



# Share India Securities Limited

(CIN: L67120GJ1994PLC115132)

Member: NSE, BSE, MCX, NCDEX & ICEX

Depository Participant with 'CDSL'

SEBI Registered Research Analyst & Portfolio Manager

February 01, 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: Disclosure under Regulation 30 of SEBI (LODR) Regulations, 2015**

Dear Sir,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Earnings Presentation on Un-Audited Financial Results for Quarter and Nine months ended on December 31, 2022.

You are requested to take the same on your records.

For **Share India Securities Limited**

**Vikas Aggarwal**  
**Company Secretary & Compliance Officer**  
**Membership No.: FCS 5512**

*Encl: a/a*

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Regd. Office: Unit No. 604A-B, 605A-B, 6<sup>th</sup> Floor, Tower A, World Trade Centre, GIFT CITY, Block-51 Zone-5, Road 5E GIFT CITY, Gandhi Nagar, Gujarat-382355 INDIA

Corporate Office: A-15, Sector-64, Noida, Dist. Gautam Buddha Nagar, Uttar Pradesh-201301, Tel.: 0120-4910000, 0120-6910000 Fax : 0120-4910030 E-mail:info@shareindia.com,Website:www.shareindia.com



# SHARE INDIA SECURITIES LIMITED

Earnings Presentation  
Q3 FY23



We Create Endless Possibilities  
[www.shareindia.com](http://www.shareindia.com)

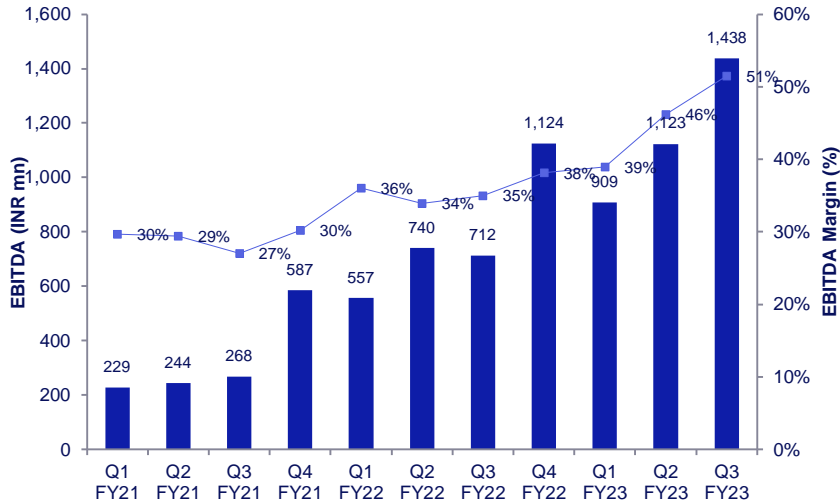
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# Technology improving efficiency



- Company has recorded ever highest margin profile – EBITDA/PAT margin at 51% and 33% respectively.
- With continuous focus on back end technology profitability/ efficiency continues to show strong growth even as market participation has been moderate and surpassed previous expectations
- SISL has recorded another quarter of more than 90% YoY growth even on expanded base.

# Share India: Snapshot



# We Are A Fast Growing **Financial Services Conglomerate** – Continuously strengthening Tech Capabilities



## Standalone Business



## Business in Subsidiaries



Broking in Equity, F&O and Currency segment



Algo Trading



Mutual Funds distribution



Portfolio Manager



Depository Participant

### Tech capabilities

Algowire Trading Technologies Pvt. Ltd.

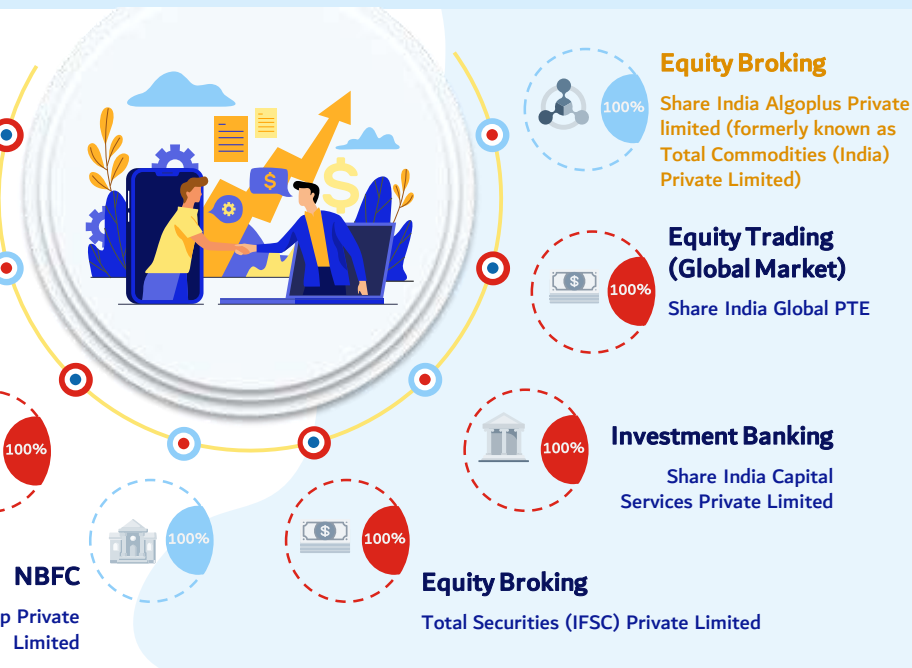
uTrade Solutions Pvt. Ltd.

