



# Share India Securities Limited

(CIN: L67120GJ1994PLC115132)

Member: NSE, BSE, MCX, NCDEX & ICEX

Depository Participant with 'CDSL'

SEBI Registered Research Analyst & Portfolio Manager

May 16, 2022

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 Audited Financial Results for Quarter and Financial Year ended on March 31, 2022.

Please take the same on your records

For Share India Securities Limited

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

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# SHARE INDIA SECURITIES LIMITED

Earnings Presentation  
Q4 & FY22



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

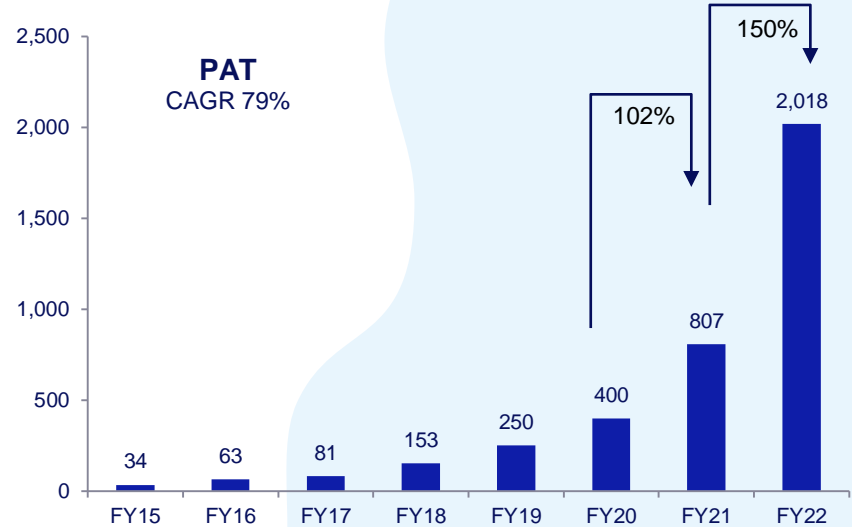
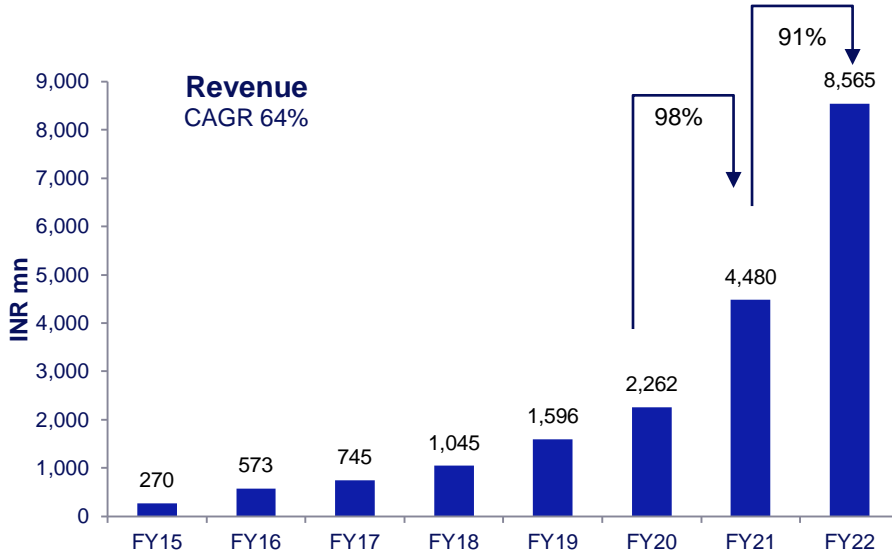
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# Share India: Delivers another ~100% growth year



- SISL continues scale new highs while maintaining its track record of near 100% growth rate yoy
- FY22 has been one of best year till date where all business metrics have delivered robust growth
- SISL is focused on profitable and sustainable growth with technology at its core

\*The company has adopted IND-AS during FY20, on account of which there has been revision in figures for earlier years.

\*\*The company has re-grouped/re-classified certain cost/non operating items as adj. revenue/operating items during FY21 given changing business dynamics.

