



BSE - CONFIDENTIAL

BSE Limited

Investor Presentation – November 2020

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1. About BSE



2. Business



3. Key Growth Drivers & Other Initiatives




4. Financial Highlights & Investor Information

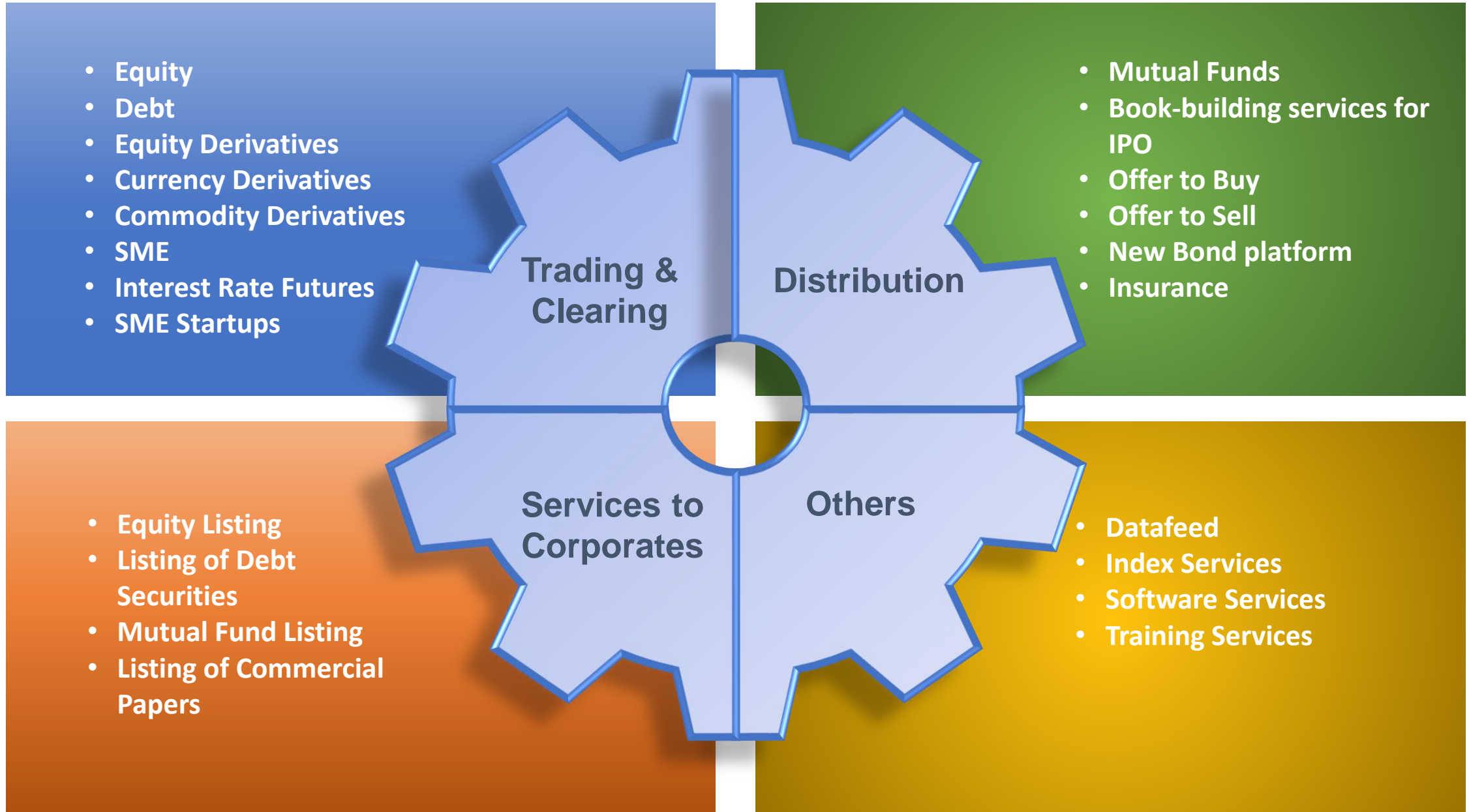
Board Of Directors

Name	Bio	Name	Bio
 <p>Justice Vikramajit Sen Chairman and Public Interest Director</p> <p>On BSE Board since 2016</p>	<ul style="list-style-type: none"> ❖ Former Judge, Supreme Court of India ❖ Chairperson of the Broadcasting Content Complaints Council (BCCC) 	 <p>Shri Ashishkumar Chauhan Managing Director & CEO</p> <p>On BSE Board since 2012</p>	<ul style="list-style-type: none"> ❖ Previously, Group Chief Information Officer, Reliance Industries Limited ❖ Chairperson of the Board of Governors of National Institute of Technology, Manipur
 <p>Shri Sumit Bose Public Interest Director</p> <p>On BSE Board since 2016</p>	<ul style="list-style-type: none"> ❖ Joined the Indian Administrative Service in 1976 and allotted to the Madhya Pradesh Cadre. ❖ Chairman, Expert Committee on working of Cantonment Boards set up by Ministry of Defence in January 2018 (work underway). 	 <p>Shri S. S. Mundra Public Interest Director</p> <p>On BSE Board since 2018</p>	<ul style="list-style-type: none"> ❖ Former Deputy Governor, Reserve Bank of India ❖ Former Chairman & Managing Director of Bank of Baroda
 <p>Shri David Wright Public Interest Director</p> <p>On BSE Board since 2018</p>	<ul style="list-style-type: none"> ❖ Former General Secretary of IOSCO (2012-2016), former Deputy Director-General for Securities and Financial Markets at the EU Commission. ❖ From March 2000 – October 2010 he was first Director, then Deputy Director-General for securities and financial markets 	 <p>Shri Umakant Jayaram Public Interest Director</p> <p>On BSE Board since 2019</p>	<ul style="list-style-type: none"> ❖ 27 years Cross functional experience in Global Investment Banking, Finance Planning & Analysis, Risk Consulting / Business transformation
 <p>Sushri Jayshree Vyas Public Interest Director</p> <p>On BSE Board since 2019</p>	<ul style="list-style-type: none"> ❖ Former Managing Director, Shree Mahila Sewa Sahakari Bank, Ahmedabad ❖ In the year 2001, financial literacy programme was introduced in Sewa Bank, first of its kind in India – at initiative of Ms. Jayshree Vyas 	 <p>Shri T. C. Suseel Kumar Shareholder Director</p> <p>Joined BSE Board from 2020</p>	<ul style="list-style-type: none"> ❖ Managing Director of Life Insurance Corporation of India since March 2019 ❖ Played a key role in redefining the business proposition of the Corporation that earned the LIC ‘Best Life Insurer Award’ by many leading agencies during the year 19-20

Management Team

Name	Bio	Name	Bio
 <p>Shri Ashishkumar Chauhan Managing Director & CEO <i>With BSE since 2009</i></p>	<ul style="list-style-type: none"> ■ B Tech in Mechanical Engineering from IIT Bombay and a PGDM from IIM Kolkata ■ He is one of the founders of India's National Stock Exchange ("NSE") where he worked from 1992 to 2000. He is best known as the father of modern financial derivatives in India due to his work at NSE ■ Represents BSE as the Chairman on the Executive Board of the South Asian Federation of Exchanges. ■ Previously, Group Chief information officer, Reliance Group 	 <p>Shri Nayan Mehta Chief Financial Officer <i>With BSE since 2012</i></p>	<ul style="list-style-type: none"> ■ Having experience of over 28 years, he has earlier worked at Credit Analysis & Research Ltd. as Joint General Manager (Accounts), as CFO at Multi Commodity Exchange of India Limited. He has also worked at the National Stock Exchange ("NSE"). ■ He represents BSE on the Boards of group and associate companies of BSE.
 <p>Shri Kersi Tavadia Chief Information Officer <i>With BSE since 2010</i></p>	<ul style="list-style-type: none"> ■ Prior to joining BSE, employed with Log-in Utility and InvestSmart Financial Services Limited ■ 30 years of experience in the area of Application Systems/ IT Infrastructure development and management, managing all aspects of IT operations in Financial Services, Capital markets and manufacturing companies. He has played a leading role in transforming BSE into the fastest exchange in the country. 	 <p>Shri Neeraj Kulshrestha Chief Regulatory Officer <i>With BSE since 2015</i></p>	<ul style="list-style-type: none"> ■ Prior to BSE he was an Executive Director in Morgan Stanley India for 10 years. He was earlier with National Stock Exchange and has managed various functions like Trading Operations, Inspection and Investigation, Futures and Options Clearing and Trading. He was also the CEO of India Index Services Ltd. and Dotex International Ltd ■ 27 year experience in Capital markets, which includes Securities Markets and General Insurance.
 <p>Shri Sameer Patil Chief Business Officer <i>With BSE since 2015</i></p>	<ul style="list-style-type: none"> ■ He is instrumental in setting up and responsible for Business Development of INDIA INX at GIFT CITY IFSC. Currently, INDIA INX has more than 90% market share. ■ He has about 21 years' of experience in financial sectors like Commodities, Currency Derivatives, Indices etc and has experience in Trading, Hedging Strategies, Product Designing and Business Development. 	 <p>Shri Girish Joshi Chief Trading Operations and Listing Sales <i>With BSE since 2010</i></p>	<ul style="list-style-type: none"> ■ He has worked with ICICI Bank Group for 10 years. At ICICI Bank Group he worked in various areas like ICICIDirect.com, Treasury Mid Office and in the area of Regulatory Reporting and Monitoring at CFO office of the Bank. ■ He was also one of the earliest core team members who were involved in the set-up of National Stock Exchange ("NSE"). During 7 years at NSE he worked in Wholesale Debt Market and post trade functions.

Diversified Lines of Business





1. About BSE



2. Business

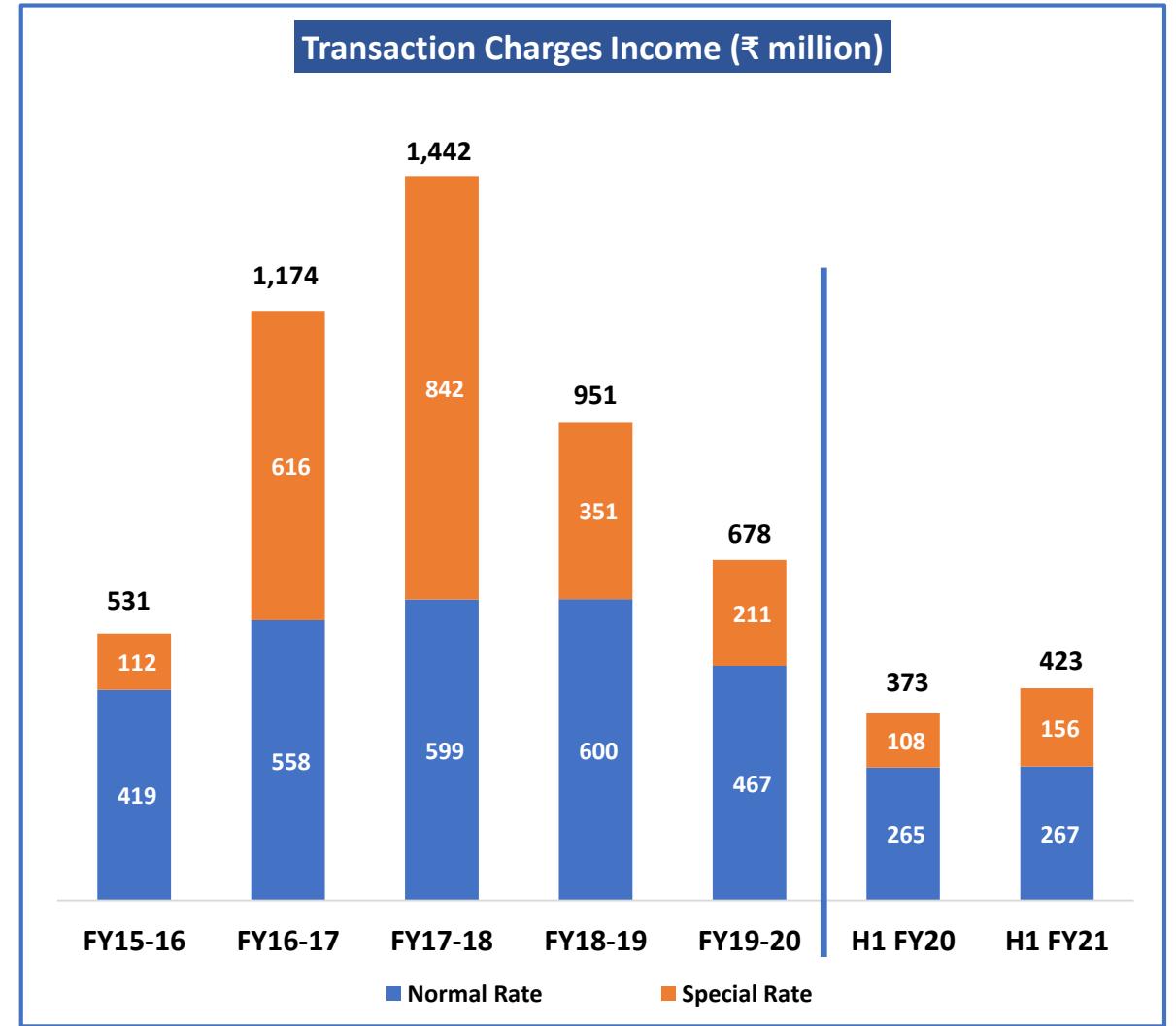
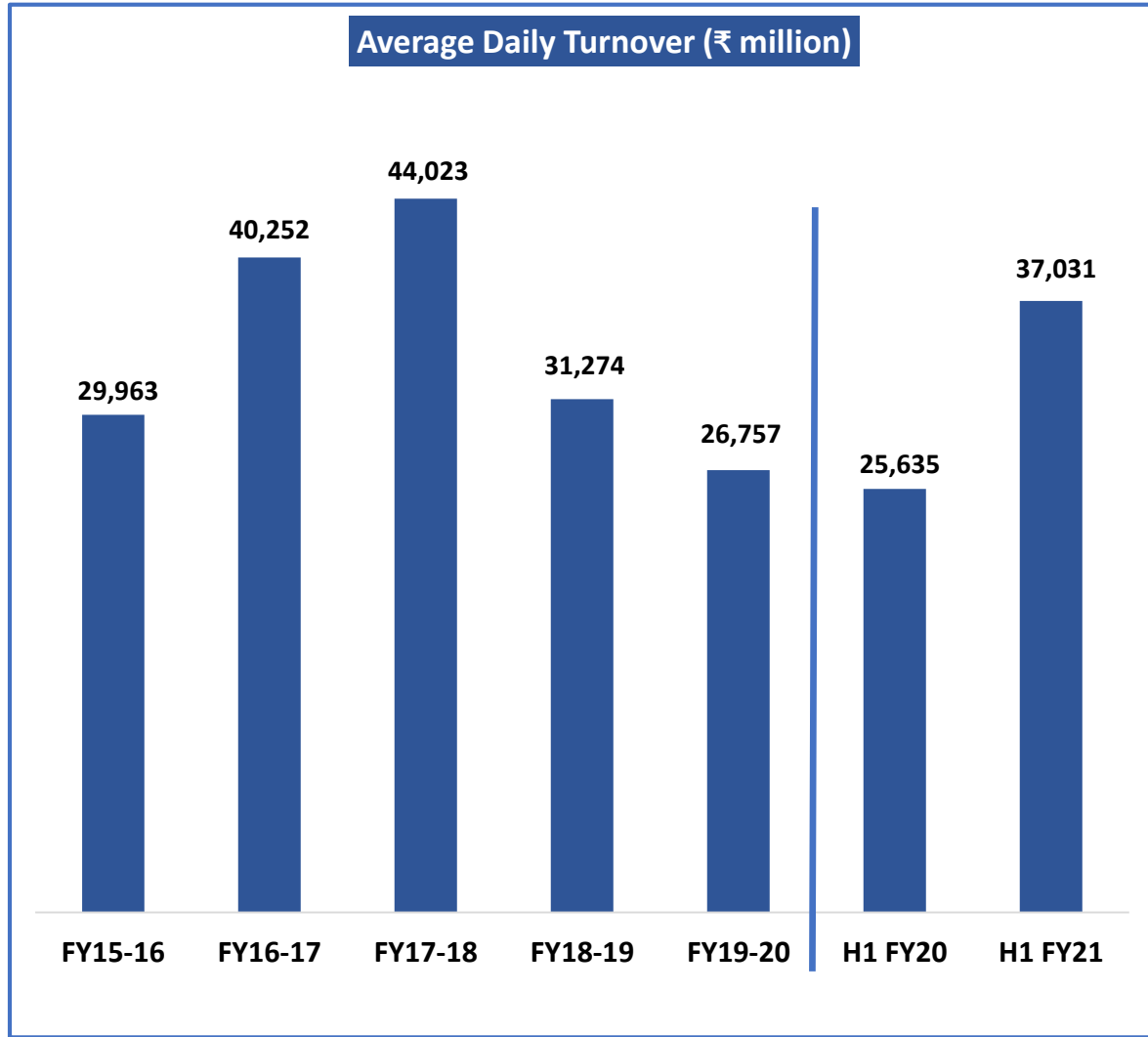


