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SYSTEMATIX GROUP

Investments Re-defined

# SYSTEMATIX CORPORATE SERVICES LTD

INVESTOR  
PRESENTATION

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**Q3FY24**



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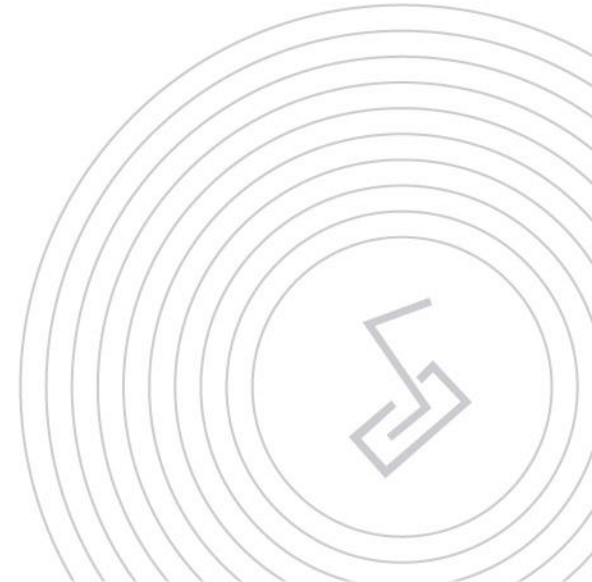
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# Q3 & 9M FY24 Update

Systematix Corporate Services reports a robust Q3FY24 with Revenues of Rs 50.72 crs, a growth of 95% YoY with PBT/PAT of Rs 30.7/23.9 cr, up 357%/308% YoY respectively

*We remain a 'Partner of Choice' for mid-market companies*

## 9MFY24:

**Investment Banking and ECM businesses** achieved a new high with 3 Private Equity (PE), 5 Block Deals (Promoter/ PE / Family office Stake sales), 3 QIPs, 1 Preferential Issue (PI) deals

**Institutional Equities:** Over 234 companies under coverage, we recorded an overall cash market share of 0.7% at end of Q3

**Wealth Management:** More than 1600 clients with an AUM of Rs 300+ crs. Our PMS has recorded returns of 39.8% in 9MFY24.





# Investment Banking and ECM – 9MFY24 Transaction Highlights

## Private Equity Deals



Secondary Sale to A91  
FY24 - INR 100 Cr  
Advisors to Pushp  
FY21 - INR 127 Cr



Equity Fund Raise: Sole  
Advisor to RK Lighting  
INR 130 Cr



Acquisition: Sole Advisor  
to Acquirer - HCG  
INR 50 Cr

## QIP



Sole Advisor  
INR 125 Cr



BRLM  
INR 1,000 Cr



Left Lead & BRLM  
INR 403 Cr

## Preferential Issue



Advisors  
INR 400 Cr




Book Runner & Broker  
INR 500 Cr



Advisor  
INR 350 Cr



Book runner & Broker  
INR 100 Cr



Book runner & Broker  
INR 76 Cr



Book runner & Broker  
INR 74 Cr

## Block Deals

# Result Snapshot – Q3FY24/9MFY24

Rs in Lacs (except per share data)

Sr. No.	Particulars	Consolidated						Standalone					
		3 months ended			9 months ended		12 months ended	3 months ended			9 months ended		12 months ended
		31 12 2023	30 09 2023	31 12 2022	31 12 2023	31 12 2022	31 03 2023	31 12 2023	30 09 2023	31 12 2022	31 12 2023	31 12 2022	31 03 2023
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1	Total Income from Operations	4,898.99	2,033.59	2,213.12	8,810.30	6,212.03	7,877.40	1,331.45	55.79	1,124.36	1,939.00	2,381.35	2,809.76
2	Net Profit / (Loss) for the period (before Tax & Exceptional items)	3,077.76	248.79	673.69	3,879.79	668.23	576.18	616.56	(382.86)	359.68	369.34	509.69	545.63
3	Net Profit / (Loss) for the period before Tax (After Exceptional items)	3,077.76	248.79	673.69	3,879.79	668.23	576.18	616.56	(382.86)	359.68	369.34	509.69	545.63
4	Net Profit / (Loss) for the period after Tax (After Exceptional items)	2,393.13	179.57	587.26	3,015.43	564.48	508.21	557.46	(399.37)	273.88	255.70	375.05	394.43
5	Total Comprehensive Income for the period (Comprising profit/(Loss) for the period (After Tax) and Other Comprehensive Income (After Tax)	2,393.13	179.57	587.26	3,009.47	564.48	544.67	557.46	(399.37)	273.88	255.70	375.05	396.02
6	Equity Share Capital	1,298.03	1,298.03	1,298.03	1,298.03	1,298.03	1,298.03	1,298.03	1,298.03	1,298.03	1,298.03	1,298.03	1,298.03
7	Earning Per Share (of Rs. 10/- each) (not annualised)												
	(a) Basic	18.44	1.38	4.52	23.23	4.35	3.92	4.29	(3.08)	2.11	1.97	2.89	3.04
	(b) Diluted	18.44	1.38	4.52	23.23	4.35	3.92	4.29	(3.08)	2.11	1.97	2.89	3.04