# Consistent focus on Shareholder's return

We have consistently delivered over

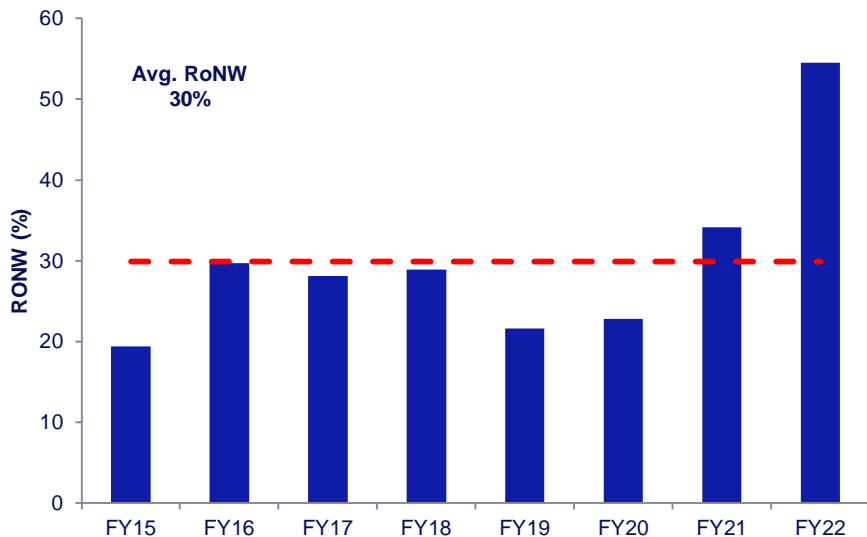
**30%+**

average **Return on Equity** over the last 7 years

We have consistently focused on improving efficiency

**880bps**

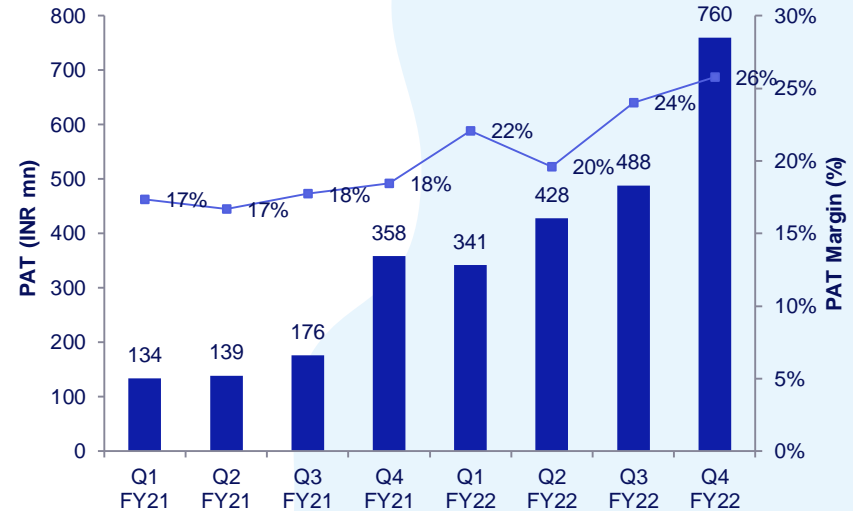
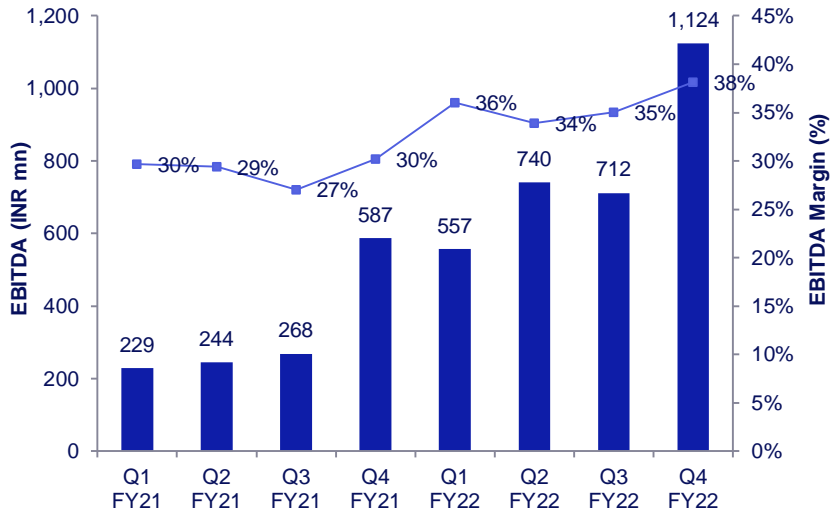
Improvement in **PAT margin** over the last 5 years



