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Background


SMC : at a glance

- Incorporated in 1990 by Mr. Subhash C. Aggarwal, FCA & Mr. Mahesh C. Gupta, FCA
- SMC offers institutional and retail brokerage of equities, commodities, currency, derivatives, online trading, investment banking, depository services, clearing services, IPOs, mutual funds, fixed deposits, insurance broking, portfolio & wealth management, margin funding & research.
- SMC is a member of all the leading Equity, Commodities, Derivatives, Currency & Spot Commodity Exchanges of India
- Highly dedicated workforce of more than 4000 employees and 9000+ financial advisors



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SMC : at a glance



Clientele &
Infrastructure

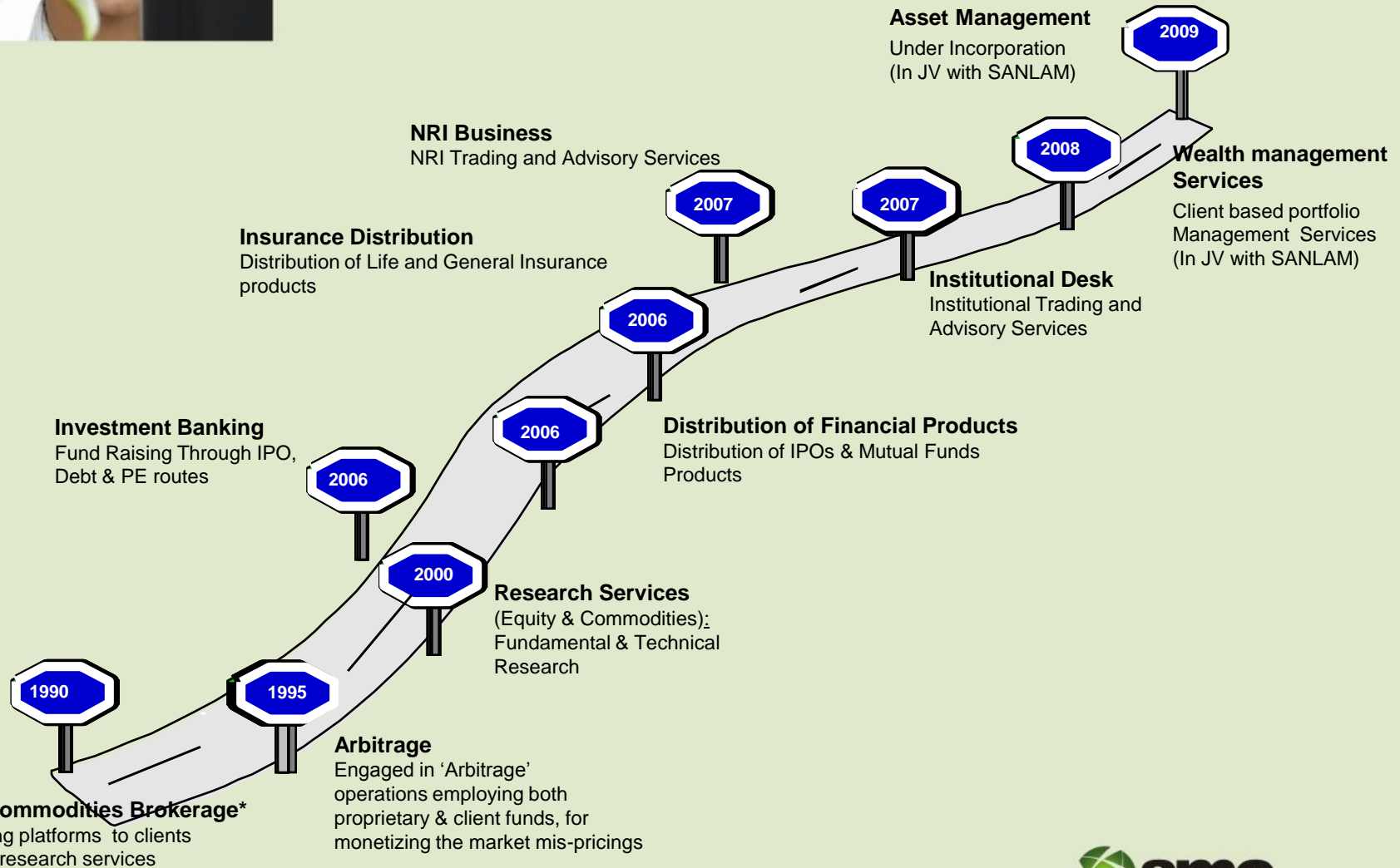
- More than 7,00,000 satisfied investors
- More than 2500 offices spread across 460+ cities in India
- Headquartered in Delhi with regional offices at Mumbai, Kolkata, Chennai, Hyderabad, Bangalore, Jaipur, Ahmedabad & overseas office at Dubai
- Dedicated Proprietary Arbitrage Desk with more than 350 Arbitraders
- Handles over 3,50,000 trades per day
- In-house Weekly Research magazine Wise Money
- Awarded as the India's Best Equity Broking House and Broking House with Largest Distribution Network(Source:- BSE-D&B Equity Broking Awards 2010)
- Awarded as India's Best Currency Broker (Source: ICRA & Bloomberg-UTV Financial Leadership Awards, 2011)



