

28.10.2021

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 Sirs,

Sub: Investor Presentation for the Quarter and Half Year ended September 30, 2021

Please find enclosed herewith the Investor presentation for the financial results for the quarter and half year ended September 30, 2021.

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 record.

Yours faithfully,

For Emkay Global Financial Services Limited


B. M. Raul
Company Secretary & Compliance Officer



Encl: As above



Administrative Office: Paragon Centre, C-06, Ground Floor, Pandurang Budhkar Marg, Opp. Birla Centurion, Worli, Mumbai - 400 013. Tel: +91 22 6629 9299 Fax: +91 22 6629 9105
Registered Office: The Ruby, 7th Floor, Senapati Bapat Marg, Dadar (West), Mumbai - 400 028. Tel: +91 22 6612 1212 Fax: +91 22 6612 1299 www.emkayglobal.com CIN - L67120MH1995PLC084899

EMKAY GLOBAL FINANCIAL SERVICES LIMITED

Emkay[®]

Your success is our success

Investor Presentation

Q2 FY22



28.10.2021

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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.



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- ◆ Consolidated Performance Highlights
- ◆ Business Performance
- ◆ Corporate Overview



1

Key Highlights of Q2 FY 22

Key Highlights of Q2 FY22



The IE Business organized its biggest ever flagship conference 'Emkay Confluence- 2021 from 9th August to 13th August, 2021 and witnessed participation from 160 companies, leading to over 2500 meetings

Emkay was the lead and sole BRLM in the INR 80 crore QIP of Allicon Castalloy

Emkay was one of the BRLMs to Bank of Maharashtra's INR 403.7 crore QIP

Emkay was the lead BRLM to Action Construction Equipment's INR 135.5 crore QIP

The fourth series of Emkay Investment Managers' award winning fund 'Emkay Emerging Stars Fund' was launched in July, 2021.

Our PMS+AIF AUMs have grown 22% YoY to INR 80,496 lacs vis-à-vis INR 62,473 lacs

Wealth AUMs have grown to INR 2,05,613 lac and its revenues increased by 54% YoY



2

Performance Highlights

Key Highlights: Consolidated Financials

	Revenues (Rs. In Lac)	Profit Before Tax (Rs. In Lac)	Profit After Tax (Rs. In Lac)	EPS (Rs.)	BVPS (Rs.)
Q2 FY22	7,698	1,324	938	3.81	75.03
	↑ 36%	↑ 2%	↓ 4%	↓ 4%	↑ 5%
Q1 FY22	5,641	1,293	977	3.97	71.73
Q2 FY22	7,698	1,324	938	3.81	75.03
	↑ 83%	↑ 124%	↑ 156%	↑ 156%	↑ 17%
Q2 FY21	4,216	591	367	1.49	64.07
6M FY22	13,339	2,616	1,914	7.78	75.03
	↑ 78%	↑ 330%	↑ 409%	↑ 408%	↑ 17%
6M FY21	7,485	608	376	1.53	64.07

Consolidated Profit & Loss Statement

Particulars (Rs. In Lac)	Cons. Q2 FY22	Cons. Q1 FY22	QoQ% Change	Cons. Q2 FY21	YoY % Change	Cons. 6M FY22	Cons. 6M FY21	YoY % Change
Revenue								
Income from Operations	7,560	5,608	35	4,173	81	13,167	7,395	78
Other Income	138	33	318	43	221	172	90	91
Total Revenue	7,698	5,641	36	4,216	83	13,339	7,485	78
Expenses								
Employees Benefit Expense	2,711	2,539	7	2,190	24	5,250	4,081	29
Finance Costs	397	282	41	113	251	679	212	220
Depreciation & Amortisation Expense	190	189	1	186	2	379	369	3
Other Expenses	3,076	1,338	130	1,136	171	4,415	2,215	99
Total Expenses	6,374	4,348	47	3,625	76	10,723	6,877	56
Profit Before Tax	1,324	1,293	2	591	124	2,616	608	330
Tax Expense	330	293	13	213	55	623	207	201
Profit After Tax	994	1,000	(1)	378	163	1,993	401	397

Consolidated Profit & Loss Statement

Particulars (Rs. In Lac)	Cons. Q2FY22	Cons. Q1 FY22	QoQ% Change	Cons. Q2 FY21	YoY % Change	Cons. 6M FY22	Cons. 6M FY21	YoY % Change
Share of Profit/(Loss) of Associates	(56)	(23)	143	(11)	409	(79)	(25)	216
Profit for the Period/Year	938	977	(4)	367	156	1,914	376	409
Other Comprehensive Income	2	(17)	112	20	(90)	(15)	9	(267)
Total Comprehensive Income	940	960	(2)	387	143	1,899	385	393

