

॥ सर्वे भवन्तु धनिनः ॥



Transforming



through  
Technology

Swastika Investmart Limited

31<sup>ST</sup> ANNUAL REPORT 2022-23

## Corporate Information

### CHAIRMAN & MANAGING DIRECTOR

Mr. Sunil Nyati

### WHOLE TIME DIRECTOR

Mrs. Anita Nyati

### INDEPENDENT DIRECTORS

Mr. Sunil Chordia  
Mr. Raman Lal Bhutda  
Mr. Chandrashekhar Bobra  
Mr. Tarun Kumar Baldua  
Mr. Anshul Agrawal

### CHIEF FINANCIAL OFFICER

CA Mahendra Kumar Sharma

### COMPANY SECRETARY

CS Shikha Bansal

### CORPORATE IDENTIFICATION NUMBER

L65910MH1992PLC067052

### REGISTERED OFFICE

Flat No. 18, 2<sup>nd</sup> floor, North Wing, Madhaveswar  
Co-op. Hsg. Society Ltd., Madhav Nagar, 11/12,  
S.V. Road, Andheri (W), Mumbai - 400058  
Ph.: 022-26254568, Email: info@swastika.co.in

### ADMINISTRATIVE OFFICE

48, Jaora Compound, M.Y.H Road, Indore-452001

### BANKERS

ICICI Bank Ltd. & HDFC Bank Ltd.

### REGISTRAR & SHARE TRANSFER AGENT

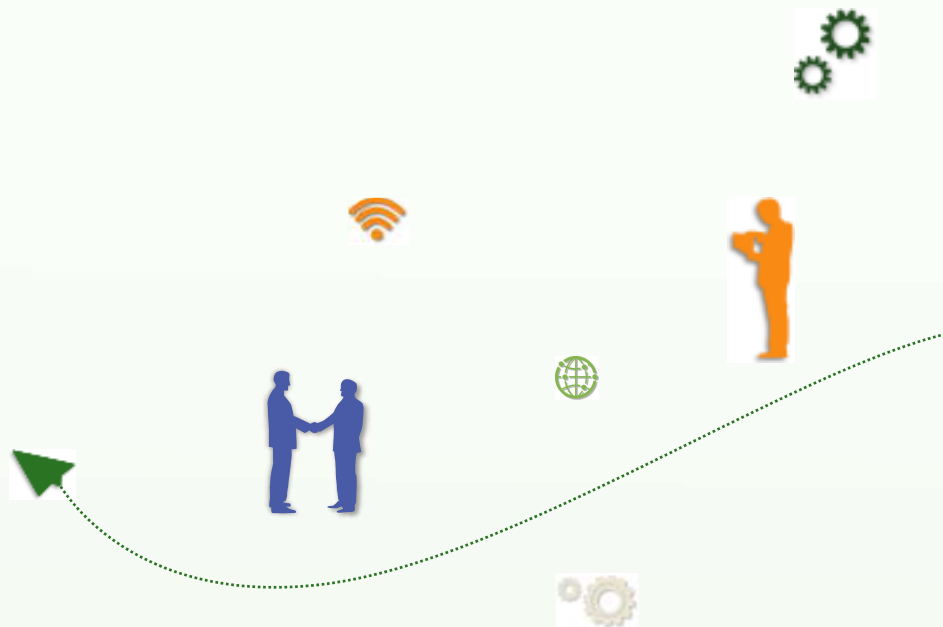
Ankit Consultancy Pvt. Ltd.  
60, Electronic Complex, Pardesipura, Indore-452001

