

SHARE INDIA SECURITIES LIMITED

Earnings Presentation
Q3 & 9M FY22



We Create Endless Possibilities
www.shareindia.com

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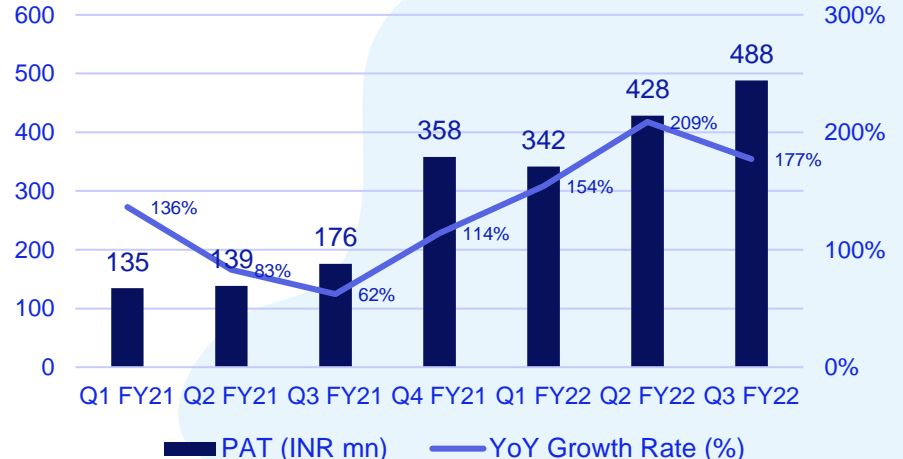
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Share India: A recognized growth engine



- SISL has been **awarded as Top Member** by NSE to mark 25 years of Nifty Index
- **Listed player** at national level to be awarded
- **Amongst top 10 brokers**

- SISL continues its track record of **bottom-line growth** of triple digit
- Q3 FY22 has been a **best quarter** till date
- SISL is focused on **profitable and sustainable growth** with technology at core

