

Business Plan and proposed Research Analyst services.

(As per Form A of SEBI RA Regulations, 2014)

1 – Introduction

K M Jain Stock Brokers Pvt Limited provides bespoke services to varied type of clients. Our client base is a mix of retail, institutional and HNIs along with Prop book being run by promoters. Trading and investment activities are spread-out across Equity and F&O segments of NSE/BSE and buttressed by in-house Depository services of CDSL.

We have had experience of Capital markets for more than 38 years upto now, which can be assessed from the progress timeline in chronological order given below:

5 Feb 1985 : Acquisition of BSE membership as Sole Proprietorship firm
3 Dec 1997 : Corporatization of Prop firm by the name of K M Jain Stock brokers Pvt Ltd
FY 2001 : Depository Participant under CDSL
1 Sep 2005 : NSE Membership
FY 2013 : Metropolitan Stock Exchange membership
FY 2022 : ARN obtained for Mutual Fund Distributor

As we have progressed from 1985, we realize that quality research for our domestic institutions, retail clients as well as for prop investments can help enhance our value as an organization

Hence, we have decided to apply for Research Analyst registration under SEBI.

We are compliant with all SEBI and Exchanges norms including voice recording system and CCTV fitted in dealing rooms.

A few facts and figures of our organization as on March 2023:

Trading Name: K M Jain Stock Brokers Pvt Ltd

Dealing & Correspondence (Head) office: 1306, Marathon Icon, off Ganpatrao Kadam Marg, Lower Parel West, Mumbai. 400013.

Registered office: 631, P J Towers, Dalal Street, Fort, Mumbai 400001

Disaster Recovery office: 814, P J Towers, Dalal Street, Fort, Mumbai 400001

Member: NSE CM & FO; BSE CM; Metropolitan Stock Exchange (Dormant)

Depository Participant: CDSL

Mutual Fund: Distributor under ARN # 249174

No of Employees: 14

No of Retail Clients: 1366 approx

2 – Proposed activities

Post registration with SEBI, we K M Jain Stock Brokers Pvt Ltd intend to offer following Research services to both retail and Institutional clients:

- Company specific Research Reports
- Industry specific research reports
- Economic Activity Reports
- Event based reports
- Technical study reports
- Mutual Fund investment reports
- Comments on forthcoming IPOs
- Fixed income products for Investments reports
- Any other type BFSI- 'Banking Financial Services and Insurance' report not covered above

Further, the above reports may be categorized as:

- Quantitative or Qualitative analysis or combination of both
- Fundamental or technical analysis or combination of both
- Facts or opinions or combination of both

Dissemination of any, some and/or all the above reports can be:

- Daily or
- Weekly or
- Monthly or
- Quarterly or
- Annually

The Research information can be dispensed through any of the following medium, subject to approval by or intimation to authorities, wherever required:

- Through our Own website : www.kmjpl.com or
- Through various social sites like whatsapp, facebook, instagram, you tube etc or
- Online via emails or
- Paper form

3 – Fees and charges

Institutional clients: We do not intend to earn from Institutional clients, as Equity research will form part of additional free services to be provided to them as long as we remain on their panel of brokers.

Retail clients: Charges to the clients may depend upon the type of service opted by them. For certain category of clients, the service offered may form a part of complimentary package, whereas for no-frill clients, charges may vary according to the decision taken by the management.

The tariff for daily, weekly and monthly reports will be decided by the top management and in line with current market trend.

4 – Target audience

Institutional clients: We will provide Financial, Economic, Equity, Technical, Mutual Fund and Event based Research reports to all our Institutional clients on non-chargeable basis. They can be disseminated on daily, weekly, Monthly, Quarterly or on Annual basis. Providing Research

Retail clients: We will provide Financial, Economic, Equity, Technical, Mutual Fund and Event based Research reports to all our Retail clients on chargeable or non-chargeable basis. They can be disseminated on daily, weekly, Monthly, Quarterly or on Annual basis depending upon the type of service opted by the client.

5 – Projected Profitability

Institutional clients: We do not intend to earn from Institutional clients, as it will form part of services to be rendered to be on their panel.

Retail clients: Charges to the clients may depend upon the type of service opted by them. For certain category of clients, the service offered may form a part of their package, whereas for no-frill clients, it may vary according to the decision taken by the management board.

Research services will not form part of our core business, as we are already SEBI registered Stock Broker of both BSE & NSE and Depository Participant of CDSL. Hence, we do not expect profitability from the set-up of research Department in short span of time. Majority of the clients will be offered this service complimentary,

6 – Means to achieve the targets

We do not wish to undertake any aggressive campaign to garner more clients. Our target clients are ‘domestic institutions’, for whom we would be providing complimentary in house services.

We will make use of advertising via social media platforms or paid search only when we have the desired cash flow from this activity and subject to approval from authorities.

7 – Other activities and Future Plans

Our future plans do include the following activities:

- To impart training to students and applicants desirous of learning Equity and Derivatives Research on chargeable basis
- Plan to have a blog or teach investors about stock market
- Future plans also include taking up Portfolio management Services at an opportune time
- Business expansion by opening up branches in other cities , when the cash flow from this activity turns robust