been expanding it's distribution reach through various on-ground and online initiatives. As per the list of the top wealth management firms released by Money Management India report, we are currently empaneled with **2 out of the 5 Securities firm-owned/origin outfits & 2 out of the 7 Private Equity Backed outfits** with advanced discussions for empanelment on with several of them

04

Alpha Mavens

Season 2 of the highly successful digital series "Emkay Alpha Mavens" is now being conducted on the PMS Bazaar platform wherein the visibility and engagement is already **3x that of season 1**

AWARD 2022

Emkay Investment Managers Limited bagged the award for the

MOST INNOVATIVE COMPANY OF THE YEAR (BFSI)

at the **National Feather Awards**, held on 28th April 2022 at Hilton, Mumbai.



INVESTMENT BANKING

KEY HIGHLIGHTS

Emkay Global has been BRLM for 6 QIPs out of 28 QIPs concluded in FY22

01

Almost every fourth QIP in the market has been managed by Emkay Global in FY22

02

Despite being a late entrant, Emkay is one of the very rare I-Banks with first three IPOs in left lead role

03

TRANSACTIONS IN FY22



Sole BRLM for QIP of
INR 800 Mn



Raised **INR 1,360 Mn** for
the company in its
first QIP



Emkay was a part of six bank
syndicate for QIP of
INR 16,500 Mn



Concluded QIP of
INR 4,040 Mn in a four
bank syndicate



Emkay was a part of seven bank
syndicate for QIP of
INR 8,670 Mn



Third consecutive capital raise of
INR 1,040 Mn managed by
Emkay

WEALTH MANAGEMENT

WEALTH MANAGEMENT



Your success is our success

Managing **INR.1,86,812 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**

