

SHARE INDIA SECURITIES LIMITED

Earnings Presentation
Q2 FY22 & H1 FY22

Well positioned to capitalize on the
MASSIVE GROWTH OPPORTUNITY



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 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 Module



**Changing Market Scenario
in Broking Industry**

Customer Needs:

Better Tech Solutions

Superior Interface

Ease of Transaction

Our Trading Technology Platform Is Based On

Strategy Building and Coding

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

Reliability

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



Machine Learning

Our in-house algorithms helps client successfully analyze post market returns and modify their trading strategies appropriately

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 algo 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 to Hi-Tech Broker

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

-Tech leadership

-Innovation

-R&D

-Enhancing customer experience



Algo-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 latest technology.



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

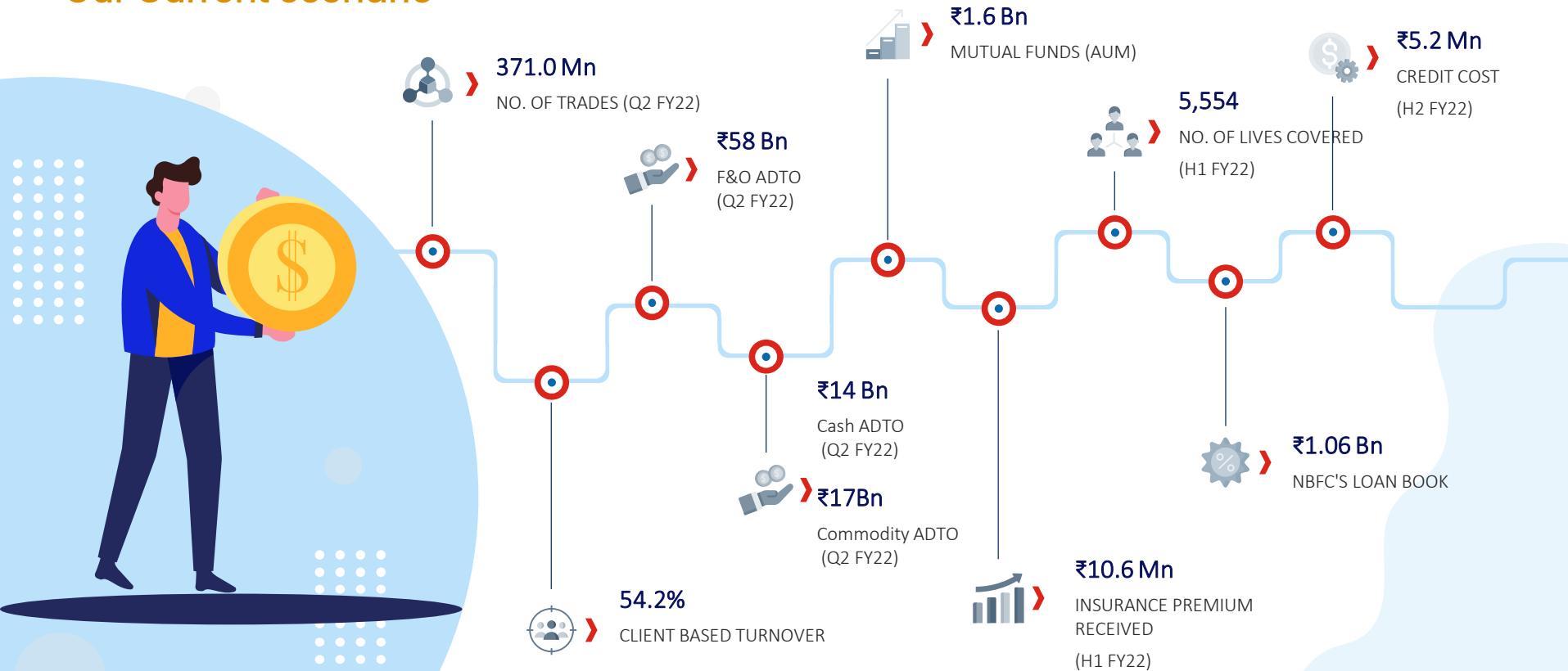


Continuously expanding tech-based product portfolio to offer cutting edge unique solutions and improve client retention.