Consolidated Balance Sheet

Particulars (Rs. In Lac)	As at 30.09.2021	As at 31.03.2021
ASSETS		
Financial Assets		
(a) Cash and cash equivalents	5,444	14,906
(b) Bank Balance other than (a) above	40,565	18,674
(c) Derivative financial instruments	7	-
(d) Stock in trade (Securities held for trading)	2,018	-
(e) Trade receivables	6,171	6,690
(f) Loans	1,899	2,767
(g) Investments	3,568	2,883
(h) Other financial assets	7,896	5,633
Sub-total - Financial Assets	67,569	51,554
Non-financial Assets		
(a) Current tax assets (net)	200	189
(b) Deferred tax assets (net)	274	399
(c) Property, plant and equipment	2,823	2,898
(d) Capital work-in-progress	-	12
(e) Intangible assets under development	19	17
(f) Other intangible assets	32	40
(g) Right of use assets	563	508
(f) Other non-financial assets	857	867
Sub-total - Non-financial Assets	4,768	4,930
TOTAL - ASSETS	72,337	56,484

Consolidated Balance Sheet

Particulars (Rs. In Lac)	As at 30.09.2021	As at 31.03.2021
LIABILITIES AND EQUITY		
LIABILITIES		
Financial Liabilities		
(a) Payables	12,100	11,693
(b) Borrowings (other than debt securities)	-	1,000
(c) Deposits	2,160	169
(d) Other Financial liabilities	36,790	24,774
Sub-total - Financial Liabilities	51,050	37,636
Non-financial Liabilities		
(a) Current tax liabilities	263	70
(b) Provisions	1,095	1,184
(c) Other non-financial liabilities	1,448	954
Sub-total - Non-financial Liabilities	2,806	2,208
EQUITY		
(a) Equity share capital	2,463	2,462
(b) Other equity	16,018	14,178
Sub-total - Equity	18,481	16,640
TOTAL - LIABILITIES	72,337	56,484



3

Business Performance

Revenue across Businesses

Our Businesses

	Broking & Allied Services	Asset Management	Wealth Management	Others Including Treasury
Revenue in Q2FY22	Rs.3,424 lacs	Rs.278 lacs	Rs.200 lacs	Rs.3,796 lacs
Revenue in Q1FY22	Rs.3,301 lacs	Rs.442 lacs	Rs.139 lacs	Rs.1,759 lacs
% Revenue change	4%	(37%)	44%	116%
Revenue in Q2FY21	Rs.2,767 lacs	Rs.234 lacs	Rs.130 lacs	Rs.1,085 lacs
% Revenue change	24%	19%	54%	250%
Revenue in 6M FY22	Rs.6,725 lacs	Rs.720 lacs	Rs.339 lacs	Rs.5,555 lacs
Revenue in 6M FY21	Rs.4,924 lacs	Rs.448 lacs	Rs.220 lacs	Rs.1,893 lacs
% Revenue change	37%	61%	54%	193%