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Evolution of SMC



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*Commodity brokerage services commenced operations in 2003



Mr. Subhash Chand Aggarwal
Chairman and Managing Director,
SMC Group

SMC : Promoters

- Chairman and Managing Director of SMC Global Securities Ltd. & Co-founder of SMC Group
- Fellow Member of The Institute of Chartered Accountants of India (ICAI)
- Experience of more than 22 Years in stock broking & capital market
- Co-Chairman, Capital Market Committee of The Associated Chambers Of Commerce and Industry of India (ASSOCHAM)
- Chairman of "Capital Market Vision-2020 Committee" of ANMI & Co- Opted Member of National Council of ANMI (ASSOCHAM Nominee).
- Part of an expert group constituted by Ministry of Corporate Affairs to review the existing Cost Accounting rules & standards
- Active participation in the Prime Ministerial Delegation to Japan
- Honored with 'Pride of India' & 'Udyog Rattan' Award by 'Institute of Economic Studies' & also IIFS has conferred him with 'Glory of India' award recently



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SMC : Promoters



Mr. Mahesh Chand Gupta
Vice-Chairman and Managing Director,
SMC Group

- Vice Chairman & Managing Director of SMC Global Securities Ltd.
- Fellow Member of the Institute of Chartered Accountants of India (ICAI)
- Experience of more than 22 Years in stock broking and arbitrage to commodities broking, distribution of Mutual Funds, IPOs and Insurance Products
- Co-founder of SMC Group
- Active participation in the conferences & seminars on securities and commodities market



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SMC – Key Managerial Person & Directors



Our Pioneers

- Mr. D.K. Aggarwal (Director & Head of Arbitrage): A fellow member of the ICAI, Actively involved in Equity, Commodity and Arbitrage Business for more than 20 years. Innovation in offerings, Branding, Research and Arbitrage are his forte.
- Mr. Pradeep Aggarwal (Director): A Graduate from the University of Delhi having rich experience of over 17 years. He innovates, develops and effectively implements new ideas for the growth and progress of the Arbitrage business of the company's Securities and Commodities business
- Mr. Ajay Garg (Director): A fellow member of ICAI and has around 15 years of experience in Broking Operations of SMC Group including, Back office operations, entire technological functioning of the business, Risk Management & Surveillance, Legal & Compliance, Corporate Communications & Brand Management and IT & Software Development.
- Mr. Rakesh Gupta (Director): A fellow member of ICAI and has around 13 years of experience in taking care of the distribution and channel management, retail broking and sub-broker development of SMC.
- Mr. N.D. Gupta (Independent Director): Past President of ICAI, has more than 35 years of experience in Corporate affairs and Securities Market. He has served on the board of IFAC, IASC, NACAS constituted by Dept. of Company Affairs, CBDT advisory committee and IRDA. He was Chairman of DSE and is an active member of FICCI, ASSOCHAM and PHDCCI
- Mr. Anurag Bansal (Director), A fellow member of ICAI, and has more than 15 years of experience in handling the equity and commodity broking operations. He looks after the operations of Mumbai branch
- Mr. Jagannadham Thunuguntla (Head of Research), A fellow member of ICAI and ICWA, and a frequent speaker at business schools and in industry. Prior to his time at SMC, Jagannadham worked in the Financial Institutions Group at Morgan Stanley and was part of the Indian delegation to China, Singapore and Malaysia from ICAI.



