

Quarter ended September 30, 2018  
Results update

*Emkay*®

Your success is our success

Emkay Global Financial Services Ltd.

# Safe Harbor



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

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

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

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.

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2 Business Performance

3 Group Overview and Shareholding Pattern

# Consolidated Performance: Key Highlights

	Revenues (Rs. in Lac)	PBT (Rs. in Lac)	PAT (Rs. in Lac)	EPS (Rs.)	BVPS (Rs.)
Q2 FY19	3,903 ▲ 7%	556 ▼ 33%	434 ▼ 31%	1.77 ▼ 31%	68 ▲ 13%
Q2 FY18	3,640	832	625	2.55	60

# Consolidated Profit & Loss Statement



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(Rs. in Lac)

Particulars	Consolidated Q2 FY 2018-19	Consolidated Q1 FY 2018-19	Consolidated Q2 FY 2017-18	Consolidated H1 FY 2018-19	Consolidated H1 FY 2017-18	Consolidated 12M FY 2017-18
<b>Revenue</b>						
Income From Operations	3,827	4,054	3,616	7,880	7,168	15,540
Other Income	76	21	24	97	51	117
<b>Total Revenue</b>	<b>3,903</b>	<b>4,075</b>	<b>3,640</b>	<b>7,977</b>	<b>7,219</b>	<b>15,657</b>
<b>Expenses</b>						
Employees Benefit Expense	1,648	1,670	1,414	3,318	2,772	6,299
Finance Costs	156	147	88	304	174	430
Depreciation & Amortization Expense	113	100	115	213	222	468
Other Expenses	1,429	1,324	1,190	2,753	2,231	4,806
<b>Total Expenses</b>	<b>3,346</b>	<b>3,241</b>	<b>2,807</b>	<b>6,588</b>	<b>5,399</b>	<b>12,003</b>
<b>Profit from Ordinary Activities Before Tax</b>	<b>557</b>	<b>834</b>	<b>833</b>	<b>1,389</b>	<b>1,820</b>	<b>3,654</b>
Tax Expense	122	166	207	288	377	788
<b>Profit After Tax</b>	<b>435</b>	<b>668</b>	<b>626</b>	<b>1,101</b>	<b>1,443</b>	<b>2,866</b>
Share of Profit/(Loss) of Associate	0	30	(1)	30	(1)	(4)
<b>Profit After Taxes &amp; share of Profit/(Loss) of Associates</b>	<b>435</b>	<b>698</b>	<b>625</b>	<b>1,131</b>	<b>1,442</b>	<b>2,862</b>