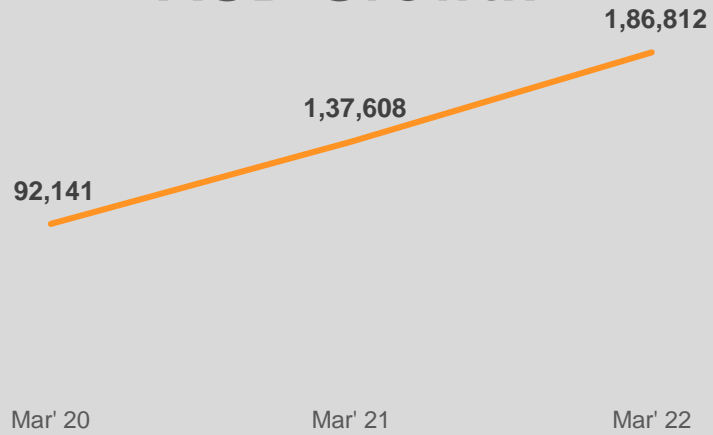
Research Reports

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



KEY HIGHLIGHTS

AUD Growth



Branches



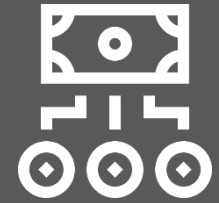
9

No. of Clients



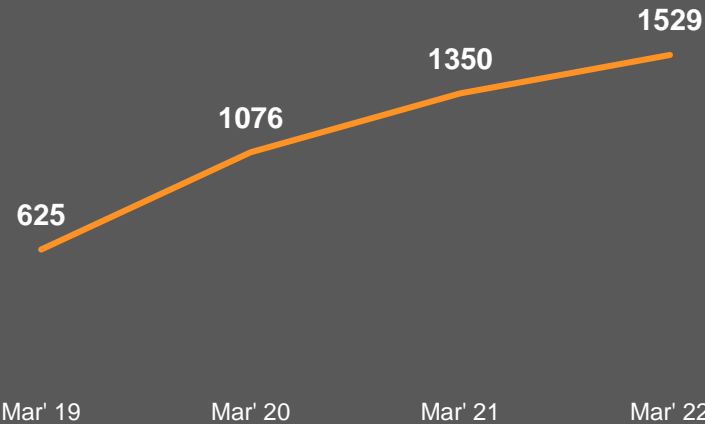
1,529

AUD

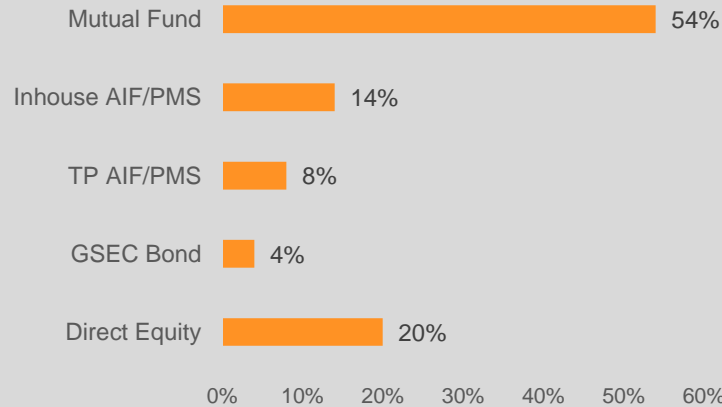


1,86,812 Mn

No of Clients



Assets



REVENUE



INR
75 Mn

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.

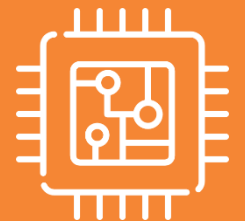


Mission

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
- Implementation of the new hyper-converge platform improvising the capacity
- Over-clocked Servers for a faster trading experience

03

Strong Network

- Ensuring high availability of systems across the network
- Setting up a robust & reliable network with multiple network paths
- Presence across various datacenters in Mumbai - New DC on boarded in BKC

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
- Setting up an 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 world class 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
- Custom made trading algorithms built as per client requirements.
- Comprehensive risk management software with capability of near real-time monitoring of margin & positions.

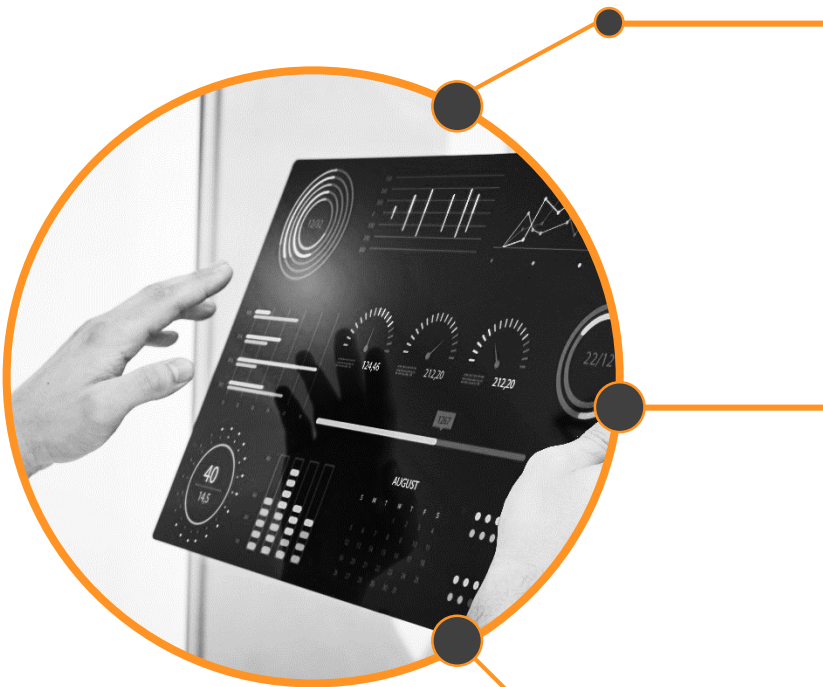
Electronic Execution Solutions across the landscape

- 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

DIGITAL FIRST APPROACH



Software: Exploring new horizons

- Competitive Product And Service Offering across the platforms with API initiatives
- Ruggedization of key backend services
- 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.

