

SHARE INDIA SECURITIES LIMITED

Earnings Presentation
Q1 FY22

Fulfilling Commitment of
Growth, Diversification,
Sustainability and Consistency



We Create Endless Possibilities
www.shareindia.com

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Share India: Snapshot



Hybrid Business Model Complemented by AI and Machine Learning Technology



Broking In Equity, F&O, Currency And Commodity Segment



Algo/ Strategy based Trading Platform



Wealth Management
(Mutual Funds And PMS)



Business Segments



Merchant Banking



NBFC



Insurance Broking


We Are A Fast Growing Financial Services Conglomerate Meeting The Customers Financial Needs





Standalone Business





Business in Wholly Owned Subsidiaries

 Broking in Equity, F&O and Currency segment

 Algo Platform

 Mutual Funds distribution

 Portfolio Manager

 Depository Participant



Leveraging Our Robust Proprietary Automated Trading Strategy



**Changing Market Scenario
in Broking Industry**

Customer Need:
Better Tech Solutions

Superior Interface

Ease of Transaction

Our Trading Technology Platform Is Based On

Strategy Coding

Our in-house team helps client develop and deploy any trading strategy that a trader may seek

Reliability

Built on the most robust architecture and state-of-the-art technology



Machine Learning

Our in-house algorithms helps client successfully modify their trading strategies

Superior Interface

Developed organically by trading community our Interface aligns with the needs of a trader

How SISL Is Well Positioned In Dynamic Broking Industry

**Prompt
Service To
Hni's/Ultra
HNI's**

**Customized
Tech Solutions
For Clients**



**Strong
Understanding
of Technology**

**Industry
Consolidation**

Retail Technology to drive next phase of growth

- **Technology Innovation and R&D:** Share India is constantly working on new technologies, developing new platforms and building new strategy based infrastructure.
- **Empower retail with latest platforms:** Share India envisions to empower retail investors with technology – currently available only with institutional players.



Innovation

Continuously looking to enhance retail client experience with superior platforms and enhanced back end integration for hassle free seamless flow of data.

Tech Driven

Technology will drive all further innovation in both customer experience and customer decision making process

Technology Competence

Automated trading platforms already available with Share India would be further enhanced to be readily usable by common man

Diversified Financial Products

Share India offers a entire bouquet of financial services for its clients which helps in customer engagement

Transformation From Traditional broker to a fintech

➤ Grown from a traditional stockbroker to a fin-tech company by virtue of :

- Tech leadership

- Innovation

-R&D

-Enhancing customer experience



Tech-based Business Delivery Models:

01

Smart trading solutions for retail clients

03

Smart solution platform for insurance need of clients and

02

Fin-tech platform which will take lending decision based on machine learning

04

Enhanced user experience with ease of transaction.



Technology Innovation and AI is key to further enhance customer experience



Latency based high-tech trading platform seek constant R&D which seek investment in back end and IT infrastructure

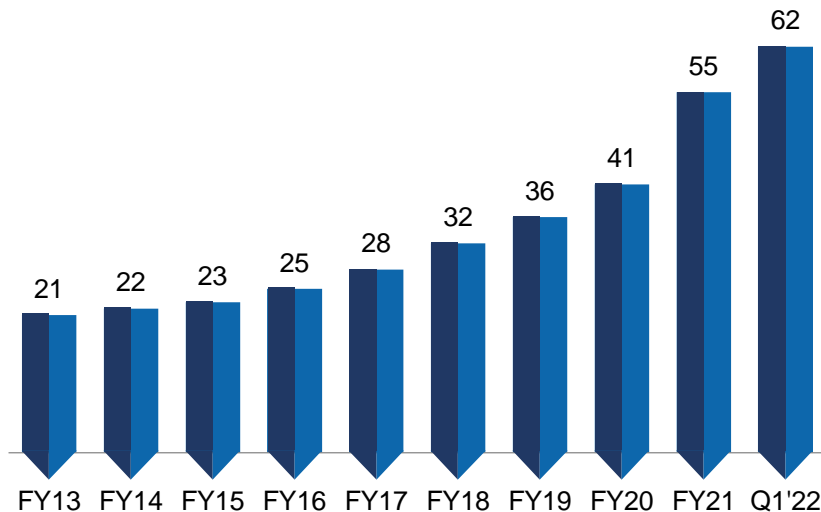


Continuously expanding tech-based product portfolio to offer cutting edge unique solutions and improve client retention.