### STATUTORY AUDITORS

Sahaj & Co.  
Chartered Accountants, Indore

### LISTED AT

BSE Limited



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Revenue

**₹ 8860.59 Lakh**

Net Worth

**₹ 5695.49 Lakh**

Net Profit

**₹ 614.78 Lakh**

Equity Share Capital

**₹ 298.26 Lakh**

Book Value Per Share

**₹ 192.43**

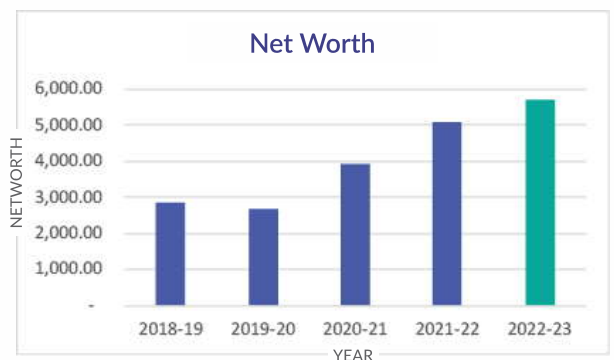
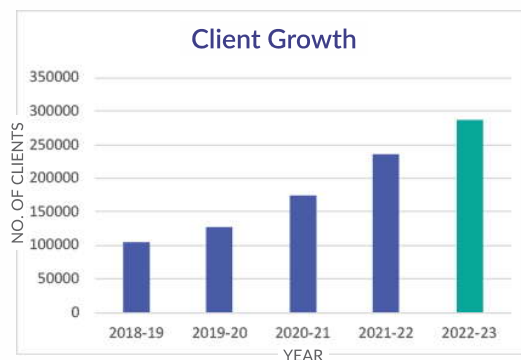
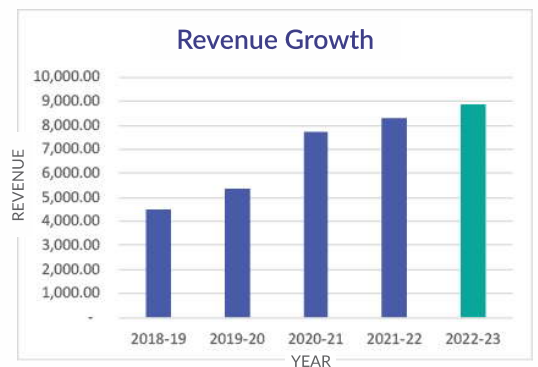
Earning Per Share

**₹ 20.77**

Dividend Per Share

**₹ 2.00**

## Consolidated Highlights 2022-23



# From the desk of Chairman & MD

Dear Stakeholders,

Swastika Investmart Ltd. has witnessed a remarkable journey, marked by resilience, adaptability and an unwavering commitment to its core values. It has been a year characterized by envisioning an Enhanced and upgraded Swastika as it completes its glorious 31<sup>st</sup> year. Through dedicated and sincere hard work, your company has cemented its distinct place in history and has emerged as an unparalleled symbol of excellence within the entire industry. Throughout this endeavor, we experienced a blend of obstacles and accomplishments. I take great pride in the resilience exhibited by our company and firmly believe that we will persistently build upon this foundation of success.

Let me begin by congratulating everyone in the Swastika family, for once again putting up a stellar performance in the year gone by.

## Industry Overview

For India, 2022 was special. It marked the 75<sup>th</sup> year of India's Independence. India became the world's fifth largest economy, measured in current dollars. The nominal GDP of India will be around US\$ 3.5 trillion. In real terms, the real GDP growth for India at the year's end of March 2023 reported 7.2%.

Talking about the financial sector, India observed sharp rise in the number of Demat accounts, 39% higher by the end of Nov. 2022 on YoY basis. Though funds mobilization through IPOs has been underwhelming so far this year, the number of SMEs launching public offerings has been rather encouraging. This financial year, when compared to FY 2022 (through November 2021), not only did the number of SMEs filing for initial public offerings essentially double, they also managed to secure nearly triple the amount of funds in total.

## Financial Performance

Your company has attained praise worthy financial outcomes. For FY2022-23, company shows consolidated revenue of ₹8860.59 Lakhs. Consolidated PAT of ₹614.78 Lakhs. Additionally, we have upheld a robust profit margin, showcasing our adeptness in navigating ever-changing market conditions while optimizing shareholder value.

## Customer Focus

Our Core value of, **"Customers are our Priority Number One"**, has helped us forge enduring relationships and foster loyalty, enabling us to expand our market reach and explore new opportunities. Our shared purpose is to unleash human potential and generate new opportunities for individuals, businesses, and communities. It motivates us to embody sustainability in all aspects of our business.

“  
Swastika excels with adaptability  
and core values, embracing  
innovation, and impacting  
society.”



