

EMKAY GLOBAL FINANCIAL SERVICES LIMITED

**TRANSCRIPT OF THE TWENTY-NINTH ANNUAL GENERAL MEETING OF MEMBERS OF
EMKAY GLOBAL FINANCIAL SERVICES LIMITED HELD ON THURSDAY, AUGUST 10, 2023 AT
4.30 P.M. (IST) THROUGH VIDEO CONFRENCING (VC)/OTHER AUDIO VISUAL MEANS (OAVM)**

CDSL Representative – Yeah, Bhalchandra sir, we are live, you may start your proceeding sir.

Mr. Sushil Kumar Saboo- I Welcome you to 29th Annual General Meeting, Dear shareholders, the required quorum is present. I declare that the meeting is in order.

I welcome all the shareholders participating in the 29th Annual General Meeting of the Company held through Video Conferencing /Other Audio Visual means.

The company has received one representation from the shareholder for **48,51,484** equity shares representing **19.69 %** of the paid up capital of the company.

The meeting is being conducted through video conferencing does not require physical presence of the members at a common venue. Accordingly, the facility for appointment of proxies by the members under section 105 of the act is not applicable.

Pursuant to provisions of sub section (i) (b) of section 171 of the Companies Act, 2013, the Register of Directors and Key Managerial Personnel and their shareholding maintained under sub section (1) of section 170 of the Companies Act, 2013 and Register of Contracts or Arrangements in which directors are interested under section 189 of the act and Auditors' certificate on ESOP are electronically available for inspection to the members during the time of Annual General Meeting.

I, now introduce you to the directors participating in the Annual General Meeting through Video Conferencing, on my left,

1. **Mr. R. K. Krishnamurthi**, an Independent director & Chairman of Stakeholders' Committee.
2. **Dr. Satish Ugrankar**, an Independent director

On my Right,

3. **Mr. Krishna Kumar Karwa** - Managing director,
4. **Mr. Prakash Kacholia**- Managing director,

Mr. G.C. Vasudeo, an Independent Director & Chairman of the Audit Committee, NRC Committee and CSR Committee is out of the Country and hence is not able to attend the meeting. He has authorised Mr. R.K. Krishnamurthi, member of the Audit Committee and NRC Committee to attend on his behalf.

Besides, Dr. Bharat Kumar Singh and Mrs. Hutokshi Wadia, Independent Directors are not able to attend the AGM.

Apart from Directors, Mr. Viren Mehta representing the Statutory Auditors and Mr. Mitesh Dhabliwala representing the Secretarial Auditors are participating in the meeting through video conferencing.

I now request, Mr. B.M. Raul, Company Secretary to brief the regulatory provisions.

Mr. B.M. Raul, Company Secretary: Dear members, Good evening everybody, I, B.M. Raul, Company Secretary of the Company welcome you all to the 29th Annual General Meeting of the Company held through the mode of video conferencing. In view of the various General Circular issued by the Ministry of Corporate Affairs read together with latest General Circular No. 10/2022 dated 28th December, 2022

and Circular dated 5th January, 2023 issued by the Securities and Exchange Board of India, the 29th Annual General Meeting of the Company will be conducted through the mode of Video Conferencing

Attendance of the Members through Video Conferencing or Other Audio Visual Means will be counted for the purpose of quorum for the AGM as per section 103 of the Companies Act, 2013.

The Meeting conducted through Video Conferencing does not require physical presence of the Members at a common venue. Accordingly, the facility for appointment of proxies by the Members under section 105 of the Act is not applicable.

In compliance with the MCA Circulars and SEBI Circular, the Notice of the 29th Annual General Meeting and Annual Report for the Financial Year 2022-23 were sent only through electronic mode to those Members whose email addresses were registered with the Company or Depositories. The same are also available on the Company's website.

I now request the Chairman sir to proceed with the meeting, thank you.

Mr. Sushil Kumar Saboo- Thank you, Mr. Raul. the Notice of the meeting has already been sent to you along with Annual Report.

With your permission, I take that notice as read.

There are no qualifications in the Secretarial Audit Report. Further, there are no qualifications or adverse observations or remarks made by the Statutory Auditors in their report. Hence, reading of Auditors' Report in the meeting is not required.

I now request Mr. Krishna Kumar Karwa to read out the Chairman's speech.

Mr. Krishna Kumar Karwa- Thank you, Chairman, Dear Shareholders, It gives me great pleasure to welcome you all to the 29th Annual General Meeting of your Company, Emkay Global Financial Services Limited. For last three years, due to the COVID-19 crisis, the meeting was held through Video Conferencing and Other Audio-Visual Means. In light of the extension of the facility by the Ministry of Corporate Affairs for holding the AGM by virtual means for the fourth time, the meeting is being held through Video Conferencing / Other Audio Visual Means.

