



Moneywise. Be wise.

SMC GLOBAL SECURITIES LIMITED

Member: NSE • BSE • MSE • NCDEX • ICEX • MCX

Clearing & Trading Member : Cash, F&O, Currency, Debt & Commodity

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Ph : +91-11-30111000, 40753333 Fax : +91-11-25754365 • CIN No. : L74899DL1994PLC063609

E-mail : smc@smcindiaonline.com Website : www.smcindiaonline.com

Date: 07th November, 2022

Listing Operations BSE Limited, P J Towers, Dalal Street, Mumbai -400001, India Scrip Code: 543263	Listing Department National Stock Exchange of India Limited Exchange Plaza, C-1, Block G, Bandra Kurla Complex, Bandra, (E) Mumbai – 400051 Symbol: SMCGLOBAL
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Sub: Earnings Presentation - Q2/H1 - FY23.

Dear Sir(s),

In compliance with Regulation 30(2) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 read with Schedule III Part A (15), enclosed is a copy of the Earnings Presentation for the Second Quarter and Half Year pertaining to the financial year 2022-23.

You are requested to kindly take note of the same.

Thanking you,

For SMC Global Securities Limited

SUMAN Digitally signed by
KUMAR SUMAN KUMAR
 Date: 2022.11.07
 11:33:46 +05'30'

Suman Kumar

E.V.P. (Corporate Affairs), Company Secretary & Compliance Officer
(Membership No. F5824)

MUMBAI OFFICE : A Wing, 401/402, Lotus Corporate Park, Graham Firth Steel Compound, Off Western Express Highway, Jay Coach Signal, Goregaon East
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SMC Global Securities Ltd.

Earnings Presentation
Q2/H1-FY23



Branches Across India
95
Including 1 in Dubai



Cities Covered
453



Employees
3,798



Sub-brokers /
Authorised Persons
2,479



Network of Financial
Distributors
13,689



Client Demat A/Cs
8,62,069



Clearing & Settlement
trading members
308



Cumulative AUM/AUA
under Mutual Funds
INR 30.30 Bn



Running SIPs
67,196



Insurance Policies sold
4,27,767



Insurance
Premium
INR 12,483 Mn



NBFC AUM
INR 7,268 Mn



Ratings:
Short Term-
CARE A1+ & ICRA A1+
Long Term-
ICRA A (STABLE)



Consolidated
Net worth
INR 8,909 Mn



5 Year Revenue CAGR*
16.23%



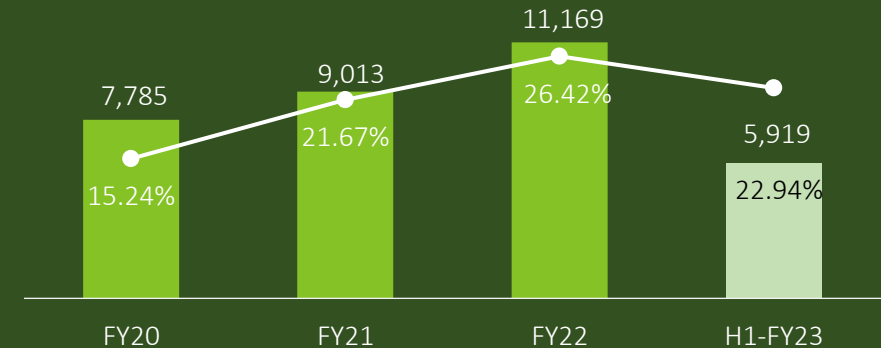
5 Year PAT CAGR*
31.15%



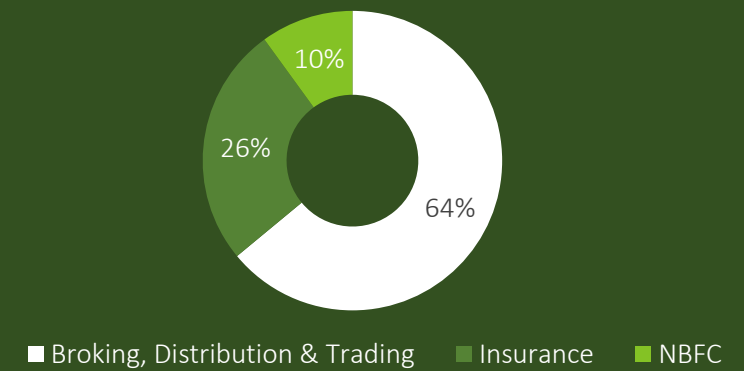
Net D/E
0.63x

- SMC Global Securities Ltd was established in 1994 by founders Mr. Subhash C. Aggarwal and Mr. Mahesh C. Gupta.
- Over the years, the company has grown into a diversified financial services company offering brokerage services, investment banking, wealth management, distribution of financial products, financing, insurance broking, clearing & depository services, fixed income securities, financial advisory services to corporates, institutions, high net worth individuals and other retail clients.
- The company has launched various innovative digital technology-enabled capabilities and best-in-class products and services.
- Through a strong network of approx. 2,479 Sub Brokers and Authorized Persons the company's footprint spreads over 453 cities across India.
- The company is governed by strong board including 6 independent directors and is run by a highly qualified and experienced management team.
- SMC has had a consistent growth track record and is well poised to get larger share of the ever-growing capital markets in India.
- The company's vision is to be a global organization having a dominant position in financial & investment services through customer centric approach.

Consolidated Revenue (INR Mn) & EBITDA (%)



H1-FY23 Revenue Pie (%)



SMC Global Securities Ltd.



Insurance Broking



Broking, Distribution & Trading



Financing



Life Insurance



Financial Products
Distribution



Real Estate / Mortgage
Advisory



Clearing Services



Wealth Management



SME – Loan Against
Property (LAP)



SME – Working Capital
Term Loan (WCTL)



General Insurance



Proprietary Trading



Fixed Income



Discount Broking



Portfolio Management



Asset Finance



Onward Lending



Investment Banking



Equity, Commodity, Currency &
Institutional Broking



Research Services



Capital Market Funding
(CMF)



Gift City (IFSC)



India INX



NSE IFSC



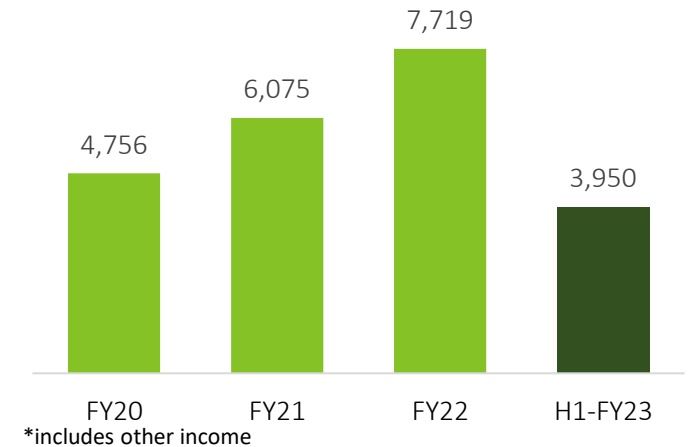
IIBX



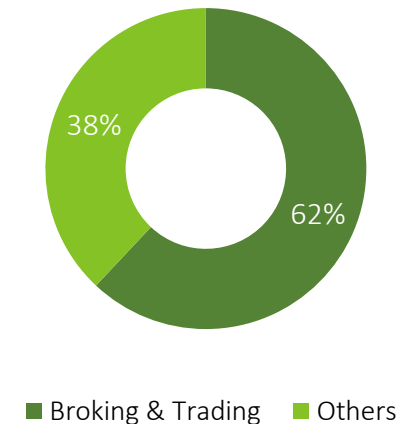
- Top Management of SMC has Over 30 Years of experience in industry
- Well established and deeply penetrated national brand with strong reputation and good recall
- Group has extensive corporate relationships
- An ever-growing database of corporate and retail clients
- Innovative use of digital technology-enabled capabilities, best-in-class products and services
- Strong network of approx. 2,479 Authorized persons and Sub-brokers, with a footprint covering over 453 cities across India
- Wide range of financial products under one roof
- SMC has earned trust that cements “One Transaction Lifetime Relationship,” the belief that centers on managing, growing and protecting the investment of our clients for generations