3. Key Growth Drivers & Other Initiatives



4. Financial Highlights & Investor Information

Equity Cash - Performance



Revenues earned in this segment are subject to variation based on number and value of trades executed which are dependant on the economic cycle as well as the values of securities traded.

Equity Derivatives - Performance

Last 6 quarters performance

Average Daily Turnover (₹ million)

784,424



Average Daily Number of Contracts Traded

884,160



Highest turnover in SENSEX 50 contract of ₹ 2,432 billion on November 05, 2020

Last 4 month performance

Average Daily Turnover (₹ million)

1,615,482



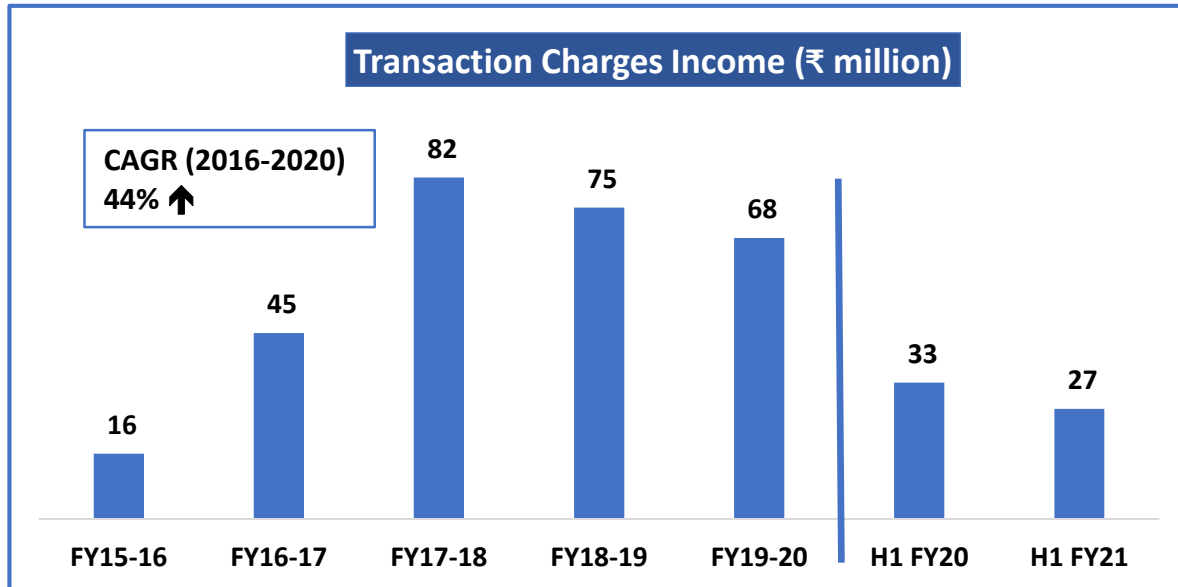
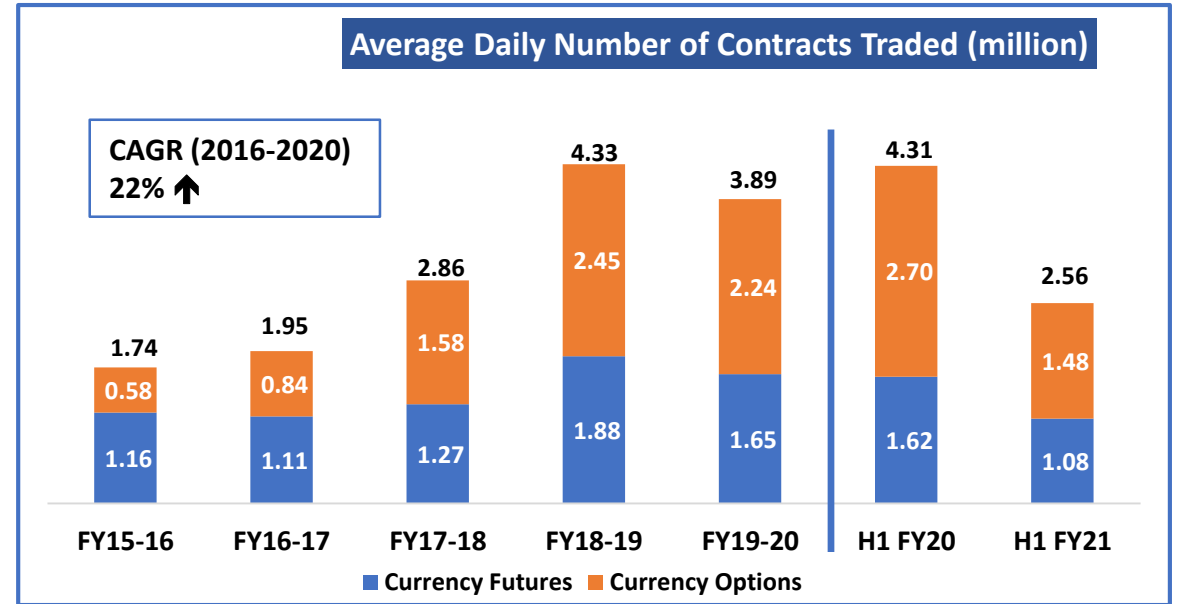
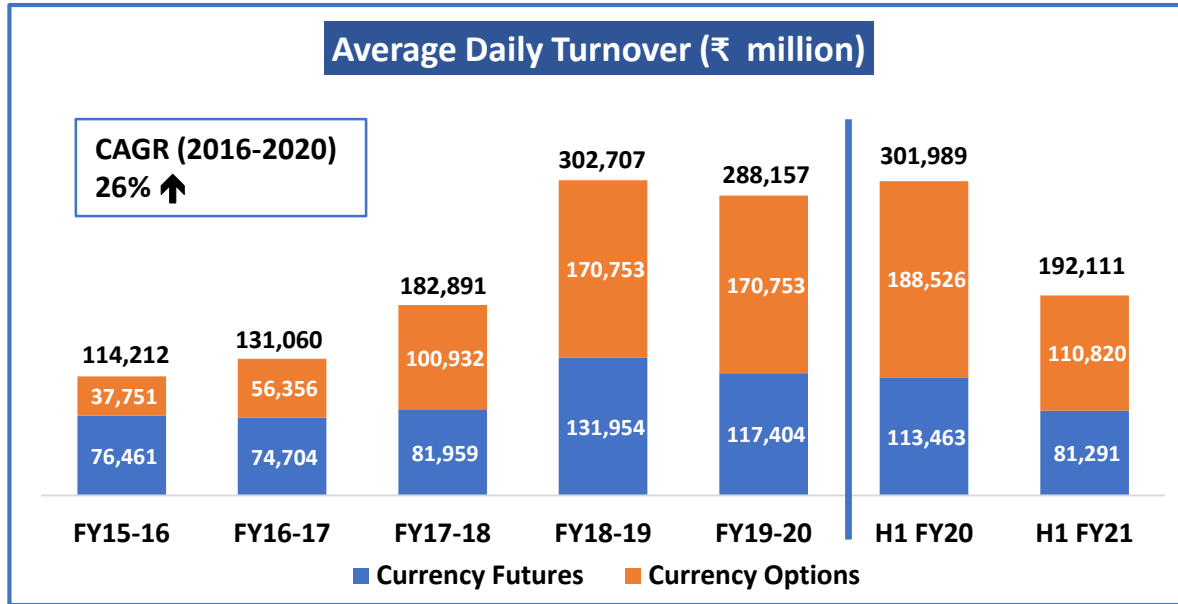
Average Daily Number of Contracts Traded

1,793,919



Exemptive Relief under CFTC Regulation 30.10 to designated members of BSE

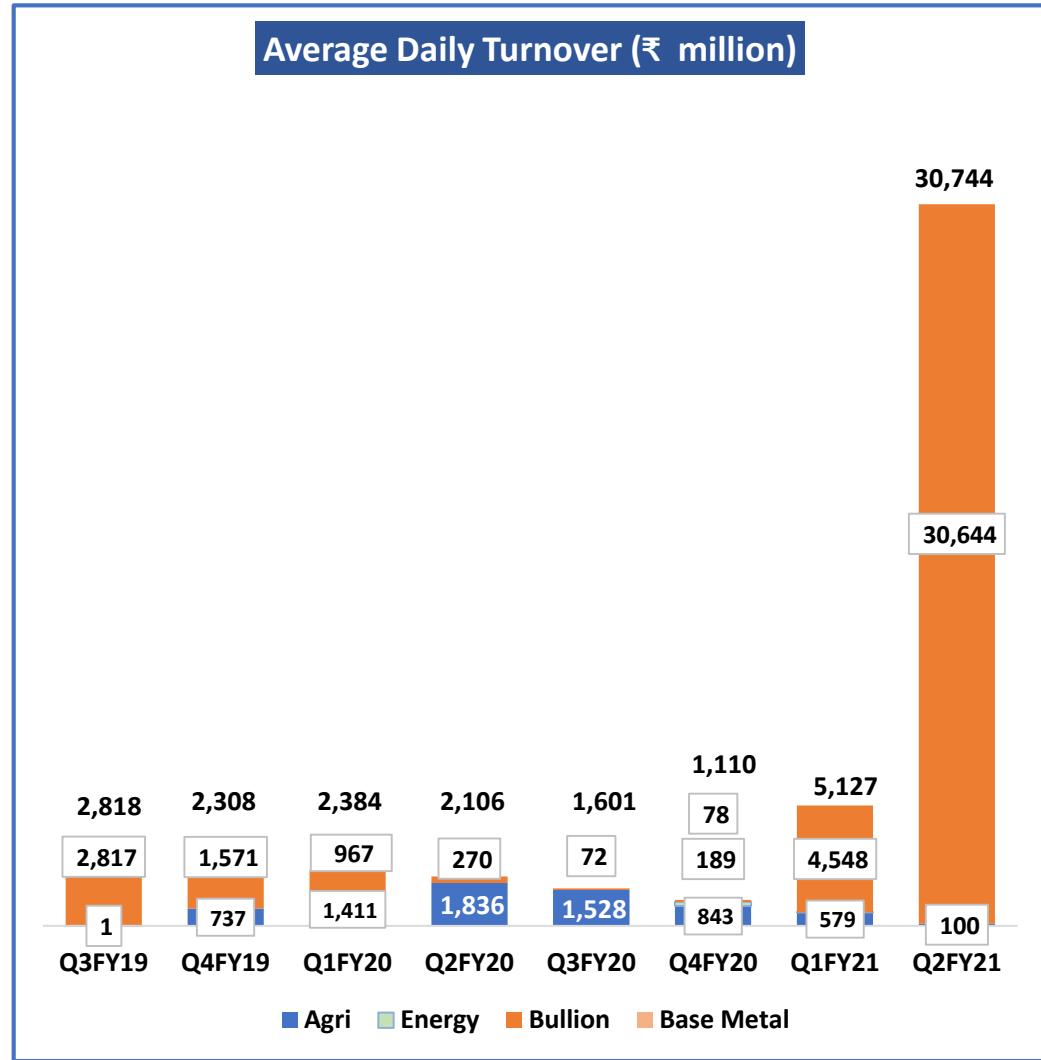
Currency Derivatives – Performance



Decrease in Currency Derivative Segment volumes due to –

- Restricted Bank timings for trading up to 02:00 p.m. due to COVID-19.
- Mergers of Nationalised Banks.
- Third party Trading software issues post interoperability.

