



SHARE INDIA SECURITIES LIMITED

Earnings Presentation
Q2 FY23



We Create Endless Possibilities
www.shareindia.com

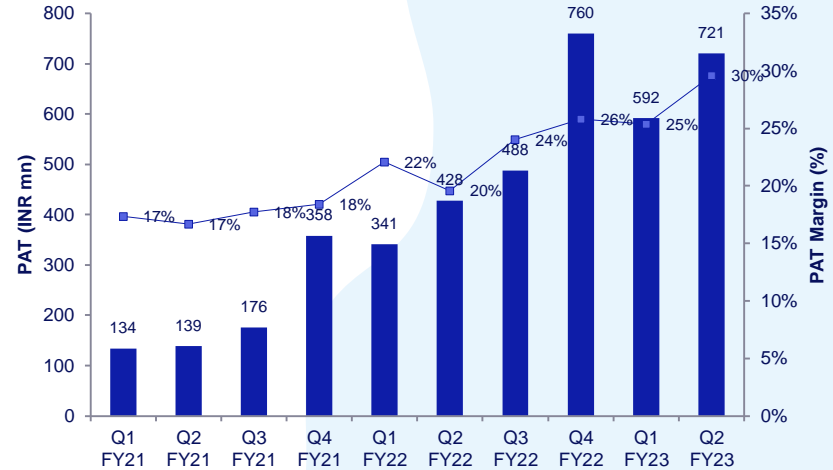
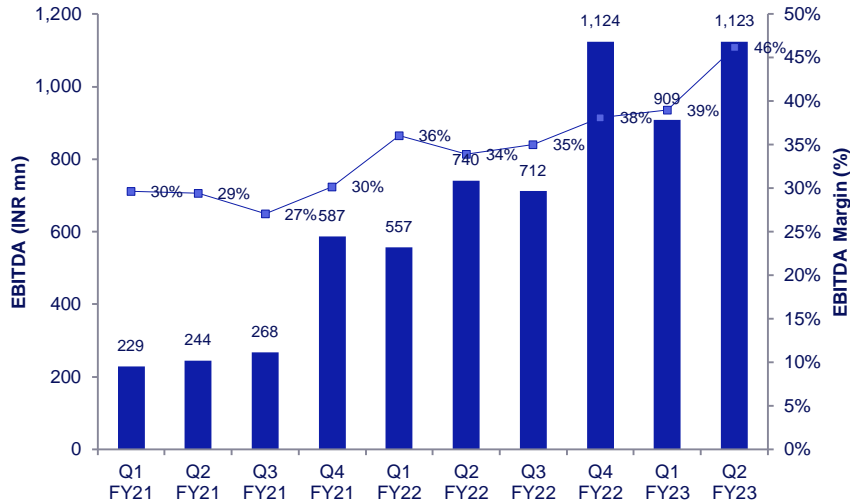
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Technology improving efficiency



- Company has recorded ever highest margin profile – EBITDA/PAT margin at 46% and 30% respectively.
- With continuous focus on back end technology profitability/ efficiency continues to show strong growth even as market participation has been moderate.
- SISL has recorded another quarter of more than 65% YoY growth even on expanded base.

