

---

**October 31, 2023**

To,  
**Department of Corporate Services**  
**BSE Limited**  
P J Towers, Dalal Street,  
Fort, Mumbai -400001  
**Scrip Code: 540725**

To,  
**The Listing Department**  
**National Stock Exchange of India Limited**  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex, Bandra (E),  
Mumbai 400051  
**SYMBOL: SHAREINDIA**

**Sub: Earnings Presentation & Audio Recording link of Conference Call with Analyst/Investors held on October 31, 2023 to discuss Unaudited Financial Results of the Company for the quarter and half-year ended on September 30, 2023**

Dear Sir,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Earnings Presentation on the Unaudited Financial Results of the Company for quarter and half-year ended on September 30, 2023.

Also, please find below the audio recording link of the aforesaid Conference Call with Analyst/Investors for your information and records.

Audio Recording link:

<https://www.mediafire.com/file/8acg2mp7khenbx0/ANT0520231031149873.mp3/file>

Please take the same on your records.

Thanking You.

Yours Faithfully,

**For Share India Securities Limited**

**Vikas Aggarwal**  
**Company Secretary & Compliance Officer**  
**M. No.: F5512**

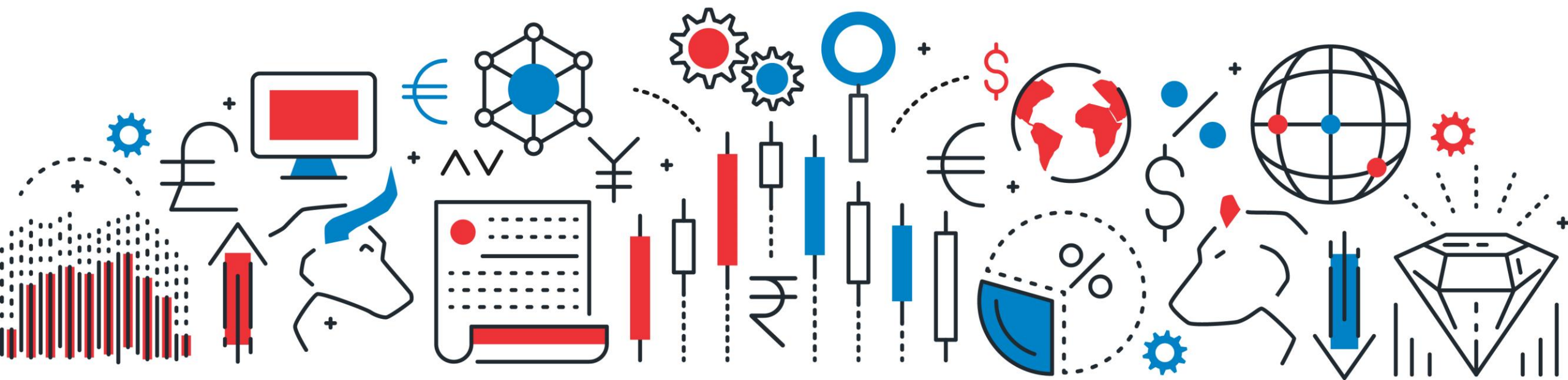


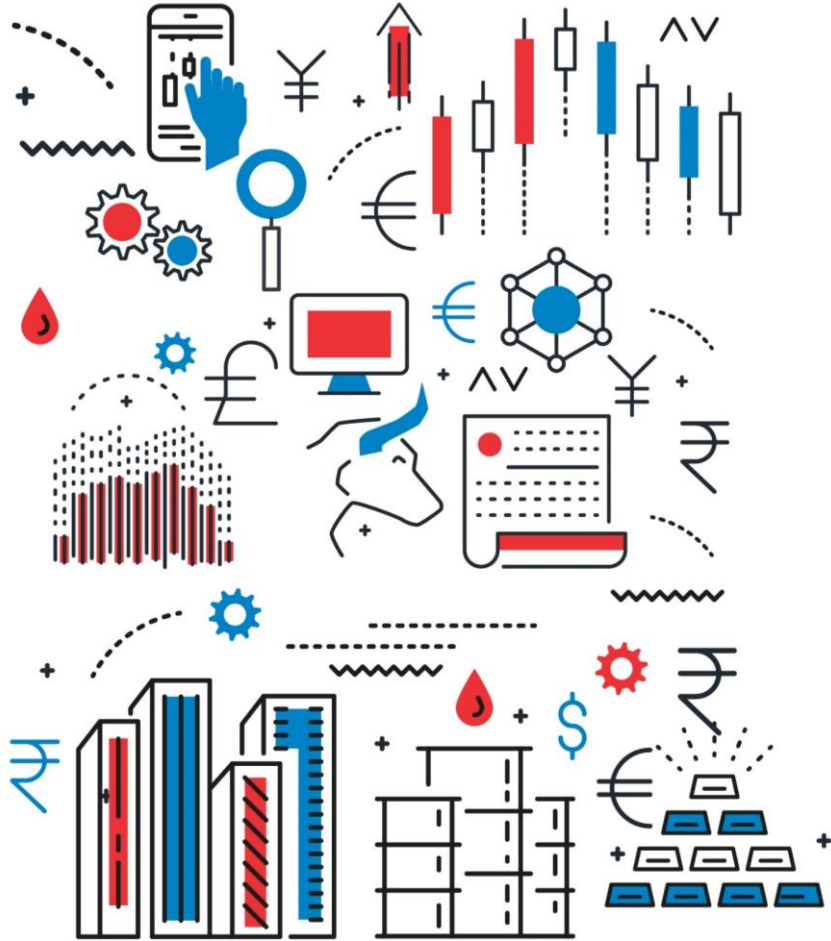
**Share India**

*You generate, we multiply*

Investor Presentation

Q2 FY24





This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Share India Securities Limited** (the Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the broking industry in India, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.



## Share India Overview

# Financial Services Conglomerate & Low Latency Solutions



**Experts in running Broking business since 1994**



**One of the fastest growing financial service conglomerate**



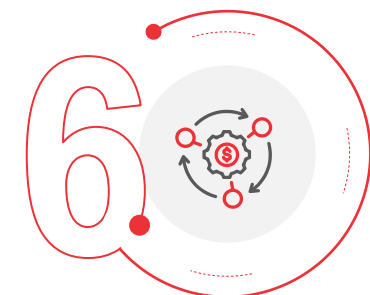
**Fintech Broker with a strong retail presence.**



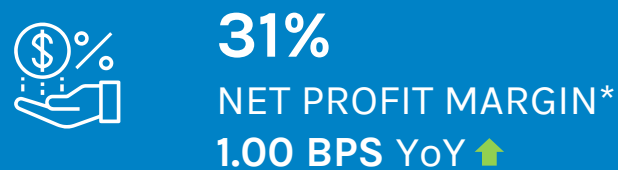
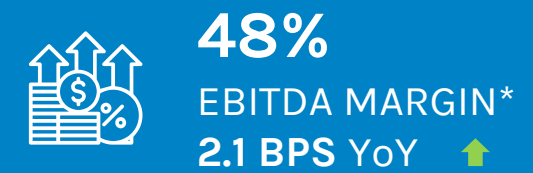
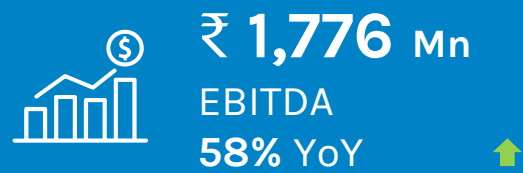
**Market leader in Algo trades providing low latency solution to clients**



