



STEEL CITY SECURITIES LIMITED

CM: L87120AP1995PLC019521

AN ISO 9001 : 2015 CERTIFIED COMPANY

MEMBER OF NSE, BSE & MSEI

CAPITAL MARKET, EQUITY DERIVATIVES & CURRENCY DERIVATIVES SEGMENTS

SEBI Regd. Nos. INB 230806132, INB 010806132, INB 260806139, INF 230806132

INF 011156438, INF 260806139, INE 230806132, INE 260806132

POINT OF PRESENCE OF NSDL-CRA

DEPOSITORY PARTICIPANT (DP) OF

NSDL & CDSL :

SEBI Permanent Regd. No. IN-DP-231-2016

SCSL/NSE/LIST/2017-18/24

Date: 2nd December, 2017

To,
National Stock Exchange of India Limited
Exchange Plaza, Plot No: C1, G Block,
Bandra Kurla Complex,
Bandra (East),
Mumbai – 400051

Symbol: STEELCITY
ISIN: INE395H01011

Dear Sir/ Madam,

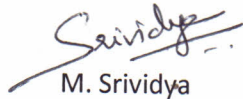
Sub: Investor Presentation

With reference to the above mentioned subject, please find enclosed herewith an Investor Presentation on Unaudited Financial Results for the Half Year ended 30th September, 2017 of Steel City Securities Limited which is also placed on the website of the Company.

This is for your information and records.