Membership and Registration

- Trading Member of NSE, BSE, NCDEX, MCX, DGCX, NMCE, MCX-SX, DGR(Dubai Gold Receipt), ICEX, ACE, USE, National Spot Exchange Ltd. and NCDEX Spot Exchange Ltd.
- Clearing Member in NSE(F&O, Currency); BSE(F&O); MCX, NMCE, ICEX, ACE & NCDEX(Commodities); USE, MCX-SX(Currency) & DGCX
- Depository Participant with CDSL & NSDL
- Category 1 Merchant banker
- Direct Insurance Broker for Life & General Insurance (Registered with IRDA)
- Distributor of IPOs & Mutual Funds (Registered with AMFI)
- Portfolio Management Services (PMS) registered with SEBI
- Non Banking Financial Company (NBFC) registered with RBI

Associations



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SMC - Achievements

- India's Best Equity Broking House (Source: BSE-D&B Equity Broking Awards, 2010)
- India's Best Currency Broker (Source: ICRA & Bloomberg-UTV Financial Leadership Awards, 2011)
- Broking house with Largest distribution Network in the country (Source: BSE-D&B Equity Broking Awards, 2010)
- Amongst top 5 financial firms in IPO Mobilization (Source: Prime Data Rankings, 2010)
- Awarded as the Fastest Growing Retail Distribution Network in Financial Services (Source: Business Sphere, 2010)
- Received Major Volume Driver award by BSE for 3 years consecutively(2004-05, 2005-06 & 2006-07)
- Nominated amongst the Top 3 in the CNBC-Optimix Financial Services Award 2008 under "National Level Retail Category"

Milestones
achieved



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SMC Partners

SANLAM INVESTMENTS



- Established in 1918, Sanlam is one of the Largest Financial Services Groups in South Africa
- The Sanlam Group is the 2nd largest listed life assurer in South Africa, with a market capitalization of US\$ 7.9 billion , and total assets under management and administration of US\$ 60 billion.
- Sanlam has a rich heritage of over nine decades with a significant presence across Africa, USA, UK, Luxembourg, Switzerland, Australia and now India.
- Sanlam Investments is the investment arm of South African financial services giant, Sanlam Ltd. The agreement between the parties has led to setting up of two new businesses in India – a wealth management company and an asset management company.
- The deal was made possible through an acquisition into the SMC Group of Companies, including warrants; which will ultimately create a 5% equity stake for Sanlam Investments in SMC
- The total financial outlay by Sanlam Investments on this joint venture with SMC is in the region of Rs 215 Crore .

Alliance of
experience
and
expertise



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SMC Partners

PUNJAB NATIONAL BANK



- Largest Nationalized bank in India
- Punjab National Bank is serving over 56 million customers through more than 5000 Offices & over 3700 ATMs - largest amongst Nationalized Banks.
- SMC Group has signed an Agreement with Punjab National Bank (PNB), to offer State of art online trading facilities into equities, derivatives, IPOs & Mutual funds to PNB customers
- This alliance is providing –
 - Three in one product (Saving- Demat- Trading)
 - Seamless funds and securities transfer
 - No extra blockage of funds in the trading accounts after the trading hours

Alliance of
Trust
and
Technology



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SMC Partners

HONDA SIEL CARS INDIA



- SMC Insurance Brokers appointed by Honda Siel Cars India as exclusive PAN India brokers for Honda cars
- Honda is a top notch automobile brand with a PAN India presence.
- Honda can clearly boast of a loyal customer base and a strong and widespread dealership network
- Approximately 80,000 cars to be sold by Honda in coming fiscal amounting to a cumulative premium of Rs. 150 Crore.
- Almost 100% cash less settlement
- Transparent and hassle free claim settlement.

Alliance of
experience
and
expertise



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SMC Partners

TIMES GROUP



- Bennett, Coleman & Co. Ltd., is one of the leading media house of the country with an international presence.
- The group holds 2.06% stake in the flagship company, SMC Global Securities Ltd.

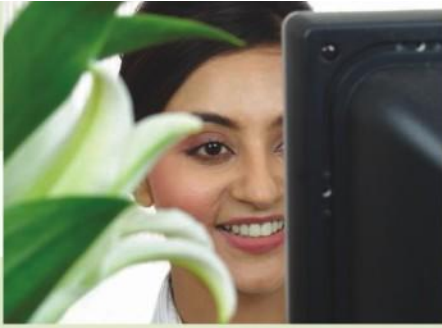
MILLENNIUM INDIA ACQUISITION Co.