The Indian economy has demonstrated remarkable growth and has established itself as one of the fastest-growing economies globally in FY 2022-23. This growth trajectory began after the onset of the COVID-19 pandemic, and it has been sustained through remarkable progress in private sector consumption and infrastructure development. Despite global challenges and tighter domestic monetary policies, India's growth momentum has remained resilient, underscoring the inherent robustness of the country's economy in rebounding and stimulating growth drivers.

India has been grappling with inflationary pressures since the beginning of 2022. In response, the Reserve Bank of India hiked the repo rate by 250bps across the year, with the rate currently at 6.50%. This calibrated approach has resulted in a gradual easing of inflationary pressures, as evidenced by moderating inflation rates. The central bank has forecasted a CPI of 5.4% for the Q2FY24, indicating a gradual reduction in the inflationary grip on the economy.

India's robust economic fundamentals are shaping its long-term economic outlook positively. The government's focus on growth-enhancing policies, such as the production-linked incentives, self-reliance, and increased infrastructure spending, are resulting in a stronger multiplier effect on jobs, income, productivity, and efficiency. Additionally, the government's emphasis on manufacturing and service exports, fueled by stronger digitization and technology transformation worldwide, is poised to aid the country's economic growth.

From being a pure equity broking player, today your Company offers a host of transactional and advisory services across equity, debt, currency and commodities. It caters to a wide range of clients

with varied backgrounds, including foreign institutional investors, domestic mutual funds, banks, insurance companies, private equity firms, corporate entities, small and medium-sized enterprises, as well as high-net-worth individuals. To ensure exceptional service quality, your Company's team of seasoned research professionals is supported by robust infrastructure and well-defined processes, ensuring that our offerings consistently uphold the highest standards of excellence.

The Annual Report, including the Audited Accounts of the Company has been with you, and with your consent, I take the same as read. The Auditor's report on the Standalone and Consolidated Financial Statements for the Financial Year 2022-23 is a clean unqualified report.

During FY 2022-23, your Company reported standalone revenue of Rs. 19,853 lakhs as against previous year's standalone revenue of Rs. 18,108 lakhs, an increase of 9.64 %. The standalone profit for the year stands at Rs. 1,063 lakhs as against the standalone profit of Rs. 1,331 lakhs in FY 2021-22. The profits are lower due to upfront expenditure incurred in development of a vertical benefits of which would accrue in coming years.

During the same year, your Company recorded consolidated revenue of Rs. 21,548 lakhs as compared to the previous year's consolidated revenue of Rs. 27,377 lakhs, decreased by 21%. The consolidated profit for the year stood at Rs. 1,408 lakhs as compared to the consolidated profit of Rs. 3,380 lakhs in FY 2021-22. This was due to lower income in the exceptional product in one of the subsidiaries.

For the first quarter of the current fiscal, your Company has reported performance with consolidated revenue of Rs.5,415 lakhs as against Rs. 5,310 lakhs in Q1 of Financial Year 2022-23, a marginal increase of 2 %. The consolidated profit for the said quarter is Rs. 34 lakhs, as against the consolidated profit of Rs. 458 lakhs in the corresponding quarter of the previous fiscal.

Initiatives and New Products :

During the year the Institutional Equities team organised many thematic conferences including Emkay's flagship conference 'Emkay Confluence', Electric Vehicle Conference 2.0, Emkay Konnect (Festive Channel Check Conference), Emkay Cresta (a 2-day physical conference in Singapore), and the third season of its highly successful digi-banking conference 'FinShift'. The team additionally conducted over 230 expert and client calls and more than 40 roadshows.

During the year Emkay transacted a block of nearly 30 lakh shares in Advanced Enzymes, approximately 2.75% of the company, with Nalanda India Equity Fund, raising their stake in the company to nearly 9%.

The Investment Banking team also successfully completed its second IPO as a left lead manager with Rs. 427 crore fund raise for Ethos – India's leading luxury watch retailer. The team also executed Series E Private Equity investment of Rs. 80 crore in Awfis and Rs. 84 crore Rights Issue of Bhagiradha Chemicals. Additionally, the IB team executed Rs. 18 crore PE funding in Series E of Silverpush and Rs. 170 crore on promoter block in Route Mobile. In the last quarter of FY23, the team completed buyback of Rs. 300 crore in EClerx Services and provided advisory services for preferential issue for Rs. 113 crore in Dynamatic Technologies Ltd.

During the year, the Asset Management business of the company, Emkay Investment Managers Ltd. (EIML) bagged the award for the 'Most Innovative Company of the Year (BFSI)' at the National Feather Awards.

EIML made the customer on-boarding experience more convenient by introducing the digital on-boarding facility.

EIML Successfully launched and closed series V of its highly appreciated AIF 'Emkay Emerging Stars Fund', and also launched a PMS strategy 'Emkay New Vitalised India Strategy', both of which focused on investing in companies which are primed to benefit from the manufacturing uptick in the country.