## **1. Executive Summary**





# Systematix: 3 decades old financial services firm founded by Mr. CP Khandelwal

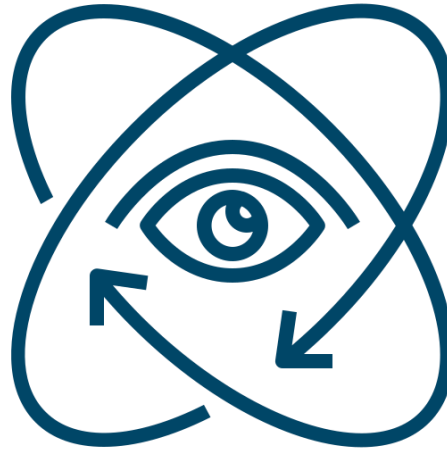
The Systematix Group was founded in 1985 by Mr. Chandra Prakash Khandelwal. We are one of India's premier financial institution that rests on the strong foundations of ethics and trust

- **An array of services:** We offer robust products across the Investment Banking, Merchant Banking, Broking, Wealth Management, Portfolio Management Services (PMS), NRI, E-Broking, and Depository Services.
- **Leading presence across markets:** We offer services in Equity, Derivative, PMS, Commodity, Currency Derivative, IPO, Mutual Fund, and Debt Product (Primary) markets.
- **A wide-ranging clientele:** We service over 40,000 registered clients that include Foreign Institutional Investors (FIIs), Domestic Financial Institutions (DII), Insurance Companies, Bank Treasuries, Corporates, Corporate Treasuries, Promoters, Ultra HNIs, HNIs and retail investors.
- **Pan India presence:** Our wide network is spread across more than 100 cities in India's key locations of Mumbai, Delhi, Lucknow, Jaipur, Indore, and Ujjain.

# Mission & Vision Statement

## Our Vision

To be amongst the most admired financial institutions in India with a reputation built on strong ethics and trust