Commodity Derivatives – Performance



First exchange to have delivered Gold under BSE-BIS India Good Delivery Standard on its commodity platform

Commodity Options in GoldM and SilverKG launched on June 1, 2020

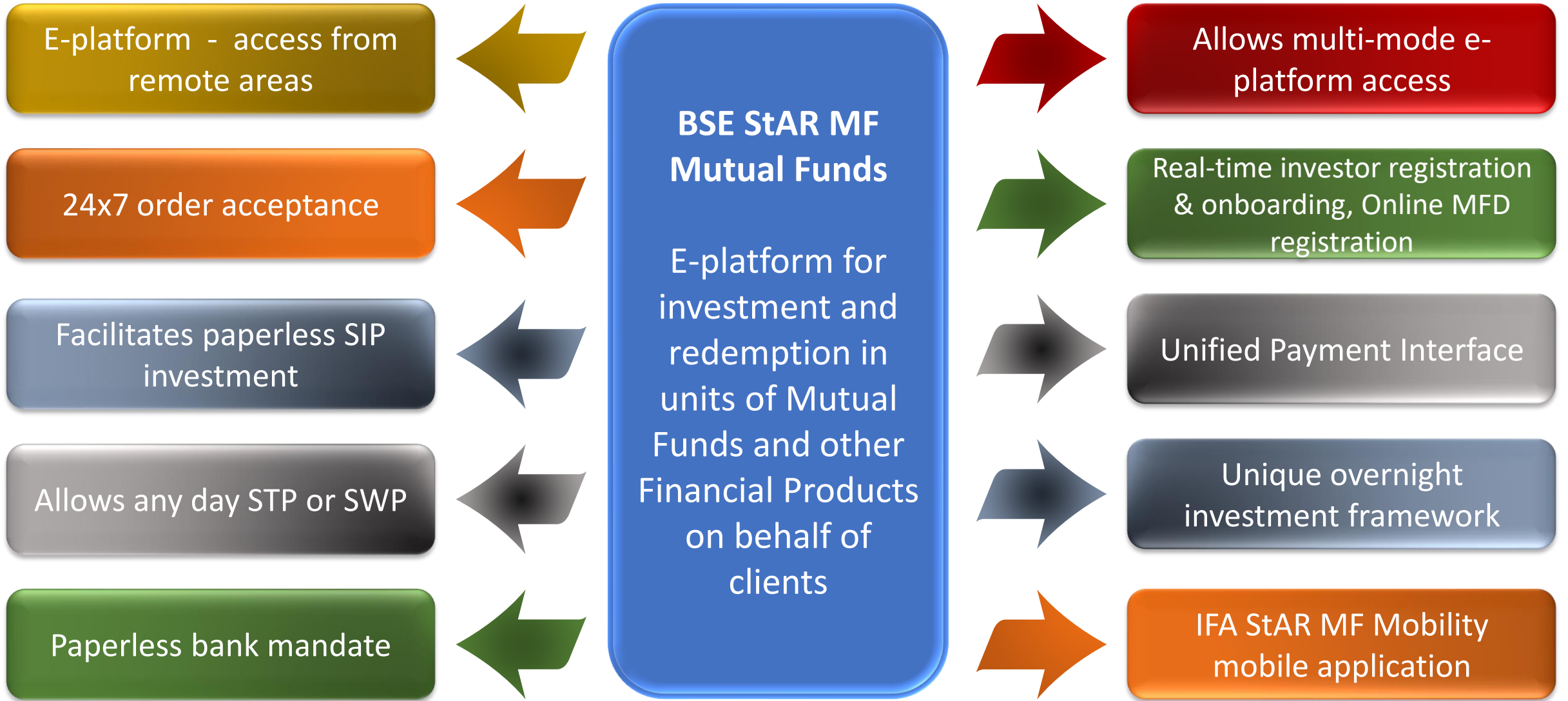
Within a span of five months “Options on Goods” contracts has achieved a market share of 7.05%

Marketshare * :
 Gold Contracts - 30.98%
 Gold Mini contract - 57.32%
* For the month of October

Launched world’s only Almond Future Contracts on June 22, 2020 Priced and delivered 29,000 kgs of Almond in Shell

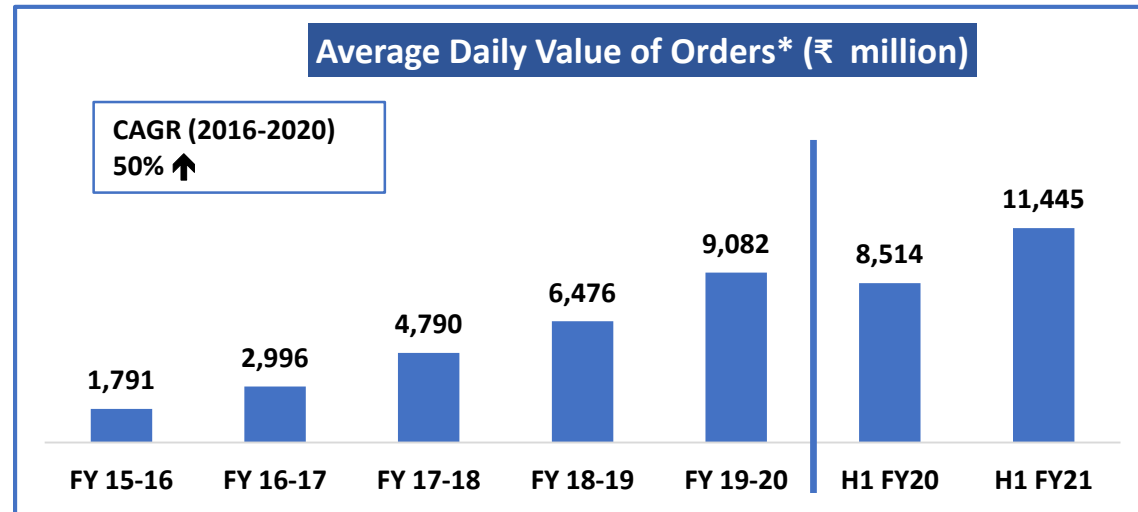
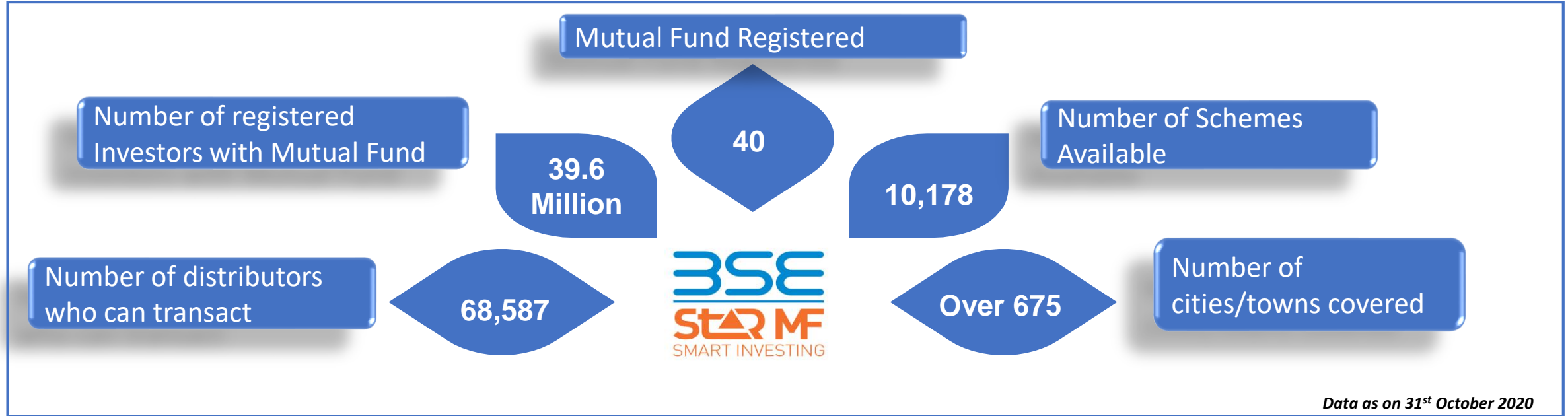
Second Largest Commodity Derivatives Exchange in India

BSE StAR Mutual Fund Platform – Introduction

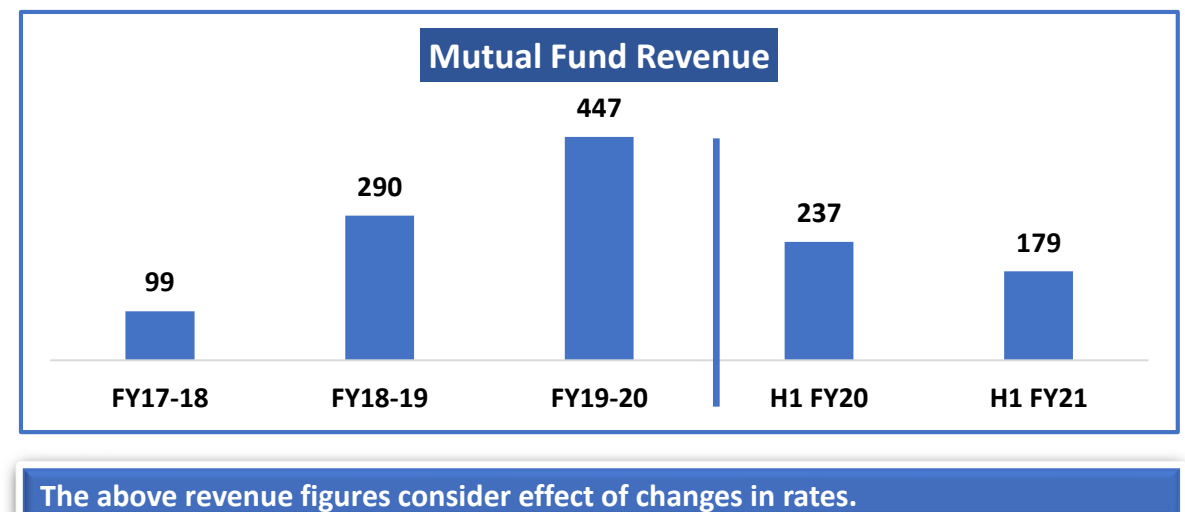


BSE has partnered with LIC Mutual Fund for BSE eKYC Services which will facilitate members to ensure zero contact, hassle-free customer on boarding process.