EIML successfully distributed funds to all the investors of Emkay Emerging Stars Fund – I, II & III, which were launched in CY2018. Over the course of five tumultuous years, spanning 2018 to 2022, the team skilfully managed to divest its portfolio investments, culminating in a pre-tax XIRR of 15% - 18% for its AIF investors. This stands in contrast to the underwhelming low to mid-single-digit returns delivered by the benchmark BSE Small indices during the same period.

EIML received commitments of more than Rs. 200 crore in AIF V.

Emkay Capital Builder, the flagship Portfolio Management Strategy of EIML successfully completed **10 years**, outperforming both Nifty50 and Nifty500 over the last decade.

During the year Emkay's IT team was awarded as the 'Best Technology Team for Wealth Management' at the 2nd Annual NBFC and Fintech Excellence Awards 2023

Capital Market Overview:

The Indian equity market has been a centre of attraction for the investor community for many years. The steady growth trajectory of the country's economy, backed by the Government's push for re-energising the country's infrastructure development and vision to be a US\$ 5 trillion economy have significantly improved the investment sentiment. Also, India's current progress as a manufacturing-led country has given a boost to investment opportunities in the market. Apart from these, the self-reliance attitude by the Government and the whole country aligning with the vision has established the country as one of the prime investment destinations. The factor is further backed by the country's robust start-up ecosystem which has been contributing significantly to the country's economy. A contribution to these factors is driving the growth of the investment market in the country, and the trend is likely to be followed for a longer period of time in future.

During the year, the top-gaining sectors of Indian equity markets were Defence (+48.59), PSU banks (+36.34), FMCG (+26.50), Automobiles (+16.03), Private Banks (+11.93), and Logistics (+9.74); while the underperforming sectors were Information Technology, Consumer Durables, Pharmaceuticals, Metals, and Realty. Despite being a roller coaster ride for the Indian equity market, it ended up being one of the best-performing entities among the other emerging markets. The resilience in Indian equities was mainly boosted by the robust inflows from domestic investors. While the foreign private investors continued to do away with their investments, the domestic institutions pumped nearly ₹ 2.52 lakh crore into the market.

Human Resources:

Your Company firmly believes that People are our greatest strength. They are our most precious resource and the capital on which our business is built and it is an asset that enables us to reap rich dividends.

During the Year, we worked towards building a Learning Culture in the Organisation and accordingly, exposed our Employees to Hybrid Model of learning i.e., a mix of Class-Room Sessions and an Online Mode of Learning. The programs largely focused on building skills related to communication, time management, client pitches and customer orientation, along with internal knowledge sharing, cyber security and POSH. We helped in upgrading both Behavioral and Functional skillset of our employees".

During the Year, your Organisation has also attracted the best Talent from premier Campuses in the field of Research and Wealth Management.

Corporate Governance:

Your Company is a loyal adherent to the principles of Corporate Governance and considers it to be an ethical requisite, than a regulatory issue, and believes that the best results are achieved with the highest standards of Corporate Governance. Accordingly, the Company has set very high standards of Corporate Governance, for itself.

Acknowledgements:

I would like to take this opportunity to thank the Members of the Board for their sage advice and counsel during challenging times that was instrumental in sailing through the difficult phase of the continuation of the pandemic during the year. My colleagues on the Board and I place on record our appreciation for the continued support and guidance received from the Government of India, the SEBI, the Stock Exchanges as also other regulatory authorities and banks.

On behalf of the Board, I also place on record the appreciation for the unwavering trust and support of our shareholders, customers and our employees.

Thank You,

Mr. Sushil Kumar Saboo: Thank You Mr. Karwa.

In compliance with provisions of section 108 of the Companies Act, 2013 and Rule 20 of the Companies (Management and Administration) Rules, 2014, the Company had provided to members a facility to exercise their right to vote for the 29th Annual General Meeting (AGM) by electronic means through the remote e-voting platform provided by Central Depository Services (India) Limited (CDSL) the voting period began on 7th August, 2023 at 9.00 am and ended on 9th August, 2023 at 5.00 pm.

The Company has also provided the facility for voting through e-voting during the meeting. The members attending the meeting, who have not already cast their vote through remote e-voting can exercise their voting rights at the meeting.

Mr. Mitesh Dhaliwala of Parikh & Associates, practising company secretaries is appointed as the scrutinizer to scrutinize the remote e-voting process and the e-voting process at the AGM in a fair and transparent manner.

As stated in the notice of the 29th Annual General Meeting, the following Ordinary and Special business have been proposed for approval of the members through e-voting. Since the meeting is being held by video conferencing mode, there will not be any proposer and seconder for passing of the resolutions.

The results of the remote e-voting during voting window and e-voting during the AGM in respect of all the items as mentioned in the notice of the 29th Annual General Meeting as under will be declared within 48 hours from the conclusion of the AGM.