	FY18	FY19	FY20	FY21	FY22
Restated Basic and Diluted EPS*	6.29	7.65	12.81	25.31	63.26
EBITDA Margin (%)	28.6	32.7	31.9	29.3	36.0
<b>PAT Margin (%)</b>	<b>14.4</b>	<b>15.5</b>	<b>17.5</b>	<b>17.8</b>	<b>23.2</b>

\*The company has adopted IND-AS during FY20, on account of which there has been revision in figures for earlier years. Due to this other equity was re-classified higher in FY19/20 and hence ROE appears lower

# Technology improving efficiency



- Profitability/ Efficiency has seen significant improvement in last 8 quarters due to focus on back end technology
- PAT Margin for Q4FY22 is highest ever margin reported by company
- Profitability should stabilize at current levels

# 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

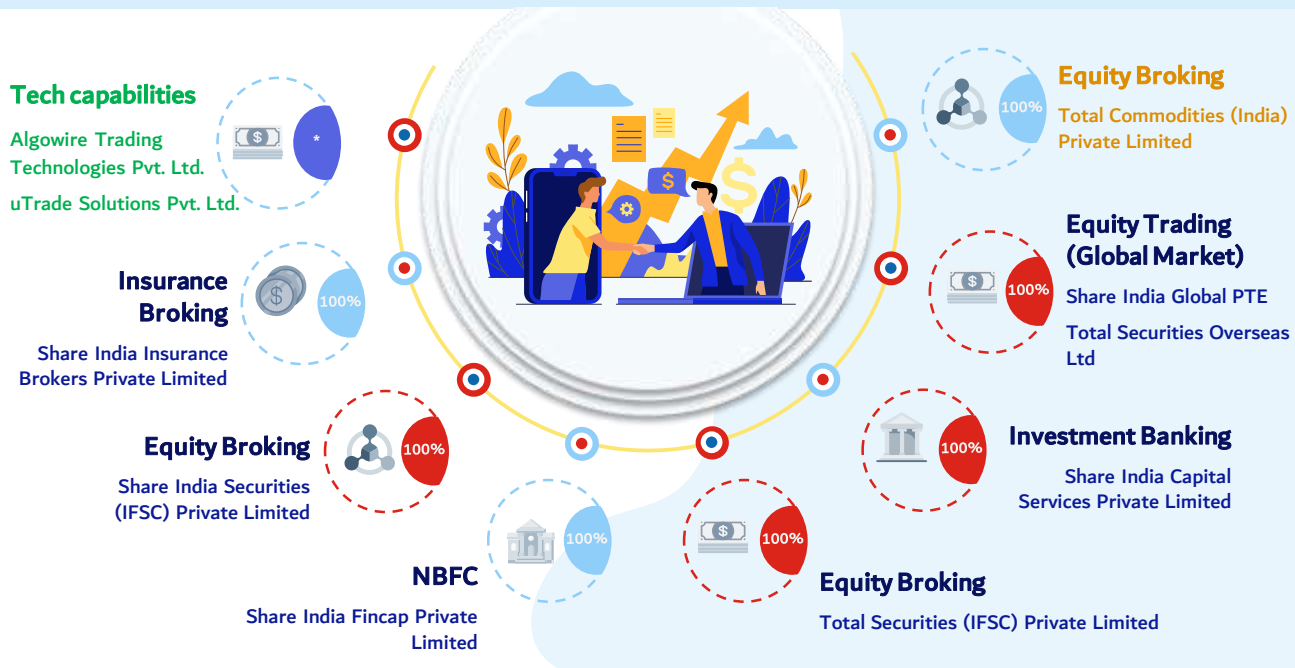
Total Commodities (India) Private Limited

