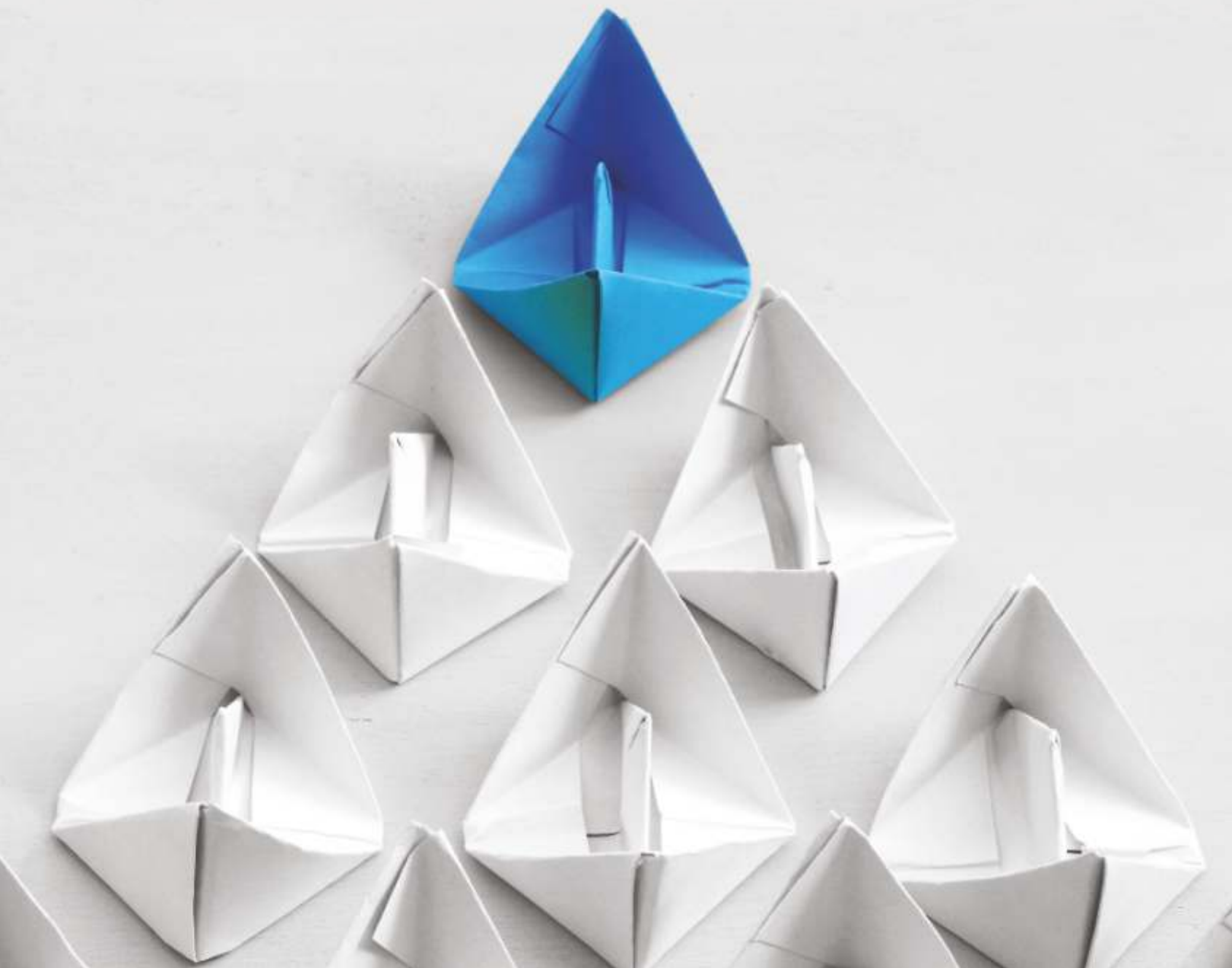


Sail ahead to your success



BIG
BOLD and
OUT LOUD



Globe Capital Market Limited is an admired financial solution service provider **offering a diversified range of financial solutions encompassing every sphere of life.** Catering to a large number of corporate clients, high net worth individuals, retail clients and institutional clients (domestic & international), the organisation offers a unique blend of services with cutting edge technology support.

Globe Capital Market Limited is a **Clearing Member in** derivative segment of all exchanges in India.

Adopting a simple philosophy that, *“No matter in which direction the wind blows, money must grow*”* has fueled Globe's progress in the last 25 years, making it a major financial service provider in India. The company is well respected for maintaining high ethical standards and demonstrating sound judgement in executing the responsibility of clients' money. **Being India's established Depository Participant with CDSL and NSDL,** Globe Capital Market Limited has been a continuous contributor towards the development of Indian Capital Market.

Subsidiaries of Globe Capital Market Limited

Globe Derivatives & Securities Ltd.

Globe Comex International DMCC

Globe Commodities Limited

Globe Capital Foundation

Globe Fincap Limited

Globe Capital (IFSC) Limited

***Disclaimer:** Investment in securities market are always subject to market risks. Please read all the related documents carefully before investing. Investors should make independent judgement of any product or service being offered by Globe.

Vision:

Globe Capital Market Limited envisions to be the high standard financial service provider in India by adopting stringent ethical standards and an uncompromising purpose.



