



Share India

You generate, we multiply

We Create
Endless possibilities

SHARE INDIA SECURITIES LIMITED

Investor Presentation
F.Y 2019-20

Website: www.shareindia.com



KEY HIGHLIGHTS

Share India at glance



14+
States



587+
Branches
& Franchisees



26
Years
of Operations



1297
Employees



₹ 2.99
BILLION
Market
Capitalization*



₹ 2,793.46MN
Total Revenue**



₹ 730 MN
EBITDA**



₹ 400.01 MN
PAT**

*(As on July 20, 2020)

** Consolidated data for FY 20

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 BANKER



NBFC



**INSURANCE
BROKING**



A Financial Services Conglomerate meeting the customers financial needs



Standalone Business:-

Broking in Equity, F&O & Currency segment

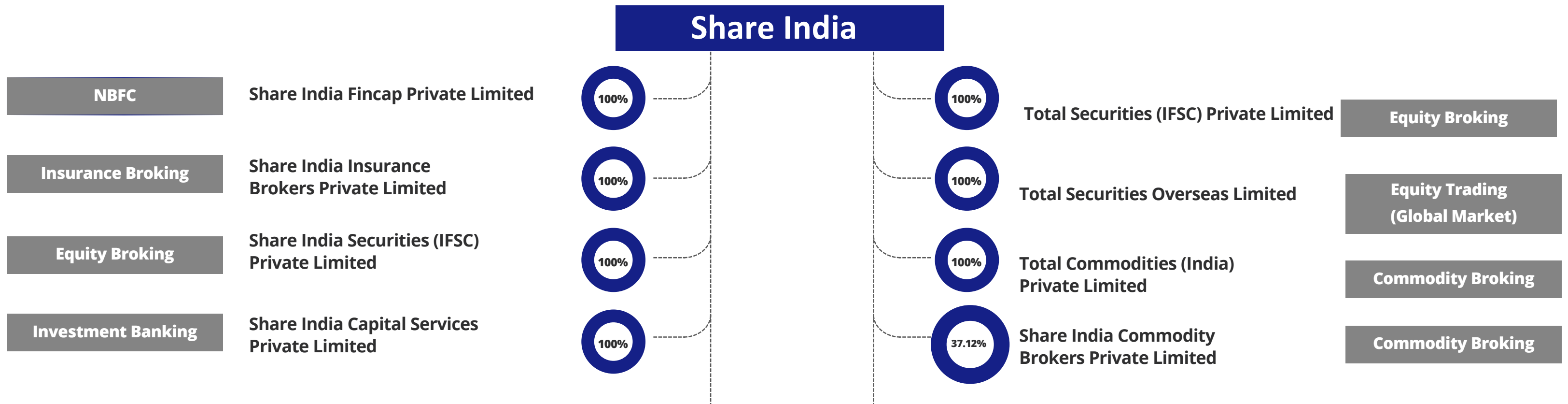
Prop Trading

Mutual Funds distribution

Portfolio Manager

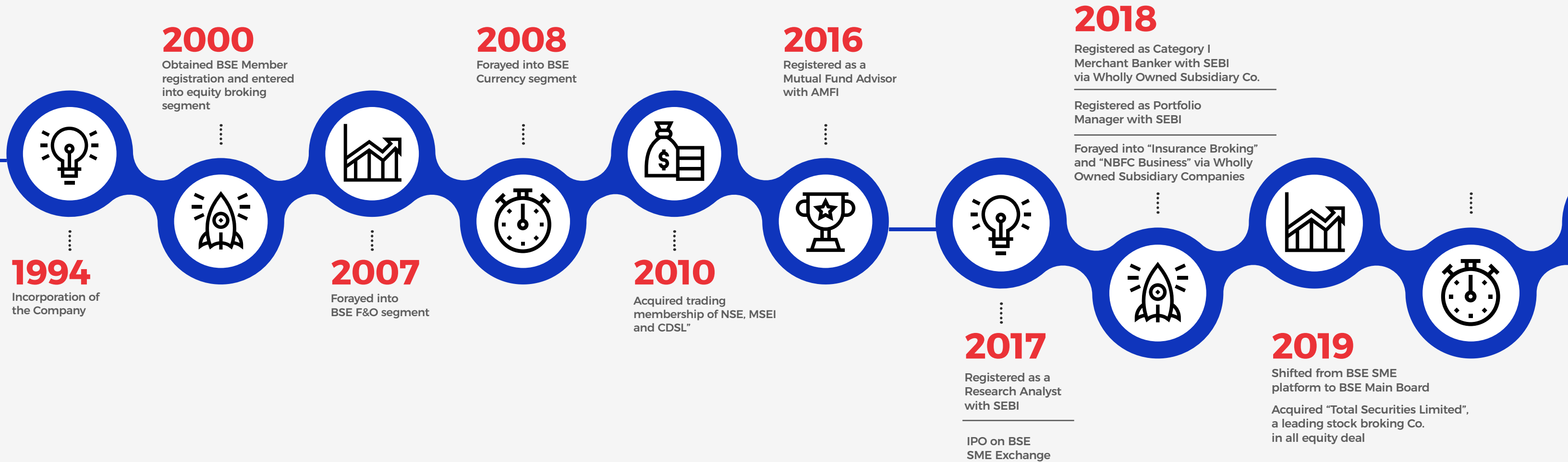
Depository Participant

Business in Subsidiaries/Associates:



TIMELINE

Key Milestones/Events



Where we are now...

Our Current Scenario

+15,600
NUMBER OF
BROKING CLIENTS

₹ 1,129 MN.
MUTUAL FUNDS
(AuM)

₹ 616 MN.
NBFC'S
LOAN BOOK

₹ 40.3 MN.
NBFC's net
Interest Income

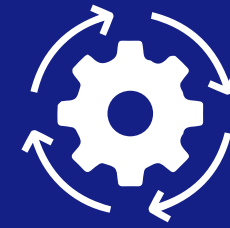
₹ 1,929.31 MN
Net worth

₹ 67.3 MN
Insurance Premium
Recieved

Leveraging our robust proprietary automated trading strategy

Our automated trading strategy based on algorithmic and quantitative trading solutions allow us to gain competitive edge.