### Equity Trading (Global Market)

Share India Global PTE  
Total Securities Overseas Ltd

### Investment Banking

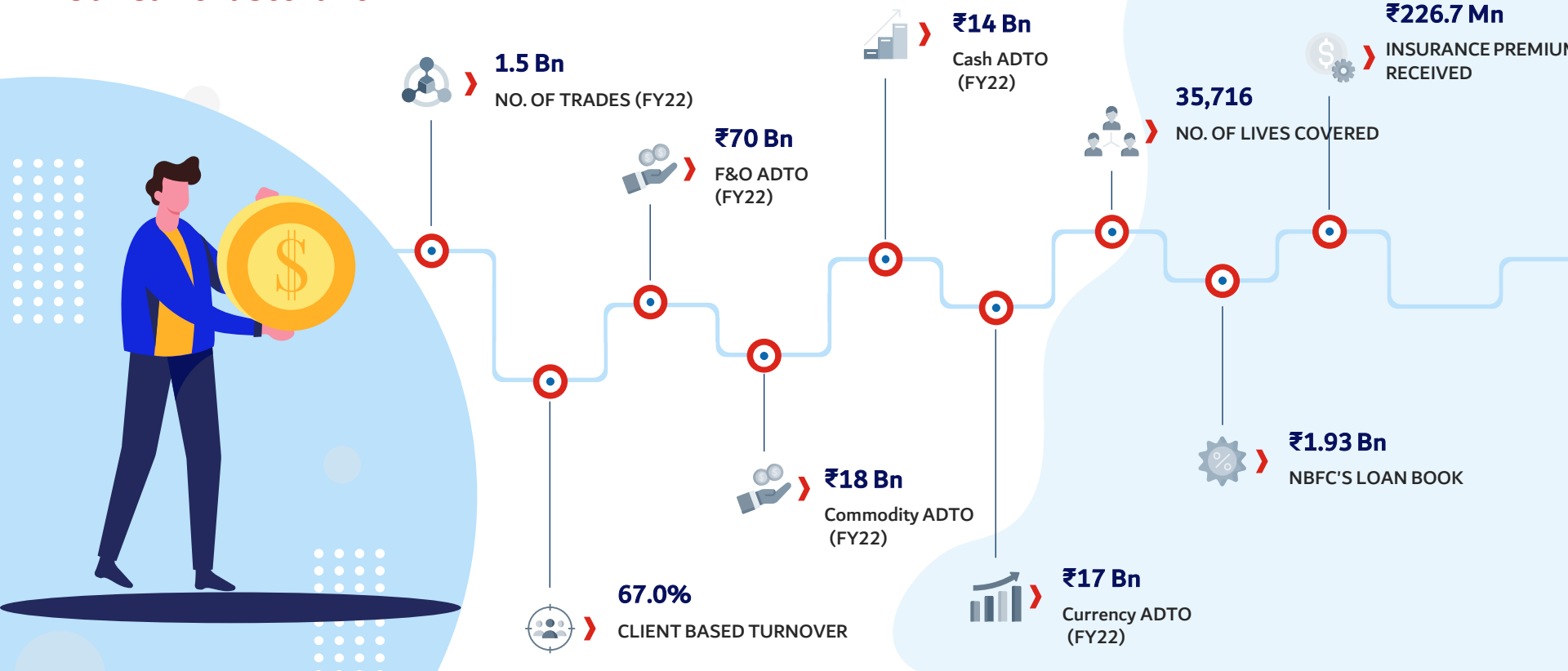
Share India Capital Services Private Limited