1100+
Trading Members



Market Share[#]
in Clearing Services



India INX
India International Exchange



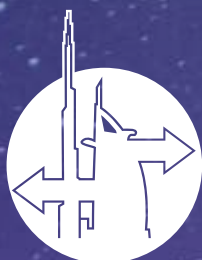
NSE IFSC Limited
International Exchange

25

Years
of Experience



All
Indian Exchange
Memberships

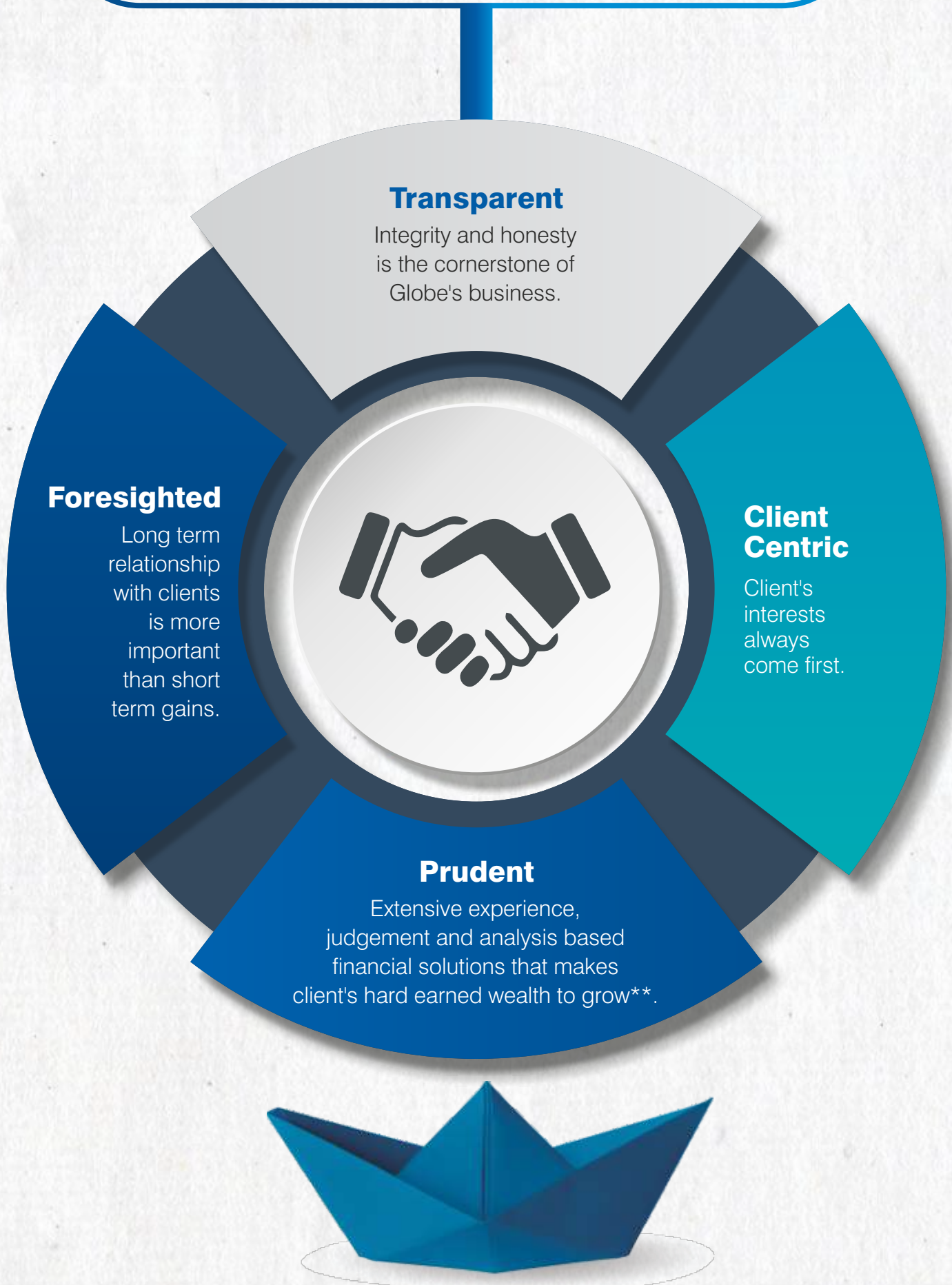


DGCX
International Exchange



[#]Market Share is based on the data provided on page no 9.

Globe Guiding Principles-Values



****Disclaimer:** It is based on our in house research which entails sector-wise/company-wise coverage which further based on the related fundamentals of that sector or company.

Key Business



Clearing Services

Trusted clearing services in Equity Derivatives, Currency Derivatives & Commodity Derivatives segment in NSE, BSE and MSE in MCX, NCDEX, ICEX & DGCX. Globe is a member of the **Clearing Houses** in the country, contributing clearing volume in Equity, Commodities and Currency Derivatives segments of various exchanges.



NBFC

Globe Fincap Limited, a Non-Banking Financial Company (NBFC) registered with RBI, is a subsidiary of Globe Capital Market Limited and provided loans.



International Services

As a member of DGCX, Globe offers clearing and trading services through their various subsidiaries.



Portfolio Management

As a SEBI registered PMS, Globe offers Discretionary as well as Non-Discretionary Management Services.



Research

Comprehensive techno-fundamental research offering, detailed company reports, sector reports, earning previews, management interaction reports, IPO analysis and daily, weekly & monthly newsletters.



Depository Services

Trusted by a large number of individuals, corporates and trading members Globe provides depository services with NCDEX and CDSL. Moreover, Globe is empanelled with NSDL for holding Commodities Demat accounts.



Mutual Funds

Distribution of all mutual fund schemes & SIPs of all the reputed fund houses based on sound research to generate positive returns.

Capital-Market Maestros

Steering the company with an aggressive growth strategy, **Mr. Ashok Kumar Agarwal (Executive Chairman & Promoter)** and **Mr. Yash Pal Mendiratta (Managing Director & Promoter)** have successfully secured a position for Globe and established it as successful Clearing Member across various exchanges in India. Mr. Ashok Kumar Agarwal is a fellow member of the Institute of Chartered Accountants and a renowned winner of the prestigious “**National Citizenship Award**” given by Mother Teresa in 1993 and “**Vyapar Shree Award**” in 2000 for his outstanding contribution in the development of capital market in India.

One of the privileged few to be invited by the **United States Information Agency (USIA)** on behalf of the US Government, Mr. Agarwal like Mr. Rajiv Gandhi previously, attended their international visitor programme to focus on the **Development of Capital Market** in various developing countries.

An ardent innovator, Mr. Agarwal believes that the experience of being the youngest 'President of Delhi Stock Exchange' in 1993, crafted the way for his growth and led to two re-elections in 1994 & 2000. At present, Mr. Agarwal is the Chief Mentor of CPAI and a member of the Advisory Board in all three major exchanges in India, namely NSE, BSE and MSEI.