### Insurance Broking

Share India Insurance Brokers Private Limited

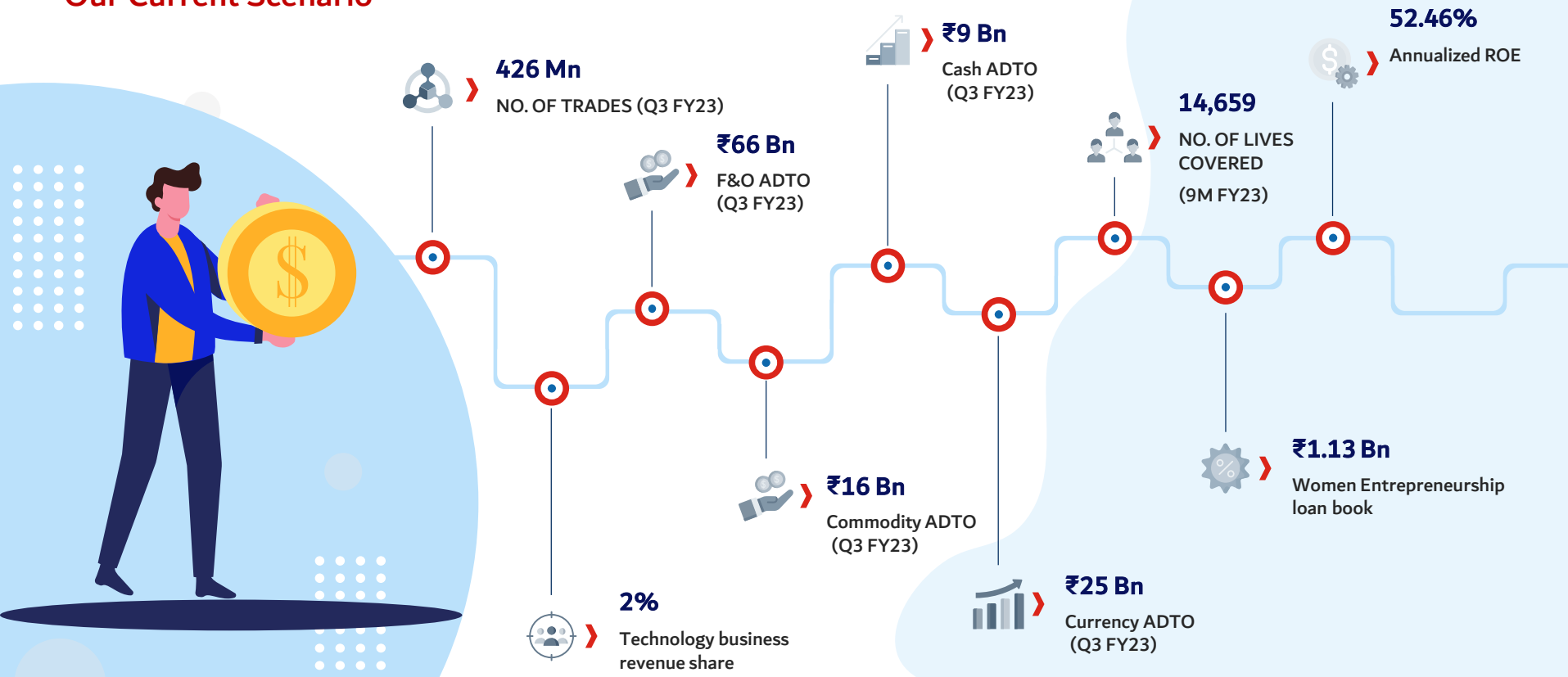
### Equity Broking

Share India Securities (IFSC) Private Limited



# Where We Are Now

## Our Current Scenario



# Continuously increasing ADTO

with diversification across Ultra HNI's and Institutions

## Broking: ADTO

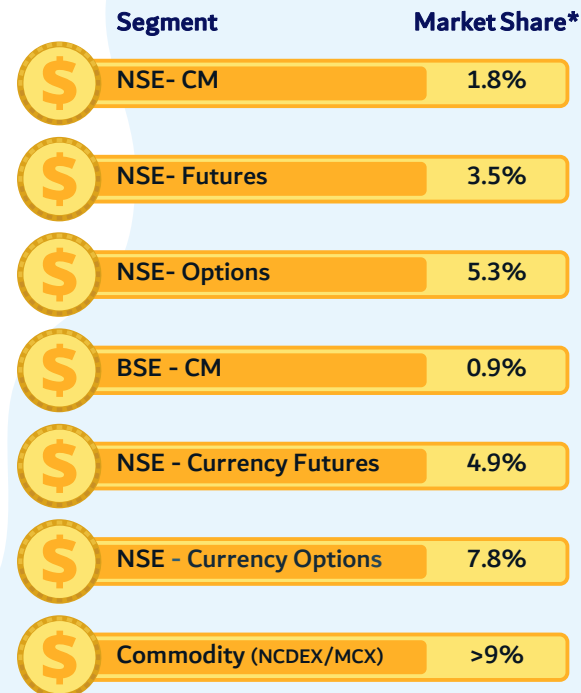
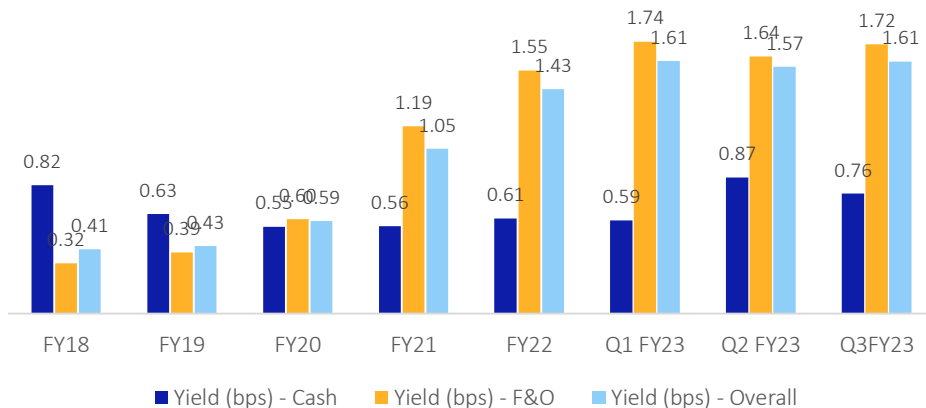
| INR bn | Cash | F&O* | Commodity | Currency | Overall |
|--------|------|------|-----------|----------|---------|
| Q1FY20 | 8    | 27   | 4         | 5        | 44      |
| Q2FY20 | 9    | 32   | 4         | 7        | 52      |
| Q3FY20 | 10   | 29   | 5         | 7        | 51      |
| Q4FY20 | 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     |
| Q3FY23 | 9    | 66   | 16        | 25       | 117     |

