

February 11, 2021

To,  
Department of Corporate Services  
BSE Limited  
PJ Towers, Dalal Street, Fort,  
Mumbai – 400001  
Scrip Code: 540725

To,  
The Listing Department  
National Stock Exchange of India Ltd.  
Exchange Plaza, Plot no. C/1, G Block,  
Bandra-Kurla Complex, Bandra (E),  
Mumbai - 400051  
SYMBOL: SHAREINDIA

**SUBJECT: DISCLOSURE UNDER REGULATION 30 OF SEBI (LODR) REGULATIONS, 2015**

Dear Sir/Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investors presentation on Financial Results for Quarter and Nine Months ended on December 31, 2020.

We request you to take the same on your records.

Thanking You

**For Share India Securities Limited**  
Sd/-  
Vikas Aggarwal  
Company Secretary & Compliance officer  
M. No.: FCS5512  
Contact No.:- 9971199700



We Create  
Endless possibilities

# **SHARE INDIA SECURITIES LIMITED**

**Earnings Presentation | Q3 & 9MFY21**

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



# WE ARE A NEW AGE FINANCIAL SERVICE PROVIDER

## NEW AGE SEGMENTS:



**BROKING IN EQUITY,  
F&O, CURRENCY &  
COMMODITY  
SEGMENT**



**ALGO  
PLATFORM AND  
STRATEGY  
BASED TRADING**



**WEALTH  
MANAGEMENT  
( Mutual Funds and PMS)**



**MERCHANT  
BANKING**



**NBFC**



**INSURANCE  
BROKING**



# SHARE INDIA – AT A GLANCE



 **14+**  
**States**

 **587+**  
**Branches & Franchisees**

 **26**  
**Years of Operations**

 **1300+**  
**Employees**

 **₹ 6.44**  
**Billion**  
**Market Capitalization\***

 **₹ 3,216 Mn**  
**Total Revenue\*\***

 **₹ 14.06**  
**EPS\*\***

 **₹ 448.58 Mn**  
**PAT\*\***

\*(As on Feb. 09, 2021)

\*\* Consolidated data for 9MFY 21

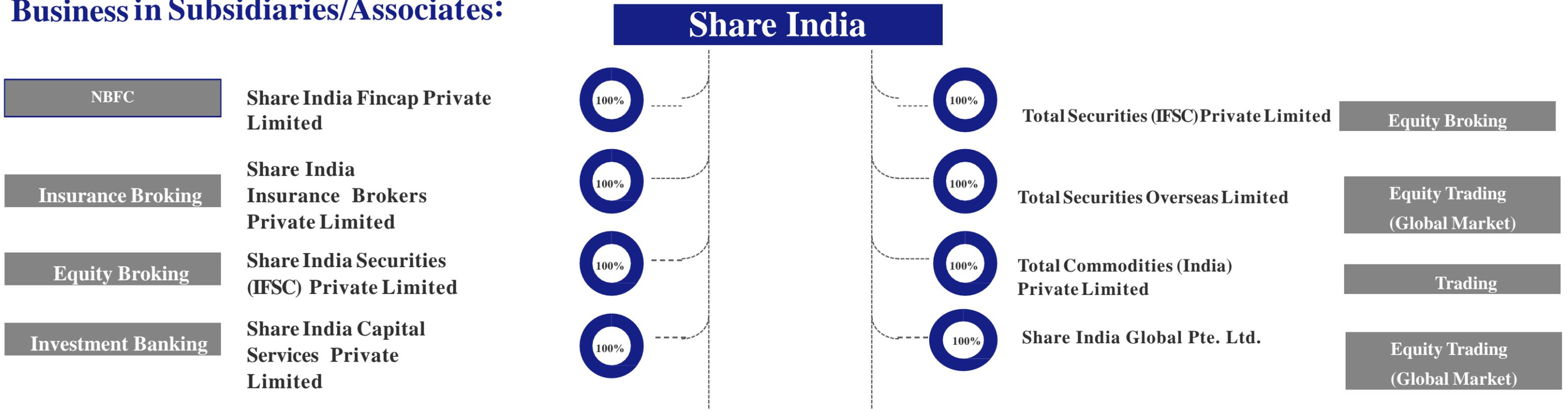
# A Financial Services Conglomerate meeting the customers financial needs



## Standalone Business:-



## Business in Subsidiaries/Associates:



# Where we are now...

## Our Current Scenario

**+16,000**

NUMBER OF  
BROKING CLIENTS

**₹ 1,792 Mn.**

MUTUAL FUNDS  
(AuM as on Dec. 31, 2020)

**5.25%**

Market Share in  
Derivative Segment  
in Q3 FY21

**2.09%**

Market Share in NSE  
Cash Segment  
in Q3 FY21

**5% (aprox.)**

Market Share in  
Commodity Segment  
in Q3 FY21

**7.5%**

Market Share in Currency  
derivative Segment  
in Q3 FY21



# 9M FY 21 : FINANCIAL HIGHLIGHTS



# 9M FY 21 – CONSOLIDATED PERFORMANCE

**Rs. 3215.66 Mn**

**Total Revenue**

↑ 85.09% (YoY)

**Rs. 741.59 Mn**

**Total EBITDA**

↑ 64.20% (YoY)

**Rs. 448.58 Mn**

**Total PAT**

↑ 94.95% (YoY)

**13.95%**

**PAT Margin**

↑ 71 bps (YoY)

**Rs. 14.06**

**EPS**

↑ 94.95% (YoY)

**23.06%**

**EBITDA Margin**

↓ 294 bps (YoY)

