

**SHARE INDIA SECURITIES LTD.**  
**Investor Presentation**



**Share India**

*You generate, we multiply*

YOU GENERATE, WE MULTIPLY



# SHARE INDIA



## SAFE HARBOUR

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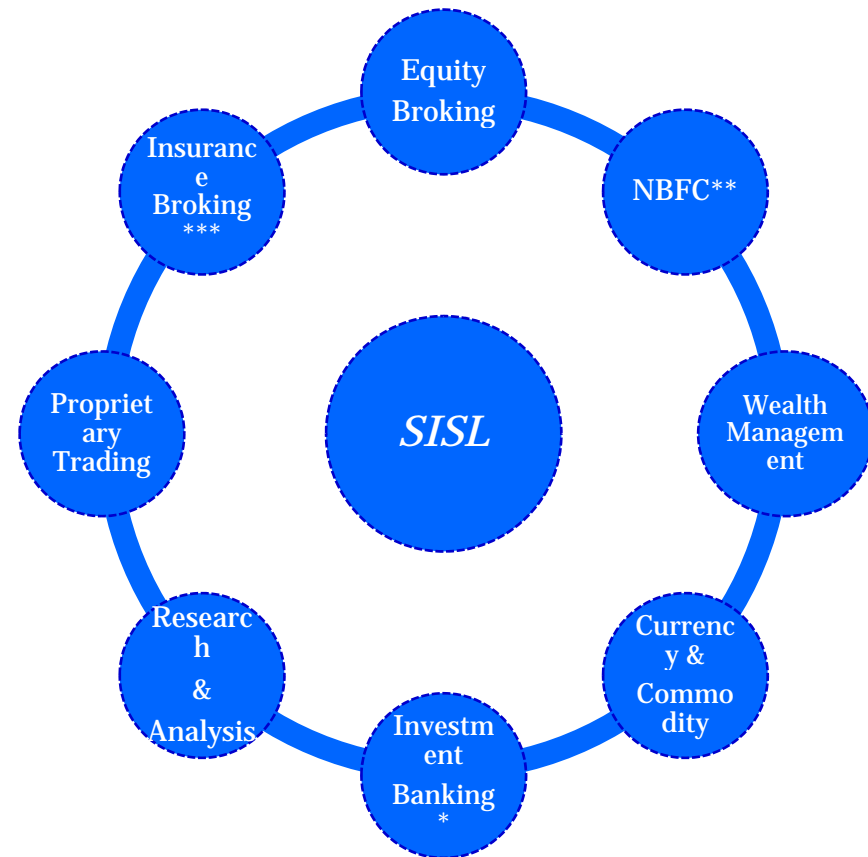
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# SHARE INDIA – Company overview