Thanking You,

Yours Faithfully,
For Steel City Securities Limited


M. Srividya

Company Secretary & Compliance Officer



Steel City Securities Limited

Investor Presentation November 2017

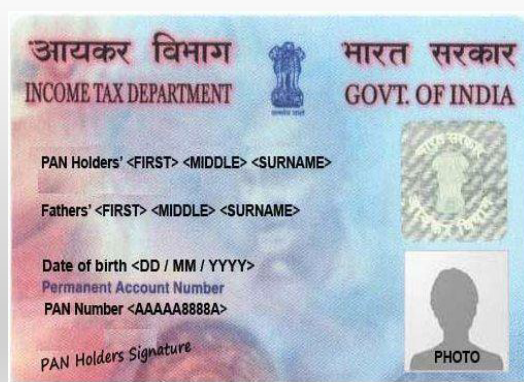


Table of content

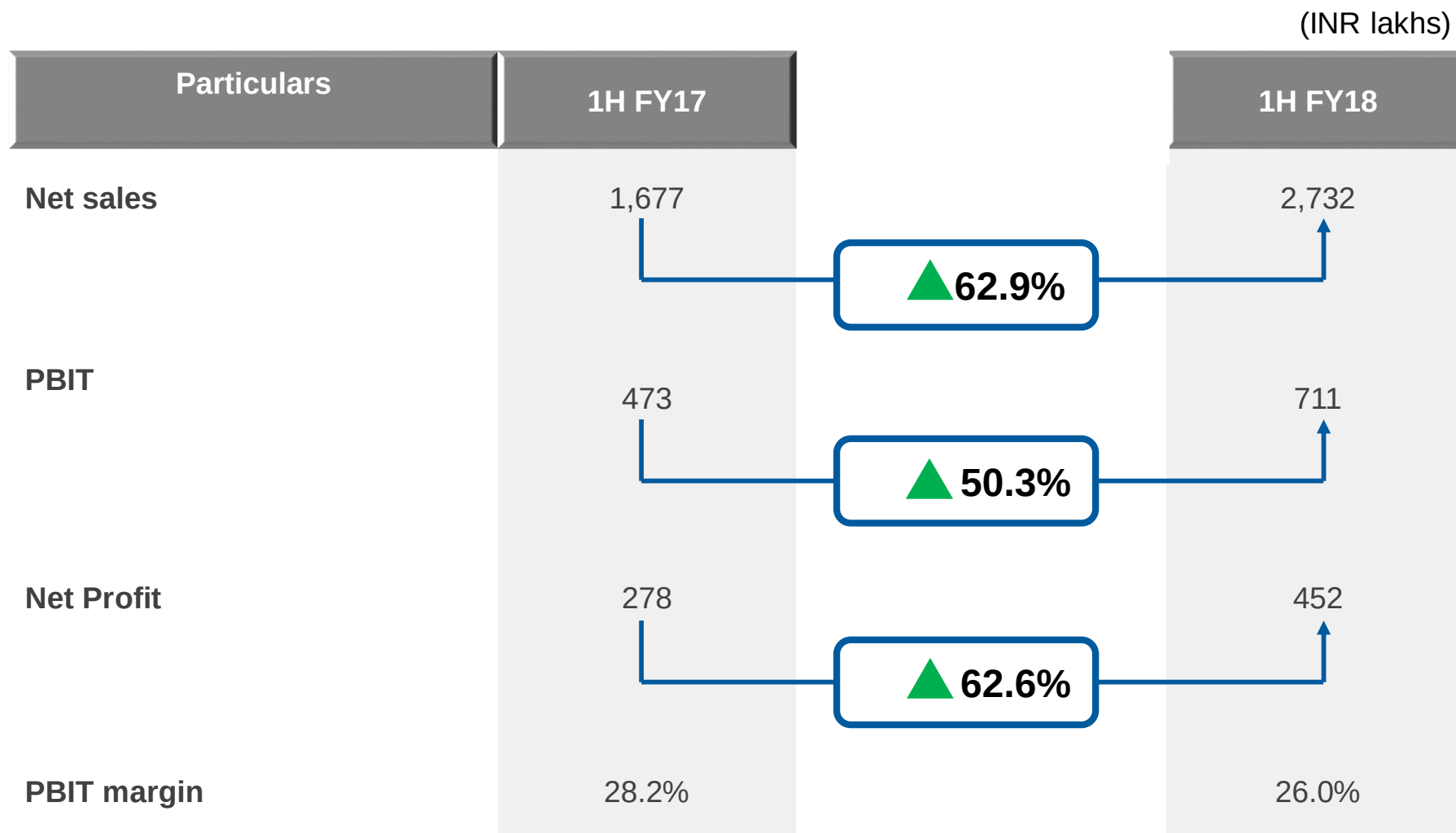


Except for the historical information contained herein, statements in this presentation and the subsequent discussions may constitute "forward-looking statements". These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, our ability to obtain regulatory approvals, technological changes, cash flow projections, our exposure to market risks as well as other risks. Steel City Securities Limited does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.



Half yearly highlights

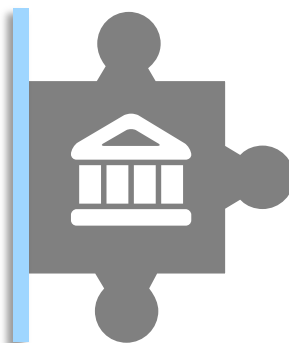
Consolidated Profit and Loss Y-o-Y Performance



Segmental performance – H1 2018

Rapid expansion of business centres

12 times growth in E-governance turnover is attributed to 70% increase in business locations from 3000 in March 2017 to 5640 in September 2017.