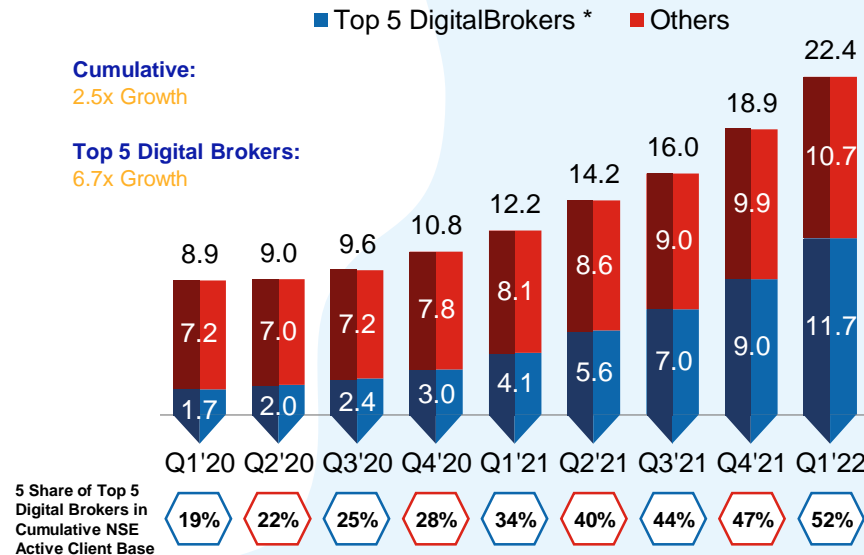


Huge Growth Potential in India

Steady Growth in Demat Accounts in India (in million)



Top 5 Digital Brokers Constitute 52% In Cumulative NSE Active Clients Base (in Million)