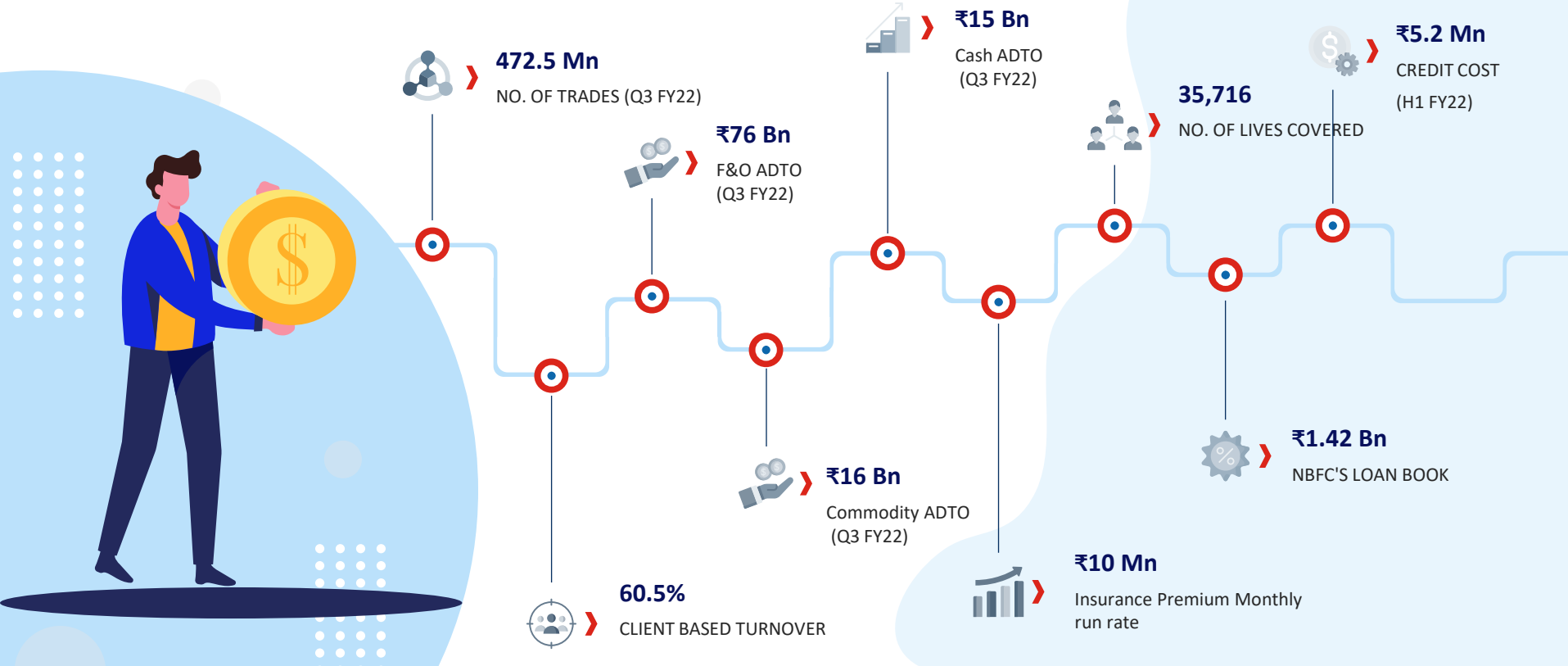


Share India: Snapshot



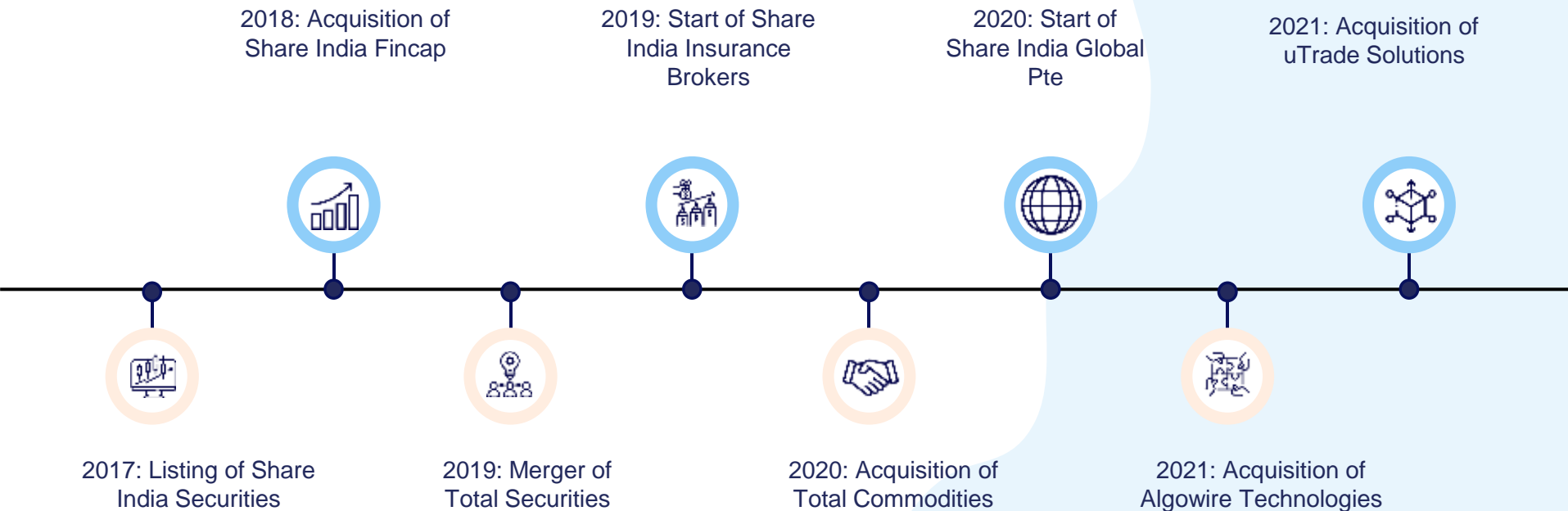
Where We Are Now

Our Current Scenario



Fostering Growth Via Efficient Inorganic Route

And unique positioning to capture major market share



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



Standalone Business



Broking in Equity, F&O and Currency segment



Algo Trading



Mutual Funds distribution