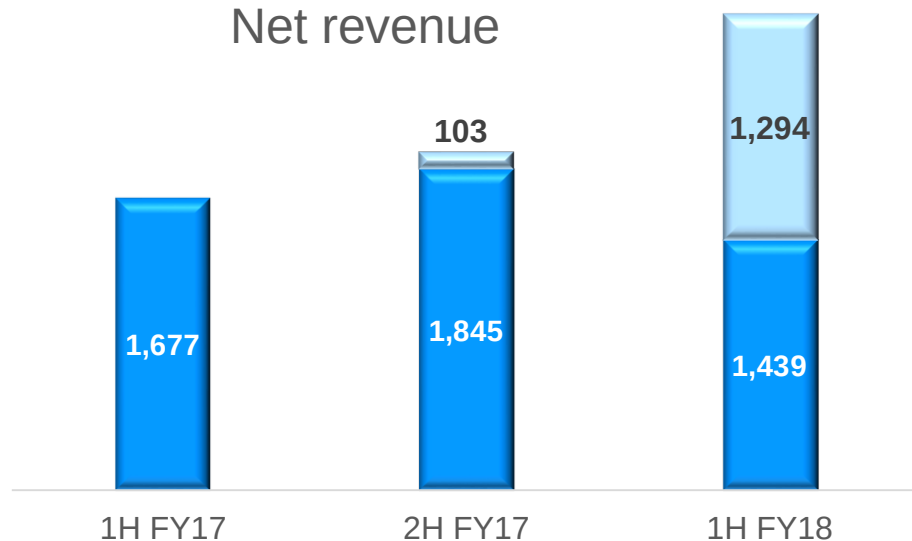


Augmentation of services

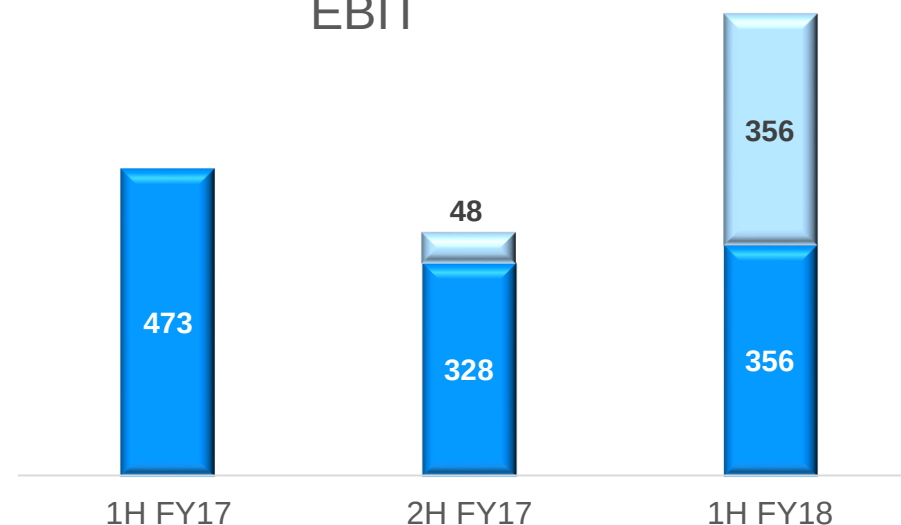
The company is focusing on augmenting product line under the e-governance segment with emphasis on NPS (National Pension Scheme) promotion.

It will also leverage its TIN centres for distribution of mutual funds and insurance schemes.

Net revenue



EBIT

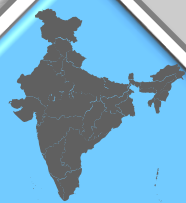


■ Stock and commodity broking

■ E-Governance

* The company started reporting its segmental performance in financial statements from 1HFY18

Strategy going forward



Broaden and deepen geographical presence

- Expand distribution networks in the Northern and Western market of India
- Plans to set up over 7,000 TIN facilities by FY18