One of the few visionaries who favoured the emplacement of electronic stock exchanges, Mr. Agarwal said, “*With other stock exchanges going electronic, I think it is the right time to innovate, walk hand-in-hand with the speed of market.*”

Mr. Mendiratta, Managing Director and Promoter, is also a member of the Institute of Chartered Accountants of India with an experience of more than 32 years in the financial sector. He has multi-fold experience in the field of finance/taxation/legal and capital market. His career started as a practicing Chartered Accountant and later he associated with Mr. Agarwal. Mr. Mendiratta is the driving force behind the success of Globe Capital Market Ltd.

After much observation and practice in the finance industry together, this duo established Globe Capital Market Ltd. in 1994. Globe is now an admired & trusted financial service provider, offering a diverse range of services in the Indian capital market for more than 25 years now. Globe took the road less traveled by starting the **Clearing Services** business. Though the company had a modest start with a small team of 40 members, Globe soon acquired a position with **3000 representative offices, operations in 400 cities of India and a talented team of 800 employees and 1500 associates.**





Mr. Ashok Kumar Agarwal
(Executive Chairman & Promoter)

Mr. Yash Pal Mendiratta
(Managing Director & Promoter)

Globe is a continuous contributor towards India's economic growth and remains committed to investing and innovating for India. Globe's expert client servicing has made a trusted and respected name in the financial industry. Globe has accounted for approximately 26% of the total exchange volume in Equity, Commodity and Currency segments of all the major exchanges in India in FY 2018-2019.

These two maestros adopted an unconventional approach by prioritising their intuition more than intellect and believed that it's not always about making money but rather more about living your passion. It has been a dream journey of two brilliant chartered accountants who went on to establish a company with over 10,000 millions net worth at present.

Both spend as much time as they can with their family and friends. Together, they spell-out the success mantra for the new generation, *"Behind every successful person, there are many unsuccessful years."*





Let's Unknot...

Globe Portfolio Management Services

As a **SEBI** registered **PMS**, Globe offers Discretionary as well as Non-Discretionary portfolio management services. Our 30+ years of experience in Indian Markets is testimony of our credible investment analysis and decisions. We team with people of highest qualifications, experience, and integrity to Manage your wealth.

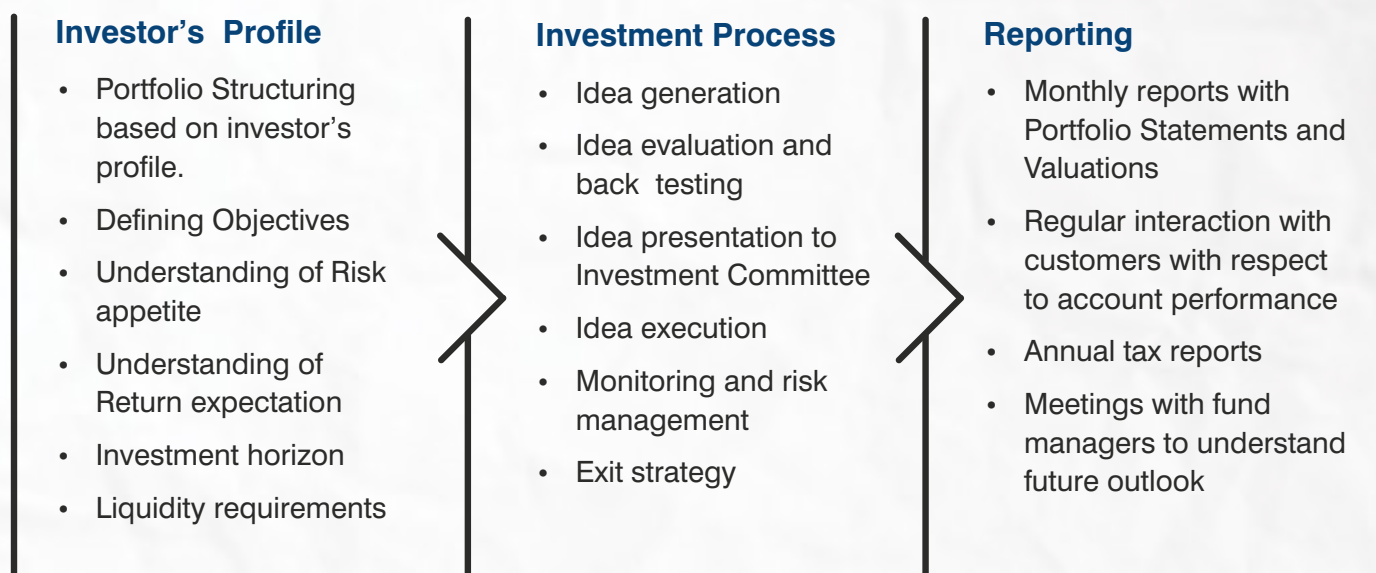
Our Products

Globe Value: Globe Value Portfolio aims at investing in blue chips with a smaller proportion in mid caps and small caps. The portfolio is designed with short to medium term perspective with moderate risk. The strategy would have active management and shall also use various derivatives concepts using future and options on the underlying/index with a view to optimize yield of the portfolio.

Globe Activa: Globe Activa is an actively managed, nimble strategy that uses variety of concepts to generate alpha returns. Apart from buy and hold, the strategy would adept to changes in economic and business cycle, exploit arbitrage opportunities and special situations. The strategy would make use of equity and index derivatives to augment returns. The selection of scrips would be a combination of quality large caps, midcaps and small caps. The strategy is suitable for clients having moderate to high risk profile, seeking medium to high returns.

Globe Arbitrage: Globe Arbitrage Portfolio primarily aims at generating high returns by exploiting market inefficiencies and other low risk opportunities by using various derivative strategies such as Cash Future Arbitrage, Covered Calls, Covered Puts, Index Arbitrage, Open Offer Arbitrage Opportunities in case of takeover, de-listing etc.”