# Contents

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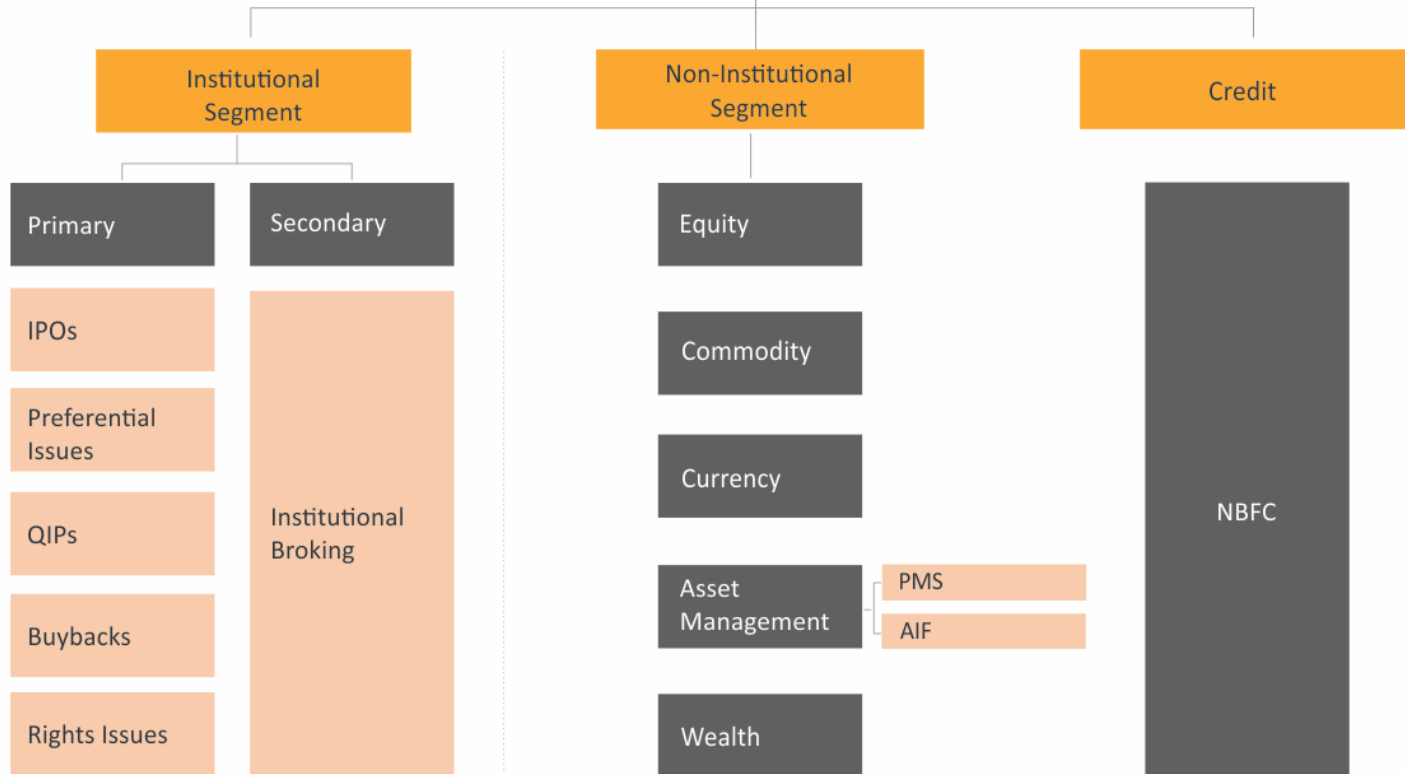
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# Spectrum of Businesses

## Our Businesses



Revenue in Q2 FY19	₹ 1,778 lac
Revenue in Q2 FY18	₹ 1,626 lac
% Revenue increase YoY	9.35%