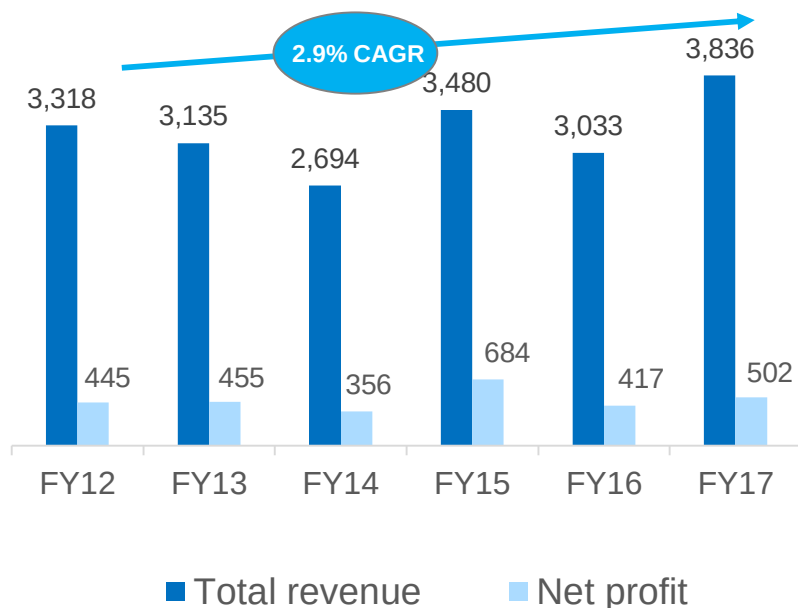
- Offering management services and margin funding
- Integration of TIN centers for rendering financial services while leveraging e-governance database to tap new customer base
- Augmenting product line under e-governance segment

Extension of service offerings

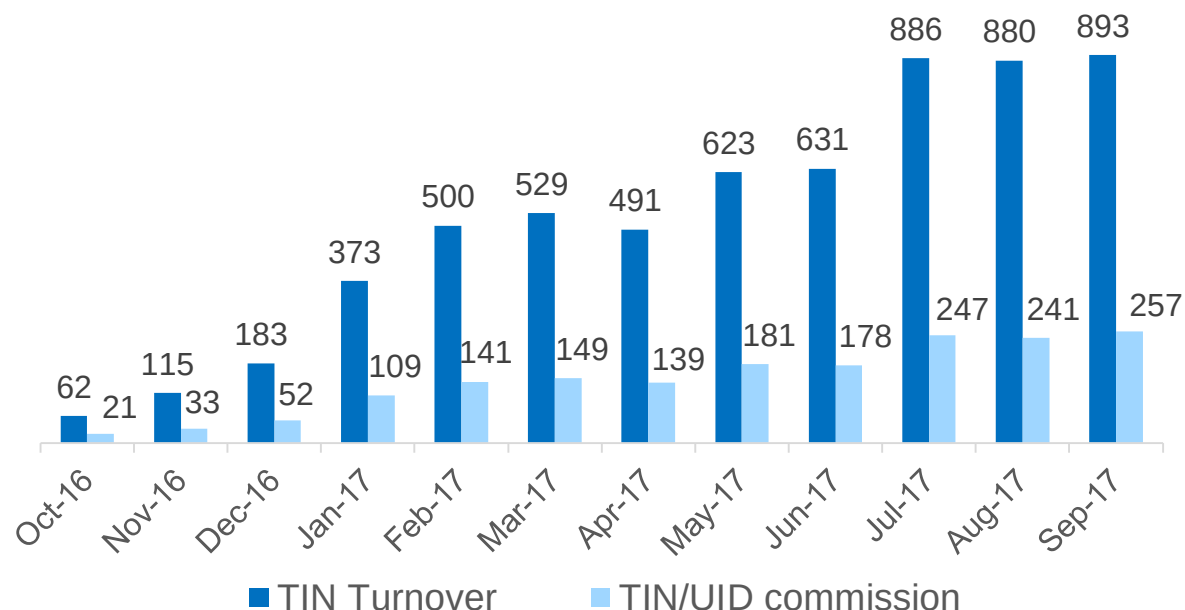


Financial progress

Consolidated annual revenue and profit
(INR lakhs)



TIN turnover and TIN/UID commission
(INR lakhs)



- FY17 witnessed a year-on-year growth of 25% in revenue while EBIT and net profit grew at 7% and 20% respectively.
- Continuing shareholder wealth maximization, the company paid a dividend (20% in FY17) for 9th consecutive year.