BSE StAR Mutual Fund Platform – Performance, Reach & Coverage

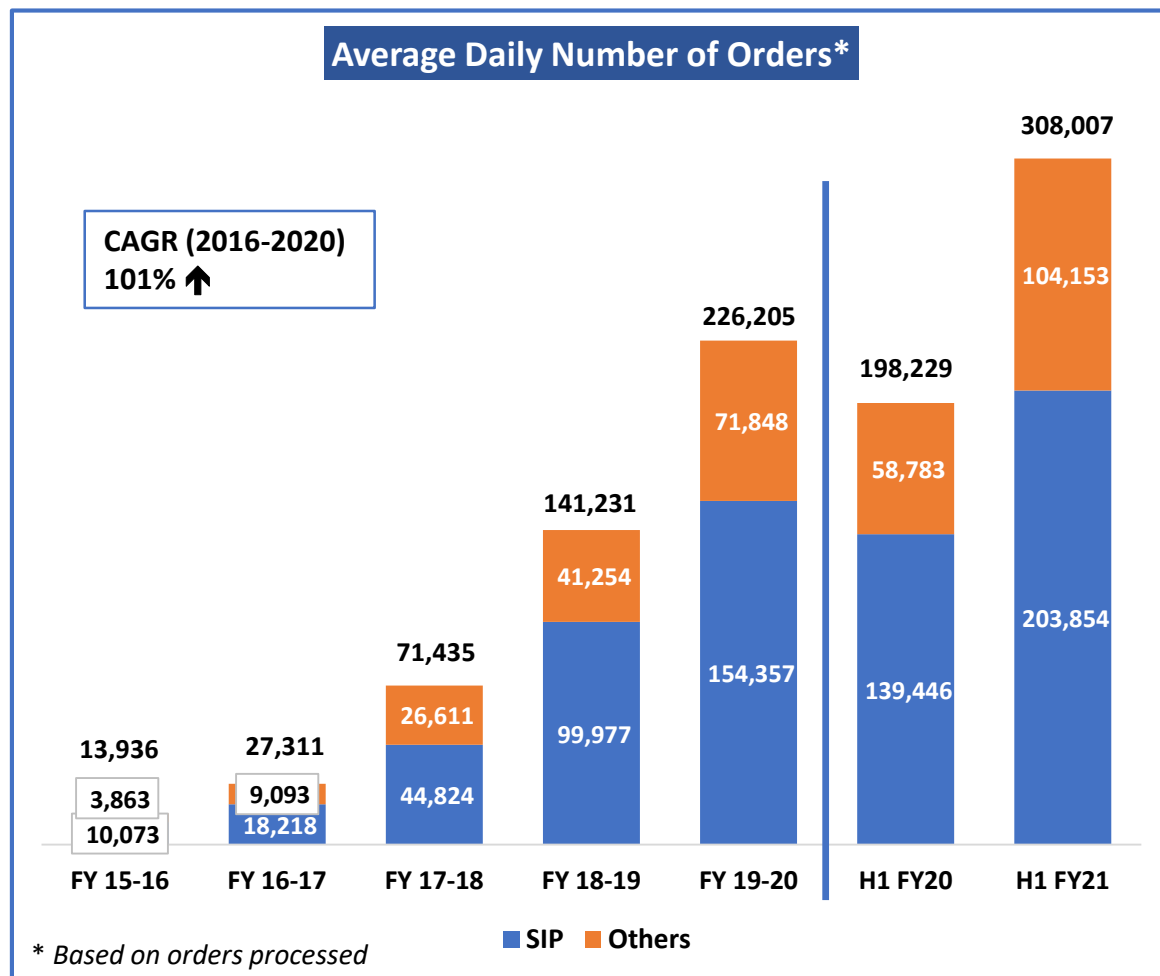


* Based on orders received



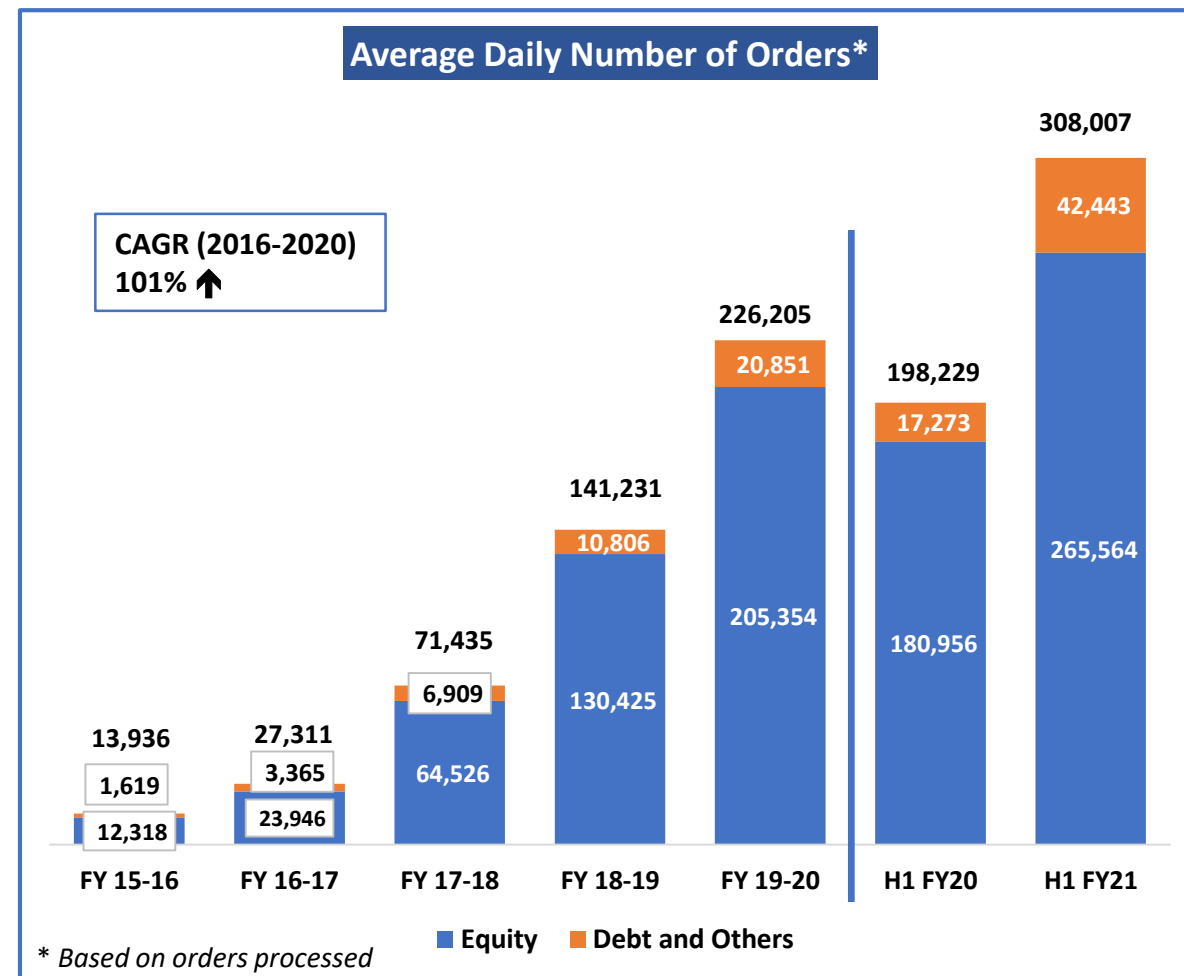
BSE Star Mutual Fund Platform – Order Breakup

SIP and Others



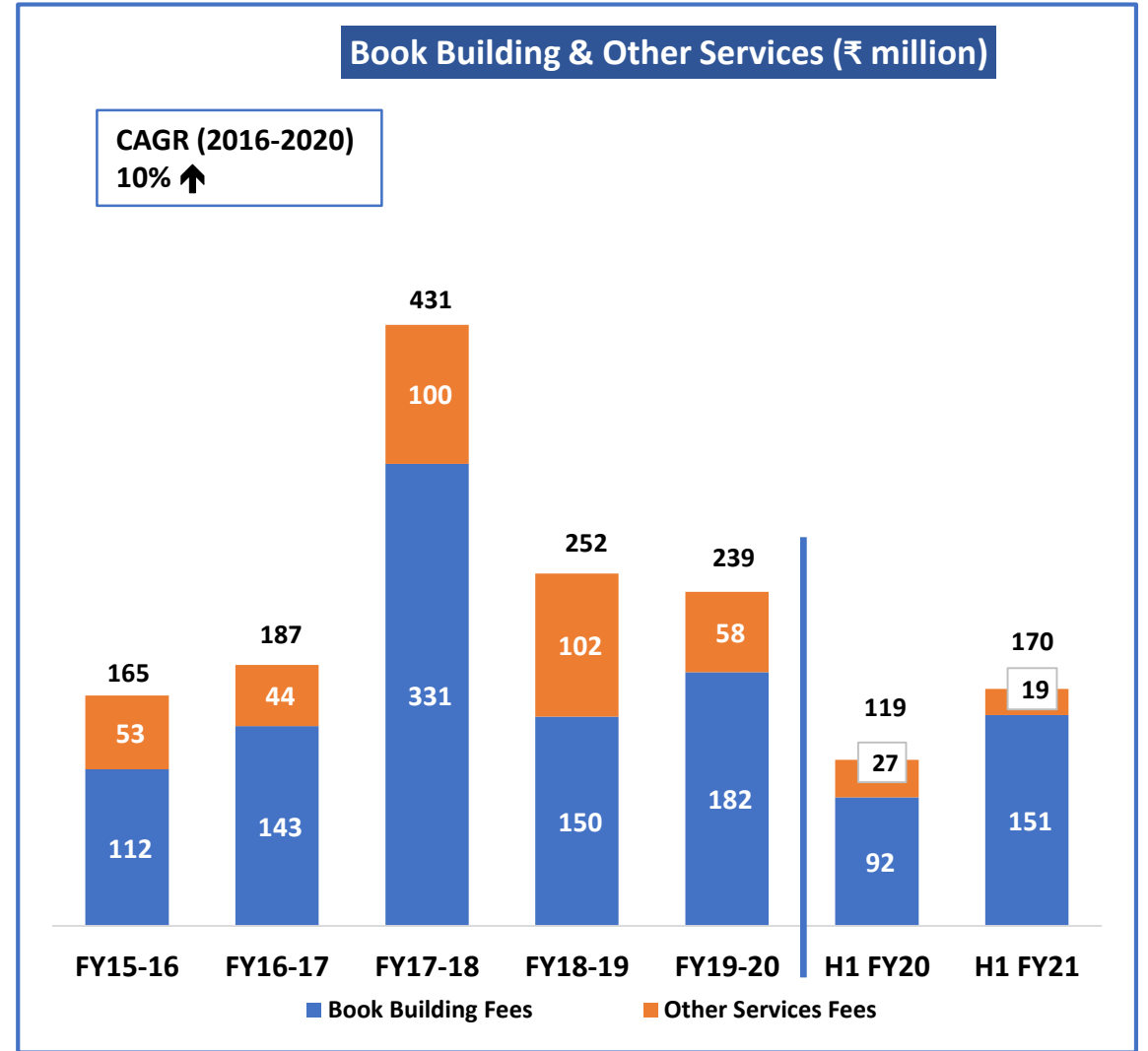
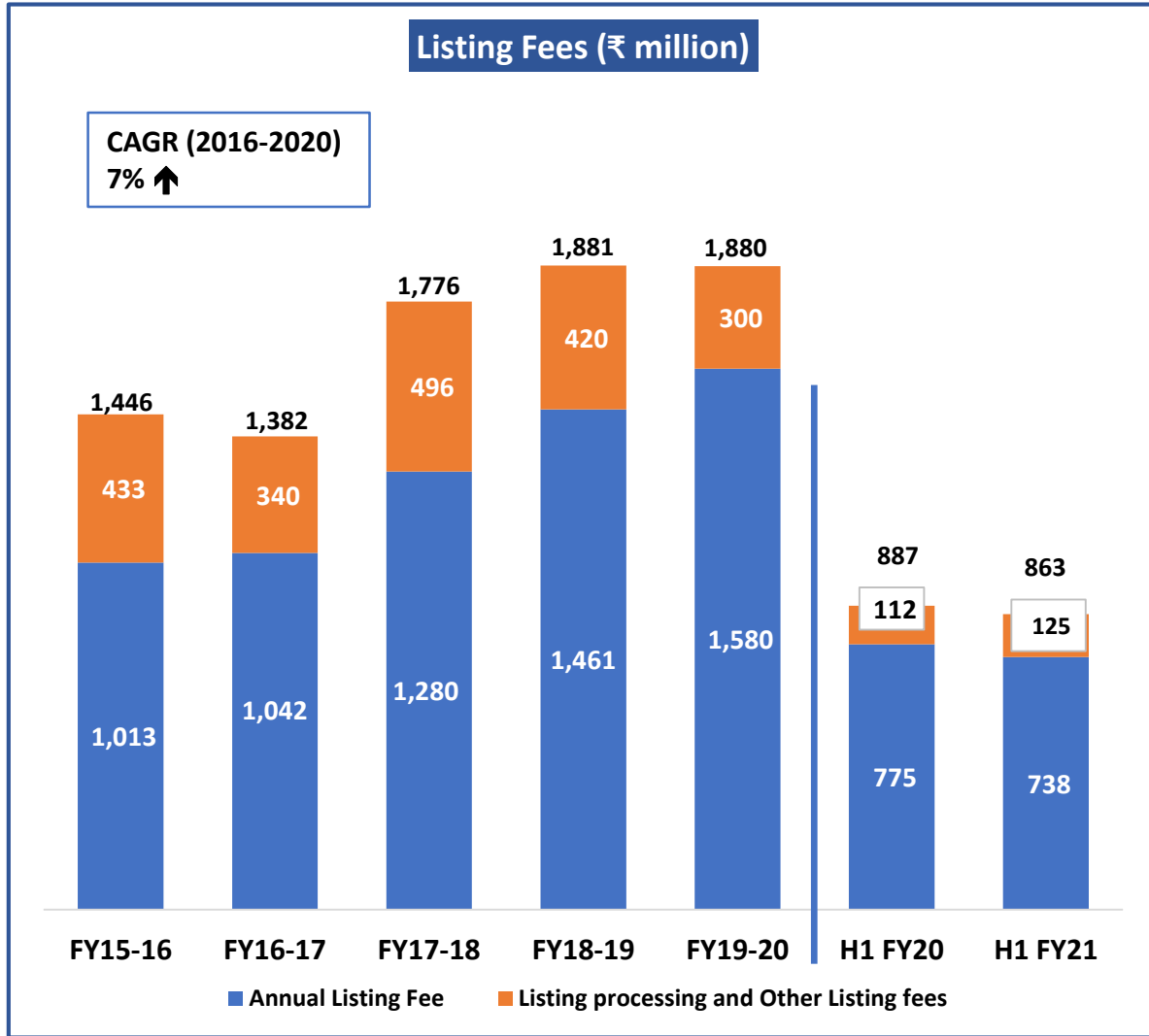
• Number of order processed has grown by 56% in Q2 FY20 as compared to Q2 FY20

Equity and Debt



• StAR MF contributed ₹ 14,880 million as net equity inflow during September 2020 against the negative industry inflow of ₹ 7,340 million

Services to Corporates - Performance



• 65 Securities has been listed during H1 FY21 as compared to 66 securities during H1 FY20

India International Exchange IFSC – Introduction



Asset Classes & Contracts

- Equity Index Derivatives: Sensex and India 50
- Indian Stock Futures : 139 stocks including Reliance Industries Limited, HDFC Bank Limited, Axis Bank Limited, Infosys Limited, Tata Steel Limited, Maruti Suzuki India Limited, Tata Motors Limited, ICICI Bank Limited, Larsen & Toubro Limited and State Bank of India Limited
- Commodity Futures : Gold, Gold KG, Silver, Copper, Aluminium, Lead, Nickel, Zinc, BRENT Crude Oil
- Commodity Options : Gold
- Currency Derivatives: **INR USD, USD INR**, EUR USD, GBP USD and JPY USD
- Debt Securities: Masala Bonds, Foreign Currency Denominated Bonds

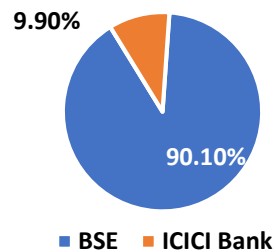
Trading Hours

- Exchange Daily Trading Hours
- 22.00 Hours
- 04:30:00 hours to 17:00:00 hours and 17:00:01 hours to 02:30:00 hours (Indian Standard Time)

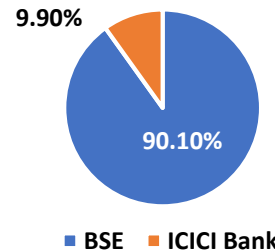
Global Access

- BSE’s India INX launches Global Access with connectivity to CME Group Exchanges, LME, ICE US & Europe, Eurex & Euronext N.V.