OUR TRADING TECHNOLOGY PLATFORM IS BASED ON



Automation

Any quantitative trading strategy can be fully automated.



Fast Execution

High volumes of market data are automatically processed, analyzed, and acted upon at ultra-high speed.



Strategy Development

Has useful features to help create and test quantitative trading strategies



Reliability

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



**Retaining our
strong market
share in one of
fastest growing
derivative
market**

(in terms of derivatives volume)

**We contribute almost 3%
of futures trading volume
and 8% in option premium
turnover in Indian derivative
market**

Climbing ladder fast to stand among top Listed Broking Companies

Company	Cons. Revenue From Operations * (Rs. in crores)	Cons. PAT* (Rs. in crores)	EPS*	PE	Mkt. Cap. (Rs. in crores)	CMP (in Rs.)**
Edelweiss Financial Services Ltd.	9,513	(2043)	(23.01)	-----	6,621.50	70.85
JM Financials Ltd.	3,432	778	6.48	12.13	7,481.92	78.60
Motilal Oswal Financial Services Ltd.	2,358	190	13.30	49.97	9,994.50	675
ICICI Securities Ltd.	1,706	542	16.66	31.84	17,146.65	532.25
IIFL Securities Ltd.	724	249	7.33	5.82	1,363.13	42.65
Geojit Financial Services Ltd.	305	50	1.23	31.79	931.75	39.10
Share India Securities Ltd.	260	40	12.54	7.42	296.73	93
Aditya Birla Money Ltd.	166	12	2.14	17.57	224.08	39.80
Dolat Investments Ltd.	156	71	4.04	12.98	900.24	51.15
Emkay Global Financial Services Ltd.	134	-12	2.59	18.73	119.40	48.50
5Paisa Capital Ltd.	108	-7	-1.73	-----	982.29	385.55

(Figures Rounded off to crores) *Based on FY20 **BSE data as on July 21, 2020

Focussing on high revenue per client

	F.Y. 2019-20	F.Y. 2018-19	F.Y. 2017-18
Revenue from broking operations	Rs. 422.47 Mn	Rs. 311.57 Mn	Rs. 247.10 Mn
Total Clients	15,679	14,884	14,243
Revenue per client	Rs. 26,950 (aprox.)	Rs. 20,930 (aprox.)	Rs. 17,350 (aprox.)



Growing inorganically too by merger of Total Securities Limited

In a landmark move to expand our broking business, we undertook the strategic decision to merge operations of **Total Securities Limited** with Share India in FY20 which resulted in:

01

GEOGRAPHICAL EXPANSION

03

LEADERSHIP ENHANCEMENT

05

STRENGTHENING OF FINANCIALS

02

PRODUCT DIVERSIFICATION

04

ADDITION OF CUSTOMERS

06

ENHANCED UTILIZATION OF CAPITAL AND COST REDUCTION

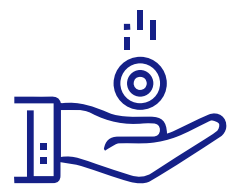


Financial Transformation post merger of Total Securities Limited

	Standalone (FY 19 results) Pre Merger	Standalone (FY 19 results) Post Merger	Impact*
Total Revenue	1,743.88	1,972.59	13.12%
PAT	170.38	224.61	31.83%
PAT Margin	9.77 %	11.38%	16.48%
EBITDA	339.57	452.35	33.21%
EBITDA Margin	19.47%	22.91%	17.66%
Net Worth	900.12	1,539.88	71.07%
Return on Equity	18.93%	14.59%	-22.94%

*Note- The Company has adopted IND-AS during FY 20, on account of which there has been revision in certain Balance Sheet and P&L items of FY 18 and FY 19. Thus, the impact of merger on standalone results of FY 19, as stated above, should not be considered only from the merger. Since, it's not possible to ascertain and quantify the impact of merger and IND-AS individually, thus the same is shown on overall basis.

Derisking business through new avenues



NBFC



**INSURANCE
BROKING**



**MUTUAL FUND
DISTRIBUTION**



**PORTFOLIO
MANAGEMENT
SERVICES**



**MERCHANT
BANKING
SERVICES**





Building new profitable revenue stream:

Share India Fincap Private Limited :

Tapping the opportunity in NBFC Business

Our offerings under NBFC includes personal loans, business loans, commercial vehicle loans, SME loans, loan against securities, properties and commodities.

In FY 20, our lending book grew 2.05 times as compared to FY 19 and stood at Rs. 616 Mn.

SI Fincap EBIT for FY 20 grew 1.92 times as compared to FY 19 and stood at Rs. 92.99 Mn for FY20.

Building new profitable revenue stream: **Share India Insurance Brokers Pvt. Ltd.:**

Leveraging on the huge stock broking client base, which we created in over last 25 years, we ventured into the Insurance Broking segment in 2019, to deliver the best Insurance products to our customers.

We have tied up with over 35 leading insurance companies of India such as LIC, ICICI Prudential Life, New India Assurance, HDFC Life, SBI General Insurance etc. to name a few for providing tailor made insurance and risk mitigation solutions in the segment of Life insurance, Health insurance and commercial insurance.

We have been able to cover a sizeable amount of risk as mentioned below:-

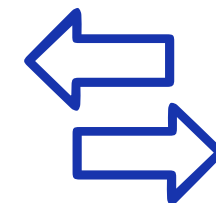
01 Total Premium
Rs. 67.3 Mn

02 Total Sum Insured
Over Rs. 4100 crores

Our Insurance Broking Solutions features:-



Access to multiple companies and wide range of products



Easy switching from company to company without hassle



Unbiased and objective advice



Claims assistance and advocacy



Mutual fund Distribution

In FY 20, we witnessed increase in AuM by 17.73 % from Rs. 959 Mn in FY 19 to Rs. 1129 Mn in FY 20.

