

SHARE INDIA SECURITIES LIMITED

Earnings Presentation
Q4 & FY22



We Create Endless Possibilities
www.shareindia.com

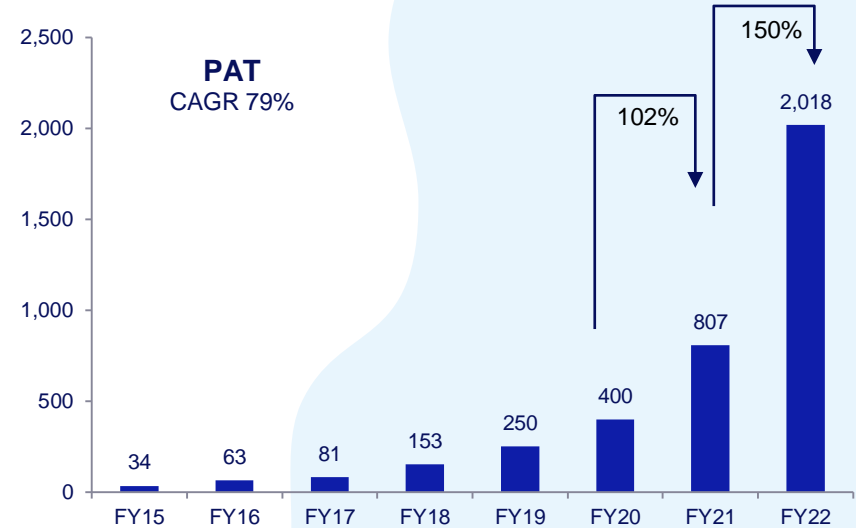
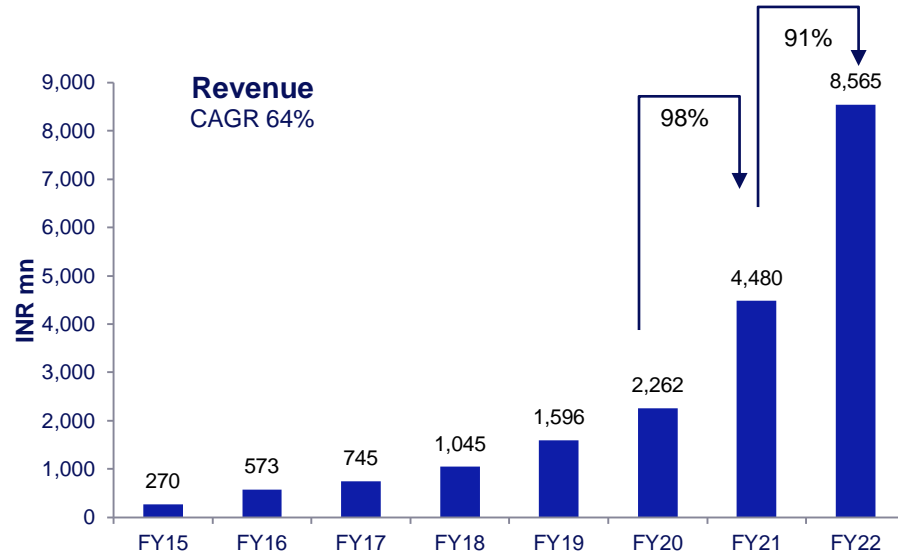
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Share India: Delivers another ~100% growth year



- SISL continues scale new highs while maintaining its track record of near 100% growth rate yoy
- FY22 has been one of best year till date where all business metrics have delivered robust growth
- SISL is focused on profitable and sustainable growth with technology at its core

*The company has adopted IND-AS during FY20, on account of which there has been revision in figures for earlier years.

**The company has re-grouped/re-classified certain cost/non operating items as adj. revenue/operating items during FY21 given changing business dynamics.