- Broking business comprises of brokerage , including discount brokerage “Stoxkart,”in dealing in equities, commodities, currency derivatives and other securities on behalf of customers, clearing services across all major stock exchanges and depository services.
- Distribution business encompasses distributing third-party financial products like Mutual Funds, IPOs, FPOs, Corporate FD’s and Bonds and various other capital market products.
- This segment also covers wealth and portfolio management services along with providing investment banking services and advisory in real estate and mortgage / loan advisory.
- The company also houses proprietary arbitrage trading through a new generation algorithmic trading/HFT.
- Procurement and placements of debt instruments like G-Secs for various corporate clients is carried out under the fixed income desk.
- SMC has banking tie ups with leading institutions like Punjab National Bank, Union Bank of India, Indian Overseas Bank, Karur Vysya Bank, Dhanlaxmi Bank as execution partners for broking services.

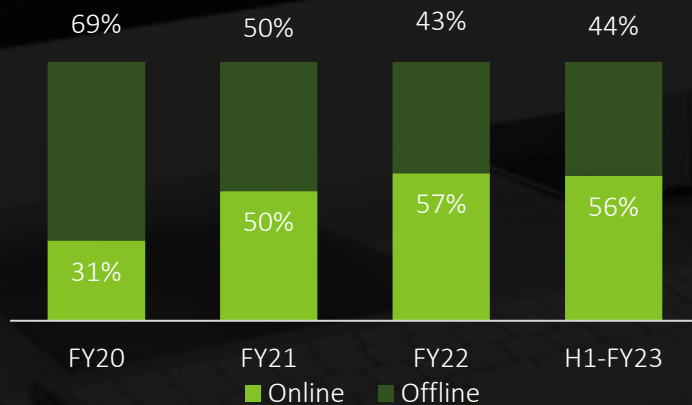
Segment Revenue* (INR Mn)



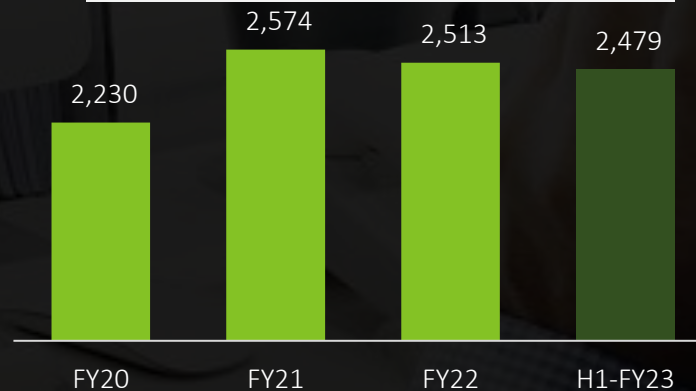
H1-FY23 Revenue Pie (%)



Increasing Online Penetration



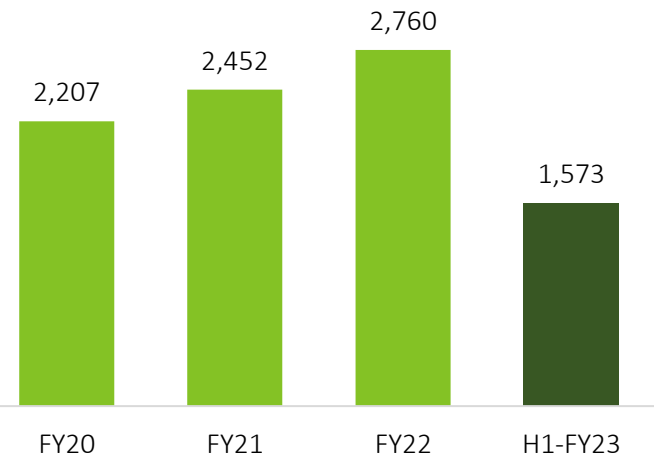
Authorised Persons / Sub-Brokers





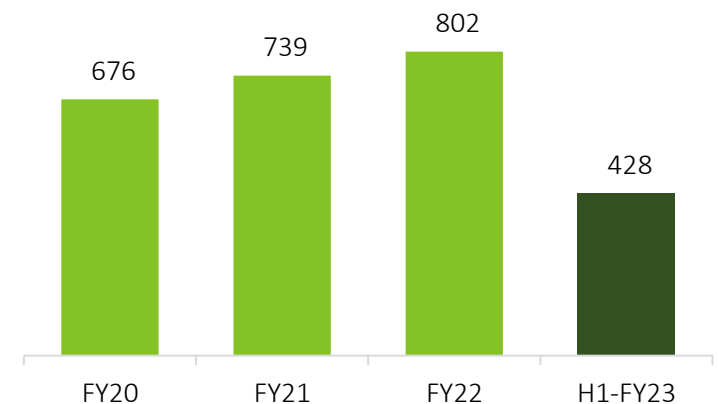
- SMC Insurance Brokers Pvt. Ltd. which is a Direct Insurance Broker registered with IRDAI (Insurance Regulatory and Development Authority of India) provides a complete array of services in Life Insurance and General Insurance Category including consulting, risk analysis, policy serving and claim settlement assistance.
- SMC is one of the largest players in India in the General Insurance Retail Broking as well as for Life Insurance in India.
- It provides these services through 5 branches across the country with more than 519 employees, 12,950+ Point of Sales (POSs) and 285+ Motor insurance Service Providers (MISPs) servicing a retail customer base of more than 8,00,000 a year.
- The company operates independently of insurance companies, representing clients and rendering impartial advice to protect client's interests.
- Customers taking insurance through SMC benefit by lower premium and/or better quality of insurance cover, expert consultancy, practical pre-sale advice and efficient post-sale services.

Segment Revenue* (INR Mn.)



*Revenue recognition changed from net to gross basis from FY18.