## Operational Excellence

At Swastika, We consider operational excellence as the foundation for lasting success. We have implemented stringent measures to optimize processes, improve efficiency, and provide exceptional products and services. Your company successfully launched **Justrade2.0** for providing platform for experiencing faster trading services. By leveraging advanced technologies and fostering a culture of innovation, we have not only achieved operational efficiencies but also positioned ourselves as a leader in the industry. Our internally developed CRM-Jarvis, boasts an advanced dashboard and a user-friendly interface, incorporating cutting-edge technology.

## Corporate Social Responsibilities

At Swastika, we firmly believe that business success goes hand in hand with social responsibility. We have implemented appropriate measures to fulfill our social responsibility while also taking proactive steps towards the development of the people in our vicinity. We are dedicated to sustainable practices, ethical conduct, diversity, and inclusion, ensuring a positive societal impact through our operations.

Last financial year, your company launched a project “**Taare Zameen Par**”, with an intention to support the creativity, art and productivity of specially-abled children.

## Achievements

The company has achieved significant milestones in recent years. One remarkable achievement is the recognition received for the NCDEX Commodity's Farmer Producer Organisation Saathi - Market Outreach for the year 2022-23. This recognition demonstrates the company's commitment to supporting and empowering farmer producer organizations, thereby contributing to the growth and development of the agricultural sector. Additionally, the company has also been recognized as a leading member in research by MCX for the year 2021-22. This recognition displays the company's expertise in conducting extensive research and delivering valuable insights to clients and stakeholders.

## Prospects of the Future

As we gaze into the future, we are brimming with optimism and excitement. We acknowledge the swift evolution of the business landscape, propelled by technological advancements and evolving consumer demands. Embracing this change, To stay at the forefront of innovation, we invest in research and development, explore emerging markets, and foster strategic collaborations.

We are excited to share that your company is on the verge of launching a comprehensive Investment Banking Division, Portfolio Management Services, representing a significant milestone in our journey. This expansion will propel us into a realm of diversified financial services, cementing our position as leaders within the industry. Our unwavering mission to democratize investment culture and provide mentorship to companies remains at the core of our operations. With a focus on inclusivity, we are committed to serving clients across all segments, even in smaller towns and cities. This exciting venture will revolutionize the way people perceive and engage with investments, empowering individuals throughout the nation.

## Expression of Gratitude

Swastika extends sincere gratitude to the Board, stakeholders, government, business partners, lenders, and other shareholders for their unwavering trust and support throughout our journey. The faith bestowed upon us has been instrumental in our success, and we are grateful for their continued belief in our vision. We would also like to extend our gratitude to the regulatory authorities for their consistent and proactive efforts in safeguarding the interests of retail investors and ensuring the security and accessibility of Indian equities markets. Their dedication to fostering an investor-friendly environment has been instrumental in propelling our industry forward.

Additionally, we must recognize the exceptional dedication and hard work of the entire Swastika Team. Their relentless efforts have allowed us to deliver unparalleled service, contributing to our remarkable performance.

We maintain unwavering determination to drive innovation through our fintech playbook and build upon the accomplishments of FY23. With the combined efforts of our team and the support of our valued partners and stakeholders, we are confident in our capacity to deliver excellence and strengthen our market position.

Thank You!

**Sunil Nyati**

Chairman and Managing Director  
Swastika Investmart Limited





## From the desk of CFO

Dear Stakeholders,

I am pleased to share with you that FY 2022-23 has been a truly remarkable year for our company, Swastika. I am proud to report that our efforts have borne fruit, and we have achieved significant milestones in terms of financial performance and customer satisfaction.

First and foremost, our financial performance has been commendable, with a 7% year-on-year growth in our revenues. This growth is a testament to our unwavering commitment to excellence and our ability to adapt to the ever-evolving market conditions. Additionally, our return on investment (ROI) stands at an impressive 18%, reflecting our efficient allocation of resources and strategic decision-making. These numbers are not only indicative of our financial strength but also serve as a testament to our ability to generate sustainable value for our stakeholders.



As we celebrate our exceptional top line growth, we remain steadfast in our commitment to continuous improvement. We are resolute in our determination to leverage technology as a catalyst for further advancements while prioritizing the welfare and development of our exceptional workforce. By doing so, we are confident that Swastika will continue to thrive and surpass all expectations in the years to come.

We are fully committed to keeping ourselves well-informed and compliant with the all regulatory changes, ensuring that our operations remain in line with the highest standards of governance and ethics.