**Ranked amongst the Top 10 Brokers in Indian Derivatives Market**



**Net worth of more than Rs10bn, gives a good edge in scalability of business model**



\*\* Basic | \* Including Other Income

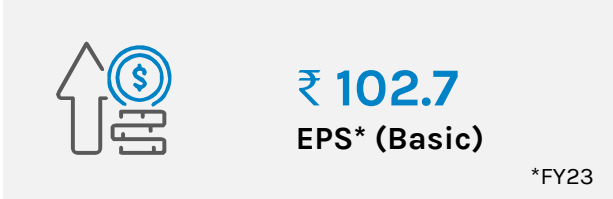
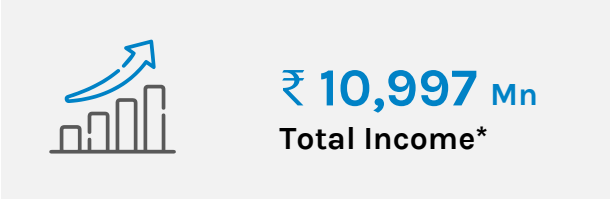
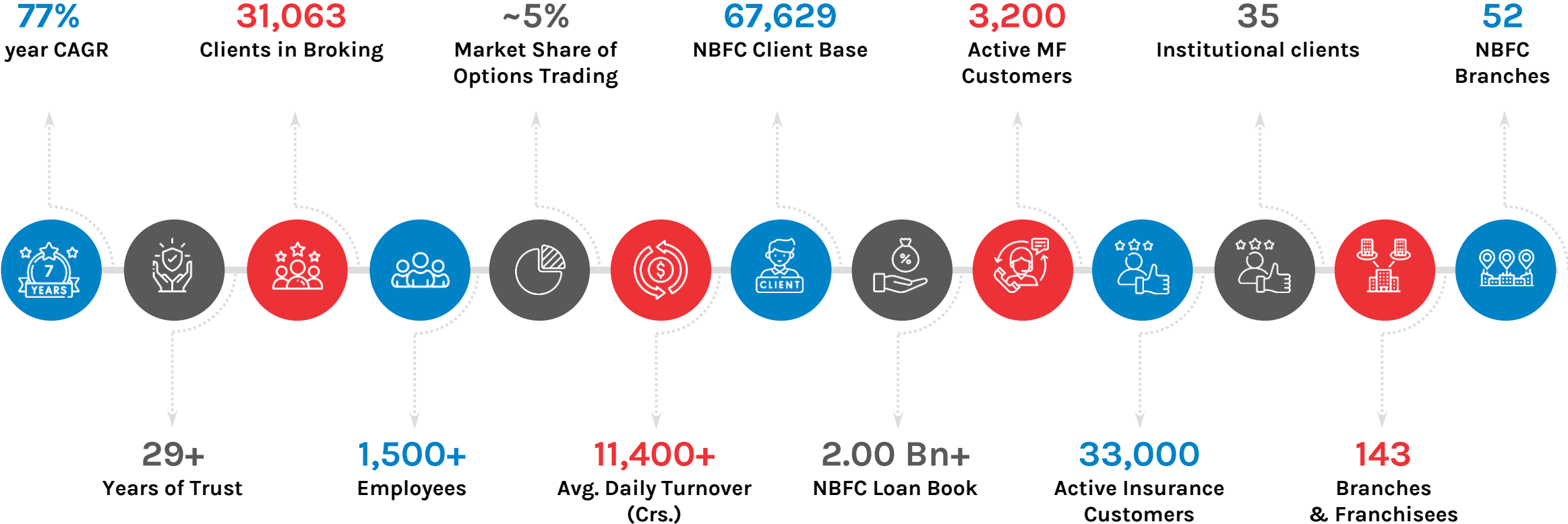


## Retail Expansion

- Our newly launched Algo for retail flagship product is receiving well, on account of our ability to constantly innovate and upgrade with the new features.
- We are in the process of launching an offline marketing campaign for the same product, during which our sales partners and marketing team will educate customers about the product's benefits in more than 100 tier 2 cities over the next 18 months

## MoU with Silverleaf

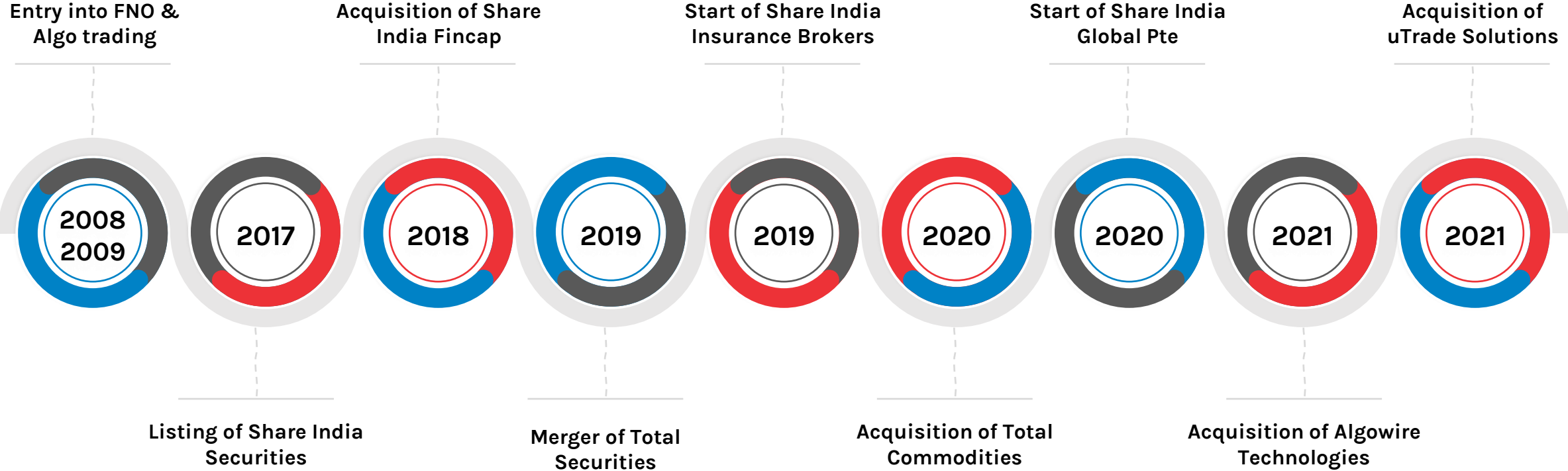
Silverleaf is a High-Frequency Trading (HFT) Algo Firm. Their acquisition will not only strengthen our existing business but also enhance our international expansion plans



\*FY23



# Fostering Growth Via Efficient Inorganic Route



## Standalone Business



Broking in Equity, F&O,  
Commodities and Currency  
segment



Prop Trading



Mutual Funds distribution



Research



Depository Participant

## Business in Subsidiaries



Equity Trading



Insurance Broking



NBFC



Investment banking



Algo Trading platform

## Entities

Share India Global Pvt. Ltd.  
Share India Securities (IFSC) Pvt. Ltd.

Share India Insurance Brokers Pvt. Ltd.

Share India Fincap Pvt. Ltd.