Portfolio Manager



Depository Participant



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 Trading

Total Commodities (India) Private Limited

Equity Broking

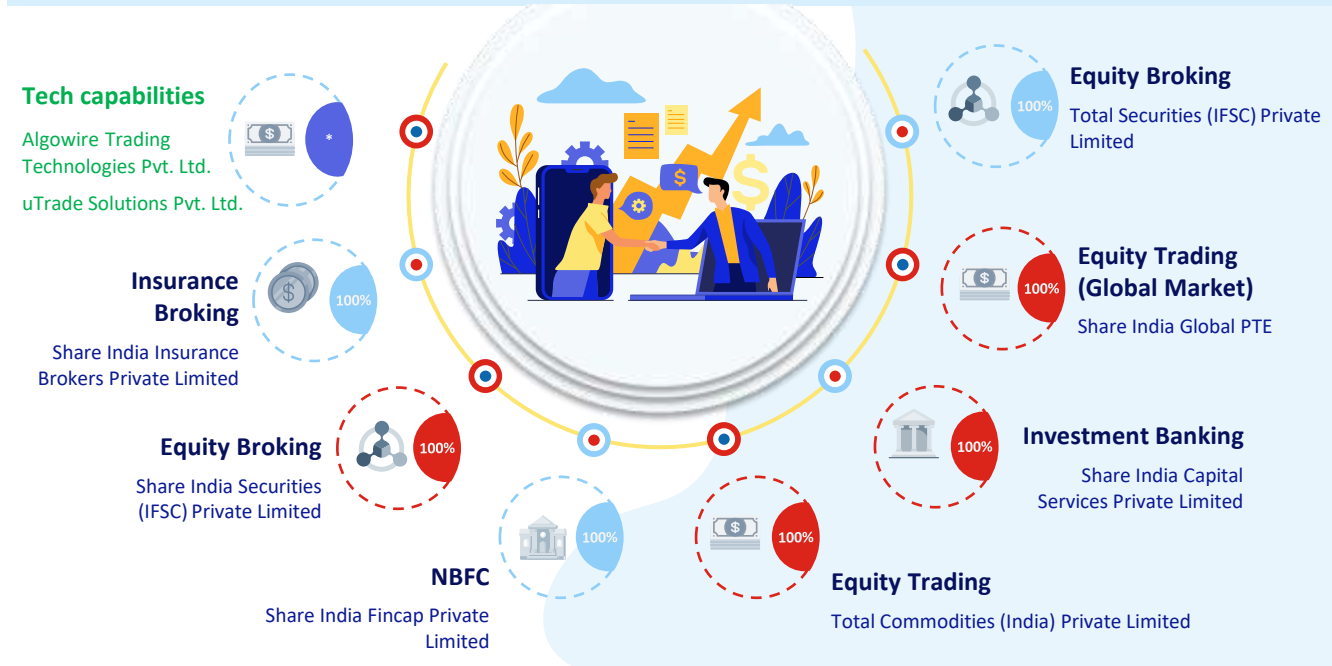
Total Securities (IFSC) Private Limited

Equity Trading (Global Market)

Share India Global PTE

Investment Banking

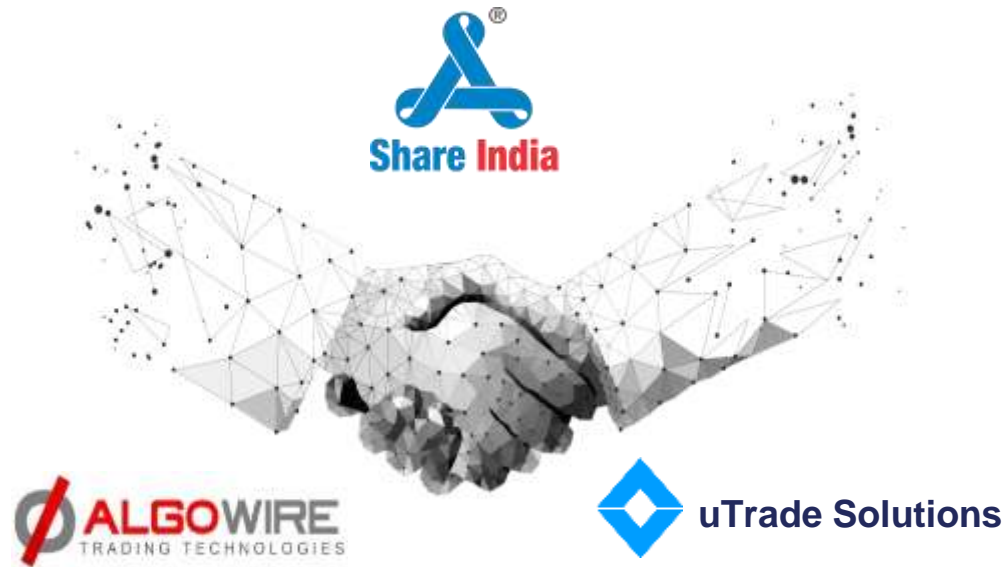
Share India Capital Services Private Limited