Fund Management Process



Our Expertise

Globe excels and has an enviable track record in generating relatively safer returns through special situations. It aims at generating returns by exploiting market inefficiencies and other low risk opportunities by using strategies such as Cash Future Arbitrage, Box Trading, Conversion Reversal, Covered Calls / Puts, Pair Trading, and derives benefit from event arbitrage involving mergers & acquisitions, Open Offers, Takeover, delisting, Offer for Sale (OFS), FPO and other special situations.

Open Offer	Den Network, Hathway Cable, NIIT Tech, International Paper, Reliance Nippon Asset Management	Merger	IDFC Bank, Sun Pharma – Ranbaxy, Kotak – ING
Offer for Sale	HDFC Life Insurance , ICICI Prudential Life Insurance , SBI Life Insurance , L&T Technology	Delisting Offer	Linde India
BuyBack	Infosys, Wipro , ONGC, Oil India, NTPC, HCL Tech, TCS	Rights	Idea Vodafone, Bharti Airtel
Dividend Arbitrage	REC Limited, NALCO, PFC, National Aluminum, ONGC, OIL India		

Our Investment Rationale

- **Par excellence quality of management and Good corporate governance** is the primary filter applied by Globe PMS when evaluating an investment proposition
- **Selecting stocks having strong growth** in earnings, re-rating of business or changes in company's fundamentals.
- **Identify positive changes in the business environment** and invest in the particular sector/ company and remain invested till re-rating potential realized.
- **Using various opportunities and try to benefit** from event arbitrage involving Merger & Acquisitions, Open Offers, Takeover, De-listing and other Special Situations.
- **Derivatives may be considered to generate alpha** by using stock option strategies or stock futures. Index Future / option strategies are used to guard the Portfolio Holdings against systemic risk.

Our Management Team



Mr. Ashok Kumar Agarwal
(Executive Chairman & Promoter)

Mr. Ashok Kumar Agarwal, is the Promoter and Executive Chairman of the Company

Fellow member of Institute of Chartered Accountants of India with vast experience in various fields of more than 35 years

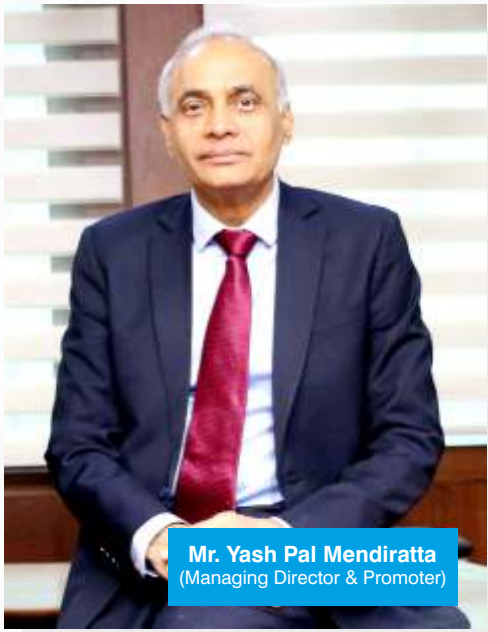
He was elected as the youngest ever President of The Delhi Stock Exchange Association Ltd. in 1993,1994 and 2000 for his valuable contribution to the growth of business of the Exchange

He was also awarded the “Vyapar Shree Award - 2000” by The Delhi Stock Exchange Association Ltd.

He was awarded with the “National Citizenship Award - 1993” by Rev. Mother Teresa for his outstanding contribution in the development of Indian Capital Markets

He was a member of the Executive Committee of NSE and currently is a member of Advisory Committee of NSE,BSE and MCX

He is also the Chief mentor of CPAI(Commodity participant association of India).



Mr. Yash Pal Mendiratta
(Managing Director & Promoter)

Mr. Yash Pal Mendiratta, is the Promoter and Managing Director of the Company

He is a Fellow member of Institute of Chartered Accountants of India with vast experience in the fields of Finance, Taxation & Legal for more than 35 years

Mr. Mendiratta is the driving force behind the success of Globe Capital Market Limited

He has been an active member of the Depository Participant Association of India and Association of NSE Member of India for advising on various issues on Capital Market and Depository activities

Mr. Mendiratta is the member of various Executive Committees of ANMI



Ankit Agarwal
(Director)

Mr. Ankit Agarwal is a Director at Globe Group of Companies, He is a Chartered Accountant and CFA by qualification.



Arpit Agarwal
(Director)

Mr. Arpit Agarwal is a Director at Globe Group of Companies, He is a Chartered Accountant and CFA by qualification.



Sahil Mendiratta
(Director)

Mr. Sahil Mendiratta is a Director at Globe Group of Companies, He is a Chartered Accountant and CFA by qualification.



Nidhi Aggarwal
(Director)

Mrs. Nidhi Aggarwal is a Director at Globe Group of Companies, She is B.Tech. - IT & M.Sc. in Management by qualification.

Our Fund Management Team

Mr. Ajay Khandelwal
(Fund Manager, PMS)

Mr. Khandelwal has been the Fund Manager, of Globe PMS since 7th September, 2013. He holds a Masters in Business Administration from Panjab University and Bachelor's degree in Physics. Mr. Khandelwal has more than 20 years of experience in the Financial Sector. He is an avid stock picker. He adopts a 'bottom up strategy' while picking stocks. He has strong Quantitative aptitude and has enhanced the team's strategic and tactical Asset Allocation decision making process. He is one fund manager who does not really mind correcting his mistakes. He adapts well to changing market trends.

Mr. Anuj Jain
(Head- Special Situation, PMS)

Mr. Jain has over all experience of 10 years in fund management in different institutions. He has done B.Com(H) from Hansraj College, Delhi University and MBA in finance from Amity Business School. He is an Ardent reader and a Follower of Investment Gurus like Charlie Munger, Warren Buffett & Howard Marks. His expertise is into Fund Management techniques for short term and long term horizon. He has worked with Escorts Mutual Fund as Fund Manager (Fixed Income and Special Situations) in previous assignments.