Consistent focus on Shareholder's return

We have consistently delivered over

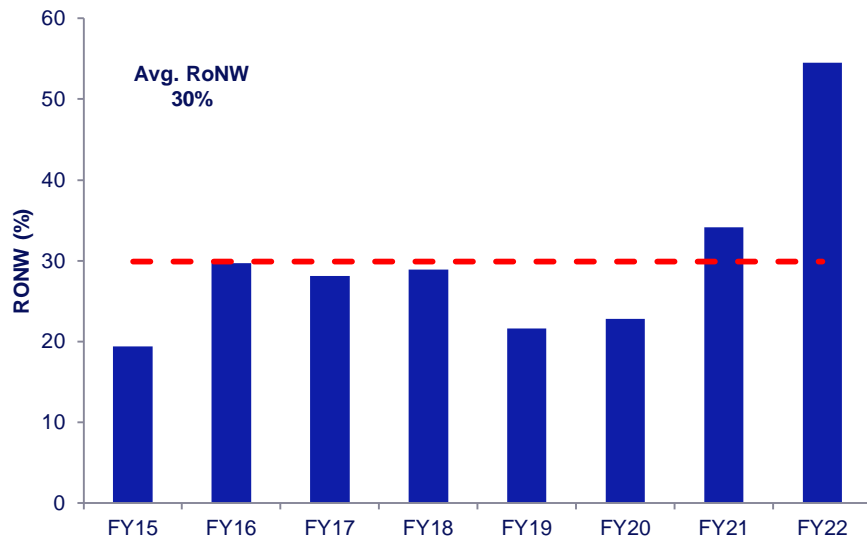
30%+

average **Return on Equity** over the last 7 years

We have consistently focused on improving efficiency

880bps

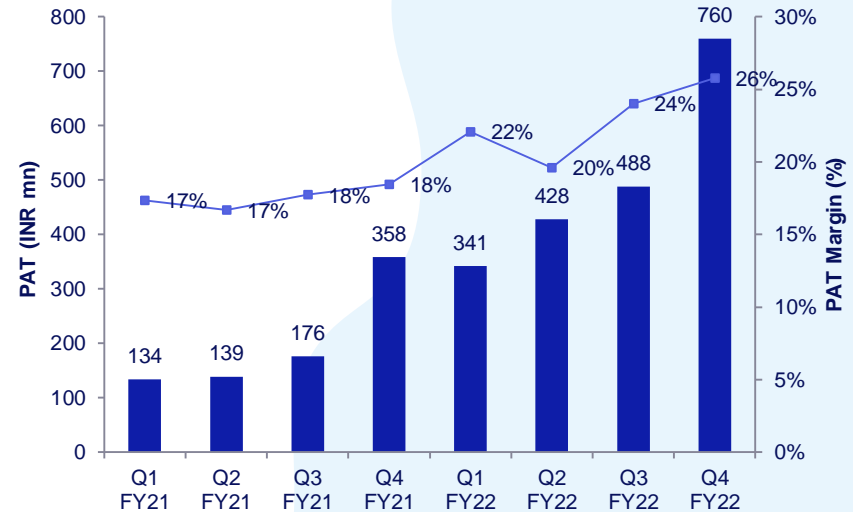
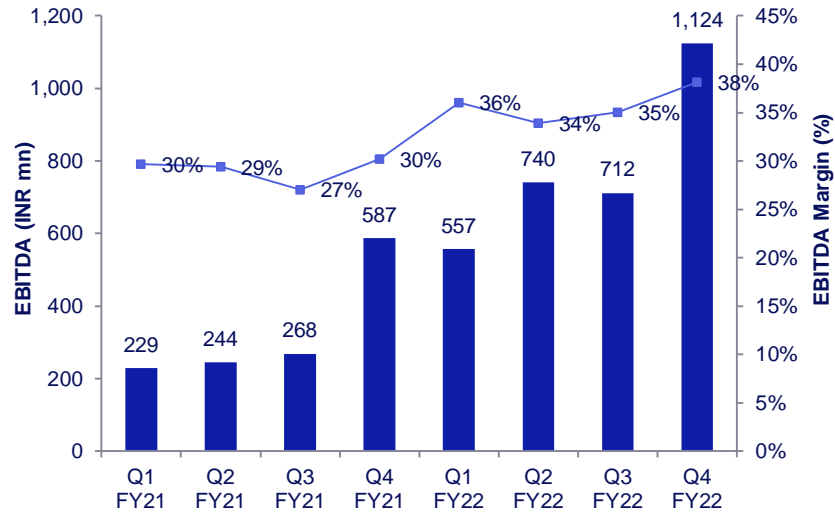
Improvement in **PAT margin** over the last 5 years