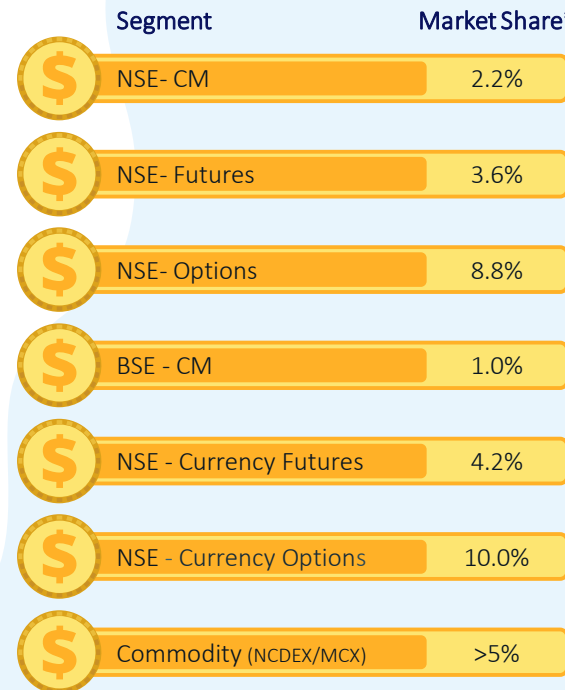
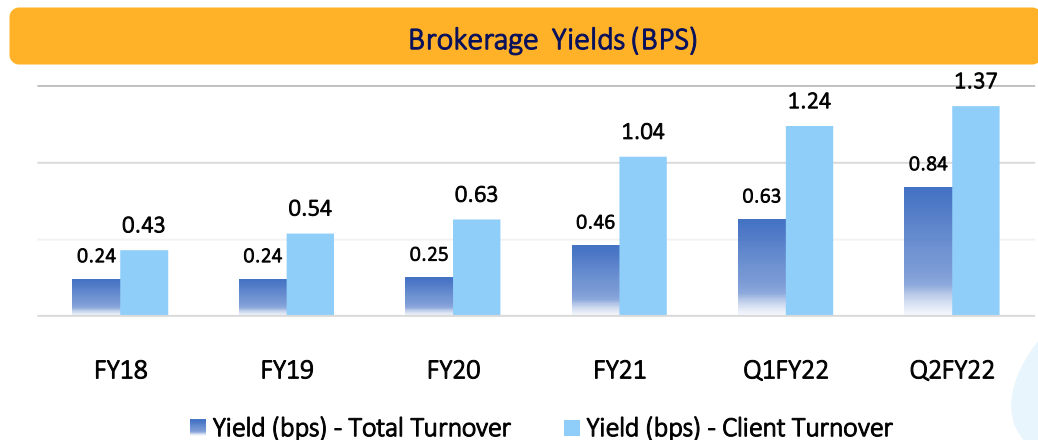
Where We Are Now...

Our Current Scenario



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

Broking: ADTO			
₹ Bn	Q2 FY22	Q1 FY22	Q2 FY21
Cash	15	15	14
F&O	58	50	39
Currency	12	10	11
Commodity	17	20	11