Transforming From Traditional to Hi-Tech Broker



Start up acquisition to drive new product innovation



Broking industry growing through a transformation phase – new demography of customers has new demands



Technology to form backbone of all product innovation as company goes through transformation of being run like a start up itself



Company intends to be a integrated technology service provider

Building an Ecosystem to Democratize the Power of Algo Trading for Retail Players

We are committed to expand in the retail segment by:-



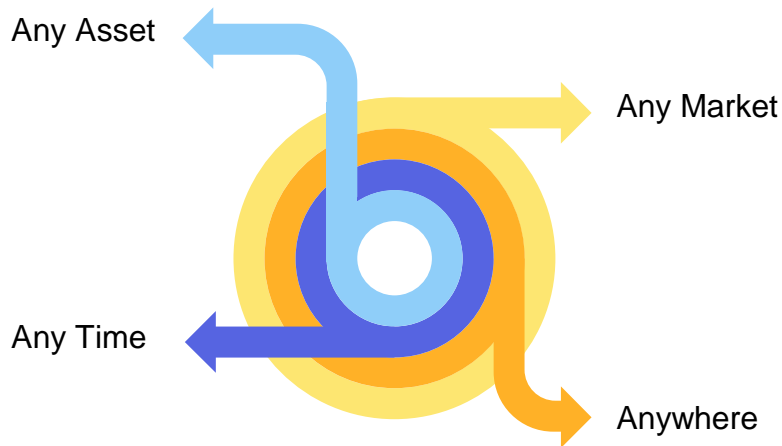
Providing platform to deploy highly intelligent algorithms across:



Empowering retail traders with tools like Backtesting, simulation and analytics



Taking ultra-high performance Algo trading strategies to the grass root level



Launching Retail trading platform in Q2 CY22



tap from pocket, run in exchange colocation

our new platform offers retail traders the chance to access infrastructure earlier known only to institutional investors.

professionally managed, personally chosen

choose from hundreds of strategies built by verified experts, and cancel anytime.

build (and publish) your own complex strategies

large algo marketplace and capability to design millions of strategies, only as simple as drag and drop.

backtest on historical data, paper trade on live data

test, optimize, iterate – before launching any strategy on live markets.

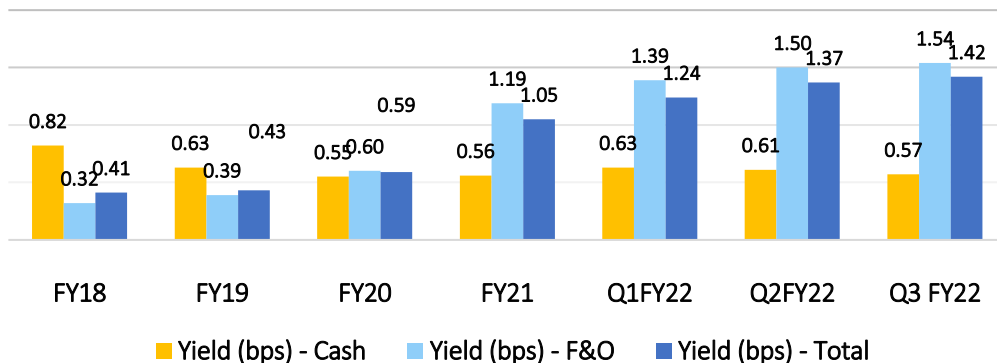
subscription model for algos, just like netflix

built for 30 million Indians



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

Brokerage Yields (BPS)



