



We Create
Endless possibilities

SHARE INDIA SECURITIES LIMITED

Earnings Presentation | Q1FY21

Website: www.shareindia.com



WE ARE A NEW AGE FINANCIAL SERVICE PROVIDER

NEW AGE SEGMENTS:



**BROKING IN EQUITY,
F&O, CURRENCY &
COMMODITY
SEGMENT**



**ALGO
PLATFORM AND
STRATEGY
BASED TRADING**



**WEALTH
MANAGEMENT
(Mutual Funds and PMS)**



**MERCHANT
BANKING**



NBFC



**INSURANCE
BROKING**



SHARE INDIA – AT A GLANCE



14+
States



587+
Branches
& Franchisees



26
Years
of Operations



1300+
Employees



₹3.1
Billion
Market
Capitalization*



₹2,793.46
Mn
Total Revenue**



₹730 Mn
EBITDA**



₹400.02
Mn
PAT**

*(As on August 28, 2020)

** Consolidated data for FY 20



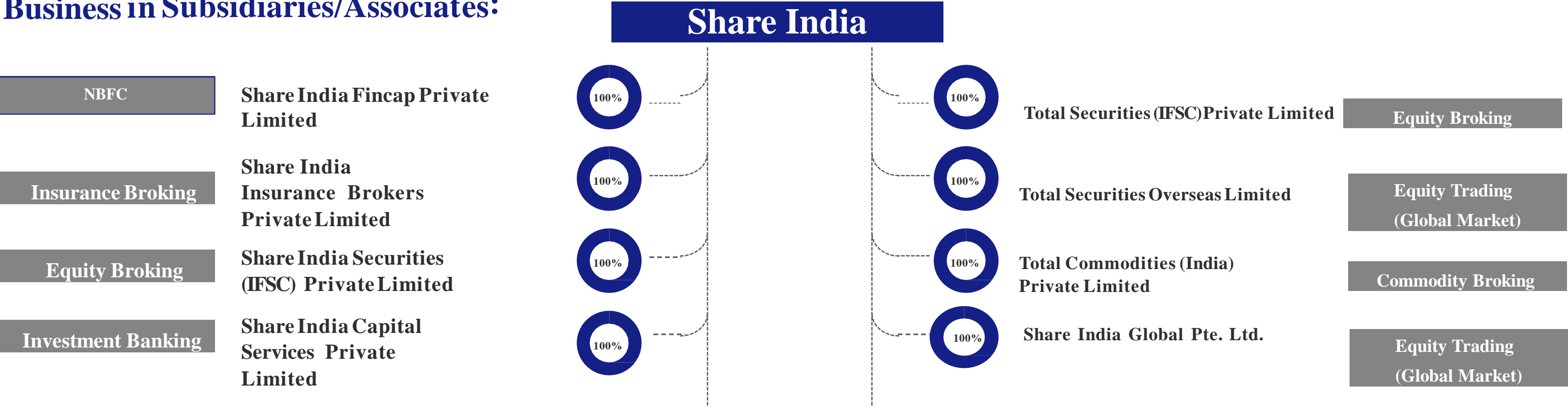
A Financial Services Conglomerate meeting the customers financial needs



Standalone Business:-



Business in Subsidiaries/Associates:



Where we are now...