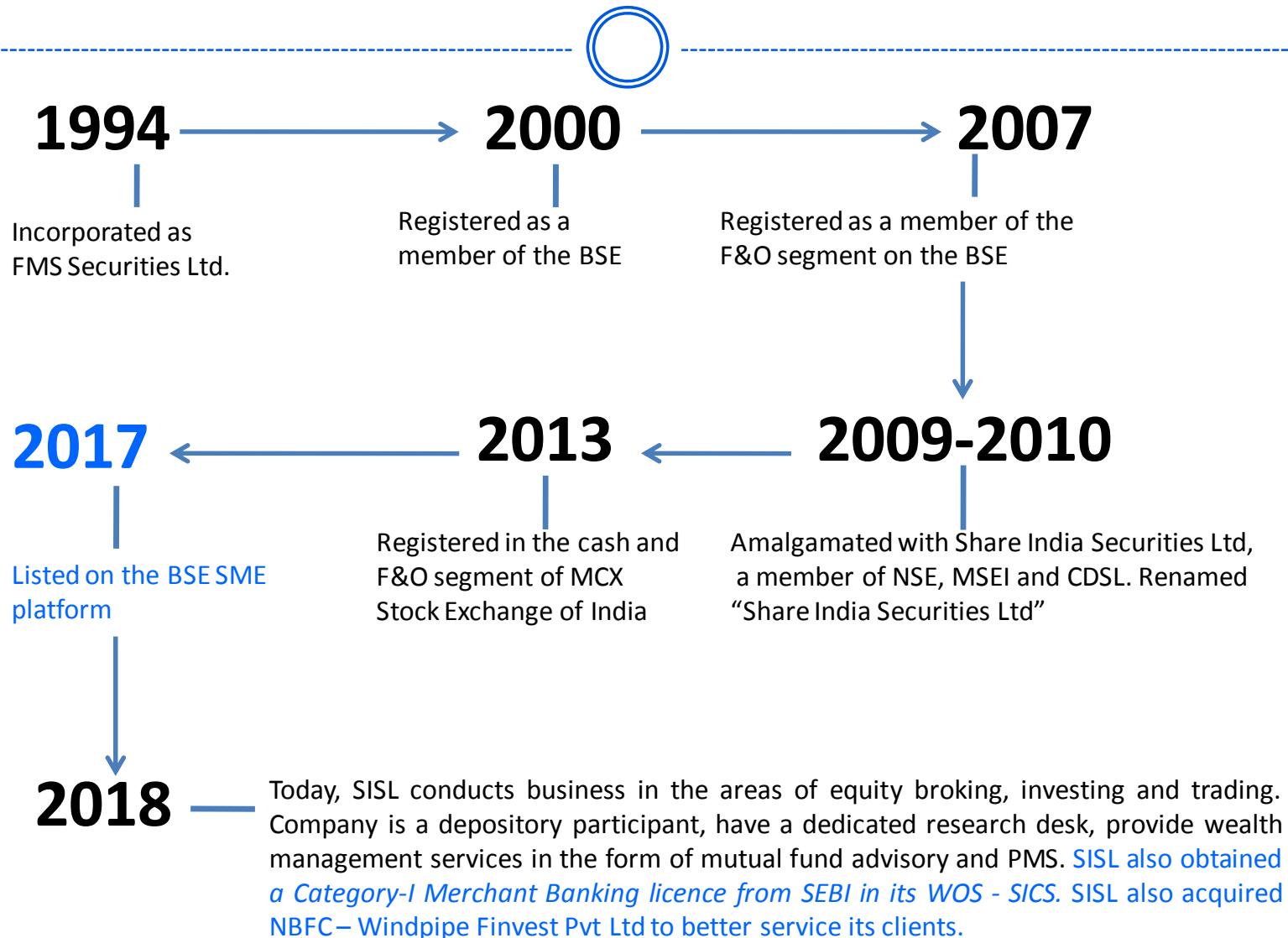
- **Diversified Conglomerate** – Share India offers wide ambit of services under its banner. Share India Securities Ltd. (SISL) is the holding company and all other services are either directly owned or under respective wholly owned subsidiary.
- **Market leader in low latency product** - Share India is a market leader in low latency trading products due to its focus on technology and in house development team, continuous research and innovation. Share India constitutes approx. 3% NSE F&O market volume for last three years.
- **Diversified geographical presence** – Share India has presence all over India and is currently present in more than 350 locations. Share India currently has approx. 14,000 active registered clients across India.
- **Strategic merger with Total Securities** – Share India has decided for strategic merger of Mumbai based Total Securities with itself. This merger will help in overhead cost rationalization, lower cost of capital and improve utilization of resources. This merger is in-line with company's strategy of tie ups in western region.