	FY18	FY19	FY20	FY21	FY22
Restated Basic and Diluted EPS*	6.29	7.65	12.81	25.31	63.26
EBITDA Margin (%)	28.6	32.7	31.9	29.3	36.0
PAT Margin (%)	14.4	15.5	17.5	17.8	23.2

*The company has adopted IND-AS during FY20, on account of which there has been revision in figures for earlier years. Due to this other equity was re-classified higher in FY19/20 and hence ROE appears lower

Technology improving efficiency



- Profitability/ Efficiency has seen significant improvement in last 8 quarters due to focus on back end technology
- PAT Margin for Q4FY22 is highest ever margin reported by company
- Profitability should stabilize at current levels

Share India: Snapshot



We Are A Fast Growing **Financial Services Conglomerate** – Continuously strengthening Tech Capabilities



Standalone Business



Business in Subsidiaries



Tech capabilities

Algowire Trading Technologies Pvt. Ltd.
uTrade Solutions Pvt. Ltd.

Insurance Broking

Share India Insurance Brokers Private Limited

Equity Broking

Share India Securities (IFSC) Private Limited

NBFC

Share India Fincap Private Limited

Equity Broking

Total Commodities (India) Private Limited

Equity Trading (Global Market)

Share India Global PTE
Total Securities Overseas Ltd

Investment Banking

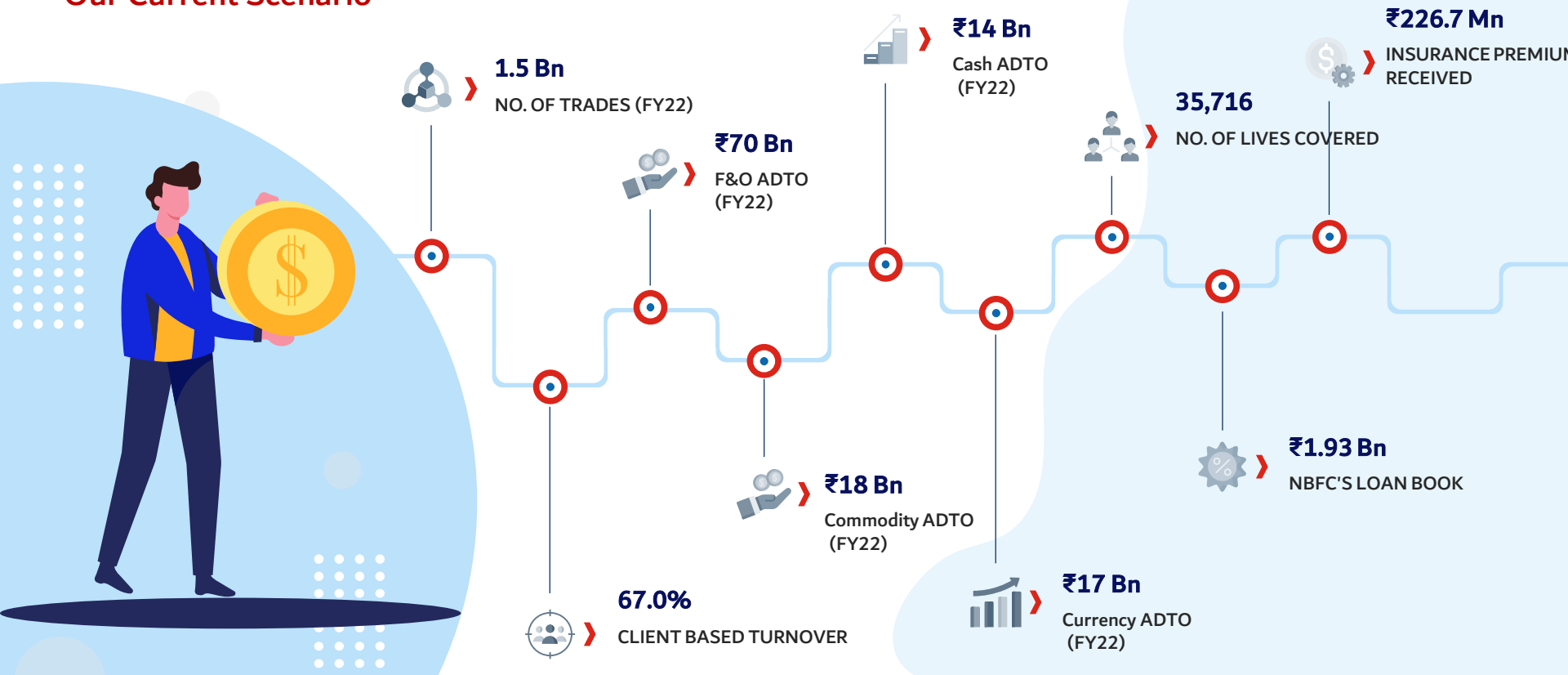
Share India Capital Services Private Limited

