



# STEEL CITY SECURITIES LIMITED

Confidence as Strong as Steel

**AN ISO / IEC 27001:2013 Certified Company**

# Company overview



## Company Snapshot

- ❑ Incorporated in 1995, Steel City Securities is a leading Financial Services Company with leadership position in e-governance services pan India.
- ❑ We have diversified business portfolio covering Capital Market services, e-Governance services such as PAN,ETDS,TAN,24G etc., Mutual Funds, NPS, IPOs & Corporate Fixed Deposits, Currency Trading, Commodity Broking, Insurance Distribution, credit card services & NBFC services
- ❑ The brand is epitome of “confidence as strong as steel” further strengthened by its ISO/ IEC 27001:2013 certification



Shareholding pattern  
as of March 24



# Our Presence

## Branch Offices



10 regional offices  
+70 owned branches  
+1700 trading terminal licenses  
+30K Mobile trading Customers

## E-Governance



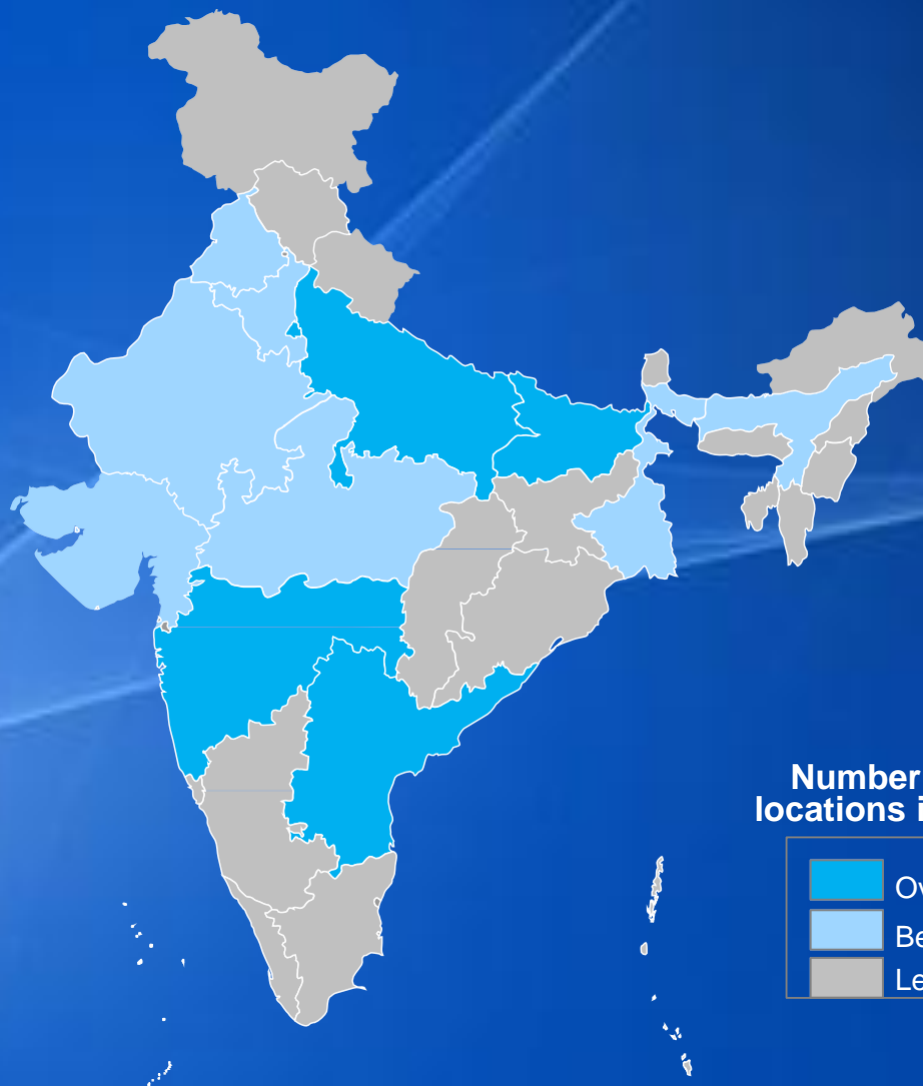
36 states and union territories with e-governance presence