Broking & Allied Services



4% QoQ
24% YoY
37% 6M YoY

Asset Management



37% QoQ
19% YoY
61% 6M YoY

Wealth Management



44% QoQ
54% YoY
54% 6M YoY

Others including Treasury



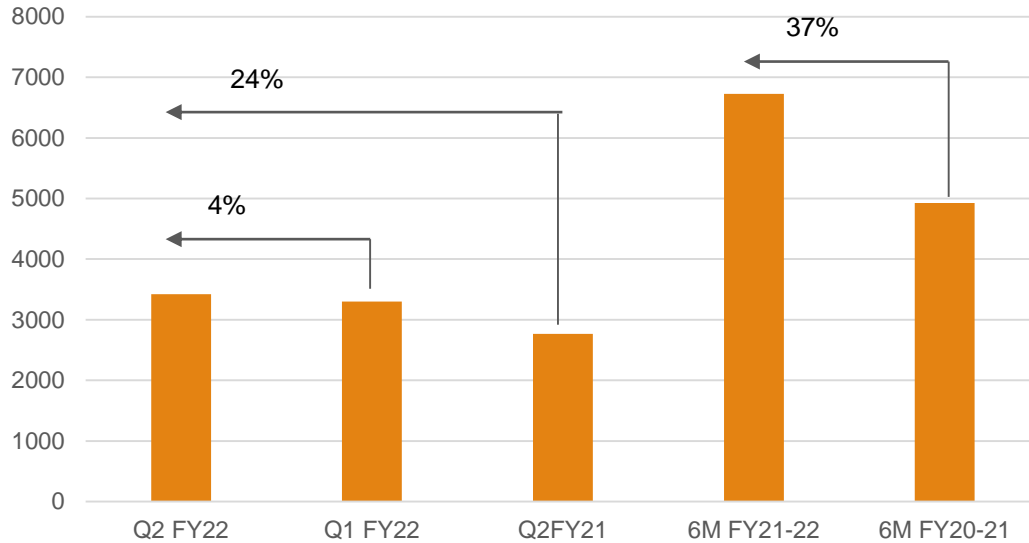
116% QoQ
250% YoY
193% 6M YoY



3.1

Broking & Allied Services

Revenue



Revenue Growth



4% QoQ

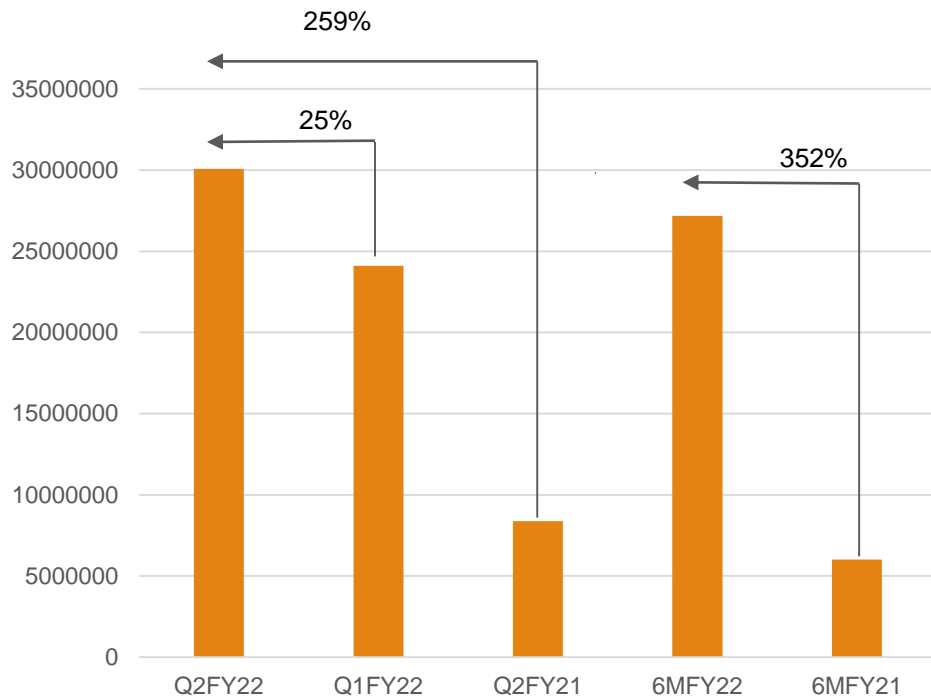
24% YoY

37% 6M YoY

In the second quarter, revenue from broking and allied services grew 24% YoY to Rs.3,424 lacs

Equity ADTO

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



ADTO Growth



25% QoQ

259% YoY

352% 6M YoY

Conferences

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Emkay Confluence
— Ideas for Tomorrow —

2021

INTERNATIONAL KEYNOTE SPEAKER 10th August at 6.30 pm (IST)

Mr. Raoul Pal, CEO and Founder, Real Vision Group and Global Macro Investor.

A renowned name in the global investing arena, well followed, and prides himself on being a business cycle Economist, Investment strategist and Economic historian. He is a name to reckon with as far as Crypto market is concerned.

The format of the event will be a 40-min conversation-led as against a presentation one, followed by 20 min Q&A.

MACRO POLICY DIALOGUE 11th August at 4 pm (IST)

- Prof. Ananth Nageswaran- PM Economic Advisory Council
- Prof. Ajay Shah- former professor NIPFP, Ex MoF, Economic advisory
- Dr. Niranjan Rajadhyaksha- Director and Senior Fellow, IDFC Institute

POLITICAL DIALOGUE WITH MR. SHEKHAR GUPTA (tentative) 12th August at 4 pm (IST)

Mr. Shekhar Gupta is an Indian journalist and author. He is the founder and the current editor-in-chief of The Print.