₹ 1,320 lac
₹ 1,156 lac
14.19%

₹ 161 lac
₹ 75 lac
114.67%

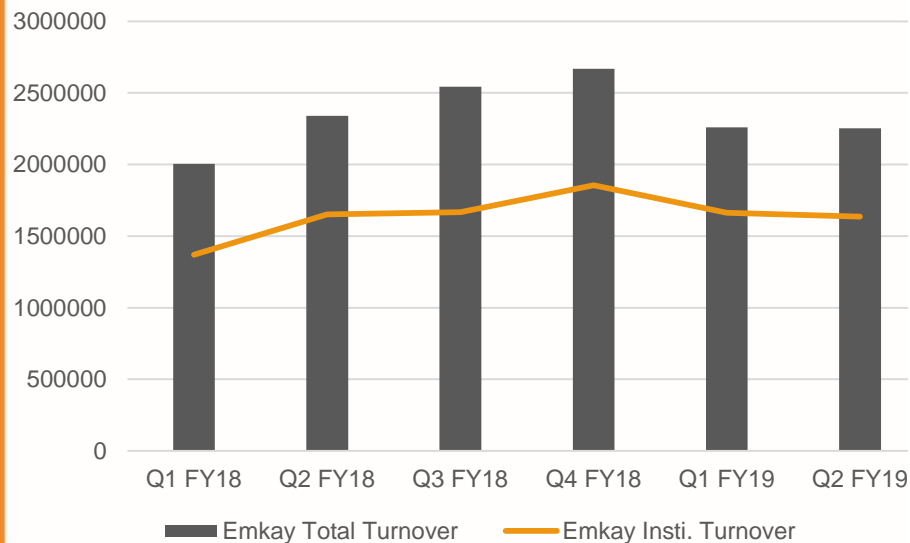




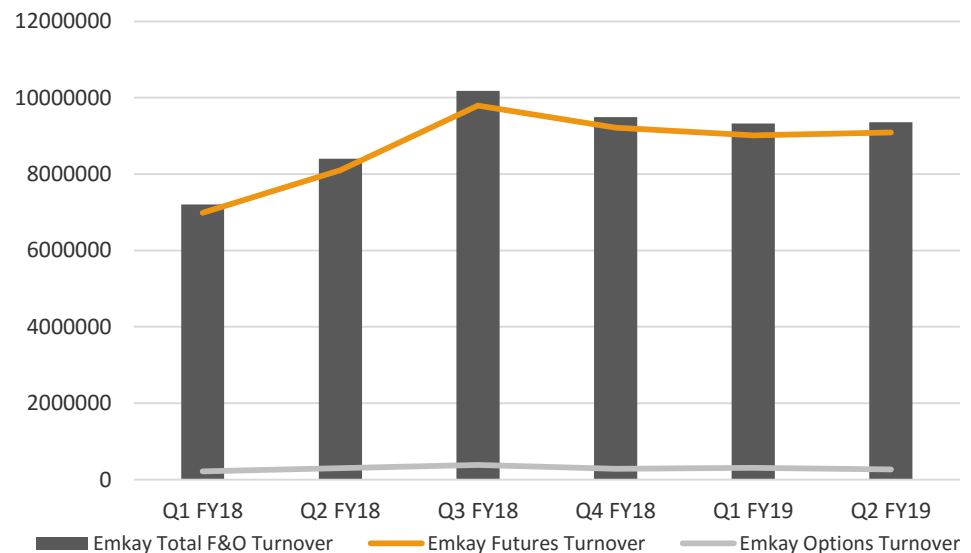
# Institutional Broking

Total no. of Empanelments	281		
Market Share (Q2 FY19)	Domestic MF: 2.03%	FII's: 0.79%	
	Index Futures: 6.74%	Index Options: 0.74%	Stock Futures: 1.20%

Emkay Institutional Turnover – Cash (Rs. In Lac)



