



We Create
Endless possibilities

SHARE INDIA SECURITIES LIMITED

Investor Presentation
F.Y 2020-21

Website: www.shareindia.com



KEY HIGHLIGHTS

Share India at glance

Appropriate use of innovation in technology



18
States



729
AP/Branches
& Franchisees



26
Years
of Operations



1,500
Employees



16,352
Clients



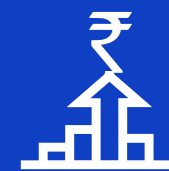
₹ 4,479MN
Total Revenue**



₹ 1,269
EBITDA**



₹ 807MN
PAT**



RS.25.31
EPS



₹ 2.00
Full Year Dividend

*(As on May 25, 2021)

** Consolidated data for FY 21

**EBITDA excludes other income

Fully integrated technology player Platforms based on Artificial Intelligence and Machine Learning

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**



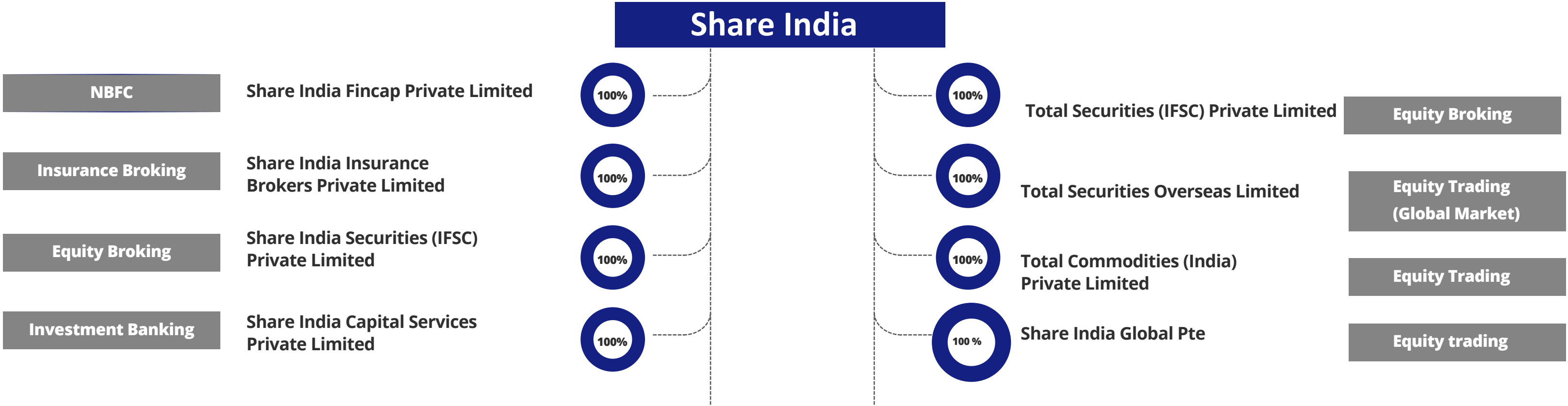
A Financial Services Conglomerate meeting the customers financial needs



Standalone Business:-

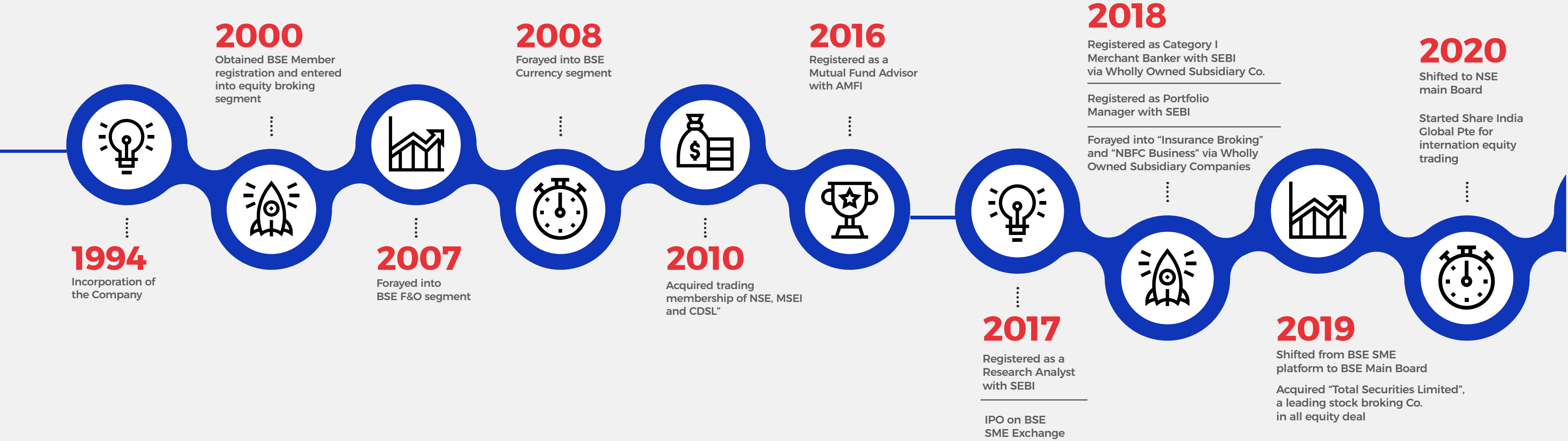


Business in Subsidiaries/Associates:



TIMELINE

Key Milestones/Events



STRONG FY 21 and Q4 RESULTS

Key Highlights of FY21

Consolidate Revenue: ₹ 4,479.54 Mn (grew 98% YoY)

Consolidated PAT: ₹ 807.5Mn, (grew 98% YoY)