- Millennium India Acquisition Company is a NASDAQ listed, US based company, which offers US investors the only mean for participating in India's fastest growing financial sectors (currently closed to foreign investor under Indian Law.)
- The company holds 14.75% stake in SMC group.

Alliance of
experience
and
expertise

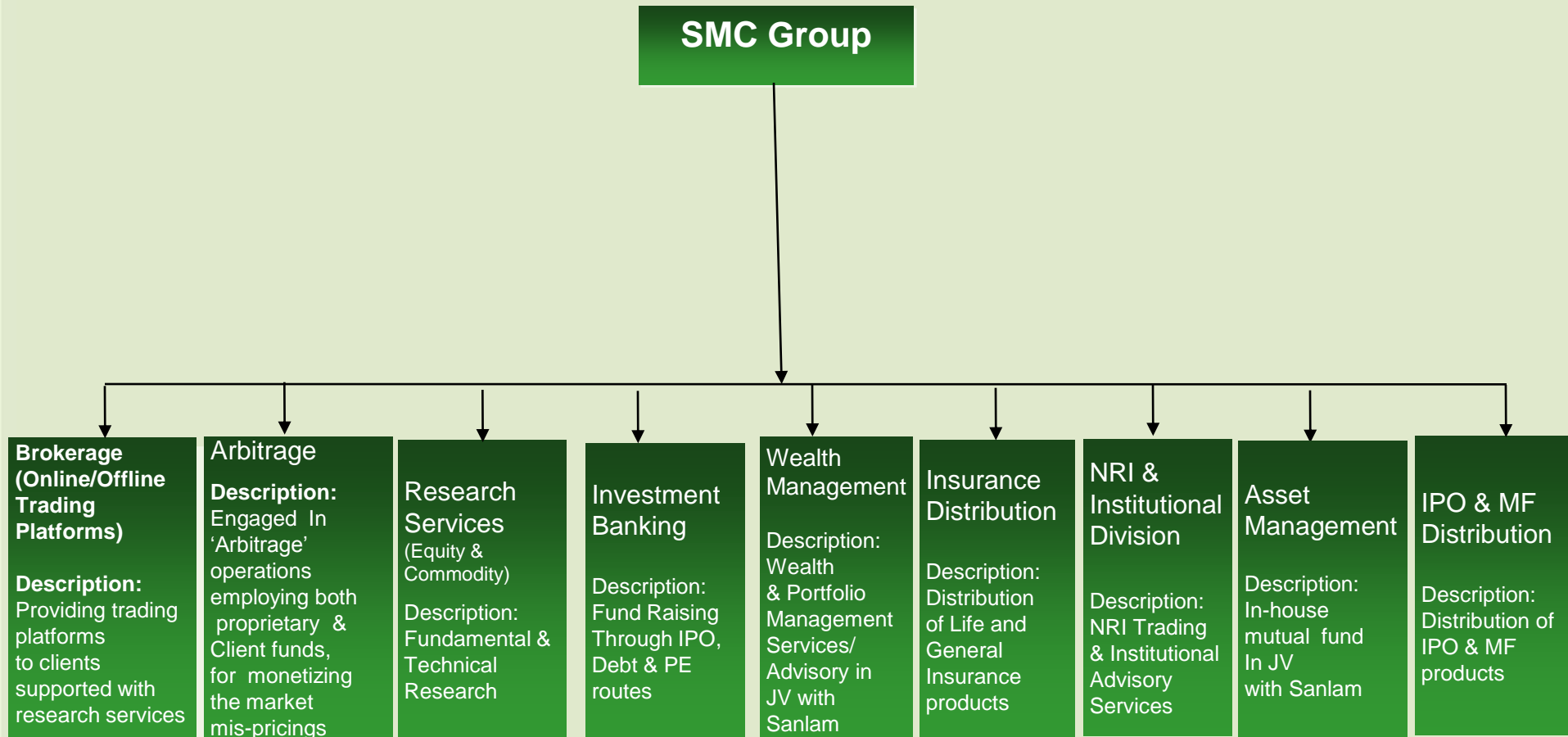


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SMC Services

SMC Group



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SMC Online Trading

- SMC offers state-of-the-art online trading platform integrating bank, trading and demat accounts which enables our clients to trade without giving though the hassles of tracking settlement cycles, settlement of clients pay in/payout, writing cheques and transfer instructions.
- SMC Mobitrade – high end mobile application for trading anytime anywhere
- Alliance with Punjab National Bank, the No.1 nationalized bank in India for offering 3 in 1 Product – Saving, Demat & Trading.
- Different products based on the needs of customers are available.
- Significant growth in terms of accounts in one year with close to 65% active accounts.
- Having one of the largest number of Online Mutual Funds tie-up with various AMCs. Trading Platform also offers online IPOs.
- Spreading the reach of Online Trading at all outlets/branches/offices of SMC.

SMC Trading Services

CURRENCY TRADING

- Trading cum Clearing member of currency derivatives with NSE, USE & MCX-SX.
- Equipped with a strong in-house research team providing advisory as per client needs.
- SMC has a wide network of offices spread across India.
- SMC has dedicated Currency Hedging Desk
- Trading Facility in currency segment through online web-base or software base or through calling to our wide spread branches.



SMC Trading Services

COMMODITY TRADING

- Trading cum Clearing member with NCDEX, MCX, ICEX, ACE, NMCE, NCDEX Spot Exchange, NSEL & Dubai Gold and Commodity exchange (DGCX).
- SMC is a leading player in the country for doing delivery based trades.
- It offers Real-time Risk Management System with Call-n-trade facilities.
- Trading facility through Offline , online and mobile .
- SMC has Dedicated Commodity trading Desk for Corporates & HNIs
- SMC has one of the India's largest arbitrage Desk



SMC Research Wing

- Team constitutes of highly qualified & Experienced Fundamental Analysts for different sectors of the economy having understanding of the economy at macro and micro levels
- Team includes over 30 Research Professionals and Technical & statistical analysts having specialization in various charting techniques and expertise in reading of the market and scrip/commodities specific trends
- For fundamental, technical and statistical analysis we are equipped with the best of the softwares/databases