India International Exchange



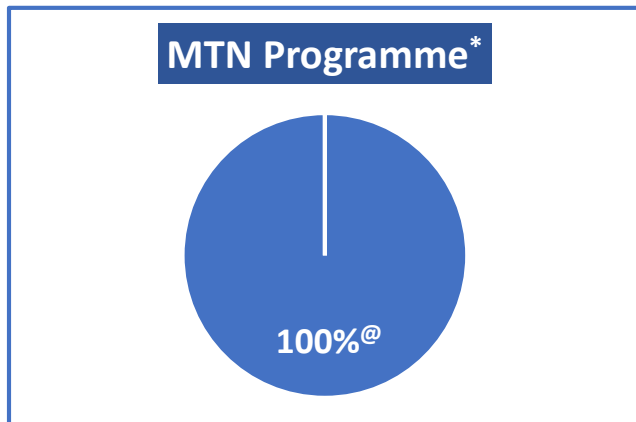
India International Clearing Corp



On May 08, 2020 Hon'ble Finance Minister Smt. Nirmala Sitharaman virtually inaugurated Rupee Dollar Derivatives contracts open for trading on India INX.

India International Exchange IFSC – Performance

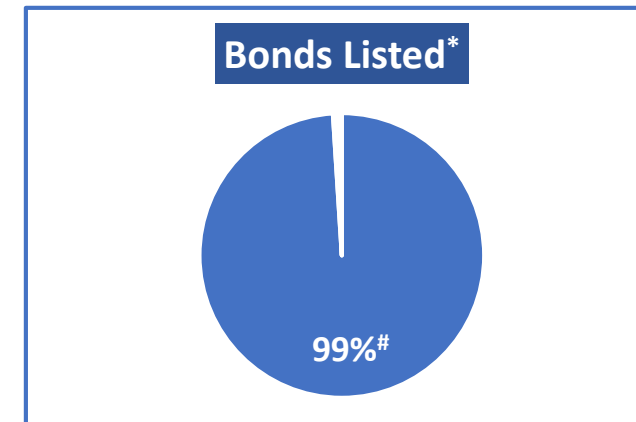
Market share since Inception



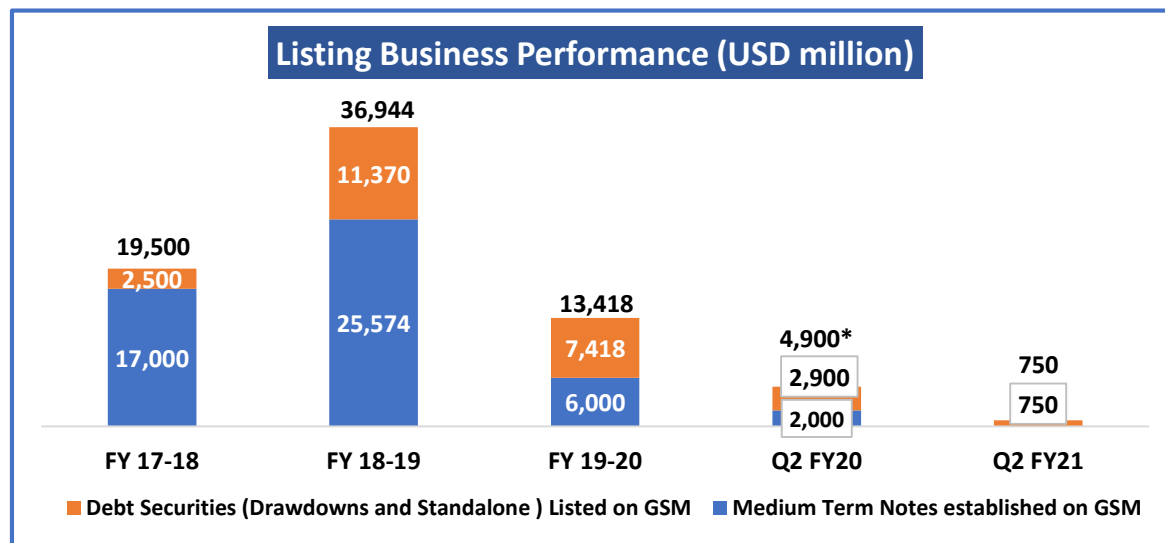
100%@ of MTN established in IFSC are established with INDIA INX



*Data as on September 2020



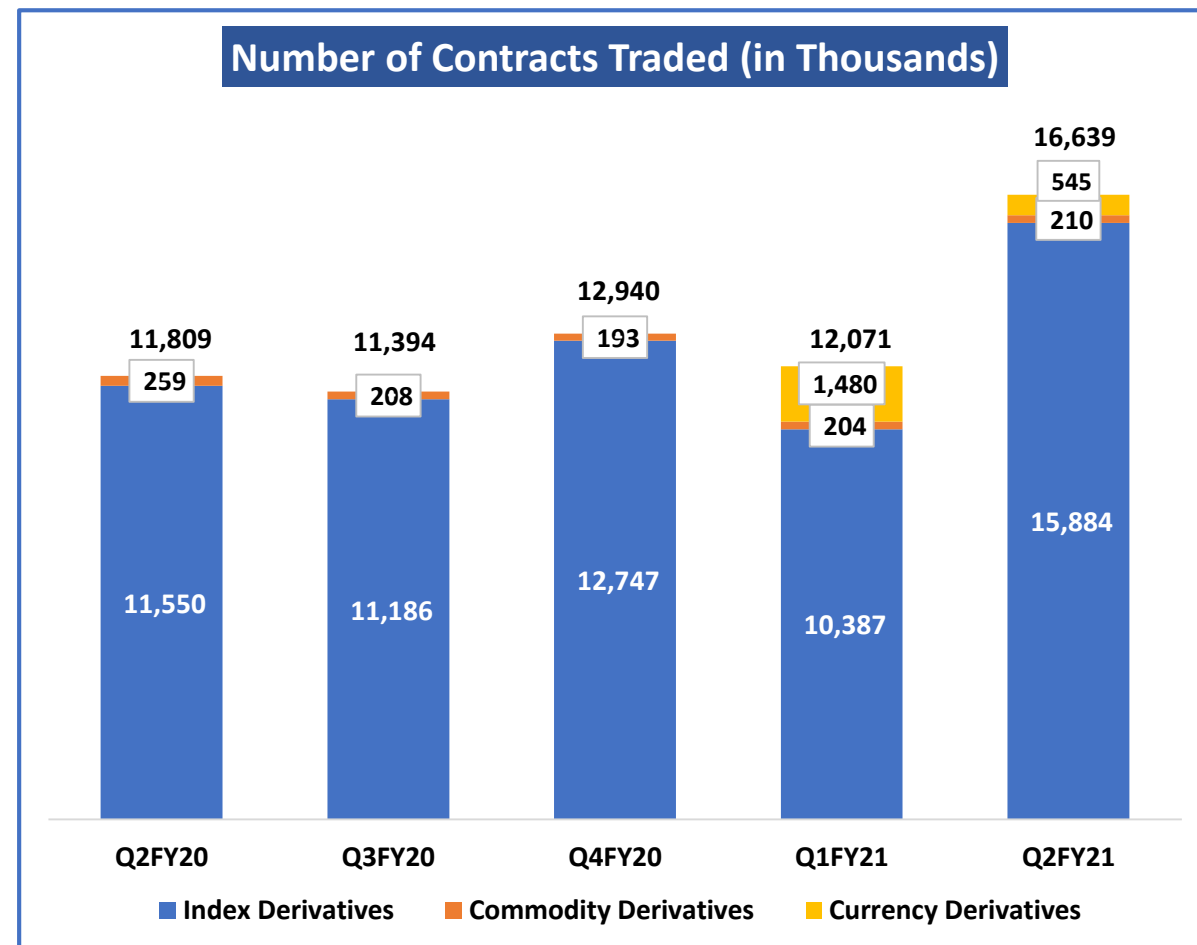
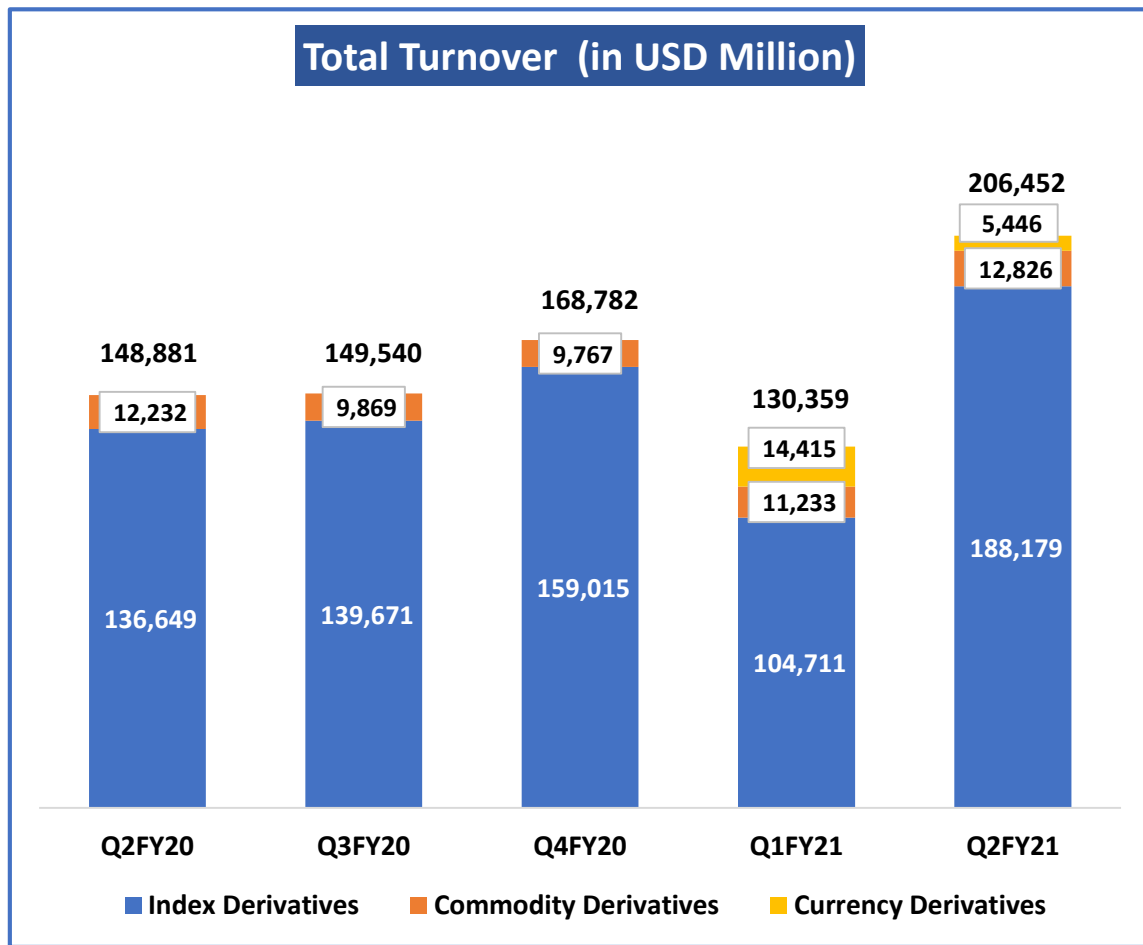
99%# of the bonds listed in IFSC are listed on INDIA INX



* MTN upside

Average daily turnover of Rupee Derivative contracts in September 2020 was USD 26.47 million.