PAT Margin: 18 % (remained stable as last year)

Average Return on Equity: 34.1 % compared to 22.78 % in FY 20

Basic EPS: 25.31 (FY20: 12.81)

Commenced operations in Share India Global Pte to start international operations

142 AP/New Branches added in FY 21

Increase in exchange level turnover by 46 % yoy

Total broking yield increased 84 %

Added almost 4 new clients every day of FY21

Key Highlights of Q4

Consolidate Revenue: ₹ 1,914.9 Mn, (grew 96 % QoQ)

Consolidated PAT: ₹ 358.1Mn. (grew 103% QoQ)

PAT Margin: 18.7% compared to 18.0 % in Q3FY 21

Basic EPS: Rs.11.23 compared to Rs. 5.52 in Q3FY21

EBITDA: Rs. 558.1 Mn (grew 119 % QoQ)

Where we are now...

Our Current Scenario

477.5 MN
NO. OF TRADES

45%
CLIENT BASED
TURNOVER

₹ 43 BN
F&O ADTO*
(FY20: ₹29BN)

₹ 13 BN
Cash ADTO*
(FY20: ₹8.7BN)

₹ 1,593 MN
MUTUAL FUNDS
(AuM)

₹ 186 MN
INSURANCE
PREMIUM
RECIEVED

22,955
NO. OF
LIVES COVERED

₹ 783 MN
NBFC'S
LOAN BOOK

₹ 3.9MN
CREDIT COST

Leveraging our robust proprietary automated trading strategy

Our automated AI/ML enabled trading strategy allow us to gain competitive edge.

Our systems use decentralized tech solutions along with artificial intelligence for superior performance

OUR TRADING TECHNOLOGY PLATFORM IS BASED ON



Automation

Any quantitative trading strategy can be fully automated. Performance is further improved with machine learning



Strategy Development

Has useful features to help create and test quantitative trading strategies



Fast Execution

High volumes of market data are automatically processed, analyzed, and acted upon at ultra-high speed. All this is possible because of decentralized tech



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

Segment	Market Share*
NSE - CM	2.2 %
NSE - Futures	3.1 %
NSE - Options	7.5 %
BSE - CM	1.1 %
NSE - Currency Futures	3.2 %
NSE - Currency Options	12.0%
Commodity (NCDEX / MCX)	>5%

* Market share is on basis of turnover for FY21

Client Business - Broking



FY21 has been really fruitful for SISL with new client additions and improved yield. The benefit accrued to SISL on account of:



Industry Consolidation



Customized tech solutions for Clients



Strong Understanding of Technology



Prompt service to HNI's/Ultra HNI's

Our Artificial Intelligence based tech enabled products have helped in customer acquisition.