## Services Offered



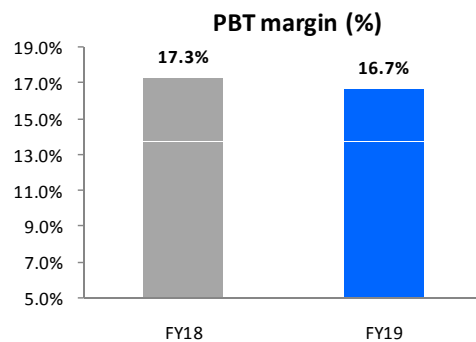
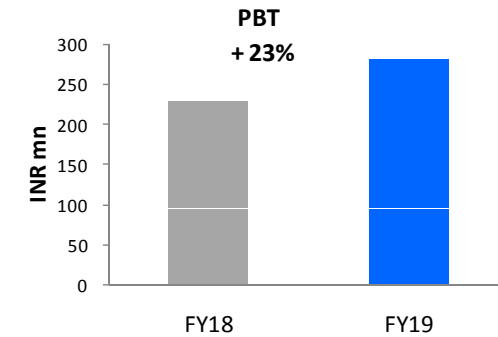
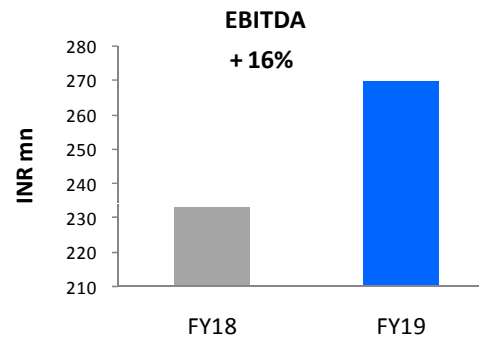
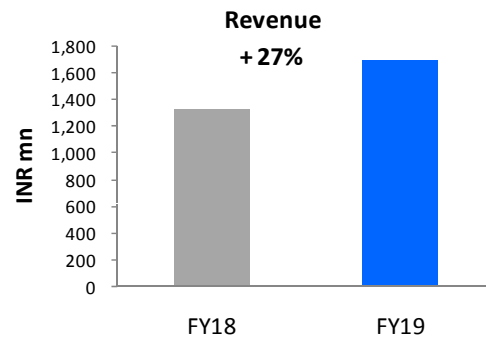


# SHARE INDIA – Journey so far



YOU GENERATE, WE MULTIPLY

# SHARE INDIA – Year at a glance



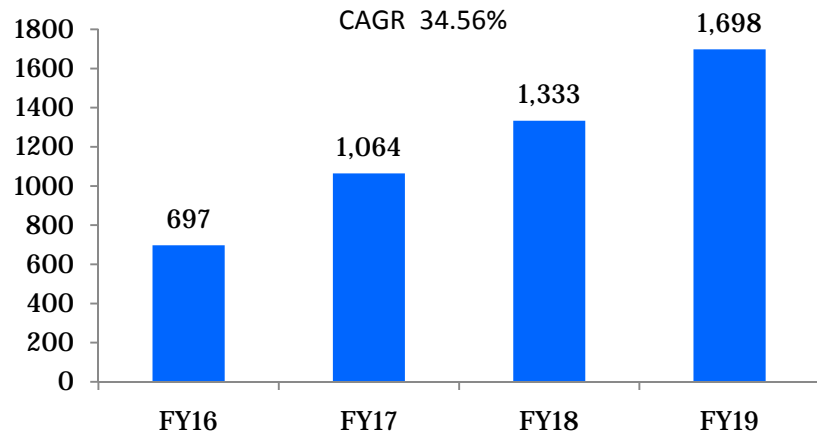
Share India was able to maintain its margin profile even in a strict regulatory environment due to:

- Continuous focus on technology and innovative products
- Adaptation to regulatory environment
- Efficient utilization of resources
- Economies of scale with significant market share

