



*Trust & Commitment, Since 1903*



# **CORPORATE PRESENTATION**

## **A Brief Background**

- ULJK Group is now in its 5<sup>th</sup> family generation of serving the financial services community
- Based out of the Bombay Stock Exchange towers, we take pride in our 113 years old history of independent advice and efficient execution
- Mr Laldas Vora, late partner was the President of Bombay Stock Exchange for 9 years and was instrumental in overseeing the construction of the BSE Tower.
- We constantly strive to anticipate the rapidly changing environment and develop services to enable our clients to adapt and capitalize

## Our Business Lines:

### **ULJK FINANCIAL SERVICES PVT. LTD.**

- Equities (NSE), Derivatives (NSE)
- Institutional Research, PMS
- Investment Banking
- Real Estate Funding and Advisory Services
- Debt Restructuring
- Arbitrage

### **ULJK SECURITIES PVT. LTD.**

- Equities (BSE)
- Arbitrage

## **Institutional Trading:**

- Full-service trading capabilities through our expert team of Sales Traders.
- Efficient and effective execution capabilities, ability to handle complex trades.
- Complete confidentiality of trades.
- Supported by deeply incisive research from our Institutional Research Desk.
- Engagements in a healthy interaction with the Companies that we cover.
- Frequent meetings between the business leaders of these companies with the CIOs and Fund Managers of our Client companies through frequent Conference Calls, Management Meets and Road Shows.

***“Efficiency lies in doing better than what has been done before.  
Every time.”***

## **Institutional Research:**

- State-of-the-art Fundamental Research and Analysis of Indian Stocks.
- Our mission - unbiased analysis of true fundamentals that leads to sound investment decisions.
- 13 Sectors under coverage.
- Team of highly competent Equity Analysts produce reports that are exacting and impeccable.
- Our research cuts deep into the operational processes and financial disclosures, arriving at a fair valuation.
- Our two dictums –

## **Technical Research:**

- Each security is scrutinized through over 30 different technical parameters.
- Over 20 charts are created to make the study on each security as objective as possible
- Clients are consistently updated on these directional calls.
- The calls generated have maintained a strike ratio of ~75 %

## **Investment Banking:**

- In our quest to become a one stop shop for financial products and services, we have expanded our service bandwidth to include merchant banking.
- Besides managing capital issues, private placement of debt and equity instruments, mergers and acquisitions, divestitures, issuance of equity or debt capital, amalgamations and loan syndications, we also structure diverse private and public market transactions for corporate entities, financial institutions, trusts and more.
- The group's seasoned team of professionals provides companies with insightful information to help them maximize the value from the transaction.
- We advise on the best route towards raising capital and make our professional expertise work to scale up client synergies.

## **Real Estate Funding and Advisory Service:**

- ULJK's Real Estate group provides funding and advisory services to a range of organizations that buy, sell and develop land.
- These include land developers, commercial and retail property developers as well as hotels and infrastructure companies.
- The group has sector expertise in retail properties, hotels, shopping centers, office buildings, townships, industrial properties, multifamily properties and slum rehabilitation projects.
- The purpose of usage of funds can range from pure construction to cash outs for the various purposes including the purchase of floor space index (FSI) and/or transfer development rights (TDR).



## **Debt Restructuring:**

- ULJK's debt restructuring team endeavors to reorganize company's outstanding debt obligations when a corporate is having severe financial crisis.
- The reorganization of the outstanding obligations can be made by any one or more of the following ways:
  1. Increasing the tenure of the loan.
  2. Reducing the rate of interest.
  3. One time settlement.
  4. Conversion of debt into equity.
- Reorganization of outstanding debt obligations is done by introducing corporate to Private Equity, ARC's, Stressed Asset Funds.

## Mutual funds:

### **EQUITY MUTUAL FUNDS**

- **NFO Reports**
- **Recommending Best Performing Equity Schemes.**

### **LIQUID MUTUAL FUNDS**

- **Daily Analysis Reports**
- **Recommending Best Performing Liquid Schemes.**

## **PMS PORTFOLIO STRATEGY**

A very **aggressive positional portfolio** where we aim to deliver returns on sharp short term movements followed by aggressive profit booking. Meant for investors looking for **more aggressive returns over the more immediate term.**

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### **Portfolio Allocation**

Large Caps : 0% - 100%

Mid Caps : 0% - 70%

Small Caps : 0% - 30%

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### **Sector Allocation**

Maximum 50% in a sector & not more than 25% in a particular stock.

### **Investment Strategy**

- Invest in Companies / Sectors which promises growth opportunity at fair market value.
- Active reduction in exposure to Companies / Sectors leading to Profit Booking.
- Active asset allocation calls between Cash & Equity during negative Market sentiments.
- Active trading through Arbitrage, Derivative and using the technical trends to maximize return by ensuring timely entry and exit.

## Access

- Our corporate website [www.uljk.in](http://www.uljk.in)
- Our research reports are available on Thompson Reuters, Bloomberg and ULJK <GO>.
- On Bloomberg type MSG ULJK Group <GO>.

We have been in the markets long before a Bloomberg became the primary mode of communication. Hence, we still love getting or making a warm phone call. Do feel free to contact us anytime at +91 22 30284723



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# Thank You

**ULJK Financial Services Pvt Ltd (Member NSE)  
Corporate HQ and Registered Office  
1119/1120, 11th Floor, Stock Exchange Towers,  
Dalal Street, Fort,  
Mumbai – 400001. India.  
+91-22-2272 1687/1688**