In conclusion, I would like to express my gratitude to each and every member of the Swastika family for their unwavering commitment and hard work. FY 2022-23 has been a year of extraordinary achievements.

Thank You!

**Mahendra Sharma**

Chief Financial Officer

Swastika Investmart Limited

“

Success is not the destination;  
it is the journey of countless  
efforts, resilience, and  
unwavering commitment.

Swastika's journey in FY 2022-  
23 has been a testament to our  
ability to turn dreams into  
reality and create a legacy of  
excellence.

”

# From the desk of CTO

Dear Stakeholders,

Jim Collins wrote in his book Good to Great - 'Technology accelerates any organisation's transformation.' The year 2022-23 was indeed a transformative year for Swastika and our Technology Team has been at the forefront of it.

## Trading Technology

We launched an upgraded version of our trading app - Justrade2.0 in Nov-22 & since then, our online transactions have increased by 50%! Now we have complete control over our customers' app usage behavior. By our constant user experience research & data analysis, we are able to deliver a simplified & hyper personalised trading experience. Our APIs are open to public and traders can build their own layers and algorithms on top of our technology.



## Jarvis

Our Customer Relationship Management (CRM) app - Jarvis, which we developed in-house, is transforming the way our team serves our customers. Owing to automated triggers and intelligent data access, our relationship team and Authorised Persons can now handle 5x more customers. After using the lead management features in Jarvis, our sales team has also become extremely efficient. We are going to unlock massive customer acquisition going forward.

## Cyber Security

As we grow, we will be subjected to newer cyber security threats. To stay ahead, we have engaged with 3 different cyber security consulting agencies. They continuously try to penetrate our systems to find out vulnerabilities & we always remain on our toes to mitigate all risks. Our technology team also enables us to make quick changes to comply with the ever changing regulatory environment.

In the last one year, we have nearly doubled our technology team. We operate like a Fintech Startup within Swastika. We experiment faster. Learn faster. Ship new features faster. Our entire technology is developed on a distributed microservices architecture meaning that we are ready for 10x growth. We are now adding more layers of data science to make our customers make better trading decisions. This is exactly what I had envisioned when I formulated our Technology Team 5 years ago. I'm super excited about what lies ahead. Onwards and upwards!

Thank You!

## Parth Nyati

Chief Technology Officer  
Swastika Investmart Limited

“

Our online transactions have increased by 50%!

”