## 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



# Our Services

## Steel City Securities Limited

- ❑ Online & Mobile App based capital & Commodity market trading
- ❑ Online Currency Trading and Mutual Funds
- ❑ NSDL & CDSL Depository Services
- ❑ Investment Advisory on Mutual Funds, Bonds, FDR's

## Steel City Commodity (P) Limited

- ❑ IRDA registered life, non-life and health Insurance distributor
- ❑ Credit Card issuance for HDFC



## Steel City Securities Limited

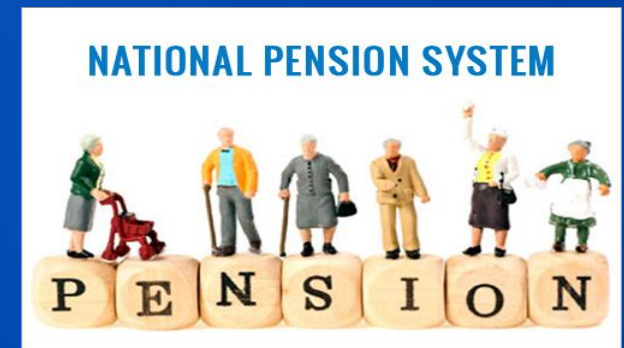
- ❑ TIN Facilitation centre (FC) and PAN Centre
- ❑ POP for NPS
- ❑ CRA Facilitation centre (FC)
- ❑ NSDL-licensed National Insurance Repository (NIR)
- ❑ NSDL-licensed ASP (Application Service Provider) for Digital Signatures
- ❑ GST\* Suvidha Kendra

## Steel City Financial Services (P) Limited

- ❑ Housing Loans
- ❑ Project loan financing

# E-Governance Services

- PAN CARD
  - TAN
  - E-TDS
  - 24G
  - CRA FC
  - NPS
  - GST
- ***SERVED 60MILLION+ CUSTOMERS IN E-GOVERNANCE SERVICES till March2024.***