# Where We Are Now

## Our Current Scenario



# Continuously increasing ADTO

with diversification across Ultra HNI's and Institutions

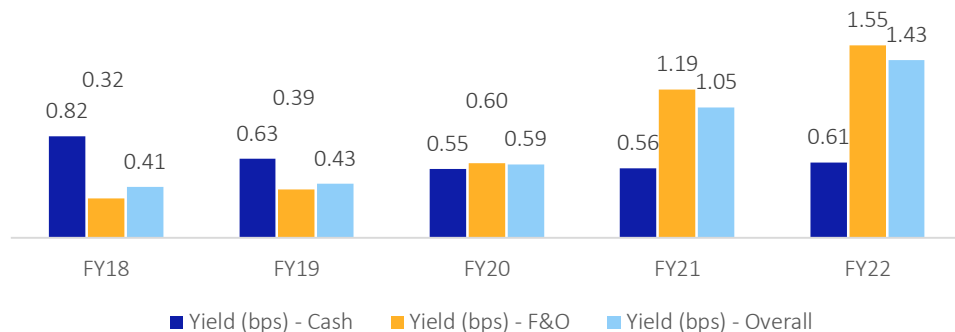
## Broking: ADTO

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

\* F&O turnover only includes option premium turnover

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

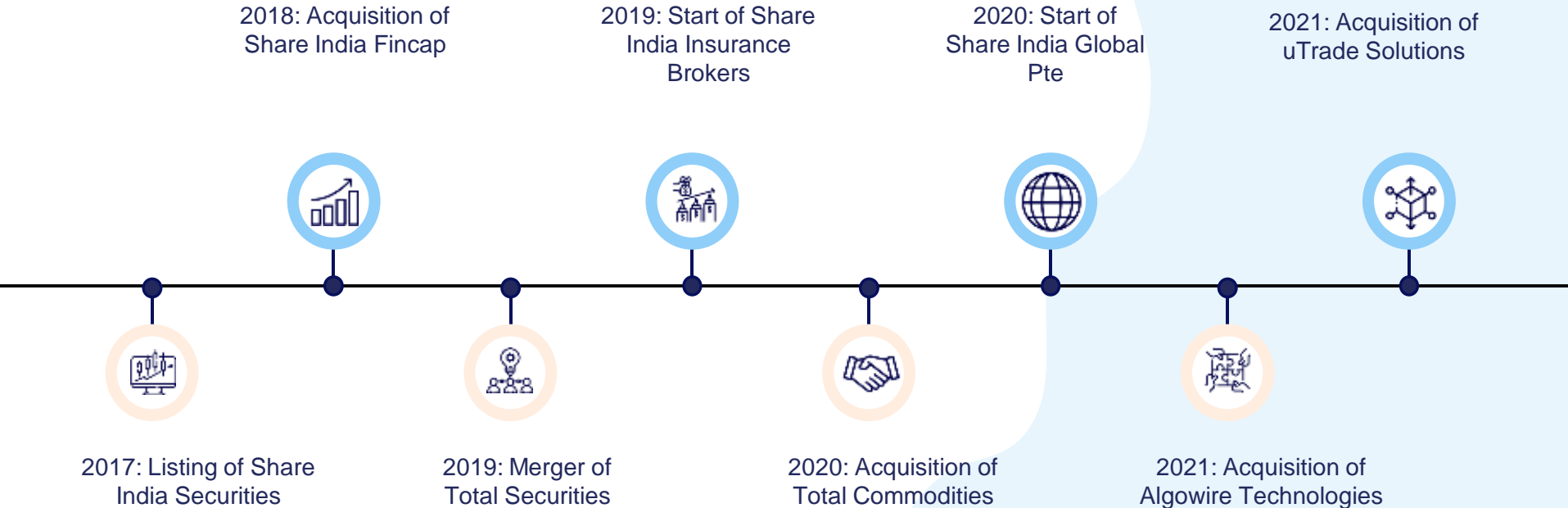
## Brokerage Yields (BPS)



\* Market Share as on Mar'22

# Fostering Growth Via Efficient Inorganic Route

## And unique positioning to capture major market share



# Competitive Advantage

## 01 Deep Technology Expertise

10 years of proven algo trading and development experience in capital markets. AI & ML led full stack trading technology systems with intelligent terminals, risk management and HFT engines. Acquisition of Algowire and uTrade strengthens our technology stack.