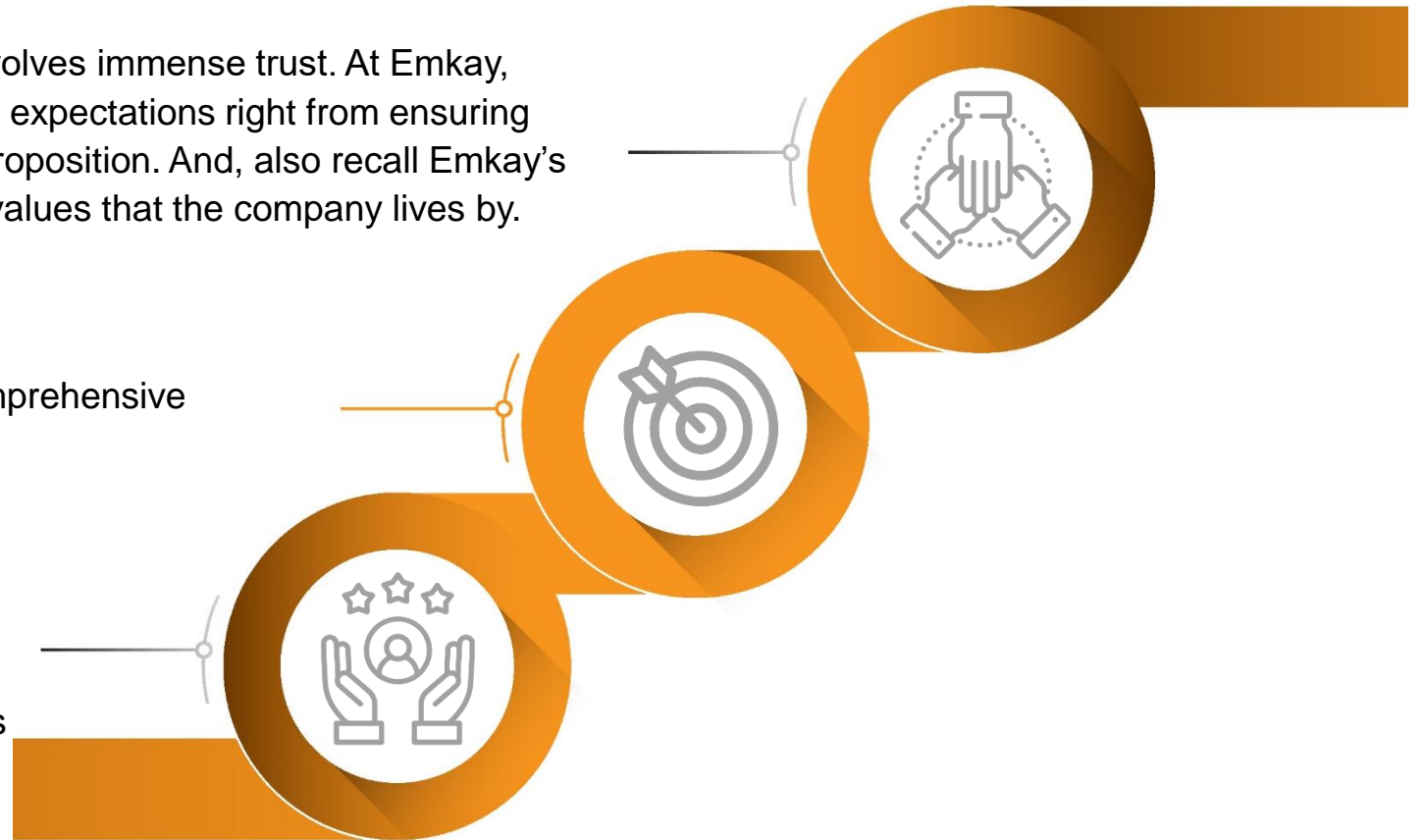
Mission

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.