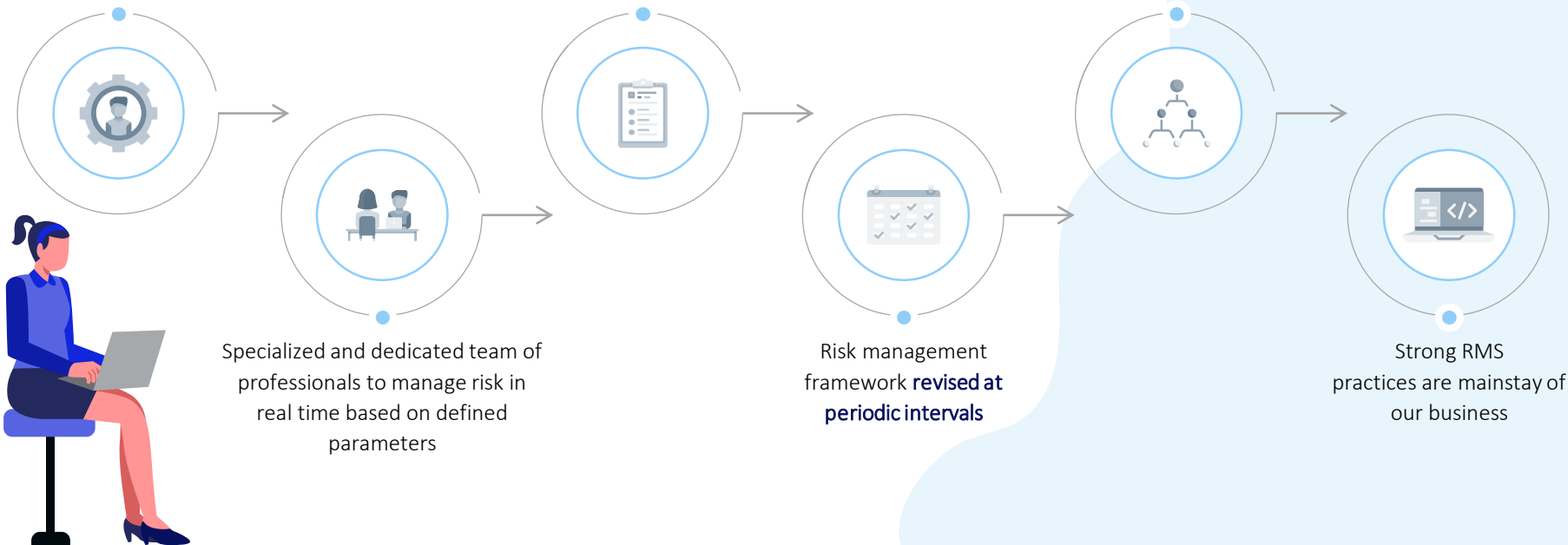
*Market share is based on turnover for H1 FY22