Our Current Scenario

+15,600 **₹ 2,015 Mn.**
NUMBER OF MUTUAL FUNDS
BROKING (AuM)
CLIENTS

2.81%
Market Share in
Futures Segment in
Q1 FY 21

8 - 10%
Market Share in
Commodity Segment
in Q1 FY 21

8.07%
Market Share in
Currency Segment in
Q1 FY 21

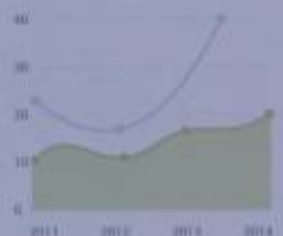
Q1 FY 21 : FINANCIAL HIGHLIGHTS

Morris Charts

Line Chart



Area Chart



Bar Chart



Donut Chart



Sparkline Charts

Line Chart









Bar Chart








Easy Pie Charts



Q1 FY 21 - CONSOLIDATED PERFORMANCE

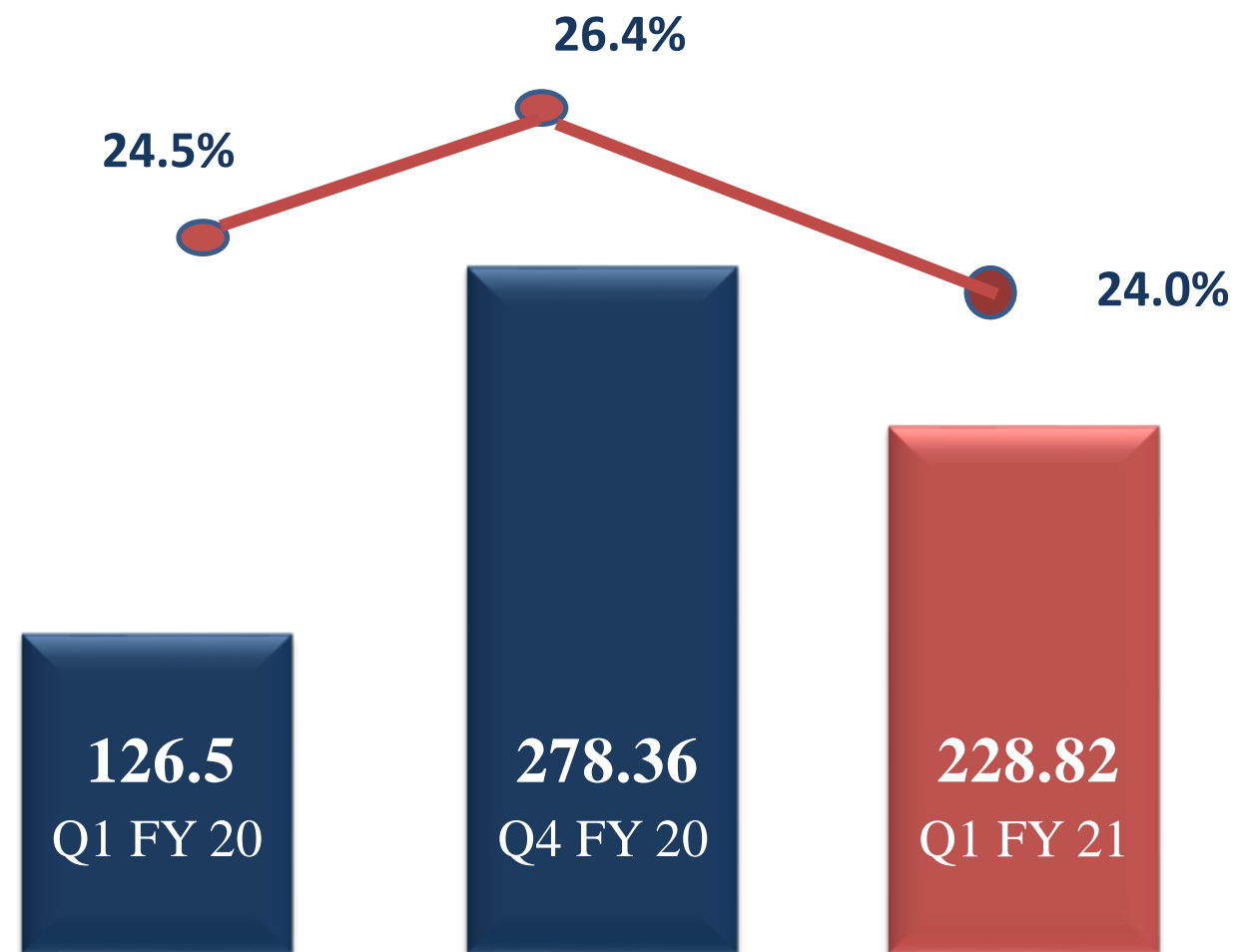
Rs. 954.45 Mn Total Revenue  84.6% YoY	Rs. 228.82 Mn Total EBITDA  80.9% YoY	Rs. 133.82 Mn Total PAT  145.5% YoY
14.02% PAT Margin  33% YoY	Rs. 4.19 EPS  145% YoY	23.97% EBITDA Margin  2% YoY

Q1FY21 - STANDALONE PERFORMANCE

Rs. 880.51 Mn Total Revenue  80.6% YoY	Rs. 187.27 Mn Total EBITDA  74.2% YoY	Rs. 111.84 Mn Total PAT  149% YoY
12.70% PAT Margin  37.9% YoY	Rs. 3.51 EPS  148.9% YoY	21.27% EBITDA Margin  3.5% YoY

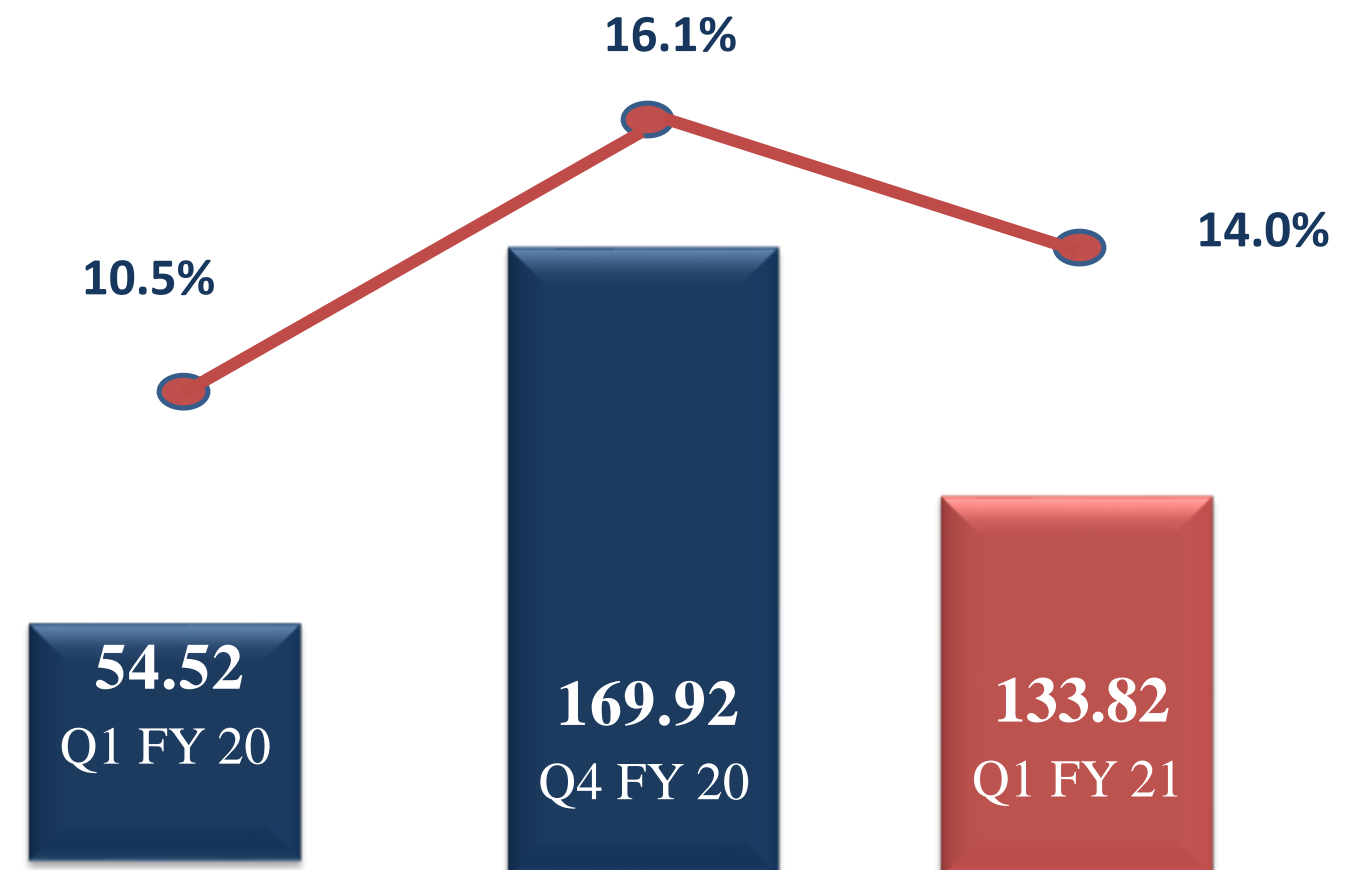
TREND IN EBITDA AND PAT (Consolidated – QoQ and YoY)

EBITDA Trend (Rs. in Mn.)