Mr. Parashuram Prasad
(Assistant Fund Manager, PMS)

Parashuram Prasad is the Assistant Fund Manager at Globe PMS. He has 13 years of experience in Indian capital markets as a buy side analyst of which 11 years is with Globe PMS. His contribution to the committee that makes portfolio investment decisions is of highest quality. Parashuram has a keen eye for picking stocks that have strong financials & earnings growth. He focuses on companies having businesses with robust competitive advantages.

Mitin Mohan
(Senior Research Analyst, PMS)

Mitin Mohan is Senior Research Analyst with Globe having 11 years of experience in Indian Capital markets of which 7 yrs is with Globe PMS. He is a PGDBM (Finance) and is a CFA level III candidate. Mitin is an expert in using databases of company fundamentals to filter out candidates worthy of investment. He hunts for businesses that are available at fair valuations, where future earnings growth has not been fully priced in.

Our Research Team

Mr. Gaurav Sharma
(Assistant Vice President & Head)

Mr. Gaurav Sharma is working in our organization in the capacity of Assistant Vice President & Head, Technical & Derivatives Research, tracking Equity Markets. Gaurav has nearly 10 years experience in Financial Markets. He is a Post Graduate in Finance. He has expertise in identifying the trends, price patterns and range breakouts. He is also a regular speaker at various investor meets organized from time to time by our organization. Through his sound understanding of Technical Analysis, he has been able to garner various profitable opportunities in equity markets. He has expertise in identifying the trend of the overall market i.e. Nifty index as well as sectors and stocks.

Mr. Himanshu Gupta
(Vice President, Research)

Mr. Himanshu Gupta is associated with Globe Capital Markets as Vice President, Research. He is based out of corporate office in New Delhi. Himanshu has more than a decade experience in Financial Markets. He is a qualified Chartered Financial Analyst (ICFAI) and holds a Master's degree in Commerce. Mr. Gupta has been regularly doing media representation for channels like CNBC TV 18, ET NOW, CNBC AWAAZ and ZEE Business on their popular shows. Apart from being a popular face on digital media, Himanshu also share his experience on print media, He has been writing on popular publications like moneycontrol, Economic Times and Financial Chronicle.

Wealth Creation

Wealth management is more than just one time investing, it encompasses all parts of a person's financial life. Putting part of savings to work 24 hours a day, seven days a week and 52 weeks a year for the entire life must be at the back of the mind of everyone who wishes to grow his/her wealth optimally. Which asset class to deploy it into, when to simply park it into short duration debt instruments and what should be the capital allocation must be handled with the aid of experts who are trained at their job including risk containment and capital preservation.

Volatility is an integral part of any investment in any asset class and can be successfully tackled with patience. However, only patience will not help generate great returns. The wealth manager keeps a tab on all your investments. The wealth manager regularly monitors investments that are performing and those which are not.

Optimal reshuffling of asset allocations ascertains that better returns are generated over a period of time.