EV PANEL DISCUSSION 13th August at 10.00 am (IST)

Confirmed participants

- NITI Aayog
- Electric 2W expert (former Ola director)
- Battery expert from Octillion

Tentative participants

- JBM Auto
- Ampere Vehicles
- KPIT
- Minda Corp

PANEL DISCUSSION WITH MARKET GIANTS 13th August at 4.00 pm

to be hosted by **Mr. Krishna Kumar Karwa** and **Mr. Nirav Sheth**

- Mr. Manish Gunwani, CIO-Equity Investments at Nippon India Mutual Fund
- Mr. Naren S, Chief Investment Officer, ICICI Prudential AMC
- Mr. Prashant Jain, Chief Investment Officer of HDFC Mutual Fund
- Mr. Samir Arora - Founder and Fund Manager - Helios Capital

Our biggest ever flagship conference ‘Emkay Confluence- 2021’, took place from 9th August to 13th August, 2021 and witnessed participation from 160 companies leading to over 2500 meetings. It also hosted some insightful and engaging panel discussions and keynote speeches.

Commodity & Currency

Emkay

MCX Copper Report

MCX COPPER WEEKLY CHART UPDATE

MCX COPPER WEEKLY CHART UPDATE TABLE

MCX COPPER WEEKLY CHART UPDATE TABLE

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Seagull USDINR Strategy - EXPORTER

Seagull option Strategy for Exporters

USDINR 28th July 2021 Expiry

Buy 74.25 Put @0.3300
Sell 73.00 Put @0.6600
Sell 74.75 Call @0.2825

The short call option allows investors to participate in a declining currency while assuming losses with a specific trading range. For example, an investor might buying 'buy' and 'sell' at 74.25, 'buy' at 73.00 and 'sell' at 74.75 will mean that CORPORATE is protected at 74.25 to 74.75 and beyond 74.75 can sell at 100-150 higher than the market rate. CORPORATE can also sell at market rate 68-74.75 and below 74.75 is obligated to sell at 74.75.

Payoff Seagull Strategy-Exporters

USD INR	Payoff
72.00	-0.3300
73.00	0.0000
74.25	0.3300
74.75	0.3300
75.00	0.3300
76.00	0.3300
77.00	0.3300
78.00	0.3300
79.00	0.3300
80.00	0.3300
81.00	0.3300
82.00	0.3300
83.00	0.3300
84.00	0.3300
85.00	0.3300
86.00	0.3300
87.00	0.3300
88.00	0.3300
89.00	0.3300
90.00	0.3300
91.00	0.3300
92.00	0.3300
93.00	0.3300
94.00	0.3300
95.00	0.3300
96.00	0.3300
97.00	0.3300
98.00	0.3300
99.00	0.3300
100.00	0.3300

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Gold Update

Gold Update

Emkay

RBI MPC Meeting Preview

RBI POLICY PAUSE TO CONTINUE

June 3, 2021

Key Points

- RBI will maintain a 4.00% rate
- Positive inflation momentum risk is increasing again
- Decision on Friday, June 4 at 10:00 AM

Outlook

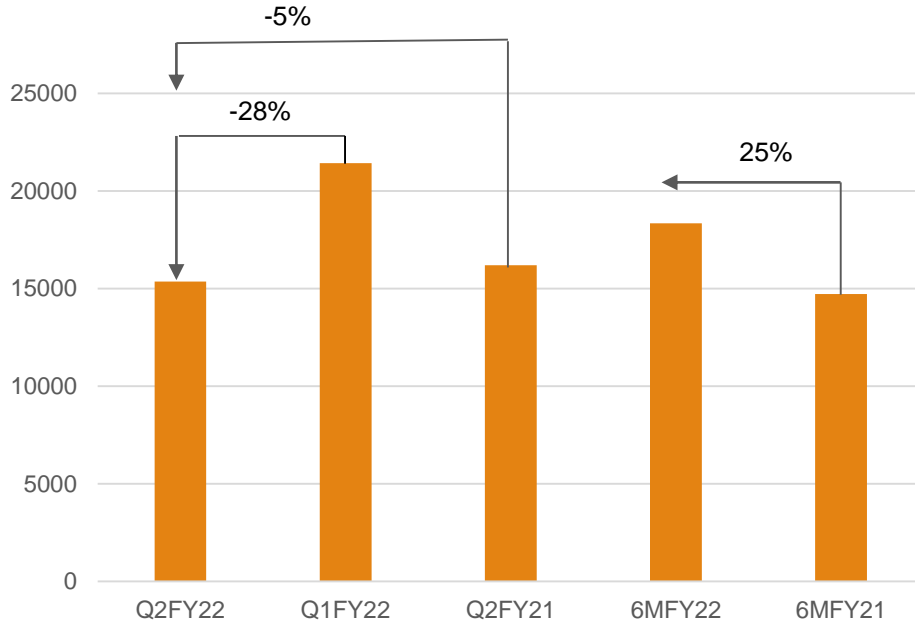
Key Point: RBI will maintain a 4.00% rate