India International Exchange IFSC



Introduction of USD INR Contracts has witnessed momentum in Currency Derivatives turnover

Highest Volume in a day
453,162 Traded contracts
on 23rd September 2020

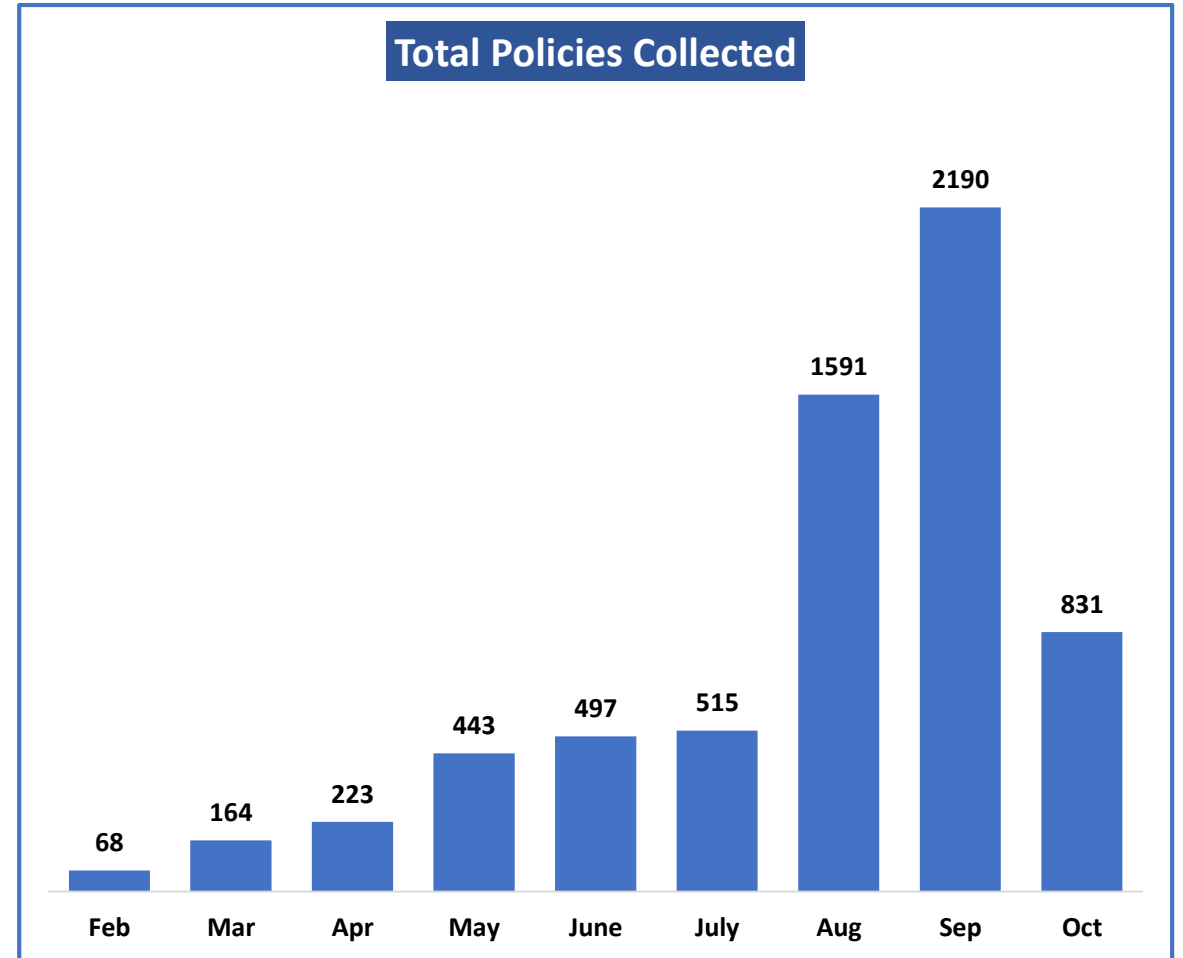
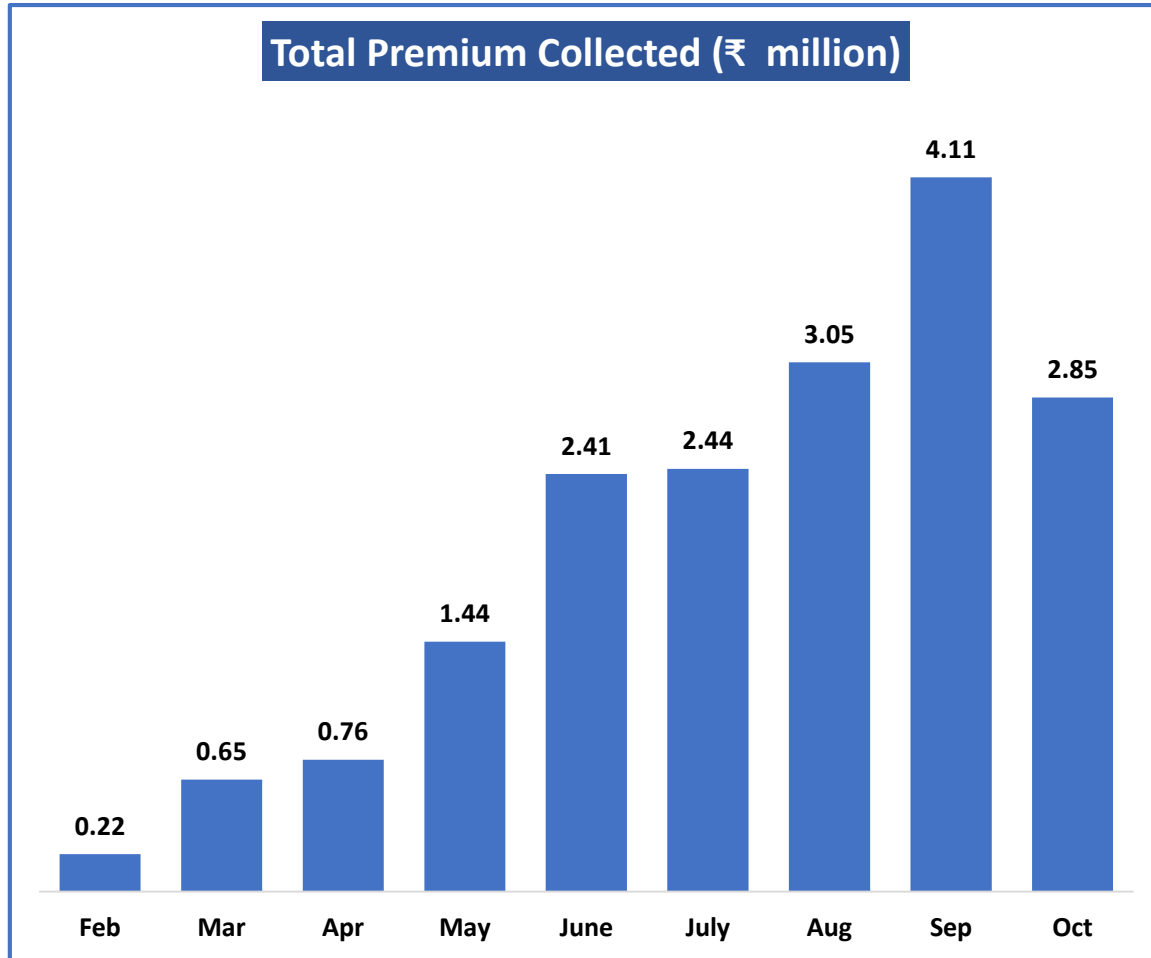
Highest Turnover in a day
\$ 5.47 Billion
on 23rd September 2020

India INX cumulative Turnover crossed \$ 1.14 Trillion (INR 84 Trillion approx.) as on September 30, 2020

BSE Ebix Insurance Broking



BSE Ebix Insurance Broking



- Introduction of “Corona Kawach” product helped us to reach out to larger crowd and get maximum policies
- In the month of September highest ever policies were sold i.e. 2,190

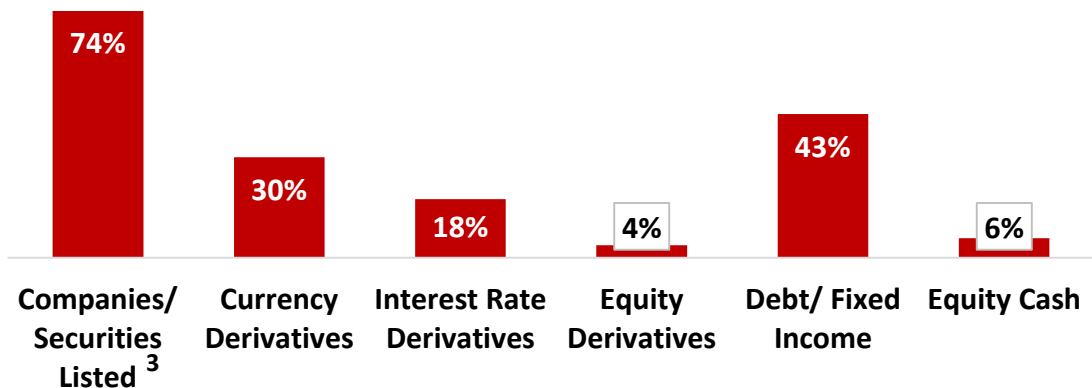
Global Rankings



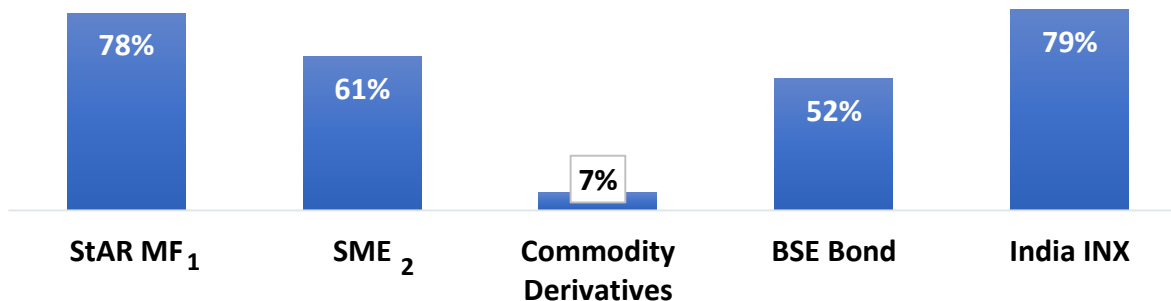
*Data as on September 2020
Data for the month of September 2020
Source: BSE/WFE

Marketshare

Red Ocean Businesses



Blue Ocean Businesses



**Established leader in Listing related Business.
Good marketshare in other businesses except Equity Cash**

Market leadership in Blue Ocean Businesses

All Marketshare for Q2 FY21

¹ Marketshare in Mutual Fund StAR Platform based on the value of purchase / redemption orders executed during Q2 FY21

² Marketshare in SME Segment represents number of companies listed in SME segment as on September 30, 2020

³ As on September 30, 2020

Recent Initiatives

Insurance Broking

Power Exchange
Being jointly promoted with
Power Trading Corporation & ICICI Bank*

*Subject to Regulatory Approvals



1. About BSE



2. Business

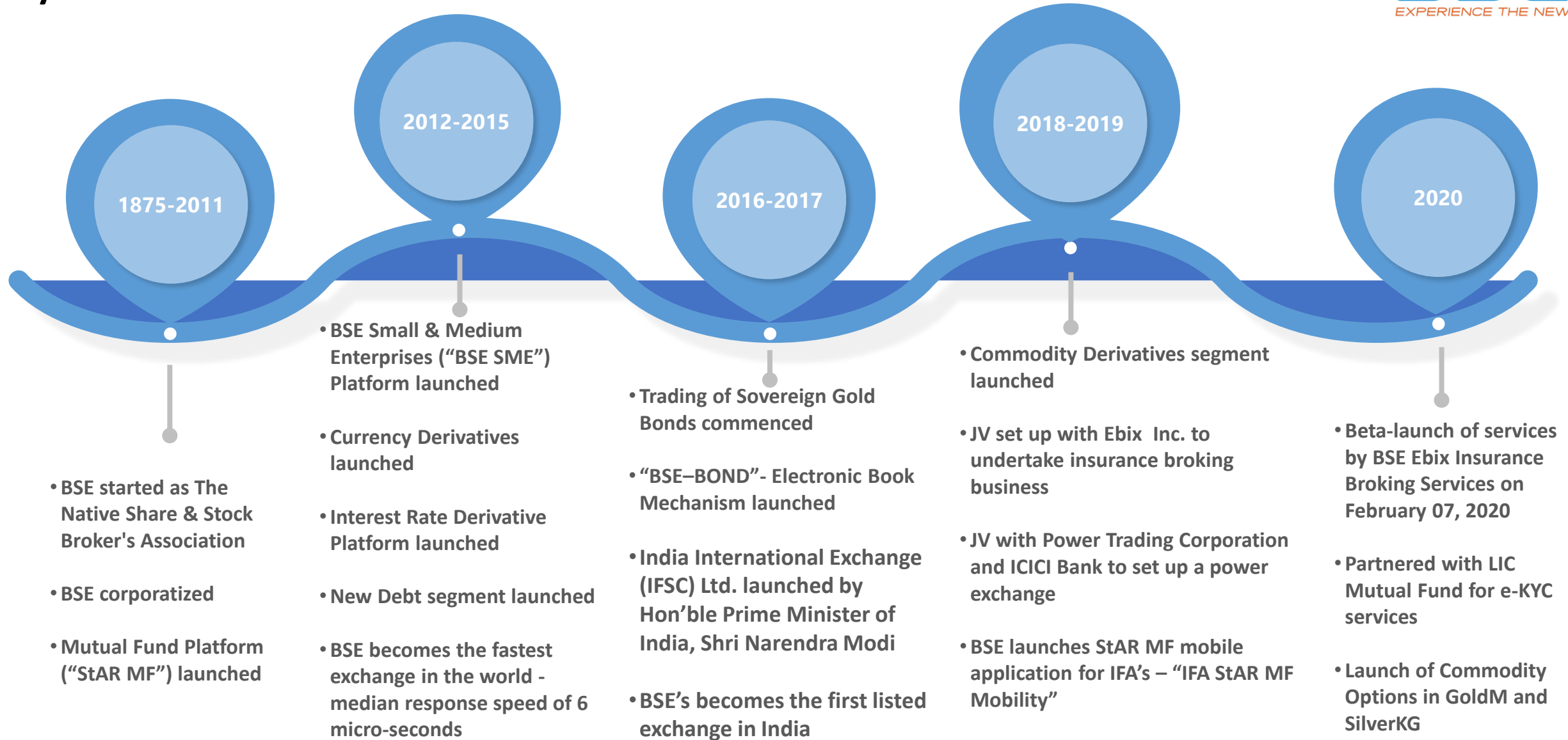


3. Key Growth Drivers & Other Initiatives



4. Financial Highlights & Investor Information

Key Milestones – The transformation over time



Over last few years, BSE has transformed itself from a conventional stock exchange to the 1st Universal Exchange in addition to setting up e-commerce initiatives successfully

Key Growth Drivers - 1

International Exchange

- Constitution of the IFSC authority and its Board to facilitate growth of GIFT city as an international financial hub as well as growth of international exchange therein.
- Investors friendly tax regime
- Listing and Trading platform available for booking of products in Equity Derivatives, Currency Derivatives, Commodity Derivatives and Debt Securities

Equity & Equity Derivatives

- Inter-operability alongwith push towards best price execution likely to increase liquidity on BSE's electronic trading platform over time.
- BSE's initiative to introduce Weekly Options has received good response from market participants with the highest traded value crossing ₹ 2,432 billion on November 05, 2020.