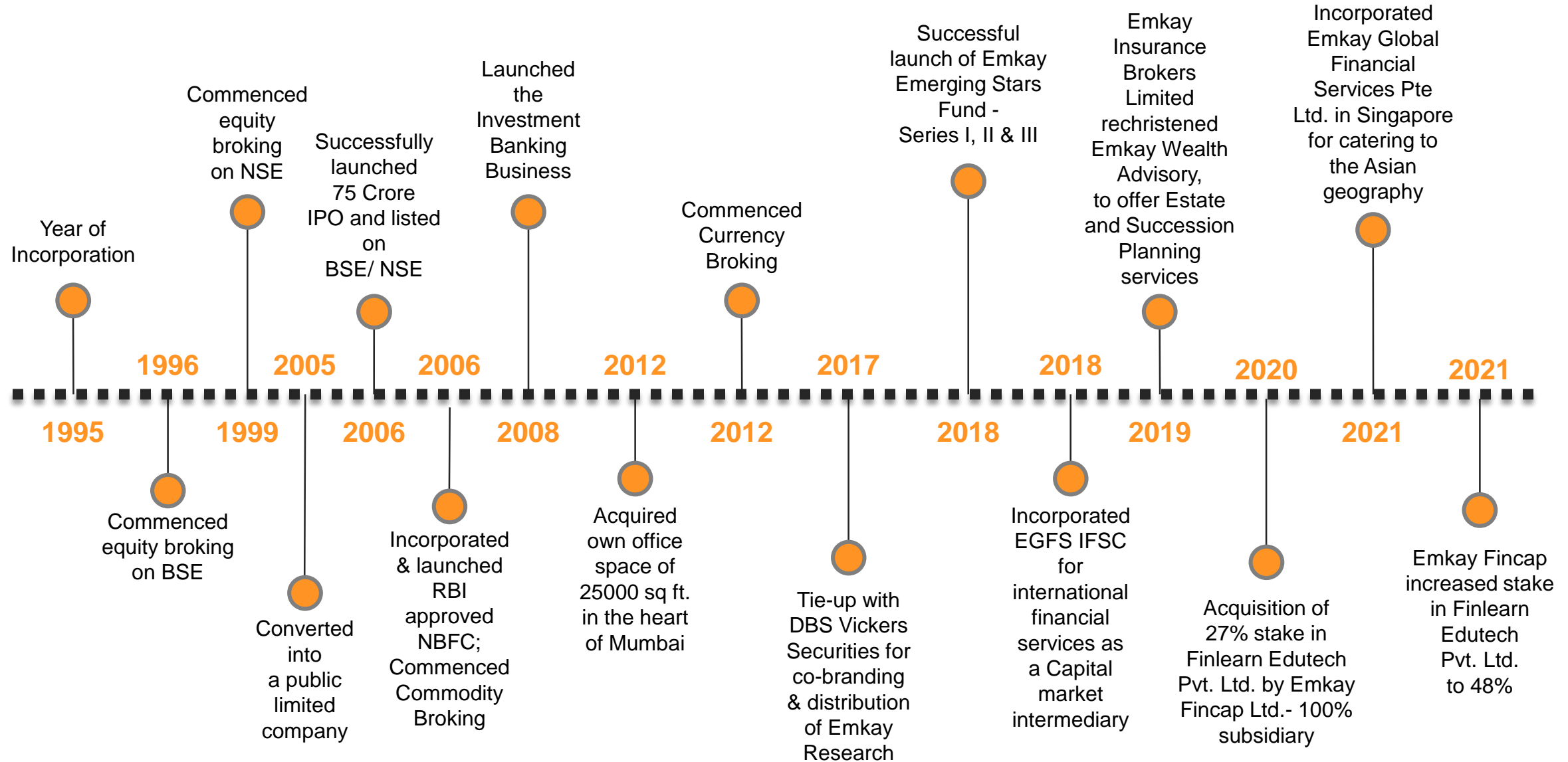
03

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

01

Asset & Wealth Management:

Risk Profiling, Asset Allocation, Portfolio Review and Management

02

Financial Education:

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

04

Estate & Succession Planning:

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

03

05

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.

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. 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