# 9M FY 21 – STANDALONE PERFORMANCE

**Rs. 2942.70 Mn**

**Total Revenue**

↑ 82.11% (YoY)

**Rs. 603.96 Mn**

**Total EBITDA**

↑ 69.13% (YoY)

**Rs. 376.6 Mn**

**Total PAT**

↑ 100.00% (YoY)

**12.80%**

**PAT Margin**

↑ 115 bps (YoY)

**Rs. 11.80**

**EPS**

↑ 100.00% (YoY)

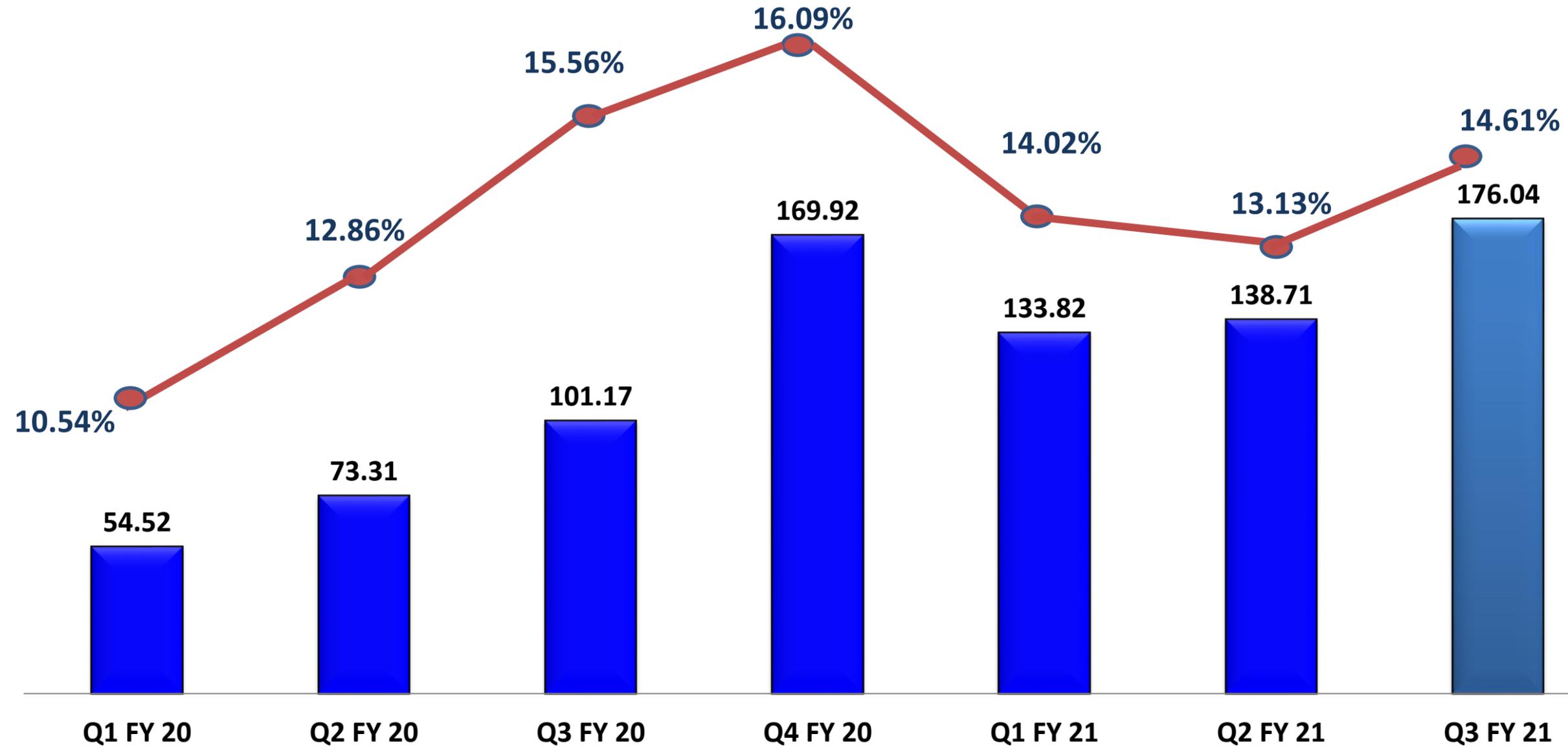
**20.52%**

**EBITDA Margin**

↑ 158 bps (YoY)

# TREND IN PAT (QoQ) - CONSOLIDATED BASIS

PAT Trend (Rs. in Mn.)



 PAT ( Rs. in Mn.)  
 PAT Margin

# SNAPSHOT OF PERFORMANCE ACROSS ALL MAJOR BUSINESS SEGMENTS – 9MFY21



## SHARE INDIA SECURITIES LIMITED

### Broking Segment

- Revenue - Rs. 523.76 Mn (grew 113.17% YoY)
- Segment Profit before tax and finance charges – Rs. 75.62 Mn (grew 23.94% YoY)

### Prop Trading

- Revenue - Rs. 2584.19 Mn (grew 83.2% YoY)
- Segment Profit before tax and finance charges – Rs. 557.90 Mn (grew 90.87% YoY)

### Share India Fincap Private Limited

#### NBFC

- Revenue - Rs. 86.33 Mn (grew 7.94% YoY)
- Segment Profit before tax and finance charges – Rs. 69.90 Mn (declined 0.08% YoY)

### Share India Insurance Brokers Pvt. Ltd.

#### Insurance

- Revenue - Rs. 17.08 Mn
- Segment Profit before tax and finance charges – Rs. 7.61 Mn

## Key Financial Highlights

- The consolidated total revenues of the Company registered a growth of 85.35% (YoY) and grew significantly to Rs. 1204.83 Mn in Q3FY21 from Rs. 650.01 Mn in Q3FY20.
- The consolidated profit after tax reflected for Q3FY21 registered a growth of 74.00% (YoY) and stood at Rs. 176.04 Mn.
- A second interim dividend of Re. 1/- per share has been approved by the Board

## Key Business Developments

- Achieved market share of 5.25% in derivative market and 7.5% in currency derivatives
- Achieved market share of 2.09% in NSE Cash segment and 0.70% in BSE Cash segment
- This quarter also witnessed an addition of large number of new HNI's customers for which we are developing or has developed customized trading solution platform.

