

JOSH

ISSUE 5 / JANUARY 24

A quarterly magazine by
Swastika Investmart Ltd.

**BUSINESS
UPDATES**

**EXPERT
INSIGHTS**

**TRADING MISTAKES
TO AVOID**

*Tips for successful
trade from CTO,
Mr. Parth Nyati*

**MANN KI
BAAT**

SWASTIKA'S SHARE SOARING HIGH

550+



www.swastika.co.in

FROM THE MD'S DESK

Friends, colleagues, and fellow dreamers,

As the year draws to a close, I find myself reflecting on the incredible journey we've shared. A journey paved with challenges, triumphs, and moments of collective pride that have etched themselves into the very fabric of *JOSH*. Today, I want to celebrate one such moment—a testament to the unwavering spirit of hard work and dedication that defines our company.

The recently concluded assembly elections in Rajasthan have presented us with a remarkable example of how hard work and dedication can lead to unprecedented success. The newly elected Chief Minister, a first-time MLA, embodies the spirit of perseverance and commitment. His journey serves as a testament to the fact that one's position or seniority should never limit their aspirations. Regardless of being a junior or a newcomer, the path to the highest echelons is open to those who are willing to invest the effort and demonstrate unwavering dedication.

In our own professional sphere, I have witnessed countless instances where individuals, irrespective of their initial roles, have risen to significant heights through sheer hard work, commitment, and a relentless pursuit of excellence. Let us draw inspiration from such stories and channel our energy into making every day an opportunity for growth and accomplishment.



In the coming year, let us carry this spirit with us. Let us face the challenges head-on, embrace opportunities with open arms, and never lose sight of the goals that set our hearts ablaze. Let us be the architects of our own destinies, the masters of our own success stories.

As we raise a toast to the dawning of a new year, I extend my heartfelt wishes to each and every one of you. May your paths be lined with happiness, your endeavors crowned with success, and your lives filled with the warmth of love and laughter.

Remember, the fire of ambition burns brightest within those who dare to believe. Let us continue to stoke that fire together and make the coming year a testament to the boundless potential of Josh.

Sunil Nyati

FOUNDER & MANAGING DIRECTOR

EDITORIAL



Dear Colleagues,

Welcome to the 5th edition of JOSH, your quarterly dose of inspiration, innovation, and community spirit. As we embark on this new issue, I urge you to take a moment to reflect on the incredible journey we've shared together. In just a short period, JOSH has blossomed into a vibrant platform for voices across Swastika.

This edition arrives at a critical juncture, marking five successful publications and paving the way for future growth. We've explored a plethora of thought-provoking topics, from the latest technological advancements impacting our industry to the inspiring stories of individuals who have made a difference in the lives of others. We've also laughed, learned, and sparked meaningful conversations that have left a lasting impact on our community.

As we look forward, it's important to remember the core values that have brought us to this point. These core values will continue to guide our journey as we strive to make JOSH even more dynamic, engaging, and relevant for every member of our community.

But JOSH is not just about us; **it's about you.** We invite you to actively participate in shaping the magazine's future. **Share your stories, ideas, and feedback with us.** Contribute your voice to the ongoing dialogue that makes JOSH such a valuable resource.

As we celebrate this milestone, let's remember the power of collective action and united voices. Together, we can continue to make JOSH a resounding success, a platform that inspires us, challenges us, and ultimately strengthens our community.

Thank you for being a part of JOSH. We look forward to growing together and making a positive impact.

Onwards and upwards!

Sagar Pandey
HEAD HR

WHAT'S NEW!

Launch of SWIFT

In response to the recent challenges, we are excited to introduce our latest innovation, "**SWIFT**" (**SINGLE WINDOW INTERFACE FOR TEAM**), a cutting-edge single-window HO contact center designed to streamline operations for our branches.

Gone are the days of chasing multiple departments for various issues. SWIFT centralizes all broking operational matters, including **KYC, DP, Delivery, Technology, IT, Admin, and Accounts**, into one dedicated desk. Branches can simply raise their concerns at this centralized point, and our proficient team will liaise with all relevant departments, ensuring swift and efficient resolution.