No. of Policies (In Thousands)



NBFC – Systemically Important (SI)

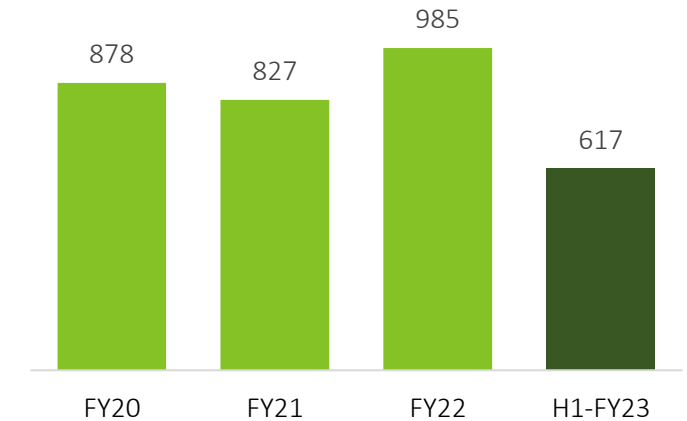


- In the year 2008, SMC started providing financing services through its wholly owned subsidiary, Moneywise Financial Services Pvt. Ltd. (SMC Finance).
- SMC finance offers a wide bouquet of loan products i.e. SME-LAP (loan against property), SME-onward-lending (to NBFC/MFI), SME Assets (medical & other equipment), SME-WCTL and recently Gold loan product has been launched in current FY 23 in order to tap the growing credit requirement.
- The NBFC, is currently focused on capital preservation, given its healthy capital adequacy, strong liquidity position, diversified portfolio mix.
- The NBFC has scaled up its operations over the years by opening new branches across geographical regions. It has credit rating “A- Stable” by Care & ICRA .
- In order to achieve the above objective, NBFC is raising funds from Banks/ F.I. which will also result in optimizing average cost of borrowing.

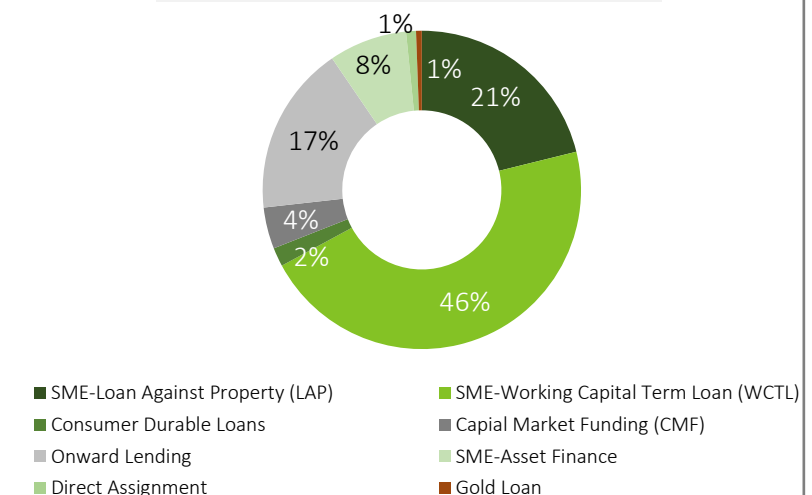
	Gold Loan	CMF	Consumable Durables	Retail DAs	Onward Lending	SME Assets	SME LAP	SME WCTL	Total
AUM (INR Mn)	42	305	138	109	1,247	574	1,529	3,324	7,268
Tenure (Months)	12	12	6	18	24	60	120	36	-
Avg. Ticket Size (INR Mn)	0.01	1.00	0.01	0.01	20.00	12.00	20.00	1.40	-
Return on Investment	18.0%	18.0%	18.0%	16.0%	14.5%	13.0%	13.5%	17.3%	16.0%
No. of Clients	825	1,019	24,721	12	67	47	90	2,036	28,817

* All numbers as of Q2-FY23
Earnings Presentation

Segment Revenue (INR Mn)



H1-FY23 Lending Portfolio





Q2/H1-FY23 SMC Global Financial Overview

Q2-FY23 Consolidated Financial Highlights

Revenue INR 3,014 Mn	EBITDA INR 648 Mn	EBITDA Margin 21.50%
PAT INR 295 Mn	PAT Margin 9.79%	Diluted EPS INR 2.79

H1-FY23 Consolidated Financial Highlights

Revenue INR 5,919 Mn	EBITDA INR 1,358 Mn	EBITDA Margin 22.94%
PAT INR 665 Mn	PAT Margin 11.24%	Diluted EPS INR 6.08

Q2-FY23 Standalone Financial Highlights

Revenue INR 1,788 Mn	EBITDA INR 474 Mn	EBITDA Margin 26.51%
PAT INR 232 Mn	PAT Margin 12.98%	Diluted EPS INR 2.22

H1-FY23 Standalone Financial Highlights

Revenue INR 3,469 Mn	EBITDA INR 980 Mn	EBITDA Margin 28.25%
PAT INR 590 Mn	PAT Margin 17.01%	Diluted EPS INR 5.40

General:

- Income from operations grew in Q2 by about 5% Y-o-Y and in half year by 9% Y-o-Y.
- EBITDA margin declined from 29% to 22% in Q2 Y-o-Y and in half year from 29% to 23%. The decrease is due to the fact that last year we had Investment Income of Rs. 46.36 Crs. whereas this year it is Rs. 8.19 Crs. only.
- Pursuant to the public announcement dated May 10, 2022 in respect of buy back of shares from the open market, company has bought back 84,34,450 shares from the open market and the same have already been extinguished.

Broking, Distribution & Trading:

- Revenue decreased in Q2 by 8% Y-o-Y and in half year by 1 % Y-o-Y due to decrease in Investment Income by Rs. 38.17 Crs.
- Number of Branches increased from 60 to 82 as on Sep'22 Y-o-Y.

Insurance:

- Revenue grew in Q2 by 35% Y-o-Y and in half year by 36% Y-o-Y.
- EBIT decreased in Q2 by 25% but increased in half year by 48% due to revival of demand in vehicle sale resulting into higher Insurance premium.

Financing:

- Loan AUM increased to INR 727 Crs from INR 561 Crs , an increase by 30% Y-o-Y
- GNPA & NNPA decreased to 2.62% & 1.51%, respectively from 2.92% & 2.18% ,respectively Y-o-Y.
- Revenue increased in Q2 by 21% Y-o-Y and in half year by 33% Y-o-Y.
- EBIT increased in Q2 by 127% Y-o-Y and in half year by 77% Y-o-Y.

Quarterly Consolidated Income Statement - SMC

Particulars (INR Mn)	Q2-FY23	Q2-FY22	Y-o-Y	Q1-FY23	Q-o-Q
Operational Income	3,014	2,873	4.9%	2,905	3.8%
Total Expenses	2,366	2,041	15.9%	2,196	7.7%
EBITDA	648	832	(22.1)%	709	(8.6)%
<i>EBITDA Margins (%)</i>	<i>21.50%</i>	<i>28.96%</i>	<i>(746) Bps</i>	<i>24.41%</i>	<i>(291) Bps</i>
Other Income	7	4	75.0%	6	16.7%
Depreciation	54	47	14.9%	47	14.9%
Interest	195	138	41.3%	174	12.1%
PBT	406	651	(37.6)%	494	(17.8)%
Tax	111	135	(17.8)%	124	(10.5)%
Profit After tax	295	516	(42.8)%	370	(20.3)%
<i>PAT Margins (%)</i>	<i>9.79%</i>	<i>17.96%</i>	<i>(817) Bps</i>	<i>12.74%</i>	<i>(295) Bps</i>
Other Comprehensive Income	21	8	NA	20	5.0%
Total Comprehensive Income	316	524	(39.7)%	390	(19.0)%
Basic & Diluted EPS (INR)	2.79	4.56	(38.8)%	3.29	(15.2)%