- We have our in house research magazine "Wise Money" (weekly) distributed to clients and also Research Based SMS support, daily market update report, Fundamental research report along with Live interactive chat rooms with the market experts during trading hours are provided to client
- Investor awareness seminars are conducted across the country on a regular basis



SMC Sub-Broker Division

- SMC Sub-broking Division offers trading and clearing services in Equity, Derivatives, Commodities and Currency.
- Division is also focused towards development of channels to provide best in class trading and clearing facilities to the clients.
- Division offers trading through all mode of connection, offering franchisee and clients wide choice based on their need.
- Highly transparent and compliance oriented process with competitive charges.
- All services offered by SMC Group is also offered through Sub-broker Division network.
- Personalized Business Development manager for each Sub-broker.
- Research Based Advisory to each sub-broker through mails and "Wise Money " magazine.
- Daily Market updates and advise through SMS and emails.
- Back Office access to all branches and clients without any cost.





SMC Investments & Advisors Ltd.

- SMC Investments and Advisors is a specialized wealth management venture by SMC Group
- **Approach :**
 - Trusted Objective Advice
 - Unbiased approach in selecting best-in-class investments, not necessarily from its own products
 - Holistic approach for building an appropriate portfolio, not just promote individual products
- **Wide Range of Services:**
 - Portfolio Management Services in Fixed Income Products, Equity PMS, Conceptual PMS, Thematic PMS, Mutual Fund PMS, Debt MMIS and Model Portfolio
 - Wealth Advisory Services includes Wealth Builder Process (Financial & Investment planning) and Alternate Investments (Structured Products, Private Equity & Real Estate Solutions)
 - Equity , Commodity , Currency Trading & Arbitrage

SMC Insurance



- SMC Insurance Brokers (P) Ltd is a Direct Insurance Broker registered with Insurance Regulatory and Development Authority (IRDA) for providing a wide array of insurance services (both life and General).
- It is one of the leading Insurance Brokers of the country with PAN India presence via 30 dedicated insurance offices.
- Honda Siel Cars India has appointed the company as exclusive brokers for all Honda Cars
- With the staff strength of 2500 plus it enjoys a unique blend of manpower encompassing both the veterans and enthusiastic youth.
- Dedicated Call-Centers with state-of-art technology platform serving PAN India customers.
- Expert Advice and personalised product offering based on the risk and outlook of the client /corporate.