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

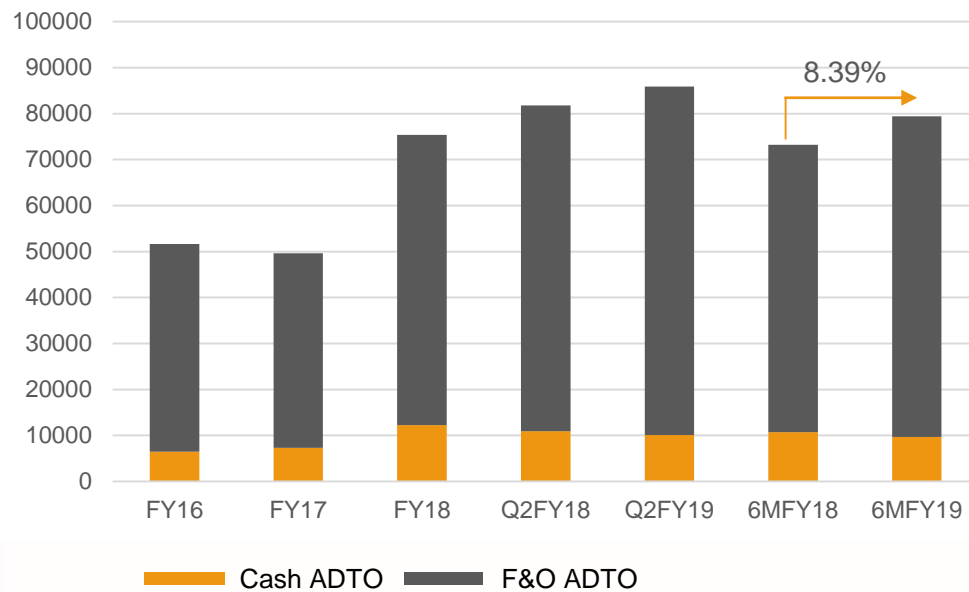




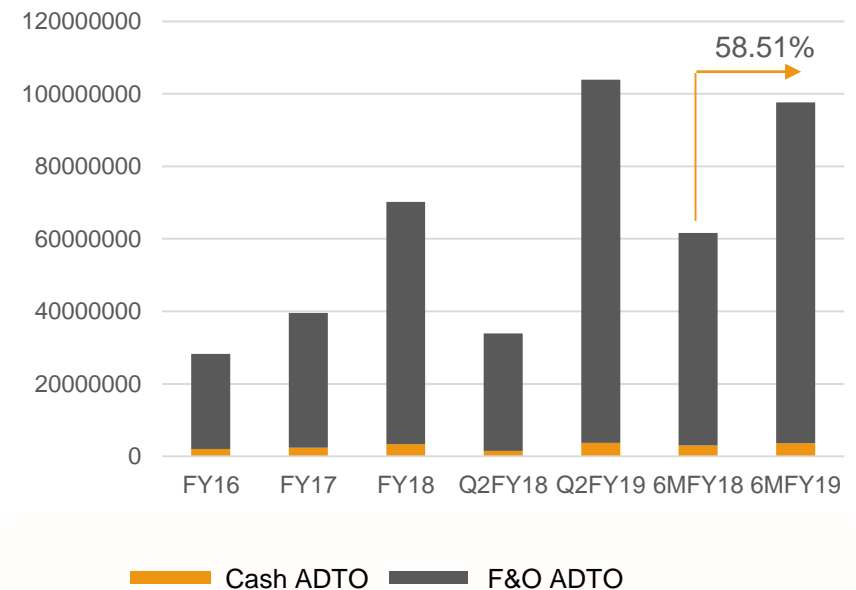
# Equity

- Total Clients as on 30<sup>th</sup> September, 2018: 140106
- Total Branches: 20
- Total Franchisees: 160

### Emkay Broking ADTO (Rs. In Lac)



### Market ADTO (Rs. In Lac)



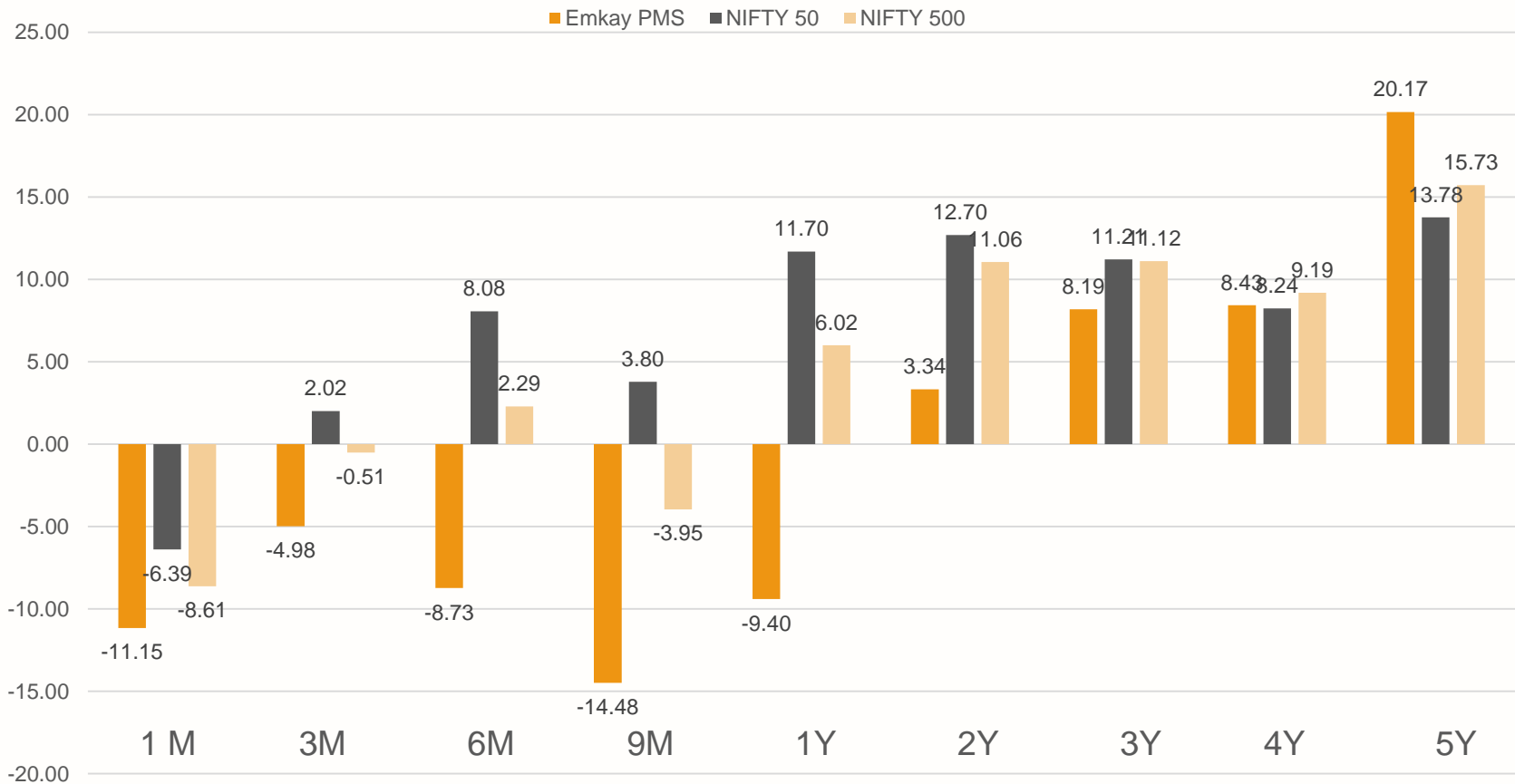
- Memberships:
  - » Multi Commodity Exchange (MCX)
  - » National Commodity & Derivatives Exchange (NCDEX)
  - » National Stock Exchange (NSE)
  - » Metropolitan Stock Exchange of India Limited (MSEI)
  - » Bombay Stock Exchange (BSE)
  