Half Yearly Consolidated Income Statement - SMC

Particulars (INR Mn)	H1-FY23	H1-FY22	Y-o-Y
Operational Income	5,919	5,426	9.1%
Total Expenses	4,561	3,838	18.8
EBITDA	1,358	1,588	(14.5)%
<i>EBITDA Margins (%)</i>	<i>22.94%</i>	<i>29.27%</i>	<i>(633) Bps</i>
Other Income	13	32	(59.4)%
Depreciation	102	93	9.7%
Interest	369	261	41.4%
PBT	900	1,266	(28.9)%
Tax	235	273	(13.9)%
Profit After tax	665	993	(33.0)%
<i>PAT Margins (%)</i>	<i>11.24%</i>	<i>18.30%</i>	<i>(706) Bps</i>
Other Comprehensive Income	42	24	75.0%
Total Comprehensive Income	707	1,017	(30.5)%
Basic & Diluted EPS (INR)	6.08	8.78	(30.7)%

Quarterly Standalone Income Statement - SMC

Particulars (INR Mn)	Q2-FY23	Q2-FY22	Y-o-Y	Q1-FY23	Q-o-Q
Operational Income	1,788	1,797	(0.5)%	1,681	6.4%
Total Expenses	1,314	1,160	13.3%	1,174	11.9%
EBITDA	474	637	(25.6)%	507	(6.5)%
<i>EBITDA Margins (%)</i>	<i>26.51%</i>	<i>35.45%</i>	<i>(894) Bps</i>	<i>30.16%</i>	<i>(365) Bps</i>
Other Income	11	92	(88.0)%	91	(87.9)%
Depreciation	41	34	(20.6)%	36	13.9%
Interest	136	85	60.0%	115	18.3%
PBT	308	610	(49.5)%	447	(31.1)%
Tax	76	115	(33.9)%	89	(14.6)%
Profit After tax	232	495	(53.1)%	358	(35.2)%
<i>PAT Margins (%)</i>	<i>12.98%</i>	<i>27.55%</i>	<i>NA</i>	<i>21.30%</i>	<i>(832) Bps</i>
Other Comprehensive Income	-	6	NA	(1)	NA
Total Comprehensive Income	232	501	(53.7)%	357	(35.0)%
Basic & Diluted EPS (INR)	2.22	4.37	(49.2)%	3.18	(30.2)%

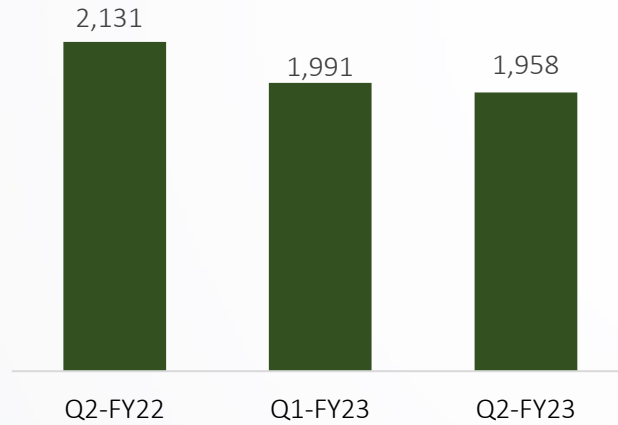
Half Yearly Standalone Income Statement - SMC

Particulars (INR Mn)	H1-FY23	H1-FY22	Y-o-Y
Operational Income	3,469	3,436	1.0%
Total Expenses	2,489	2,221	12.1%
EBITDA	980	1,215	(19.3)%
<i>EBITDA Margins (%)</i>	<i>28.25%</i>	<i>35.36%</i>	<i>(711) Bps</i>
Other Income	102	115	(11.3)%
Depreciation	76	67	13.4%
Interest	251	160	56.9%
PBT	755	1,103	(31.5)%
Tax	165	217	(24.0)%
Profit After tax	590	886	(33.4)%
<i>PAT Margins (%)</i>	<i>17.01%</i>	<i>25.79%</i>	<i>(878) Bps</i>
Other Comprehensive Income	(1)	12	NA
Total Comprehensive Income	589	898	(34.4)%
Basic & Diluted EPS (INR)	5.40	7.83	(31.0)%

Quarterly Consolidated Segmental Performance - SMC

BROKING, DISTRIBUTION & TRADING (INR MN)

R
E
V
E
N
U
E



INSURANCE BROKING (INR MN)

620

739

834

Q2-FY22

Q1-FY23

Q2-FY23

FINANCING (INR MN)