Currently, branches escalate a single problem to multiple departments, often unsure of each department's specific responsibility. This results in unnecessary communication and delays. With SWIFT, departments are shielded from direct exposure to branches and customers. They can now focus on operational tasks without the distraction of constant communication, thus enhancing overall efficiency.

Embrace SWIFT and empower your teams to navigate operational challenges seamlessly, fostering a more efficient and cohesive work environment.



Spot Bonus Program

Let us celebrate a momentous occasion—the recognition and appreciation of our outstanding members of our operations teams who have gone above and beyond the call of duty. **It is with great pleasure and pride that we introduce you to the spot bonus awardees!**

These exceptional individuals have consistently demonstrated a commitment to excellence, dedication, and a strong work ethic that sets a remarkable standard for all of us. Their hard work, innovation, and unwavering dedication to our organization's success have not gone unnoticed.

QUATER 2



GAME CHANGER

PAWAN PATIDAR
Software Developer,
Technology



GAME CHANGER

SHUBHAM SANKHLA
Executive,
Admin



GAME CHANGER

YOGESH ACHARYA
Sr. Software Developer,
Technology



GAME CHANGER

MOHIT GOYAL
Compliance Officer,
Investment Banking



DEDICATION

VIVEK DESHPANDE
Manager,
IT

QUATER 3



GAME CHANGER

VIJAY RATHORE
Sr. Software Developer,
Technology



DEDICATION

RAJKUMAR KIRAR
Data Analyst,
Operations



DEDICATION

SHIVAM SUMAN
Business Analyst,
Investment Banking



DEDICATION

DOLLY KUSHWAH
Sr. Executive,
KYC



DEDICATION

AMAN SONI
Executive,
KYC



DEDICATION

SAMRIDDI DUBEY
Assistant Manager,
Recruitment HR



DEDICATION

RAINA DOSI
Assistant Manager,
Accounts HO



DEDICATION

VIKRAM CHOUDHARY
Sr. Executive,
HR & MIS

WHAT'S NEW

Launching of new Wealth Bag Product



GO GREEN

Investing in green or renewable energy-related stocks. To ride the potential of green energy.

Performance (as of 12-Dec): **Up 21% in less than a month.**



AYUSHMAN

To create Investing in healthcare-related stocks. Idea to create wealth by investing in health.

Performance (as on 12-Dec): **Down 1% in 20 days.**



KUBER

Investing in banking and financial services-related stocks. Financials are the lifeline of the economy.

Performance (as of 12-Dec): **Up 5% in less than a month.**

Strategic Partnership Unleashes Growth Potential for Swastika

In a significant move, **Share India Group** has secured a **13% stake** in Swastika, driven by the impressive management, team, and exponential growth prospects of the latter. Wielding influence in the Algo Trading arena, Share India Group's expertise is set to redefine the landscape.

This collaboration brings a wealth of benefits for Swastika's clientele, who will now have seamless access to Share India's cutting-edge uTrade Algos, enhancing their trading experience. With the injection of funds, Swastika is poised to revolutionize its offerings. Aggressively expanding its services, the company will introduce **Margin Trading Facility (MTF)** and **Margin Pledging**, providing customers with advanced financial solutions.

The synergy between Share India Group and Swastika has not only strengthened the latter's market position but has also resulted in a notable surge in Swastika's valuation post the strategic investment by Share India Group. This alliance signifies a promising chapter in the growth story of both entities, setting the stage for innovative developments in the financial landscape.