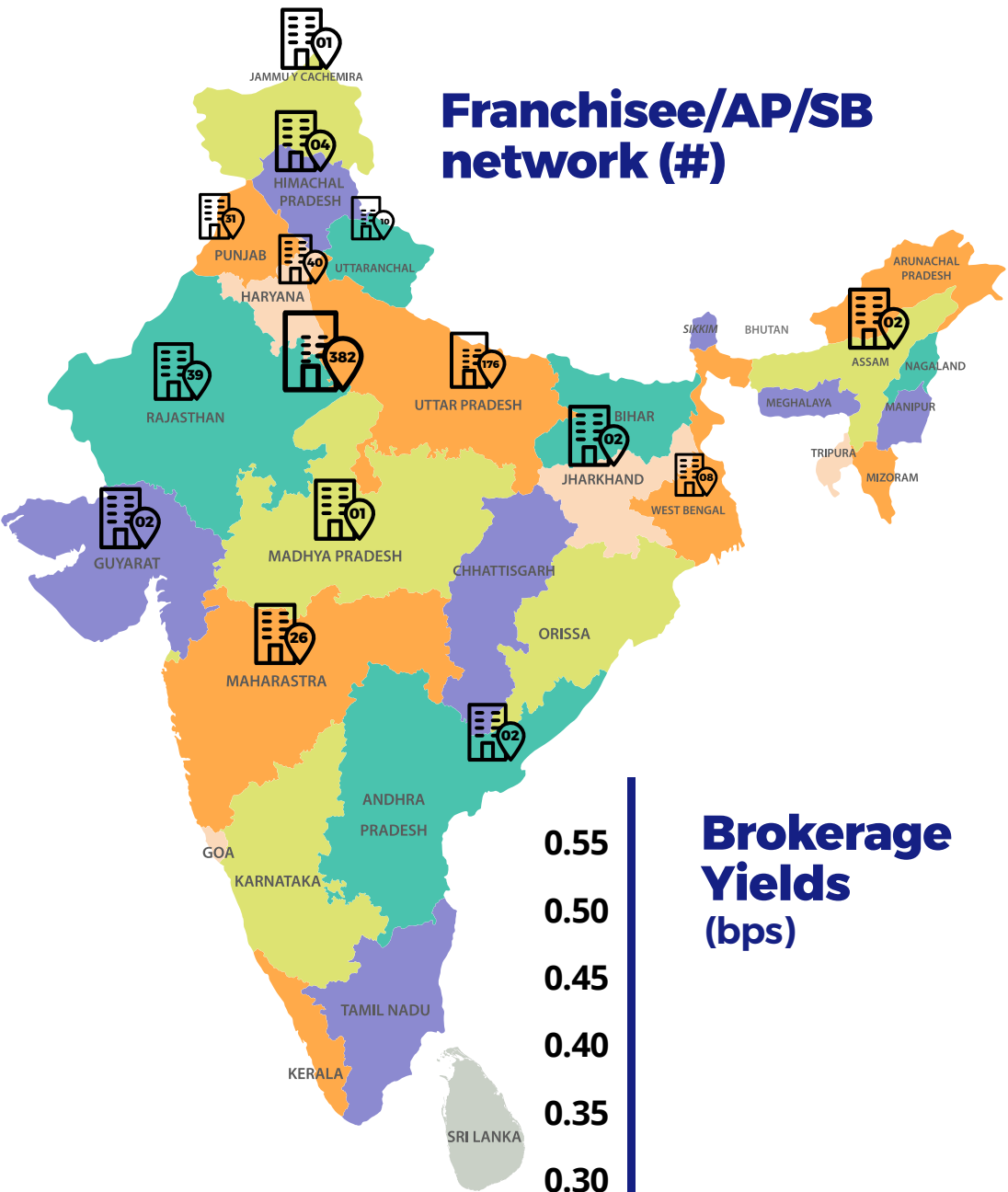
Client Turnover

Cash Market
UP 63% YoY

Futures
UP 28% YoY

Options
UP 279% YoY

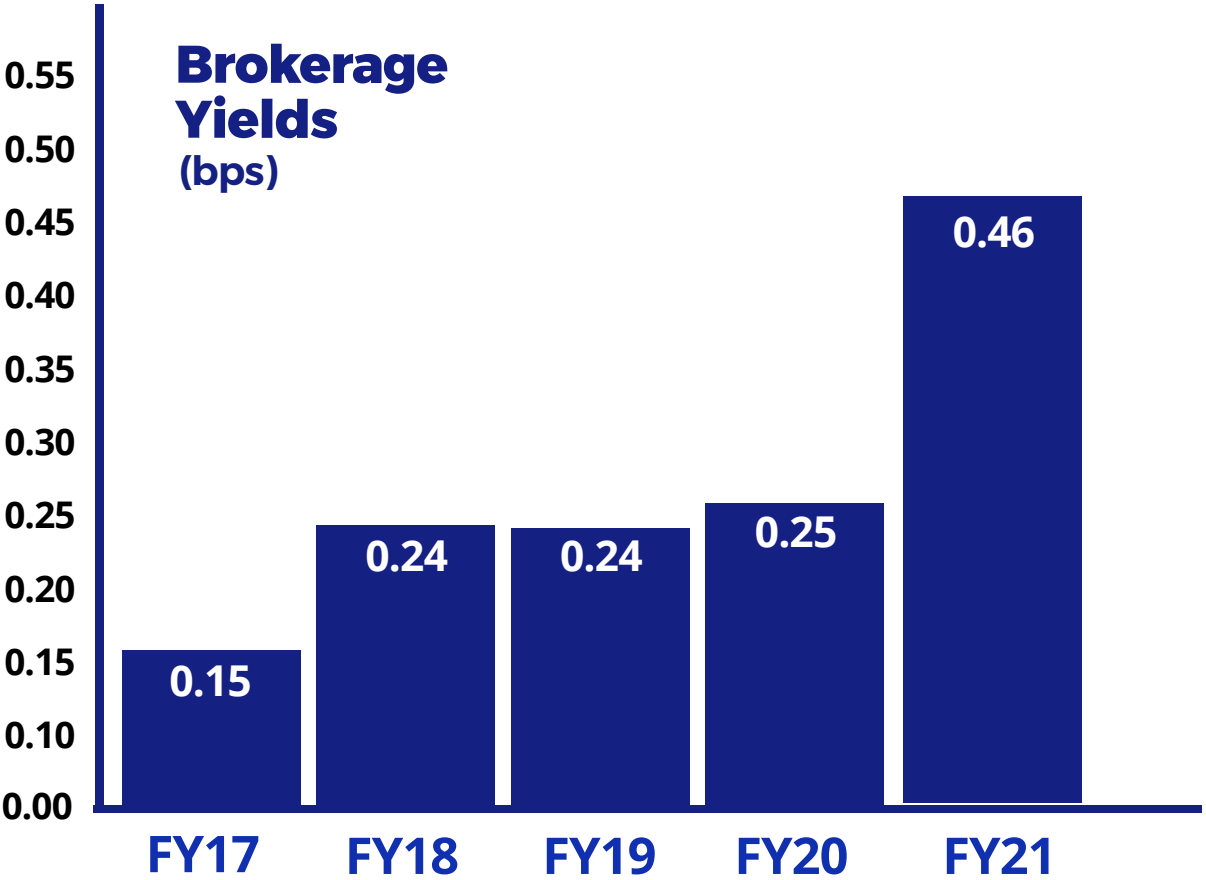
Franchisee/AP/SB network (#)



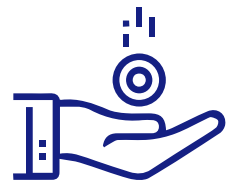
Franchisee/AP/SB network (#)

States	Numbers (#)
Assam	02
Bihar	03
Delhi	382
Gujarat	02
Haryana	40
Himachal Pradesh	4
Jammu & Kashmir	1
Jharkhand	2
Madhya Pradesh	1
Maharashtra	26
Punjab	31
Rajasthan	39
Telangana	02
Uttar Pradesh	176
Uttarakhand	10
West Bengal	08
Total	729

Brokerage Yields (bps)



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.

Currently there are 14 branches spread across North India

Covid impact on personal loan book has been minimal though growth plans have taken a hit.

In FY 21, our lending book grew 26% as compared to FY 20 and stood at Rs. 780 Mn. Net Interest Income increased 1X to INR 76Mn.



Mutual fund Distribution

In FY 21, we witnessed increase in AuM by 41 % from Rs. 1.1bn in FY 20 to Rs. 1.6bn in FY 21.