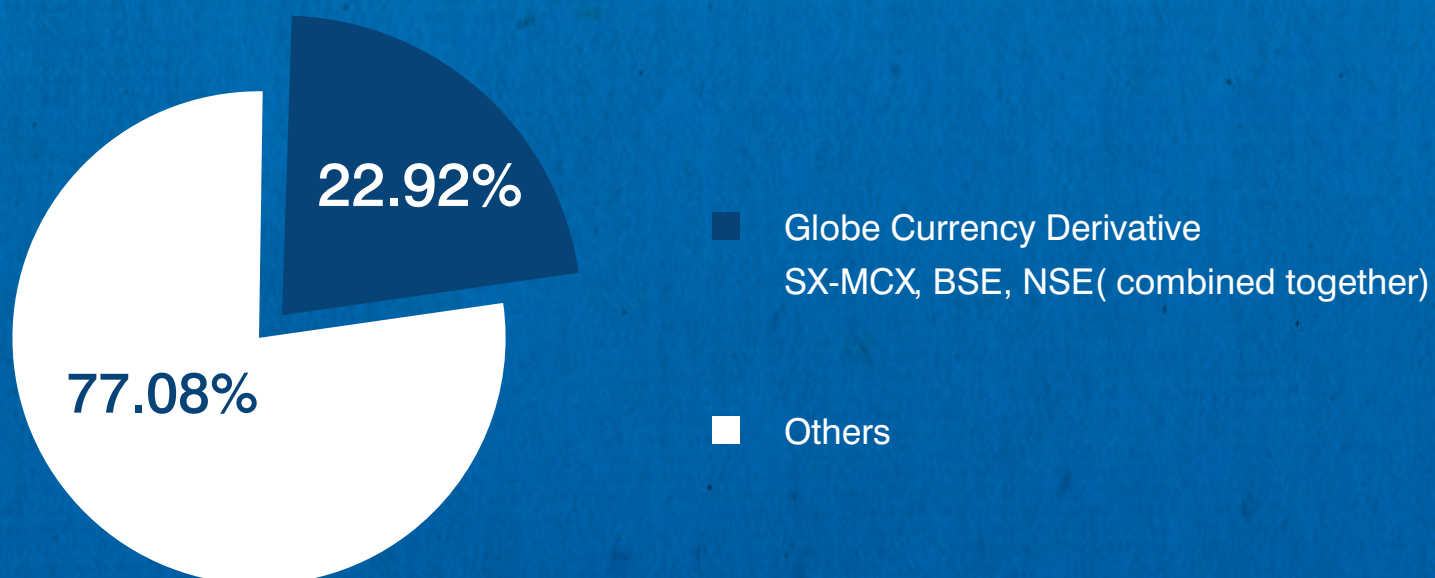
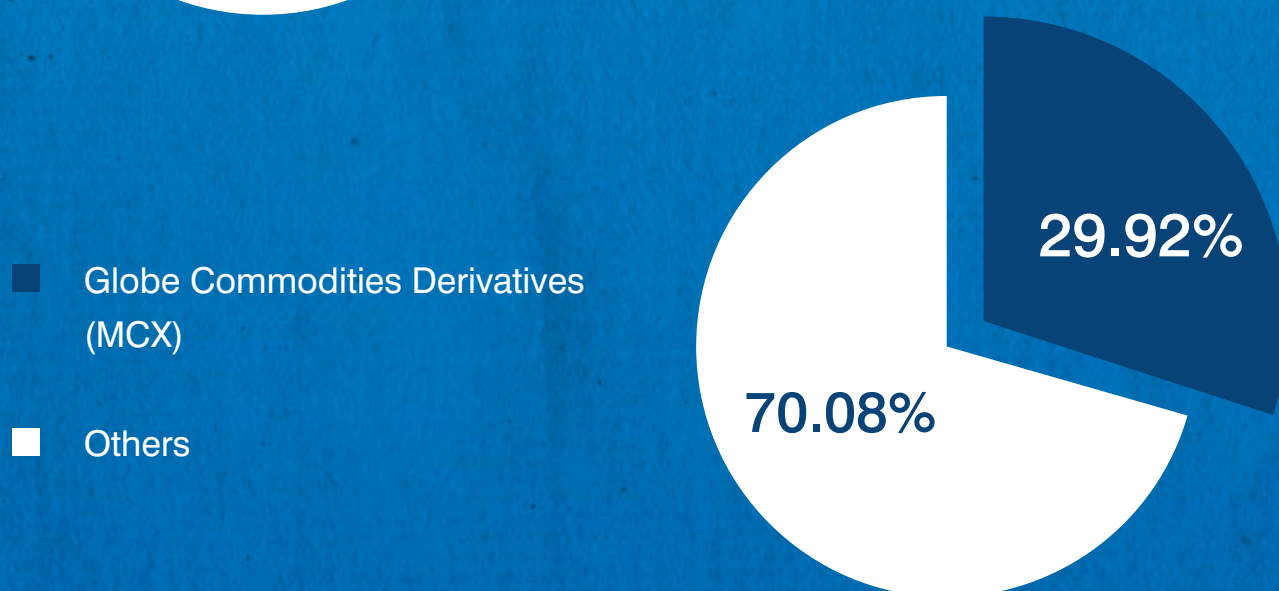
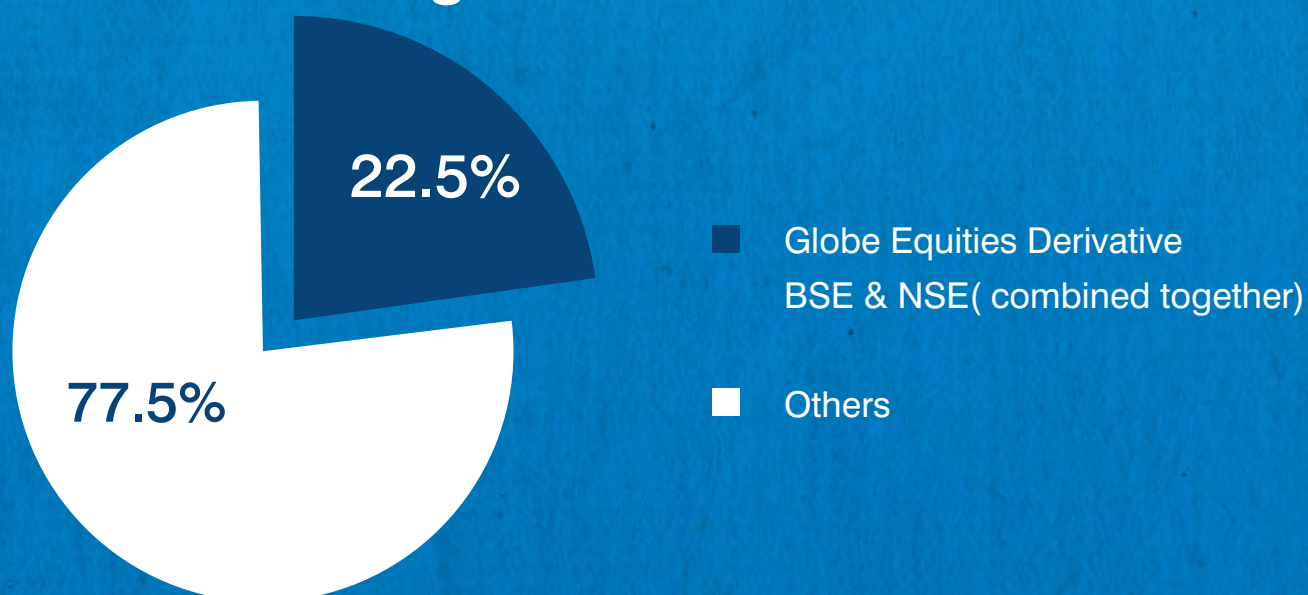
Different types of assets do not move in concert, and some are more volatile than others. Asset allocation seeks to optimize the risk / return profile of an investor by investing in a mix of assets that have low correlation to each other. Investors with a more aggressive profile can have higher weightage in their portfolios towards more volatile investments. Investors with a more conservative profile can weigh their portfolios toward more stable investments. It is important for retaining the asset mix that best reflects an investor's risk/ return profile

Since it is impossible to consistently predict the winners and losers, the prudent approach is to create a basket of investments that provide broad exposure within an asset class. Diversification seeks to capture the returns of all of the sectors over time but with less volatility at any one point in time. The key factors, thus, for any wealth management strategy involve:

- **Asset allocation for optimising returns**
- **Diversification within an asset class to smooth out volatility of returns**
- **Appropriate rebalancing among various asset classes to address the client's profile and risk needs**

Unlike how portfolio management may be perceived to be, one must deploy the monthly surpluses into a PMS regularly. Such systematic deployment would also eliminate any emotions of greed and fear that one may be subjected to with the volatility of the markets. It is, thus, a matter of utmost importance that savings are regularly channeled into a PMS and PMS is not thought as a means of making a one- time lump-sum investment