## 02 Cost Advantage

Owing to our large scale of operations, we are able to minimize operational costs and pass on the benefits to clients. This makes a preferred partner for trading desks.

## 03 Large Capital Pool

Share India's net worth stands over INR 4.5 bn, enabling access to a large capital pool and reduces credit risks for institutional clients.

# Key Highlights

## 01 Retail Platform: Phase 1 Beta launched

Launched Phase 1 Beta. Current platform will enable clients to smartly trade derivative instruments in seamless manner. Full fledged product expected by Q4 FY23.

## 02 Total Commodities: Registered as stock broker

Wholly owned subsidiary received membership of NSE and BSE. This will strengthen working capital for the company

## 03 Acquisition of uTrade and Algowire complete

Share India successfully completed acquisition of uTrade Solutions and Algowire Technologies which strengthens back-end tech stack for the company.



## FY 22 : Highlights

# Q4 FY 22 – Consolidated Performance

₹2,948Mn

TOTAL REVENUE

↑ 52% YoY

₹1,124 Mn

TOTAL EBITDA

↑ 92% YoY

₹760 Mn

TOTAL PAT

↑ 112% YoY

25.8%

PAT MARGIN\*

↑ 736bps YoY

₹23.83

EPS

↑ 112% YoY

38.1%

EBITDA MARGIN\*

↑ 794bps YoY

\* incl. Other Income



# FY 22 - Consolidated Performance

₹8,710Mn

TOTAL REVENUE

↑ 92% YoY

₹3,133 Mn

TOTAL EBITDA

↑ 136% YoY

₹2,018 Mn

TOTAL PAT

↑ 150% YoY

23.2%

PAT MARGIN\*

↑ 879bps YoY

₹63.26

EPS

↑ 150% YoY

36.0%

EBITDA MARGIN\*

↑ 737bps YoY

\* incl. Other Income

# Consolidated P&L Statement

Particulars (Rs. in Mn)	Quarter Ended			Year Ended	
	Q4 FY22	Q3 FY22	Q4 FY21	FY22	FY 21
Revenue from Operations	2,929.39	2,010.01	1,914.91	8,564.95	4,479.54
Expenditure	1,824.19	1,321.14	1,356.77	5,576.89	3,209.84
Operating Profit	1,105.20	688.88	558.14	2,988.06	1,269.71
Operating Profit Margin %	37.73%	34.27%	29.15%	34.89%	28.34%
Other Income	18.85	22.92	28.57	145.19	58.59
Depreciation	34.42	22.51	13.75	92.47	44.41
EBIT	1,089.65	689.29	572.96	3,040.78	1,283.90
Interest	84.21	56.93	114.01	316.34	249.60
Exceptional Items	-	-	-	-69.95	-
PBT	1,005.44	632.37	458.96	2,654.50	1,034.29
Tax	-245.01	-144.22	-100.63	-636.50	-227.39
<b>PAT</b>	<b>760.44</b>	<b>488.15</b>	<b>358.33</b>	<b>2,018.00</b>	<b>806.91</b>
Profit/Loss from Associate	-0.20	0.14	-0.14	0.38	0.61
<b>Net Profit</b>	<b>760.24</b>	<b>488.29</b>	<b>358.19</b>	<b>2,018.38</b>	<b>807.51</b>
<b>Net Profit (%)</b>	<b>25.95%</b>	<b>24.29%</b>	<b>18.71%</b>	<b>23.57%</b>	<b>18.03%</b>



# Our Vision

## Future Plans



### Retail Expansion

Share India is investing heavily in its backend infrastructure and will roll out lot of new industry leading products for retail.



### Return on Equity

Maintain high return ratios by efficient re-investment of free cash flow. SISL intends to maintain return ratios in 20-25% range on incremental capital.



### Algo Trading Penetration

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



### 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.



### International Expansion

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



# 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

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