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



Strengthening Fintech Capabilities Through Acquisition

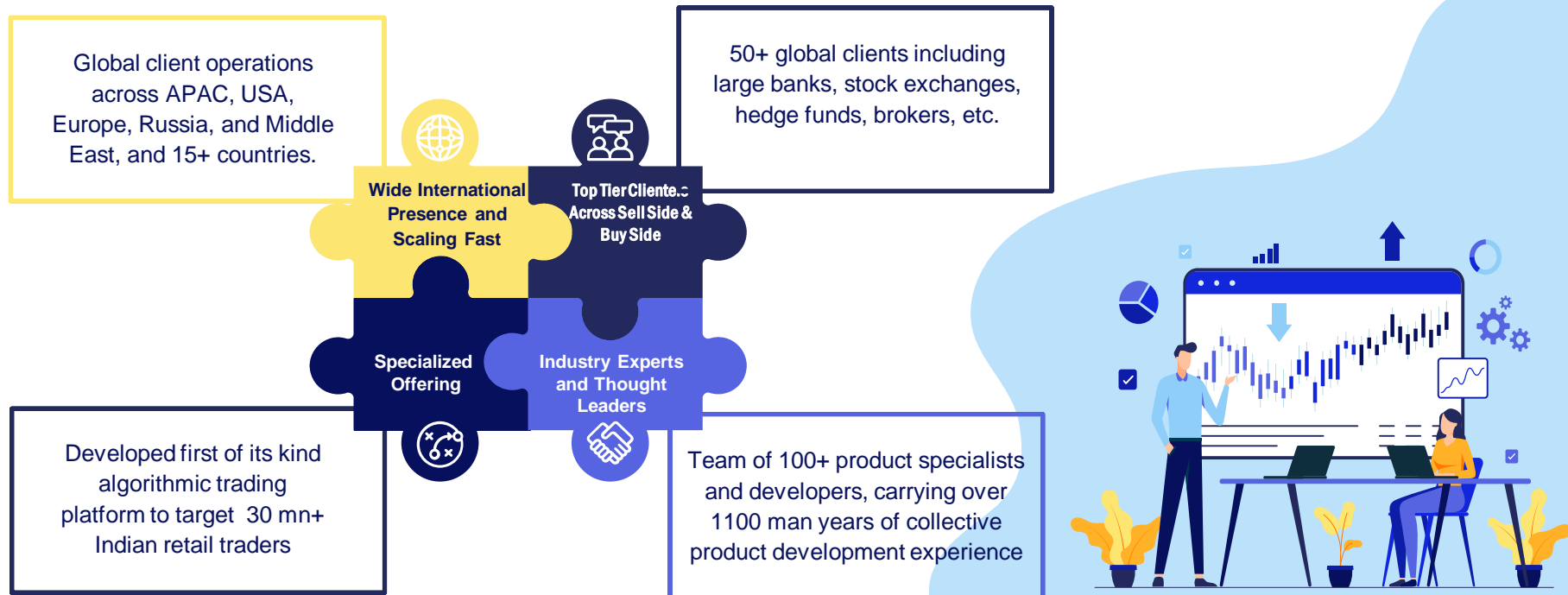


In Q2FY22, as a strategic move, we decided to acquire majority stake in AlgoWire and Utrade Solutions. Both being leading financial technology companies, will significantly boost our FinTech capabilities.



uTrade Solutions

Leading trading technology company , headquartered in India and servicing 50+ global financial institutions and intermediaries in 15+ countries with large enterprise trading products, including multi-asset trading platforms, HFT algorithms, risk management solutions, direct market access, exchange solutions, buy side institutional order management, market data broadcast solutions and multiple trading APIs for advanced use-cases.





Algowire is an analytics and consulting firm that services proprietary trading houses, banks, hedge funds and financial institutions in India, US and Europe. The firm is expert in data mining, machine learning and quantitative analysis, and is an expert in providing technical, analytics and advisory services through developing systems & algorithms that solves real time problems and create architectures to provide minimum latency to proprietary trading houses and financial institutions.



Specialized Offering

Enable proprietary trading shops to blackbox their trading strategies on its FPGA based low latency trading platform, and provides software products targeting high frequency trading, from market feeds to order execution engines and analytics.