\* F&O turnover only includes option premium turnover



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

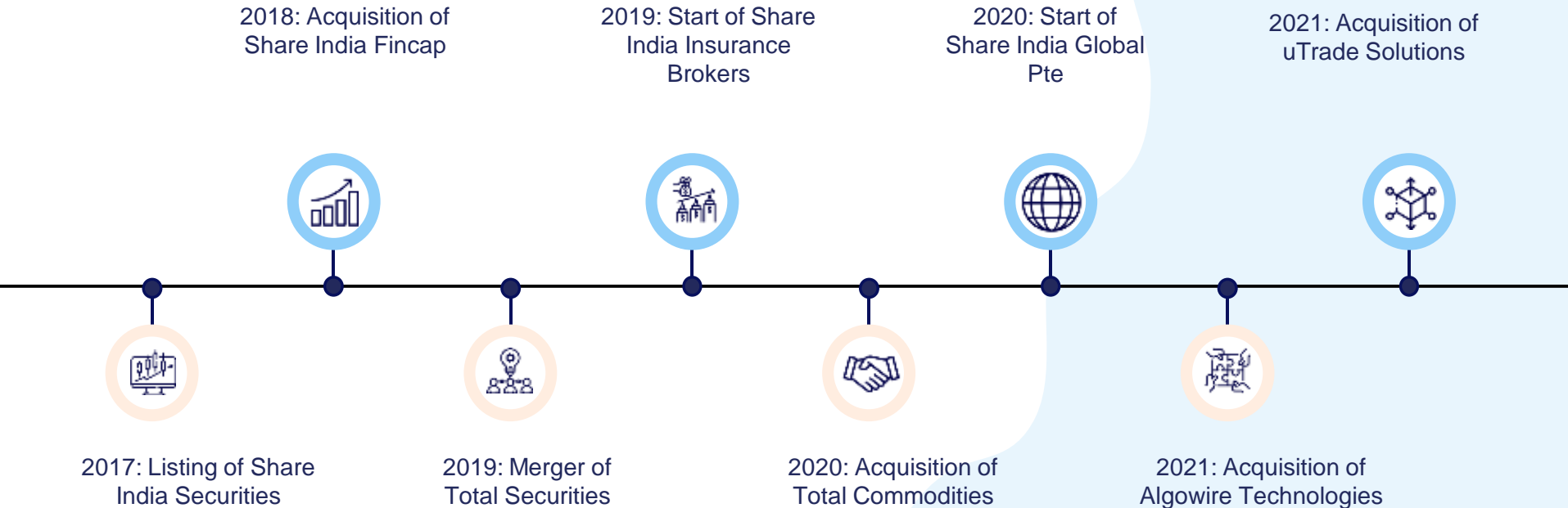
## Brokerage Yields (BPS)



\* Market Share as on Dec'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 enabled clients to adopt new technology. Share India has since added more than 7,000 new clients (as on January’23).

## 02 Rights Issue – Share India Securities Ltd.: Update

SISL has announced a rights issue to enhance its liquidity profile. Complete details of rights issue would be announced in due course of time.

## 03 Launch of algo platform under uTrade

Post completion of acquisition of uTrade Solutions, the launch of algo platform for automated trading is on schedule. CUG has been launched in Q3 FY23. Full fledged launch is expected in Q1FY24.



## Q3 FY 23 : Highlights

# Q3 FY 23 – Consolidated Performance

₹2,795Mn

TOTAL REVENUE

↑ 37% YoY

₹1,438 Mn

TOTAL EBITDA

↑ 102% YoY

₹925 Mn

TOTAL PAT

↑ 89% YoY

33.1%

PAT MARGIN\*

↑ 909bps YoY

₹28.9

EPS

↑ 89% YoY

51.5%

EBITDA MARGIN\*

↑ 1,645bps YoY

\* incl. Other Income

# Consolidated P&L Statement

| Particulars (Rs. in Mn)    | Quarter Ended |               |               | Year Ended      |
|----------------------------|---------------|---------------|---------------|-----------------|
|                            | Q3 FY23       | Q2 FY23       | Q3 FY22       | FY22            |
| Revenue from Operations    | 2,757.96      | 2,398.72      | 2,010.01      | 8,564.95        |
| Expenditure                | 1,356.78      | 1,309.67      | 1,321.14      | 5,576.89        |
| Operating Profit           | 1,401.18      | 1,089.04      | 688.87        | 2,988.06        |
| Operating Profit Margin %  | 50.81%        | 45.40%        | 34.27%        | 34.89%          |
| Other Income               | 37.28         | 34.20         | 22.92         | 145.19          |
| Depreciation               | 31.30         | 28.85         | 22.51         | 92.47           |
| EBIT                       | 1,407.17      | 1,094.40      | 689.29        | 3,040.78        |
| Interest                   | 177.13        | 141.67        | 56.93         | 316.34          |
| Exceptional Items          | 14.65         | -             | -             | -69.95          |
| PBT                        | 1244.70       | 952.73        | 632.37        | 2,654.50        |
| Tax                        | -319.3        | -232.13       | -144.22       | -636.50         |
| <b>PAT</b>                 | <b>925.39</b> | <b>720.60</b> | <b>488.15</b> | <b>2,018.00</b> |
| Profit/Loss from Associate | -0.13         | 0.06          | 0.14          | 0.38            |
| <b>Net Profit</b>          | <b>925.27</b> | <b>720.66</b> | <b>488.29</b> | <b>2,018.38</b> |
| <b>Net Profit (%)</b>      | <b>33.55%</b> | <b>30.04%</b> | <b>24.29%</b> | <b>23.57%</b>   |



# 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](mailto:abhinav@shareindia.com) | Website: [www.shareindia.com](http://www.shareindia.com)