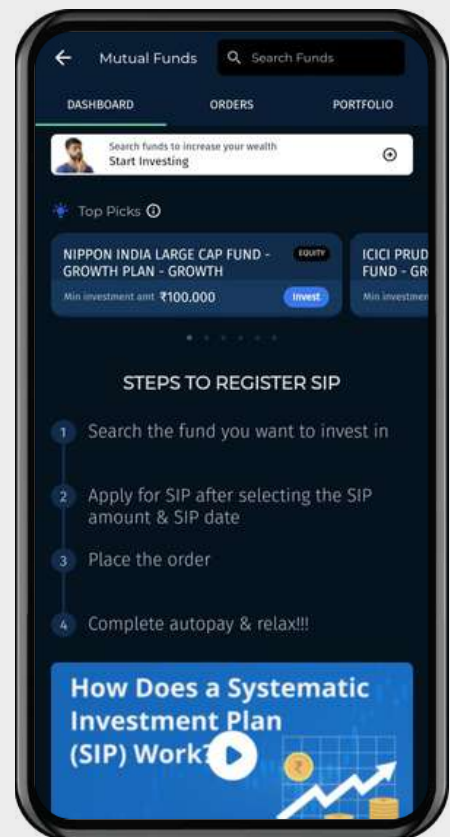
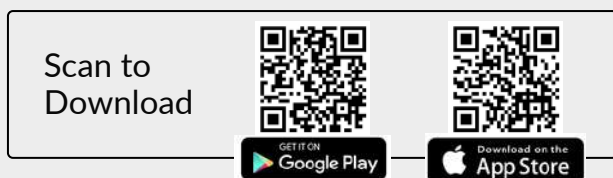


MUTUAL FUND

Mutual funds are now available on our in-house trading app!

This marks the beginning of **Phase 1 for Mutual Funds** integration. Customers can now effortlessly monitor their Mutual Fund portfolios and explore new investment opportunities aligned with their interests.

Our proprietary order management system for Mutual Funds has been introduced, promising continuous enhancement in subsequent phases. Simultaneously collaborating with five third-party vendors to meet our requirements demonstrates the dedicated efforts and time invested by our technology team.



People who made it possible



From left: Yogendra Solanki, Vaibhav Chimote, Devashish Nyati, Vivek Deshpande, Saloni Pareek, Varsha Sahu, Manan Gandhi, Yogesh Soni, Harshit Rungta, Hariharan Iyer, Sunil Tiwari and Rajat Jain.

WE WELCOME YOU!

This quarter, we are pleased to embrace valuable new members into the team.



VIPUL KUMAR SINGH

*Head,
Digital Marketing*

Mr. Vipul Kumar Singh has joined our team as the Head of Digital Marketing. Mr. Singh adds a plethora of knowledge and creativity to our digital approach with his more than 12 years of experience working for well-known companies like Cybage Software and BlurbPoint Media. His demonstrated ability to spearhead fruitful initiatives and promote brand expansion is a perfect fit with our dedication to quality. We are excited about Mr. Singh's ability to lead with energy and provide innovative ideas for our changing digital environment, which will help us grow as a company.



SANDEEP MITRA

*Sr. Manager,
B2B Partner Channel*

Mr. Sandeep Mitra joined our team as Senior Manager, Partner Channel (B2B). Sandeep brings with him a wealth of experience spanning over two decades from prestigious companies like Anand Rathi and Nirmal Bang Group. His accomplishments in business development and portfolio management are well aligned with our commitment to excellence. Without a doubt, Sandeep's skills and strategic sense will help us strengthen our partner relationship. As we continue to prosper in the ever-changing landscape of our industry, we look forward to his valuable contributions.



ABHISHEK GAUD

*Sr. Manager,
Customer Success*

Mr. Abhishek Gaud has joined our team as Senior Manager, Customer Success, bringing a wealth of experience from his 16-year tenure at esteemed organizations like Amazon and Revolt. Abhishek's proven track record of fostering client satisfaction and driving success aligns seamlessly with our commitment to delivering unparalleled service. His strategic insights and innovative approach will undoubtedly elevate our customer engagement initiatives. As we embark on this exciting journey together, we look forward to leveraging Abhishek's expertise to further enhance the customer experience and solidify our position as a leader in the industry.