Mr. Krishna Kumar Karwa

Managing Director

Promoter & Managing Director of EGFSL

Mr. Prakash Kacholia

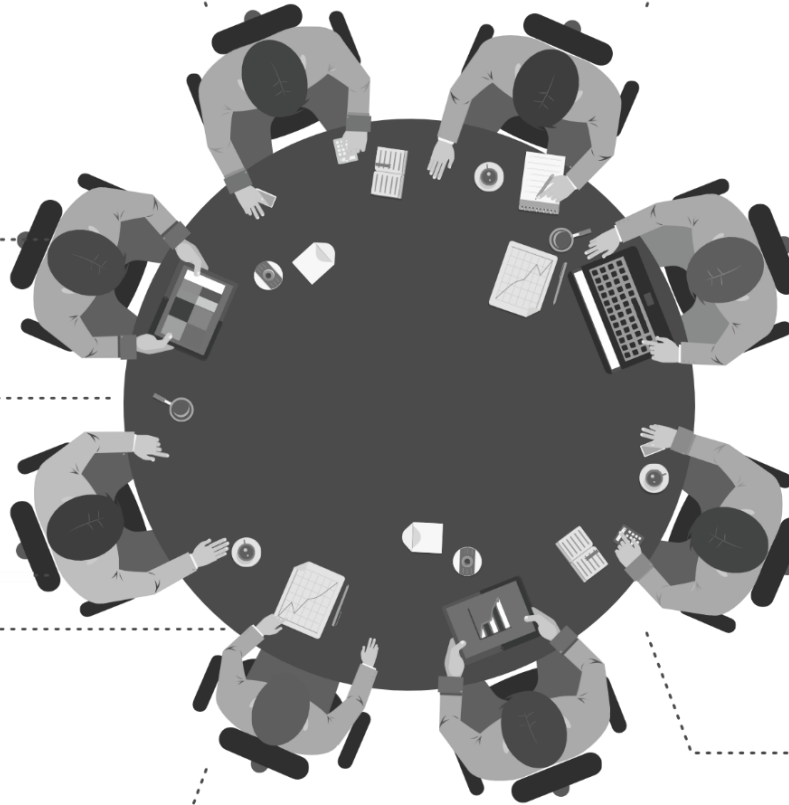
Managing Director

Promoter and Managing Director of EGFSL

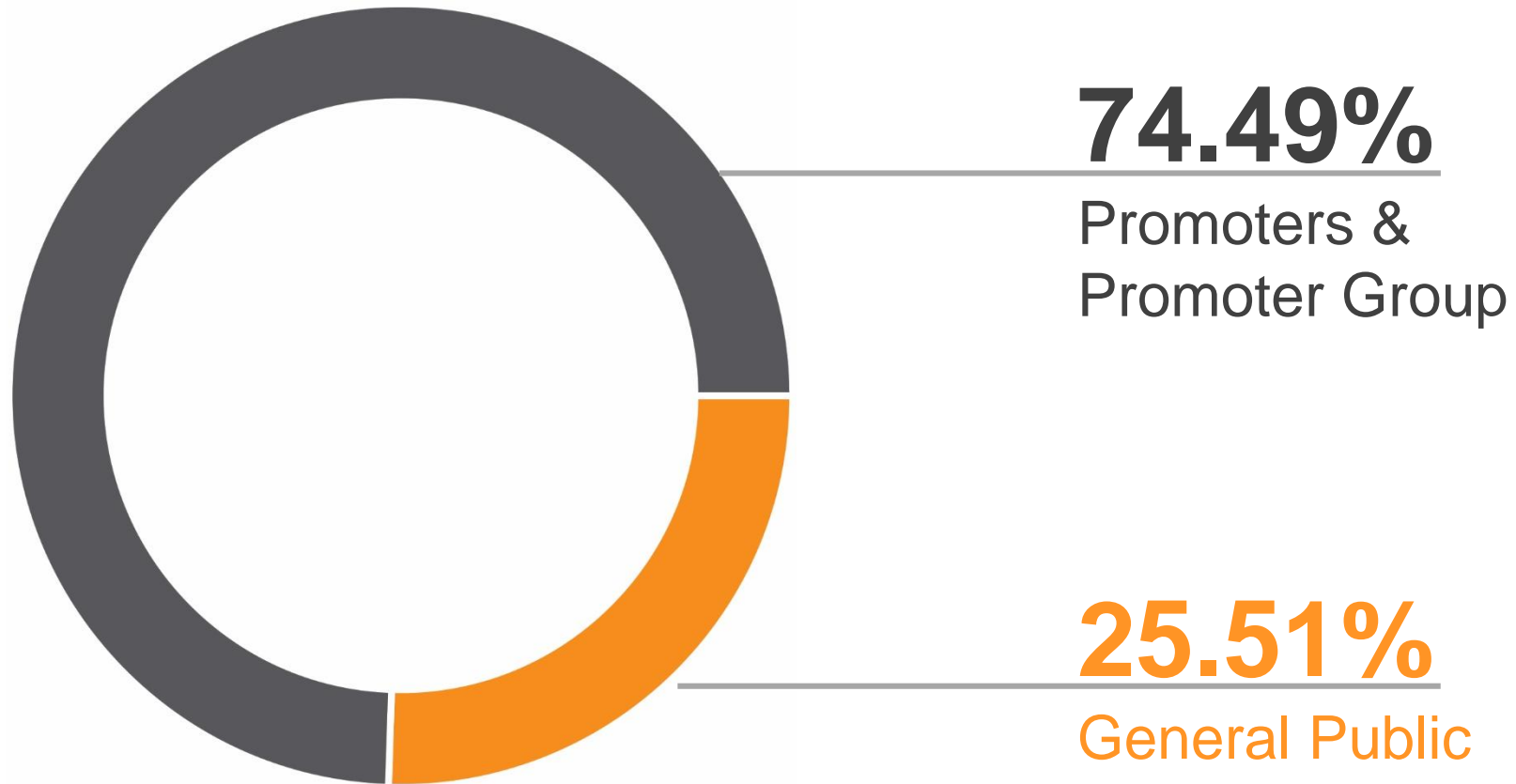
Mrs. Preeti Kacholia

Woman Director (Non-Executive)

Woman Director on the Board of Directors of EGFSL



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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