Decision on Friday, June 4 at 10:00 AM

Commodity	Price	Change	Previous	Market
INDIAN COPPER	24000	100	23900	24000
INDIAN GOLD	60000	100	59900	60000
INDIAN SILVER	75000	100	74900	75000
INDIAN PLATINUM	150000	100	149900	150000
INDIAN PALLADIUM	100000	100	99900	100000
INDIAN DIAMOND	100000	100	99900	100000
INDIAN RUBY	100000	100	99900	100000
INDIAN SAPPHIRE	100000	100	99900	100000
INDIAN JEWELRY	100000	100	99900	100000
INDIAN DIAMOND	100000	100	99900	100000
INDIAN RUBY	100000	100	99900	100000
INDIAN SAPPHIRE	100000	100	99900	100000
INDIAN JEWELRY	100000	100	99900	100000

Commodity & Currency

Emkay Commodity ADTO (Rs. in Lac)

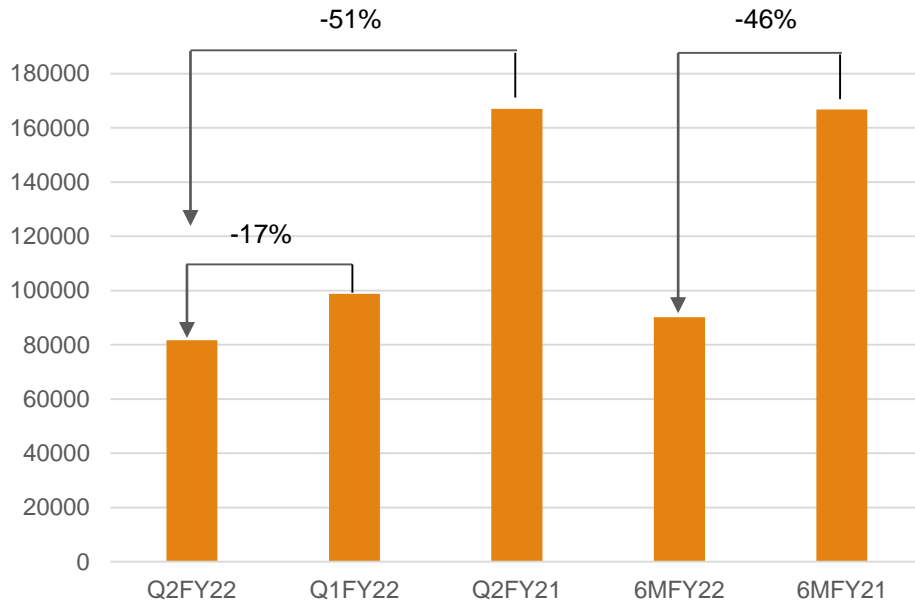


ADTO Changes

- ▼ -28% QoQ
- ▼ -5% YoY
- ▲ 25% 6M YoY

Commodity & Currency

Emkay Currency ADTO (Rs. in Lac)