PROMOTIONS

Your Growth is Our Growth



SANTOSH MEENA
*Head of
Research*



PRAVESH GOUR
*Assistant Manager,
Research*



UMASHANKAR VASUDEV
*Branch Manager,
Marketing, Zone-2*



ANUBHUTI MISHRA
*Research Analyst &
Financial Content Creator*



SHAKIL KHAN
*Software Developer I,
Technology*



YASH SULANIYA
*Sr. Executive,
KYC*

CELEBRATING INTERNAL GROWTH (IJP)

MEET OUR NEWLY APPOINTED QUALITY ANALYSTS!

With immense pleasure, we announce the success of our Internal Job Promotion (IJP) program with the appointment of two exceptional individuals to the role of Quality Analyst in the Technology Team. At Swastika, we take pride in recognizing and nurturing the talent within our organization, and these appointments exemplify our commitment to fostering internal growth.



HONEY SINGH BHATIA

With a proven track record of dedication and excellence in his previous role as KYC executive, Honey brings a wealth of experience to his new position as a quality analyst.

His understanding of our technology landscape, coupled with a commitment to maintaining the highest standards, positions him as a valuable asset to our quality team.



UNNATI PARIHAR

Demonstrating outstanding proficiency in her previous role as Relationship Manager, Revenue, Unnati emerges as a natural fit for the Quality Analyst position.

Her keen attention to detail and analytical mind-set align perfectly with the demands of ensuring the quality of our technological solutions. We are confident that Unnati will contribute significantly to maintaining and enhancing our product quality standards.

Join us in congratulating Honey and Unnati on their well-deserved promotions. Their success not only reflects their individual accomplishments but also underscores Swastika's commitment to cultivating a culture of internal development and recognizing the exceptional talent within our organization. We look forward to witnessing their continued growth and contributions in their new roles.

5 TRADING MISTAKES TO AVOID

In my journey through the stock market, I've observed numerous mistakes that traders make, leading to significant losses.

The following are the five common mistakes and recommendations for avoiding them for long-term success.

Parth Nyati

Chief Technology Officer



1

CHASING TIPS WITHOUT RESEARCH

Often, traders follow stock tips without conducting thorough research. It's crucial to understand that tips might not be well-researched, and by the time you receive them, the market dynamics might have changed.

Recommendation: Actively trade, conduct fundamental and technical analysis, and invest based on your understanding.

2

IMPATIENCE AND EMOTIONAL TRADING

Emotional decisions during active trading can lead to losses. For instance, holding onto a losing position in the hope of a rebound or booking profits too early can hinder overall success.

Recommendation: Practice disciplined trading, set stop-loss orders, and have a fixed percentage for profit and loss targets.

3

OVERCOMMITTING TO A SINGLE STOCK

Investing your entire capital in a single stock can result in substantial losses if the market moves unfavorably.

Recommendation: Practice position sizing, allocating a fixed percentage (e.g., 2%) of your total capital to a single trade, to manage risk effectively.

4

OVERTRADING AND OVERCONFIDENCE

A common mistake is the excitement after a small profit, leading to overtrading and overconfidence. This behavior often results in significant losses.

Recommendation: Stick to predetermined percentages, avoid overtrading, and trade within your capacity to ensure long-term sustainability.

5

RISKY OPTIONS TRADING

Options trading is inherently risky, and without a proper strategy, traders may face substantial losses. Understanding options, learning strategies, and executing trades cautiously is essential.

Recommendation: Treat options as financial instruments, develop strategies, and execute trades with a well-thought-out plan.

The stock market is a dynamic environment, and success requires a disciplined and informed approach. Avoiding common mistakes, conducting thorough research, and adopting a strategic mindset are key elements for sustained profitability. Remember, mistakes provide valuable lessons, and with dedication, you can navigate the complexities of the stock market successfully.

Check out the video that has been watched by millions of people on YouTube. Scan the QR.



EXPERT *INSIGHTS*

1. HOW DO YOU APPROACH DEVELOPING AND IMPLEMENTING STRATEGIC INITIATIVES WITHIN AN INVESTMENT BANKING CONTEXT?

Implementation of the strategy requires a detailed and well-coordinated plan, including the allocation of resources and the establishment of appropriate performance metrics. Effective communication and collaboration across all levels of the organization are also critical to success, with a strong focus on execution and follow-through.