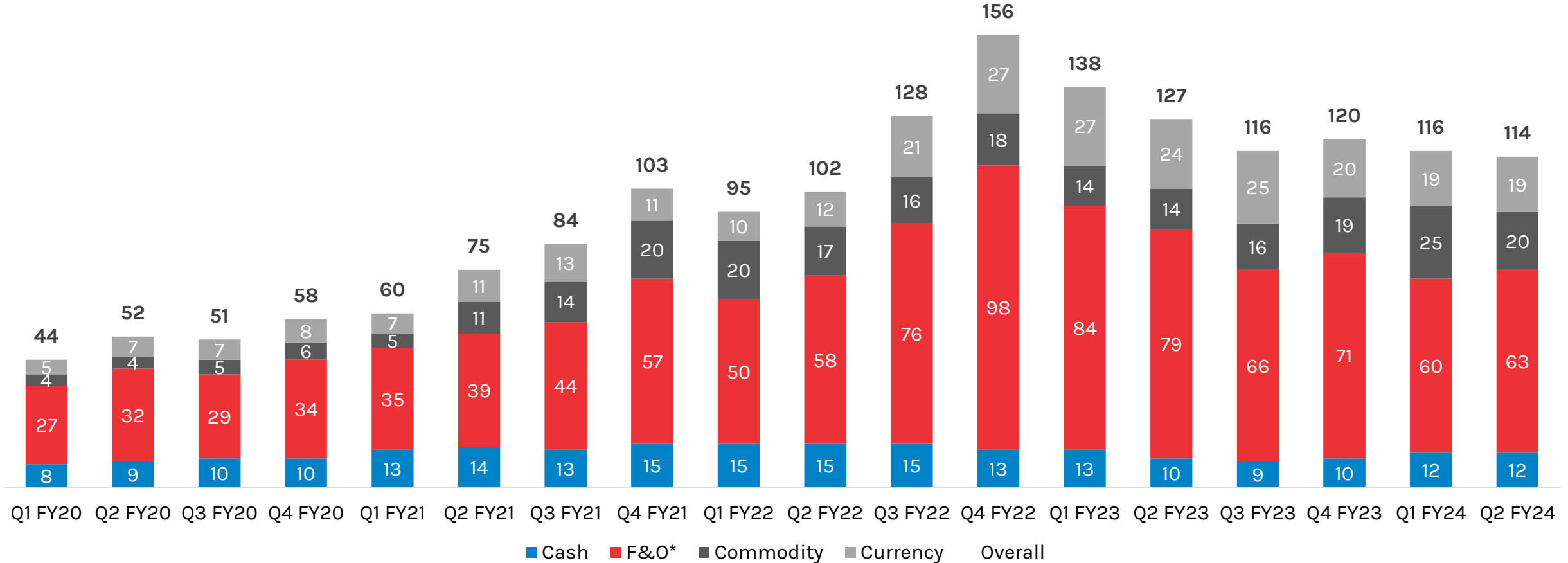
Share India Capital Services Pvt. Ltd.

Algowire Trading Technologies Pvt. Ltd.  
uTrade Solutions Pvt. Ltd.  
Share India Algoplus Pvt. Ltd.

# Boosting ADTO And Diversifying Across Ultra HNIs And Institutions





Broking: ADTO

(In ₹ Bn)



\* F&O turnover only includes option premium turnover

# Strong Market Share in the Worlds Largest Derivative Market

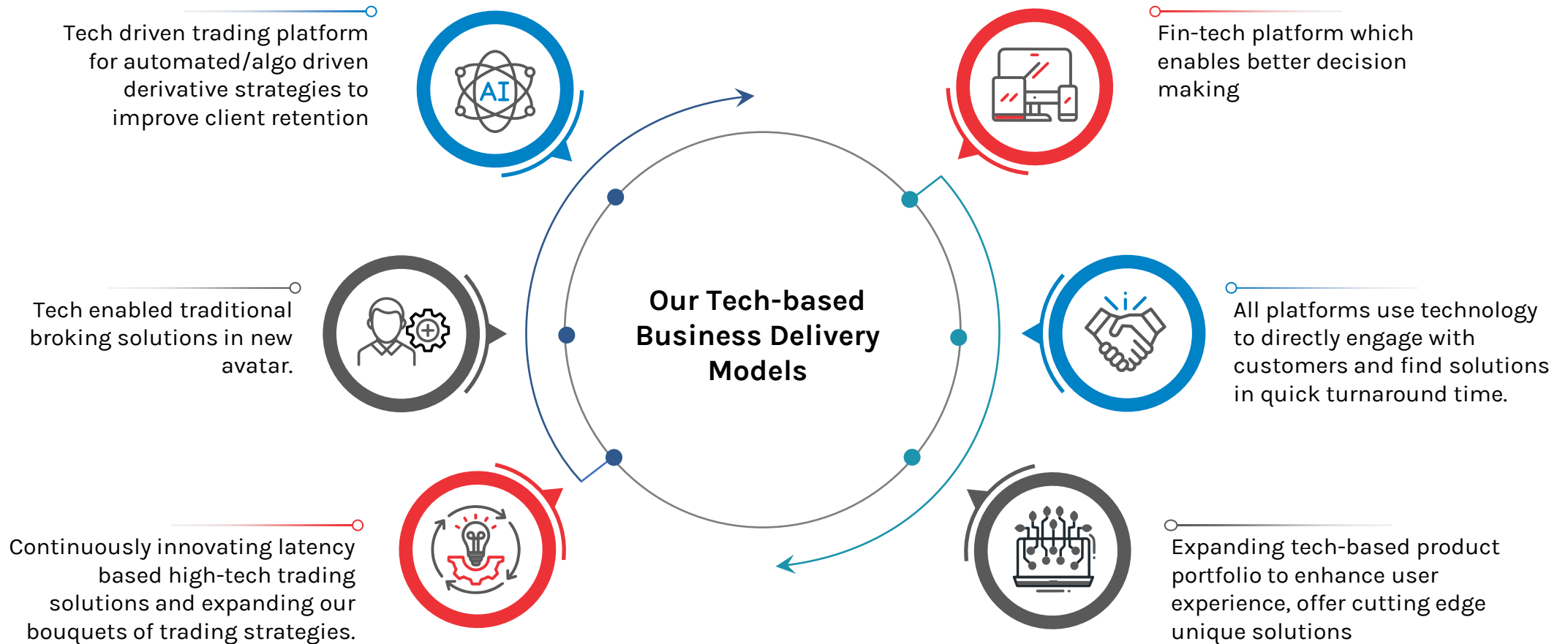
Segment	Current Market Share
	
NSE- CM	1.5%
NSE- Futures	2.7%
<b>NSE- Options</b>	<b>4.7%★</b>
NSE - Currency Futures	5.5%
NSE - Currency Options	10.1%
	
BSE - CM	1.0%
 	
Commodity (NCDEX/MCX)	>9%



# Management Overview

# Transformation From Traditional to Hi-Tech Broker

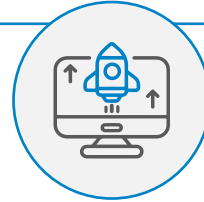
In a short time, we evolved from a traditional stockbroker to a high-tech broking company, excelling in derivative trading strategies and consistently growing stronger.





## BACKTESTING

- Test strategies using historic data
- Better prepared for the real market
- Cut down loses and enhance revenue potential



## DEPLOYMENT

- Reap benefits of your algos by deploying them in to live market post back testing.
- Confidence due to simple framework offered



## PRE-MADE STRATEGIES

- Pre designed
- Proven Performance
- Curated by Experts

**Plan, Strategize and Automate** your trades with **uTrade Algo** - Making Algos **simple, easier** and **accessible** for everyone.



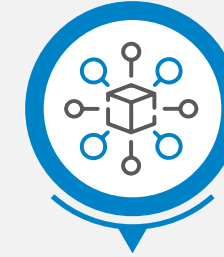
Over **Three Decades** of Expertise in Indian Markets



**Comprehensive** Broking Solutions Provider



Sizeable player in options gives us **scale** advantage.



Risk management through AI based **decentralised** tech solutions



Providing **personalised** tech solutions to clients

Low **Latency** Solutions for Retail

Fast and prompt **services** to our retail clients





The Way Forward



## Retail Expansion

- Focus to continue on Strengthening technological investment to roll out more tech-based retail solutions and innovative products.