Equity Broking

Total Securities (IFSC) Private Limited

Where We Are Now

Our Current Scenario



Continuously increasing ADTO

with diversification across Ultra HNI's and Institutions

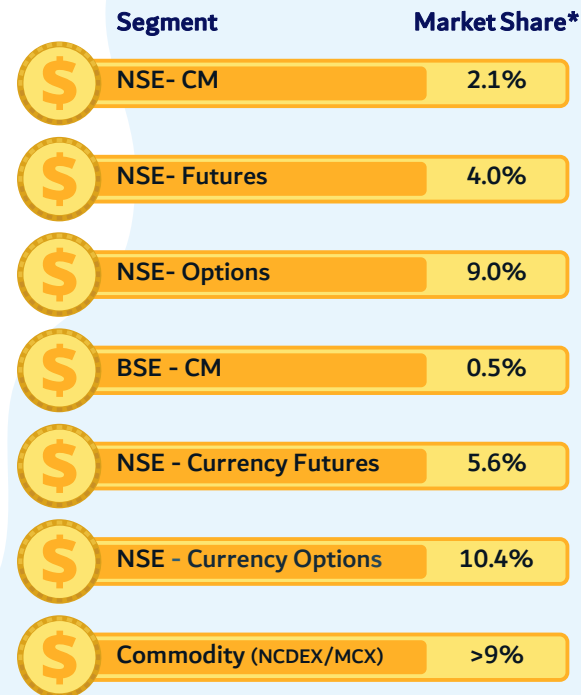
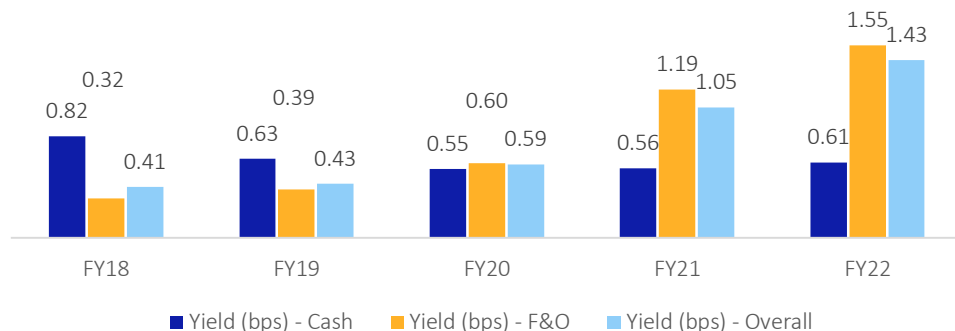
Broking: ADTO