■ EBITDA (in Mn.)
— EBITDA Margin

PAT Trend (Rs. in Mn.)



■ PAT (Rs. in Mn.)
— PAT Margin

SNAPSHOT OF PERFORMANCE ACROSS ALL MAJOR BUSINESS SEGMENTS – Q1FY21

SHARE INDIA SECURITIES LIMITED

Broking Segment

▪ **Revenue - Rs. 146.36 Mn** (grew 160% YoY)

▪ **Segment Profit before tax and finance charges – Rs. 21.48 Mn** (grew 31.9% YoY)

Prop Trading

▪ **Revenue - Rs. 784.80 Mn** (grew 76.8% YoY)

▪ **Segment Profit before tax and finance charges – Rs. 195.21 Mn** (grew 85.4% YoY)

NBFC

▪ **Revenue - Rs. 18.86 Mn** (grew 17.2% YoY)

▪ **Segment Profit before tax and finance charges – Rs. 14.65 Mn** (grew 8.4% YoY)

Insurance

▪ **Revenue - Rs. 2.96 Mn** (grew 67.5% QoQ)

▪ **Segment Profit before tax and finance charges – Rs. 0.21 Mn** (turned profitable for first time)

Q1FY21 – Key Business Developments

- Despite of the difficult operating environment caused by COVID-19 pandemic, which has laid us to face multiple challenges, we have managed to deliver strong performance in Q1 FY 21.
- The consolidated total revenues of the Company registered a growth of 84% YoY and grew significantly to Rs. 95 crores in Q1FY21 from Rs. 51 crores. The consolidated profit after tax reflected a growth of 145% YoY and stood at Rs. 13.3 crores.
- In terms of in-organic growth, the two major developments made in this quarter were :
 - a. Incorporation of wholly owned subsidiary "Share India Global Pte. Ltd." in Singapore , so as to trade in various international stock and commodity products ; and
 - b. Acquisition of Total Commodities (India) Private Limited in order to expand commodities business.
- We saw a strong business traction in insurance business
- This quarter also witnessed an addition of large number of new HNI's customers for which we are developing or has developed customized trading solution platform.
- Interim Dividend declared of Rs. 0.50/- per share.

CONSOLIDATED STATEMENT OF P&L FOR Q1 FY 21

(Rs. in Mn.)

Particulars	Quarter Ended			Year Ended
	30.06.2020	31.03.2020	30.06.2019	31.03.2020
Revenue from Operations	914.91	955.81	513.31	2600.01
Other Income	39.55	100.31	3.78	193.44
Total Income (I+II)	954.45	1056.12	517.09	2793.46
Expenses				
Finance Cost	41.84	60.31	31.54	178.53
Purchase of Stock in trade	21.49	44.00	.00	44.00
Change in inventories	23.67	-44.00	.00	-44.00
Employee benefits expense	192.70	173.03	124.00	540.90
Depreciation and amortisation Expense	9.08	5.67	13.27	44.66
Other Expenses	487.72	601.76	266.60	1519.59
Net loss on derecognition of financial instruments under amortised cost category	-	0.56	-	.56
Impairment on financial instruments	.05	2.41	-	2.41
Total Expenses	776.56	843.74	435.41	2286.65
Profit/ Loss before tax	177.89	212.38	81.69	506.80
Total Tax Expenses / (reversal)	-44.07	-42.46	-27.17	-106.79
Net Profit/Loss after tax	133.82	169.92	54.52	400.02
% on Revenue	14.02%	16.09%	10.54%	14.32%
EBITDA	228.82	278.36	126.50	729.99
% on Revenue	23.97%	26.36%	24.46%	26.13%

STANDALONE STATEMENT OF P&L FOR Q1 FY 21

(Rs. in Mn.)

Particulars	Quarter Ended			Year Ended
	30.06.2020	31.03.2020	30.06.2019	31.03.2020
Revenue from Operations	848.38	904.35	486.24	2432.40
Other Income	32.13	79.61	1.41	167.46
Total Income (I+II)	880.51	983.96	487.65	2599.85
Expenses				
Finance Cost	28.73	32.58	27.31	100.09
Purchase of Stock in trade	21.49	44.00	.00	44.00
Change in inventories	23.67	-44.00	.00	-44.00
Employee benefits expense	167.43	160.79	118.62	509.16
Depreciation and amortisation Expense	9.02	5.05	13.26	44.01
Other Expenses	480.65	598.35	261.53	1508.78
Total Expenses	730.99	796.77	420.72	2162.04
Profit/ Loss before tax	149.52	187.19	66.93	437.81
Total Tax Expenses / (reversal)	-37.68	-40.48	-22.02	-102.80
Net Profit/Loss after tax	111.84	146.71	44.92	335.01
% on Revenue	12.70%	14.91%	9.21%	12.89%
EBITDA	187.27	224.82	107.51	581.91
% on Revenue	21.27%	22.85%	22.05%	22.38%