# CONSOLIDATED STATEMENT OF P&L FOR Q3 FY 21

(Rs. in Mn.)

Particulars	Quarter Ended			Year Ended
	31.12.2020	31.12.2019	30.09.2020	31.03.2020
Revenue from Operations	1,109.55	589.32	1,009.36	2600.01
Other Income	95.28	60.70	47.02	193.44
<b>Total Income (I+II)</b>	<b>1,204.83</b>	<b>650.01</b>	<b>1,056.38</b>	<b>2793.46</b>
<b>Expenses</b>				
Finance Cost	40.19	64.37	53.56	178.53
Purchase of Stock in trade	72.43	-	-0.03	44.00
Change in inventories	(55.95)	-	12.98	(44.00)
Employee benefits expense	184.36	129.64	184.85	540.90
Depreciation and amortization Expense	11.81	13.71	9.77	44.66
Other Expenses	735.14	326.07	613.66	1519.59
Net loss on derecognition of financial instruments under amortized cost category	-	-	-	0.56
Impairment on financial instruments	0.5	-	0.49	2.41
<b>Total Expenses</b>	<b>988.48</b>	<b>533.79</b>	<b>875.28</b>	<b>2286.65</b>
<b>Profit/ Loss before tax</b>	<b>216.35</b>	<b>116.23</b>	<b>181.1</b>	<b>506.80</b>
Total Tax Expenses	-40.31	-15.06	-42.39	-106.79
<b>Net Profit/Loss after tax</b>	<b>176.04</b>	<b>101.17</b>	<b>138.71</b>	<b>400.02</b>
% of Revenue	14.61%	15.56%	13.13%	14.32%
<b>EBITDA</b>	<b>268.35</b>	<b>194.31</b>	<b>244.43</b>	<b>729.99</b>
% of Revenue	22.27%	29.89%	23.14%	26.13%

# STANDALONE STATEMENT OF P&L FOR Q3 FY 21

(Rs. in Mn.)

Particulars	Quarter Ended			Year Ended
	31.12.2020	31.12.2019	30.09.2020	31.03.2020
Revenue from Operations	1,024.58	532.07	917.51	2432.40
Other Income	81.04	58.35	39.06	167.46
<b>Total Income (I+II)</b>	<b>1,105.62</b>	<b>590.41</b>	<b>956.57</b>	<b>2599.85</b>
<b>Expenses</b>				
Finance Cost	25.36	25.01	32.25	100.09
Purchase of Stock in trade	72.43	-	-0.03	44.00
Change in inventories	-55.95	-	12.98	-44.00
Employee benefits expense	147.58	119.64	144.48	509.16
Depreciation and amortisation Expense	11.7	13.7	9.61	44.01
Other Expenses	717.7	325.28	606.31	1508.78
<b>Total Expenses</b>	<b>918.81</b>	<b>483.63</b>	<b>805.59</b>	<b>2162.04</b>
<b>Profit/ Loss before tax</b>	<b>186.81</b>	<b>106.78</b>	<b>150.98</b>	<b>437.81</b>
Total Tax Expenses / (reversal)	-35.07	-14.43	-37.95	-102.80
<b>Net Profit/Loss after tax</b>	<b>151.74</b>	<b>92.36</b>	<b>113.03</b>	<b>335.01</b>
% of Revenue	13.72%	15.64%	11.82%	12.89%
<b>EBITDA</b>	<b>223.87</b>	<b>145.49</b>	<b>192.84</b>	<b>581.91</b>
% of Revenue	20.25%	24.64%	20.16%	22.38%

# OUR VISION

## FUTURE PLANS



### International Expansion

Enter into the trading segment of international stocks and commodities by wholly owned subsidiary company based in Singapore



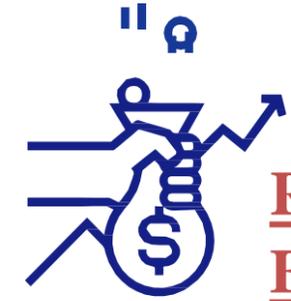
### NBFC Penetration

Enhance penetration in NBFC and insurance business where we foresee huge potential in retail and emerge full fledged financial services company



### Geographical Presence

Increase our geographical presence in India by opening new branches/franchisees



### Return on Equity

Maintain the return on equity growth levels to ~ Return ratios in 20-25%.