INR bn	Cash	F&O*	Commodity	Currency	Overall
Q1FY20	8	27	4	5	44
Q2FY20	9	32	4	7	52
Q3FY20	10	29	5	7	51
Q4FY20	10	34	6	8	58
Q1FY21	13	35	5	7	61
Q2FY21	14	39	11	11	75
Q3FY21	13	44	14	13	85
Q4FY21	15	57	20	11	103
Q1FY22	15	50	20	10	94
Q2FY22	15	58	17	12	102
Q3FY22	15	76	16	21	128
Q4FY22	13	98	18	27	155

* F&O turnover only includes option premium turnover

Retaining Our **Strong Market Share** In One Of Fastest Growing Derivative Market

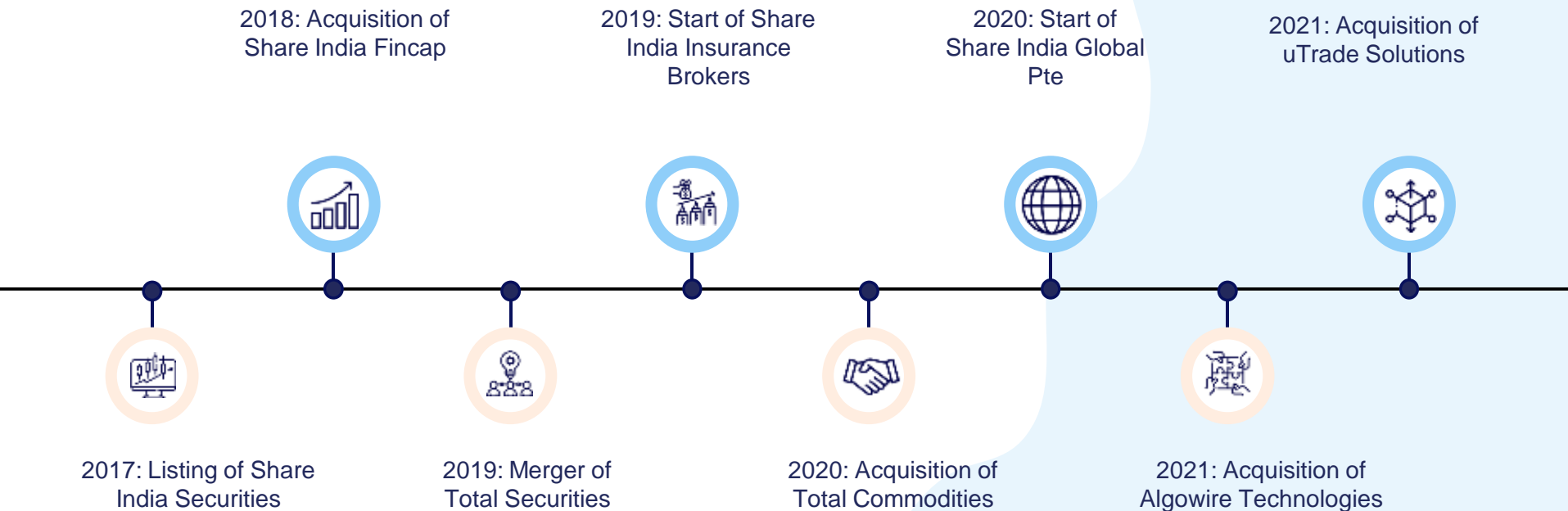
Brokerage Yields (BPS)



* Market Share as on Mar'22

Fostering Growth Via Efficient Inorganic Route

And unique positioning to capture major market share



Competitive Advantage

01 Deep Technology Expertise

10 years of proven algo trading and development experience in capital markets. AI & ML led full stack trading technology systems with intelligent terminals, risk management and HFT engines. Acquisition of Algowire and uTrade strengthens our technology stack.

02 Cost Advantage

Owing to our large scale of operations, we are able to minimize operational costs and pass on the benefits to clients. This makes a preferred partner for trading desks.

03 Large Capital Pool

Share India's net worth stands over INR 4.5 bn, enabling access to a large capital pool and reduces credit risks for institutional clients.

Key Highlights

01 Retail Platform: Phase 1 Beta launched

Launched Phase 1 Beta. Current platform will enable clients to smartly trade derivative instruments in seamless manner. Full fledged product expected by Q4 FY23.