OUR VISION

FUTURE PLANS



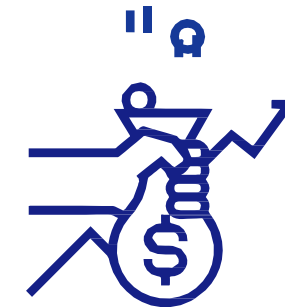
Enter into the trading segment of international stocks and commodities by wholly owned subsidiary company based in Singapore



Enhance penetration in NBFC and insurance business where we foresee huge potential in retail and emerge full fledged financial services company



Increase our geographical presence in India by opening new branches/franchisees



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



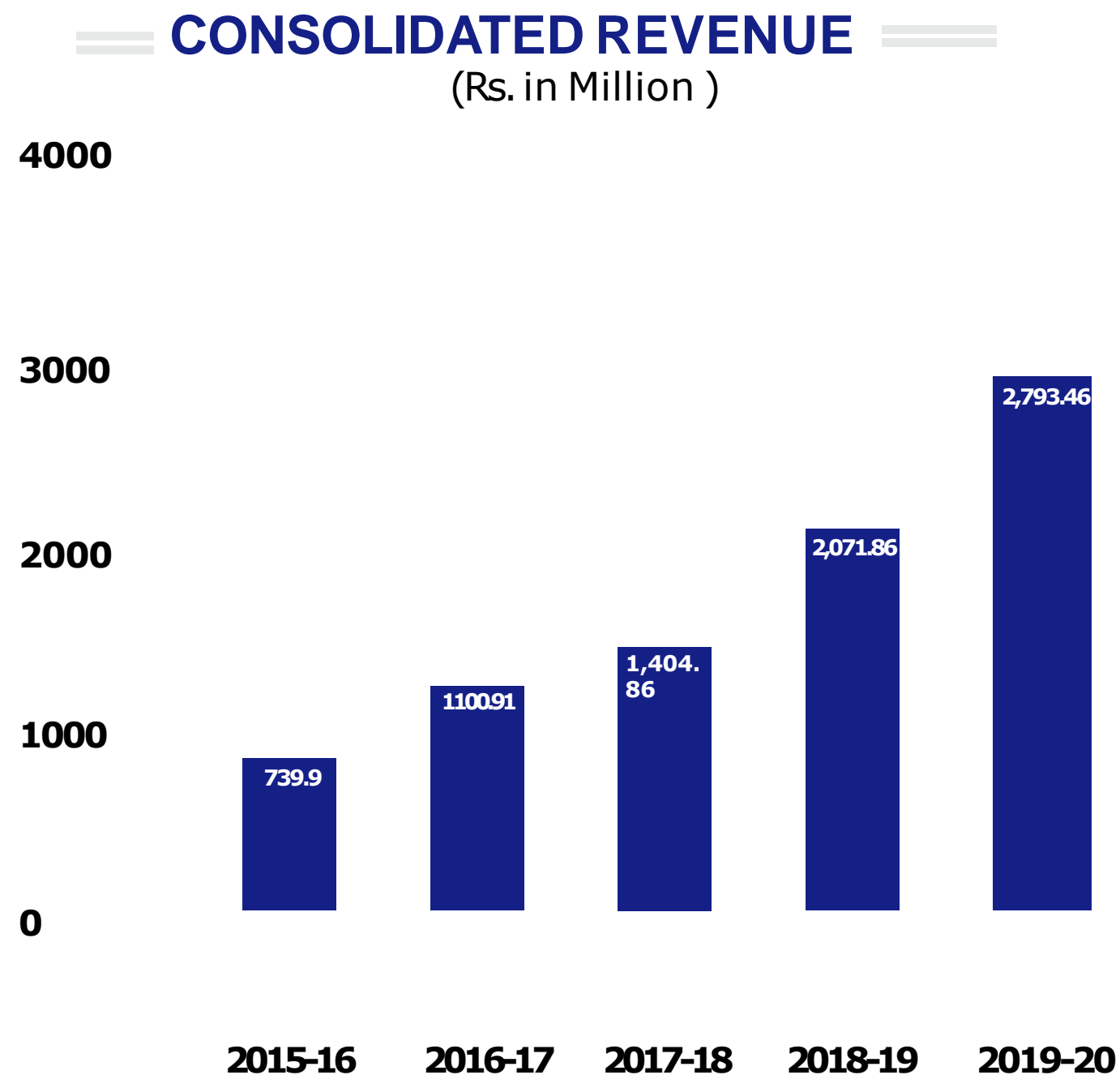
Continue to use latest IT/technology systems and advance tools