### Technology

Continue to use latest IT/technology systems and advance tools



### RMS Practices

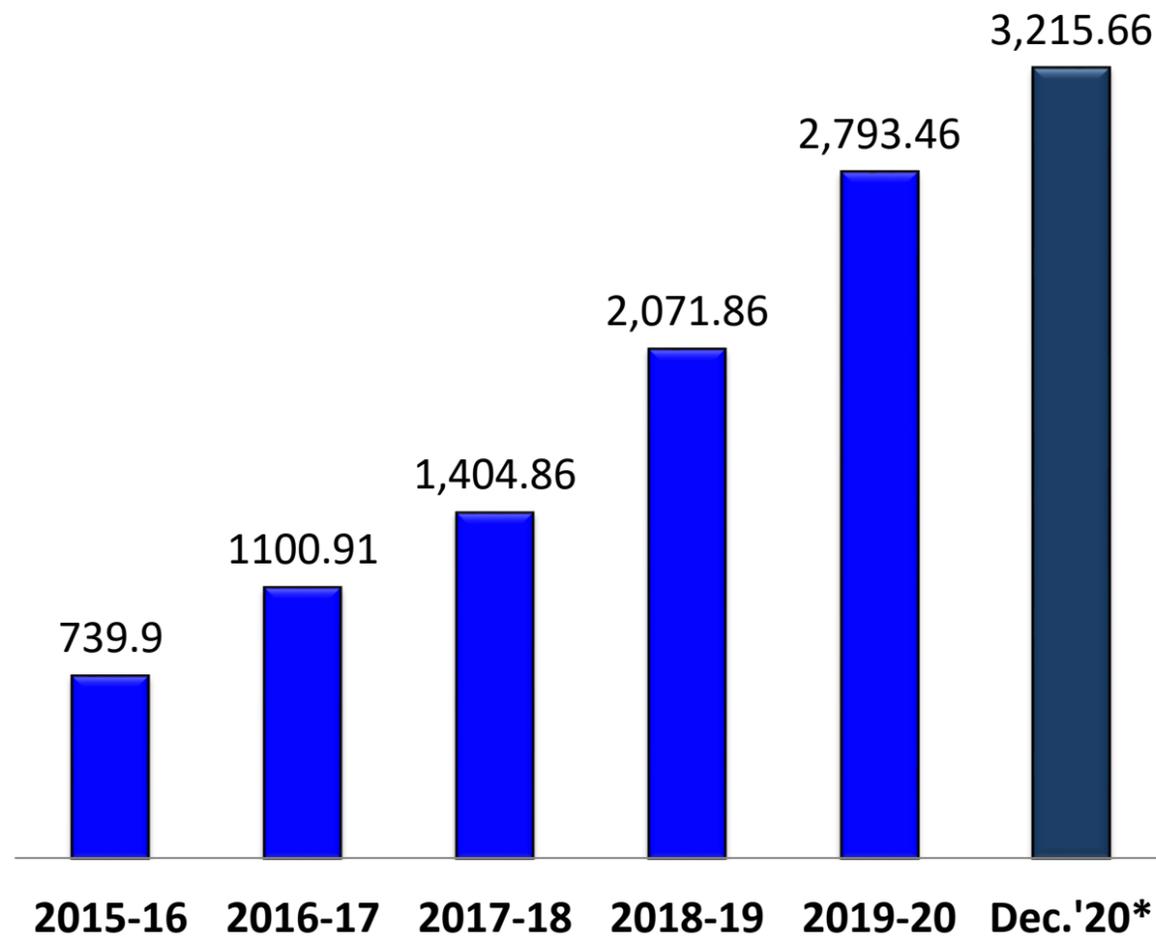
Maintain high degree of RMS practices



# Our Growth Story in last 5 years: Continuous delivery of strong profits

## == CONSOLIDATED REVENUE ==

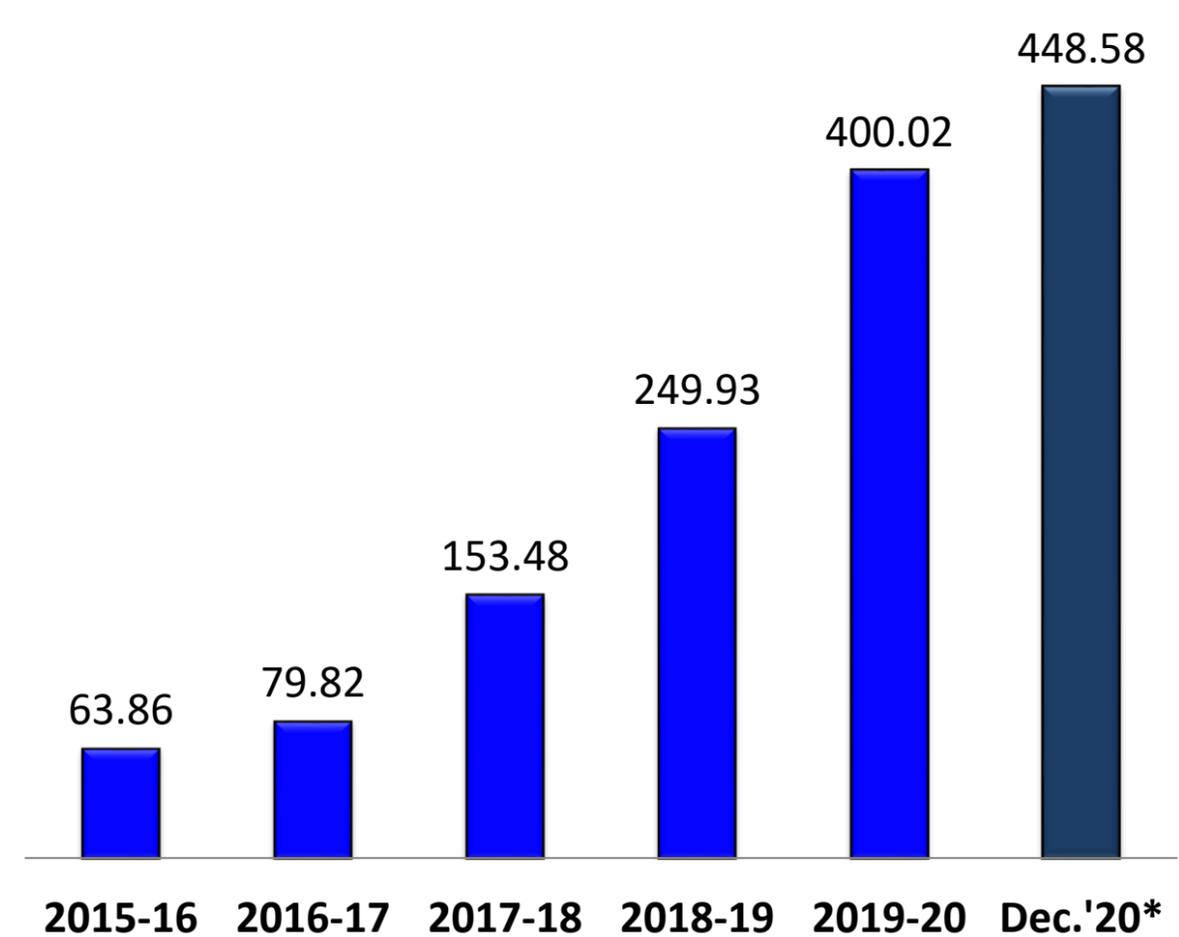
(Rs. in Million )