## Algo Trading Penetration

- Spreading wings of our Algo platforms to reach maximum retail clients



## Diversification

- Customer centric business model
- Mutual Fund Advisory and Insurance Distribution
- Institutional Business.
- Merchant Banking
- NBFC



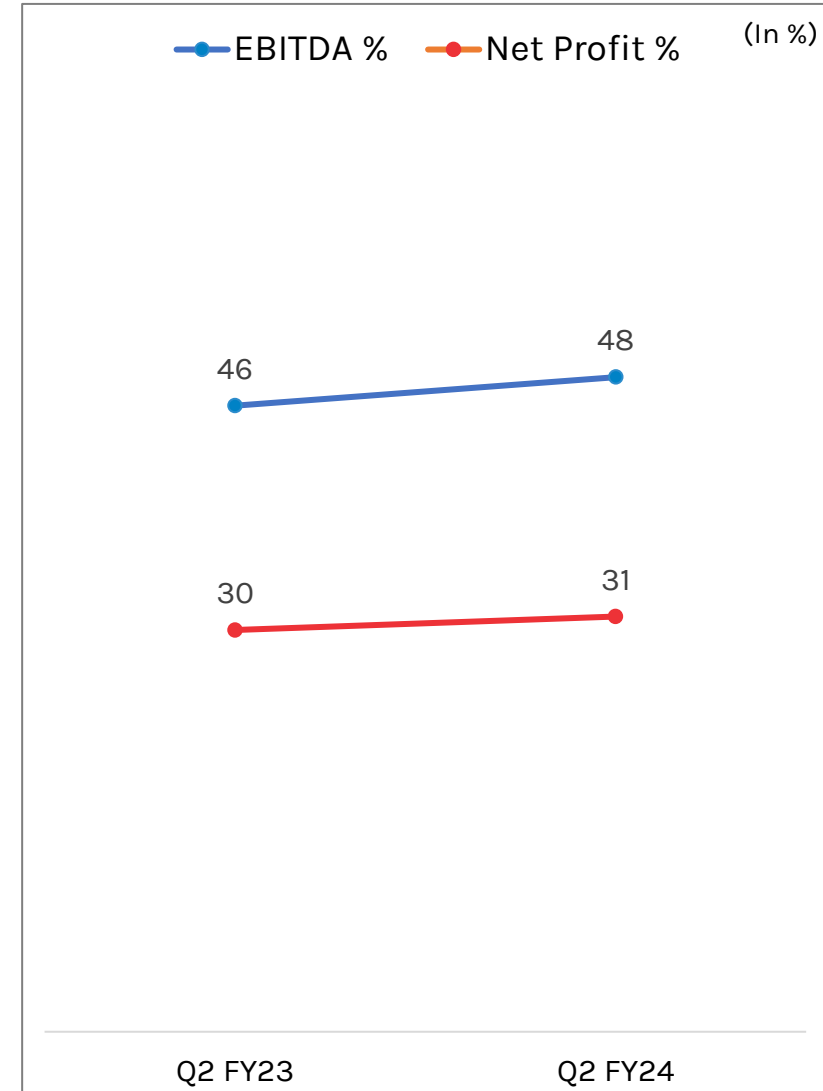
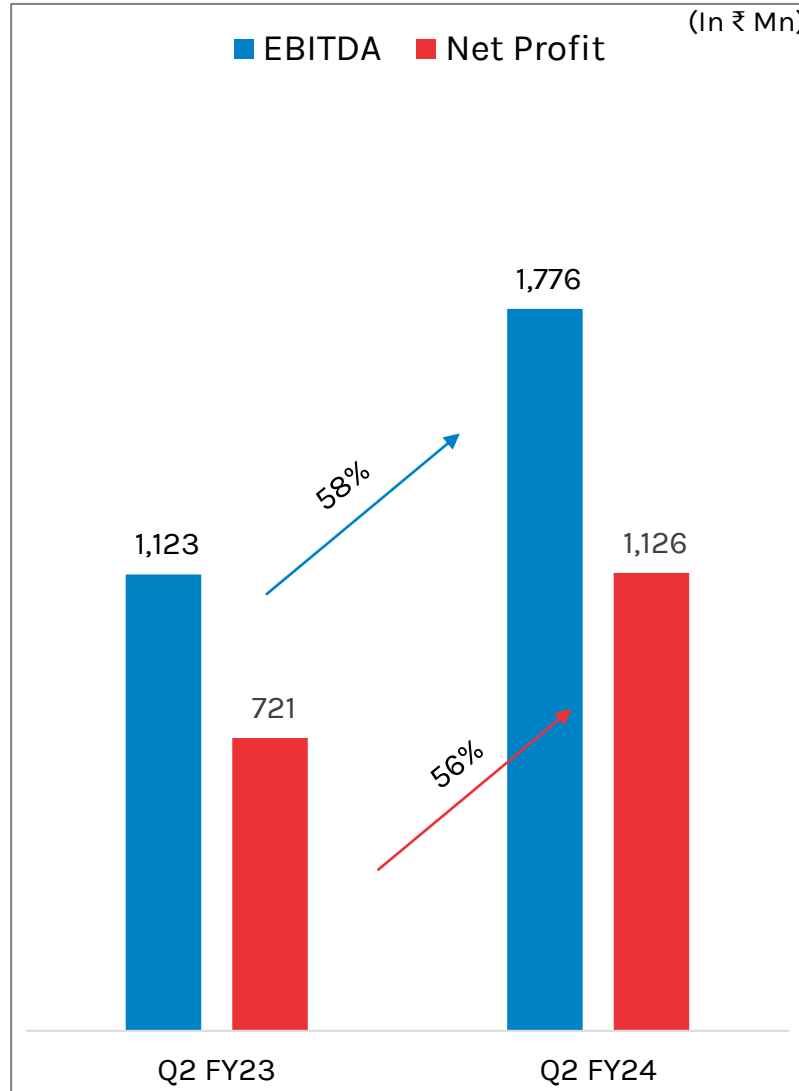
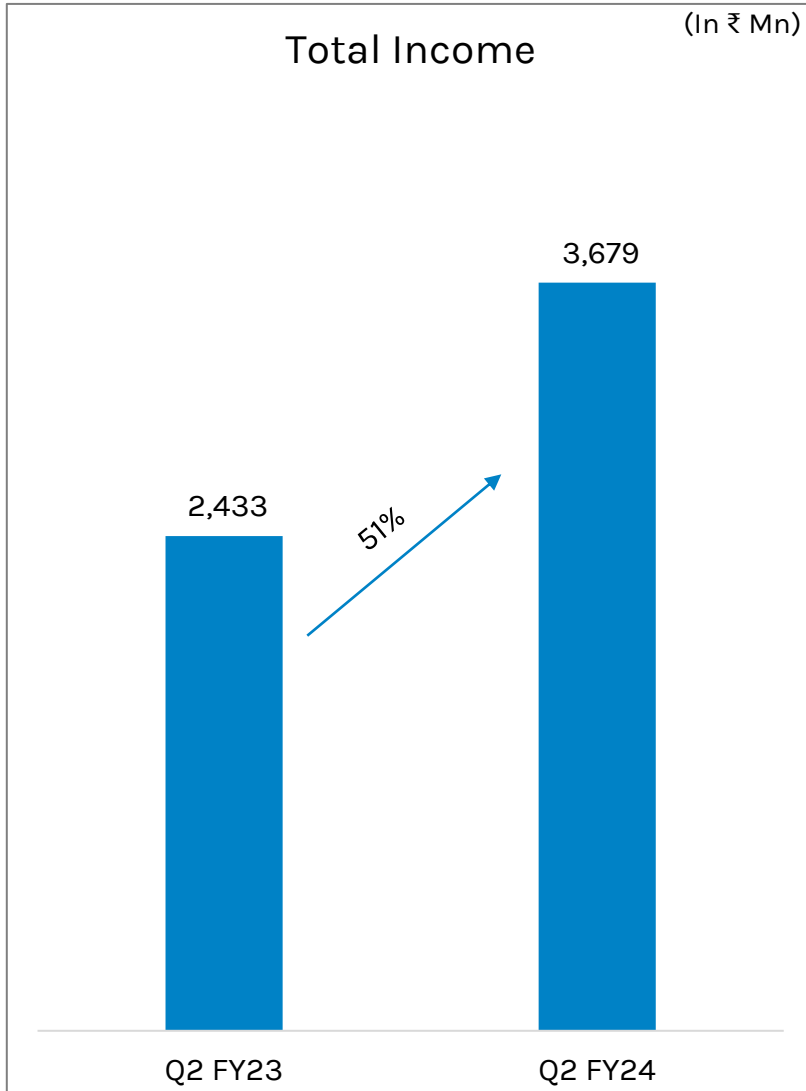
## International Expansion