We added 1132 new clients in FY 20, making it to over 3292 customers as on March 31, 2020.

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

OUR VISION

FUTURE PLANS



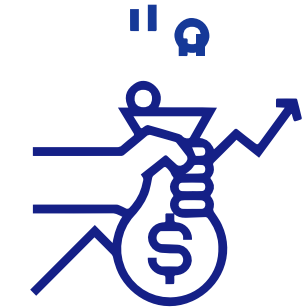
Enter into the trading segment of international stocks and commodities by wholly owned subsidiary company based in Singapore



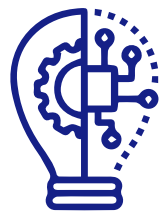
Enhance penetration in NBFC and insurance business where we foresee huge potential in retail and emerge full fledged financial services company



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



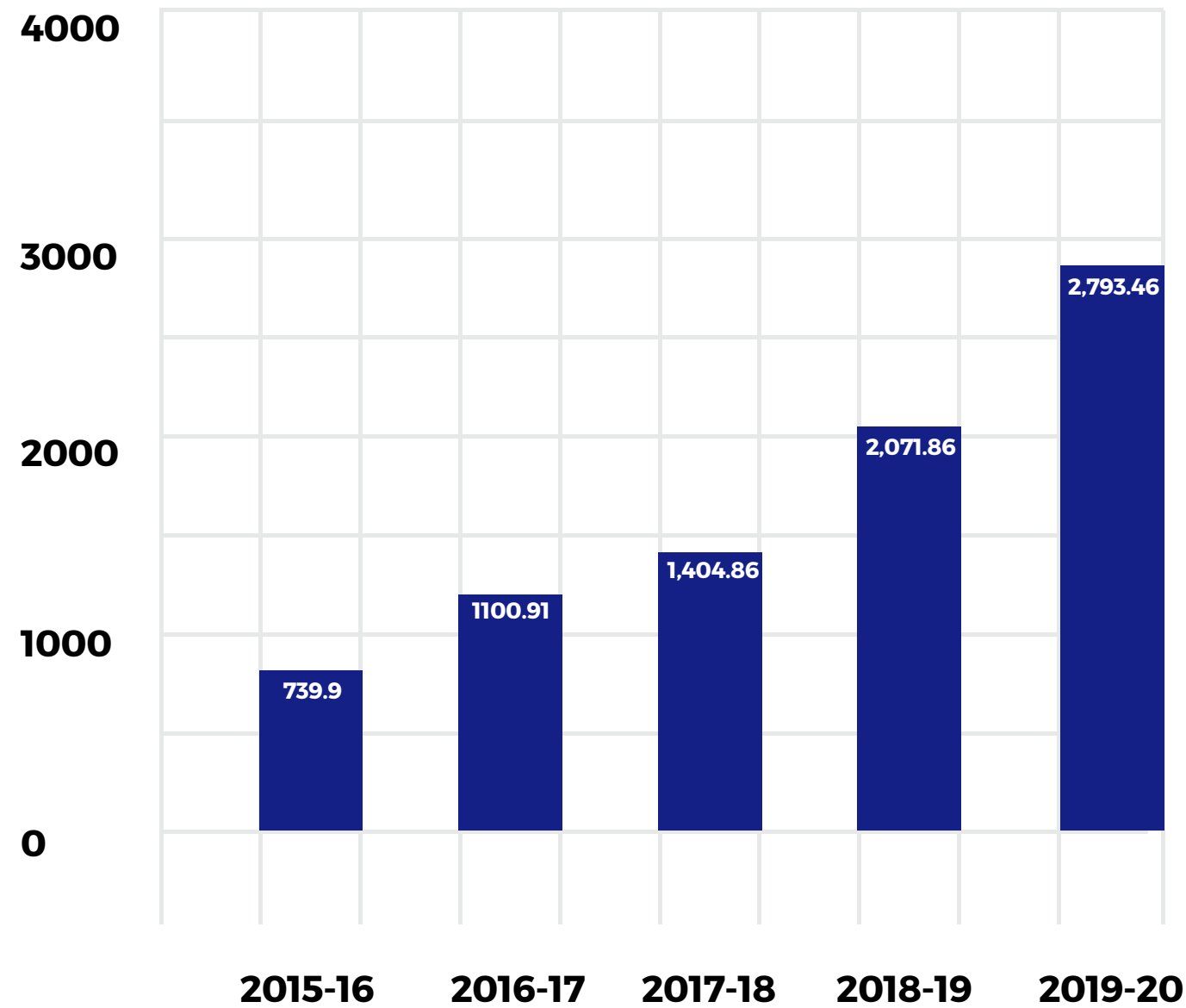
Maintain high degree of RMS practices



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

CONSOLIDATED REVENUE

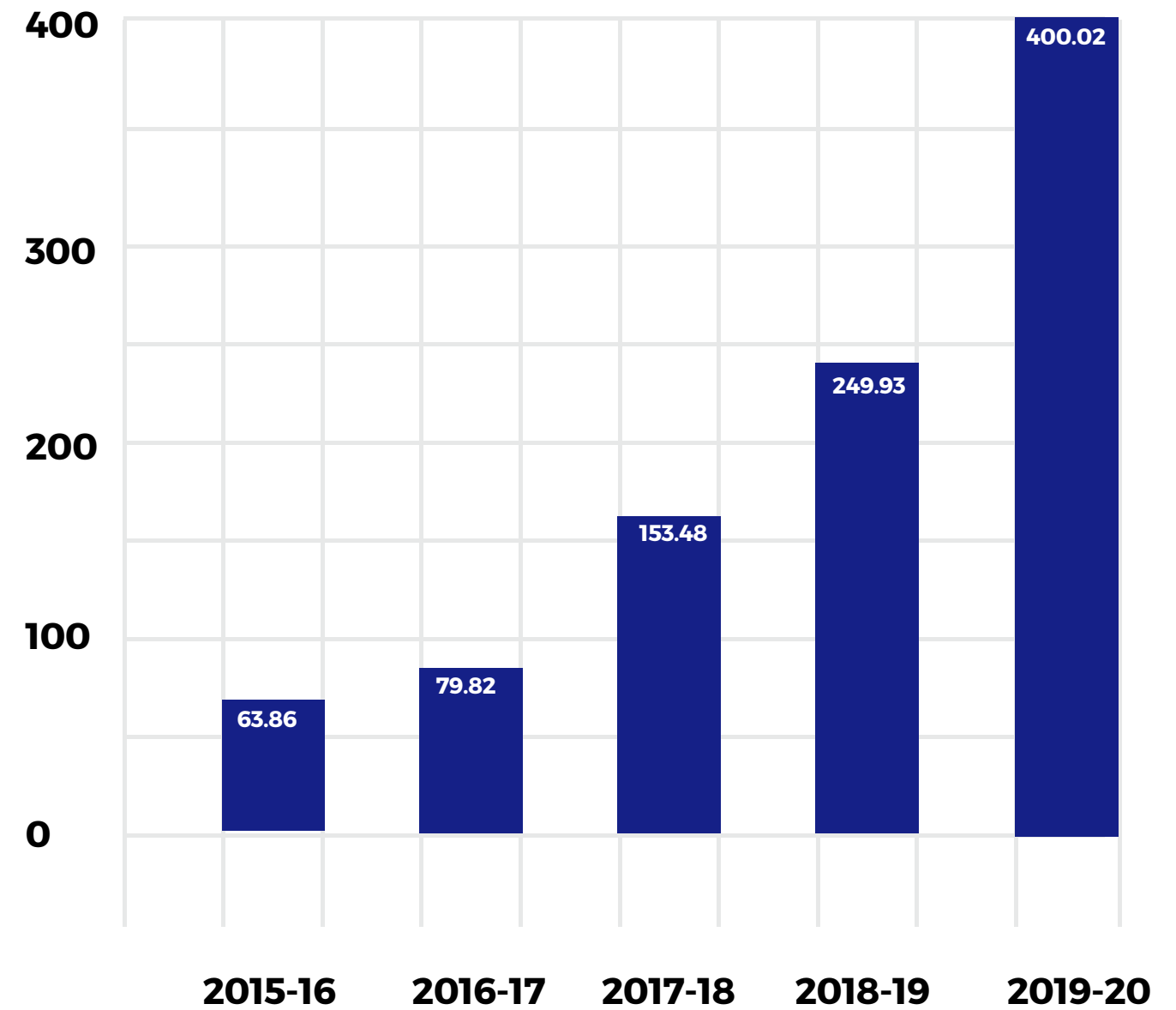
(Rs. in Million)



CAGR GROWTH **30.43%**

CONSOLIDATED PAT

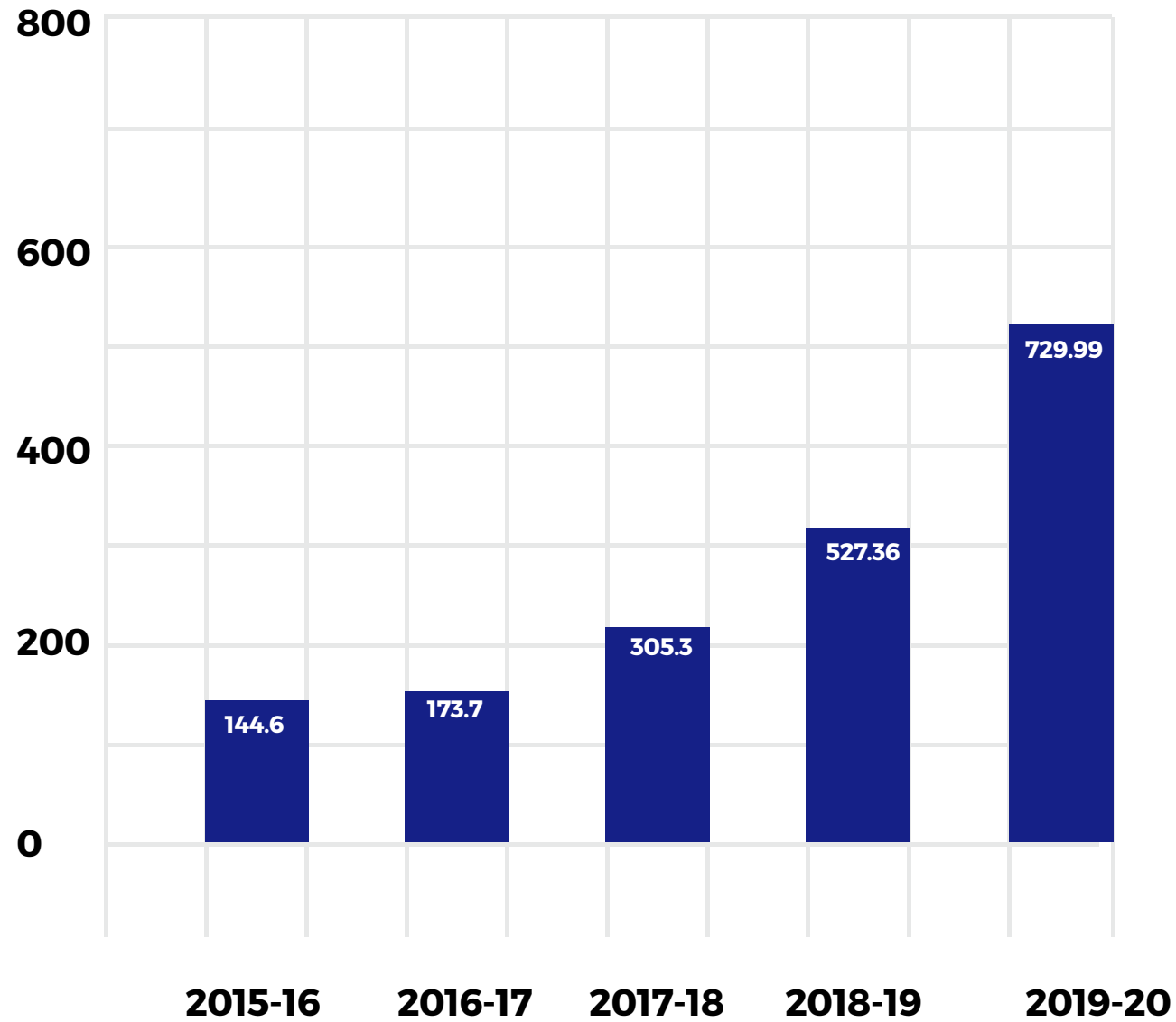
(Rs. in Million)