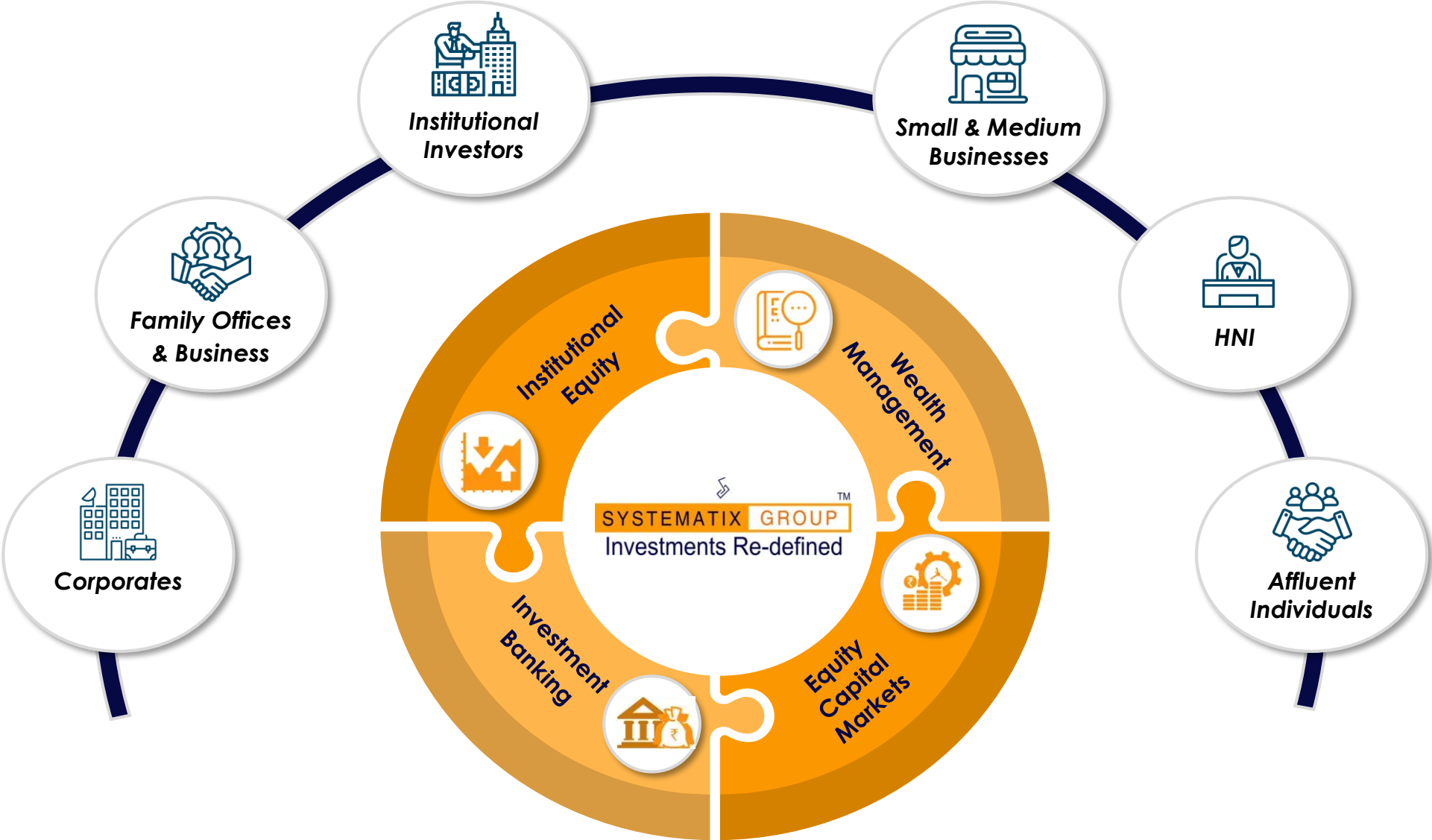
To enhance the economic value of our client's business by providing integrated financial & investment products and services

## Our Mission

# Group Strengths



# Client Solutions across Holistic Ecosystem



## **2. Management Team**



# Senior Leadership



**Mr. Nikhil Khandelwal**  
**(Chairman & Managing Director)**

- Nikhil is CMD of Systematix Group with 18 years of experience in Investment Banking, Equity Capital Markets and Wealth Management.
- Under his leadership and strong relationships with leading Indian Corporates and Institutional Investors, Systematix Group has emerged as one of the fastest growing player in Investment Banking and Institutional Equities.
- Responsible for Systematix's expansion and transforming the group into a diversified financial services player.
- Holds an MBA from the ISB, Hyderabad & NYU Stern and BE from Manipal Institute of Technology



**Mr. Sunil Sarda**  
**(Executive Director)**

- Sunil brings more than 30 years of experience at various levels in the financial services industry
- Currently oversees the Brokerage (Stocks, Commodities & Currency), PCG, Retail, Operations and NBFC business within Systematix
- Previously, Executive Director with Anand Rathi Securities and Manager-Finance with Indian Rayon and Industries Ltd., part of the Aditya Birla Group



**Mr. Kiran Vaidya**  
**(Professional Advisor)**

- Kiran has over 35 years of experience in various industries in the fields of Finance, accounts, costing, budgeting, project finance, working capital management, equity raising through IPO, QIP and private equity, mergers and acquisition, general overall business Management and strategic planning
- He has worked with Religare Capital Market as Managing Director, COO of SRL Diagnostics Ltd., JBF Industries Ltd. as Group President and CFO



# Leadership across Verticals



**Mr. Dhananjay Sinha**  
(Co Head of Equities &  
Head of Research)



**Mr. Vipul Sanghvi**  
(Co Head of Equities &  
Head of Sales)



**Mr. Amit Kumar**  
(Director – ECM)



**Mr. Jigar Kamdar**  
(Director – ECM)



**Mr. Ankur Rajoria**  
(Director – IB)



**Mr. Rajeev Bajaj**  
(Senior VP– Wealth)

### **3. Business Verticals**



# Investment Banking: Service Offerings

## We offer full spectrum of Investment Advisory Services

### Fund Raising

- Private Equity
- Venture Capital
- Family offices / HNI
- Pre-IPO

### Mergers & Acquisitions

- Strategic buyout
- Management buyout
- Asset sale
- Cross border transaction

### Structured Finance

- Mezzanine financing
- Structured debt

## Within select sectors

### Pharmaceutical & Healthcare



- CRO/ CMO/ CDMO
- Medical Devices
- Specialized APIs
- Formulations
- OTC and Nutraceuticals