As Ordinary Business :

Item No. 1 :

ADOPTION OF AUDITED FINANCIAL STATEMENT INCLUDING AUDITED CONSOLIDATED FINANCIAL STATEMENT FOR THE FINANCIAL YEAR ENDED 31ST MARCH, 2023 TOGETHER WITH THE REPORT OF THE BOARD OF DIRECTORS THE AUDITORS THEREON BY PASSING AN **ORDINARY RESOLUTION.**

Item No. 2 :

DECLARATION OF DIVIDEND ON EQUITY SHARES OF THE COMPANY FOR THE FINANCIAL YEAR ENDED 31ST MARCH, 2023, BY PASSING AN **ORDINARY RESOLUTION**

Item No. 3 :

APPOINTMENT OF A DIRECTOR IN PLACE OF MR. S.K. SABOO, WHO RETIRES BY ROTATION AND BEING ELIGIBLE OFFERS HIMSELF FOR RE-APPOINTMENT BY PASSING A **SPECIAL RESOLUTION**

As a Special Business:

Item No. 4 :

RE-APPOINTMENT OF DR. BHARAT KUMAR SINGH (DIN-00274435) AS AN INDEPENDENT DIRECTOR BY PASSING A **SPECIAL RESOLUTION**

Now, I will announce the names of the speaker shareholders, one by one, who have registered their names, to share their views and present their queries/questions. Please ensure that the questions pertain to the annual report of year 2022-2023 only.

Mrs. Lekha Satish Shah- Hello. Can you hear me, sir? Can you hear me sir?

Mr. Sushil Kumar Saboo-Yes, we can hear you.

Mrs. Lekha Satish Shah- Thank you, sir. Respected Chairman Sir, Board of Directors and my fellow members, good evening to all of you. Myself, Lekha Shah from Mumbai. First of all, I am very much thankful to our company secretary for sending the link for speaker and for sending me Annual Report well in time. Thank you so much, Raul ji. Thank you Chairman Sir for explaining as well as the company, congratulations for excellent work sir. Sir, I pray to God that he always shower his blessing upon you.

I would like to appreciate our Company Secretary, Raul ji for his effort in making things so much easier for us to understand through our annual report. Still, I would like to ask two questions for my knowledge. My first question is what is the total number of employees? My second question is how many women employees working in our company? Chairman Sir, I strongly and whole-heartedly support all the resolutions for today's meeting and my best wishes always our company and his prosperity. Thank you so much sir.

Mr. Sushil Kumar Saboo- Thank you. Next is Mr. Bimal Kumar Agarwal.

Mr. Krishna Kumar Karwa- Mr. Bimal Agarwal

(No response)

Mr. Sushil Kumar Saboo- Okay, Mrs. Prakashini Shenoy. Mrs. Prakashini Shenoy.

(No response)

Mr. Sushil Kumar Saboo- Next is Mr. Bharat M. Shah.

Mr. Bharat M. Shah- Sir, Respected Chairman Sir, S.K. Saboo ji, MD Prakash Bhai Kacholia ji and other Respected Directors. Sir, My name is Bharat Shah, I have been a shareholder of your Company since the issue time. I have been attending the AGM of the Company for years. I don't have any query. You have been mutually running the Company and have considered the interests of the shareholders

and have also been giving regular dividend. If possible, request you to increase the dividend in coming years, and I know it will increase due to your good work. I pray to god our Company prosper. I also thank you for all the awards.

I also congratulate our hardworking Company Secretary, Mr. B.M. Raul ji for providing good investor services and resolving all our queries. I congratulate him very much. If possible, please give him promotion.

Sir, request you to please conduct a physical AGM so we can meet Mr. Prakash Kacholia and the rest. Sir, if there is any seminar or event then please invite us so we can learn from the events as a shareholder.

I have a sister, who is an NRI and she wants to make some Investment in India please send the guideline/details regarding that and also I would like to extend my best wishes on the upcoming festival of Diwali, Dusshera. I also extend my support to all the Resolutions. Jai Hind, Jai Shri Krishna, Jai Maharashtra, sir. Thank you sir.

Mr. Sushil Kumar Saboo- Thank You, Next is Mrs. Smita Bharat Shah.

Mrs. Smita Bharat Shah- Hello? Hello

Mr. Sushil Kumar Saboo- Yes?

Mrs. Smita Bharat Shah- Can you hear me, sir?

Mr. Sushil Kumar Saboo- Yes we can hear you.

Mrs. Smita Bharat Shah- Thank you sir, Respected Chairman Sir, MDs, Mr. Krishna ji and Prakash ji and all other respected Board of directors, I extend my greetings to you all. First I would like to welcome Mrs. Hutokshi Wadia as a Director on the Board of our Company as a woman director, being a female shareholder. I am sure that our Company will prosper and grow at an immense pace. I also wish all the best for her future.