CAGR GROWTH **44.32%**

Consolidated EBITDA

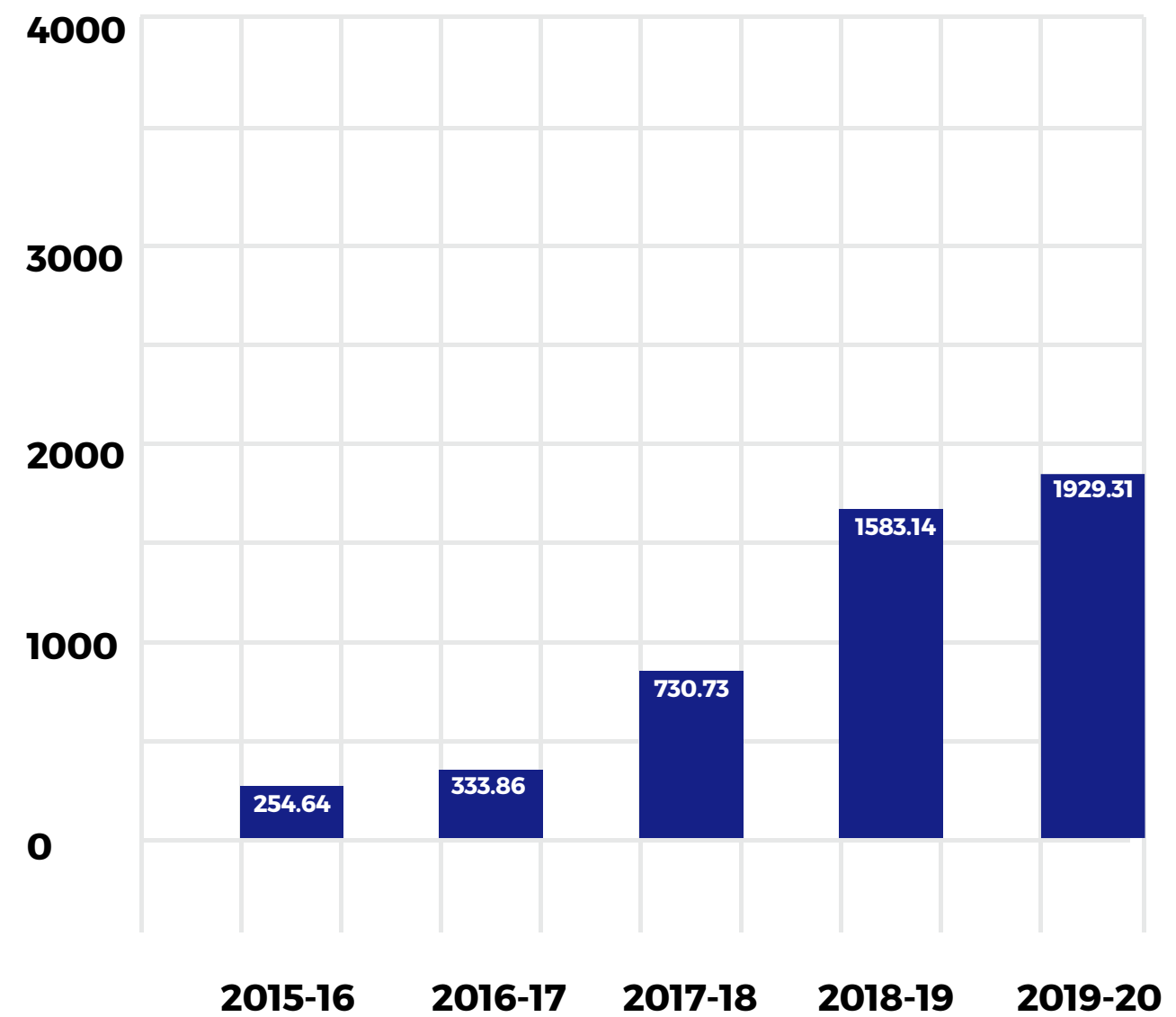
(Rs. in Million)