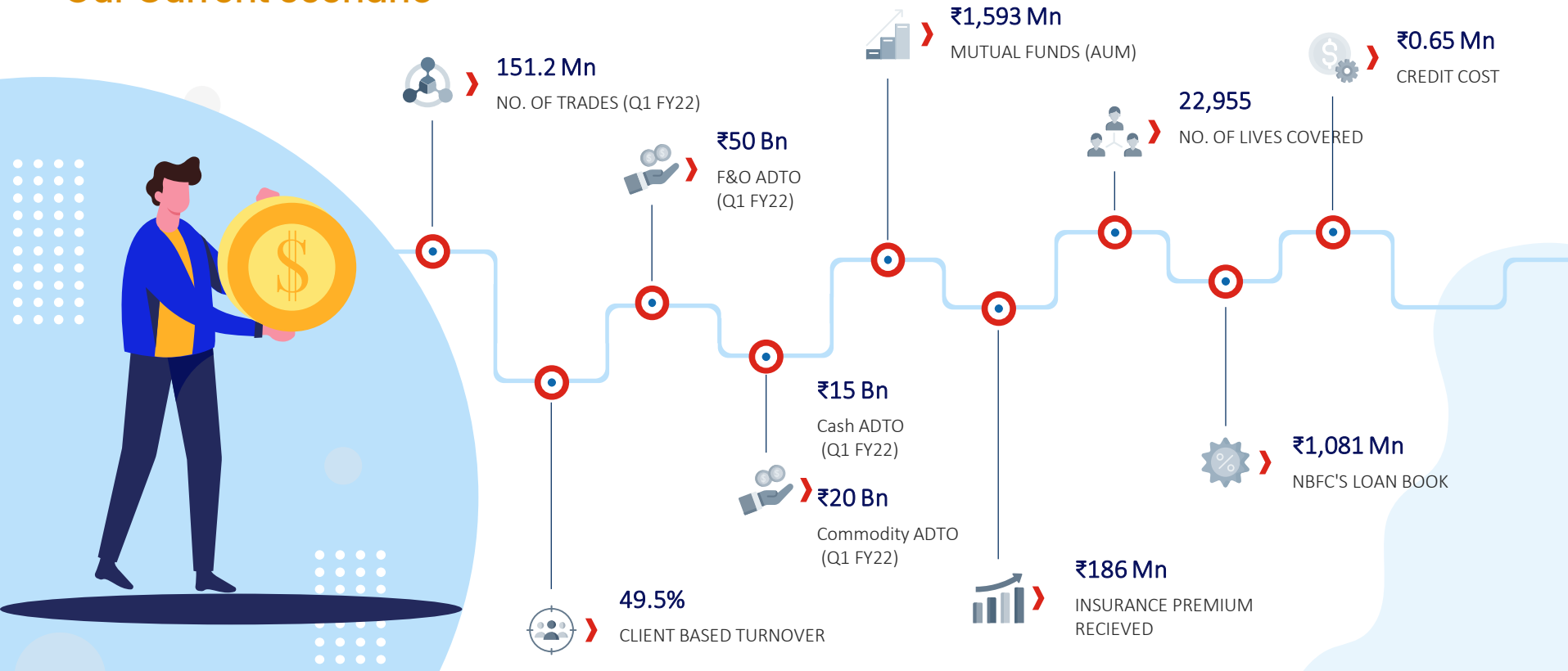


Digital Brokers Well Placed To Capitalize On This Large Growth Opportunity

Source: Census, World Bank, CDSL, NSDL, CSDC, FINRA, NSE

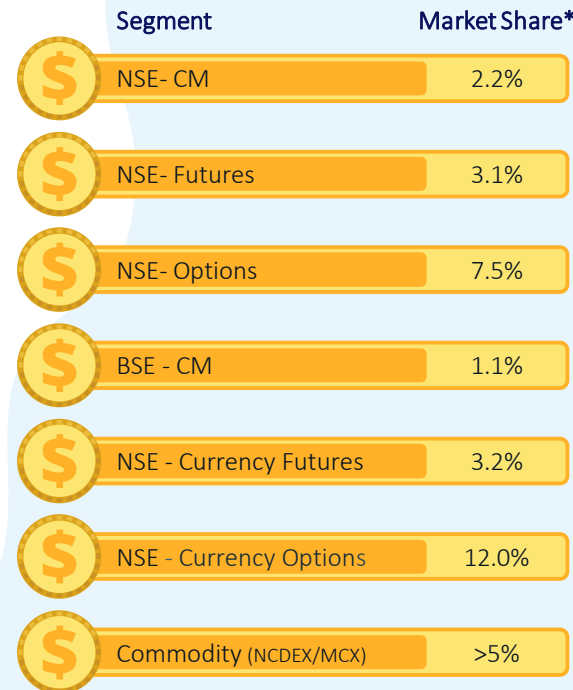
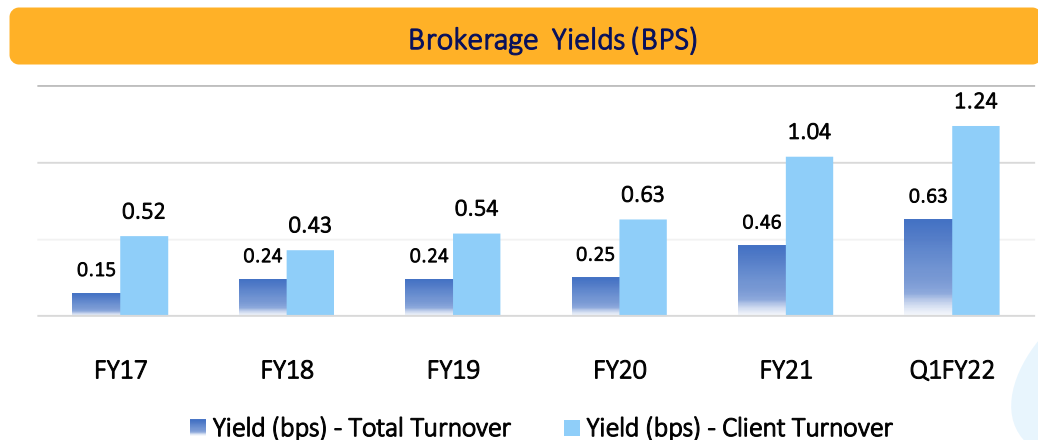
Where We Are Now...