# Board of Directors

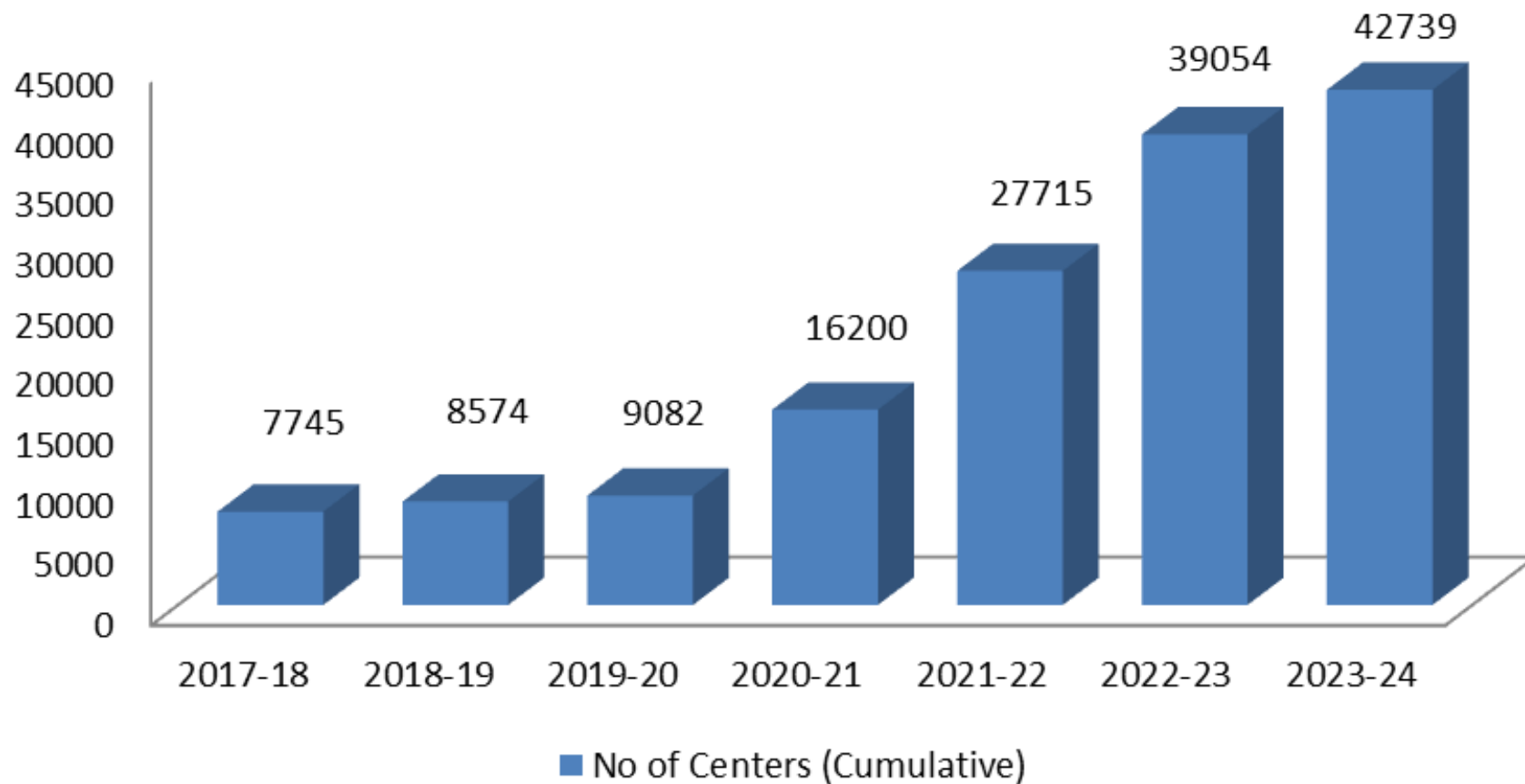
- |                              |                         |
|------------------------------|-------------------------|
| • Shri. K. Satyanarayana     | Executive Chairman      |
| • Shri. Satish Kumar Arya    | Managing Director & CEO |
| • Shri. T. V. Srikanth       | Director- IT            |
| • Smt. G. V. Vandana         | Non- Executive Director |
| • Shri. G. Satya Rama Prasad | Independent Director    |
| • Shri. B. Krishna Rao       | Independent Director    |
| • Shri. G. Vijaya Kumar      | Independent Director    |
| • Shri. E. Sridhar           | Independent Director    |



# Key Managerial Personnel

- Dr. P. Madhu Director – Sales
- Mr. N. Ramu Director Finance & CFO
- Mrs. M. Srividya Company Secretary & Compliance Officer
- Mr. M. Murali General Manager Operations
- Mr. V. Srinivas General Manager – IT
- Mr. G. Mohana Rao Sr. Project Leader - Software
- Mr. N. Kamal N Reddy Deputy General Manager – Finance
- Mr. KVS Rama Krishna Deputy General Manager – Operations
- Mr. KSV Ramesh Babu Deputy General Manager - IT
- Mr. Y. Samba Murthy Asst. General Manager - Marketing
- Mr. K. Sudhakar Asst. General Manager - Surveillance
- Mr. K Krishna Prasad Asst. General Manager – Legal
- Mr. K. Mohana Rao Sr. Manager – Inspection
- Mr. D. Nagaraju Sr. Technical Analyst