- Client Services:
  - » Software: Omnesys Nest by Thomson Reuters, NSE NOW
  - » Call & trade through recorded lines/Online Terminal/Mobile App
  - » Real time Research Advisory through Whatsapp Messages & Phone
  - » Online client back office access, Electronic contract notes, SMS Facility
  - » Dedicated RM as a single point of contact for all products and operational queries
  - » Execution algorithms in place to enable taking advantage of smallest movement in market
  - » Best practices in terms of due diligence and compliance process
  
- Research Reports:
  - » Daily – Daily Technical Report
  - » Monthly – Fundamental Review
  - » Periodic – Special Report

# Asset Management | PMS



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## PERFORMANCE OF EMKAY CAPITAL BUILDER PORTFOLIO (AS ON 30<sup>th</sup> SEPTEMBER, 2018)



CAGR – Compounded Annualized Growth Rate. Performance <= 1 Year Absolute Returns and > 1 Year CAGR. Past performance may or may not sustain in the future.

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

## AIF AUM

Rs. 31,500 Lac

We are pleased to share that our maiden AIF (III) -Series I & II closed successfully with commitments of ₹250+ crore

MOMENT OF PRIDE

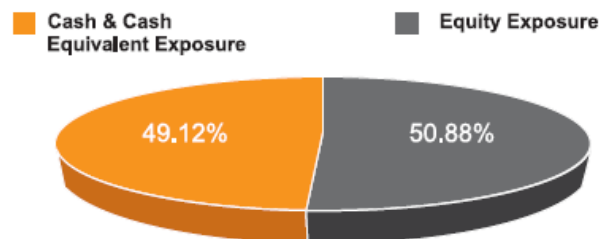


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## ASSET ALLOCATION (%) Series I

- Based on 70% Drawdown

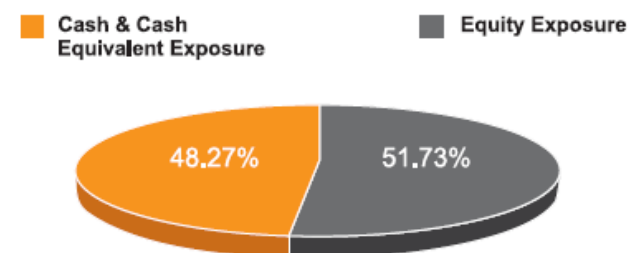
(%) of Net Asset Value as on 28.09.2018



## ASSET ALLOCATION (%) Series II

- Based on 70% Drawdown

(%) of Net Asset Value as on 28.09.2018



## PERFORMANCE ANALYSIS (%) - Based on 70% Drawdown as on 28.09.2018

Scheme Name	1 Month	3 Months	6 Months	Since Inception
Emkay Emerging Stars Fund - Series I	-6.30	-0.88	-8.03	-8.17*
Emkay Emerging Stars Fund - Series II	-6.36	-2.72	NA	-8.62**
S&P BSE Mid-Cap	-11.45	-2.72	-7.51	-18.51
S&P BSE Small-Cap	-15.33	-8.26	-15.08	-27.49

\* 11<sup>th</sup> January, 2018    \*\*28<sup>th</sup> March, 2018

- **15,990+** clients under MF Advisory & Distribution (as on 30th September, 2018)
- Managing INR **34,000+ Lac** under MF Advisory & Distribution (as on 30th September, 2018)
- Mutual Fund recommendations backed by strong research team.
- Understanding financial needs of clients by considering factors like risk appetite, investment time horizon, age, tax implications, etc before advising on mutual funds.
- Facility to purchase Mutual units in physical, demat and online mode.
- Regular and stringent monitoring of portfolios.
- Monthly update on Mutual Fund holdings and portfolio reviews.
- Going forward facility to view portfolio online on website.