- Leverage on our technology expertise to create inroads into global markets



# Financial Overview

# Q2 FY24 Key Financial Highlights



# Q2 FY24 Results Highlights

(In ₹ Mn)

Particulars	Q2 FY24	Q2 FY23	Y-O-Y Growth	Q1 FY24	Q-O-Q Growth
Interest Income	384	218		317	
Fees And Commission Income	501	716		466	
Net Gain On Fair Value Changes	2704	1384		1915	
Other Operating Revenue	76	82		75	
<b>Total Revenue From Operations</b>	<b>3664</b>	<b>2401</b>	<b>53%</b>	<b>2773</b>	<b>32%</b>
Other Income	16	32		14	
<b>Total Income</b>	<b>3679</b>	<b>2433</b>	<b>51%</b>	<b>2787</b>	<b>32%</b>
<b>Expenses</b>					
Fees And Commission Expense	39	15		14	
Impairment On Financial Instruments	13	3		4	
Employee Benefits Expenses	795	307		535	
Others Expenses	1057	985		975	
Total Expenses	1904	1310		<b>1527</b>	
<b>EBITDA</b>	<b>1776</b>	<b>1123</b>	<b>58%</b>	<b>1260</b>	<b>41%</b>
Finance Costs	170	141		151	
Depreciation, Amortization And Impairment	33	29		27	
<b>Profit Before Tax</b>	<b>1573</b>	<b>953</b>	<b>65.1%</b>	<b>1082</b>	<b>45%</b>
Tax Expense	447	232		260	
Profit/ Loss From Associates	-	0		0	
<b>Profit For The Period / Year</b>	<b>1126</b>	<b>721</b>	<b>56.3%</b>	<b>823</b>	<b>37%</b>
Other Comprehensive Income/(Loss)	284	21		32	
<b>Total Comprehensive Income For The Year</b>	<b>1410</b>	<b>741</b>	<b>90%</b>	<b>854</b>	<b>65%</b>

# H1 FY24 & H1 FY23 Consolidated Profit & Loss Statement

(In ₹ Mn)