### Industrials



- Capital Goods
- Building and construction materials
- Paper Products
- Auto/Auto Ancillary
- Chemicals

### Financial Services



- Banks
- MFI NBFCs
- Insurance
- Fin-tech

### Logistics



- Freight Forwarding & Supply Chain
- Transportation & Courier
- Third Party Logistics (3PL)

### Consumer & Retail



- Consumer Products & Services
- Direct to Consumer (D2C) brands
- Retail /E-commerce
- Consumer tech

*We have a 11 member Advisory team backed by senior management with cumulative experience of 120 years*

# Select Transaction Experience – PE and M&A

 <p>Secondary Sale to A91 <b>FY24 - INR 100 Cr</b> Advisors to Pushp <b>FY21 - INR 127 Cr</b></p>	 <p>Equity Fund Raise: Sole Advisor to RK Lighting <b>INR 130 Cr</b></p>	 <p>Acquisition: Sole Advisor to Acquirer - HCG <b>INR 50 Cr</b></p>	 <p>Equity Fund Raise: Sole Advisor to Magicrete <b>INR 66 Cr</b></p>	 <p>Equity Fund Raise: Sole Advisor to Eastman Exports <b>INR 350 Cr</b></p>
 <p>M&amp;A Sell Side: Financial Advisor to White Turtle <b>INR 170 Cr</b></p>	 <p>Primary &amp; Secondary Sale: Sole Advisor to Wonderchef &amp; Capvent - <b>INR 140 Cr</b></p>	 <p>Secondary Sale: Sole Advisor to Target - Newquest <b>INR 100 Cr</b></p>	 <p>Secondary Sale: Sole Advisor to Target - Ivy Cap <b>INR 360 Cr</b></p>	 <p>Secondary Sale: Sole Advisor to Target - DDRC Promoters <b>INR 350 Cr</b></p>
 <p>Secondary Sale: Sole Advisors <b>INR 200 Cr</b></p>	 <p>Private Equity + Pre-IPO <b>INR 200 Cr</b></p>	 <p>Acquisition: Sole Advisor to Target - GATI <b>INR 125 Cr</b></p>	 <p>Sole Advisor <b>FY20 - INR 50 Cr</b> <b>FY19 - INR 40 Cr</b></p>	 <p>Acquisition: Sole Advisor to Target - Stericat + Promoter <b>INR 150 Cr</b></p>

## Fund Raising



IPO / FPO



QIP



Preferential Issue



Rights Issue



Institutional Placement /  
Block Deal

## Restructuring Services



Buyback of Shares



Delisting



Merger /  
Amalgamation



Takeovers (Open Offer)



Demerger

## Advisory and Valuation Services



Valuation / Fairness  
Opinion



ESOP



AIF




Direct Listing



Reclassification / Migration

*We have 10 members ECM team backed by senior management with a cumulative experience of over 80 years*

# Select Transaction Experience – Capital Markets

QIP			IPO		Open Offer
 <b>Bank of India</b>	 <b>बैंक ऑफ महाराष्ट्र</b> <b>Bank of Maharashtra</b> <small>भारत सरकार का उद्यम</small>	 <b>JUPITER</b> <small>ENGINEERING THE FUTURE</small>	 <b>INOXGreen</b> <small>ENERGY SERVICES LIMITED</small>	 <b>Veranda</b>	 <b>ISMT LIMITED</b> <b>Kirloskar</b>
INR 2,550 Cr	INR 1,000 Cr	INR 403 Cr + 125 Cr	INR 740 Cr	INR 200 Cr	INR 240 Cr
Preferential Issue of Shares		Buyback of Shares	Block Deal		
 <b>SHAILY</b>	 <b>HOF</b> <small>HINDUSTAN FOODS LIMITED</small>	 <b>TECHNOCRAFT</b> <small>INDUSTRIES INDIA LTD.</small>	 <b>Blackstone</b> <b>essel</b> <small>EXTRAORDINARY PACKAGING</small>	 <b>INOXWIND</b>	 <b>SWAN ENERGY LIMITED</b>
Advisors INR 150 Cr	Advisors INR 400 Cr	INR 150 Cr	Book Runner & Broker INR 1,800 Cr	Book Runner & Broker INR 500 Cr	Advisor INR 350 Cr
Block Deal					
 <b>Welspun</b> <sup>W</sup>	 <b>LIGHTHOUSE</b> <small>DREAM   DARE   SCALE   CARE</small> <b>STYLAM</b> <b>abakkus smart</b>	 <b>Blackstone</b> <b>Indiabulls</b> <small>HOUSING FINANCE</small>	 <b>JINDAL SAW LTD.</b> <small>TOTAL PIPE SOLUTIONS</small>	 <b>TILAKNAGAR</b> <small>INDUSTRIES LTD.</small>	 <b>OrchidPharma</b> <small>— A Dhanuka Group Company —</small>
Institutional Placement INR 350 Cr	INR 250 Cr	Broker to Blackstone INR 250 Cr	Book runner & Broker INR 100 Cr	Book runner & Broker INR 76 Cr	Book runner & Broker INR 74 Cr