Globe Clearing Services

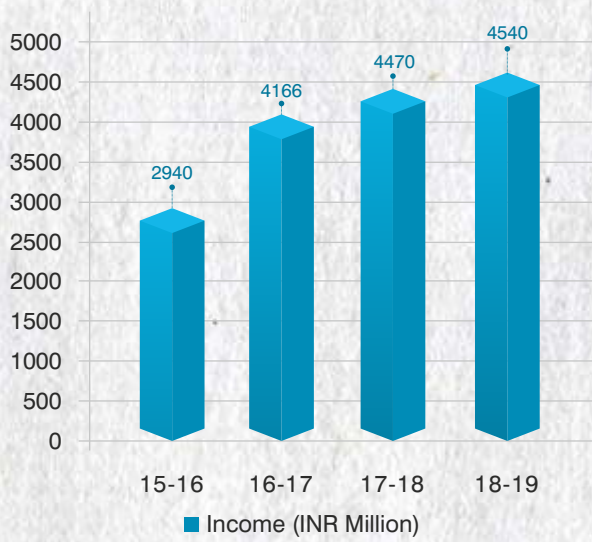


**Contributing to approximately 26% of the total volume of exchanges, today
Globe has a large market share in clearing business.**

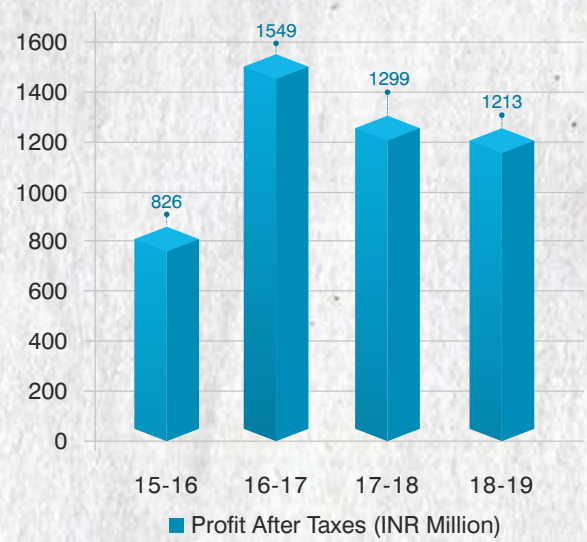
Disclaimer: Above calculation are based on FY 2018-19 data of Globe Trading and clearing volume vis-à-vis total exchange clearing valuation available on respective exchange sites.

Our Financials

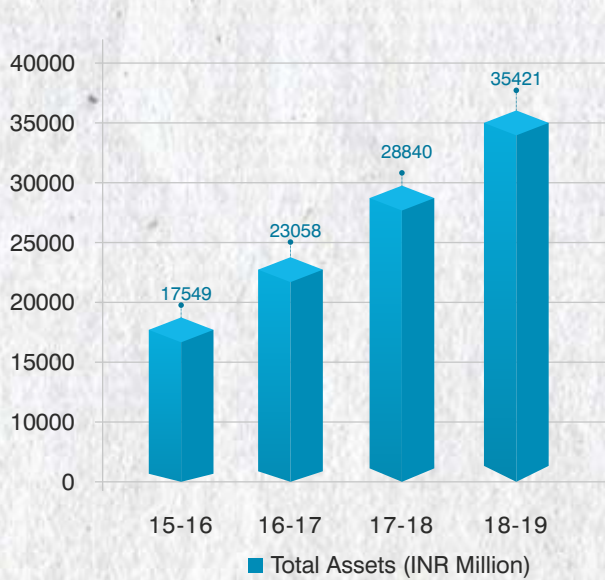
Income



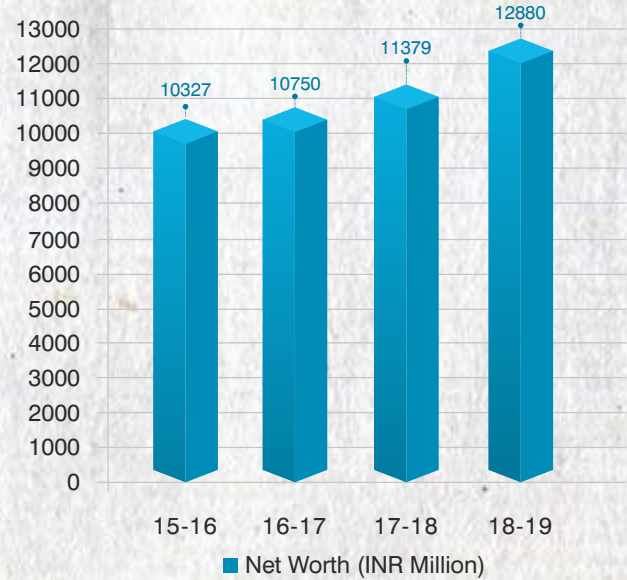
Profit After Taxes



Total Assets



Net Worth



Our Research

Equity Research

Understanding that every investor's goal and risk appetite is different, Globe provides customized and comprehensive research reports that helps clients make the right investment/ trading decisions.

Fundamental

- Investment Ideas
- Strategy/Event Reports
- Earning Updates
- Market Wrap
- Weekly/Monthly Reports
- News Impact Analysis

Technical

- Daily Focus
- Techno - Funda Reports

Derivative

- Daily Derivative

Commodity Research

A pinpoint solution for an investor's queries through in-depth fundamental and technical research on domestic and international commodities, considering investing purpose, duration and risk appetite of different categories of investors.

Fundamental

- Daily Fundamental Coverage
- Weekly Commodity Dossier
- Monthly Commodity Update
- News & Event Analysis

Technical

- Weekly Technical Services (WTS)
- Short-term Trading Call/View

Derivative

- Opportunity
- Technical Observation

Currency Research

Globe is fully committed to mitigate client's risk against unforeseen currency fluctuation.

Fundamental

- Daily Forex Update
- Monthly Forex Update
- News & Event Analysis

Technical

- Weekly Technical Services (WTS)
- Short-term Trading Call/View

Derivative

- Opportunity
- Technical Observations

Our research can also be found on:

Media



Online

Bloomberg

moneycontrol

GLOBE
money must grow

Globe Advantage

A holistic approach for an enriching brand experience.



Brand

With the sole objective of making client's money grow, Globe has become the trusted brands in the financial market and regularly takes the initiative to increase their brand awareness across India.