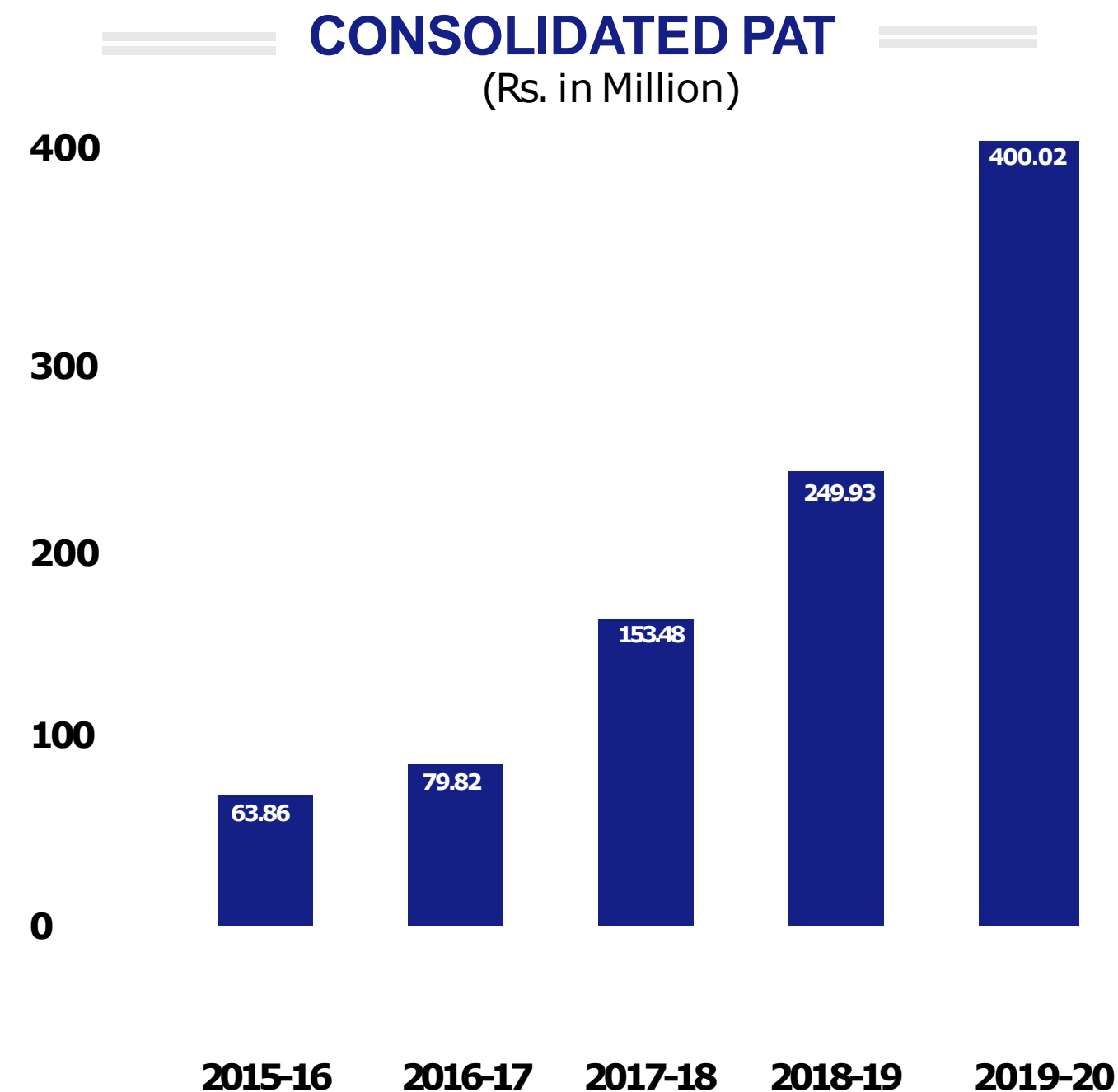
Maintain high degree of RMS practices



Our Growth Story in last 5 years: Continuous delivery of strong profits