* Market Share as on Dec'21

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

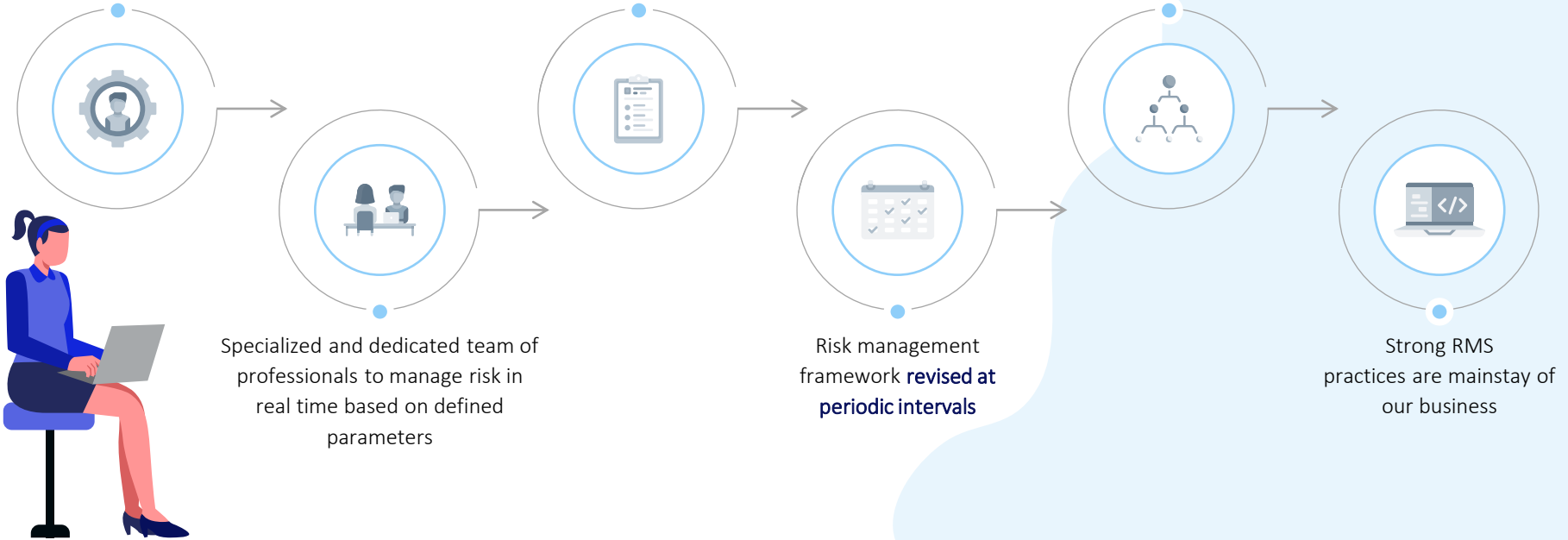
* F&O turnover only includes option premium turnover

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





Q3 FY 22 : Highlights

Q3 FY 22 – Consolidated Performance

₹2,033Mn

TOTAL REVENUE



105% YoY

₹712 Mn

TOTAL EBITDA



165% YoY

₹488 Mn

TOTAL PAT



177% YoY

24.0%

PAT MARGIN



35.3% YoY

₹15.3

EPS



177% YoY

35.0%

EBITDA MARGIN*



29.5% YoY

* incl. Other Income

Consolidated P&L Statement

Particulars (Rs. in Mn)	Quarter Ended			9M Ended		Year Ended
	Q3 FY22	Q2 FY22	Q3 FY21	Dec21	Dec20	FY 21
Revenue from Operations	2,010.01	2,129.74	978.39	5,635.56	2,564.63	4,479.54
Expenditure	1,321.14	1,442.33	723.91	3,752.70	1,853.06	3,209.84
Operating Profit	688.87	687.41	254.48	1,882.86	711.57	1,269.71
Operating Profit Margin %	34.27%	32.28%	26.01%	33.41%	27.75%	28.34%
Other Income	22.92	52.88	13.87	126.34	30.03	58.59
Depreciation	22.51	19.64	11.81	58.06	30.66	44.41
EBIT	689.28	720.65	256.54	1,951.14	710.94	1,283.90
Interest	56.93	83.94	40.19	232.13	135.59	249.60
Exceptional Items	-	69.95	-	69.95	-	-
PBT	632.37	566.76	216.35	1,649.06	575.34	1,034.29
Tax	-144.22	-138.83	-40.31	-391.50	-126.76	-227.39
PAT	488.29	428.04	176.17	1,258.14	449.32	807.51
Profit/Loss from Associate	0.14	0.11	0.13	0.58	0.75	0.61
Net Profit (%)	24.02%	19.61%	17.75%	21.84%	17.32%	26.67%



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 Promotor 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



Share India Securities Limited

CIN: L67120GJ1994PLC115132

Reg. Office: Unit No 604A-B 605A-B, 6th Flr, Tower A,
World Trade Centre, Gift City, Gandhinagar, Gujarat - 382355

Corp. Office: A-15, Sector 64 Noida,
Uttar Pradesh - 201 301

Email: abhinav@shareindia.com | Website: www.shareindia.com