I also thank the Company Secretary, Raul ji that as per my request he has sent the physical copy and prepared a good report and has also provided the link for this meeting well before time. I hearty congratulate and thank Mr. Raul ji for providing such good investor service.

And sir, in your speech you have very well explained us about the Company, I thank you for that. You are well known for your nice business service. It is all because of your leadership. Emkay name is famous Chairman sir, it is also due to hard work of both our MDs. Sitting at your right both the MDs have done a good work. With the co-operation of the Board and employees the Company's name has become a trusted brand. You will make our Company's name more famous.

I also thank you for the Dividend. You have all my best wishes and hope that with all the hard work and dedication you will progress and prosper in the future. You have the support of us, shareholders and I extend my support all the Resolutions

Sir, we have meeting through Video means for the past 4 years, request you to please conduct a physical AGM and hope you all have stay well and also extend my good wishes for the upcoming festivals. Thank you.

Mr. Sushil Kumar Saboo- Thank You, Smita ji, Next is Mr. Bharat Negandhi. Mr. Bharat Negandhi.

Mr. Sushil Kumar Saboo- Mrs. Lata Bharat Negandhi

(No response)

Mr. Sushil Kumar Saboo- Next is Mr. Rajesh Chainani

Mr. Rajesh Chainani- Sir, Hello. Am I Audible? Hello, am I audible, sir.

Mr. Sushil Kumar Saboo- Yes, I can hear you

Mr. Rajesh Chainani- Respected Chairman, S.K. Saboo ji, MD Krishna Kumar Karwar ji, Prakash Kacholia, CFO Saket Agrawal and very highly distinguished board of directors. My fellow shareholders, my name is Rajesh K. Chainani from Virle Parle, Mumbai Sir, first of all thank our Company Secretary Mr. B.M. Raul, for sending me the physical Annual Report copy very well on time sir, which is full of facts and figures. Sir, it's a 259 pages copy plus 13 pages AGM notice so each and every minute detail has been covered in the balance sheet, sir and I thank you for the dividend of rupees one sir, though the EPS was 5.71. But sir, please conserve the reserves because now market is very good. So everything looks very good. But if the market comes down then we need the strong reserves. So continue with that, sir and I'm very happy that the promoter holding is 74.49%, sir. This is a very good sign, sir and public holding is 24.73. sir, today two of the companies, Cipla and United Breweries, in them public holding is only 0.1 and 0.2. So I was just surprised with their public holding. So public holding is very good, sir.

The price of the share was 62 low went up to 95, sir. I am very much confident under your leadership, sir, we will see the figures, three figures maybe in the future, four figures also, sir. So it's all my very best wishes to you, sir. I just have a query sir, today morning on ET Now, I just saw the interview of Madhvi Arora. So does she represent us? Madhvi Arora, Emkay global. It was on ET Now, regarding the RBI policy so if you can just tell me that answer, I have a few words for you sir.

*"Umr Thaka nahi sakti;
thokare gira nahi sakti;
agar zidd ho jeetne ki;
toh haar bhi hara nahi sakti."*

And regarding the VC meet sir, you continue with the VC meet. So it's not just we are the speakers or we have joined, there are many, many other shareholders or many people from overseas also who must have joined. So company is going, the company is growing. So we should be on VC. So that our message goes to the other people also and I will only say this

*"Na dhoor rehne se rishta toot jaate hai;
Na paas rehne se rishte jud jaate hai;
Yeh toh bas ehsaas ke pakke dhaage hai;
Jo yaad karne se aur mazboot ho jaate hai."*

I wish you all for the coming festivals

*"Chaand ki chandni;
Sheel ki leher;
Phoolo ki Khusboo;
Apno ka pyaar;*

Mubarak ho aapko aane wali Tyvohaar", to you Chairman, Board of Directors and Shareholders and your family. I Support all the Resolutions. Thank you very much sir.

Mr. Sushil Kumar Saboo- Thank you. Mrs. Mascarenhas.

Mrs. Celestine Elizabeth Mascarenhas- Hello? Am I Audible?

Mr. Sushil Kumar Saboo: Yeah, yeah we can hear you, ma'am.

Mrs. Celestine Elizabeth Mascarenhas- Thank you so much. Respected Chairman, members of the board, my fellow shareholders, I am Mrs. C. Masqueranas. I am speaking from Mumbai. First of all, I

thank the Company Secretary Mr. B.M. Raul and his team for sending me an E-annual report. I would prefer to have a physical copy because when you go on this PC and then turning the pages and all becomes difficult. But even then some pages I could turn. So anyway, I thank them for registering me as a speaker and also giving me this good platform. Thanks a lot.