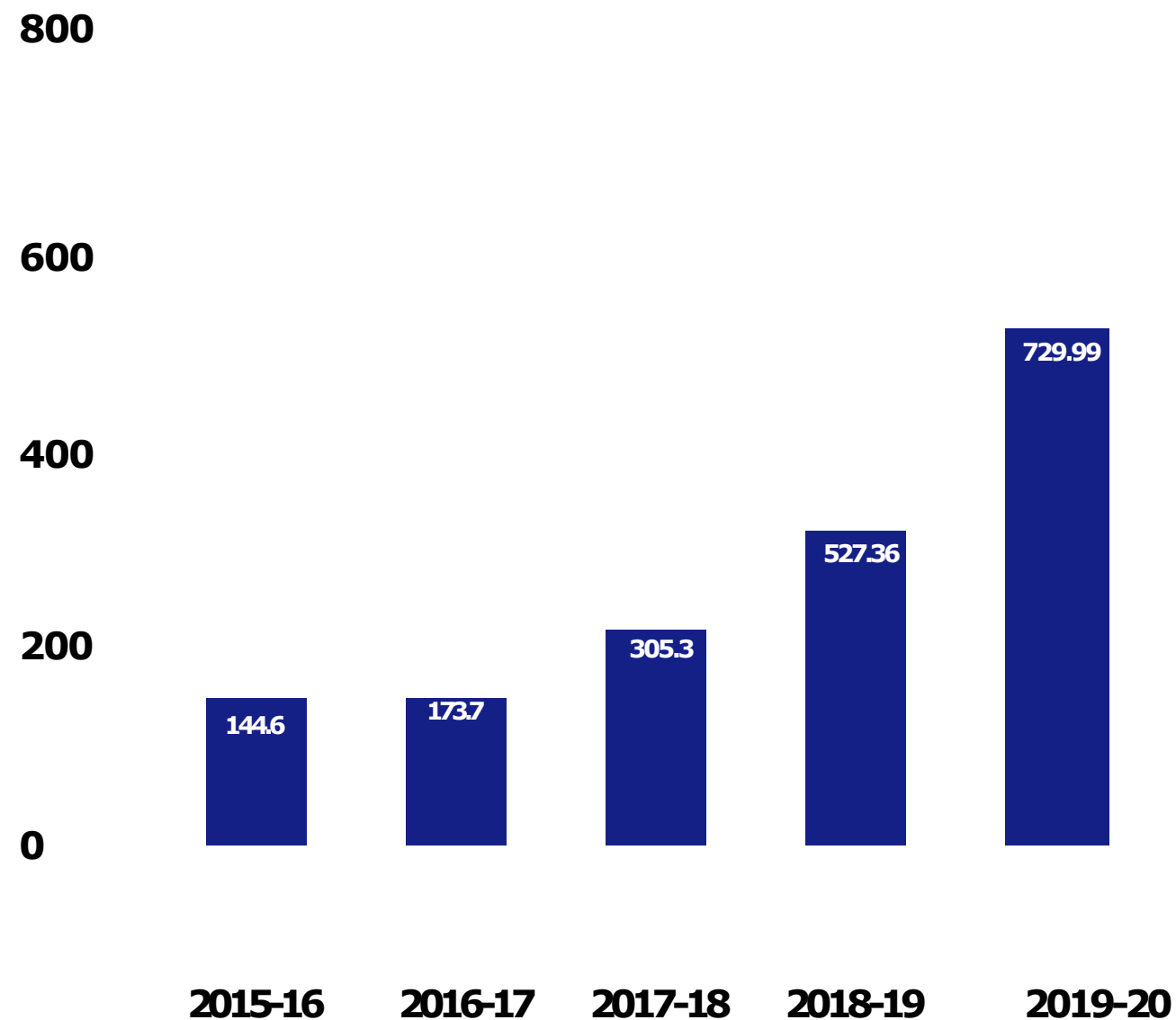
CAGR Growth – 30.43%



CAGR Growth - 44.32%

Consolidated EBITDA

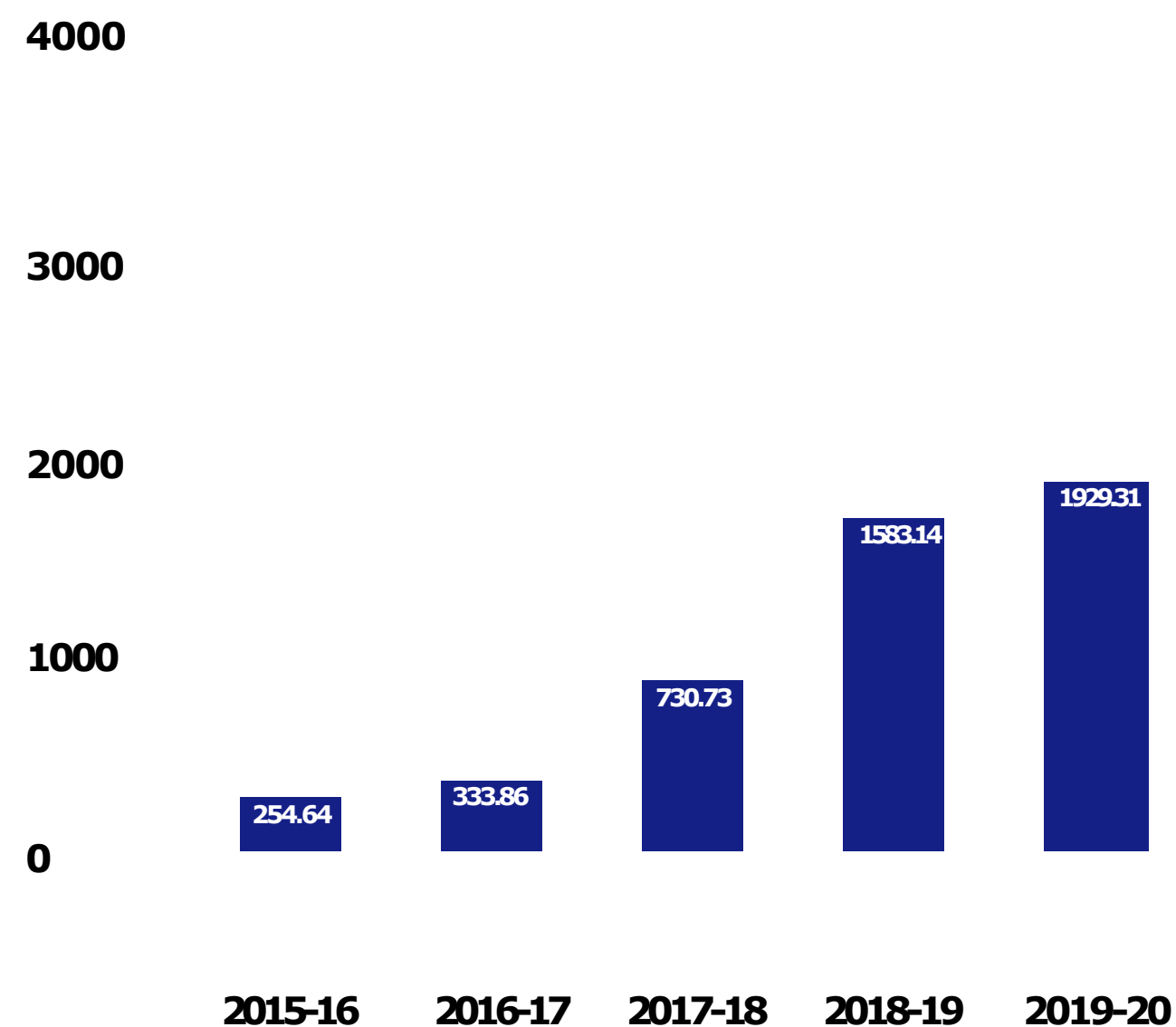
(Rs. in Million)



