



Issue opens - **September 18, 2020**

Issue closes - **September 23, 2020**

## Business Profile

9 years young company in financial services space

### Services

- Build, Operate & Transfer
- Technology
- Outsourcing
- Consulting
- Compliance
- Operations
- Risk Management
- Software Development
- Legal matters and RERA services

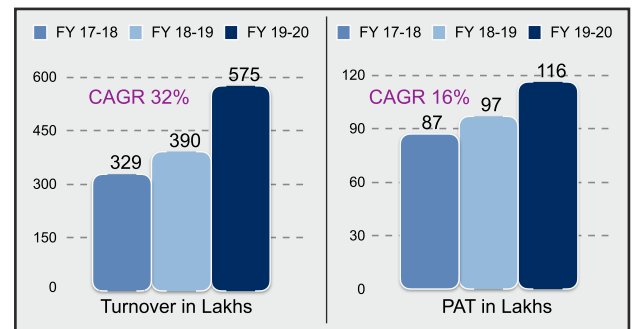
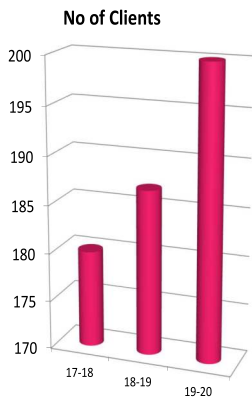
### Clients

More than 150+ financial institutions including

- Exchanges
- Alternative Investment Funds
- Portfolio Managers
- Stock & Commodity Brokers
- Depository Participants
- Wealth Managers
- Investment Advisors
- Research Entities
- Insurance Companies
- NBFCs

## Clients

## Turnover & Profits



\* Company has spent Rs. 15.06 Lakhs towards non-operative expenses viz. ROC fee for increasing Authorised Capital, Payments to Merchant Bankers and Law Firm for IPO. Post tax impact due to which is approximately Rs. 11 Lakhs. The company has already spent Rs. 71.47 Lakhs towards objects of the issue.

## Key Figures and Ratios

₹3.86 / ₹3.83 Earning per share (Basic / Diluted)

₹34.93 / ₹35.22 Price Equity Ratio (Basic / Diluted)

38% Return on net worth

33.86% Operating Profit Before Tax Ratio

2.44 months Debtors Turnover Ratio

0.45 Debt Equity Ratio

73 Team Size

37% Female to Male Ratio

2.3 years Average service period of team.

38 New joinees in last 2 years

## Why are we raising 1503.90 Lakhs?

**460.00** Technology: Develop / Procure Application, Software, Infrastructure and strategic acquisition in technology space.

**300.00** Human Resource: Develop a larger leadership team, recruit & retain key resources.

**150.00** Acquire / Rent assets required for business initiatives.

**150.00** Repayment of Bank Loan

**339.90** General Corporate Purposes

**104.00** Issue Expenses

## Future Strategy

- Derive SAAS, IAAS, PAAS based businesses by way of cloud applications
- Develop on-premises applications that will allow solving business problems
- Implement automation projects to increase the efficiency and accuracy of clients work
- Expand on compliance offerings with upgradation of existing software and add more business segments to it
- Grow outsourcing space offerings with special focus on financial market participants
- Recruit key resources and leadership team for business growth


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**Strategic Position of the Company**


Leadership Position in offering services to SEBI Registered Intermediaries

Highly qualified management and execution team

Domain expertise and technological capabilities

Customer retention through enhanced client care

**Key projects and important achievements**

- Serviced more than 200 clients in the last Financial Year
- Expand online Compliance Management Software for intermediaries
- Evolve and grow online examination portal for National Centre for Financial Education (NCFE)
- Build, operate and transfer contracts for setting up intermediaries business for Canara Bank, Bank of Baroda, Corporation Bank and many more
- Added new services like IT Infrastructure Management
- Developed Order Instruction Management System (OIMS) for order management of Intermediaries
- Operations, Risk Management and Process Reviews of leading entities like Aditya Birla Money Ltd., Edelweiss Broking Ltd., Paytm Money Ltd., etc.
- Forensic Audit of Companies for mandates from Stock Exchanges and Insolvency Professionals

**Board / Management / Experts**

 MD & CEO - **Jignesh Mehta** (B.Com, CA, ICWA)

Over 20 years experience with leading international financial market participants including holding senior position at National Stock Exchange, JP Morgan, Bank of America Merrill Lynch, Societe Générale in the area of Trade &amp; Treasury Operations, Risk management &amp; Client Services.


 ED & CFO - **Sagar Thanki** (M.Com, CFM, CS)

Over 10 years in financial markets in the areas of Dealing, Operations, Risk Management &amp; Compliance at several leading financial market participants including Pratham Investments, Tipsons Stock Brokers Private Limited, Relitrade Stock Broking Private Limited and KIFS Trade Capital Limited.


 CS & Compliance Officer - **Sunil Bang** (B.Com, CA, CS, LLB)

Over 22 years experience in Compliance, Secretarial, Internal Audit, FEMA, Anti Money Laundering &amp; Insider Trading in the areas of Investment Banking, Asset Management, Broking, NBFC holding management positions at Avendus Capital, Brics Securities &amp; BSE.


 Independent Director and Chairman - **Binod Maharana** (B.Com, FCA)

Over 25 years of experience and proficiency in statutory audits of banks, large corporate, internal audits in manufacturing and service sectors. He has experience of conducting business in Gulf and Middle East. He is currently a senior partner of M/s. S. Ramanand Aiyar &amp; Co, for overseeing the Audit &amp; Financial Services Divisions of the firm at Mumbai.


 Non Exec. Dir. - **Shardul Shah** (B.Com, FCA, CISA(USA), DISA, DCL)

Over 20 years experience in financial markets in the areas of Forensic Investigations, Management Consultancy, System Audits, Cyber Security Implementations &amp; setting up Financial Controls. He is a senior partner at Shah &amp; Ramaiya and has worked with NGS and Company.


 Non Exec. Dir. - **Ravi Ramaiya** (B.Com, FCA, CISA(USA), DISA, DBM DCL)

Over 20 years experience in financial markets in the areas of Project Management &amp; System Integration, Technology Implementation, Audits and Consulting, Arbitration, Litigation and Representation. He is a senior partner at Shah &amp; Ramaiya and has worked with National Stock Exchange.


 VP Operations - **Vandana Vania** (B.Com, MBA Finance)

Over 30 years experience holding senior positions at multiple Stock and Commodities Exchanges viz. Multi Commodity Exchange, Metropolitan Exchange, National Stock Exchange and as Compliance Officer at B&amp;K specializing in Compliance, Membership, Inspection and Investigations.


 Independent Director - **Priti Nigam Gandhi** (B.Com, FCA)

Over 11 years of experience in the field of domestic taxation, international taxation, transfer pricing, due diligence and valuation of corporate and handling Companies Act compliances. She has previously been associated with Chartered Accountant firms and carries out her own practice now.

**LEAD MANAGER OF THE ISSUE**

**INDORIENT FINANCIAL SERVICES LIMITED**  
 www.indorient.in

**REGISTRAR TO THE ISSUE**

**BIGSHARE SERVICES PRIVATE LIMITED**  
 www.bigshareonline.com

**LEGAL ADVISOR TO THE ISSUE AND THE COMPANY**

**STERLING ASSOCIATES**

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**For Risk Factors kindly refer our Offer Document on website <https://bsesme.com>**
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