Now our annual report is very good. Lots of figures and charts and at the same time self-explanatory and adhering to all the norms of corporate governance. Our revenue is good, PBT, PAT up and after all market good. Dividend and market is also up and we are also up. That's a good sign. Next is I congratulate for all the awards received during the year and keep it up. Some chapter is on CSR work, which I appreciate. Now my queries, my first query is from that ESG side. Have we initiated anything on the ESG reducing the carbon footprints and other things? So if we have initiated, have we gone for rating the ESG and if good rating whether to list it on some ESG platforms to get more valuations. We have total employee strength I think 489. How much attrition is there? Next is we have 25 branches and clients. 1,48,682. How many branches are open in the last three months? We have a total 218 Foreign Portfolio Investors, how much do we get from this investment? And also FPI in the commodity sector, Non Institutional equities, Equity research, Commodities and Currencies, Investment Banking, Advisory services, PE investors in which of these we are strong and we have cutting edge. Could you just throw some light for unlocking more of shareholder value? Is there any plan to list some of these like some other companies have done something like that? Do you think in the future when any of these which I named are quite become strong and will give more valuation rest? I have supported all the Resolutions. I wish my company all the best. May it grow from strength to strength and most important I wish all of you all very good health because health is wealth.

Thank you so much for giving me a patient hearing. Thank you once again.

Mr. Sushil Kumar Saboo- Thank you. Thank you. Next is Mr. Yogesh Vesvikar. Mr. Yogesh Vesvikar.

(No response)

Mr. Sushil Kumar Saboo- Mr. Naresh Kachalia.

(No response)

Mr. Sushil Kumar Saboo- Mr. Saket Kapoor.

Mr. Saket Kapoor – Namaskar sir, Sir can you hear me?

Mr. Sushil Kumar Saboo- yes we can hear you.

Mr. Saket Kapoor – Thank you indeed for this opportunity sir. My thanks to the Secretarial team sir firstly for being very cordial in sending me the hard copy and also registering me although at the Fag end. Thank you once again for the good job done sir. I will put forward my understanding and suggestions in two parameters.

Firstly being your IC means Internal Customer, I place down some two or three of my points and observation and then coming to the financial aspects of it.

Firstly, Karwa ji, in your opening remark, you mentioned that, we have made investment for development of different verticals. So if you could kindly specify how much amount, what we have spent and how organization are going to benefit from the same. If you could elaborate on the same that would suffice our investment going ahead. And also sir, firstly sir, when we look at the Broking and the Wealth Management space, every company has its own forte and thereby the valuation comes into play. But over a period of time Sir Karwa ji, we have seen that valuations at least equity valuation for your equity

shareholders have not risen. Sir, we people look forward to your interviews on print and as well as digital media to get an insight of how you are feeling about the market, the economy and also make informed decision on the basis of your assumption and we have been very lucky that we could hear you so often.

But sir metaphorically speaking it's like "Deepak tale Andhera" why is your company, Emkay Global, which is a listed entity, is unable to create shareholder value? Wherein, sir, you have been assisting so many listed companies, getting the nitty-gritty for them clear out, that are the key blocks for them to create value. So why are we not able to create value for our shareholders? Sir, I would love to hear from you on that point. So when I look at your shareholding pattern I found one in the non-promoter category Mr. Rajiv P. Shroff holding 3% of the equity so is Mr. Rajiv P. Shroff also associated with Emkay Global? Because when we Google his name it shows him as a General Manager with Emkay Global, so is it a synonymous that it's the same individual holding the same or is he associated with the company? And if there he is holding 3% of the equity how much is through the ESOP part and how much are the direct purchases? Because over a period of time, we have seen that one individual shareholder has significantly increased its stake from around lower than from 1% to 3%. So if you could explain whether the Gentleman, Mr. Rajiv P. Shroff, clubbed as the non-promoter is any way associated with Emkay Global or not. And sir, we have also found that there are a lower profits for which I think so. One product has specially consolidated numbers may just get current numbers significantly higher. So on a consistent basis, how are you mapping this so we can see consistent numbers?

If we see page number 145, you have made payment to Stock Exchange from Rs. 2 crore to Rs. 7.5 crores, is it a one-off item? What is the reason for rise of Rs 5 crore or so? And also sir subscription account has also increased from Rs. 9 crore to Rs. 11 crores. What are the rationale behind the increase in these two line items? We can understand the increase in the legal fees because we are in a business wherein cost of compliance is increasing.

Now coming to my last point teething problem I as a participant in the equity market through Emkay and many people like me may might be facing and since an opportunity being given to me, with due respect, I would only take 1 minute. Sir, over a period of time now Pay-out of Fund has become a regular course of... hello, Can you hear me sir?