**CAGR Growth – 39.39%**

## == CONSOLIDATED PAT ==

(Rs. in Million)

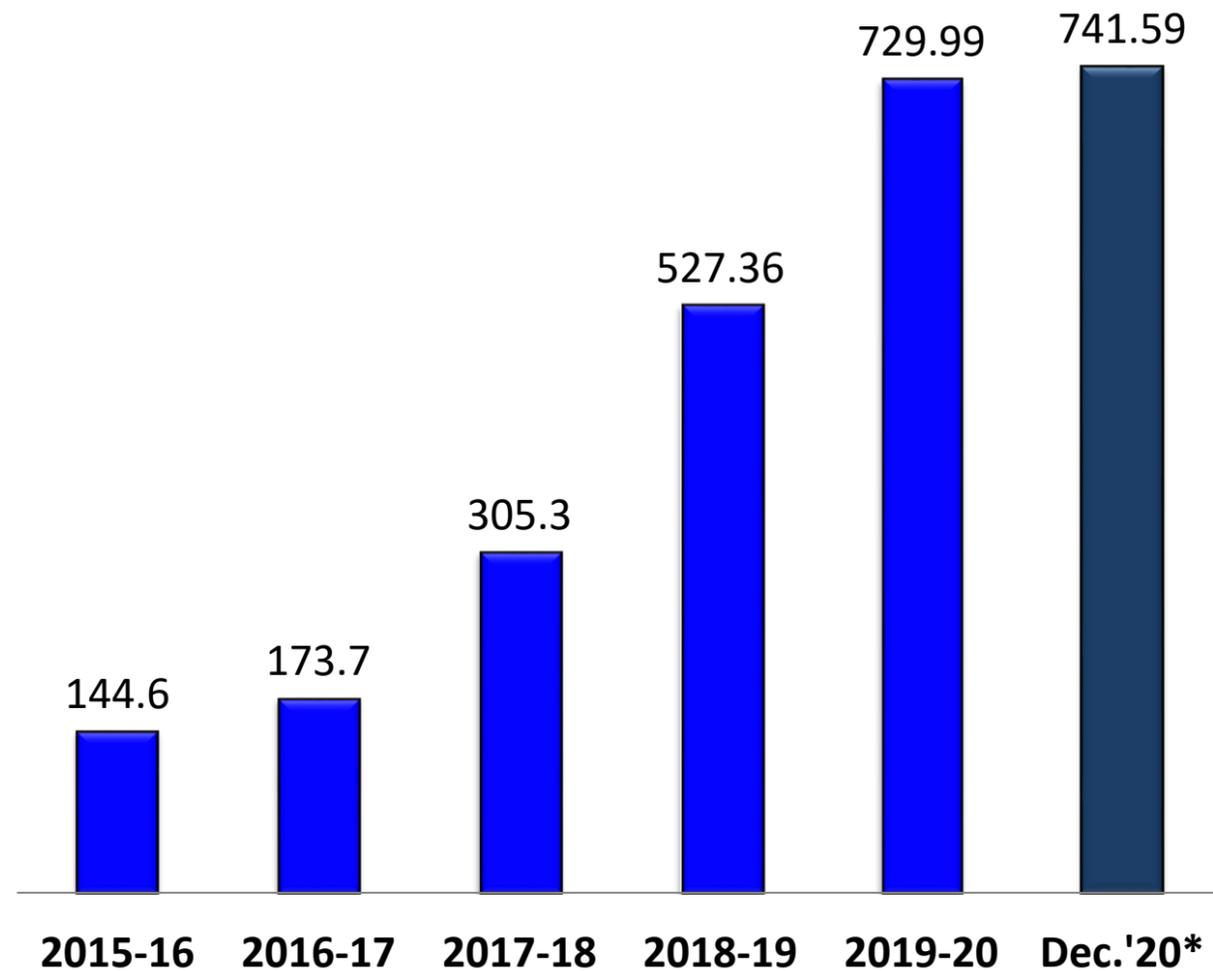


**CAGR Growth - 58.20%**

*Dec.'20 data consist of 9 months*