Our Current Scenario



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

Broking: ADTO			
₹ Bn	Q1 FY22	Q4 FY21	Q1 FY21
Cash	15	15	13
F&O	50	57	34
Currency	10	11	7
Commodity	20	20	5



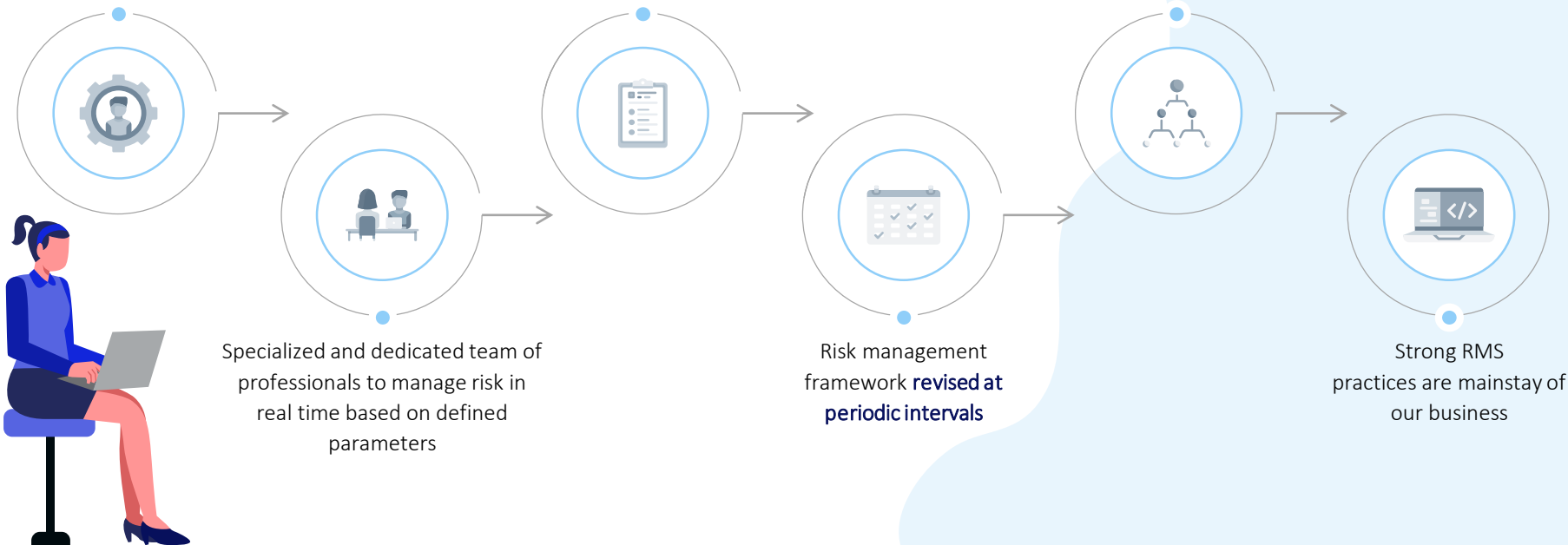
*Market share is based on turnover for FY21