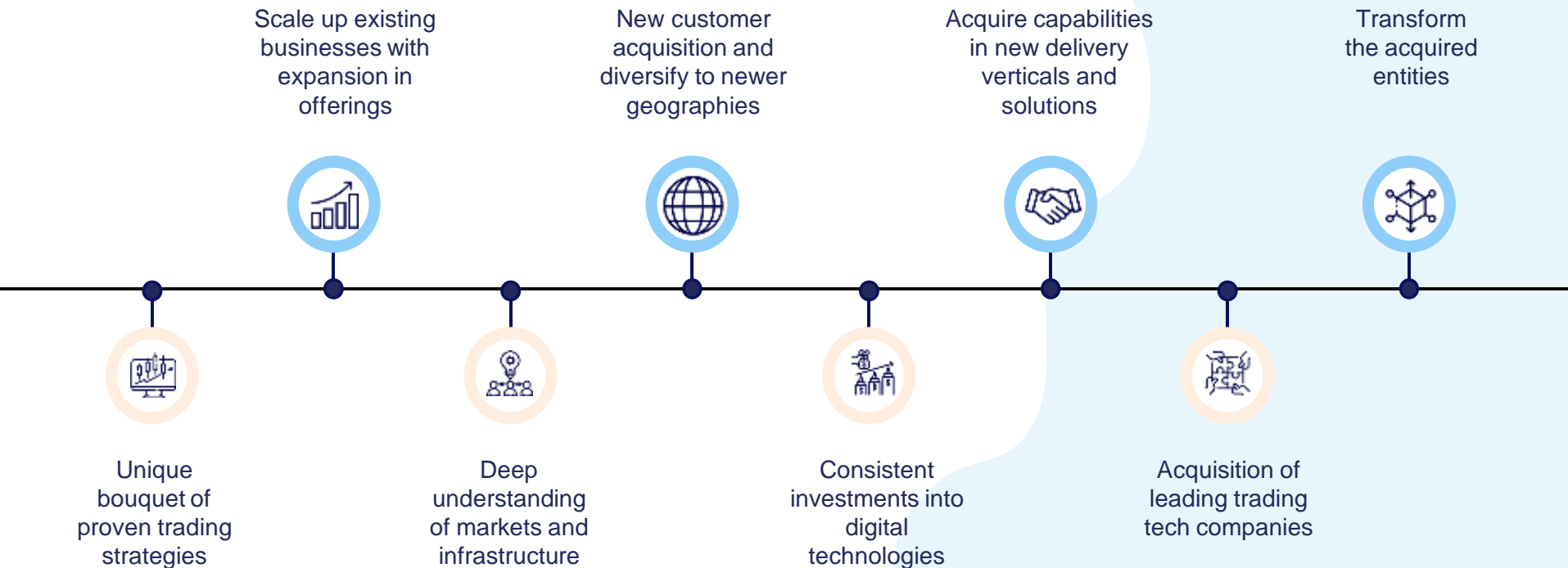
Expert Team

Led & advised by IIT, ISB and IIM alumnus supported by 20+ personnel having experience from different sections of financial markets.



Fostering Growth Via Start-ups Acquisition

And unique positioning to capture major market share



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

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



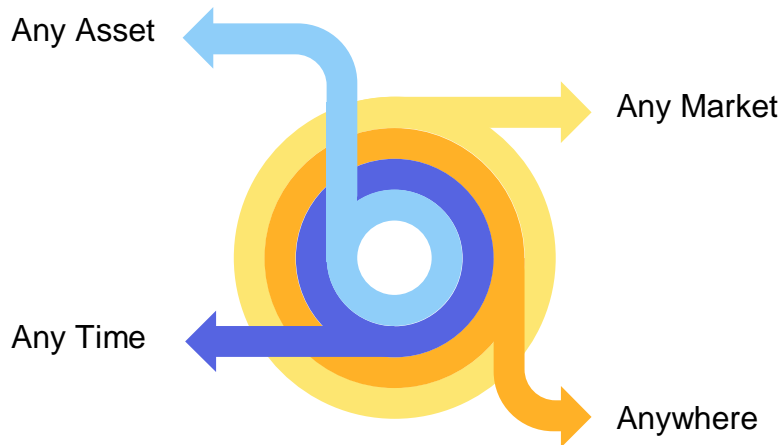
Providing platform to deploy highly intelligent algorithms across:



Empowering retail traders with tools like Backtesting, simulation and analytics



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





Q2 FY 22 : Highlights

Q2 FY 22 – Consolidated Performance

₹2,182.61Mn

TOTAL REVENUE



162.6% YoY



41.1% QoQ

19.61%

PAT MARGIN



17.6% YoY



11.3% QoQ

₹740.29 Mn

TOTAL EBITDA



202.9% YoY



32.9% QoQ

₹13.42

EPS



208.9% YoY



25.2% QoQ

₹428.04 Mn

TOTAL PAT



208.9% YoY



25.2% QoQ

33.92%

EBITDA MARGIN



15.3% YoY



5.9% QoQ



Q2 FY 22 – Standalone Performance

₹1,631.23 Mn

TOTAL REVENUE

↑ 123.1% YoY
↑ 38.2% QoQ

₹571.35 Mn

TOTAL EBITDA

↑ 196.3% YoY
↑ 41.0% QoQ

₹381.08 Mn

TOTAL PAT

↑ 237.2% YoY
↑ 57.8% QoQ

23.36%

PAT MARGIN

↑ 51.2% YoY
↑ 14.2% QoQ

₹11.94

EPS

↑ 237.2% YoY
↑ 57.8% QoQ

35.03%

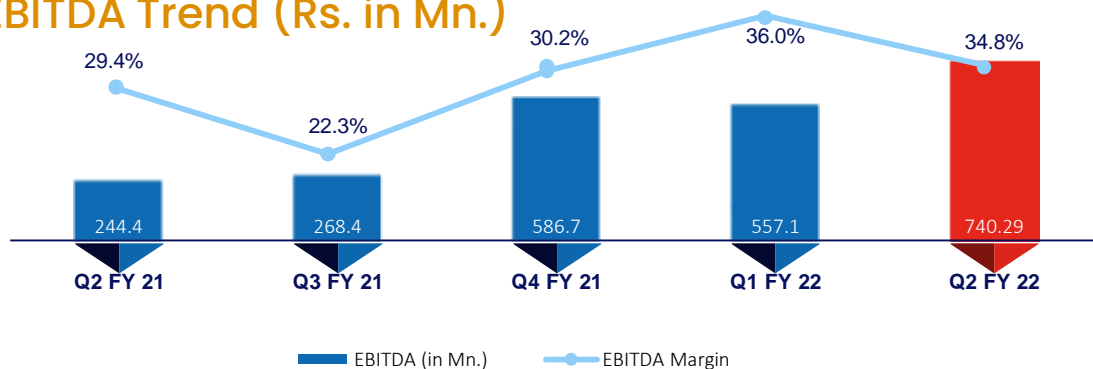
EBITDA MARGIN

↑ 32.8% YoY
↑ 2.0% QoQ

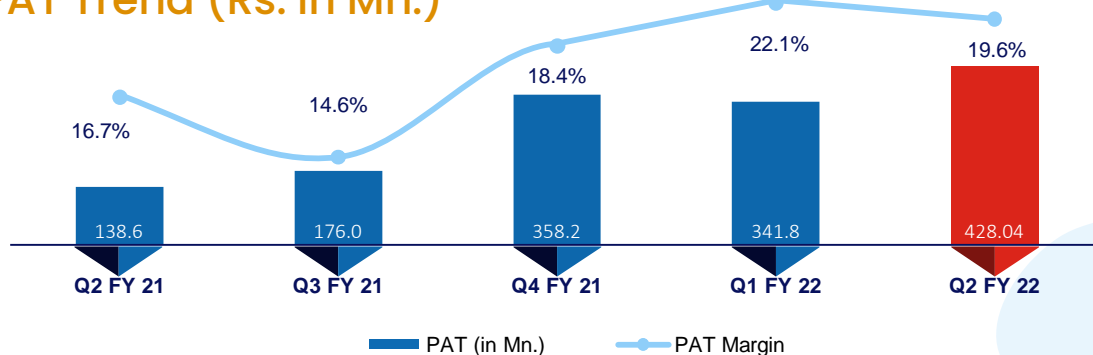


Trend In EBITDA And PAT (Consolidated - QoQ)

EBITDA Trend (Rs. in Mn.)



PAT Trend (Rs. in Mn.)



Consolidated P&L Statement

Particulars (Rs. in Mn)	Quarter Ended			Half Year Ended		Year Ended
	Q2 FY22	Q1 FY22	Q2 FY21	Sep21	Sep20	FY 21
Revenue from Operations	2129.74	1,495.80	822.46	3625.54	1587.52	4,479.54
Expenditure	1442.33	989.23	586.72	2431.56	1129.15	3,209.84
Operating Profit	687.41	506.57	235.74	1193.98	458.37	1,269.71
Operating Profit Margin %	32.28%	33.87%	28.66%	32.93%	28.87%	28.34%
Other Income	52.88	50.53	8.68	103.41	14.88	58.59
Depreciation	19.64	15.91	9.76	35.55	18.85	44.41
EBIT	720.65	541.20	234.66	1261.84	454.40	1,283.90
Interest	83.94	91.26	53.56	175.20	95.40	249.60
Exceptional Items	69.95			69.95	-	
PBT	566.76	449.94	181.10	1016.69	359.00	1,034.29
Tax	-138.83	-108.44	-42.39	247.28	86.46	-227.39
PAT	428.04	341.82	138.57	769.86	273.16	807.51
Profit/Loss from Associate	0.11	0.33	-0.15	0.45	0.62	0.61
Net Profit	19.61%	22.11%	16.69%	17.45%	17.05%	26.67%



Standalone P&L Statement

Particulars (Rs. in Mn)	Quarter Ended			Year Ended
	Q2 FY22	Q1 FY22	Q2FY21	FY 21
Revenue from Operations	1624.35	1,175.20	730.62	3,827.95
Expenditure	1059.88	774.88	538.50	2,783.81
Operating Profit	564.47	400.32	192.12	1,044.14
Operating Profit Margin %	34.75%	34.06%	26.30%	27.28%
Other Income	6.88	5.01	0.71	8.06
Depreciation	19.34	15.64	9.61	43.64
EBIT	552.01	389.69	183.22	1,008.56
Interest	81.99	69.12	32.25	152.09
PBT	470.02	320.57	150.97	856.47
Tax	88.94	79.11	37.95	183.18
PAT	381.08	241.46	113.02	673.29
Net Profit	23.36%	20.46%	15.47%	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