Mr. Sushil Kumar Saboo- Yeah, yeah

Mr. Saket Kapoor – Karwaji, just said Pay-out of Funds has become now a regular course now many individuals are settling their accounts on a daily basis. In order to receive pay-out, now we are getting an mail intimation from the head office which we have to accept post that the fund are credited to the account. Many broking firms have created online portals where the investors can themselves log in, see the credit balance available in their ledger, out of the portion how much they want to get credited to which bank account. Everything can be mapped out in a way and that can be done smoothly without any human intervention. But in our case we need to speak to our RM and bother that gentleman over everyday period as a regular task of getting our funds credited. And this is not the answer. If we somehow forgot to authorize the mail before 02:00 p.m. then the funds remain uncredited because of the authorization not happening. So I suggest this automation which is now practically done with other broking firms also so that I request you sir to look into creating that infrastructure so that this smooth movement of funds can happen without any human intervention with the use of technologies. Because this is now going to be an ongoing process.

Secondly sir, over a period of time Emkay has been holding Emkay Confluences a yearly event that has been showcasing many companies over a period of time and investors all over the country participate. I did have the privilege to attend one of the conferences in 2019 post that pandemic and then the virtual medium came into play. But after that we have somehow been not given an opportunity to participate even for this year, I have put forward my request and on the basis of which I came to know that there is a criteria of institutional broking or something like that for which even HNI investors are not allowed to attend these confluences. And to best of my

knowledge I was also informed that a charge of rupees one lakh rupee per day has been advised from the company's end if somebody wants to participate in a three day event. So just wanted to understand sir why have we been discarded to participate and take advantage? Because the execution work is already done through Emkay Global only. So your thought on the same, sir. These are my points, sir and pledge of shares have also become an issue that I can take forward with the technical team wherein automated pledging and unpleasing can also happen. These were my points sir and I wish all the best to the team, sir and I also congratulate the entire setup of Emkay Global, the people at Kolkata, the people at Mumbai for coordinating with investors like us in solving our queries to their utmost capabilities. And I thank to especially the DMAT section also the Delivery section. They very cordially accept our thoughts and accept many in many cases where we face problem. They have been addressed very well by people like Chavanji, people like Rajesh Karvaji and even Poonam Madam. So I thank them personally on this ground and I thank the RM team at Kolkata under Abhijit Ji and other people who have cordially helped us in growing the business. And I put forward my thanks to the team so that together we can grow and create wealth. That has been the motive in a sustainable manner. Thank you Karwa ji thank you Kacholia ji for allowing me to express my view. And now I hope to hear the answer from you sir. Thank you once again and Namaskar sir.

Mr. Sushil Kumar Saboo- Thank you. Thank you Mr. Saket Kapoor. Now. Next is Mr. Anil Parekh. Mr. Anil Parikh. Hello.

Mr. Anil Parekh- Am I Audible?

Mr. Sushil Kumar Saboo- Yes we can hear you.

Mr. Anil Parekh- Okay, Chairman Sir, you should restrict the speaker for two to three minutes and if there is a specific question they may write through email. Because we are waiting since last 1 hour to deliver our thoughts and few Shareholders taking away most of the time. So please ensure next time that it should be two to three minutes. Chairman Sir, thanks for inviting me to speak. I'm thankful to our CS team also for assisting us. Chairman Sir I have gone through the financial highlights of the company. On page number 34 everything is down. Revenue is down from 274 cr to 215 cr. EBITDA is also down. PAT has also down almost more than half and Return on Capital Employed is also down. Everything is down. So sir, it is a little bit of concern, how you will evaluate. I don't know, but if you can elaborate me for the coming two to three years. I would like to know that. Sir, on page number 13 In-principle, we have got an Approval from the SEBI for Sponsoring a Mutual Fund. When you are doing sponsoring that Mutual Fund, I would like to know and if at all it is already sponsored. We have sponsored Mutual Fund which are the schemes right now in the market. Also there was an acquisition of 27% stake in Finlearn Edutech Private Limited by Emkay Fincap Limited to the tune of 100%. What are the benefits we have derived from it? I would like to know. Sir on page number 55 Foreign Exchange Inflows are 96 lakhs and Foreign Exchange Outflows are 14.75 crore. What is the reason for so much Foreign Exchange and where it is used. I would like to understand that sir. Also there are six subsidiaries and you have mentioned in the statement that whosoever wants that subsidiary details can be provided. I would like to have that subsidiary details if it is given to me. Chairman Sir, next is kindly have physical meeting at your earliest. Since now everything is opened up and this seems to be only formality, you are doing having video conference. No meeting, no greeting nothing. So essence of shareholder meeting has gone away. So it is my humble request to have physical meeting at your earliest. Thank you for patient hearing and I support all the resolutions.

Mr. Sushil Kumar Saboo- Thank you. Thank you. Now I'll request our Managing Director Mr. Krishna Kumar Karwa to reply all the queries.