I believe in participative leadership style and working closely with team on implementing any policy, initiative or any assignment. With past experience of working at entry level analyst of my career, I understand the team perspective with the sense of ownership and accordingly take the right decision which is win-win for all.

2. CAN YOU PROVIDE AN OVERVIEW OF YOUR EXPERIENCE IN INVESTMENT BANKING AND HOW IT HAS PREPARED YOU FOR THE ROLE OF DEPUTY GENERAL MANAGER?

Investment banking is highly dynamic segment in nature, daily new proposals of different industries are received by us. Therefore, to prepare for new challenges I keep all my six senses open to always learn new subjects. Apart from all I take mentorship guidance from senior management of Swastika Investmart Ltd. to eliminate slipups and increase the chance of project success.

Also, to keep myself abreast on core technical knowledge, I pursued and cleared Merchant banking certification from NISM. Furthermore, throughout the progress it is important to remain agile and responsive to feedback and new information, and to continually assess and adjust the strategy as needed to ensure that it remains relevant and effective.

3. CAN YOU DISCUSS A SITUATION WHERE YOU HAD TO MAKE A STRATEGIC DECISION THAT SIGNIFICANTLY IMPACTED THE SUCCESS OF A PROJECT OR THE OVERALL BUSINESS?

We recently got a Startup named Tessact Pvt. Ltd. funded from a venture capital institution. In that I researched on Software industry deals for valuation reference and understood business model & potential growth probabilities of Tessact in detail. Based on the research, we took the assignment and also decided a valuation that was better than the expectations of the client.

Client was happy with our service and belief that we had on them. I took the decision based on '**anekant concept of 360 degree view analysis**' and hence project was successfully implemented.



4. HOW DO YOU APPROACH COMPANY ANALYSIS AND FORECASTING WHEN EVALUATING POTENTIAL LEADS FOR IPO OR EQUITY FUNDING?

When evaluating potential leads for IPO or equity funding, it is important to conduct a thorough analysis of the company's revenue and profit growth, cash flow, debt levels, and competitive landscape. We follow **'top-down approach'** where we consider macroeconomic factors that may impact the company, such as changes in product pricing, interest rates or consumer trends.

Further, we analysis on a combination of quantitative and qualitative methods. This may involve **analyzing financial statements and ratios, conducting market research, and interviewing company management**. It is also important to consider potential risks and challenges facing the company, such as regulatory changes or unexpected shifts in consumer behavior. This information can be used to take informed strategic decision-making.

5. HOW DO YOU ENSURE COMPLIANCE WITH RELEVANT FINANCIAL REGULATIONS AND INDUSTRY STANDARDS IN YOUR ROLE?

Ensuring compliance with financial regulations and industry standards is crucial in any financial role, in accordance with the Indian stock exchange & Securities and Exchange Board of India (SEBI) regulations. As a professional in this field, there are several ways to ensure compliance:

Firstly, one must stay up-to-date with the latest regulatory developments and changes in the industry standards. This can be achieved by keeping abreast with current affairs, reading newspapers, subscribing to newsletters.

Secondly, it is important to implement internal controls and procedures that align with the regulatory requirements and industry standards.

Thirdly, professionals in the financial industry should maintain a high level of transparency and ethical behaviour in their operations with adhering to strict codes of conduct.