- Commission increased owing to growth in TIN centers from 541 centers in FY16 to 5640 centres by September 2017.
- Of the 2640 new centres added in 1H FY18, GST registered centres comprised 700 of the total.

Consolidated Profit and Loss Statement

(INR lakhs)

Particulars	6 months ended 30 Sep 2017 (unaudited)	6 months ended 30 Sep 2017 (audited)	6 months ended 30 Sep 2016 (unaudited)	Year ended 30 Mar 2017 (audited)
Income from operations				
Stock an commodity broking and depository operations	1,438.7	1,948.1	1,677.4	3,625.5
E-Governance	1,293.7	0.0	0.0	0.0
Net income from operations	2,732.4	1,948.1	1,677.4	3,625.5
Expenses				
Trading expenses	68.5	58.2	60.0	118.2
Employee benefit expenses	501.2	434.9	459.2	894.1
Depreciation and amortization expense	41.9	32.7	31.4	64.1
Other expenses	1,532.4	1,151.1	759.5	1,910.6
Total Expenses	2,135.0	1,676.8	1,310.1	2,987.0
Profit / (Loss) from operations before other income, finance cost, exceptional items and tax	597.4	271.3	367.3	638.5
Other income	114.0	105.5	105.4	210.9
Profit / (Loss) from ordinary activities before finance cost, exceptional items and tax	711.4	376.8	472.7	849.4
Stock an commodity broking and depository operations	355.9	376.8	472.7	849.4
E-Governance	355.5	0.0	0.0	0.0
Finance cost	91.9	49.5	45.9	95.4
Exceptional items	0.0	0.0	0.0	0.0
Profit / (Loss) before minority interest	619.6	327.2	426.8	754.0
Tax expense	172.2	108.3	141.7	250.0
Net Profit / (Loss) after taxes	447.4	218.9	447.4	504.0
Share of Profit/(loss) of associates	5.5	5.4	1.8	7.2
Minority interest	(1.0)	(0.9)	(8.5)	(9.4)
Net Profit / (Loss) after taxes and minority interest	451.9	223.4	278.4	501.8
Paid up equity share capital (Rs. 10 per share)	1,510.7	1,510.7	1,238.1	1,510.7
Reserves excluding revaluation reserves	6,196.7	5,740.2	4,849.2	5,740.2
Earnings per share (Rs.)				
Basic	2.99	1.68	2.25	3.91
Diluted	2.99	1.68	2.25	3.91



Company overview

Company overview

Company Snapshot

- Incorporated in 1995, Steel City Securities is a leading retail stock broker in Southern India with leadership position in e-governance services.
- They are pioneers in introducing the “Franchisee model” to extend business potential in urban and rural areas of Andhra Pradesh.
- The brand is epitome of “confidence as strong as steel” further strengthened by its ISO 9001:2008 certification
- Maintains Disaster Recovery Site (DRS) for backup services