ADTO Changes

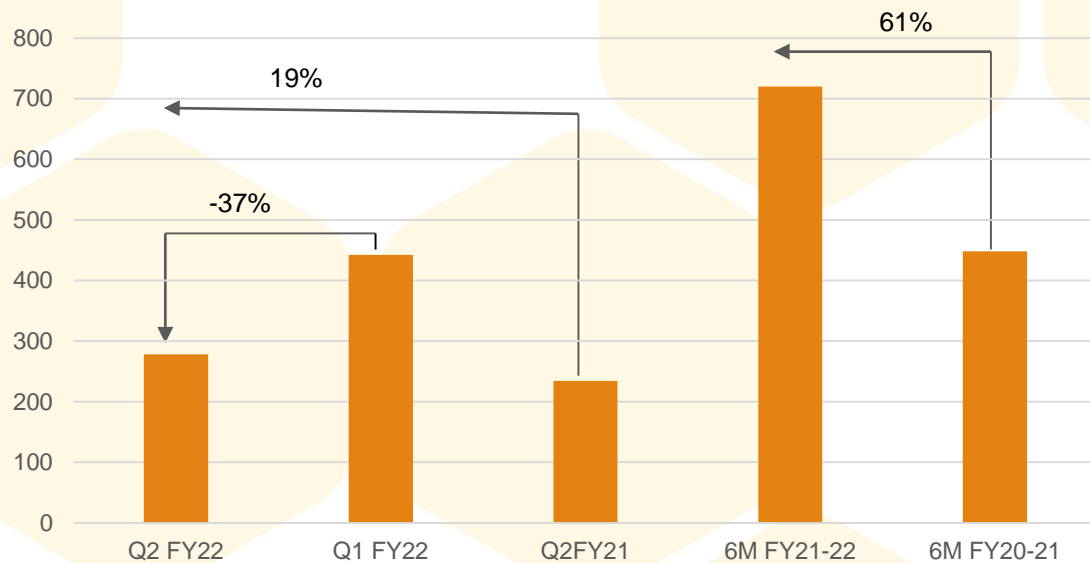
- ▼ -17% QoQ
- ▼ -51% YoY
- ▼ -46% 6M YoY



3.2

Asset Management Business

Revenue



Revenue Growth

- 37% QoQ
- 19% YoY
- 61% 6M YoY

Our PMS+AIF AUMs have grown 22% YoY to INR 80,496 lacs vis-à-vis INR 62,473 lacs

Initiatives



[CLICK HERE TO WATCH VIDEO](#)

The fourth series of Emkay Investment Managers' award winning fund 'Emkay Emerging Stars Fund' was launched in July, 2021. The fund seeks to generate long term capital appreciation for investors from a portfolio of equity and equity related securities. The fund will invest in 20-25 emerging companies, mainly in the small-cap space with a decent outlook or track-record of cash flows, a strong balance sheet, business scalability, inherent profitability, and purchase price discipline.

Initiatives



An exclusive panel discussion ‘Dhan ki baat – a 360 degree look at AIF products in India’ was hosted by EIML on the platform of PMS Bazaar. Experts on the panel included Sandeep Parekh, Managing Partner - Finsec Law Advisors, Somnath Mukherjee, Managing Partner and CIO - ASK Wealth Advisors & Subramaniam Krishnan, Partner - EY Private Equity & Financial Services. The panel was moderated by Vikaas M Sachdeva – CEO, EIML and Sachin Shah – Fund Manager, EIML

[CLICK HERE TO WATCH VIDEO](#)

Strategies



Emkay L.E.A.D

Seeks to achieve long term capital appreciation by predominantly investing in large and mid cap high-growth companies with a leadership trait in the sector along with strong moat, quality management and reasonable valuations



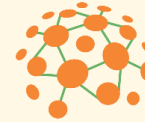
Emkay Capital Builder

- Based on E-Qual Risk Module, the country's first governance dedicated proprietary stock picking model by Emkay Investment Managers Limited.
- E-Qual is part of a three pronged process: 1. Earnings Growth 2. E-Qual Risk 3. Purchase Price Discipline



Emkay's 12

- An equal weighted twelve stock large cap oriented strategy
- A buy and hold strategy focusing on companies with wider economic moat and dominant position in the sector
- Combination of value + growth to deliver medium-long term wealth creation



Emkay GEMS

- An equal weighted twenty stock mid cap oriented strategy
- Focuses on Risk Adjusted Returns
- No wide diversification
- Lower portfolio volatility and high liquidity
- Low portfolio turnover



Emkay Emerging Stars Fund

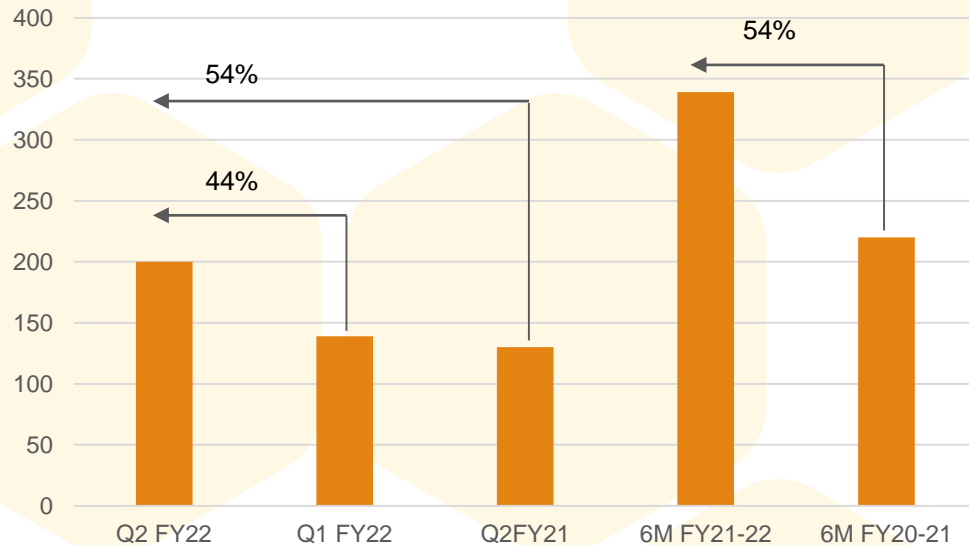
- A category III AIF
- Investment Universe: Mainly Small-cap with a decent outlook or track-record of cash flows, a strong balance sheet, business scalability, inherent profitability, and purchase price discipline.
- Benchmark Index: BSE Smallcap Index
- Won award by PMS-AIF World for its performance