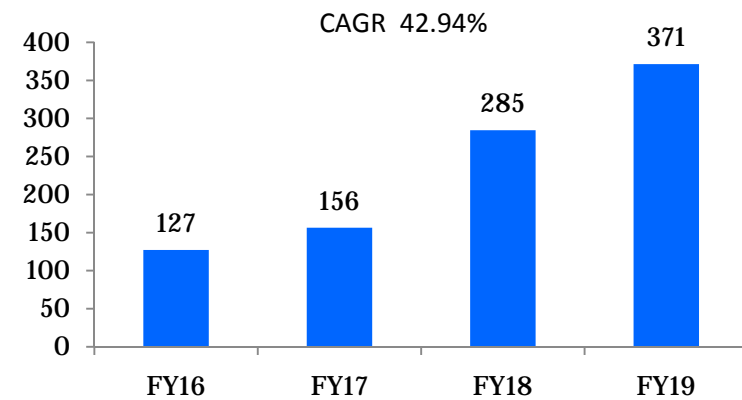
# Share India – Financial Overview



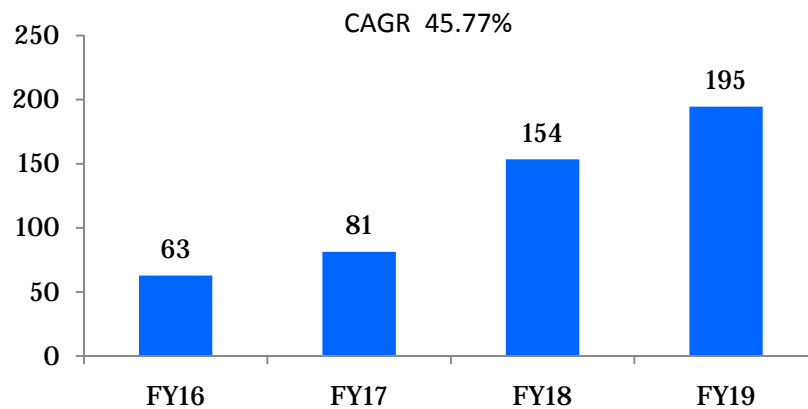
## REVENUE INR MN



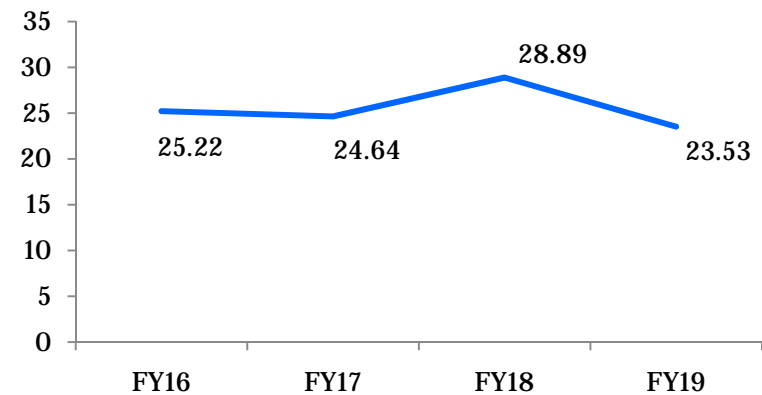
## EBIT INR MN



## PAT INR MN



## RONW (%)



# Share India – Financial Overview



Particulars	Amount In (INR Mn)			
	FY16	FY17	FY18	FY19
Revenue	696.50	1,063.60	1,333.01	1,698.10
Expenditure	596.80	927.20	1,099.56	1,427.41
<b>Operating Profit</b>	<b>99.70</b>	<b>136.40</b>	<b>233.45</b>	<b>270.69</b>
<b>Operating Profit Margin %</b>	<b>14.3</b>	<b>12.9</b>	<b>17.5</b>	<b>15.9</b>
Other Income	43.40	37.80	71.85	127.22
Depreciation	15.90	18.50	20.74	26.42
<b>EBIT</b>	<b>127.20</b>	<b>155.70</b>	<b>284.56</b>	<b>371.49</b>
Interest	33.50	32.50	54.12	87.96
<b>PBT</b>	<b>93.70</b>	<b>123.20</b>	<b>230.45</b>	<b>283.52</b>
Tax	30.90	43.10	76.97	88.99
<b>PAT</b>	<b>62.80</b>	<b>80.10</b>	<b>153.48</b>	<b>194.54</b>
<b>NPM %</b>	<b>9.0</b>	<b>7.6</b>	<b>11.5</b>	<b>11.5</b>

Particulars	Year Ended 31st Mar			
	FY16	FY17	FY18	FY19
Return on Net worth (%)	25.22	24.64	28.92	23.53
EBITDA Margin (%)	14.31	12.89	17.51	15.94
Current Ratio	1.35	1.3	1.71	1.44
Restated Basic and Diluted EPS*	3.4	4.4	7.15	7.96
Net asset value per share (In INR)*	13.46	17.86	29.92	37.80

\* Adjusted for latest Bonus issued per AGM on 22 July 2017 and new shares issued via IPO