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. Categorized as Direct Broker, we provide customized solutions on Life, health and commercial Insurance in the Indian market.

With a tie-up with over 40 Insurance cos, our product team analyses the requirements of our prospective clients and provides them with the best suited product.

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

01 Total Premium
Rs. 186 Mn

02 Total No. of policies
4,299

Our Insurance Broking Solutions features:-



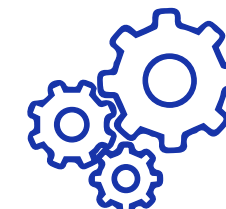
Life -
25%



Commercial
46%



Health
20%



Motor
9%

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

Experience : 30 years



Mr. Vikas Agarwal

Chief Compliance Officer

Experience : 16 years



Mr. Vijay Rana

CFO

Experience : 27 years



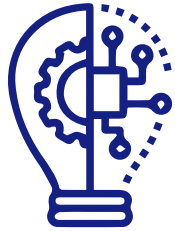
Mr. Ajay Patel

CEO- Share India Insurance
Brokers Pvt. Ltd.

Experience : 21 years

OUR VISION

FUTURE PLANS



AI-ML R&D and Innovation

Continue to use and constantly innovate for latest AI technology and monitor developments in block chain technology



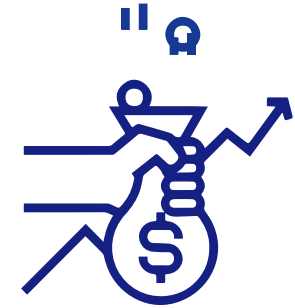
NBFC Geographical Expansion

Introduce new lending products which improve cost economics. Focus on developing fin tech products which have ability to cater to large set of clients



Front End Technology for Retail

Create front end on our AI-ML platform to expand our digital presence at retail level in all products and increase client engagement



Focus on ROE

Maintain the return on equity growth levels to current levels and Return ratios ~25%.



International Expansion

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



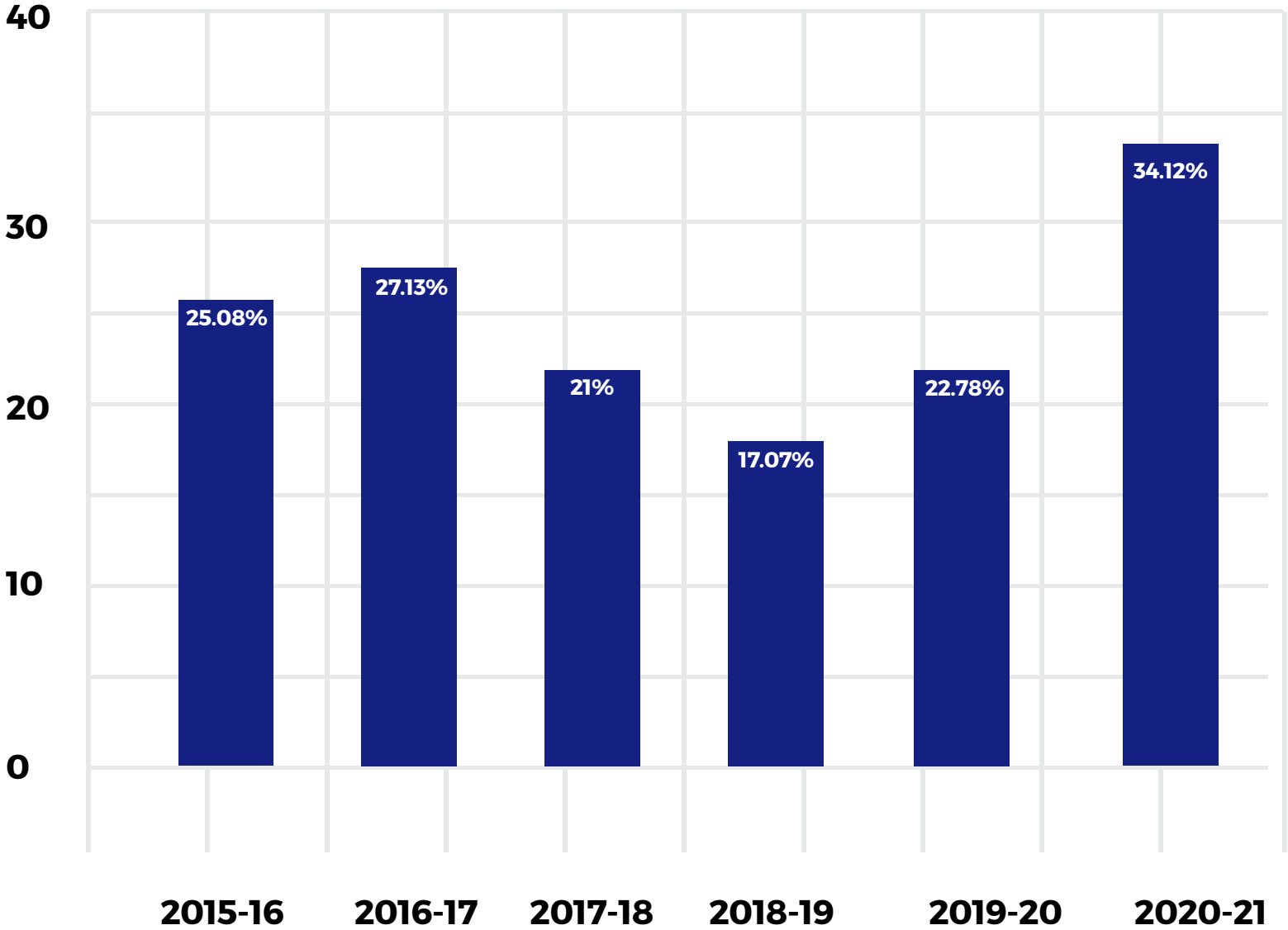
Innovate on RMS/OMS

Continue to innovate on OMS and maintain high degree of RMS practices with use of latest IT for better performance