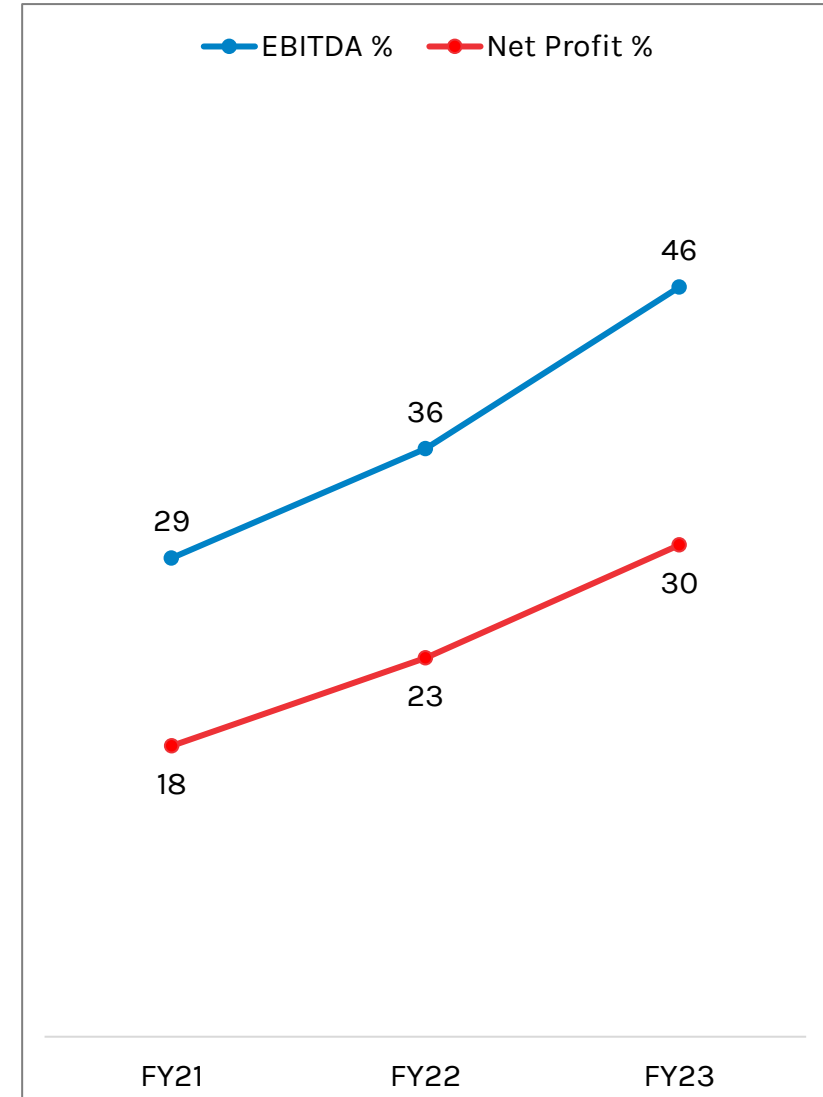
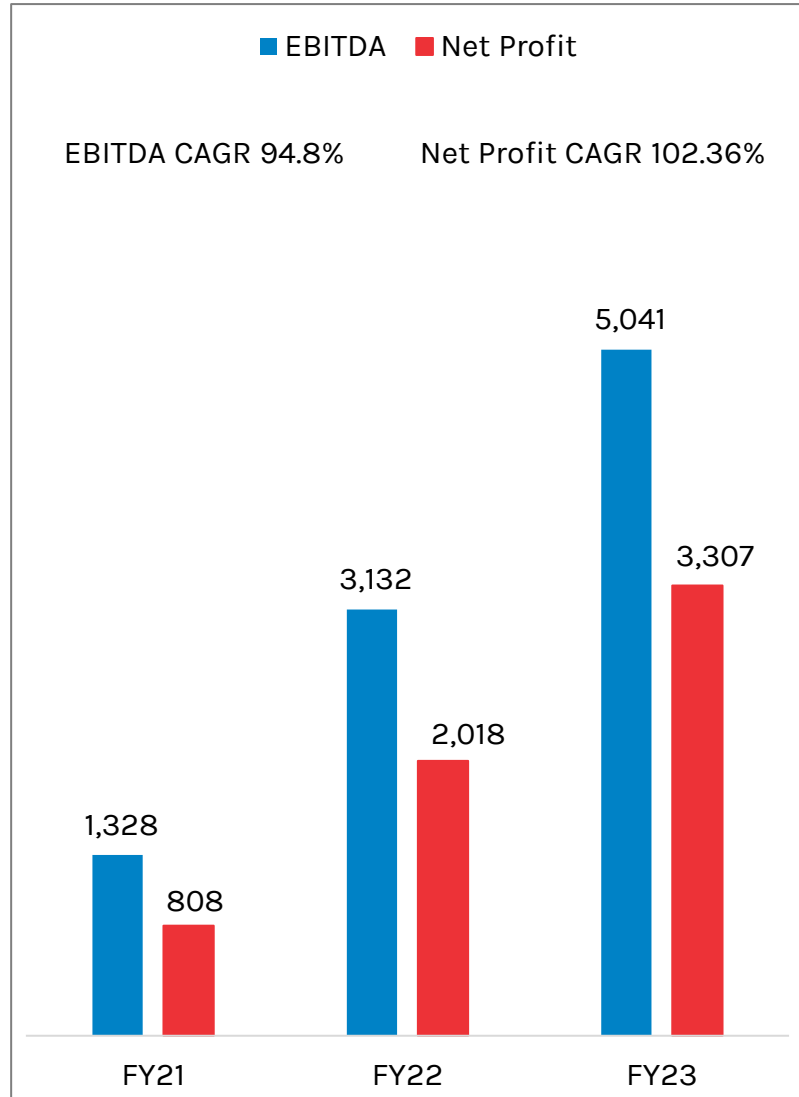
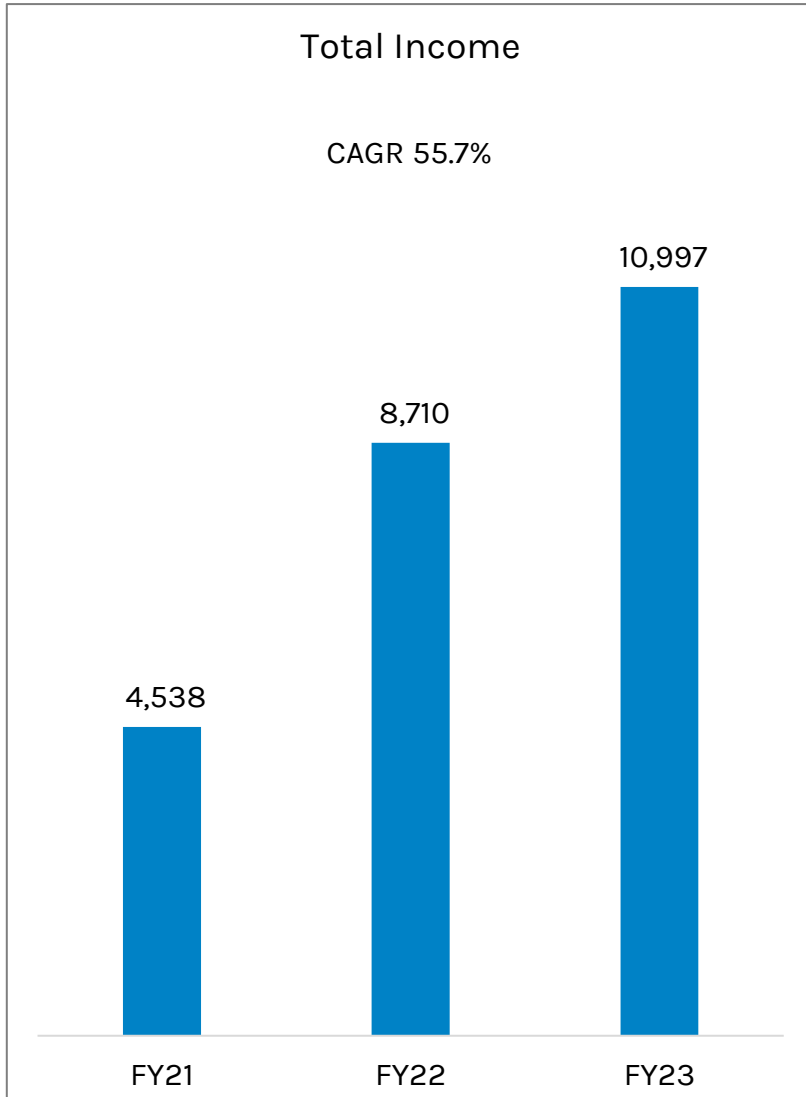
Particulars	H1 FY24	H1 FY23
Interest Income	700	446
Fees And Commission Income	966	1512
Net Gain On Fair Value Changes	4619	2598
Other Operating Revenue	151	153
<b>Total Revenue From Operations</b>	<b>6437</b>	<b>4709</b>
Other Income	30	57
<b>Total Income</b>	<b>6466</b>	<b>4765</b>
<b>Expenses</b>		
Fees And Commission Expense	52	25
Impairment On Financial Instruments	17	6
Employee Benefits Expenses	1330	588
Others Expenses	2032	2116
<b>Total Expenses</b>	<b>3431</b>	<b>2734</b>
<b>EBITDA</b>	<b>3035</b>	<b>2032</b>
<b>EBITDA Margin (%)</b>	<b>47</b>	<b>43</b>
Finance Costs	321	244
Depreciation, Amortization And Impairment	59	55
<b>Profit Before Exceptional Items And Tax</b>	<b>2655</b>	<b>1733</b>
Exceptional Items	-	-
<b>Profit Before Tax</b>	<b>2655</b>	<b>1733</b>
Tax Expense	706	420
Profit/(Loss) From Continuing Operations	1949	1312
Profit/(Loss) From Associates (After Tax)	-	0
<b>Profit For The Period / Year</b>	<b>1949</b>	<b>1312</b>
Other Comprehensive Income/(Loss)	315	24
<b>Total Comprehensive Income For The Year</b>	<b>2264</b>	<b>1336</b>
<b>Net Profit Margin (%)</b>	<b>30</b>	<b>28</b>

# H1 FY24 & FY23 Consolidated Balance Sheet

(In ₹ Mn)

Particulars	H1 FY24	FY23
<b>Assets</b>		
<b>Financial Assets</b>		
Cash & Cash Equivalents and Other bank Balances	14,878	14,032
Trade and Other Receivables	185	378
Loans	2,292	1,646
Investments	567	61
Other Financial Assets	5,161	1,392
<b>Non-financial Assets</b>		
Fixed Assets	701	635
Current And Deferred Tax Assets (Net)	71	62
Other Non Financial Assets	332	182
<b>Total Assets</b>	<b>24,187</b>	<b>18,388</b>
<b>Liabilities</b>		
<b>Financial Liabilities</b>		
Trade and Other Payables	2,846	3,495
Borrowings	5,546	1,921
Other Financial Liabilities	3,121	2,617
<b>Non Financial Liabilities</b>		
Current & Deferred Tax Liabilities (Net)	171	30
Provisions	59	58
Other Non-financial Liabilities	129	83
<b>Total Liabilities</b>	<b>11,872</b>	<b>8,203</b>
<b>Net Worth</b>	<b>12,182</b>	<b>10,053</b>
Non Controlling Interest	133	132
<b>Total Liabilities And Equity</b>	<b>24,187</b>	<b>18,388</b>