CAGR Growth – 38.24%

Consolidated Networth

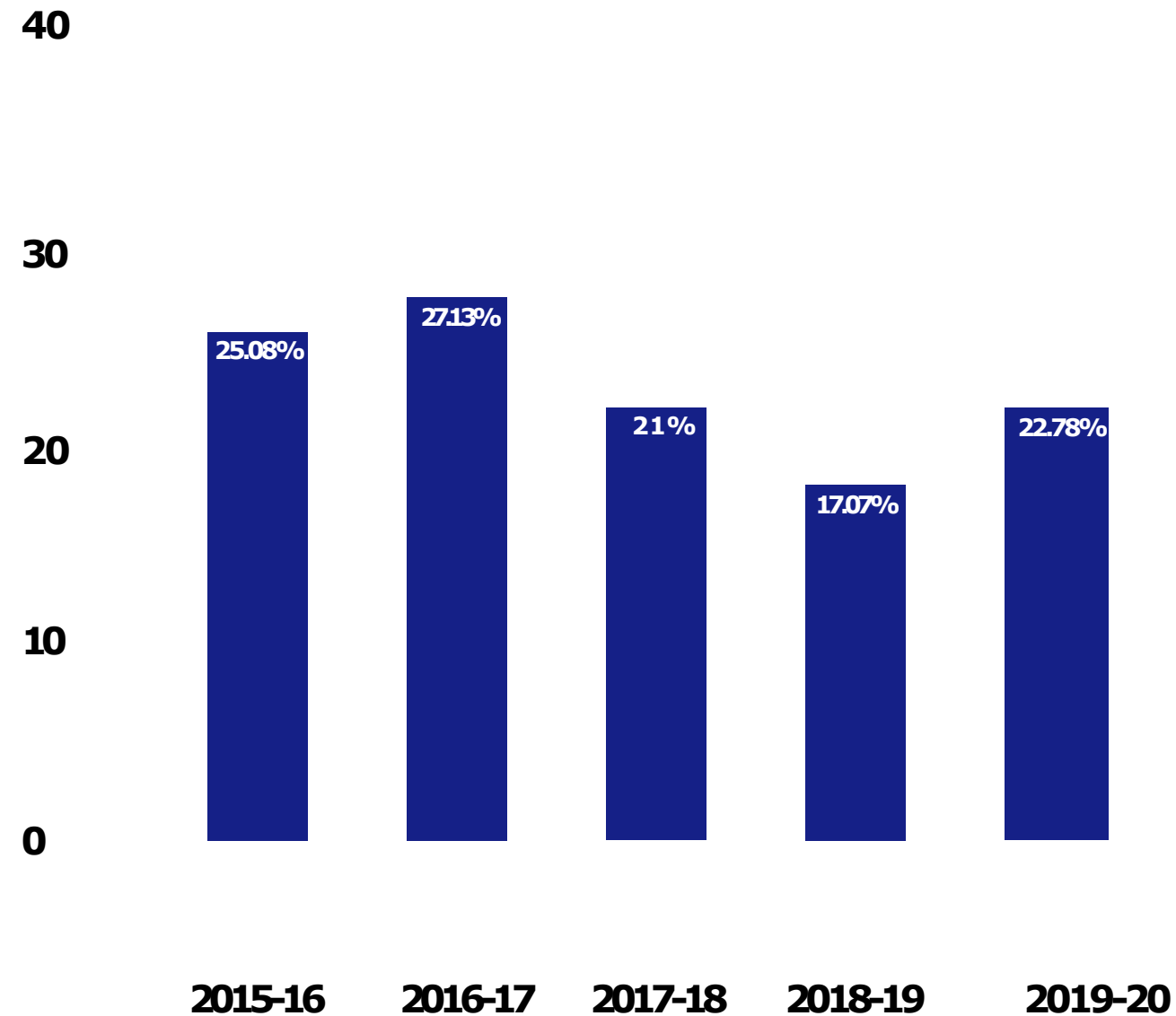
(Rs. in Million)



CAGR Growth - 49.94%

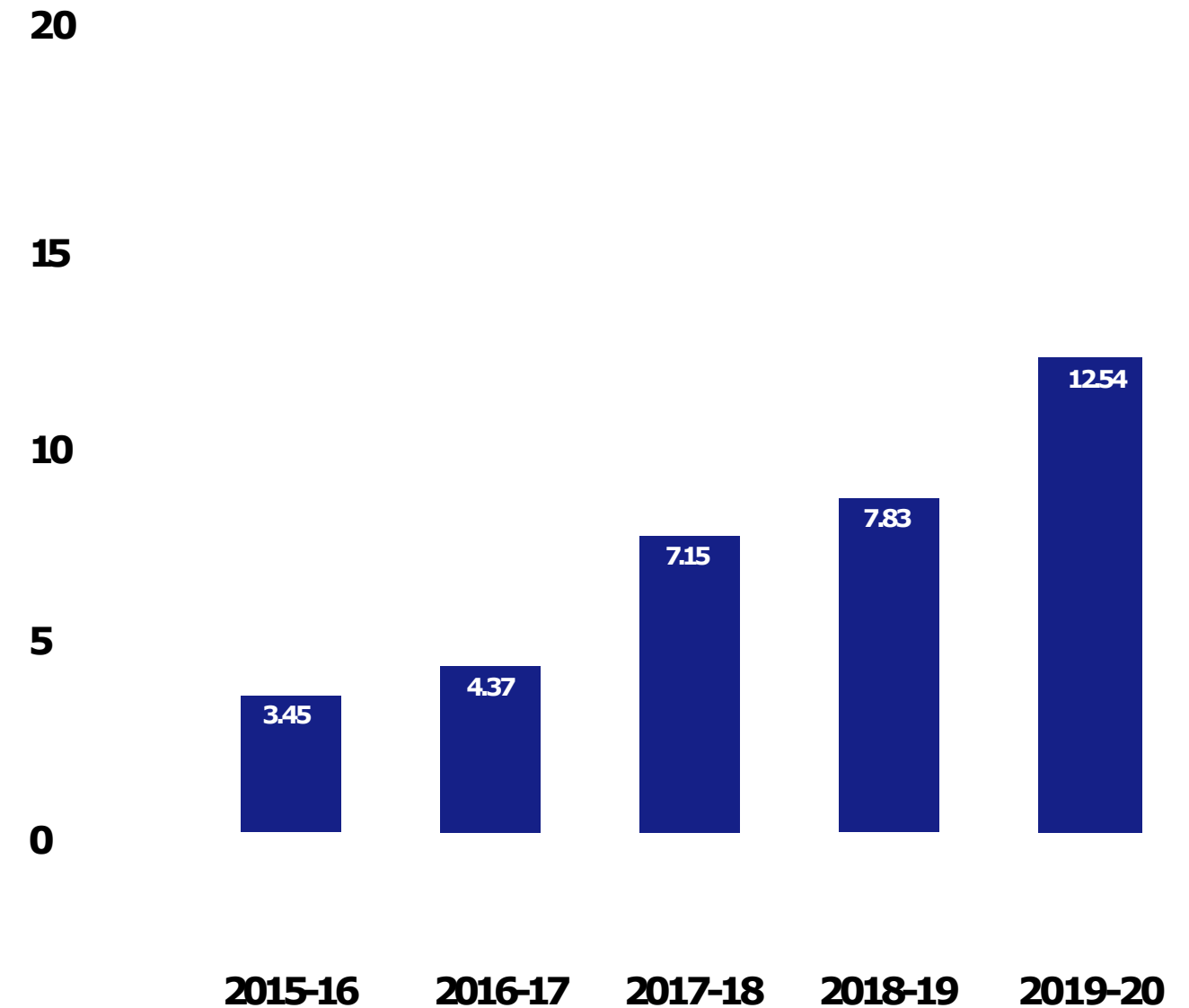
Note : The Company has first time adopted IND AS in FY 20. On adaptation of IND AS, the net worth in FY 19 has shown sudden jump. The earlier reported figure of Net worth (as per GAAP) for FY19 was Rs. INR 923 Mn.

