



**Batlivala & Karani Securities India Pvt. Ltd.**

# Batlivala & Karani Securities India Pvt. Ltd.



- One of the oldest financial services groups in India, established in the 1880s
- Dealing only with Institutional and Corporate Clientele for
  - Institutional Equity Broking
  - Mutual Fund Distribution
  - Investment Banking
  - Private Equity
  - Insurance Broking
- B&K promoter is Mr. Manoj Murarka
  - 30+ years of experience in Indian and International Financial Markets
  - He has no other executive interests outside B&K
- Between 1993 and 1998, the B&K Equity broking business was run as a joint venture with HSBC and the Murarka family, with an amicable separation after

# Batlivala & Karani Securities India Pvt. Ltd.



- Since the separation from HSBC, B&K has established itself as India's Leading mid-cap brokerage, servicing almost all leading Foreign and Domestic Financial Institutions
- Team B&K is a 300+ member strong team of experienced professionals
- B&K is a member of India's Bombay and National Stock Exchange
- B&K Securities is a SEBI registered Category I Merchant Banker
- B&K also has Insurance Broking and FX Broking Affiliates
- B&K does not deal with retail investors, does not hold client money and does not run any principal positions
- A majority of clients reward B&K through commissions, but a significant minority pay for our research and do not use B&K for execution

# Institutional Equity Broking

- We are a research driven full-service broker dedicated to the needs of professional investors
- Offering professional, independent and unbiased research with an **unparalleled active coverage of over 315 listed companies**
  - Passive coverage of over another 150+ companies (listed and unlisted)
- Our coverage across sectors, which is twice that of our nearest competitor gives us an unparalleled ability to understand synergies and inter-sectoral linkages through sharing of information and views
- **Rated #1 for small and mid cap companies for the last 8 years!**
- Our team comprises of:
  - 65+ research analysts
  - 20+ sales representatives
  - 20+ dealers

# Institutional Equity Broking – Research

- Our research team comprises of over 65 analysts
  - Most of our analysts are MBAs from reputed institutions while some are CAs or international CFAs
  - Work-experience of lead analysts ranges from 7-8 years to 22-25 years in their sectors
- Going ahead we intend to raise our coverage to 350 companies in sectors such as Agrochemicals, Auto Ancillaries, Chemicals, NBFCs, Pharmaceuticals and Textiles
- We also offer “Passive Coverage” – keeping an eye on major developments in Companies which are not under full coverage but where there is known investor interest

# Institutional Equity Broking – Research

- B&K has a three pronged approach to research
- Corporate Governance and Disclosures
  - At B&K we firmly believe that clarity and transparency of a company's management is a key factor when it comes to evaluating small and mid cap companies in India
- Stability and Sustainability
  - A company's business model and financials are studied in great detail to allow us to better understand the company
  - Our teams regularly visit companies and interact with top management as well as various business/department heads, even on the ground staff to enhance their understanding and get the most accurate information
- Corporate Access
  - At B&K we believe in promoting client-corporate interaction through conferences, road shows, conference calls etc.

# Mutual Fund Advisory

- **Market leaders in Research backed advisory services to Institutional treasuries.**
- **Catering to over 450 Corporate**
  - Financial Institutions
  - Indian Corporate
  - Start-ups
  - Foreign Portfolio Managers
- **Over Rs. 12,000/- Crs. of assets under advise.**
- **Presence in Bangalore ,Delhi, Chennai, Coimbatore & Mumbai.**
- **Relationships Driven Approach:-**
  - Sole Advisor for many Corporate.
  - Average age of client relationship with B&K is 5 years & more
- **Winner of the Financial Advisor Awards**
- **Dynamic Team with Average Age of 30 years.**
- **Professional work atmosphere with Platform to learn on-the-job**

# Corporate Access Events

## Broking India To The World

- Look East
  - 7-10 Corporates, 3 Countries, 3 Days
  - Singapore, Hong Kong and/or Taiwan, Australia, Japan
- India Calling
  - 7-10 Corporates, 1 Day
  - London
- Corporate Days
  - Organised on a monthly/bimonthly basis
  - 5-6 Corporates from the same sector
- Regular international and domestic corporate road shows and conference calls





# Trinity India

## India's Largest Investor Conference

- Attended by over 230 Corporates
- Over 7000 investor-corporate meetings
- Unprecedented access into corporate India

# Research Reports

- B&K Research releases various types of reports on a regular basis
  - Initiating Coverage
  - Visit Notes
  - Result Notes
  - Company Updates
  - Sector Update
- Special Reports are released a few times a year
  - Rural Consumption Report (Twice Per Year)
  - Evergreen Report (Once Per Year)
  - Budget Report (Once Per Year)
- All our reports are delivered immediately to all our clients digitally at the of time of release (via email), subsequently hard copies are delivered to clients who have a preference for the same

# Work Environment & Ethos

- Flat hierarchy
- Largely informal & client-centric
- Colleagues treated as business partners
- Recognition based on pure performance
- We follow Open Door policy, any employee can approach the management easily

# What do we offer.....

## ● On The Work Front

- Platform to learn on-the-job
- Professional work atmosphere
- Exposure to top-notch fund managers/ investment gurus/corporate heads with minimum lead time
- Able guidance and appropriate mentoring (At a very early stage of one's career – an extremely rare experience)

# Job Profile – Equity Research

- Responsible for industry analysis, stock valuation, financial modeling, active interaction with top management advising institutional clients on investment opportunities and arranging for corporate access.
- Active coverage of companies in the Indian financial sector covering NBFCs.
- Keep a track of latest developments of the companies under coverage/sector and incorporate the same into our research publications.
- Financial modeling and report writing which includes previews, reviews, company updates, and sector updates.
- Attending analyst meets, conference calls and regular interactions with Top-Managements of coverage universe.
- Presenting investment thesis/ideas and conducting road-show of corporate for Institutional Clients.

# Job Profile – Mutual Fund Advisory

- Applicant is expected to have basic understanding of Indian Capital Markets i.e. **Equities, Fixed Income ,Economics** and Mutual Fund Industry.
- Applicant will be responsible for catering to Investment needs of various corporate and Financial Institutions.
- Institutional & Corporate Clients only.
- Strong Communication & Presentation Skills.
- Proficiency on Working in Excel and Other Reporting Tools.
- Locations available- Mumbai, Bangalore, Chennai.

## Recruitment Process

- Short Listing based on CVs followed by Group Discussions and Interviews
- Other Aspects - No specific age or background or Work Experience required (though relevant work experience will be added advantage)

## What are we looking for?

- Candidate with a good academic record
- Ability to work in a team
- Penchant for financial markets
- Appreciative of the explosive growth opportunities
- Willing to work hard and build a strong foundation



## Why B & K?

- One of the top 10 domestic broking houses in the country
- Well recognized for fundamental research and unbiased views with a high recall value
- Sound historical background
- Clear focus on business
- Able and experienced management team
- Transparent, high reliance on compliance with fair business practices
- Lastly for ***SCOPE!***



# Thank You

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