242

325

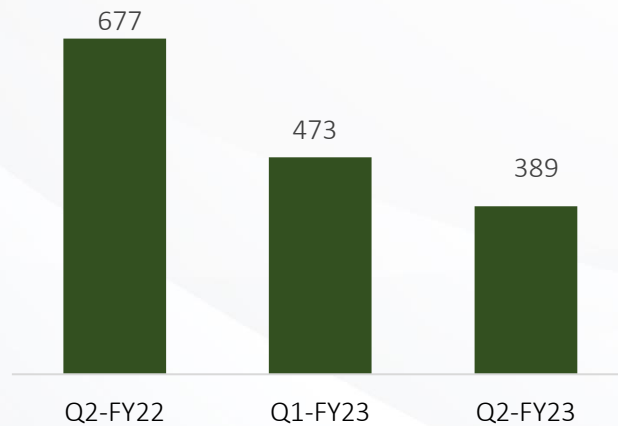
292

Q2-FY22

Q1-FY23

Q2-FY23

E
B
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T



28

15

21

Q2-FY22

Q1-FY23

Q2-FY23

84

179

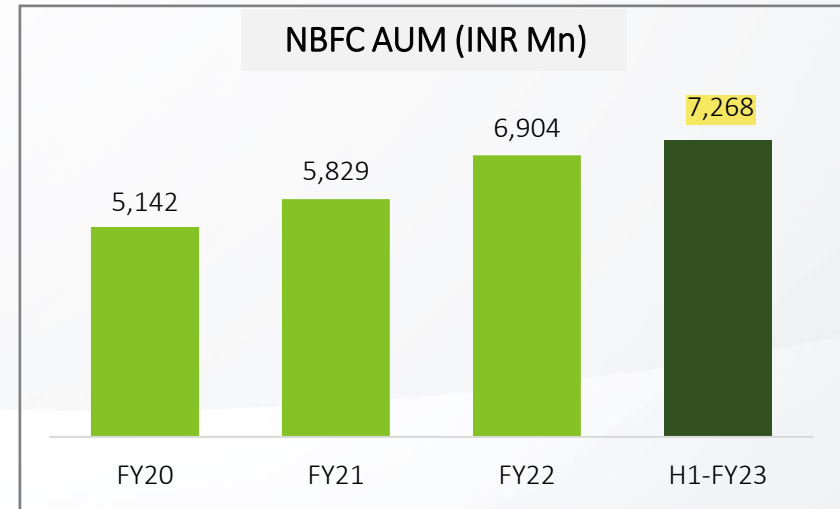
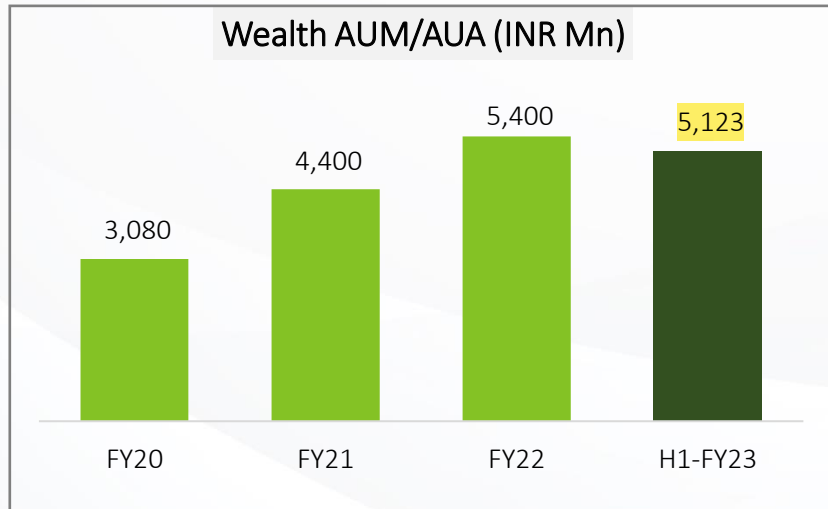
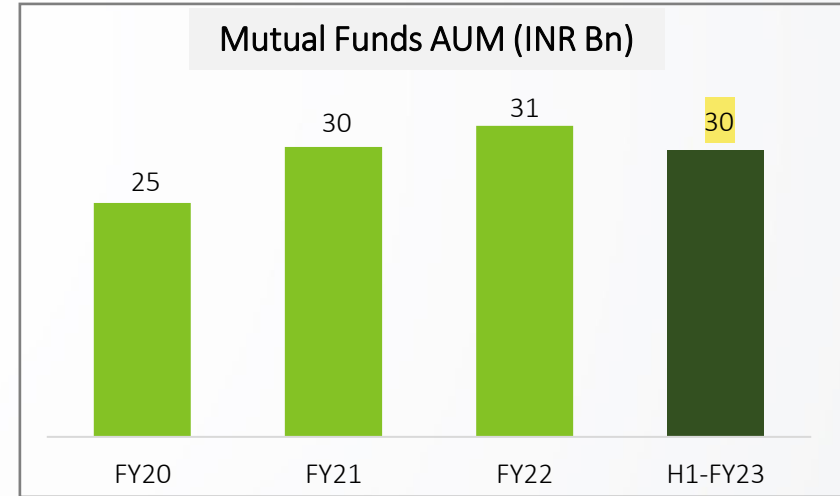
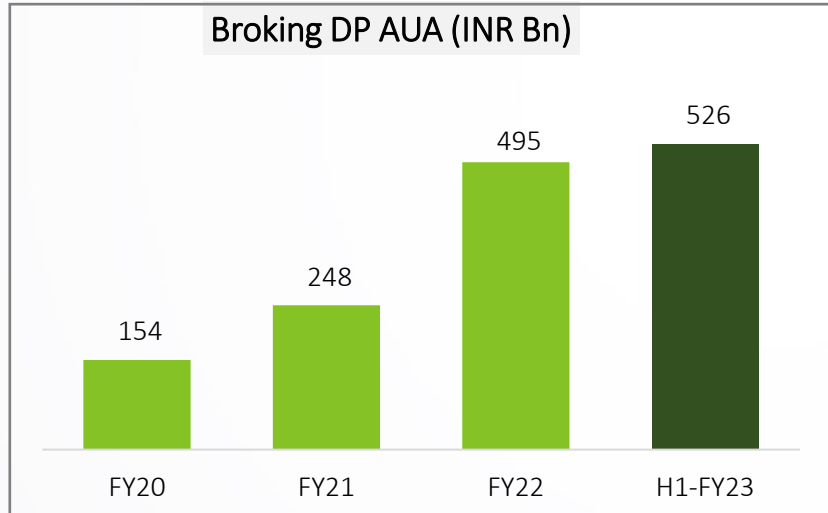
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Q2-FY22

Q1-FY23

Q2-FY23

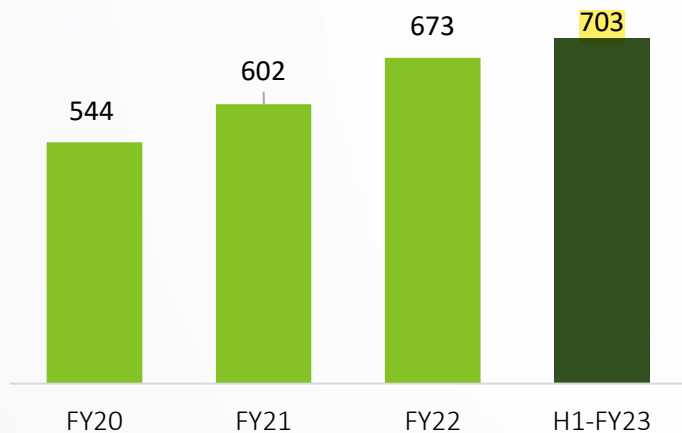
H1 - FY23 Assets Under Management



Key Business Trends – Broking & Insurance

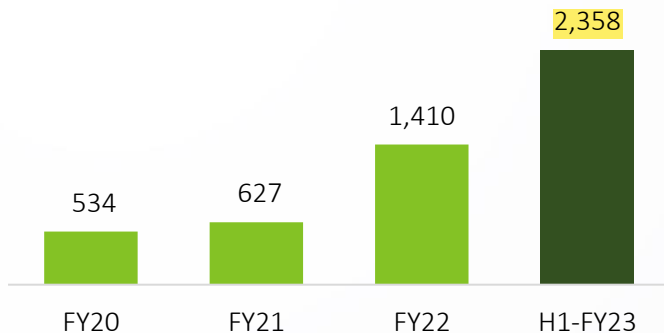
Broking

Broking Clients (in Thousands)*

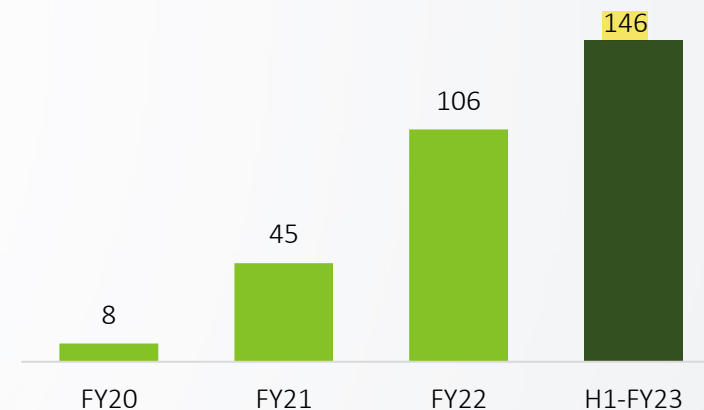


*Represents SMC Global Securities' clients only; exclusive of StoxKart clients.

Average Daily Turnover in Broking (INR Bn)

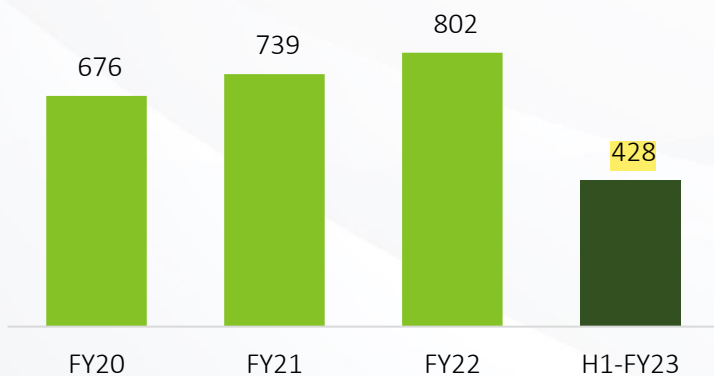


StoxKart Clients (in Thousands)