Insights shared by

Amit Pamnani

Deputy General Manager,
Investment Banking

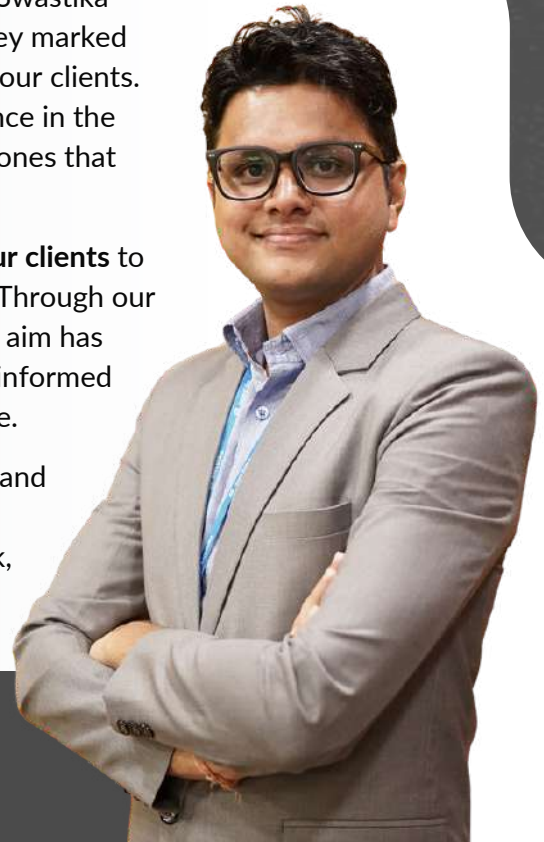


MANN KI BAAT

As we commemorate another year of growth and success, Swastika Investmart Limited takes pride in reflecting upon our journey marked by innovation, dedication, and unwavering commitment to our clients. Over the past four years, we have forged a path of excellence in the financial industry, setting benchmarks and achieving milestones that define our remarkable story.

At Swastika Investmart Limited, I believe in **empowering our clients** to navigate the complex financial landscape with confidence. Through our steadfast dedication to providing unparalleled services, our aim has always been to assist individuals and businesses in making informed investment decisions, thereby securing their financial future.

Our success lies in the synergy between our valued clients and our proficient team of professionals. As General Manager, I have been instrumental in fostering a culture of teamwork, innovation, and integrity.



Abhishek Kumar

General Manager, Marketing



It's been a great pleasure to work and grow with Swastika for the last 16 years. Inspired by its ethos **सर्वे भवन्तु धनिनः** and by following the core values of the organization we are continuously trying to serve the best to our customers with our technology driven products and services.

The past 10 years also witnessed the tremendous growth story of Swastika Investmart Ltd. where the company pioneered a successful business model in stock broking industry, build rewarding relationships with clients, introduce innovative products and develop valuable partnerships across multiple stakeholders.

While we look back at Swastika's 31 years of journey of providing financial services it always acts as a motivator for bigger and better achievements in future

Deepesh Verma

Assistant General Manager, Operations

EVENTS AT A *GLANCE*



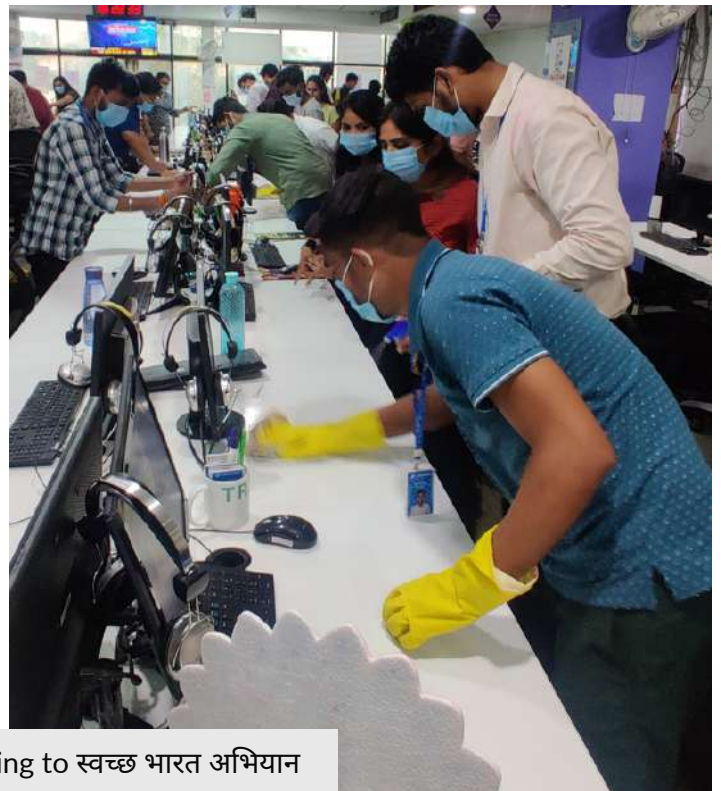
Awarded by BSE: Swastika has contributed to over 150 Million Contracts Traded on Expiry Day on BSE