3.3

Wealth Management Business

Revenue



Wealth Management



44% QoQ

54% YoY

54% 6M YoY

Wealth AUMs have grown to INR 2,05,613 lac and its revenues increased by 54% YoY

Offerings



Estate & Succession

Planning:

Our expertise in this sector includes:

- Drafting of Wills
- Creation of private family trusts
- Succession planning of family owned businesses
- Succession planning for NRI family members



Allied: Allied is the Investment Advisory Service from Emkay Wealth. We Scan the market for products and bring the best to our clients at a low cost. We regularly track and review all Fund Managers and their actions and views.



Empower:

A Discretionary Portfolio Management Service with a minimum investment of Rs. 50 lac. A Product of the proprietary “**Enhanced Efficiency Model**” of Emkay, it is benchmarked to the **BSE 500** Index.



One Emkay:

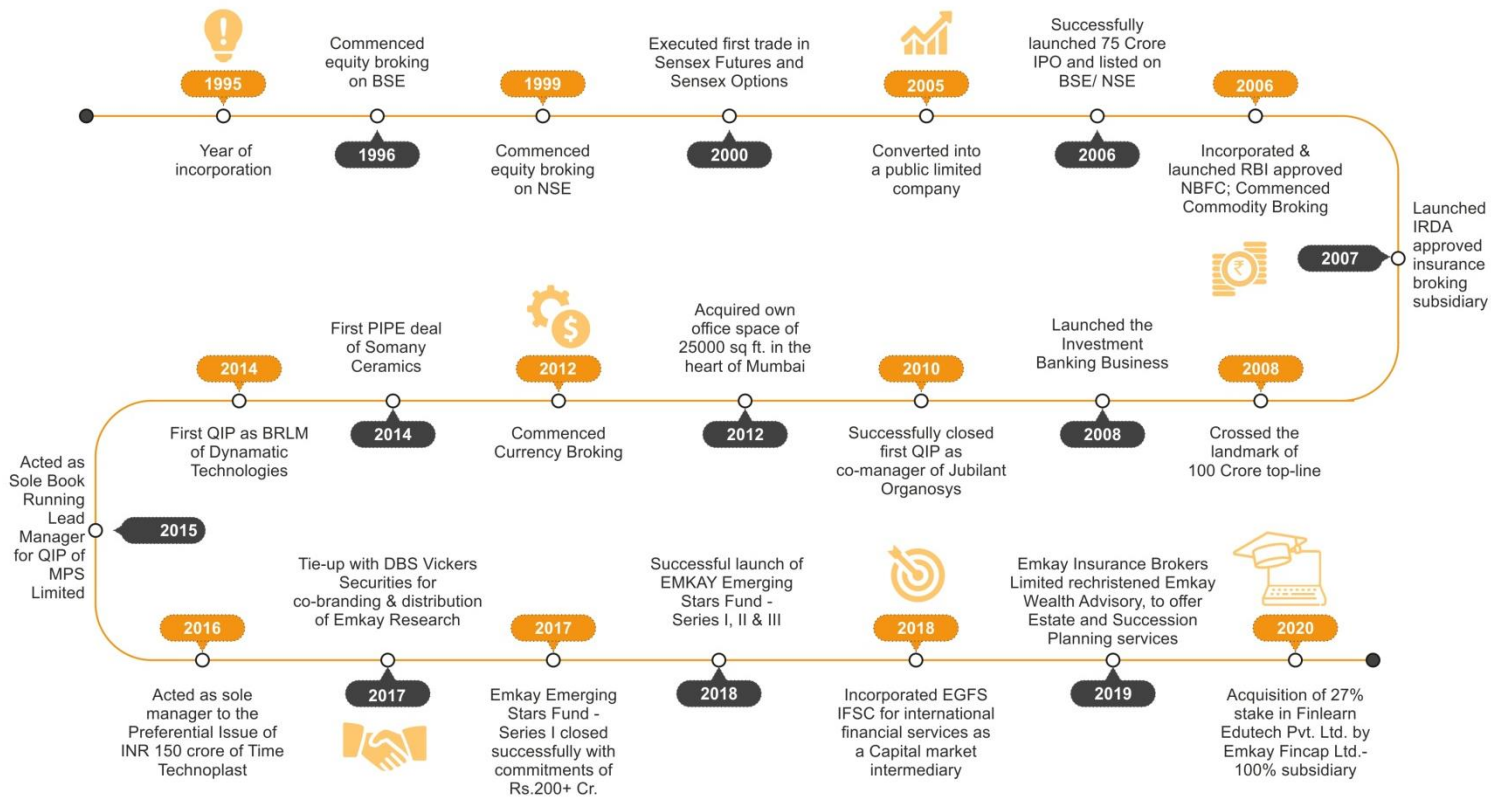
One Emkay is a suite of three Asset Allocation strategies under the Discretionary Portfolio Management Services offered by Emkay Investment Managers Ltd.