Robust Risk Management

Vigilant on product offerings as it may pose risk to the clients investment

Have **well-framed risk management policies** for changing market conditions and evolving regulations

Our **specified resources** in terms of people, process, and technology assists us in the risk management system





Q1 FY 22 : Financial Highlights

Q1 FY 22 – Consolidated Performance

₹1,546.34 Mn

TOTAL REVENUE

↑ 100.5% YoY
↓ 20.4% QoQ

22.11%

PAT MARGIN

↑ 26.7% YoY
↑ 19.9% QoQ

₹557.11 Mn

TOTAL EBITDA

↑ 143.5% YoY
↓ 5.1% QoQ

₹10.71

EPS

↑ 154% YoY
↓ 4.6% QoQ

₹341.82 Mn

TOTAL PAT

↑ 154% YoY
↓ 4.6% QoQ

36.03%

EBITDA MARGIN

↑ 21.44% YoY
↑ 19.34% QoQ

Q1 FY 22 – Standalone Performance

₹1,180.21 Mn

TOTAL REVENUE

↑ 69.3% YoY
↓ 22.1% QoQ

20.46%

PAT MARGIN

↑ 27.6% YoY
↑ 4.43% QoQ

₹405.33 Mn

TOTAL EBITDA

↑ 116.4% YoY
↓ 9.6% QoQ

₹7.57

EPS

↑ 115.9% YoY
↓ 18.6% QoQ

₹241.46 Mn

TOTAL PAT

↑ 115.9% YoY
↓ 18.6% QoQ

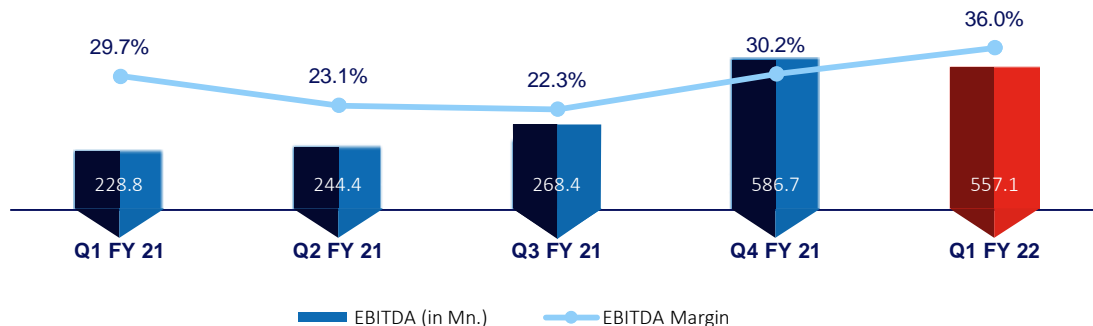
34.34%

EBITDA MARGIN

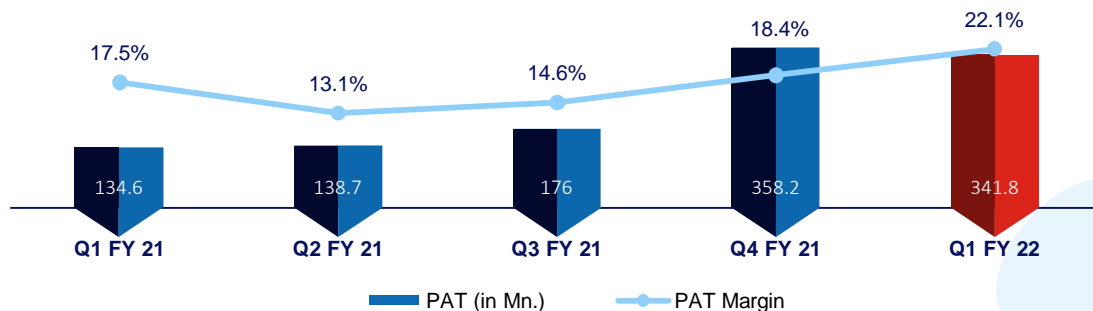
↑ 27.9% YoY
↑ 16% QoQ

Trend In EBITDA And PAT (Consolidated - QoQ)

EBITDA Trend (Rs. in Mn.)