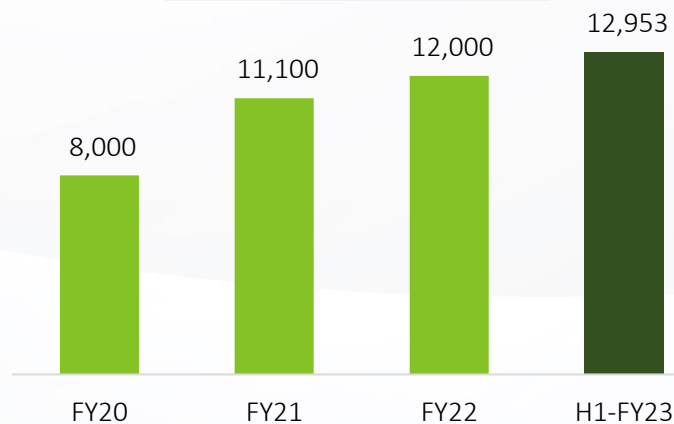


Insurance

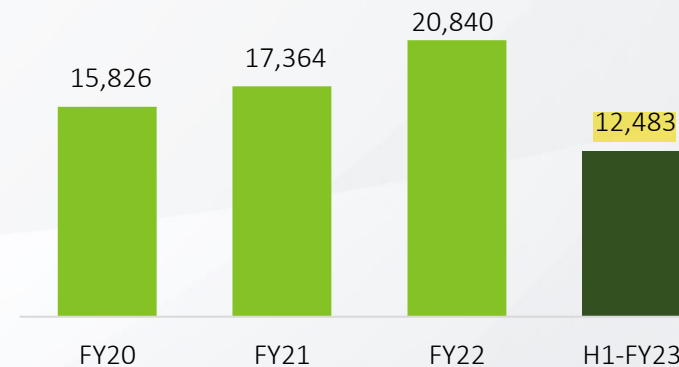
Insurance Policies Issued (In Thousands)



Point Of Sales (POS)



Insurance Gross Premium (INR Mn)



H1-FY23 NBFC Business in numbers



305 Channel Partners
7 Branches



Employees
240



Number of Lenders
15



Collection Efficiency
99%



Net Worth
INR 3,815 Mn



Loan AUM
INR 7,268 Mn



Cumulative Loans Disbursed
INR 18 Bn+



NNPA %
1.51%



ROTA %
4.95%



Revenue
INR 617 Mn



Total Borrowings/Leverage Ratio
INR 3,680 Mn / 0.96x



Secured Loans %
51%



OPEX to AUM
5.74%



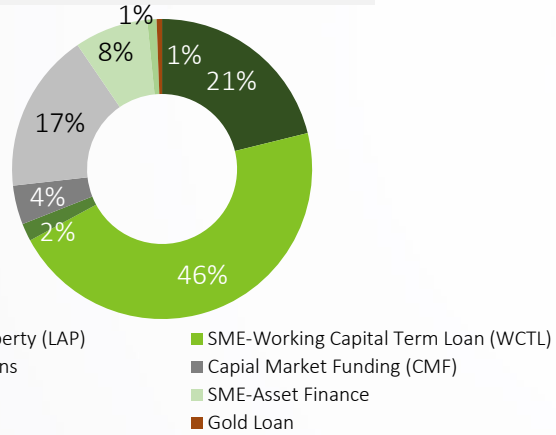
Cost of Borrowing % / NIM %
9.51% / 12.88%



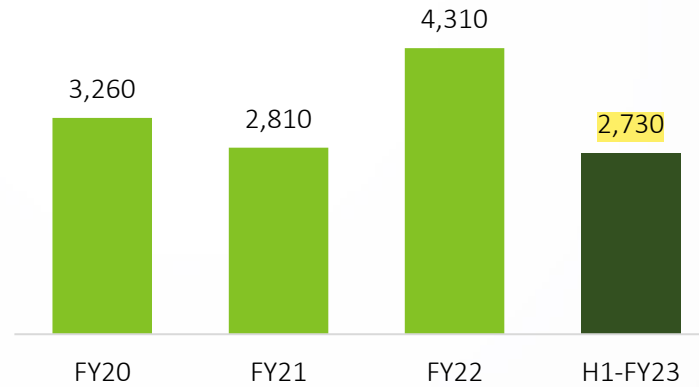
Credit Cost-ANR / PCR
0.69% / 42.97%

H1-FY23 Key Business Trends - NBFC

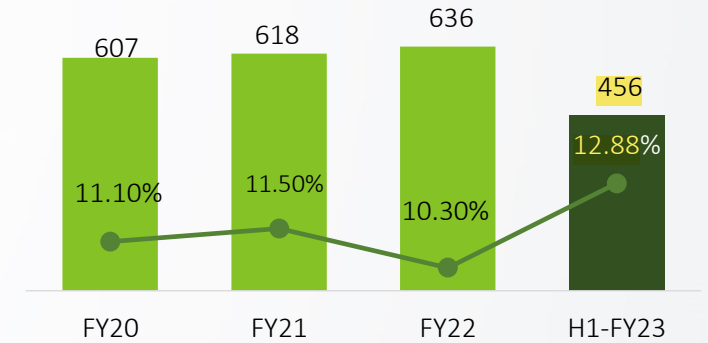
Lending Portfolio



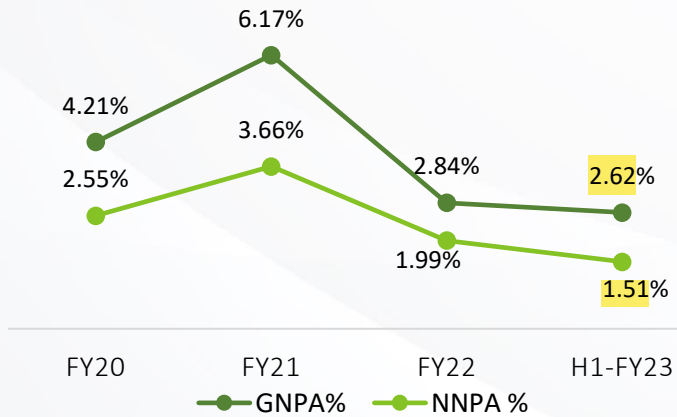
Disbursements (INR Mn)



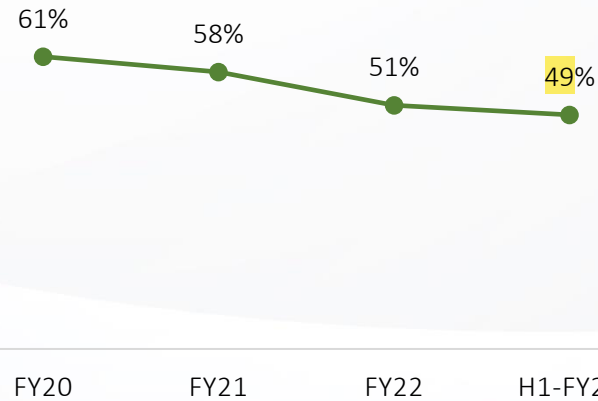
NII (INR Mn) & NIM (%)