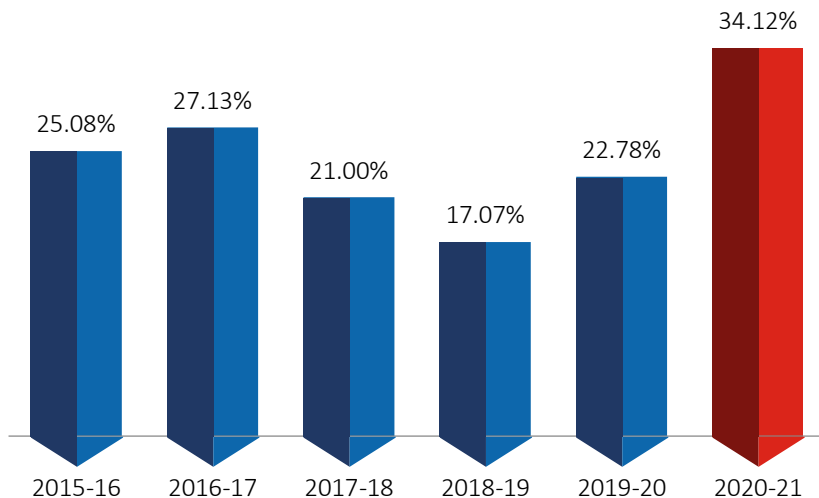
RMS Practices

Maintain high degree of RMS practices

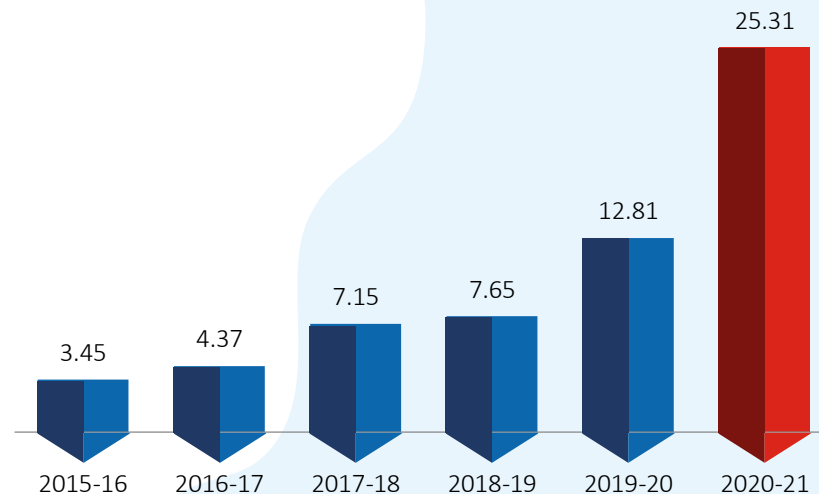


Our Growth Story In Last 6 Years: Continuous Delivery Of Strong Profits

Average Return on Equity



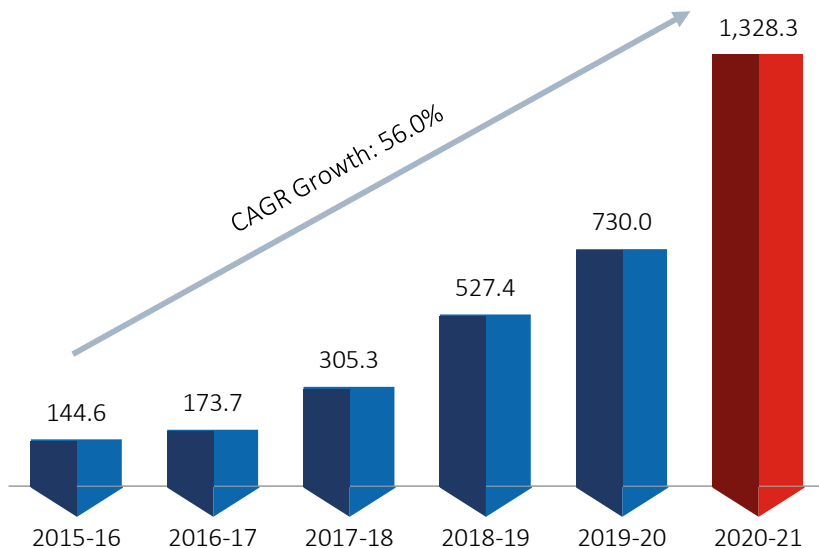
EPS (Rs.)