Shareholding pattern as of 31 March 2017

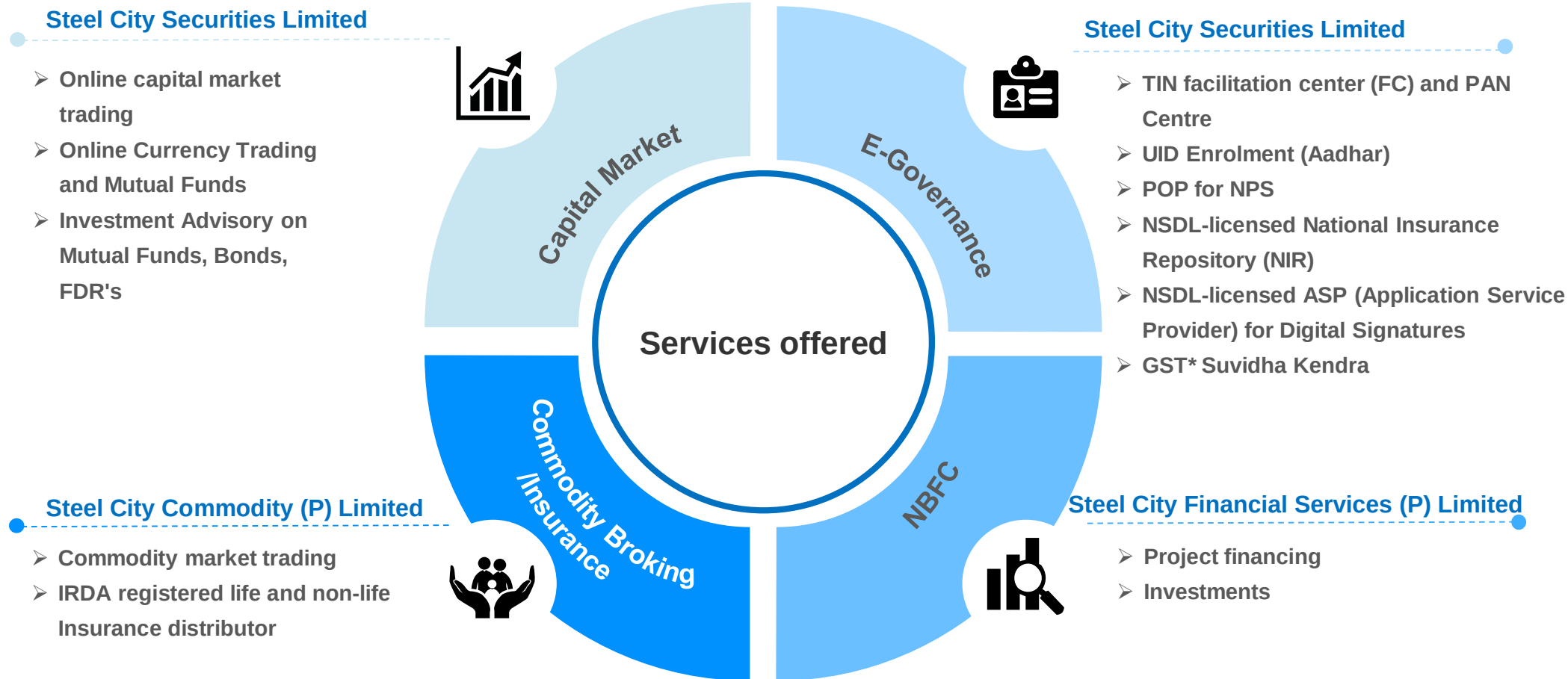


Management Executives

Name	Designation
Mr. K. Satyanarayana	Executive Chairman
Dr. Satish Kumar Arya	Managing Director
Mr. Ramu Naraharasetti	Chief Financial Officer
Mr. M Murli	General Manager – Operations
Mr. V. Srinivas	General Manager – Information technology