# Gateway to High-tech Stock Trading

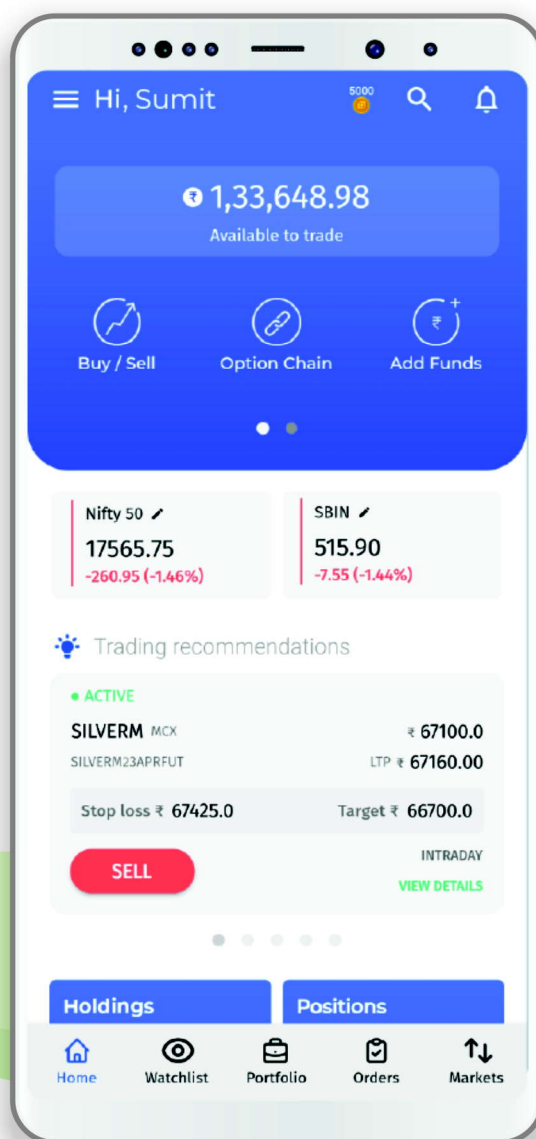
## JUSTRADE2.0

Real time order execution  
with trade confirmation

Set alert & Advance  
chart of stocks

Live news &  
recommendations

Inbuilt algo  
integration



User friendly  
configuration & tabs

Add fund &  
Withdraw fund securely

Advance search &  
customized market watch

Scan to Download





## Board's Report

**Dear Shareholders**  
**Swastika Investmart Limited**

Your Directors are pleased to present the 31<sup>st</sup> Annual Report on the business and operations of Swastika Investmart Limited along with Standalone and Consolidated Audited Financial Statements of Company for the financial year ended March 31, 2023.

### 1. State of Affairs and Financial Performance:

#### 1.1 Financial Highlights and Summary of Standalone and Consolidated Financial Statements

The standalone and consolidated financial statements of the Company for the financial year ended March 31, 2023, have been prepared in accordance with the Indian Accounting Standards (Ind AS) as notified by the Ministry of Corporate Affairs and as amended from time to time.

The performance highlights and summarized financial results of the Company are given below:

| Particulars   | (Amount in Lakhs except EPS)                 |  |  |  |
|---|--|--|--|--|
|   | Standalone                                   |  | Consolidated                                 |  |
|   | Year ended<br>31 <sup>st</sup> March<br>2023 | Year ended<br>31 <sup>st</sup> March<br>2022 | Year ended<br>31 <sup>st</sup> March<br>2023 | Year ended<br>31 <sup>st</sup> March<br>2022 |
|   |  |  |  |  |
| Total Income  | 8569.64                                      | 7715.10                                      | 8860.59                                      | 8319.40                                      |
| Total Expenditure   | 7771.02                                      | 6564.33                                      | 8024.45                                      | 6966.89                                      |
| <b>Profit/(Loss) before exceptional and extraordinary items &amp; tax</b> | <b>798.62</b>                                | <b>1150.77</b>                               | <b>836.14</b>                                | <b>1352.51</b>                               |
| Exceptional & Extraordinary Item  | 0.00   | 0.00   | 0.00   | 0.00   |
| <b>Profit/(Loss) before tax</b>   | <b>798.62</b>                                | <b>1150.77</b>                               | <b>836.14</b>                                | <b>1352.51</b>                               |
| Less : Provision for Tax  |  |  |  |  |
| Current Tax of current year   | 203.56                                       | 298.15                                       | 215.98                                       | 345.58                                       |
| Current Tax earlier year  | 1.35   | 1.70   | 5.43   | 4.26   |
| Deferred Tax  | (0.15)                                       | (4.98)                                       | (0.05)                                       | (4.34)                                       |
| <b>Profit/(Loss) after tax</b>  | <b>593.86</b>                                | <b>855.90</b>                                | <b>614.78</b>                                | <b>1007.01</b>                               |
| Other comprehensive Income (Net of Tax)                                   | (8.36)                                       | 237.20                                       | (8.36)                                       | 381.38                                       |
| <b>Total Comprehensive Income</b>   | <b>585.50</b>                                | <b>1093.10</b>                               | <b>606.42</b>                                | <b>1388.39</b>                               |
| Paid up Equity Share Capital  | 295.97                                       | 295.97                                       | 295.97                                       | 295.97                                       |
| Earnings per share (` 10/- each) Basic & Diluted (in `)                   | 20.06  | 28.92  | 20.77  | 34.02  |