Launching of Mutual Fund



A seminar on financial freedom by Head of Research, Santosh Meena



Cleanliness Drive contributing to स्वच्छ भारत अभियान

EVENTS AT A *GLANCE*



Movie Outing



Inauguration of new office at HO



Diwali puja and celebration



Raasullas Garba Night at Swastika



खुदा ने मेरी मोहब्बत
और IPO बाजार की कहानी
एक ही श्याही से लिखी है
हर बार 'I am committed' और
'not allotted' की लाइन ही दिखी है।
इतने rejection के बाद भी,
मैं हर बार कोशिश करने फिर गया
गलती से कभी किसी ने भाव दिया भी
तो उसका भाव ही गिर गया
कोई जुगाड़, कोई पूजा या कोई हवन बता दो
जिससे मेरा काम हो जाए।
'I am committed' और 'IPO allotted'
मेरा भी status हो जाए।

- संतोष मीणा



विरहित दिल

अकेला हूँ इस संसार में,
तलाशता हूँ उस इंतजार में, जो कहीं है यहाँ।

कभी था मेरा साथ, जो बदला समय के साथ,
तकदीर ने छीना मुझसे, सपनों का वही साथ।

बीते लम्हों की तस्वीरें, बसी हैं यादों में,
दिल के करीब थे हम, अब दूर हैं ख्वाबों में।

रातें हैं सुनसान, छाई है ये तन्हाई,
खोजता हूँ उस एक चेहरे को, जो बदल दे मेरी कहानी।

मोहब्बत की राहों में, खो गया हूँ खुद से,
अपनी धड़कनों की तालाश में, जो खो गई है आजकल।

बीते लम्हों की आहटें, सुनता हूँ रात भर,
वो आँसू छुपा कर, मुस्कराता हूँ दिन भर।

ख्वाबों की दुनिया में, मैं हूँ अकेला,
मगर दिल की गहराईयों में, छुपा है एक अजीब सा मेला।

बीती ज़िंदगी की कहानी, बसी है ख्वाबों में,
अब बस एक इंतजार है, उस नए सवेरे का,
जो आएगा मेरे दिल के करीब, मेरे संसार में।

- सागर पांडे



॥ सफलता ॥

सफलता की लो के खातिर
अंधियारे बादल चीर डालू
मैं अँधेरा क्यों पालू ॥

हताशा की बेड़िया थी
बोझ से साहस टूट रहा
उस साहस को जूटा
नई इबारत लिख डालू
मैं अँधेरा क्यों पालू ॥

उम्मीदों के सागर में
गहराई में गोता लगा
सफलता का मोती निकाल
अपना परचम लहराउ
मैं अँधेरा क्यों पालू ॥

रास्ता कठिन है मगर
चुनौतियों को पार कर
सिंह सी दहाड कर
अपनी जीत में सुनाउ
मैं अँधेरा क्यों पालू ॥

बोलते सब रह गये
ना सुनना मेरा चुनाव था
खुद को निडर अडिग बना
अपनी राह में लिख डालू
मैं अँधेरा क्यों पालू ॥

- जेहा वैषणव



विरह वेदना

आई हू तेरे शहर आज पहली बार
अजनवी लोग यहां
अजनवी है यार
बैठी थी अशकों को छुपाए
वर्षों से देखा है तुम्हे
हो आशु धार बह गए

तुमसे ना कोई अब
मेरी अभिलाषा रह गई
तम्मनाए भी मेरी अब
अधूरी ही रह गई
मिलने नहीं आते हो
क्या मजबूरी हो गई
साथी मेरे हमसे क्यो
इतनी दूरी हो गई