Share India: Snapshot



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 Broking

Total Securities (IFSC) Private Limited

Equity Broking

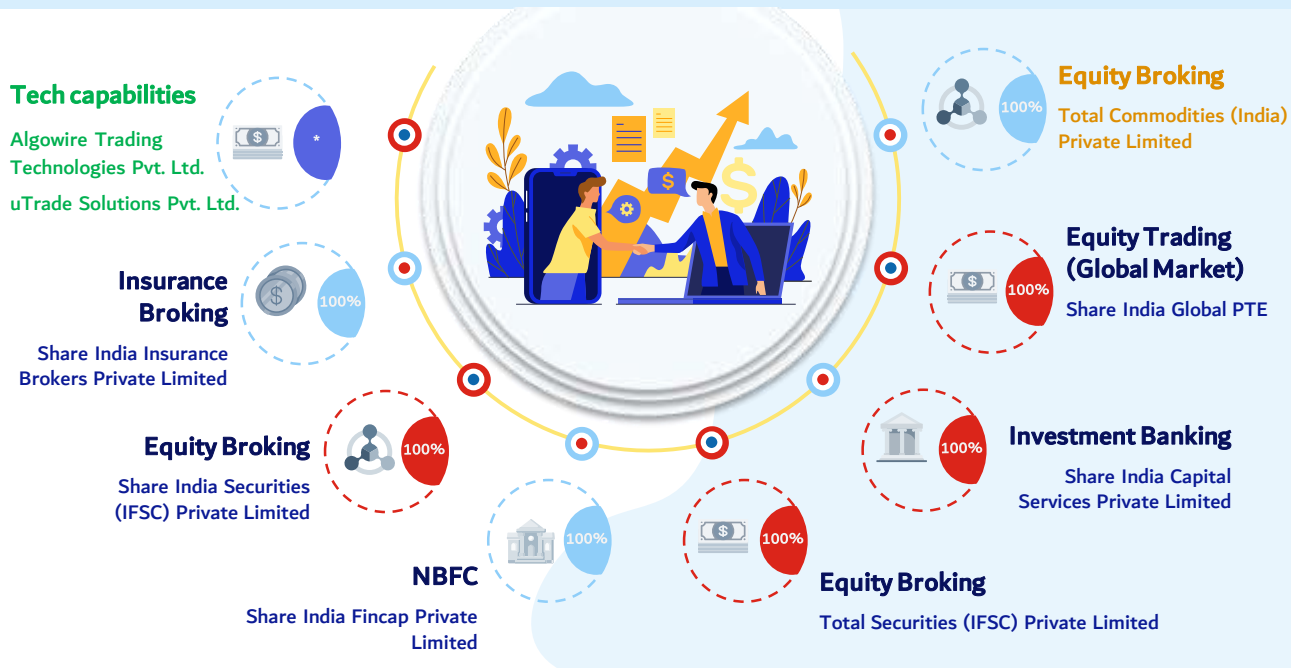
Total Commodities (India) Private Limited

Equity Trading (Global Market)