Average Return on Equity



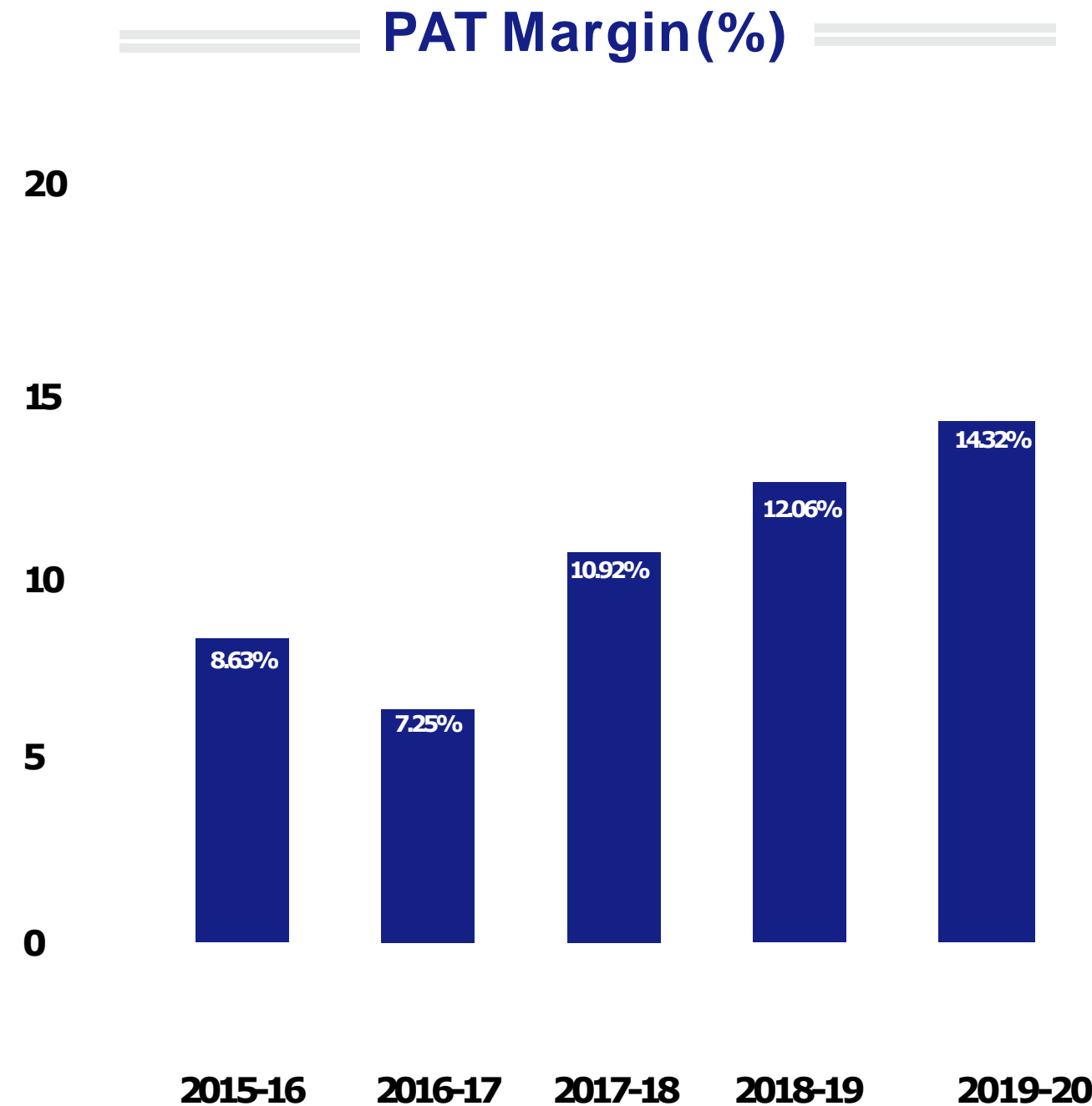
EPS

(Rs.)



CAGR Growth – 29.45%

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.



Improvement in PAT margins signifies strength in product portfolio and the Company's strength in pricing power. Share India will continue to focus on new technologies and trading products with continued focus on risk mitigation to maintain trajectory.

Our Strong Experience Management team:



Mr. Praveen Gupta

Chairman & Managing
Director

Experience : 27 years



Mr. Kamlesh V. Shah

Managing Director

Experience : 24 years



Mr. Rajesh Gupta

Non Executive Director

Experience : 20 years



Mr. Sachin Gupta

CEO & Whole Time Director

Experience : 17 years



Mr. Vijay Girdharlal Vora

Whole Time Director
(Chief Strategy Officer)

Experience : 30 years



Mr. Vikas Agarwal

Chief Compliance Officer

Experience : 16 years



Mr. Vijay Rana

CFO

Experience : 27 years



Mr. Ajay Patel

CEO- Share India Insurance
Brokers Pvt. Ltd.

Experience : 21 years

COVID PROOF GROWTH

In this COVID-19 crisis, we have extended Work from home to most of our employees.

Our IT systems have enabled us to have regular communication & engagement between our employees and clients to ensure consistent connect.

We believe to have a very minimal or no impact on our overall business revenues (except for NBFC Business) on account of COVID-19, and we are dedicated to continue the growth legacy for all our stakeholders in future.

We foresee a significant growth in our Insurance broking business amidst COVID-19 crisis.

We would like to assure our stockholders that our underlying fundamentals remain firmly intact, due to strong handhold across our business segments.





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