Our Services



* Goods and Service Tax

Our Presence

Branch Offices



9 regional offices
+72 owned branches
+1600 trading terminal licences

E-Governance



34 states and union territories with e-governance presence

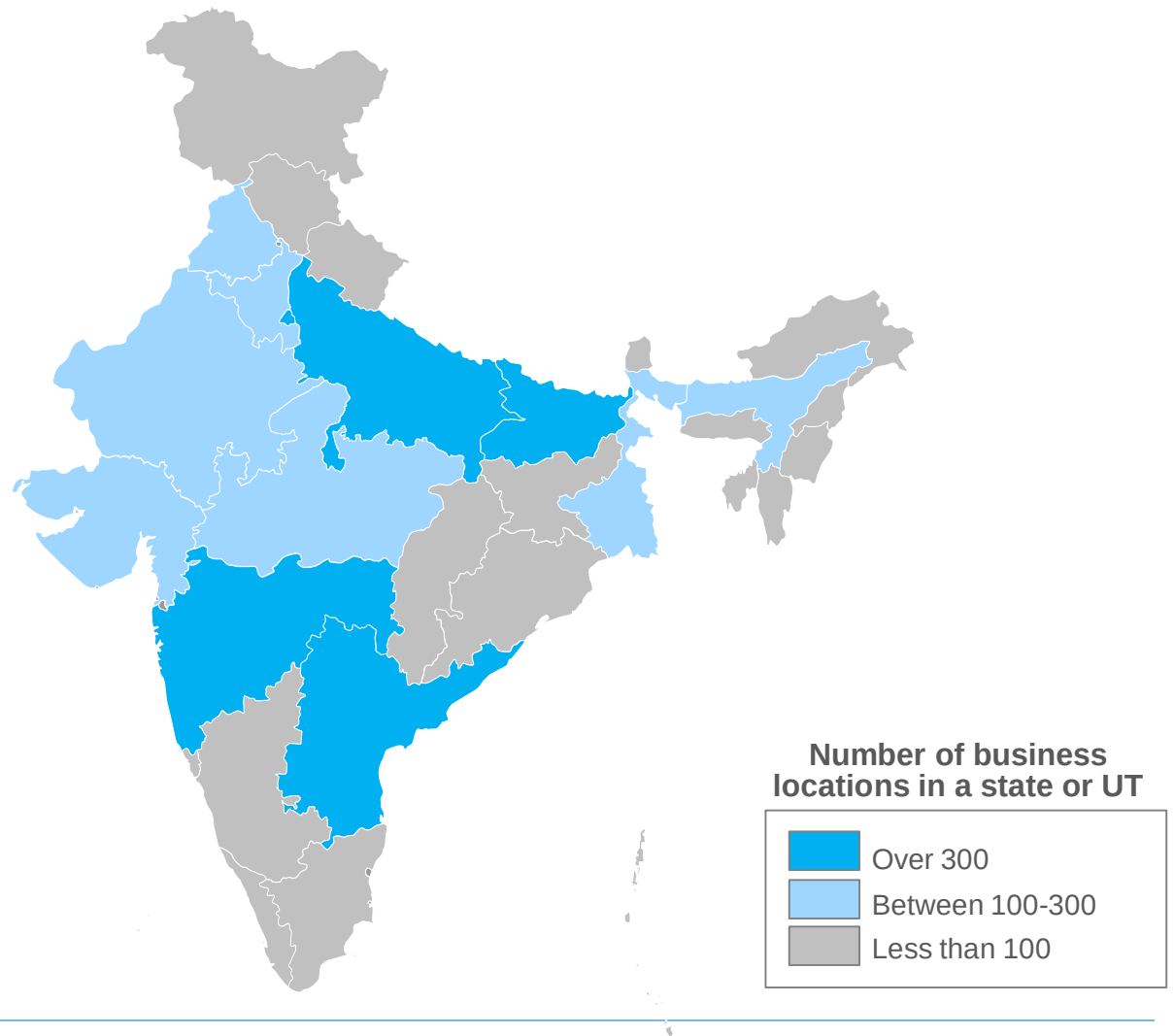
Operating companies



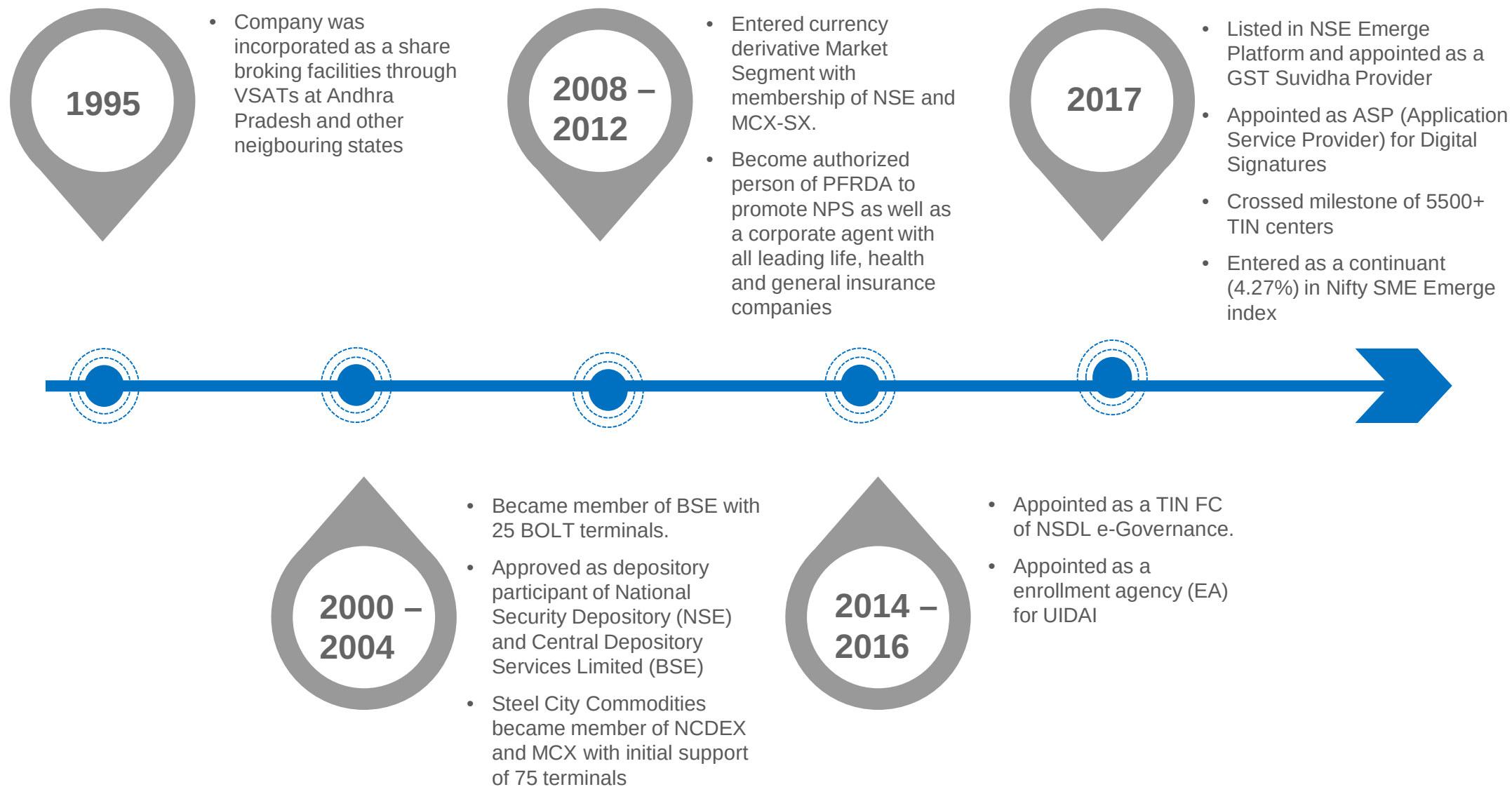
Steel City Commodities (P) Ltd
(Subsidiary of Steel City Securities)

Steel City Financial Services (P) Ltd
(Part of Group company)

Geographical presence of TIN centers



Journey till date





STEEL CITY
Securities Limited
ISO 9001:2008 CERTIFIED COMPANY

Registered Office:

49-52-5/4, Shanthipuram, Visakhapatnam, Andhra Pradesh –
530016

Phone: 0891-2796984/ 2720234/ 2549681

Fax: 0891-2720135/2762586

E-mail: ramu.n@steelcitynettrade.com

Website: www.steelcitynettrade.com