Share India Global PTE

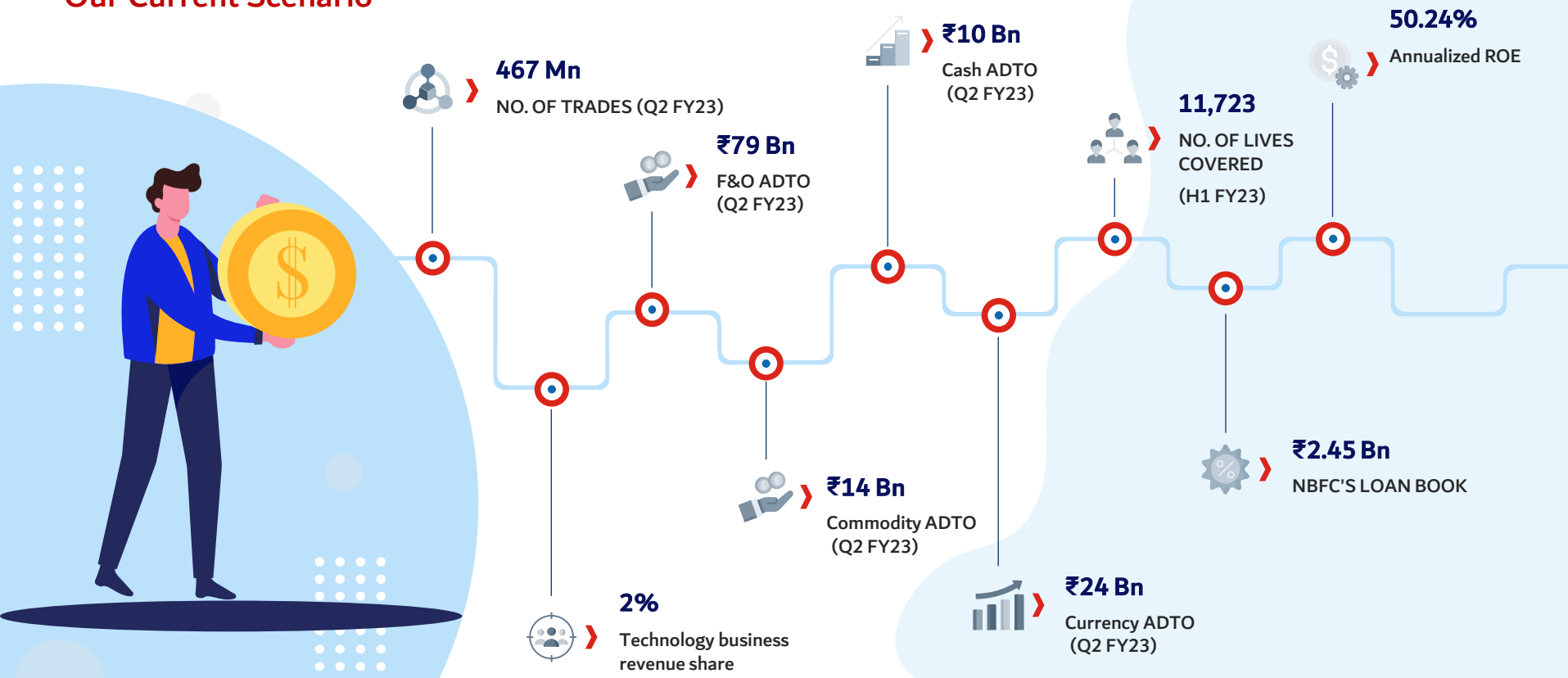
Investment Banking

Share India Capital Services Private Limited



Where We Are Now

Our Current Scenario



Continuously increasing ADTO

with diversification across Ultra HNI's and Institutions

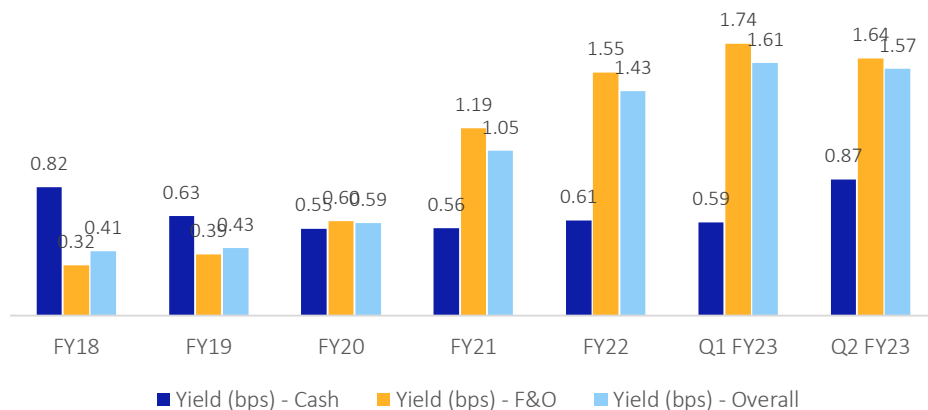
Broking: ADTO

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
Q4FY22	13	98	18	27	155
Q1FY23	13	84	14	27	138
Q2FY23	10	79	14	24	127

* F&O turnover only includes option premium turnover

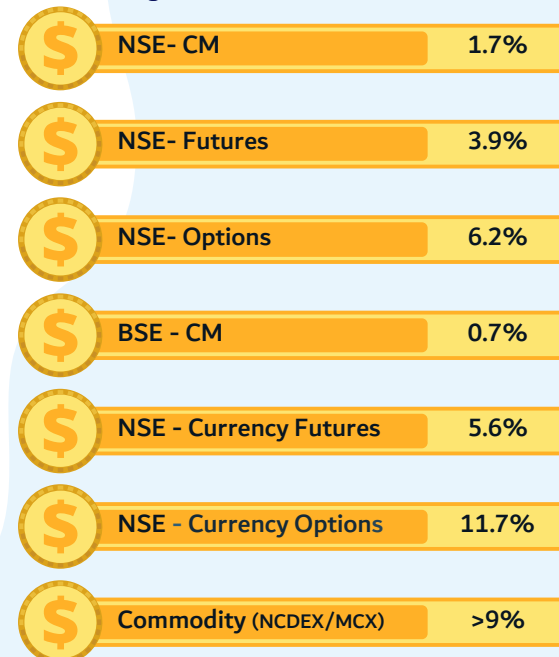
Retaining Our **Strong Market Share** In One Of Fastest Growing Derivative Market

Brokerage Yields (BPS)