Mutual Fund

- Savings in cost and convenience
- Strong network of inter-mediaries
- Good network connectivity across country
- Increasing household incomes
- Increasing financial savings
- Partnered with LIC Mutual Fund for e-KYC services

E-platform Services

- Expansion of services from Current platforms for providing e-platform services like book-building for IPO, Offer to Buy, Offer to Sell, New Bond platform, etc.



Key Growth Drivers - 2

Insurance Broking

- Already commenced insurance broking in Motor, Health and Life Insurance
- Continuous growth of Point of Sales
- Product diversification
- Software integration with various insurance companies

Power Exchange

- Pranurja Solutions Limited incorporated to set up a power exchange jointly with Power Trading Corporation and ICICI Bank
- Approval for grant of license for the power exchange from Central Electricity Regulatory Commission under progress

Commodity Derivatives

- Commodity futures contracts includes Gold, Silver, Copper, Oman Crude Oil, Guar Gum, Guar Seed, Cotton, Almond, Brent Crude Oil, Aluminium, Zinc, Turmeric
- Launch of Commodity Options in GoldM and SilverKG contracts in June 2020

BSE Bond Platform

- Over ₹ 838 billion of debt was raised on BSE BOND platform through 251 issues in Q2 FY21
- Over ₹ 3,502 billion of debt was raised on BSE BOND platform through 452 issues with 58% market share during the period FY 19-20





1. About BSE



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4. Financial Highlights & Investor Information

Integrated Business Model

- Multiple contact points with members and market participants provides the ability to generate revenue from multiple levels of the business



1	Transaction Charges	<ul style="list-style-type: none"> To an extent linked to Market Activity 	<ul style="list-style-type: none"> Linked to market activity levels and household savings and investments
2	Treasury Income on Clearing and Settlement Funds	<ul style="list-style-type: none"> Linked to Market Activity to an Extent 	<ul style="list-style-type: none"> Linked to interest rates and, to an extent, market activity since that would lead to more margin being deposited by members
3	Other Securities Services	<ul style="list-style-type: none"> Recurring 	<ul style="list-style-type: none"> Primarily consists of charges recovered from members for network connectivity
4	Services to Corporates	<ul style="list-style-type: none"> Recurring 	<ul style="list-style-type: none"> Mostly derived from listing income that is not impacted by market activity Dependent on number of listed entities and hence is a recurring revenue stream Potential for increase if amount charged is increased
5	Data Dissemination Fees	<ul style="list-style-type: none"> Recurring 	<ul style="list-style-type: none"> Impacted primarily due to level of subscriptions and revision in pricing policies Contributes only 4-5% in India compared to 10-25% in developed markets
6	Income From Investments and Deposits	<ul style="list-style-type: none"> Recurring 	<ul style="list-style-type: none"> Linked to investment yields
7	Other Income	<ul style="list-style-type: none"> Recurring 	<ul style="list-style-type: none"> Mostly derived from rent and training institute etc., which are stable sources of income

Consolidated Profit & Loss

(₹ in million)

Sr. No.	Particulars	Sep'20 Quarter	Jun'20 Quarter	Sep'19 Quarter	H1 FY 2020-21	H1 FY 2019-20	FY 2019-20
1.	Transaction Charges	304	303	270	607	618	1,131
2.	Treasury Income on Clearing and Settlement Funds	75	69	56	144	130	229
3.	Other Securities Services	127	91	68	218	113	330
4.	Securities Services (1+2+3)	506	463	394	969	861	1,690
5.	Services To Corporates	617	416	515	1,033	1,007	2,122
6.	Other Operating Income	131	153	180	284	342	693
7.	Revenue From Operations (4+5+6)	1,254	1,032	1,089	2,286	2,210	4,505
8.	Income From Investments and Deposits	245	544	451	789	942	1,587
9.	Other Income	105	45	56	150	104	208
10.	Total Income (7+8+9)	1,604	1,621	1,596	3,225	3,256	6,300
11.	Employee Expenses	363	376	392	739	768	1,512
12.	Technology Cost & Technology Program	223	262	289	485	588	1,176
13.	Admin & Other Expenses	445	472	492	917	884	2,132
14.	Total Operating Expenses (11+12+13)	1,031	1,110	1,173	2,141	2,240	4,820

Consolidated Profit & Loss (cont'd)

Sr. No.	Particulars	Sep'20 Quarter	Jun'20 Quarter	Sep'19 Quarter	H1 FY 2020-21	H1 FY 2019-20	FY 2019-20
15.	EBITDA (10-14)	573	511	423	1,084	1,016	1,480
16.	EBITDA Margin (15/10 in %)	36%	32%	27%	34%	31%	23%
17.	Non-operating Expenses*	261	214	169	475	331	712
18.	Profit Before Tax, Exceptional Item And Share Of Associates (15-17)	312	297	254	609	685	768
19.	Exceptional Items	-145	-	-	-145	-	320
20.	Profit From Associates	101	101	73	202	143	267
21.	Tax Expenses	-192	73	-36	-119	52	149
22.	Net Profit (18+19+20-21)	460	325	363	785	776	1,206
23.	Net Profit Margin (22/10 in %)	29%	20%	23%	24%	24%	19%
24.	Net Profit Attributable To Shareholders	468	332	367	800	780	1,223

* Non Operating Expenses includes Depreciation, Finance Cost and LES

Standalone Profit & Loss

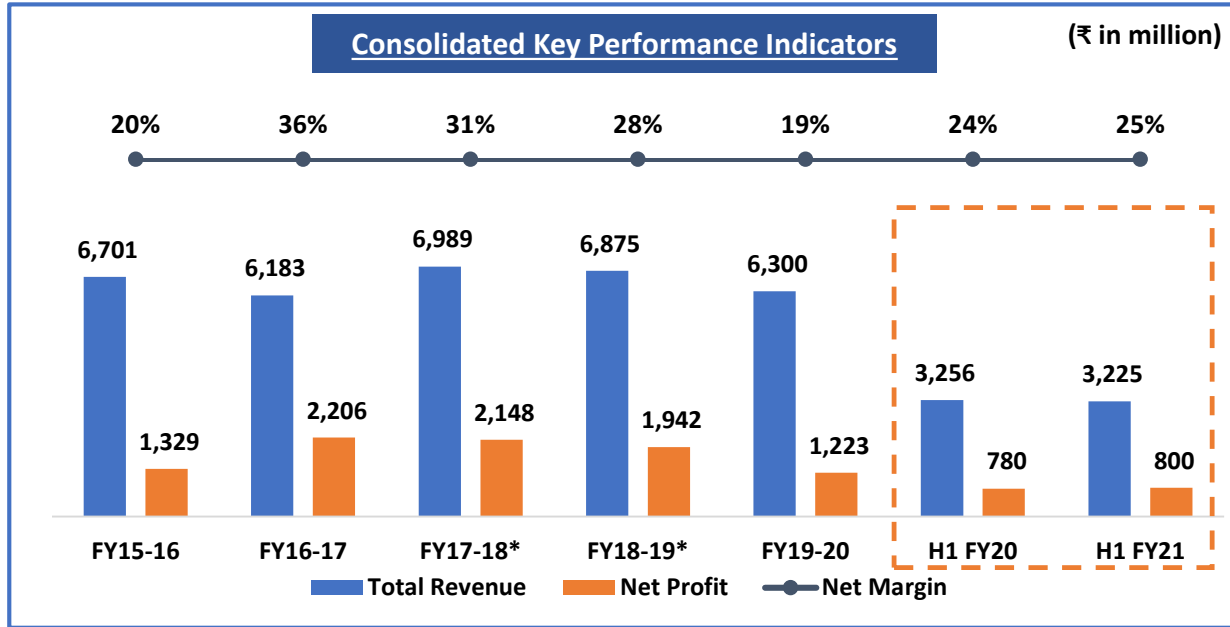
Sr. No.	Particulars	Sep'20 Quarter	Jun'20 Quarter	Sep'19 Quarter	H1 FY 2020-21	H1 FY 2019-20	FY 2019-20
1.	Securities Services	372	357	311	729	698	1,352
2.	Services To Corporates	617	416	515	1,032	1,007	2,119
3.	Data Dissemination Fees	86	80	79	166	155	315
4.	Revenue From Operations (1+2+3)	1,075	853	905	1,927	1,860	3,786
5.	Income From Investments And Deposits	279	473	477	753	897	1,396
6.	Other Income	113	55	61	168	110	239
7.	Total Income (4+5+6)	1,467	1,381	1,443	2,848	2,867	5,421
8.	Employee Expenses	220	231	242	451	481	939
9.	Technology Cost & Technology Program	267	308	326	575	660	1,309
10.	Admin & Other Expenses	402	364	434	766	769	1,880
11.	Total Operating Expenses (8+9+10)	889	903	1,002	1,792	1,910	4,128

Standalone Profit & Loss (cont'd)