## Consolidated EBITDA

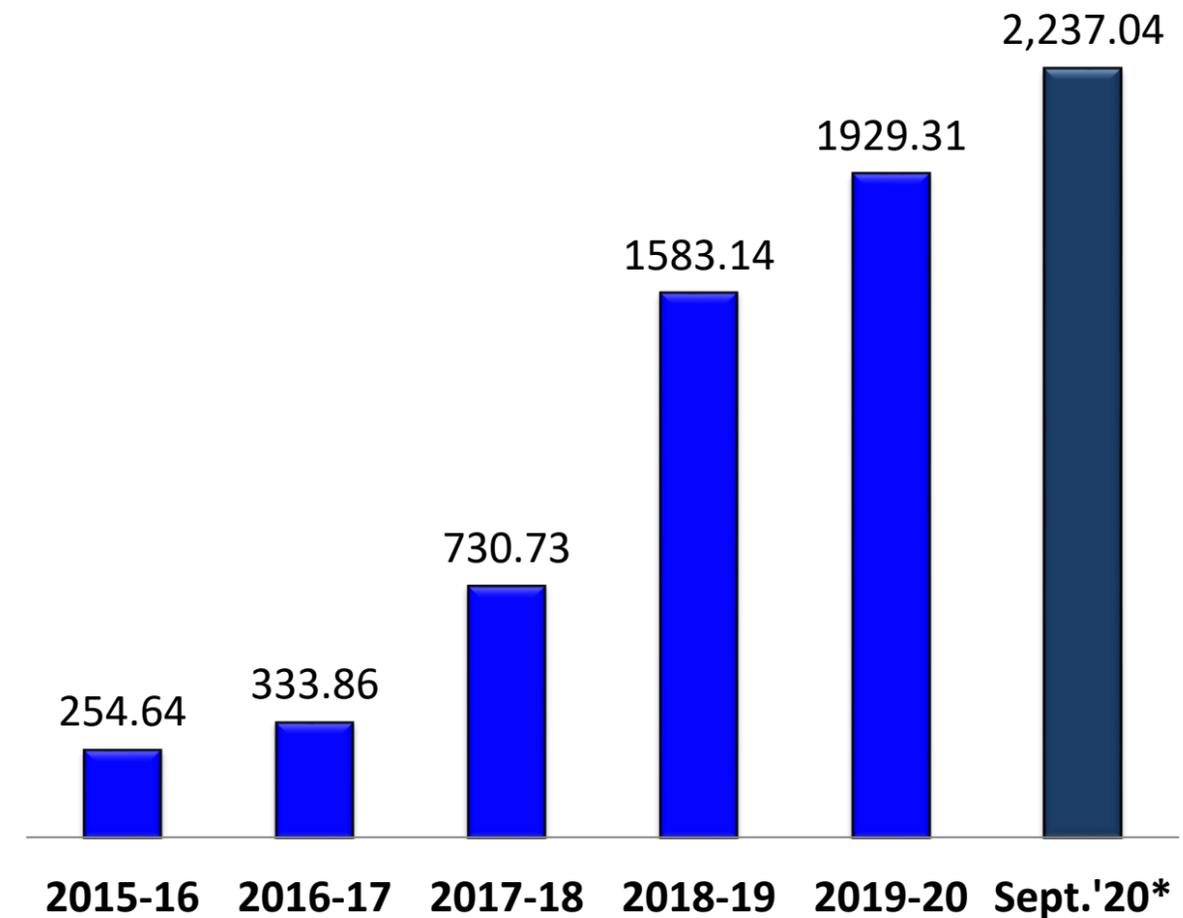
(Rs.in Million)



**CAGR Growth – 49.90%**

## Consolidated Networth

(Rs.in Million)