Mr. Krishna Kumar Karwa- Thank you all shareholders thank you for attending the AGM and going through the Annual Report and coming up with various interesting questions. And also many of you have thanked our Secretarial Department for the efficiency with which they have shared the Annual Report, given you the links. So thank you very much for acknowledging the good work done by The

Secretarial Department. Now, I will try to answer questions which have been raised by various shareholders. I will not like to name any shareholder but generally I'll try to cover all the queries which have been raised.

So one of the queries was about the number of employees. So we have approximately 490 odd employees out of which 30% of the employees are the woman employees. Many of you have mentioned that it's been the third or the fourth year that we have been having this virtual AGM and next year we should have a physical AGM. I also agree with that and hopefully all things been well, I look forward to the next AGM being a physical AGM and where we can meet each other face to face rather than virtually it's been long that we have met and certainly look forward to it then.

There has been a question about Madhavi Arora on ET Now, today talking about the RBI policy, etcetera. Yes, she is an employee of Emkay Institutional equities. She is an Economist by training and Heads the whole Economy Related courses from the Emkay Institutional Research. Now, there have been some questions about current growth plans of the company and how we will grow in the next few years and where we have invested over the last three, four, five years. If you look at Emkay, I think broadly you should look at the way that we are a 360 degree service routine for any mid-market bucket. Where we have invested in the last three, four years we have invested a lot in our wealth vertical where if you see the AUMs have been continuously increasing. As you all know, this is a very competitive business and profitability will come over a period of time. Every year we have been adding more RMs and more offices and hopefully in the next few years we should see a substantial improvement, as our AUM increase and the Revenue increase currently we are investing in these vertical and as you are aware, these are all CAPEX related costs, so which get embedded in the various under employee cost, etcetera.

So that is something, that's one vertical where we are investing in the other vertical where we believe that the growth will expect to see a massive growth is in our Investment Management Business which is Emkay investment manager where we have successfully demonstrated our track record. Our flagship scheme, Emkay Capital Builder has been completed Ten years and it has delivered stellar returns beating the Nifty50 and Nifty500. We believe that with a 10 years track record we should be able to attract more and more Distributors, Wealth managers, IFAs to distribute our schemes. Similarly, we had launched the AIF series Emkay Emerging Star series and we are successful in 2018. And the chairman had mentioned the same.

Last year, we also redeemed the Series One, Two, Three and again delivered substantially superior returns versus the market. My take is that our Investment in the EIML vertical also now should bear fruit. And maybe once this we should see a very sharp jump in our medium in the coming years, which should again aid the overall growth economy. As far as our Institutional Equities business is concerned. You are aware that we have been in this business for more than 25 years.

The last few years if you see the revenues have not grown to the same extent as much as the volumes in that segment have been, because the severe competition which that vertical is facing, which has reduced the yields that we get on that business, both in domestically as well as overseas. And Employee, there's a tremendous amount of employee cost escalation because of so many new family offices, etcetera having been set up and mutual funds and the other by size have also been hiring as employees. So there has been a sharp escalation in employee costs versus that the revenues have not commensurately. That is why the profitability of that vertical is not what it used to be. We have been hit both ways. One is the profitability of our flagship vertical has been under pressure and we have been investing in new business verticals. Consequently it is getting reflected in a below par price. But

yes, we are aware of it. We believe that in the coming years the bottom line will improve substantially and the investment that we have made in the various verticals the last few years will show you the benefits.

As far as a few questions were asked about the stock exchange charges and the subscription charges having gone up. The stock exchanges, obviously if you see our volumes in the options market has gone up tremendously. So obviously our payments to the exchanges for the volume executed has gone up and similarly our subscription charges have gone up because we have added more Bloomberg terminals depending on the business growth. That there was a very good suggestion on the operational side about if we can have a portal the way other brokerages are having, whereby our investors can log in and give the instructions as far as payments, the pay-outs due to them, where they want to take it and whether they want to take it, etcetera. It's a very good suggestion. We will share it with our technology team and figure out how we can implement it. As far as participation for individual investors in our annual flagship conference called Emkay Conference. So that is something which is at the prerogative of the Institutional Equities team. They are primarily servicing the Insurance Companies and the mutual funds and the FPI. And it sometimes becomes very difficult to accede to requests from individuals because sometimes there is so much of demand for various Corporates from these Institutional shareholders, Institutional clients, that we have to first service them. And if there is any scope, we will certainly reach out to individual investors who have reached out to us for looking to participate in the conference. I think broadly, I have covered most of the questions which have been raised, yeah, broadly, I think I have covered most of the questions which have been raised by various shareholders. And with your permission, I think now we can end the meeting.

Mr. Sushil Kumar Saboo- The Proceedings of the Annual General Meeting are now over and I declare the meeting as concluded.

Please note that E-voting window will remain open for next 30 minutes after the conclusion of the AGM.

Thank you. Thank you very much.

DISCLAIMER: A few minor edits have been made in the transcript for the purpose of clarity and better reading.