# Lending Book Profile

	Gross Loan Book	Yield	COF	NIM
Q2 FY19	₹ 6,956 lac	10%	10%	5%
Q2 FY18	₹ 2,991 lac	13%	10%	8%

\* Gross loan book size is deployed in Capital Market

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# The Journey



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**1995**

Year of incorporation

**2006**

Incorporated and launched RBI approved NBFC; Commenced Commodity Broking

**2012**

Commenced Currency Broking

**2016**

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

**1996**

Commenced equity broking on BSE

**2007**

Launched IRDA approved insurance broking subsidiary

**2014**

First PIPE deal of Somany Ceramics

**2017**

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

**1999**

Commenced equity broking on NSE

**2008**

Crossed the landmark of 100 Crore top-line

**2014**

First QIP as BRLM of Dynamatic Technologies

**2017**

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

**2000**

Executed first trade in Sensex Futures and Sensex Options

**2008**

Launched the Investment Banking Business

**2015**

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

**2018**

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

**2005**

Converted into a public limited company

**2010**

Successfully closed first QIP as co-manager of Jubilant Organosys

**2006**

Successfully launched 75 Crore IPO and listed on BSE/ NSE

**2012**

Acquired own office space of 25000 sq ft.

# Organisational Structure



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# The Board

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

# Strong Infrastructure



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- Exchange Connectivity from BSE, NSE, MSEI, NCDEX, MCX-SX and CDSL
  - » Ultralow latency 10G High speed connectivity
  - » Fast and Tick by Tick & Multicast Tick by Tick broadcast from NSE
  
- Trading Terminals:
  - » Omnesys CTCL : over 750 Terminals
  - » Omnesys Nest Trader (Web + Exe) E broking
  
- International connectivity for disseminating real-time information & Integration with various FIX aggregator
  - » Bloomberg
  - » Thomason Reuters (Autex)
  - » Linedata
  
- Strong Power redundancy to maintain 100% uptime in business
  
- Online Chat facility with Branches & Business Associates
  
- Comprehensive All Exchange Combined Risk Management Software

# Recent Awards and Recognitions



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## Institutional Investor

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

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

## ASIAMONEY

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

- ❑ Emkay Sales Team Ranked 7th in India by Asiamoney Brokers Poll, 2017



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

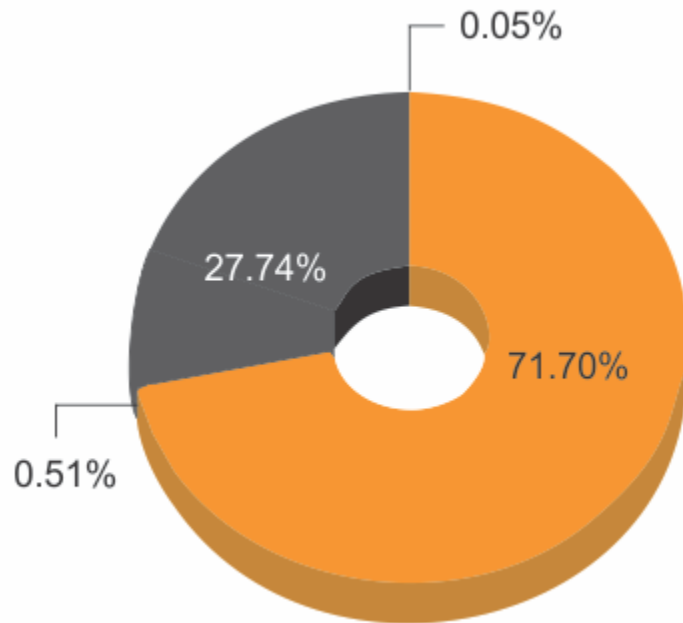


Emkay Awarded as India's Most Trusted Financial Brand from the year 2016-17 by World Consulting & Research Corporation



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

# Shareholding Summary



 Promoters & Promoter Group	<u>71.70%</u>
 General Public	<u>27.74%</u>
 Financial Institutions/Banks	<u>0.05%</u>
 Emkay Employees Welfare Trust	<u>0.51%</u>



**Registered Office:**

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