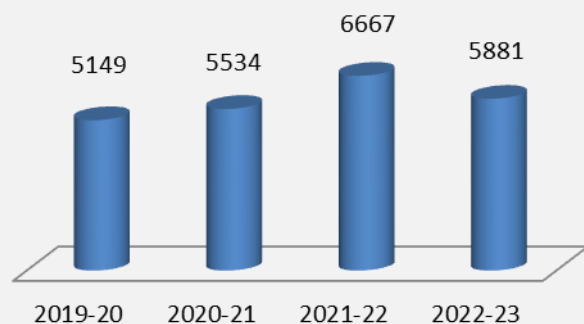
# E-Governance Centers



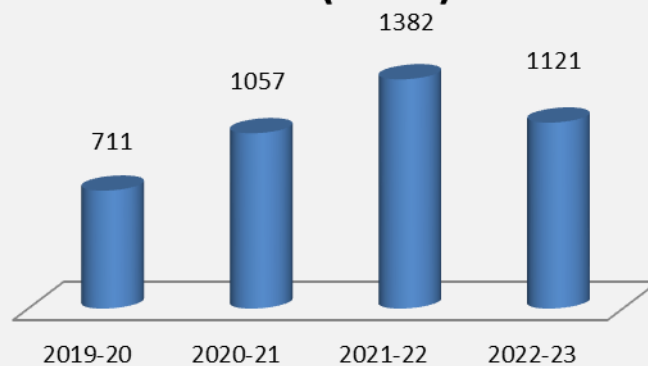
Numbers Till March 2024

# Financial performance at a Glance

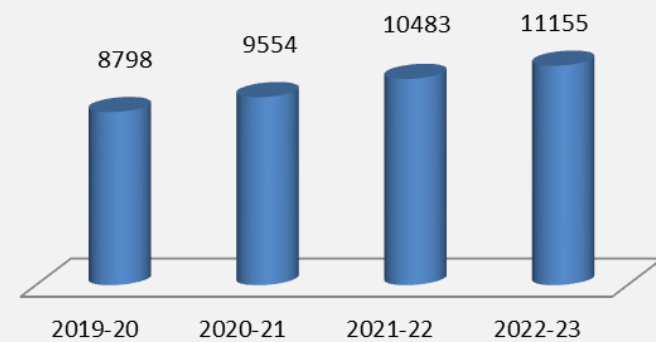
**Revenues (lakhs)**



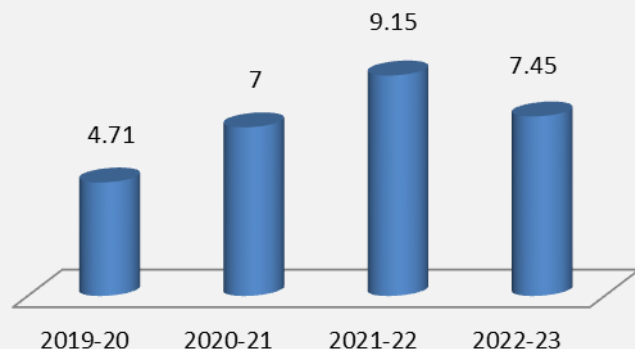
**Profit after Tax (lakhs)**



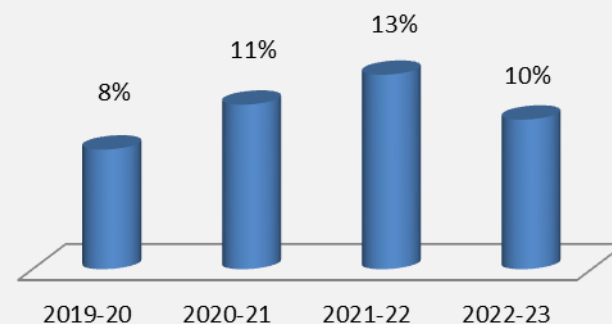
**Net worth (lakhs)**



**Earning Per Share**



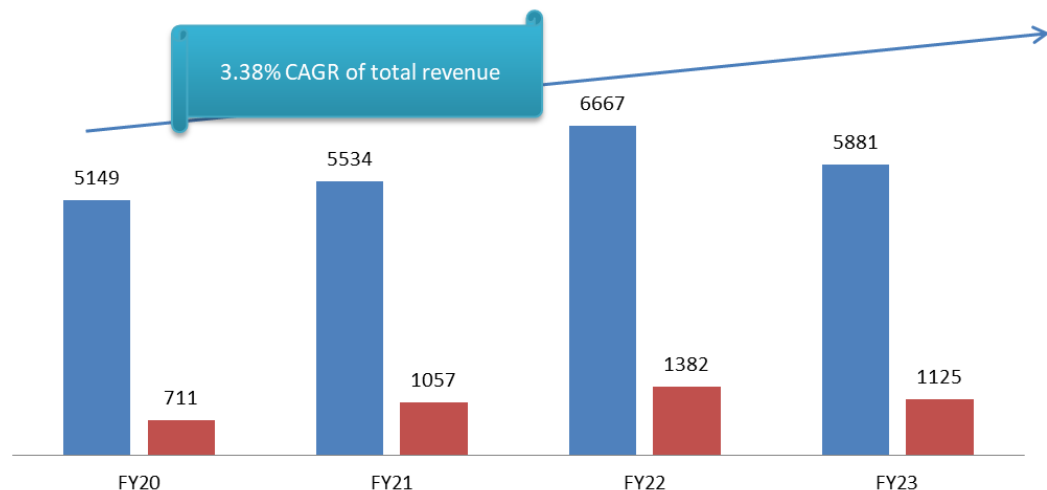
**Return on Equity**



# Financial progress

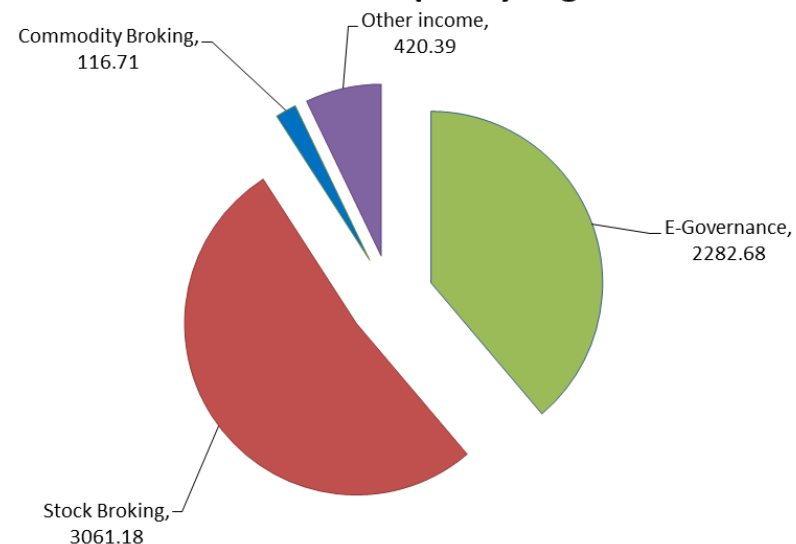
**Consolidated annual revenue and profit  
(INR Lakhs)**

3.38% CAGR of total revenue



■ Total revenue ■ Net profit

**FY23 Net Revenue Split by segment**



- Continuing shareholder wealth maximization, the company paid a dividend (30% in FY23). On an average more than 20%+ dividend paid since last 15 years
- Significant growth in TIN centers from 27715 centers in March 22 to 42739 centers by end of March 2024.
- E-Gov has delivered excellent results