PAT Trend (Rs. in Mn.)



Consolidated P&L Statement

Particulars (Rs. in Mn)	Quarter Ended			Year Ended
	Q1 FY22	Q4 FY21	Q1 FY21	FY 21
Revenue from Operations	1,495.80	1,914.91	765.05	4,479.54
Expenditure	989.23	1,356.77	542.44	3,209.84
Operating Profit	506.57	558.14	222.61	1,269.71
Operating Profit Margin %	33.87%	29.15%	29.10%	28.34%
Other Income	50.53	28.57	6.20	58.59
Depreciation	15.91	13.75	9.08	44.41
EBIT	541.20	572.96	219.73	1,283.90
Interest	91.26	114.01	41.84	249.60
PBT	449.94	458.95	177.89	1,034.29
Tax	108.44	100.62	44.07	227.39
PAT	341.82	358.19	134.59	807.51
Profit/Loss from Associate	(0.04)	(0.29)	(0.04)	0.47
Net Profit	22.11%	18.43%	17.45%	17.79%



Standalone P&L Statement

Particulars (Rs. in Mn)	Quarter Ended			Year Ended
	Q1 FY22	Q4 FY21	Q1 FY21	FY 21
Revenue from Operations	1,175.20	1,507.55	697.13	3,827.95
Expenditure	774.88	1,066.09	510.04	2,783.81
Operating Profit	400.32	441.46	187.08	1,044.14
Operating Profit Margin %	34.06%	29.28%	26.84%	27.28%
Other Income	5.01	6.76	0.18	8.06
Depreciation	15.64	13.32	9.02	43.64
EBIT	389.69	434.91	178.25	1,008.56
Interest	69.12	65.75	28.73	152.09
PBT	320.57	369.16	149.52	856.47
Tax	79.11	72.48	37.68	183.18
PAT	241.46	296.67	111.84	673.29
Net Profit	20.46%	19.59%	16.04%	17.55%



Our Vision

Future Plans



Retail Expansion

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



Return on Equity

Maintain the return on equity growth levels to ~ Return ratios in 20-25%.



Algo Trading Penetration

Share India envisions to take algo trading which has been specialization of Share India at the grass root level



Technology

Continue to use latest IT/technology systems and focus on advancement of tools



International Expansion

Enter into the trading segment of international stocks and commodities by wholly owned subsidiary company based in Singapore