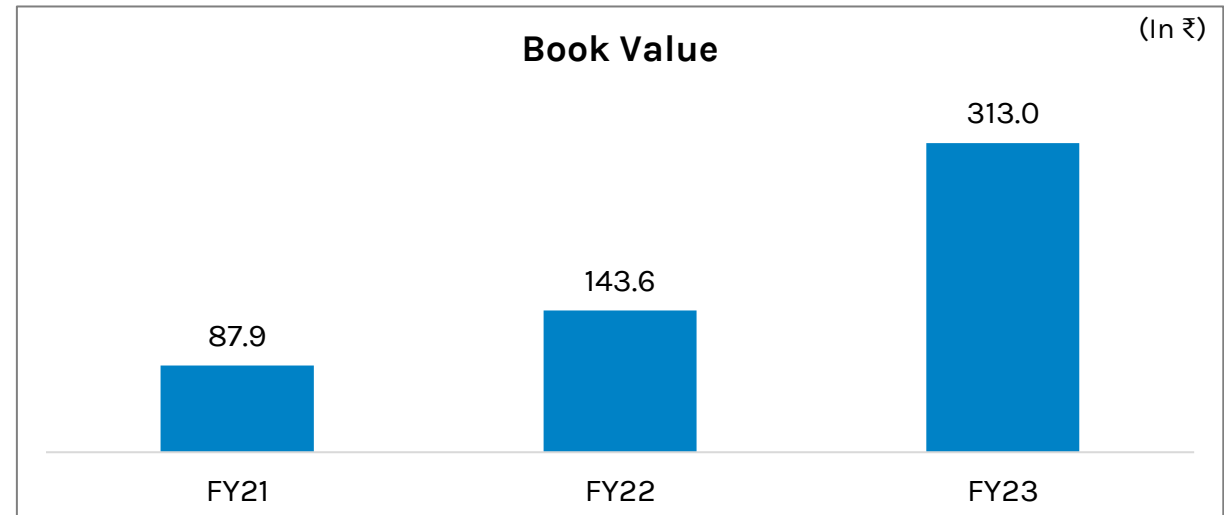
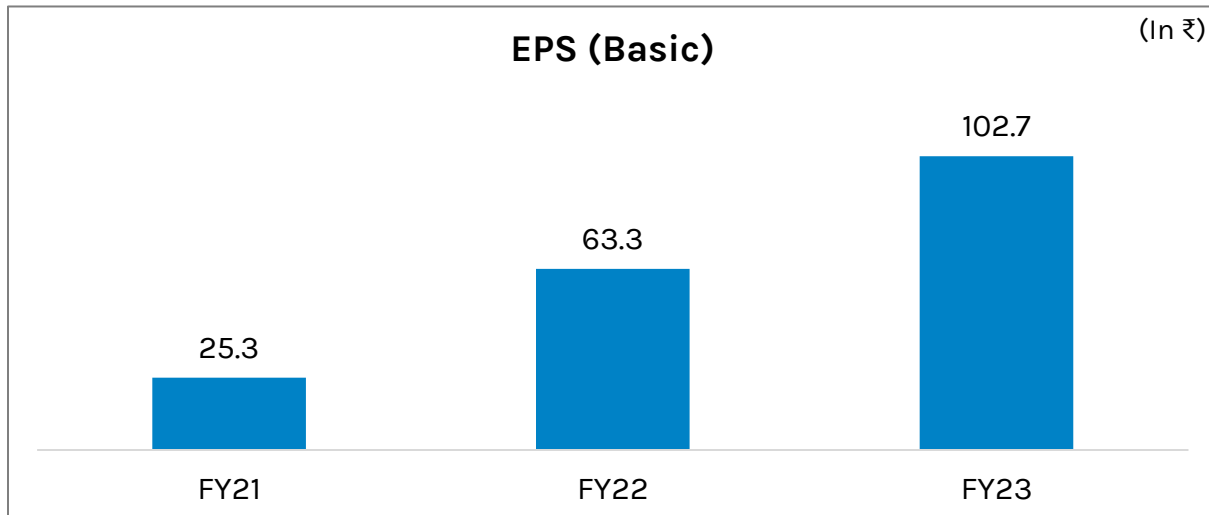
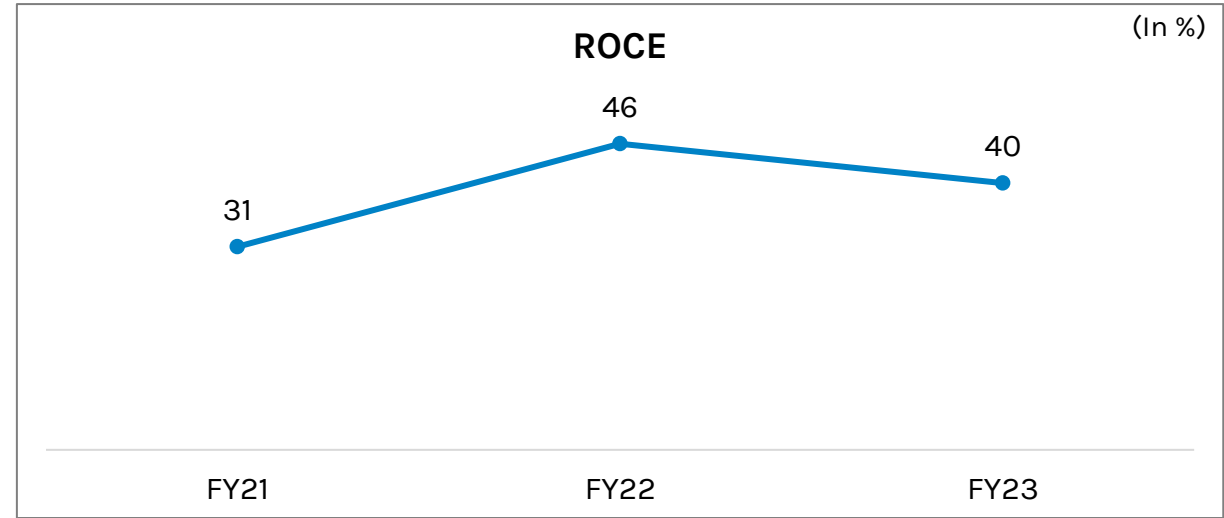
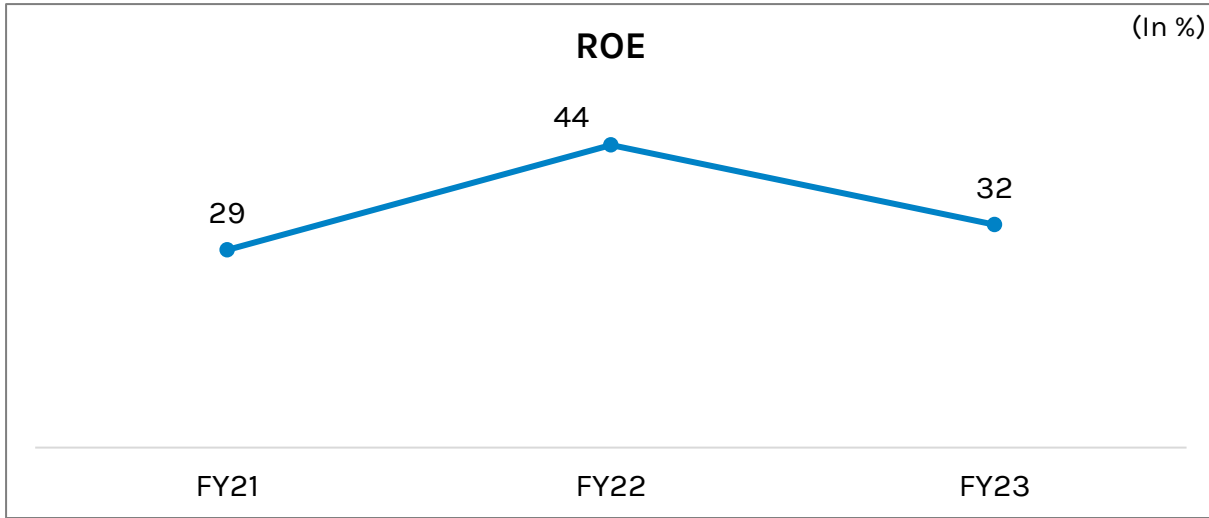
# Key Financial Highlights