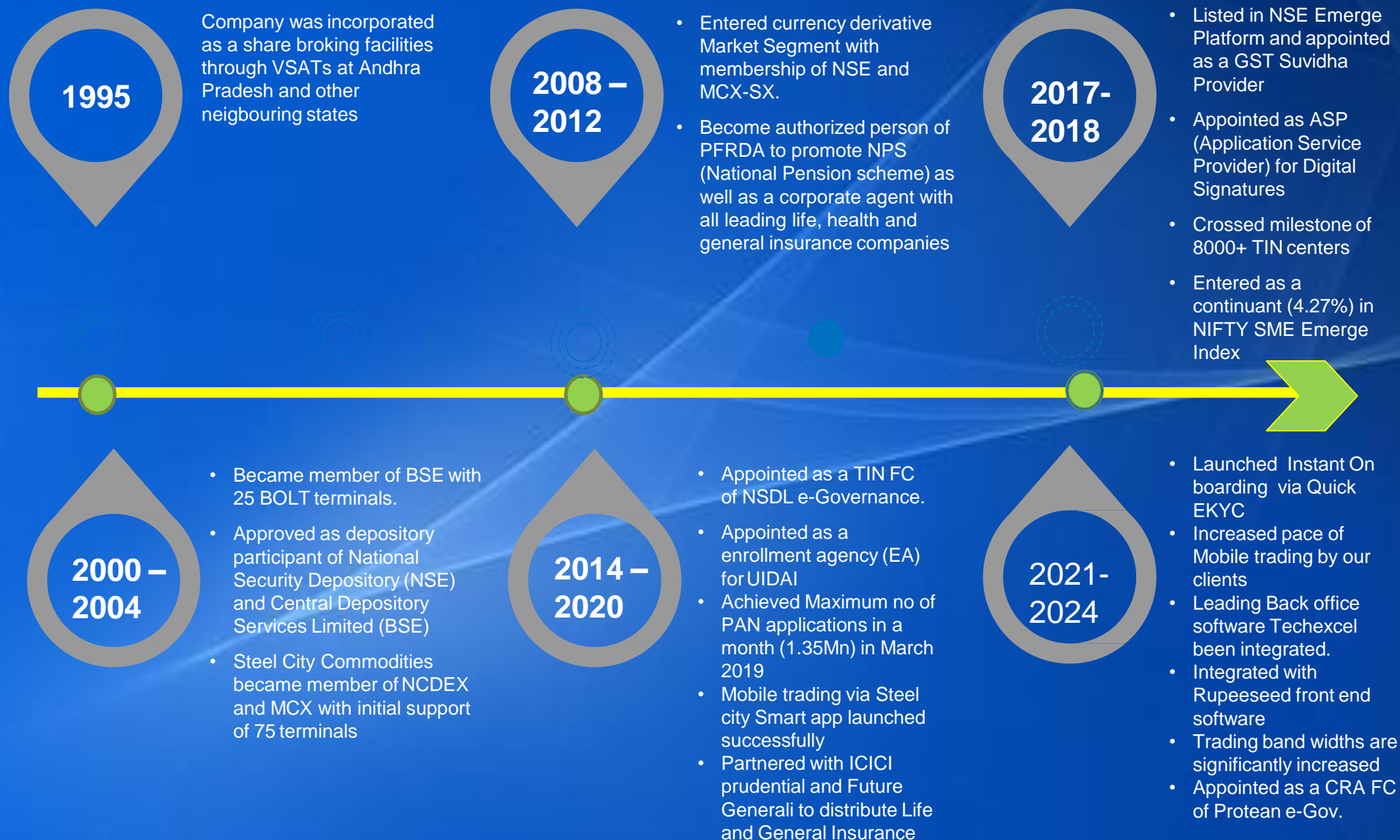
# Financial Metrics

Particulars	Q3 FY24 (In Lakhs)	Q2 FY24 (In Lakhs)	Q3 FY23 (In Lakhs)	Year Ending FY23 (In Lakhs)
Revenue From Operations	1359.34	1525.99	1330.15	5460.57
Other Income	76.74	68.47	95.02	420.9
Total Income	1436.08	1594.66	1425.18	5880.95
Profit for the period	<b>285.45</b>	<b>245.78</b>	<b>374.89</b>	<b>1125.28</b>

# e-Governance Immediate goal

Description	Target By March 31 <sup>st</sup> 2025
No. of Locations	55,000
No. of PAN applications Expected per month	1 Mn
No. of TDS Files Expected per month	1,00,000

# Journey till date



# Strategy going forward

## Broaden and deepen geographical presence



- Expand distribution networks in the Northern and Western market of India
- Plans to set up over 55,000 TIN facilities by FY25

- Expansion of Mobile Trading app clients PAN India
- Motor and Health Insurance
- Credit cards business expansion
- Increasing NPS client base
- 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



# Corporate Agent of



# e-Governance Products



PAN



TAN



e-TDS/TCS





Registered Corporate Office



Server Room



e-governance work in process



# Thank You