Particulars	Amount In (INR Mn)				
	FY15	FY16	FY17	FY18	FY19
<b>LIABILITIES</b>					
Share Capital	42.44	46.23	46.20	244.20	244.25
Reserves & Surplus	131.47	202.80	284.40	486.50	678.89
<b>Net worth</b>	<b>173.91</b>	<b>249.03</b>	<b>330.60</b>	<b>730.70</b>	<b>923.14</b>
<b>Non Current Liabilities</b>					
- Long Term Borrowings	1.90	3.95	3.60	3.23	36.02
- Deferred Tax Liabilities (Net)	-	-	-	-	-
- Other Long Term Liabilities	60.25	34.35	1.20	-	-
- Long Term Provision	3.43	5.30	8.20	11.74	11.80
Current Liabilities	345.20	522.50	695.00	850.33	1,650.85
<b>Total Liabilities</b>	<b>410.70</b>	<b>566.10</b>	<b>707.90</b>	<b>865.30</b>	<b>1,698.67</b>
<b>LIABILITIES AND EQUITY</b>	<b>584.63</b>	<b>815.10</b>	<b>1,038.60</b>	<b>1,596.00</b>	<b>2,621.81</b>
<b>ASSETS</b>					
<b>Non Current Assets</b>					
- Fixed Assets	70.60	75.60	81.60	82.50	92.88
- Non Current Investments	11.80	11.80	19.80	15.91	76.87
- Long Term Loans and Advances	22.70	17.50	21.40	36.05	57.50
- Deferred tax assets (Net)	2.50	3.70	5.80	9.38	13.07
Other Current Assets	-	-	-	-	9.27
Current Assets	477.00	706.50	909.90	1,452.17	2,372.21
<b>Total Assets</b>	<b>584.60</b>	<b>815.10</b>	<b>1,038.50</b>	<b>1,596.00</b>	<b>2,621.81</b>

## SHARE INDIA SECURITIES LTD.



## TOTAL SECURITIES LTD.



**Total Securities Ltd.**

A Home to Finest Professional Traders

### **TOTAL SECURITIES LTD. Merger with SHARE INDIA SECURITIES LTD.**

#### **Benefits of Merger**

- Complimentary geographic presence of SISL and TSL
  - ✦ Merged entity will have access to nation wide markets
- Cost reduction
  - ✦ Saving on statutory cost like audit/IT/compliance, reduction in overhead costs/membership costs
- Business diversification
  - ✦ Combined product portfolio provides significant diversification to cyclical nature of business
- Efficient utilization of resources and easier access to capital
  - ✦ Larger size to allow easier access to capital
- Easy navigation of regulatory environment
  - ✦ Regulatory changes like margin requirements, trading hours, deliverable derivatives etc. will be easy to handle with larger size

#### **Status of Merger**

- Exchange Approval
  - ✦ Received ✓
- Board Approval
  - ✦ Received ✓
- NCLT Approval
  - ✦ Applied
- Expectation
  - ✦ Merger is expected to be completed in first half of current fiscal year
  - ✦ Partial benefits from merger will start reflecting from FY20 while entire synergies will be visible in FY21.

The combined entity will not be a mere sum of its individual companies but a company which will derive benefits from the existence of its business partners and gain market share.





# SHARE INDIA – Future Prospectus



- **Share India Fincap** – NBFC arm of SISL has developed strong base for exponential growth in coming years. Consumer loan products introduced by the Company have received favourable response from consumers. Share India Fincap closed FY19 with loan book of greater than INR 350mn.
- **Share India Insurance Brokers** - Share India is expected to shortly receive insurance broking license from IRDA. The team is already in place. We are confident of breaking even in a short span of next 12 months from the date of receipt of license.
- **Share India IFSC** – The GOI has strong focus on development of IFSC (Gift City). Share India is a industry leader in this space and believes will maintain significant market share for foreign capital accessing India market through IFSC. Share India’s technological edge will certainly aid in unit’s future prospects.
- **Research and Innovation** – Share India continues to lay strong focus on research and keeps working/innovating on multiple products. Share India believes in re-investment for continuing edge on technology and market leadership.



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

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