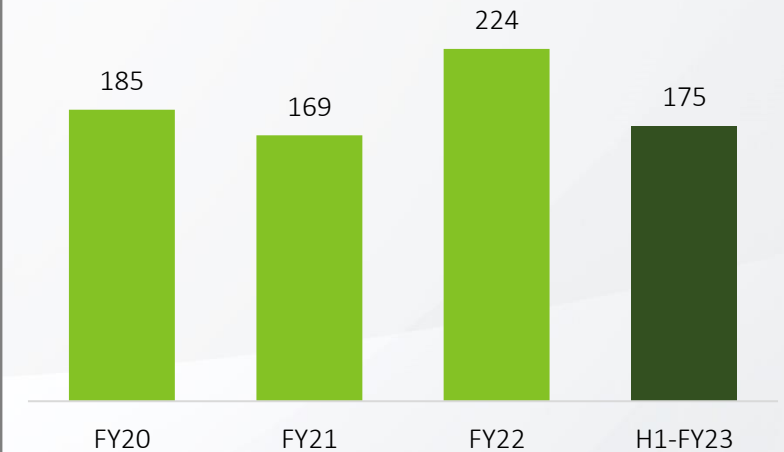
GNPA % & NNPA %



CRAR %



PAT (INR Mn)



Historical Consolidated Income Statement

Particulars (INR Mn)	FY20	FY21	FY22	H1-FY23
Operational Income	7,785	9,013	11,169	5,919
Total Expenses	6,599	7,060	8,218	4,561
EBITDA	1,186	1,953	2,951	1,358
<i>EBITDA Margins (%)</i>	<i>15.23%</i>	<i>21.67%</i>	<i>26.42%</i>	<i>22.94%</i>
Other Income	56	69	39	13
Depreciation	192	180	201	102
Interest	599	424	575	369
Profit (Loss) from Joint Venture	-	7	-	0
PBT	451	1,425	2,214	900
Tax	212	375	468	235
Profit After tax	239	1,050	1,746	665
<i>PAT Margins (%)</i>	<i>3.07%</i>	<i>11.65%</i>	<i>15.63%</i>	<i>11.24%</i>
Other Comprehensive Income	(63)	27	16	42
Total Comprehensive Income	176	1,077	1,762	707
Basic & Diluted EPS (INR)	2.11	9.28	15.43	6.08

Historical Consolidated Balance Sheet

Particulars (INR Mn)	FY21	FY22	H1-FY23
ASSETS			
Non-Financial Assets			
Inventories	132	345	55
Current tax assets (net)	224	365	381
Deferred tax assets (net)	317	223	270
Assets held for sale	24	40	42
Property, plant and equipment	268	790	844
Capital work - in - progress	-	-	0
Right to use - Lease	350	330	349
Other intangible assets	17	18	16
Intangible work-in-progress	1	12	17
Other non-financial assets	242	276	343
Sub-Total Non-Financial Assets	1,575	2,399	2,318
Financial Assets			
Cash and cash equivalents (incl. Other Bank balance)	10,975	12,819	15,840
Receivables	3,339	3,458	4,490
Loans	5,758	7,800	8,613
Investments	1,171	1,706	1,153
Other financial assets	1,056	1,243	1,094
Sub-Total Financial Assets	22,299	27,026	31,190
TOTAL ASSETS	23,874	29,425	33,508

Particulars (INR Mn)	FY21	FY22	H1-FY23
EQUITY AND LIABILITIES			
Equity			
Share Capital	226	226	209
Other Equity	7,501	9,035	8,699
Non-controlling interest	16	16	15
Total Equity	7,743	9,277	8,923
Non-Financial Liabilities			
Current tax liabilities (net)	15	-	60
Provisions	234	268	308
Other non-financial liabilities	166	261	243
Sub-Total Non-Financial Liabilities	415	530	611
Financial Liabilities			
Trade Payables	4,843	7,108	8,815
Lease Liabilities	338	329	350
Debt Securities	783	702	308
Borrowings	3,821	3,939	5,960
Other Financial Liabilities	5,931	7,539	8,541
Sub-Total Financial Liabilities	15,716	19,618	23,974
Sub-Total Liabilities	16,131	20,148	24,585
TOTAL EQUITY AND LIABILITIES	23,874	29,425	33,508

Historical Standalone Income Statement

Particulars (INR Mn)	FY20	FY21	FY22	H1-FY23
Operational Income	4,219	5,013	6,699	3,469
Total Expenses	3,587	3,760	4,503	2,489
EBITDA	632	1,253	2,196	980
<i>EBITDA Margins (%)</i>	<i>14.98%</i>	<i>25.00%</i>	<i>32.78%</i>	<i>28.25%</i>
Other Income	310	197	142	102
Depreciation	139	118	144	76
Interest	427	280	372	251
PBT	376	1,052	1,822	755
Tax	79	303	376	165
Profit After tax	297	749	1,446	590
<i>PAT Margins (%)</i>	<i>7.04%</i>	<i>14.94%</i>	<i>21.59%</i>	<i>17.01%</i>
Other Comprehensive Income	(61)	26	(2)	(1)
Total Comprehensive Income	236	775	1,444	589
Basic & Diluted EPS (INR)	2.63	6.62	12.78	5.40

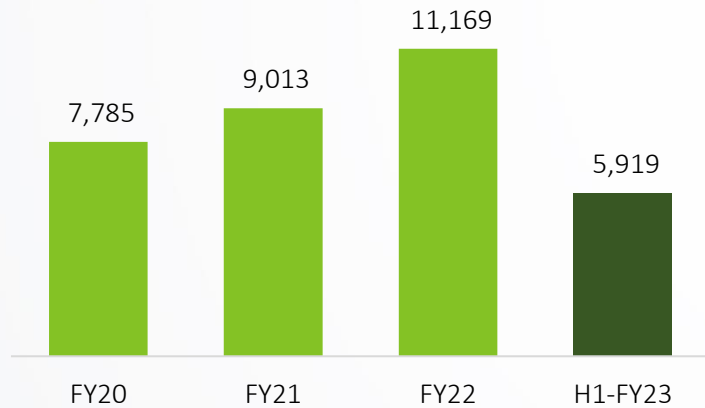
Historical Standalone Balance Sheet

Particulars (INR Mn)	FY21	FY22	H1-FY23
ASSETS			
Non-Financial Assets			
Inventories	132	237	0
Current tax assets (net)	163	213	181
Deferred tax assets (net)	80	21	60
Property, plant and equipment	210	741	762
Right to use - Lease	263	246	236
Other intangible assets	8	8	7
Intangible work-in-progress	-	8	10
Other non-financial assets	137	125	170
Sub-Total Non-financial Assets	993	1,599	1,426
Financial Assets			
Cash and cash equivalent (incl. Other Bank balance)	10,413	11,933	15,145
Receivables	2,374	2,723	3,679
Loans	128	1,093	1,499
Investments	4,841	5,527	4,895
Other financial assets	656	842	811
Sub-Total Financial Assets	18,412	22,117	26,029
TOTAL ASSETS	19,405	23,716	27,455

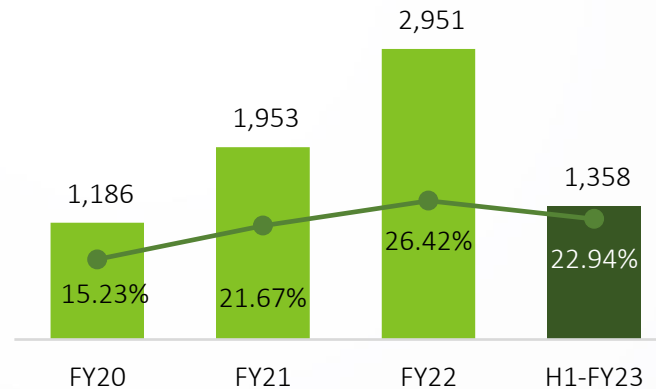
Particulars (INR Mn)	FY21	FY22	H1-FY23
EQUITY AND LIABILITIES			
Equity			
Share Capital	226	226	209
Other Equity	6,489	7,706	7,254
Total Equity	6,715	7,932	7,463
Non-Financial Liabilities			
Current Tax Liabilities (net)	-	-	37
Provisions	128	158	188
Other non-financial liabilities	80	123	155
Sub-Total Non-Financial Liabilities	208	281	380
Financial Liabilities			
Trade Payables	3,979	6,356	7,767
Lease Liabilities	247	237	229
Debt Securities	-	-	-
Borrowings	2,384	1,509	2,961
Other Financial Liabilities	5,872	7,400	8,656
Sub-Total Financial Liabilities	12,482	15,503	19,612
Sub-Total Liabilities	12,690	15,784	19,992
TOTAL EQUITY AND LIABILITIES	19,405	23,716	27,455