CAGR GROWTH **38.24%**

Consolidated Networth

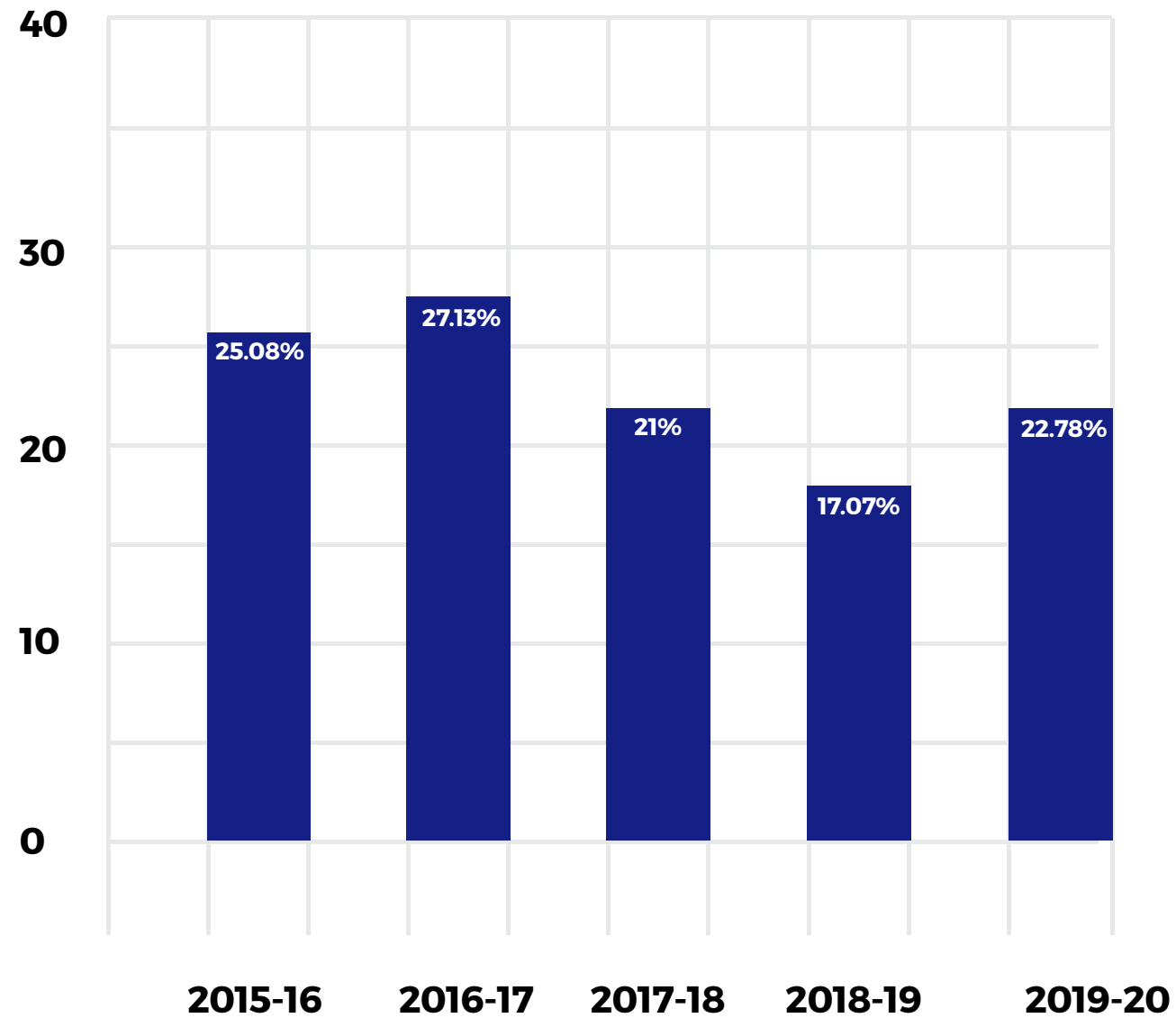
(Rs. in Million)



CAGR GROWTH **49.94%**

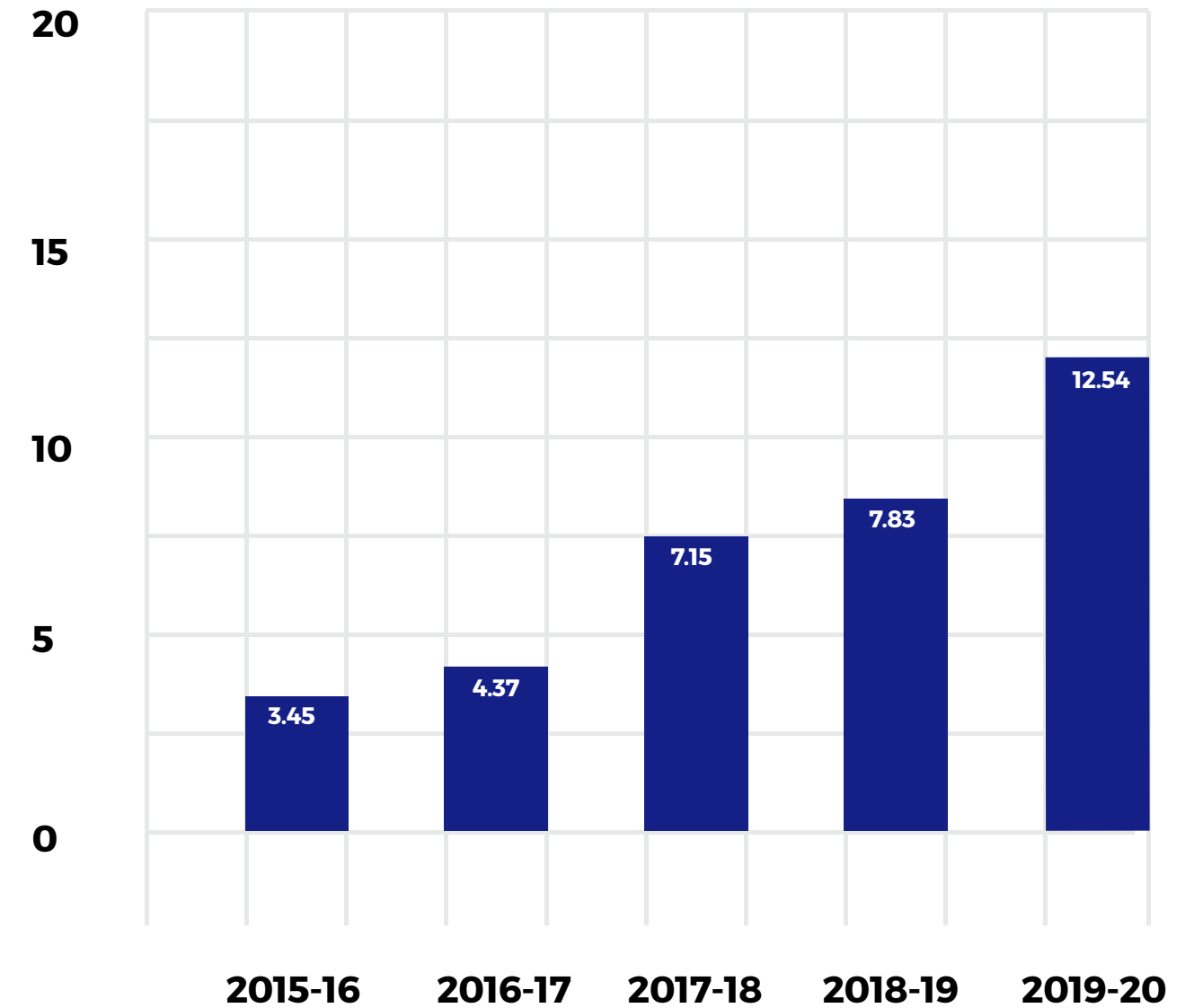
Note : The Company has first time adopted IND AS in FY 20. On adaptation of IND AS, the net worth in FY 19 has shown sudden jump. The earlier reported figure of Net worth (as per GAAP) for FY19 was Rs. INR 923 Mn.