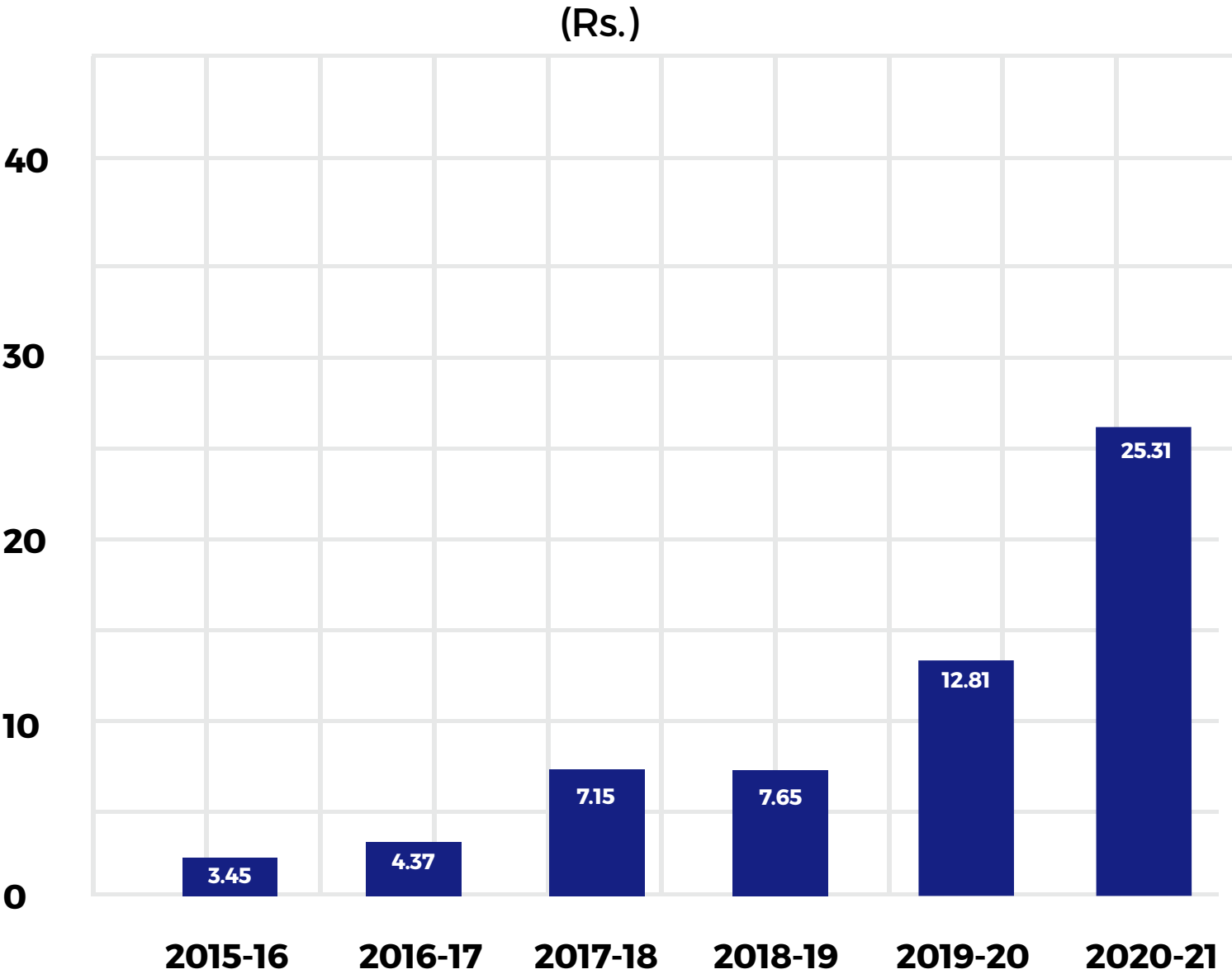


Our Growth Story in last 5 years: Continuous delivery of strong profits

Average Return on Equity



EPS

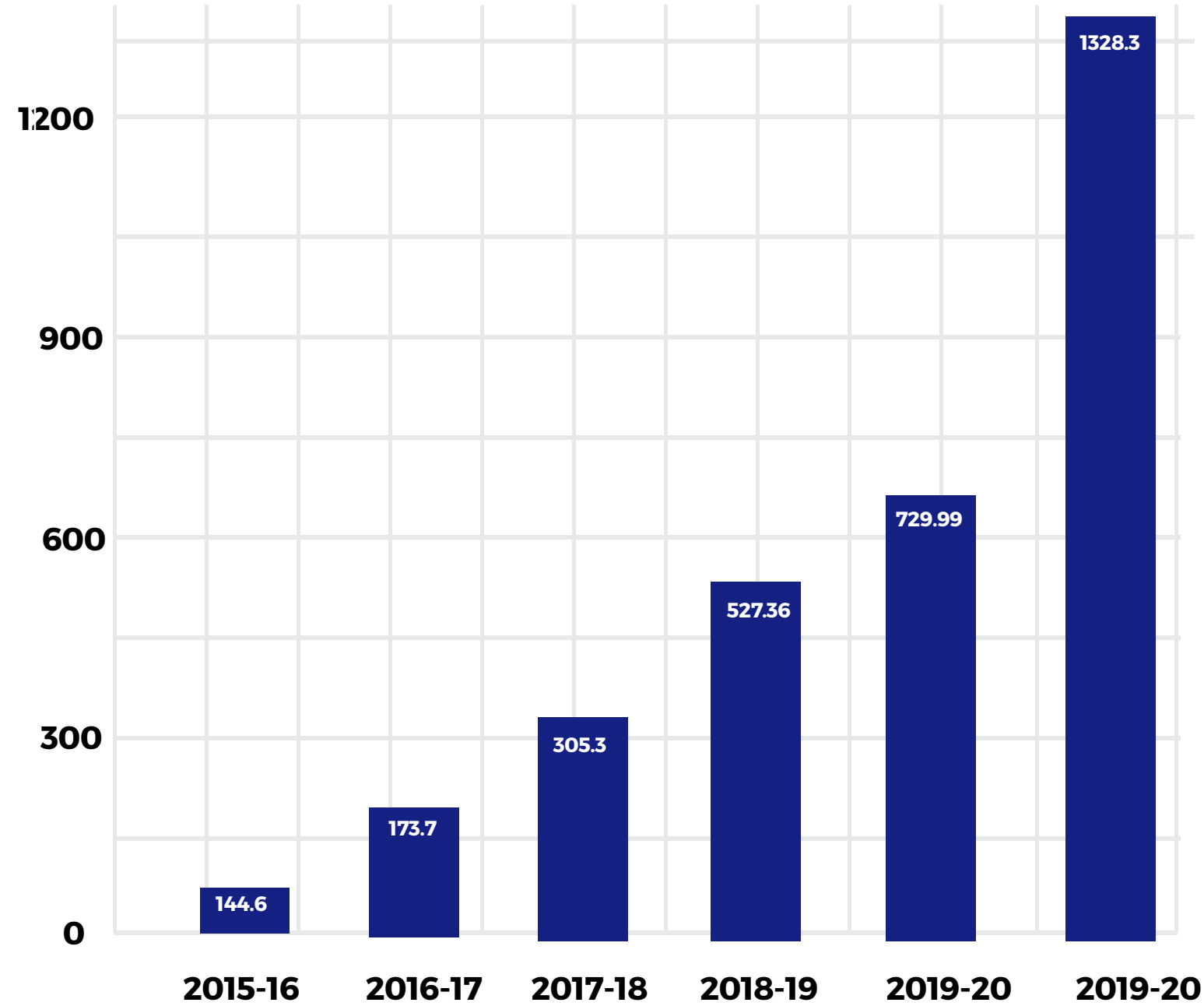