#### 1.2 Operational and State of Company's Affairs

- On a standalone basis, your company has recorded revenue from operation of Rs. 8546.11 Lakhs for the financial year ended 31st March 2023 as against Rs. 7678.43 Lakhs in the previous year, reflecting an increase of 11.30%.
- The company reported standalone net profit before other comprehensive income of Rs. 593.86 lakhs as against previous year in which Company posted net profit before other comprehensive income of Rs. 855.90 Lakhs, reflecting the decrease of 30.61% due to increase in HR cost and booking of bad debts in Profit & Loss Account.
- On a consolidated basis, your company has recorded revenue from operation of Rs. 8833.53 Lakhs for the financial year ended 31st March 2023 as against Rs. 8278.76 Lakhs in the previous year, recording an increase of 6.70%.
- Your company reported consolidated net profit before other comprehensive income of Rs. 614.78 lakhs as against previous year in which Company posted net profit before other comprehensive income of Rs. 1007.01 Lakhs, reflecting the decrease of 38.95% due to increase in HR cost and booking of bad debts in Profit & Loss Account. The consolidated financials reflect the cumulative performances of Swastika Investmart Limited along with its wholly owned subsidiaries. Detailed description about the business carried out is contained in the Management Discussion and Analysis report.

### 1.3 Future Outlook

Our strategy to diversify our business model towards more sources of annual income is showing definite results. The annual nature of earnings in the new businesses like investment banking businesses and insurance broking business has brought in visibility of our earnings. Our businesses have stood strong in the volatile year of FY2022-23 while maintaining operating parameters. Our brand is now being recognized across each of our businesses. The opportunity size in all our business segments is still huge, and our businesses are well placed to benefit from the growth potential they offer.

### 1.4 Annual Return

Pursuant to Section 134(3) (a) of the Act, the draft annual return as on 31st March, 2023 prepared in accordance with Section 92(3) of the Act is made available on the website of your Company and can be assessed using the weblink

[https://www.swastika.co.in/Admin/InvestRelation/Form\\_MGT\\_7\\_Website\\_SIL\\_2023.pdf](https://www.swastika.co.in/Admin/InvestRelation/Form_MGT_7_Website_SIL_2023.pdf)

## 2. Number of Meetings of The Board, its Committees & AGM

The Board met 5 times during the FY 2022-23, the details of which are given in the Corporate Governance Report forming part of the Annual Report. The maximum interval between any two meetings did not exceed 120 days, as prescribed in the Companies Act, 2013 and the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Information on the Audit Committee, the Nomination and Remuneration Committee, and the Stakeholders Relationship Committee and meetings of those Committees held during the year is given in the Corporate Governance Report.

Further, Annual General Meeting of the Company for financial year 2021-22 was held on 26<sup>th</sup> July, 2022.

## 3. Dividend

Based on the Company's performance and keeping in mind the shareholders' interest the Board of Directors are pleased to recommend a final dividend of 20% i.e. Rs.2/- per Equity Share of face value Rs. 10/- each fully paid up aggregating to Rs. 59.19 lacs for the financial year 2022-23, subject to approval of the members in ensuing 31<sup>st</sup> Annual General Meeting.

### Amount Transferred to Investor Education and Protection Fund

Pursuant to applicable provisions of the Companies Act, 2013 read with the Investor Education and Protection Fund Authority (Accounting, Audit, Transfer and Refund) Rules, 2016 (Rules) as amended, all unpaid or unclaimed dividends are required to be transferred by the Company to the Investor Education and Protection Fund (IEPF) established by the Central Government, after completion of seven years from the date of transfer to Unpaid Dividend Account of the Company. Hence, during the Financial Year 2022-23 unpaid/unclaimed dividends of Rs.0.73 Lakhs relating to financial year ended 2014-15 were transferred to the Investor Education and Protection Fund.

Further, according to the Rules, the shares in respect of which dividend has not been paid or claimed by the shareholders for seven consecutive years or more shall also be transferred to IEPF Authority. Accordingly, during the financial year 2022-23, the Company has transferred 1600 equity shares related to dividend declared for financial year 2014-15 to account of IEPF Authority.

### Details of Nodal Officer

The Company has appointed Ms. Shikha Agrawal, Company Secretary as the Nodal Officer for the purpose of coordination with Investor Education and Protection Fund Authority. Details of the Nodal Officer are available on the website of the Company at

<https://www.swastika.co.in/Admin/InvestRelation/Details%20of%20Nodal%20Officer%20under%20Rule%207.pdf>.

## 4. Amounts transferred to Reserves

During the year under review, your Company has transferred Rs. 1000.00 lakhs to General Reserves out of the Profit available for appropriation.

## 5. Deposits

The Company has not accepted any deposits, within the meaning of Section 73 of the Companies Act, 2013, read with the Companies (Acceptance of Deposits) Rules, 2014 as amended from time to time.