SMC Comex International DMCC



- One of the initial, leading & experienced, clearing and broking members of DGCX
- Member of Dubai Gold Receipt (DGR) and Dubai Commodity Receipt (DCR) to facilitate physical delivery
- Presence in UAE's financial market for the last 5 years
- SMC Comex is amongst the TOP 10 brokers and contributing more than 10% of DGCX turnover, since inception
- Acting as clearing member to a number of broking members in DGCX
- The first trade in DGCX Silver contract, steel rebar contracts and INR – Dollar contracts were executed by SMC Comex
- Equipped with a dedicated Hi-tech in house research wing to provide research support on intraday and daily basis to clients



SMC Capitals

- SMC Capitals limited is an Investment Banking arm of our group and Category I Merchant Banker.
- It has strong management teams, financial sponsors and corporate partners to help companies achieve their financial and strategic goals.
- It offers wide spectrum of services covering Corporate Advisory, Public Issues Management, Capital Structuring, Private Equity and Debt Syndication, Merger & Acquisition Advisory, valuation services.
- Adherence to strict business process ensures delivery of superior services quality in all transaction we undertake.
- Our innovative mindset with unparalleled research and intensive execution system has enabled us to relentlessly service our client in newer and different ways.
- Company enjoys credibility with regulatory authorities, analysts, brokers, media, law firms, banks, mutual funds, FII's, Government Agencies and PE Funds.
- Ranked 8th in "Domestic private Investment Bankers" category and 12th in "All Investment Bankers" category for QE June' 2008.

(Source: Prime Database)

SMC Group – Going Forward...

- SMC Group has established a vertically-integrated business model (covering investment advisory, trading, clearing, depository, and distribution) for retail financial services, and one of the largest pan-India retail distribution footprints
 - Broking operations and arbitrage shall provide strong market positioning and knowledge in the financial services space through:
 - Increased retail presence further, targeting to increase their presence multifold via branch/ sub broker network of 5500+ offices over the next 3 years in 700+ cities
 - Inorganic growth through acquisition of small brokers and sub-brokers
 - Build institutional business
 - Build online trading
 - Distribution footprint
 - Be a major distributor of financial products such as insurance, mutual funds, IPOs in India
 - Wealth Management business including PMS
 - Asset Management business

Future Plans



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SMC Group – Going Forward.... (Cont'd)

Future Plans

- Expand International Businesses
 - Catering to NRI population through exclusive offices in Gulf, UK and USA
 - Acquire membership of International Commodity Exchanges, i.e. International Continental Exchange (ICE), Chicago Board of Trade (CBOT) etc.
- Grow online business organically, as well as through tie-ups with the leading Indian banks & other organizations having wide network
- Other Future Ventures:
 - Private Equity Fund, Real Estate Fund
 - Insurance company – Both Life & General
 - Asset Reconstruction Company (ARC)



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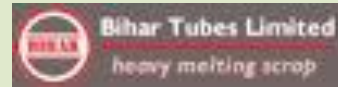
SMC: Public Initiatives

Key Activities

- Seminars in association with MCX, NCDEX, NSE, ICAI, ASSOCHAM, FICCI and Ministry of Company Affairs
- Coverage in Television media such as CNBC, NDTV etc. and print media such as ET, Mint etc
- Weekly titled “Wise Money” covering news from all the markets of equity, commodities & debt



Our esteemed clientele



Schlumberger

Greenfield
ONLINE INC.

MSC Software

EFD
eFunds Corporation

DRESSER-RAND

GlobalLogic

ON Semiconductor



DOWJONES

ARIBA



Pfizer

APC
by Schneider Electric



DASSAULT
SYSTEMES

LPS
LENDER PROCESSING
SERVICES

ERICSSON
TAKING YOU FORWARD

NaviSite
Run With Us

POLYCOM

FIS

FIDELITY NATIONAL
INFORMATION SERVICES

EICHER

PANALPINA
on 3 continents

Schneider
Electric

M G E
UPS SYSTEMS



BARCO
Visibly yours



Nestle

Hewitt

ORG



OLAM

PARI
World Class Automation
& Robotics Technology

VNL

NEWGEN

SHYAM
TELECOM LTD



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**thank
you**

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