CAGR GROWTH 49%

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.

Consolidated EBITDA

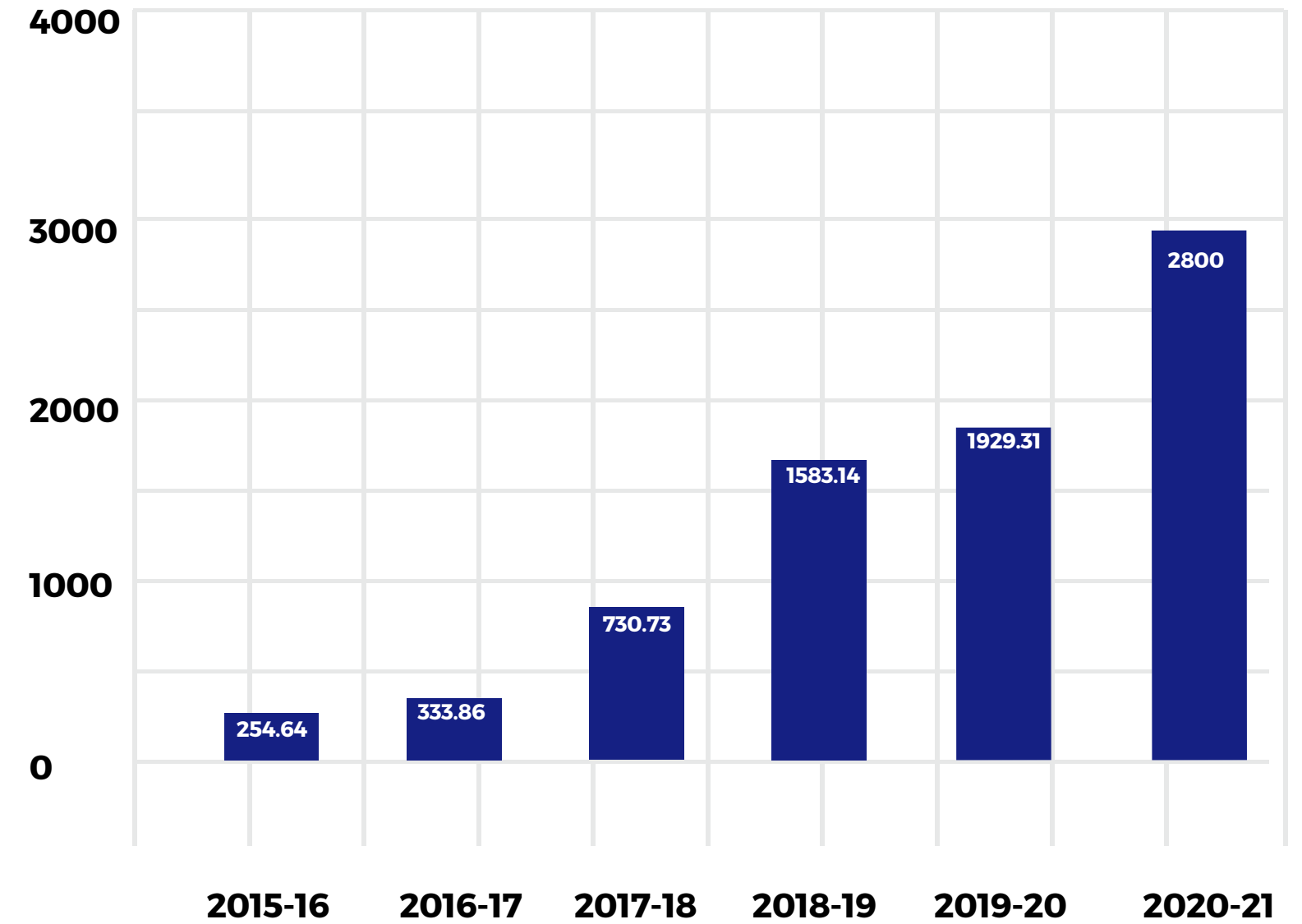
(incl. Other income)
(Rs. in Million)