All Figures In ₹ Mn & Margin In %



# Key Ratios



# Our Team



**Mr. Parveen Gupta**

Chairman and  
Managing Director



**Mr. Kamlesh Vadilal Shah**

Managing  
Director



**Mr. Sachin Gupta**

CEO & Whole  
Time Director



**Mr. Vijay Vora**

Whole  
Time Director



**Mr. Rajesh Gupta**

Director



**Mr. Suresh Arora**

Whole  
Time Director



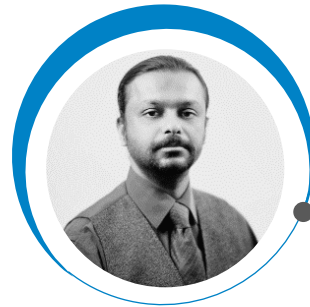
**Mr. Abhinav Gupta**

President  
Capital Markets, Products



**Mr. Kunal Nandwani**

Director  
Utrade



**Mr. Bhavya Arnav**

Director  
Algowire



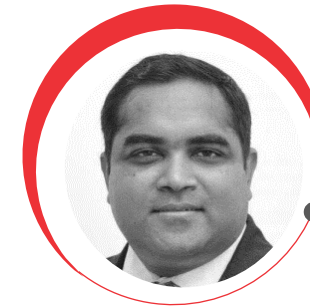
**Mr. Vijay Rana**

CFO



**Mr. Vikas Aggarwal**

Company Secretary &  
Compliance Officer



**Mr. Ajay Patel**

CEO  
Share India Insurance

# Recognition For Our Commitment



## Top Member by NSE

Awarded on the 25- year completion of the Nifty Index



## Awarded as Listed Player at the national level

Grew enormously in the stock market.



## Among the Top 10 Brokers in Index Derivatives

Trusted by trading community of derivative traders.



## Broker of the Year at NCDEX Commodity

Enhance our standard in the year 2022.



## Awarded to Contribute in Commodity Derivatives

Strategic and significant contribution towards our customers.



## Strategic and Significant Contribution in the Stock Market

Awarded for the second year in a row

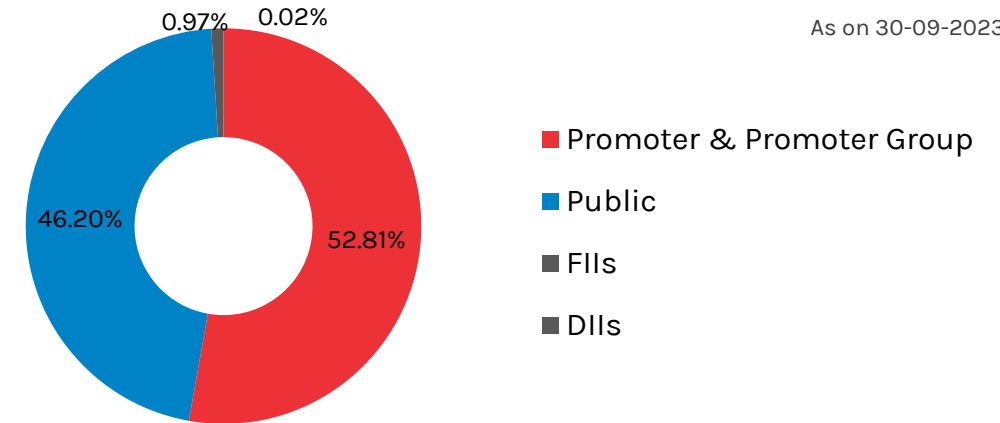
## NSE: SHAREINDIA ISIN: INE932X01018

As on 30-10-2023

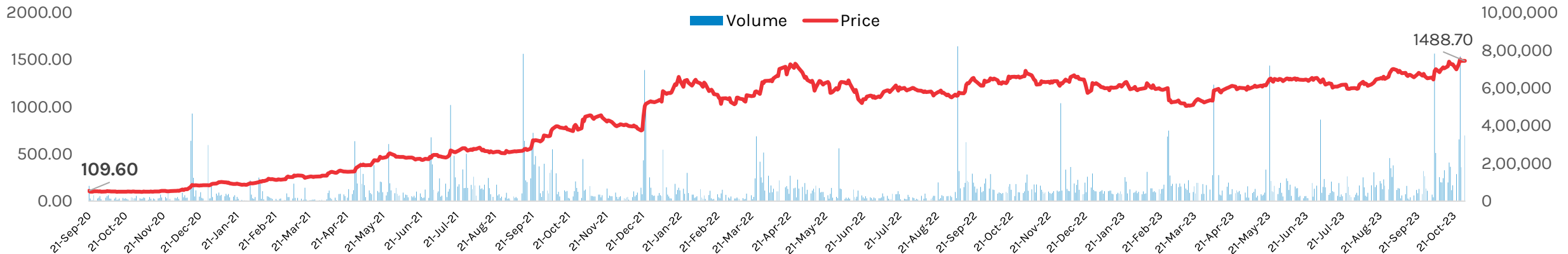
Share Price (₹)	1488.70
Market Capitalization (₹ Cr)	4,865.65
No. of Shares Outstanding	3,26,83,895
Face Value (₹)	10.00
52 week High-Low (₹)	1,525.00-977.96

## Share Holding Pattern

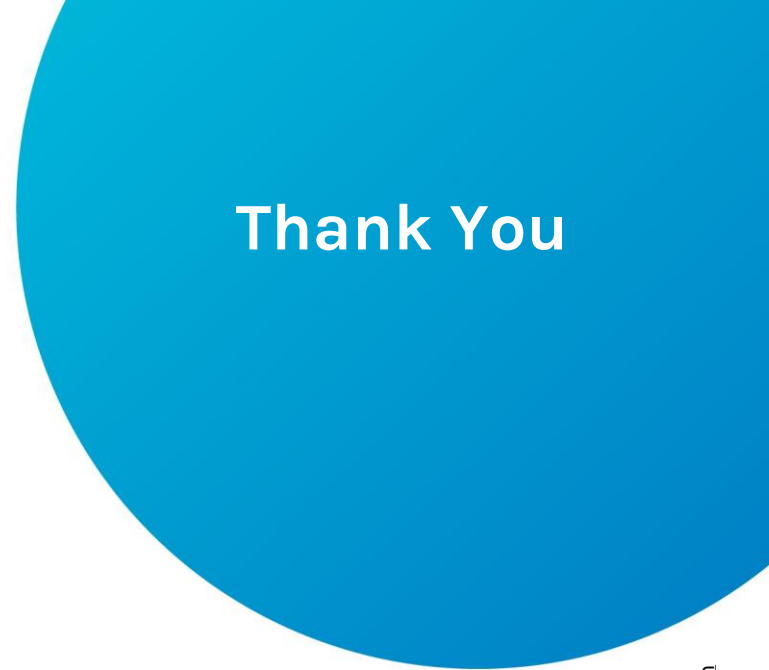
As on 30-09-2023



## Share Performance From 21<sup>st</sup> September 2020



Source - NSE



Thank You

**Share India Securities Limited**  
CIN: L67120GJ1994PLC115132

Registered Office:  
1701-1703, 17th Floor, Dalal Street Commercial Co-operative Society Limited,  
Road 5E, Block 53, Zone 5, Gift City, Gandhinagar, Gujarat - 382 355.

Corporate Office:  
A-15, Sector-64, Noida - 201301

**Email:** [abhinav@shareindia.com](mailto:abhinav@shareindia.com)

**Website:** [www.shareindia.com](http://www.shareindia.com)