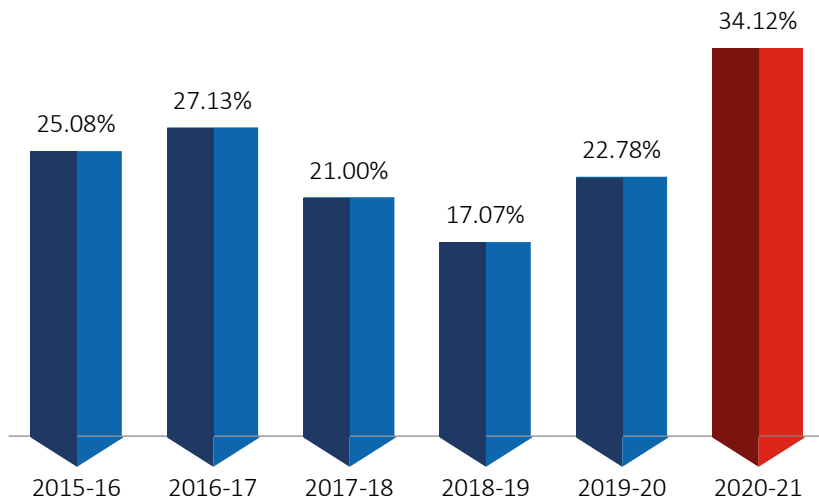
RMS Practices

Maintain high degree of RMS practices

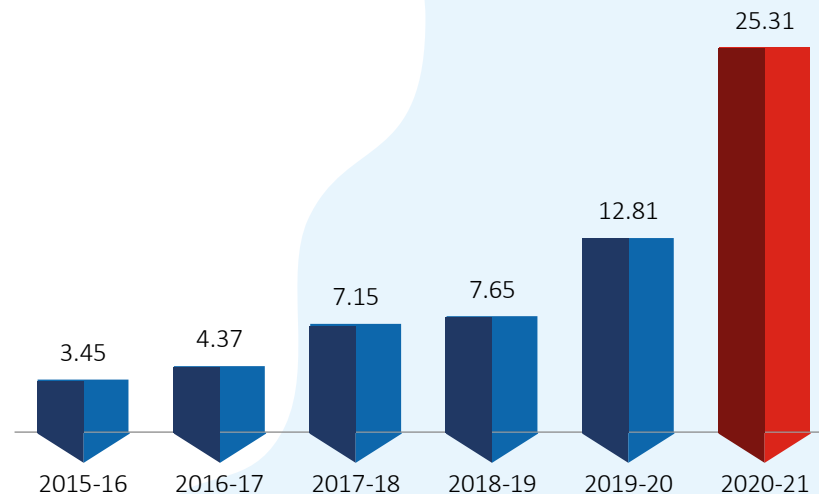


Our Growth Story In Last 6 Years: Continuous Delivery Of Strong Profits

Average Return on Equity



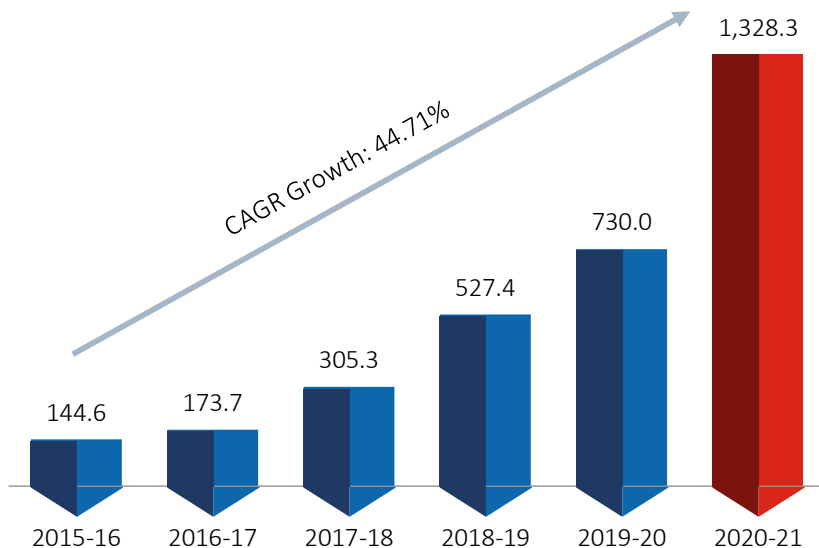
EPS (Rs.)