CAGR GROWTH **55.8%**

Consolidated Networth

(Rs. in Million)

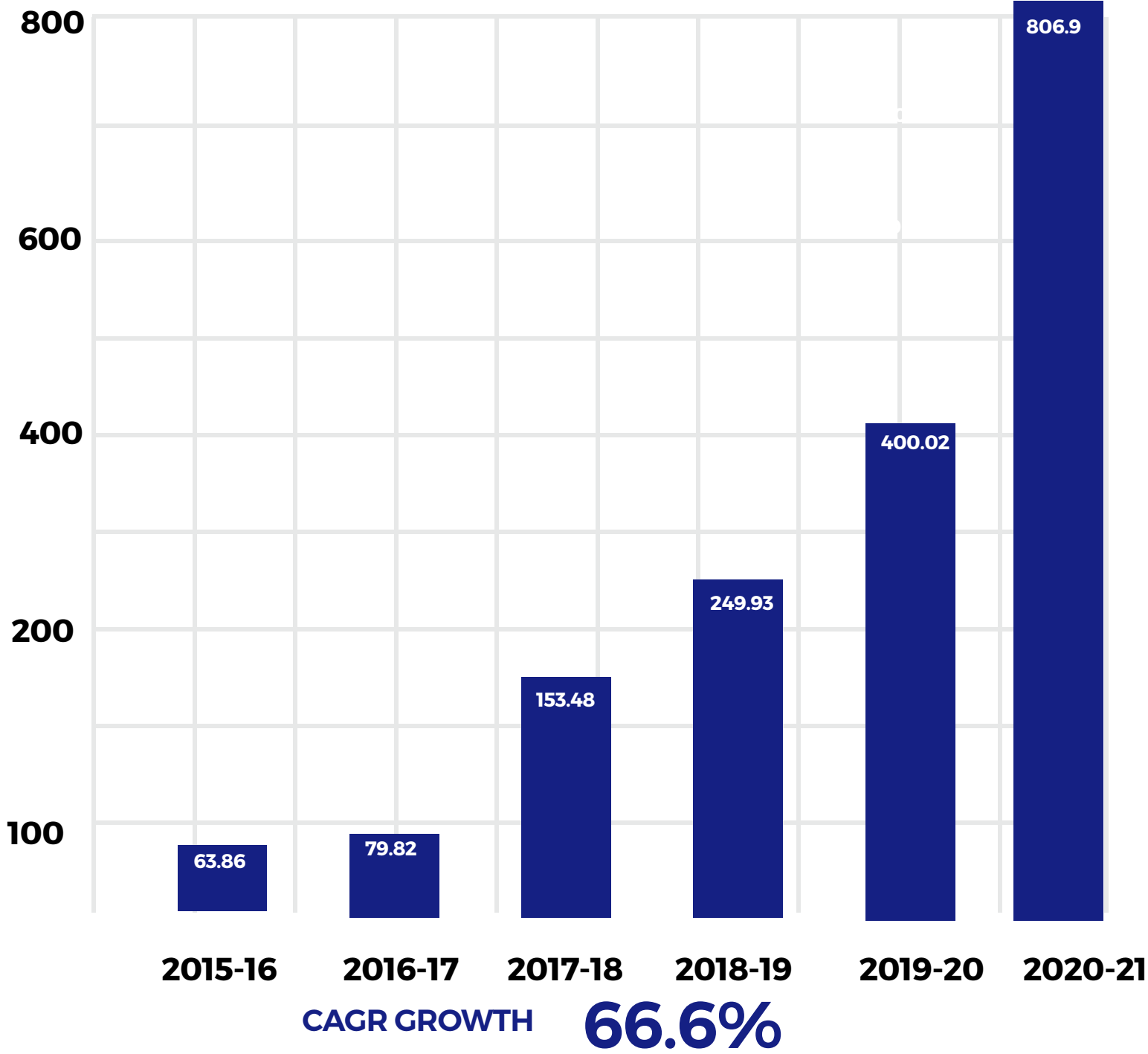


CAGR GROWTH **62.29%**

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 PAT

(from continuing operations)
(Rs. in Million)