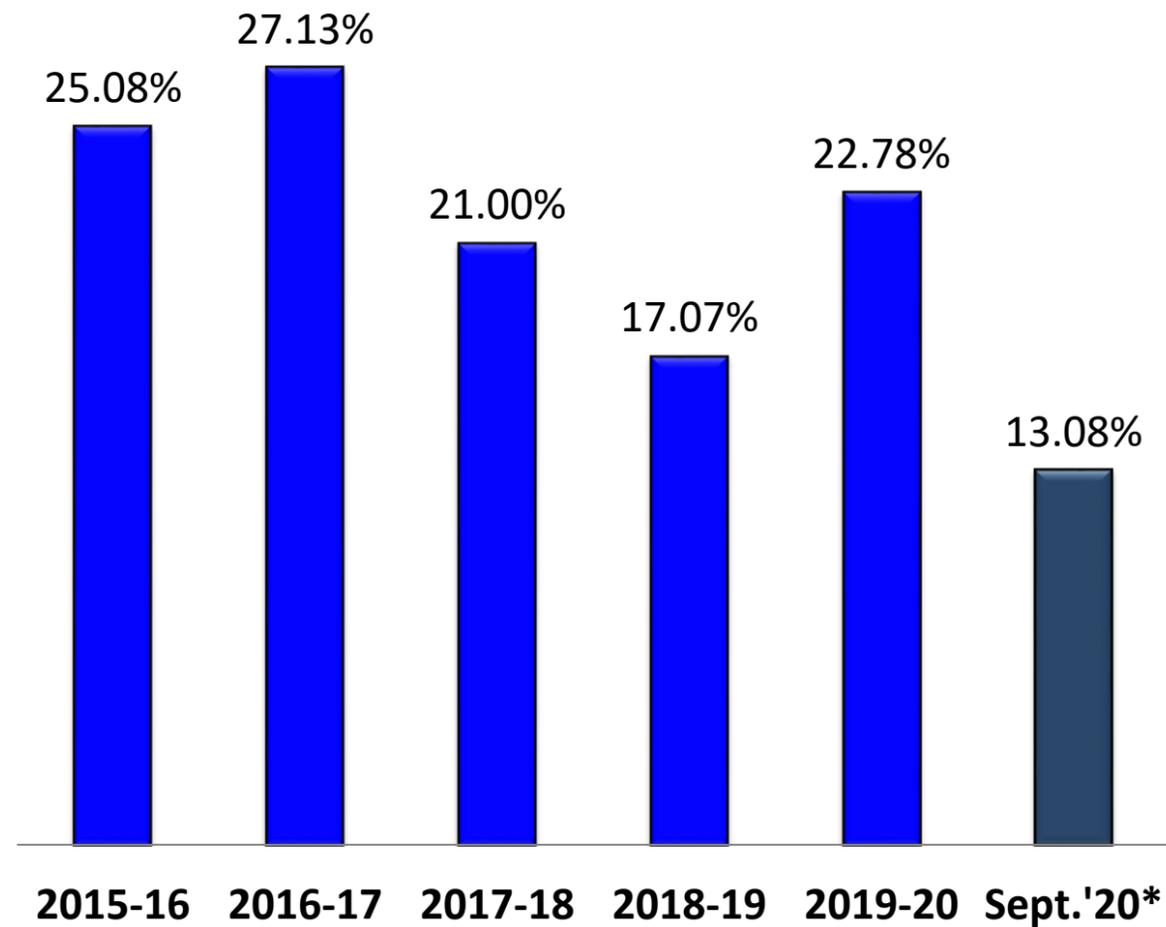


**CAGR Growth – 62.08%**

**Note :** The Company has first time adopted IND AS in FY 20. On adaptation of IND AS, the net worth in FY 19 has shown sudden jump. The earlier reported figure of Net worth (as per GAAP) for FY19 was Rs. INR 923 Mn.

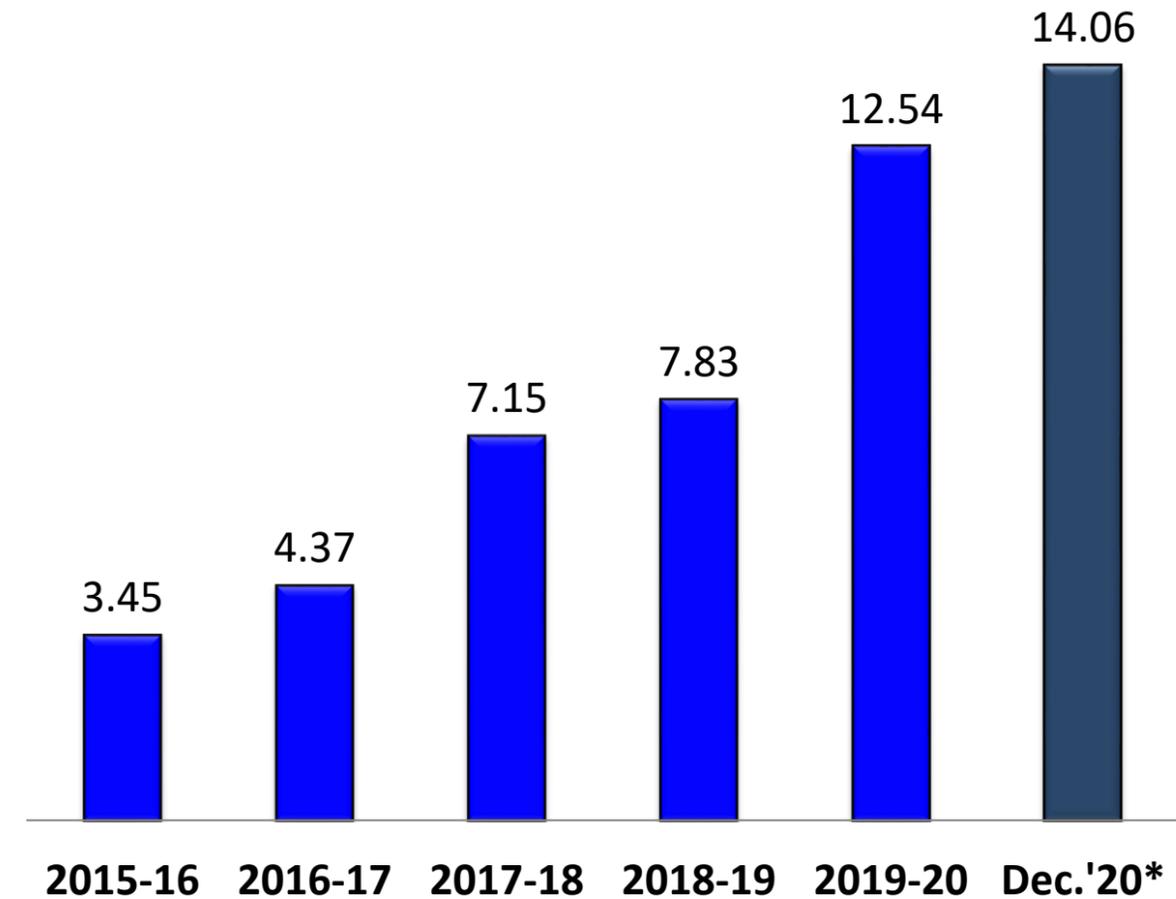
*Dec.'20 and Sept.'20 data consist of 9 and 6 months respectively*

## Average Return on Equity



## EPS

(Rs.)