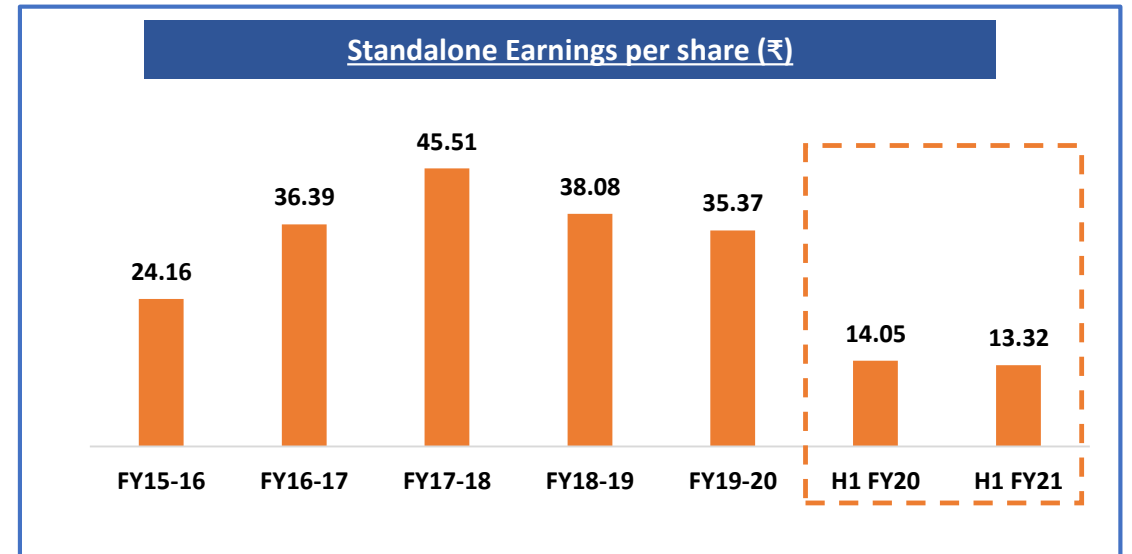
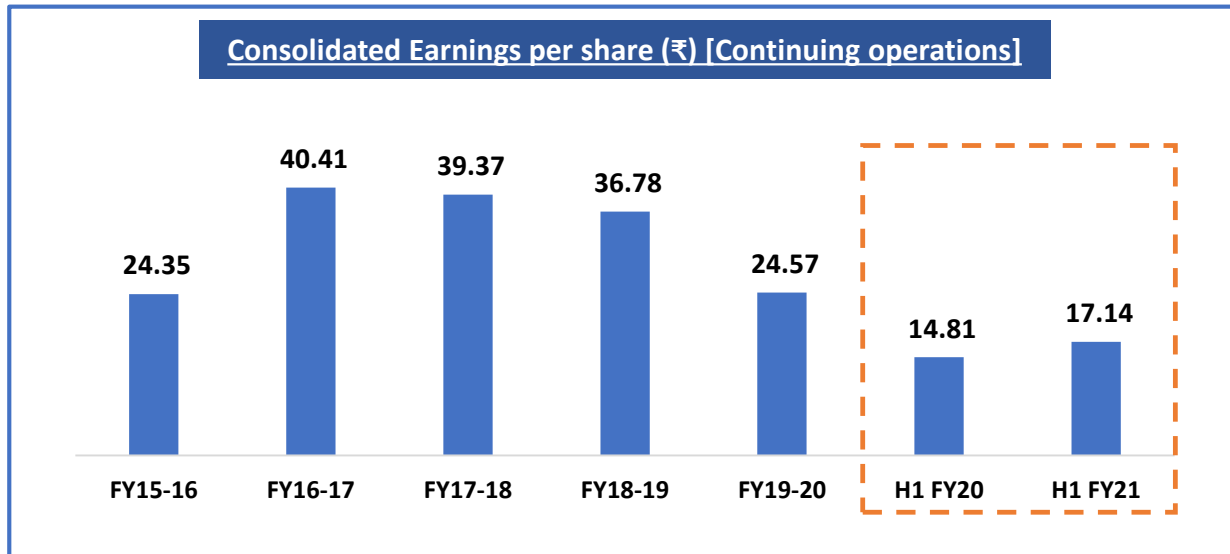
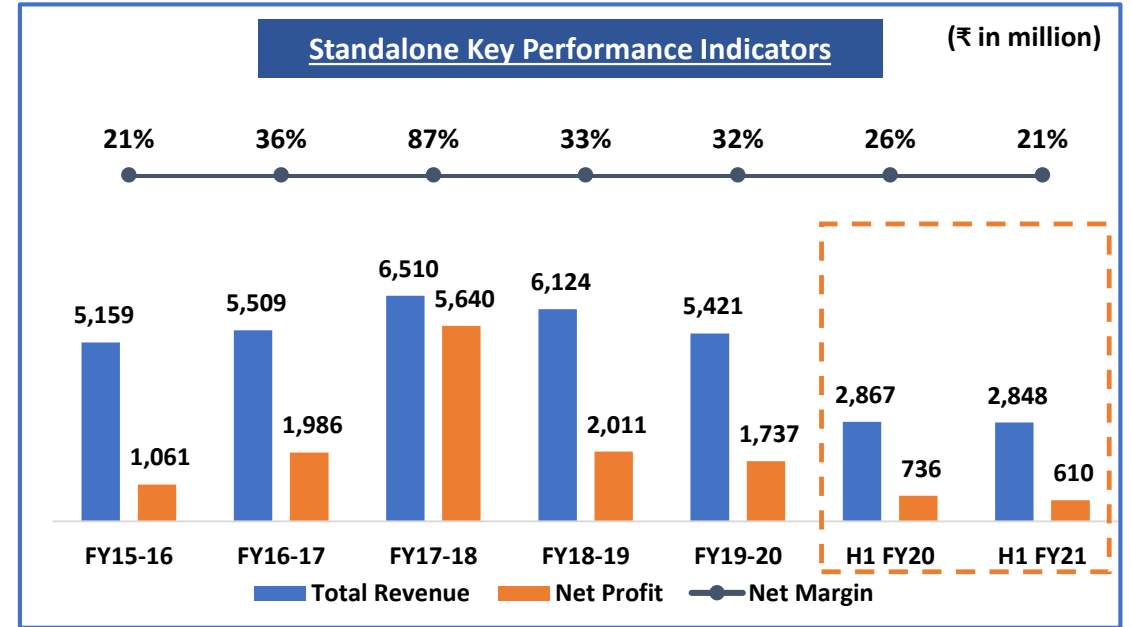
Sr. No.	Particulars	Sep'20 Quarter	Jun'20 Quarter	Sep'19 Quarter	H1 FY 2020-21	H1 FY 2019-20	FY 2019-20
11.	Total Operating Expenses (8+9+10)	889	903	1,002	1,792	1,910	4,128
12.	EBITDA (7-11)	578	478	441	1,056	957	1,293
13.	EBITDA Margin (12/7 in %)	39%	35%	31%	37%	33%	24%
14.	Non-operating Expenses*	178	133	107	311	210	457
15.	Profit Before Exceptional Item and Tax (12-14)	400	345	334	745	747	836
16.	Exceptional Item	-145	-	-	-145	-	916
17.	Tax Expenses	-32	22	-58	-10	11	15
18.	Net Profit After Tax (15+16-17)	287	323	392	610	736	1,737
19.	Net Profit Margin (18/7 in %)	20%	23%	27%	21%	26%	32%

* Non Operating Expenses includes Depreciation and LES.

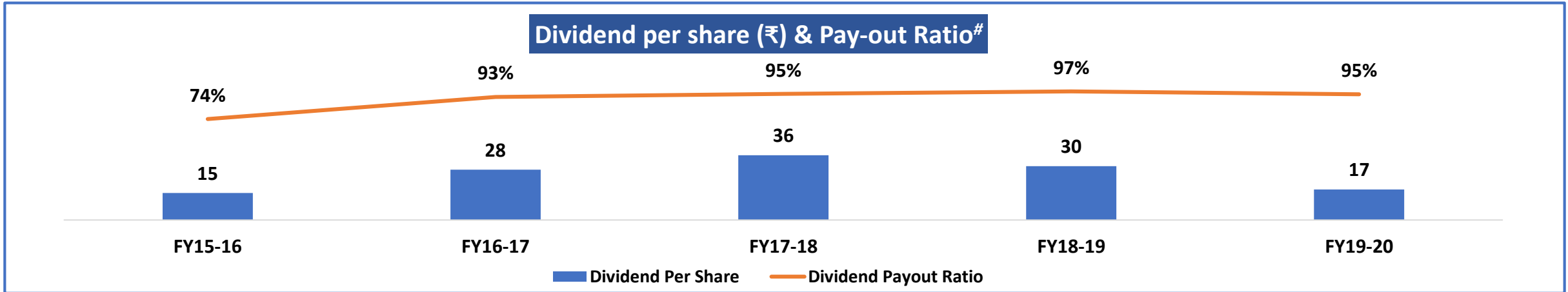
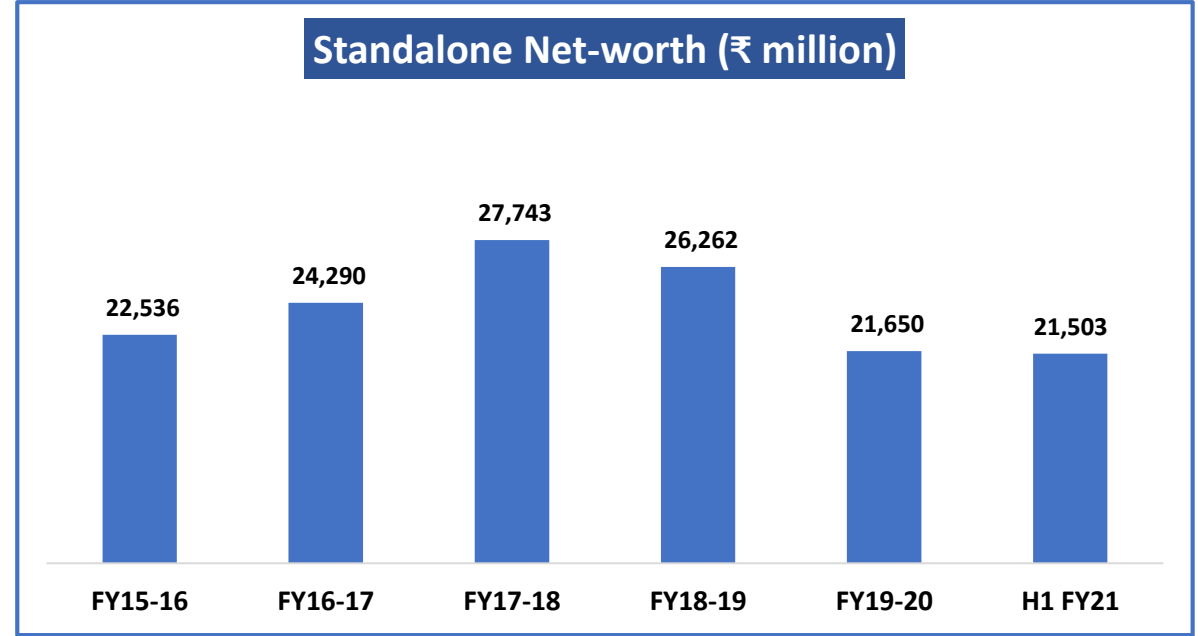
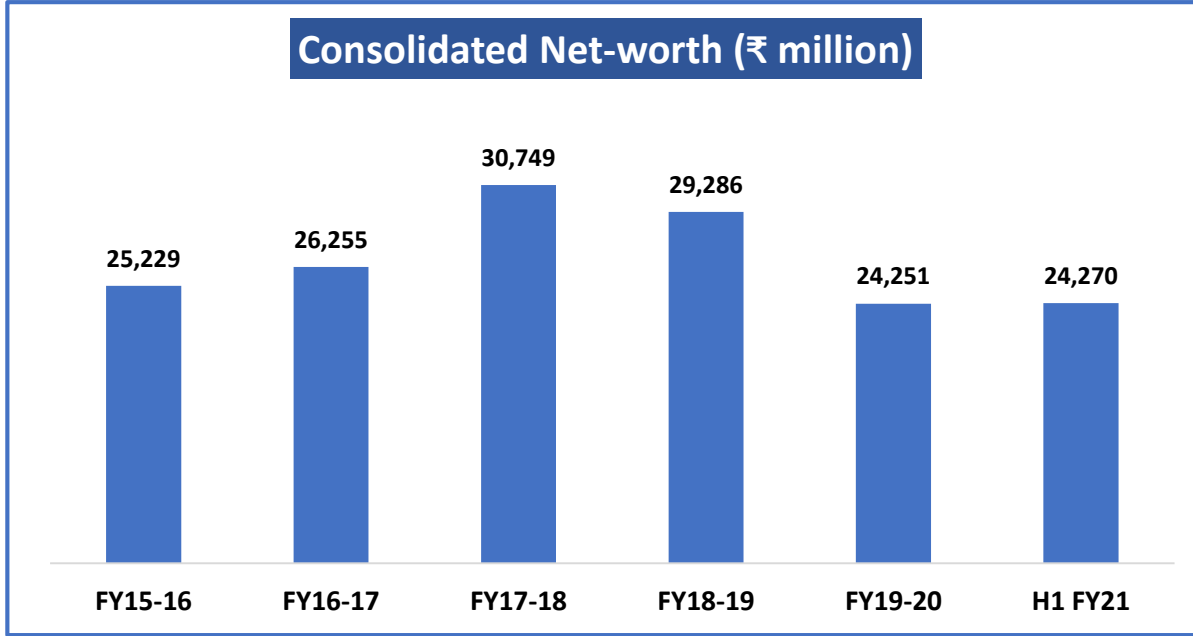
Financial Overview



* Net profit from continuing operation

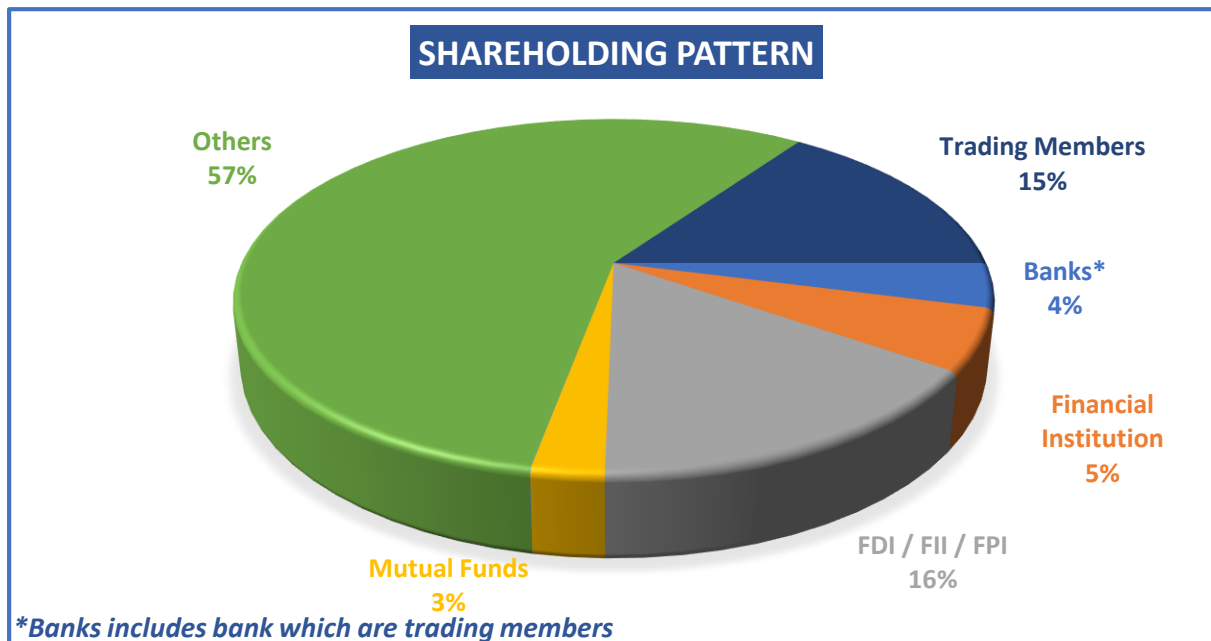


Financial Overview (cont'd)



[#]Dividend pay-out ratio is calculated based on Standalone Profit excluding gain on sale of strategic investment

Shareholding Pattern



SOME KEY SHAREHOLDERS	
Life Insurance Corporation of India	5.61%
Acacia Partners, LLC	4.90%
Siddharth Balachandran	2.58%
State Bank of India	2.39%
Jupiter Asset Management	1.88%
Chanakya Capital Partners	1.85%
Akshay Vasantlal Mehta	1.69%
Zerodha Broking	1.63%
Caldwell India Holdings Inc	1.44%
MSPL Limited	1.33%

MARKET DATA	
Market Capitalization (₹ Mn)	24,572
Price (₹)	545.75
No. of Shares Outstanding	4,50,24,297
Face Value (₹)	2.00
Avg. Qtrly Trading Volume (₹ Mn)	260.75
Avg. Qtrly Trading Volume (Mn shares)	0.49
52 week High-Low (₹)	608.00 – 275.00

THANK YOU

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