4

Corporate Overview

The Journey



The Board

Managing Director

Mr. Prakash Kacholia

A member of ICAI; Promoter and Managing Director of EGFSL

Managing Director

Mr. Krishna Kumar Karwa

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

Independent Director

Mr. Girindrachandra Vasudeo

A fellow member of the ICAI, the ICSI; an Associate member of the ICWAI; a law graduate from the University of Mumbai

Independent Director

Dr. Satish Ugrankar

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

Chairman

Mr. Sushil Kumar Saboo

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

Independent Director

Dr. Bharat Kumar Singh

B.E (Mech), MBA (IIM-C), Ph.D (Management Studies) Mumbai University (JBIMS)

Independent Director

Mr. Ravikumar Krishnamurthi

A solicitor in the Mumbai High Court and the Supreme Court of England; retired partner of Mulla & Mulla Craigie Blunt & Caroe

Woman Director (Non-Executive)

Mrs. Preeti Kacholia

Woman Director on the Board of Directors of EGFSL

Strong Infrastructure

- Exchange connectivity from BSE, NSE, NCDEX and MCX
- Technology with ultralow latency 10G high speed infrastructure at NSE CoLo spread across multiple racks in various phases.
- Deployment of key applications at external datacenters of world class standards.
- Multicast Tick by Tick and Multi-stream 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 1000 Terminals across HO, branches and franchisees
 - » Omnesys Nest Trader (Web + Mobile + Exe) Online Trading
 - » Omnesys, Greeksoft & Automated μ Trade Algo Trading Platforms
 - » EmTrade PRO 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
 - » NYFIX
- Online chat facility with branches & business associates
- Comprehensive all exchange combined risk management software with capability of near real-time monitoring of margin & positions

Recent Awards & Recognitions



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.

Team Rankings 2019

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

Individual Rankings 2020

Best Analysts for Media	1
Best Analyst For Automobiles & Components	4
Best Analyst For Energy	6

Recent Awards & Recognitions



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.

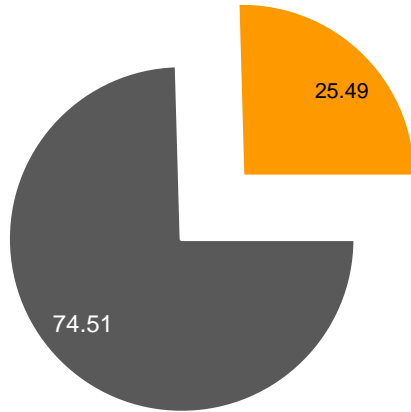


Best performing member in commodity Segment – West, for 2019, by NSE



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

Shareholding Summary



■ Promoters & Promoter Group ■ General Public ■ Financial Institutions

Promoters & Promoter Group - 74.51%

General Public - 25.49%

Financial Institutions/ Banks - 0.0%

The logo for Emkay, featuring the word "Emkay" in a stylized, orange, cursive font with a registered trademark symbol (®) to its upper right.

Your success is our success

Contact Us

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Website: www.emkayglobal.com

Data as on 30.09.2021