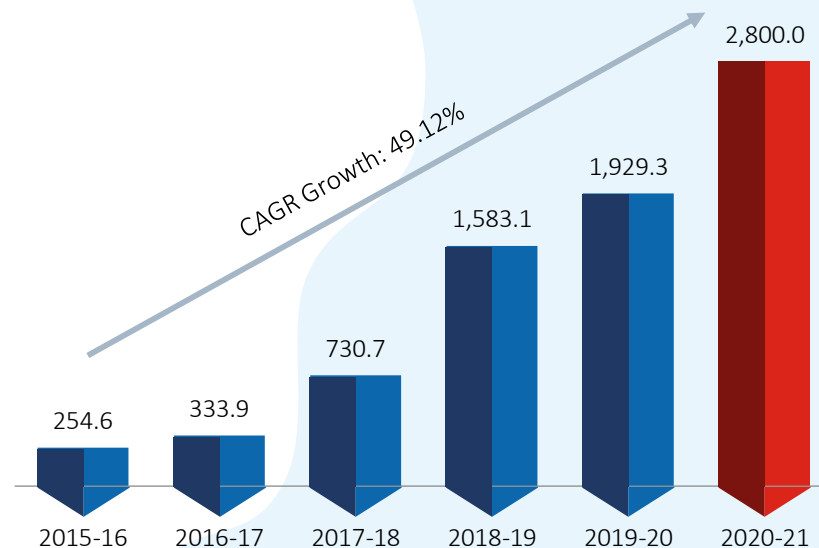
Note : The Company has first time adopted IND AS in FY 20. On adaptation of IND AS, the net worth in FY 19 has shown sudden jump, on account of which the RoE % for FY 19 and FY 20 has been relatively lower in comparison to the previous years.

Our Growth Story In Last 6 Years: Continuous Delivery Of Strong Profits

Consolidated EBITDA* (Rs. in Million)



Consolidated Net Worth (Rs. in Million)

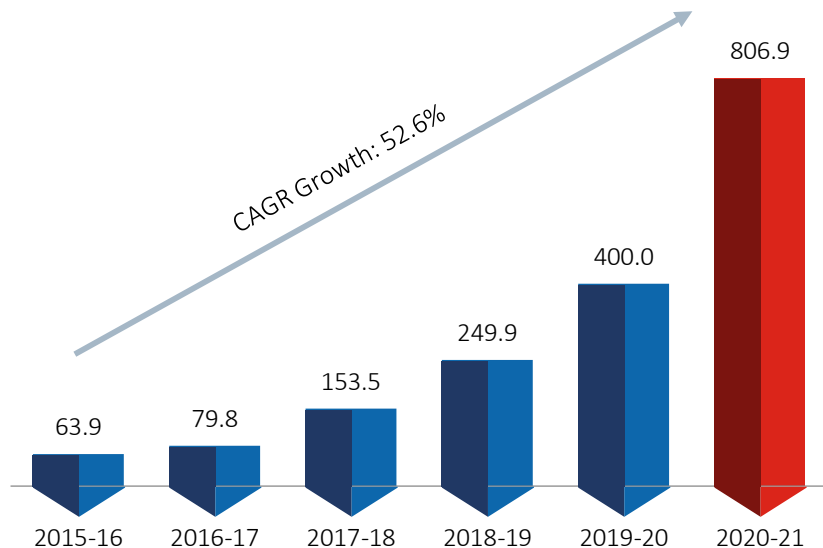


Note : The Company has first time adopted IND AS in FY 20. On adaptation of IND AS, the net worth in FY 19 has shown sudden jump. The earlier reported figure of Net worth (as per GAAP) for FY19 was Rs. INR 923 Mn.

*Consolidated EBITDA includes other income

Our Growth Story In Last 6 Years: Continuous Delivery Of Strong Profits

Consolidated PAT (Rs. in Million)



Our Strong and Experienced Management Team:



Mr. Praveen Gupta

Chairman & Managing Director
Experience : 28 years



Mr. Kamlesh V. Shah

Managing Director
Experience : 25 years



Mr. Rajesh Gupta

Non Executive Director
Experience : 21 years



Mr. Sachin Gupta

CEO & Whole Time Director
Experience : 18 years



Mr. Vijay Girdharlal Vora

Whole Time Director
Experience : 31 years



Mr. Vikas Agarwal

Chief Compliance Officer
Experience : 17 years



Mr. Vijay Rana

CFO
Experience : 28 years



Mr. Ajay Patel

CEO- Share India Insurance Brokers Pvt.
Ltd.
Experience : 22 years

THANK YOU



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