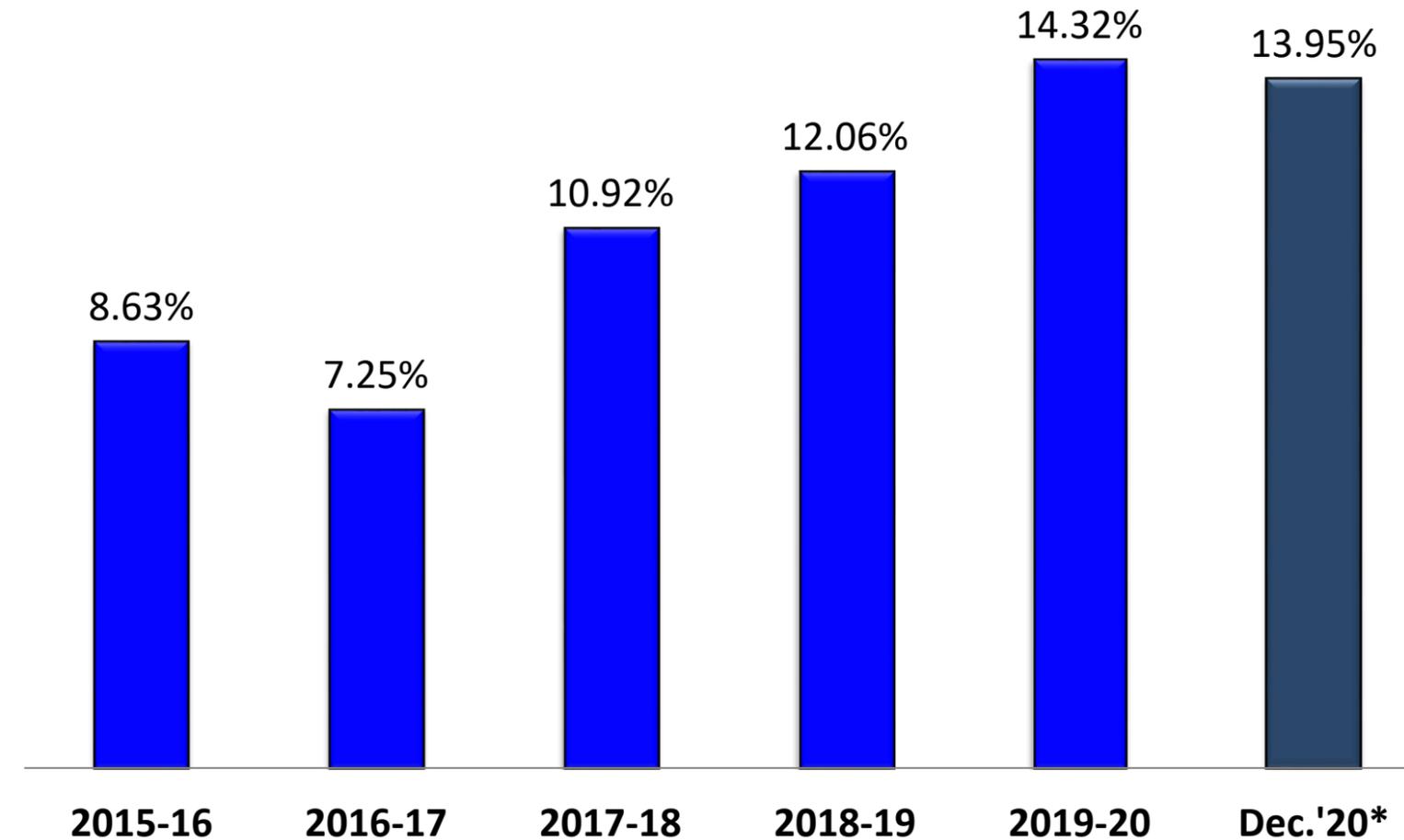


**CAGR Growth – 38.08%**

**Note :** The Company has first time adopted IND AS in FY 20. On adaptation of IND AS, the net worth in FY 19 has shown sudden jump, on account of which the RoE % for FY 19 and FY 20 has been relatively lower in comparison to the previous years.

*Dec.'20 and Sept.'20 data consist of 9 and 6 months respectively*

## PAT Margin(%)



**Improvement in PAT margins signifies strength in product portfolio and the Company's strength in pricing power. Share India will continue to focus on new technologies and trading products with continued focus on risk mitigation to maintain trajectory.**

*Dec.'20 data consist of 9 months*

# Our Strong Experience Management team:



**Mr. Praveen Gupta**

**Chairman & Managing Director**

**Experience : 27 years**



**Mr. Kamlesh V. Shah**

**Managing Director**

**Experience : 24 years**



**Mr. Rajesh Gupta**

**Non Executive Director**

**Experience : 20 years**



**Mr. Sachin Gupta**

**CEO & Whole Time Director**

**Experience : 17 years**



**Mr. Vijay Girdharlal Vora**

**Whole Time Director  
(Chief Strategy Officer)**

**Experience : 30 years**



**Mr. Vikas Agarwal**

**Chief Compliance Officer**

**Experience : 16 years**



**Mr. Vijay Rana**

**Chief Financial Officer**

**Experience : 27 years**



**Mr. Ajay Patel**

**CEO- Share India Insurance Brokers Pvt. Ltd.**

**Experience : 21 years**



## Share India Securities Limited

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World Trade Centre, Gift City Block-51 zone-5 road 5E

Gandhinagar Gujarat - 382355

Corp. Office: 14, Dayanand Vihar, Ground Floor, Near Karkardooma Metro Station,

Vikas Marg Ext., Delhi - 110 092

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



## Hem Securities Limited

### Corporate Advisor

Hem Securities Limited

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Lower Parel, Mumbai -400013

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Tel No.: 022-4906-0000

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