Average Return on Equity



EPS

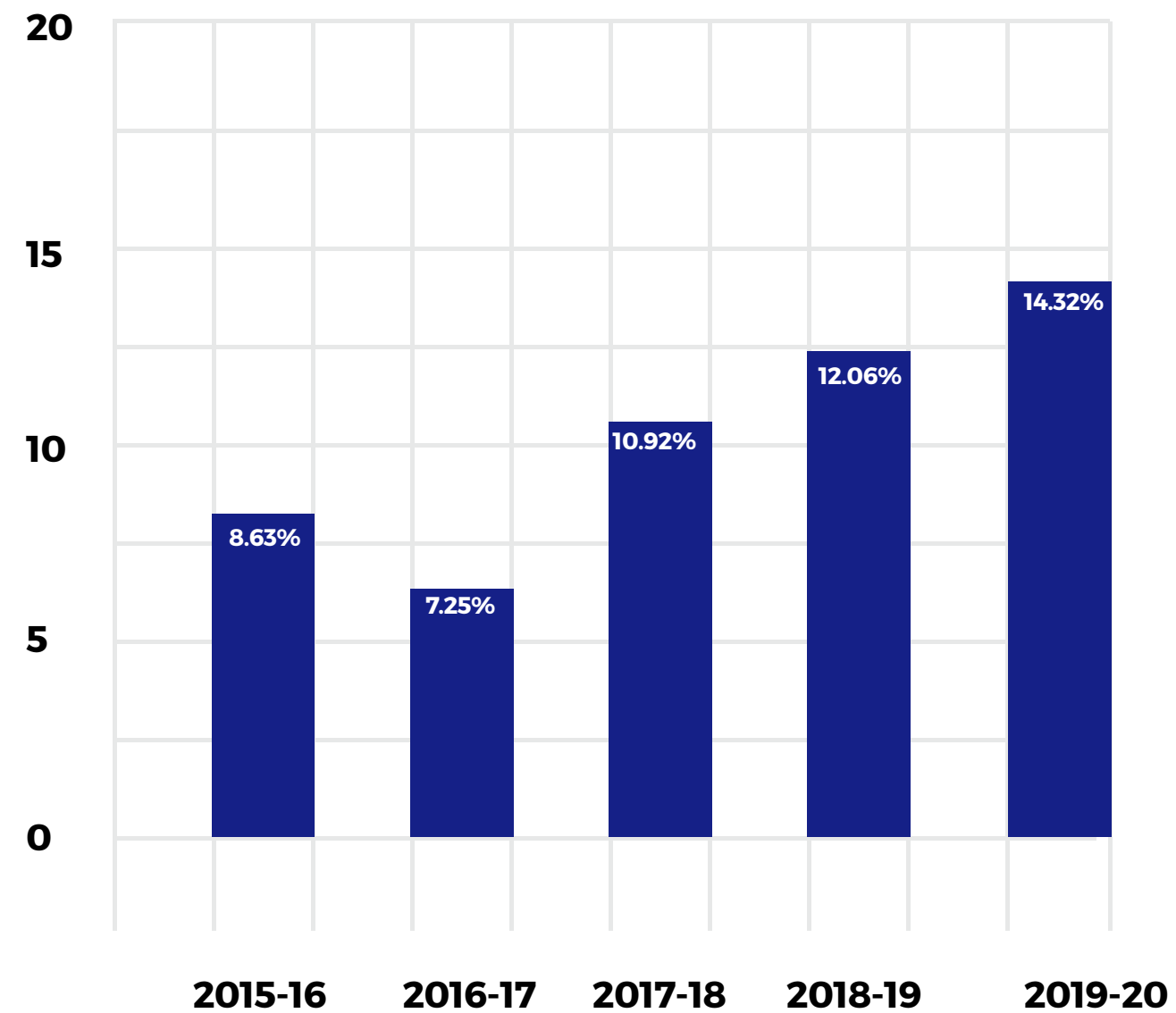
(Rs.)



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.

PAT Margin (%)



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.

STRONG FY 20 and Q4 RESULTS

Key Highlights of FY20

Consolidate Revenue: ₹ 2,793.46 Mn, (grew 34.83% YoY)

Consolidated PAT: ₹ 400Mn, (grew 60.05% YoY)

PAT Margin: 14.32 % compared to 12.06 % in FY 19

Average Return on Equity: 22.78 % compared to 17.07 % in FY 19

Basic EPS: 12.54, (grew 60.15% YoY)

Acquired “Total Securities Limited”, a leading stock broking Co., based at Mumbai in all equity deal through merger.