Historical Consolidated Financial Performance

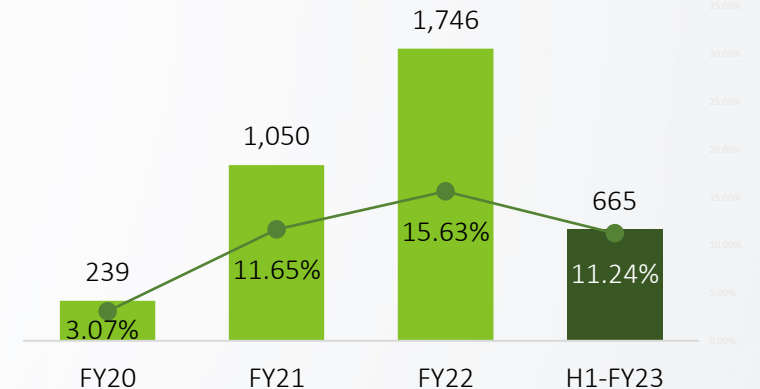
Revenue (INR Mn)



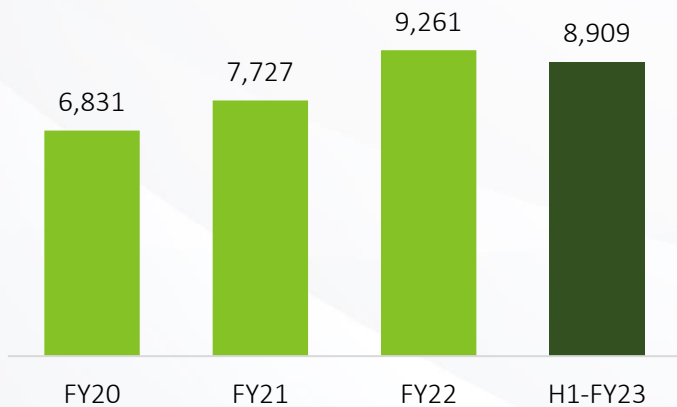
EBITDA (INR Mn) & EBITDA Margin (%)



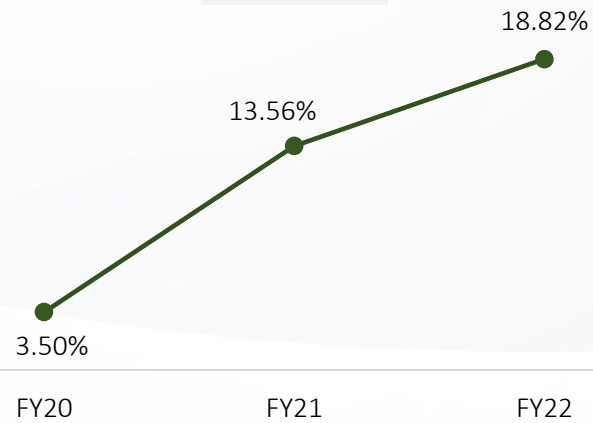
PAT (INR Mn) & PAT MARGIN (%)



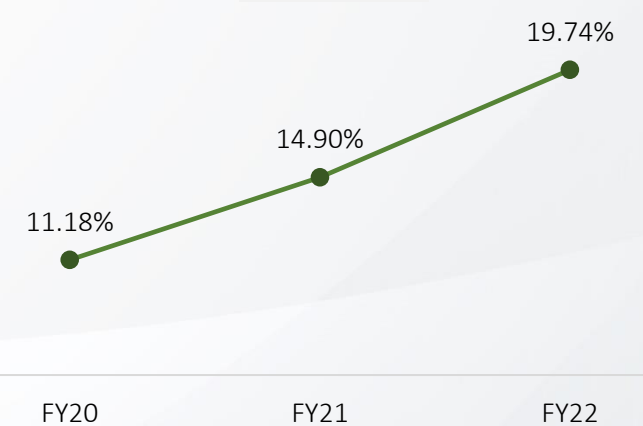
Net Worth (INR Mn)



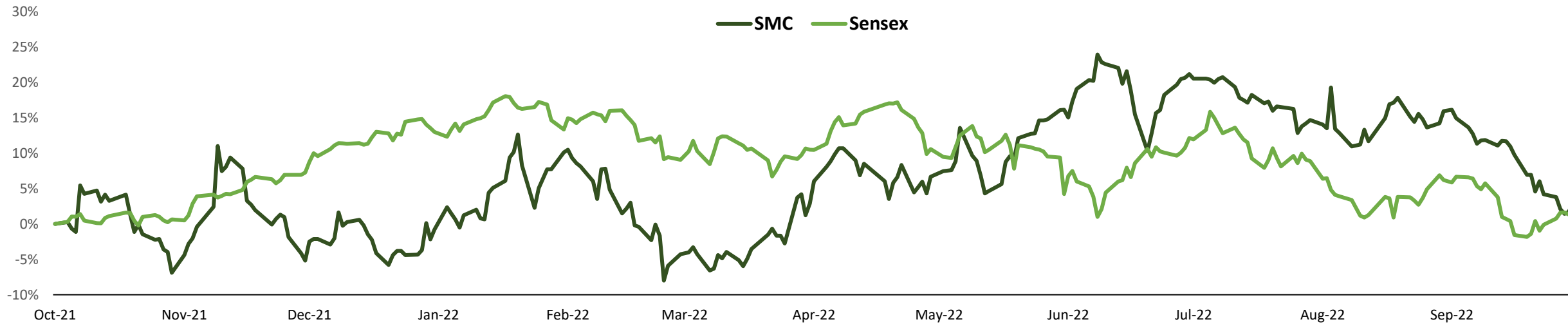
ROE %



ROCE %



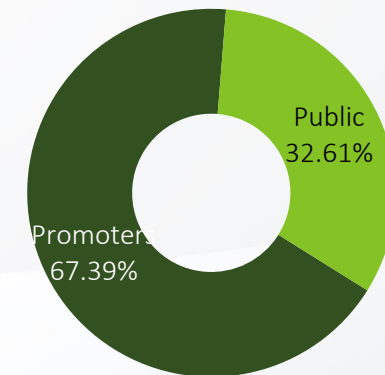
1 Year Stock Performance (as on 30th September, 2022)



Price Data (As on 30th September, 2022)

Face Value	: 2.00	Book Value per Share :	85.09
CMP			78.45
52 Week H/L			95.40/68.25
Market Cap (INR Mn)			8,213.72
No. of Share outstanding (Mn)			104.70
Avg. Trading Volume ('000)			240.15
Avg. Net Turnover (INR Mn)			19.90

Shareholding Pattern (As on 30th September, 2022)



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