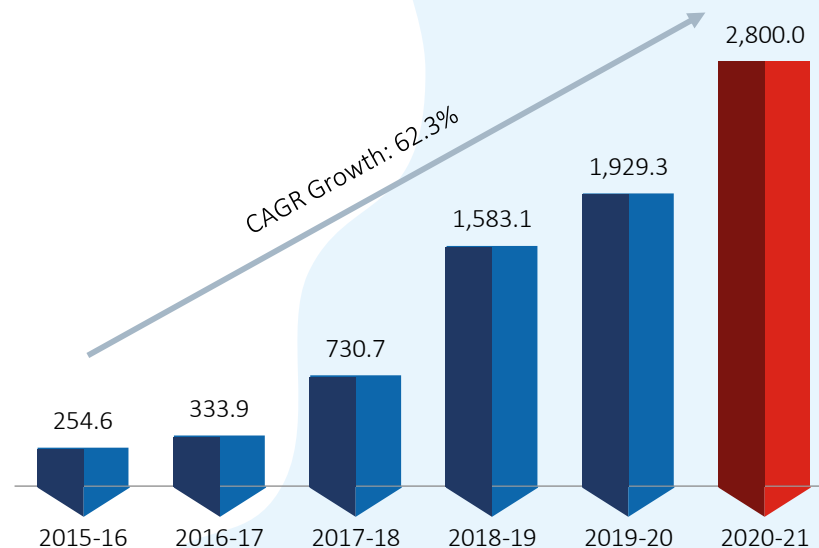
Note : The Company has first time adopted IND AS in FY 20. On adaptation of IND AS, the net worth in FY 19 has shown sudden jump, on account of which the RoE % for FY 19 and FY 20 has been relatively lower in comparison to the previous years.

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

Consolidated EBITDA* (Rs. in Million)



Consolidated Net Worth (Rs. in Million)

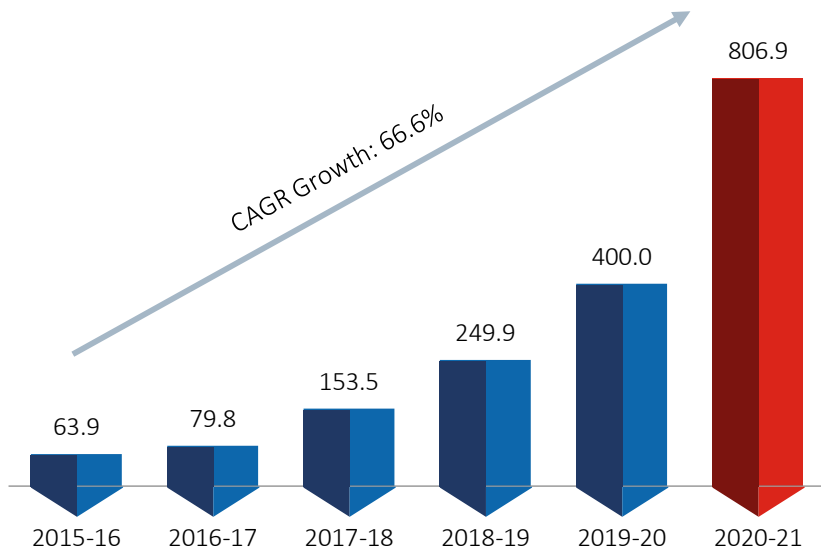


Note : The Company has first time adopted IND AS in FY 20. On adaptation of IND AS, the net worth in FY 19 has shown sudden jump. The earlier reported figure of Net worth (as per GAAP) for FY19 was Rs. INR 923 Mn.

*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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