80 New Branches added in FY 20

AuM of Mutual Funds increased by ₹170 Mn to ₹1129 Mn

Net Interest Income from NBFC Business increased from ₹ 12.9 Mn to ₹40.3 Mn

Employees count increased from 919 to 1297

Key Highlights of Q4

Consolidate Revenue: ₹1,056.12 Mn, (grew 62% QoQ)

Consolidated PAT: ₹ 169.92 Mn. (grew 68% QoQ)

PAT Margin: 16.09% compared to 15.56% in Q3FY 20

Basic EPS: Rs.5.33 compared to Rs. 3.17 in Q3FY20

EBITDA: Rs. 278.36 Mn (grew 43% QoQ)

Consolidated P&L Statement

Particulars	Q3FY20 Rs. in Million	Q4FY20 Rs. in Million	QoQ (%)	FY19 Rs. in Million	FY20 Rs. in Million	YoY(%)
Revenue	650.01	1,056.12	62.48%	2,071.86	2,793.46	34.83%
Employee Benefit Expenses	129.64	173.03	33.47%	391.74	540.90	38.08%
Other Expenses	326.07	604.73	85.46%	1,152.76	1,522.57	32.08
Finance Costs	64.37	60.31	-6.30%	114.05	178.53	56.54%
Depreciation	13.71	5.67	-58.65%	46.14	44.66	-3.21%
Total Expenses	553.79	843.74	58.07%	1,704.69	2,286.65	34.14%
Profit before tax	116.23	212.38	82.73%	367.17	506.80	38.03%
Tax	15.05	42.46	182.03%	117.24	106.79	-8.92%
Profit after tax	101.17	169.92	67.95%	249.93	400.02	60.05%
Other Comprehensive Income	0.00	-9.97	----	-8.41	-9.97	18.55%
Total Comprehensive Income	101.17	159.96	58.10%	241.53	390.05	61.50%

Consolidated Balance Sheet - Assets

Assets	At March 31, 2019 Rs. in Million	At March 31, 2020 Rs. in Million
FINANCIAL ASSETS (A)	2,598.06	3,793.03
Cash/Bank and Cash Equivalents	1,168.27	1,994.47
Investments	422.17	360.60
Trade Receivables	129.58	86.87
Other financial assets	573.98	734.72
Loans and Advances	304.06	616.37
NON FINANCIAL ASSETS (B)	827.54	808.93
Fixed Assets and Intangible Assets	351.91	333.69
Deferred Tax Assets	60.69	75.78
Current Tax Assets and other non financial assets	209.21	236.71
Inventories	205.72	162.75
ASSETS (A) + (B)	3,425.60	4,601.95

Consolidated Balance Sheet – Equity & Liabilities

Equity & liabilities	At March 31, 2019 Rs. in Million	At March 31, 2020 Rs. in Million
FINANCIAL LIABILITIES (A)	1,614.05	2,248.53
Borrowings	1,060.24	1,256.01
Trade Payables	534.54	835.63
Other financial liabilities	19.28	156.90
NON FINANCIAL LIABILITIES(B)	228.41	424.11
Provisions	114.62	135.07
Other Non Financial Liabilities	113.79	289.04
Equity (C)	1,583.14	1,929.31
Equity Share capital	224.25	319.07
Other Equity	1,338.90	1,610.24
Total Equity & Liabilities (A) + (B) + (C)	3,425.60	4,601.95

Standalone P&L Statement

Particulars	Q3FY20 Rs. in Million	Q4FY20 Rs. in Million	QoQ (%)	FY19 Rs. in Million	FY20 Rs. in Million	YoY(%)
Revenue	590.41	983.96	66.66%	1,972.59	2,599.85	31.80%
Employee Benefit Expenses	119.64	160.79	34.40%	381.38	509.16	33.51%
Other Expenses	325.28	598.35	83.95%	1,138.86	1,508.78	32.48%
Finance Costs	25.01	32.58	30.26%	67.11	100.09	49.15%
Depreciation	13.70	5.05	-63.17%	46.12	44.01	-4.59%
Total Expenses	483.63	796.77	64.75%	1,633.47	2,162.04	32.36%
Profit before tax	106.78	187.19	75.30%	339.12	437.81	29.10%
Tax	14.42	40.48	180.61%	114.51	102.80	-10.22%
Profit after tax	92.36	146.71	58.86%	224.61	335.01	49.15%
Other Comprehensive Income	0.00	-14.41	-	-19.43	-14.41	-25.83%
Total Comprehensive Income	92.36	132.30	43.25%	205.18	320.60	56.25%

Standalone Balance Sheet – Assets

Assets	At March 31, 2019 Rs. in Million	At March 31, 2020 Rs. in Million
FINANCIAL ASSETS (A)	2,167.64	3,209.61
Cash/Bank and Cash Equivalents	1,145.11	1,881.86
Investments	340.15	546.71
Trade Receivables	114.01	58.19
Loans and Advances	20.11	2.35
Other financial assets	548.26	720.50
NON FINANCIAL ASSETS (B)	787.96	643.09
Fixed Assets and Intangible Assets	350	330.63
Deferred Tax Assets	58.25	65.48
Current Tax Assets and other non financial assets	173.99	186.80
Inventories	205.72	162.75
ASSETS (A) + (B)	2,955.60	3,955.26

Standalone Balance Sheet – Equity & Liabilities

Equity & Liabilities	At March 31, 2019 Rs. in Million	At March 31, 2020 Rs. in Million
FINANCIAL LIABILITIES (A)	1,199.15	1,710.59
Borrowings	649.64	850.49
Trade Payables	533.69	833.92
Other financial liabilities	15.82	26.18
NON FINANCIAL LIABILITIES (B)	216.57	403.40
Provisions	109.48	120.81
Other Non Financial Liabilities	107.09	282.59
Equity (C)	1,539.88	1,841.28
Equity Share capital	244.25	319.07
Other equity	1,295.64	1,522.21
TOTAL EQUITY & LIABILITIES (A) + (B) +(C)	2,955.60	3,955.26

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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