02 Total Commodities: Registered as stock broker

Wholly owned subsidiary received membership of NSE and BSE. This will strengthen working capital for the company

03 Acquisition of uTrade and Algowire complete

Share India successfully completed acquisition of uTrade Solutions and Algowire Technologies which strengthens back-end tech stack for the company.



FY 22 : Highlights

Q4 FY 22 – Consolidated Performance

₹2,948Mn

TOTAL REVENUE



52% YoY

₹1,124 Mn

TOTAL EBITDA



92% YoY

₹760 Mn

TOTAL PAT



112% YoY

25.8%

PAT MARGIN*



736bps YoY

₹23.83

EPS



112% YoY

38.1%

EBITDA MARGIN*



794bps YoY

* incl. Other Income

FY 22 – Consolidated Performance

₹8,710Mn

TOTAL REVENUE



92% YoY

₹3,133 Mn

TOTAL EBITDA



136% YoY

₹2,018 Mn

TOTAL PAT



150% YoY

23.2%

PAT MARGIN*



879bps YoY

₹63.26

EPS



150% YoY

36.0%

EBITDA MARGIN*



737bps YoY

* incl. Other Income

Consolidated P&L Statement

Particulars (Rs. in Mn)	Quarter Ended			Year Ended	
	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY 21
Revenue from Operations	2,929.39	2,010.01	1,914.91	8,564.95	4,479.54
Expenditure	1,824.19	1,321.14	1,356.77	5,576.89	3,209.84
Operating Profit	1,105.20	688.88	558.14	2,988.06	1,269.71
Operating Profit Margin %	37.73%	34.27%	29.15%	34.89%	28.34%
Other Income	18.85	22.92	28.57	145.19	58.59
Depreciation	34.42	22.51	13.75	92.47	44.41
EBIT	1,089.65	689.29	572.96	3,040.78	1,283.90
Interest	84.21	56.93	114.01	316.34	249.60
Exceptional Items	-	-	-	-69.95	-
PBT	1,005.44	632.37	458.96	2,654.50	1,034.29
Tax	-245.01	-144.22	-100.63	-636.50	-227.39
PAT	760.44	488.15	358.33	2,018.00	806.91
Profit/Loss from Associate	-0.20	0.14	-0.14	0.38	0.61
Net Profit	760.24	488.29	358.19	2,018.38	807.51
Net Profit (%)	25.95%	24.29%	18.71%	23.57%	18.03%



Our Vision

Future Plans



Retail Expansion

Share India is investing heavily in its backend infrastructure and will roll out lot of new industry leading products for retail.



Return on Equity

Maintain high return ratios by efficient re-investment of free cash flow. SISL intends to maintain return ratios in 20-25% range on incremental capital.



Algo Trading Penetration

Share India envisions to democratize algo trading which has been its specialization



Fostering growth via Start-ups/Tie-ups

Broking business is in a consolidation phase. SISL by virtue of its size becomes a partner of choice for technology and traditional partners alike.



International Expansion

Enter into trading segment of new geographies by wholly owned subsidiary company based in Singapore



Our Strong and Experienced Management Team:



Parveen Gupta
Chairman - Managing Director

Experience-28 years



Kamlesh Shah
Managing Director

Experience-27 years



Sachin Gupta
CEO & Whole-Time Director

Experience-18 years



Vijay Vora
Whole-Time Director

Experience-31 years



Rajesh Gupta
Non-Executive Promoter Director

Experience-25 years



Suresh Arora
Whole-Time Director

Experience-29 years



Vijay Rana
Chief Financial Officer

Experience-30 years



Vikas Aggarwal
Company Secretary & Compliance Officer

Experience-19 years



Abhinav Gupta
President - Capital Markets

Experience 11 Years



Kunal Nandwani
CEO & MD
uTrade Solutions

Experience 17 Years



Bhavya Arnav
CEO & MD Algowire Technologies

Experience 14 Years



Ajay Patel
CEO Insurance Broking

Experience 23 Years

THANK YOU



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