ये अशक है जो
साथ मेरे साथ रहने दो
क्यो तेरी मेरी अधूरी
कहानी ही रह गई
होता है जब जिक्र तेरा
किसी हाल में
बरस जाते है ये नैन
मेरे तेरे आस में

- शिवानी सिंह परिहार



आँख में पानी रखो होंटों पे चिंगारी रखो

ज़िंदा रहना है तो तरकीबें बहुत सारी रखो
राह के पत्थर से बढ़ कर कुछ नहीं है
मंज़िलें रास्ते आवाज़ देते हैं।
सफ़र जारी रखो एक ही नदी के हैं,
ये दो किनारे दोस्तो दोस्ताना ज़िंदगी से
मौत से यारी रखो, आते जाते पल
ये कहते हैं हमारे कान में
कूच का ऐलान होने को है तैयारी रखो।
ये ज़रूरी है कि आँखों का
भरम क़ायम रहे,
नींद रखो या न रखो
ख्वाब मे यारी रखो।

- मनमोहन शर्मा



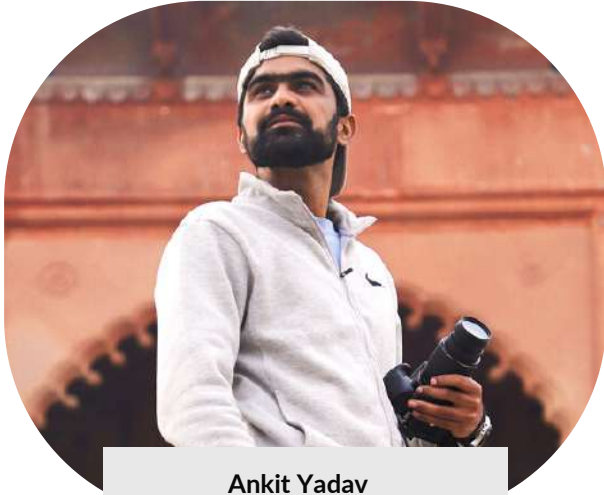
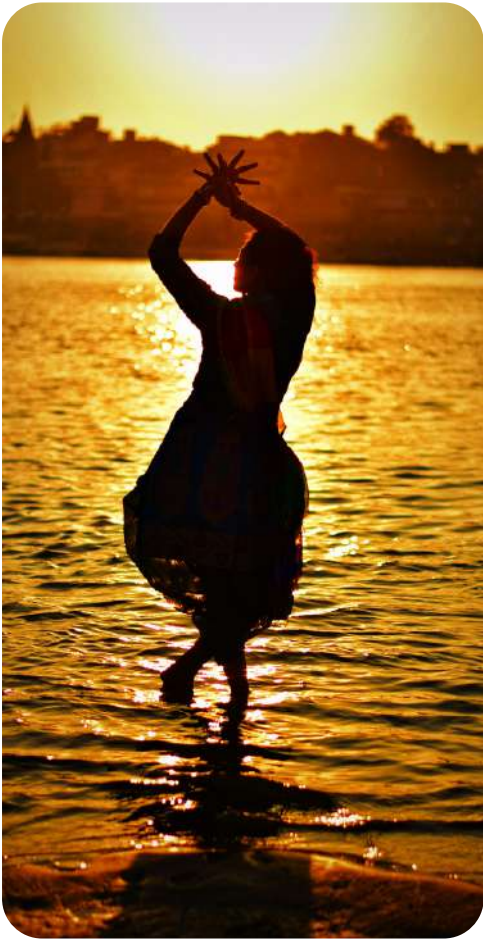
ये जो आंखें हैं आँखो ही आँखो में कुछ कहती है जाहिर है ये नाराज़गी करती है... खुशियां ये मानती है... गुस्से में नहीं मिलती एक दूजे से... मुस्कुराहट में छलकती है... प्यार भी इन्ही से जाहिर होता... तक़ार भी यही करती है... यही आँखों की गुफ्तगु है... जो आखिरी तक चलती है

- प्रदीप राठौर



POETRY

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AND THE HAPPINESS CONTINUES...

JOSH

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