Segment

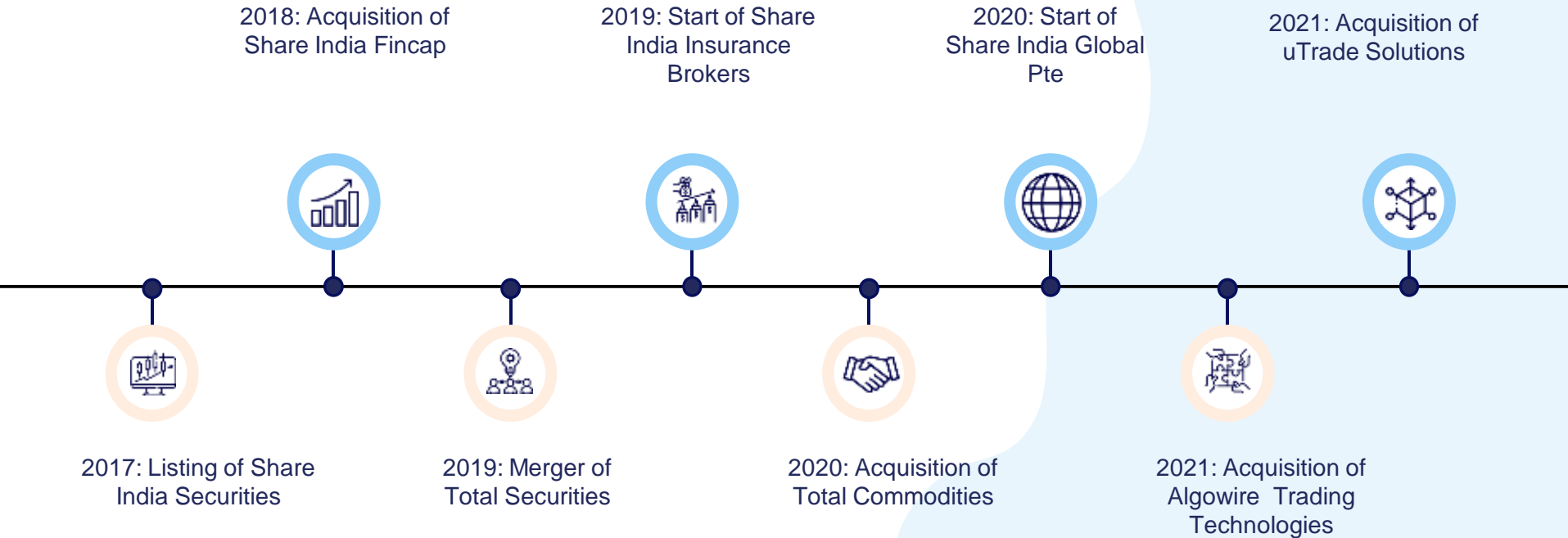
Market Share*



* Market Share as on Sep'22 (combined for TCIPL and SISL)

Fostering Growth Via Efficient Inorganic Route

And unique positioning to capture major market share



01 Retail Platform: Update

SISL has officially launched its IBT platform with tagline “Trade main Invest Kar”. New digital enabled online account opening and trading platform enables clients to smartly trade derivative instruments in seamless manner. More than 2,000 downloads in 1 month.

02 Total Commodities: Update

TCIPL has started operations as member of NSE in Q2 FY23. This alternate membership has boosted group’s working capital by additional 20%.

03 Launch of algo platform under uTrade

Post completion of acquisition of uTrade Solutions, we are planning to do CUG launch of algo platform for automated trading in Q3 FY23. Full fledged launch is expected in Q1FY24.



Q2 FY 23 : Highlights

Q2 FY 23 – Consolidated Performance

₹2,433Mn

TOTAL REVENUE

↑ 11% YoY

₹1,123 Mn

TOTAL EBITDA

↑ 52% YoY

₹721 Mn

TOTAL PAT

↑ 68% YoY

29.6%

PAT MARGIN*

↑ 1,001bps YoY

₹22.43

EPS

↑ 67% YoY

46.2%

EBITDA MARGIN*

↑ 1,225bps YoY

* incl. Other Income

Consolidated P&L Statement

Particulars (Rs. in Mn)	Quarter Ended			Year Ended
	Q2 FY23	Q1 FY23	Q2 FY22	FY22
Revenue from Operations	2,398.72	2,306.91	2,129.74	8,564.95
Expenditure	1,309.67	1,423.54	1,442.33	5,576.89
Operating Profit	1,089.04	883.36	687.41	2,988.06
Operating Profit Margin %	45.40%	38.29%	32.28%	34.89%
Other Income	34.20	25.52	52.88	145.19
Depreciation	28.85	26.32	19.64	92.47
EBIT	1,094.40	882.57	720.65	3,040.78
Interest	141.67	102.85	83.94	316.34
Exceptional Items	-	-	-69.95	-69.95
PBT	952.73	779.72	566.76	2,654.50
Tax	-232.13	-187.88	-138.83	-636.50
PAT	720.60	591.84	427.92	2,018.00
Profit/Loss from Associate	0.06	-0.07	0.11	0.38
Net Profit	720.66	591.77	428.04	2,018.38
Net Profit (%)	30.04%	25.65%	20.10%	23.57%



Our Vision

Future Plans



Retail Expansion

Share India is investing heavily in its backend infrastructure and has started rolling out lot of new industry leading products for retail. These roll outs will continue for next two years.



Algo Trading Penetration

Share India envisions to democratize algo trading which has been its specialization



International Expansion

Enter into trading segment of new geographies by wholly owned subsidiary company based in Singapore



Return on Equity

Maintain high return ratios by efficient re-investment of free cash flow. SISL intends to maintain return ratios in 30-35% range on incremental capital.



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.



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 Promoter 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