# Institutional Equities Desk: Service Offerings

## Expertise

Coverage across the Large, Mid and Small Cap space - 234 companies

Expertise in identifying "Hidden Gems" from the Small and the Mid Cap space

Road shows and Conferences with senior managements of high repute

Meetings with unlisted corporates and channel checks

Distribution reach across Institutional Investors based in India, Asia Pacific & Europe

Execution capabilities: We have dedicated team to execute any kind of technical trade

Empanelled with 200+ Institutional Investors (including DIIs, FIIIs, Insurance, Treasury, AIFs, PMS etc)

## Cash Market Turnover

FY22-23  
USD ~3.46bn

## F&O Turnover

FY22-23  
USD ~4.42bn

## Institutional Equities Clients



# Research Coverage of 234 companies



**Consumer Durables, EMS,  
Building Materials,  
Small-Mid Caps**

**38**



**IT& ITES**

**23**



**Consumer Staples  
& Discretionary**

**35**



**Cement**

**8**



**Banking,  
Insurance**

**22**



**Oil & Gas, Logistics,  
Railways**

**18**



**NBFCs & Diversified  
Financials**

**19**



**Pharmaceuticals &  
Healthcare**

**23**



**Specialty & Agro Chem,  
Fertilisers, Sugar, Textiles  
and Select Midcaps**

**33**



**Metals & Mining**

**15**

*Note: \* Midcap constitute of chemicals, packaging, pipes, textiles*

# Trading Desk

## Trading Desk

1. State of the art infrastructure for execution of equity and derivatives markets
2. Order execution through Bloomberg via Fix Protocol
3. Latest trading platform "Omnesys & Greek software" with advance algorithms
4. Specialized in executing cash future arbitrage trades
5. Expertise in closing long dated options through blocks.
6. Specialized algos for derivatives trades
7. Dedicated strategist, traders and dealers for Derivatives Segment.
8. State of art & Dedicated separate Direct Market Access (DMA) desk for execution

## Derivatives Products

1. Cash to Future (Arbitrage)
2. Options Skews and Vol trading
3. Special situations strategies and dividend arbitrage

## Wealth management / PMS: Service Offerings

- The Systematix DIP PMS is the multi-cap strategy equity portfolio under Systematix Wealth Management, catering to investors from clients to corporates
- Following a Core + Satellite approach, the PMS is focused on delivering risk-adjusted returns in an active and agile manner



### Multi-cap Strategy

- Wide Investment Universe
- Mid-&-Small Bias



### Research Strength

- Sector-agnostic study
- Total Management Exp. of 75+ years



### Alpha Driver

- High Conviction Bets
- Price-oriented Churn



### Returns\* (CAGR)

- 5 Year – 26%
- 3 Year – 32%

*\*DIP: Dynamic Investment Plan  
\*Data as on 31st December '23  
Returns are pre-tax, post-fees*

# Investment Philosophy

- Carrying a Value tilt, the Systematix DIP PMS is a function of qualitative and quantitative factors, subject to rigorous and recurring study
- The modus operandi welcomes dynamic balance between agility and conviction, amplifying capital appreciation and arresting downside risk



## People

- Shareholding Interest
- Capital Allocation
- Corp. Governance
- Execution History



## Product

- Opportunity Size
- Industry Moat
- Nature Of Business
- Consistent Cash Flow



## Price

- Intrinsic Price Gap
- Corporate Actions
- Profit Potential
- Breakout Opportunity

# THANK YOU

## CORPORATE OFFICE

### SYSTEMATIX GROUP



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