Robust Technology

Constantly investing in new technology, Globe offers intuitive trading platform in India. Besides, a real time Risk Monitoring Tool helps to scale up their business without any risks and hassles.



Resilient Software

Resilient software (online back office, DP software) that enables partners to get all the required business information online.



Research & Advisory

With a proven track record of research and advisory, Globe provides real-time access to all market news and advisory that might help you grow your business by growing client's money.



Business Support

Regular guidance and support to identify business potential in your local areas, besides arranging events and seminars for your clients.



Strong Operational Capability

Globe is committed to maintain fast and efficient TAT for starting client's business outlet, account opening and other processing.



Highly Compliant and Ethical Practices

Globe stands for compliant and ethical business practices and ensures that all employees and stakeholders practice it.



Training and Education

Induction & Functional Training Programs for business associates and their employees.



Awards & Recognitions



Key milestones in the last 25 years

2016

Globe Capital
IFSC Limited

2013

UCX - Clearing &
Trading member

2011

Corporate finance and
international broking business/
NSE-E-series Clearing member

2009

NBFC/ Trading cum Clearing
member ICEX

2007

Trading cum Clearing member
PMS spot exchange/NCDEX -
SEBI/ Trading cum Clearing
member BSE

2003

Trading cum Clearing member
& MCX, NCDEXNMCE

1999

Depository participant NSDL

2018

Clearing Member
of the Year

2015

Globe Capital Foundation

2012

MSE-F&O Trading cum
Clearing member

2010

ACE (commodity) & USE
(Currency) Trading cum
Clearing member

2008

FDICVCI investment - invested
\$42 million/Trading cum
/BSNSE Clearing member E/
MSE/Currency

2006

Member DGCC - Registered
with ESCA

2000

Trading cum Clearing member
NSE - F&O/ Depository
participant - CDSL

1994

Member NSE



PMS Regional Offices

NEW DELHI

Globe Capital Market Limited, 8-A, Ashoka Chambers, 1st Floor, 5B, Rajender Park, Pusa Road, New Delhi - 110060

Ph.: 011-40412200/08

Mob No.: +91- 93106 33471

MUMBAI

Globe Capital Market Limited, C-802, Lotus Corporate Park, Laxmi Nagar, Goregaon (East), Mumbai 400 063

Ph.: 022-42308000 / 080

JAIPUR

Globe Capital Market Limited, 402, Fortune Heights, 4th Floor, Front of ICICI Bank, Subhash Marg, C Scheme, Jaipur - 302001

Ph.: 0141-4164600

PUNE

Globe Capital Market Limited, A-One Capital, 2nd Floor, 1206/B, Shivaji Nagar Apte Road Deccan, Pune - 411005

Ph.: 020-41450044

NEW DELHI

Globe Capital Market Limited, Shop No. 2, L-13, Kalkaji, New Delhi-110019

Ph.: 011-40110896/897/898

MUMBAI

Globe Capital Market Limited, Naman Midtown, B-1106, Senapati Bapat Marg Elphinstone (West) , Mumbai 400 013

Ph.: 022-42301320

KOLKATA

Globe Capital Market Limited, Todi Mansion, P-15, India Exchange Place Extension, Room No.501, Kolkata WB -700073

Ph.: 033-40414001

LUDHIANA

Globe Capital Market Limited, 1st Floor, Ludhiana Trade Tower, SCO-24, Feroz Gandhi Market, Ludhiana - 141001

Ph.: 0161-4055000

DELHI

Globe Capital Market Limited, 404-406, Nipun Tower, 4th Floor, Karkarduma Commercial Complex, Delhi - 110092

Ph.: 011-43063000

LUCKNOW

Globe Capital Market Limited, 10 & 11, Saran Chamber-II, Ground Floor, 5-Park Road, Hazratganj, Lucknow - 226001

Ph.: 0522-4301815

AHMEDABAD

Globe Capital Market Limited, 405-406 Capstone, Opp Chirag Motor, Near Parimal Garden, Ellisbridge, Ahmedabad - 380009

Ph.: 079-40500600

**Regd. & Corporate Office: Globe Capital Market Ltd., 609, Ansal Bhawan, 16, K.G. Marg, Connaught Place, New Delhi - 110001 (India)
Globe Commodities Limited, 804, Ansal Bhawan, 16, K.G. Marg, Connaught Place, New Delhi - 110001 (India)**

Tel: +91-11-30412345 (30 lines), Fax: +91-11-43717045, E-mail: clearing@globecapital.com, Website: www.globecapital.com

SEBI Regn. No.:

SEBIINH00002361, Research Analyst-INP PMS-07-10011, CR-NCDXSPOT: 3064, ID DG CX: 1009, ID IC EX0111, CL: ID NMCE: 00012, ID TM: M50011 ID CM NCDEX: 10735, ID TM: 8550 ID CM MCX000024939, Exchange Regn. Nos. - INZ Regn. No.- SEBI-97-99, Commodity NDSL-DP-IN - 1004, Depository Participant-MSE - 3179, BSE - 06637, NSE000177137, Member code INZ Regn. No. 100001187

Disclaimer: Investment in securities market are subject to market risks, read all the related documents carefully before investing. KYC acts as a broker for all transactions in the Securities/Commodities market products. Investors should acquaint themselves with the complexities of trading in securities/commodities market and the extent of their exposure to risk before investing in instruments traded on the Exchanges. The contents herein shall not be considered as an invitation or persuasion to trade or invest. Investors should make independent judgement with regards suitability, profitability, and fitness of any product or service offered herein above. Globe Capital Market Ltd and its affiliates accept no liabilities for any loss or damage of any kind arising out of any actions taken in reliance thereon. For complete details, kindly refer the GLOBE Mutual Fund investments are subject to market risks, read all scheme related documents carefully. Past performance may or may not be sustained in future and should not be used as a basis for comparison with other investments. Portfolio management service is not being offered for commodity trading. docket of the company. Investment and trading in commodity market is subject to market risk. Clients must read Risk Disclosure Document & Dos and Don'ts before investing.