Revenue re-alignment to better represent operational metrics

Consolidated P&L Statement

Reported numbers	Amount in INR Mn		FY21	Q1 FY21	Q2 FY21	Q3 FY21	Q4 FY21	
	FY19	FY20						
REVENUE	1,952.3	2,600.0		914.9	1,009.4	1,109.5		Previous reported figures
Less: STT	456.9	506.9		183.2	225.2	212.6		
Net Revenue	1,495.4	2,093.1		731.7	784.1	897.0		
Add: Interest income/ dividend income	100.8	169.0		31.9	38.5	81.4		
TOTAL REVENUE	1,596.2	2,262.1	4,479.5	763.6	822.6	978.4	1,914.9	Realigned figures
Expenditure	1,087.6	1,556.6	3,209.8	542.4	586.7	723.9	1,356.8	
Operating Profit	508.6	705.5	1,269.7	221.2	235.9	254.5	558.1	
Operating Profit Margin %	31.9	31.2	28.3	29.0	28.7	26.0	29.1	
Other Income	18.7	24.5	58.6	7.6	8.6	13.9	28.6	
Depreciation	46.1	44.7	44.4	9.1	9.8	11.8	13.7	
EBIT	481.2	685.3	1,283.9	219.7	234.7	256.5	573.0	
Interest	114.0	178.5	249.6	41.8	53.6	40.2	114.0	
PBT	367.2	506.8	1,034.3	177.9	181.1	216.3	459.0	
Tax	117.2	106.8	227.4	44.1	42.4	40.3	100.6	
PAT	249.9	400.0	806.9	133.8	138.7	176.0	358.3	
PROFIT/LOSS FROM ASSOCIATE	-5.9	8.6	0.6	0.8	-0.1	0.1	-0.1	
NET PROFIT	244.0	408.6	807.5	134.6	138.6	176.2	358.2	

NOTE: The consolidated figure for revenue from operations for FY21 and Q4 FY21 has been adjusted for STT directly as this is a direct expense. SISL including its subsidiary Share India Fincap (NBFC) and TCIPL is engaged in business of trading securities and investments wherein interest income and dividend income are operational income. Consequently, FY20 and Q4 FY20 revenue from operation has been updated to reflect the same calculation. Similar amount has been adjusted in expenditure or other income. Reconciliation is shown in table. There is no change in PBT for any duration.

Consolidated Balance Sheet Statement



Amount in INR Mn

LIABILITIES

FY19

FY20

FY21

SHARE CAPITAL

244.2

319.1

319.1

Reserves & Surplus

1,338.9

1,610.2

2,484.7

Net worth

1,583.1

1,929.3

2,803.8

NON CURRENT LIABILITIES

.Long Term Borrowings

1.6

1.1

0.1

.Deferred Tax Liabilities (Net)

. Other Long TermLiabilities

.Long TermProvision

11.3

10.6

10.3

Current Liabilities

1,829.6

2,660.9

5,798.4

TOTAL LIABILITIES

1,842.5

2,672.6

5,808.8

LIABILITIES AND EQUITY

3,425.6

4,602.0

8,612.6

ASSETS

NON CURRENT ASSETS

. Fixed Assets

351.9

333.7

378.3

. Non Current Investment

175.4

77.3

92.0

.Long Term Loans and Advances

750.5

943.7

2,071.1

. Deferred tax assets (Net)

60.7

75.8

77.8

Current Assets

2,087.1

3,171.5

5,993.3

TOTAL ASSETS

3,425.6

4,602.0

8,612.6

COVID PROOF GROWTH

All our systems have worked un-hindered even during second wave in this COVID-19 crisis as technology helped to enable remote working for our employees with similar productivity.

Our advanced IT systems and in-house tech support has enabled regular client/employee engagement.

Since exchanges were working normal hours during covid wave(s), we had a very minimal or no impact on our standalone business. In fact as market turnover increased and by virtue of tech leadership better placed to capture new opportunities.

We saw a significant growth in our Insurance broking business amidst COVID-19 crisis as people were more willing to purchase protection plans.

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





Share India Securities Limited

CIN: L67120GJ1994PLC115132

**Reg. Office: Unit No 604A-B 605A-B, 6th Flr, Tower A, World Trade Centre,
Block-51 Zone-5 Road 5E, Gift City, Gandhinagar, Gujarat - 382355**

**Corp. Office: 14, Dayanand Vihar, Ground Floor,
Near Karkardooma Metro Station,
Vikas Marg Ext., Delhi - 110 092**

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

Disclaimer: Certain statements in this “Media Release” may not be based on historical information or facts and may be “forward looking statements” within the meaning of applicable securities laws and regulations, including, but not limited to, those relating to general business plans & strategy of the Company, its future outlook & growth prospects, future developments in its businesses, its competitive & regulatory environment and management's current views & assumptions which may not remain constant due to risks and uncertainties. Actual results could differ materially from those expressed or implied. The Company assumes no responsibility to publicly amend, modify or revise any statement, on the basis of any subsequent development, information or events, or otherwise. This “Press Release” does not constitute a prospectus, offering circular or offering memorandum or an offer to acquire any shares and should not be considered as a recommendation that any investor should subscribe for or purchase any of the Company's shares. The financial figures in this “Press Release” have been rounded off to the nearest Rs. one Million. The financial results are consolidated financials unless otherwise specified.

Disclaimer: Certain statements in this “Media Release” may not be based on historical information or facts and may be “forward looking statements” within the meaning of applicable securities laws and regulations, including, but not limited to, those relating to general business plans & strategy of the Company, its future outlook & growth prospects, future developments in its businesses, its competitive & regulatory environment and management's current views & assumptions which may not remain constant due to risks and uncertainties. Actual results could differ materially from those expressed or implied. The Company assumes no responsibility to publicly amend, modify or revise any statement, on the basis of any subsequent development, information or events, or otherwise. This “Press Release” does not constitute a prospectus, offering circular or offering memorandum or an offer to acquire any shares and should not be considered as a recommendation that any investor should subscribe for or purchase any of the Company's shares. The financial figures in this “Press Release” have been rounded off to the nearest Rs. one Million. The financial results are consolidated financials unless otherwise specified.