

November 26, 2020

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

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 Earnings presentation on Financial results for Quarter and Half year ended on September 30, 2020.

The above is for your kind information and records.

Thanking You,

Yours Faithfully,

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 | Q2 & H1 FY21

Website: 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



₹3.25
Billion
Market
Capitalization*



₹2,011 Mn
Total Revenue**



₹473 Mn
EBITDA**



₹272.5 Mn
PAT**

*(As on Nov. 11, 2020)

** Consolidated data for H1FY 21



A Financial Services Conglomerate meeting the customers financial needs



Standalone Business:-

Broking in Equity, F&O & Currency segment

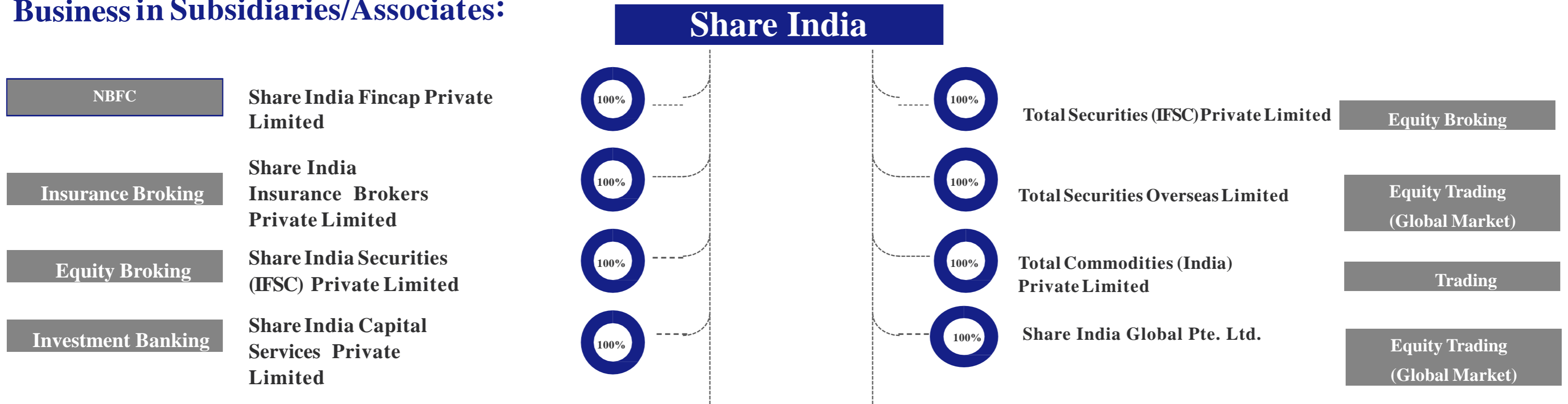
Prop Trading

Mutual Funds distribution

Portfolio Manager

Depository Participant

Business in Subsidiaries/Associates:



Where we are now...

Our Current Scenario

+15,800

NUMBER OF
BROKING CLIENTS

₹ 1,323 Mn.

MUTUAL FUNDS
(AuM)

2.97%

Market Share in
Futures Segment
in Q2 FY21

8.35%

Market Share in
Options Segment
in Q2 FY21

5% (aprox.)

Market Share in
Commodity Segment
in Q2 FY21

8.12%

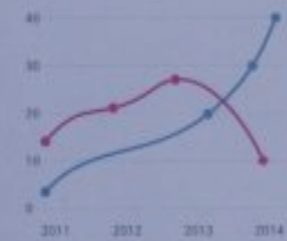
Market Share in Currency
derivative Segment
in Q2 FY21



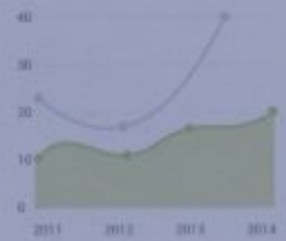
H1 FY 21 : FINANCIAL HIGHLIGHTS

Morris Charts

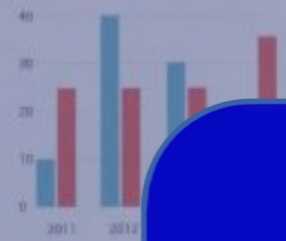
Line Chart



Area Chart



Bar Chart



Donut Chart



Sparkline Charts

Line Chart



Bar Chart



Easy Pie Charts



H1 FY 21 – CONSOLIDATED PERFORMANCE

Rs. 2010.83 Mn

Total Revenue

↑ 84.93% (YoY)

Rs. 473.25 Mn

Total EBITDA

↑ 83.91% (YoY)

Rs. 272.54 Mn

Total PAT

↑ 111.39% (YoY)

13.55%

PAT Margin

↑ 169 bps (YoY)

Rs. 8.54

EPS

↑ 111.39% (YoY)

23.53%

EBITDA Margin

↓ 14 bps (YoY)

H1 FY 21 – STANDALONE PERFORMANCE

Rs. 1837.08 Mn

Total Revenue

↑ 79.14% (YoY)

Rs. 380.10 Mn

Total EBITDA

↑ 79.64% (YoY)

Rs. 224.86 Mn

Total PAT

↑ 106.63% (YoY)

12.24%

PAT Margin

↑ 163 bps (YoY)

Rs. 7.05

EPS

↑ 106.74% (YoY)

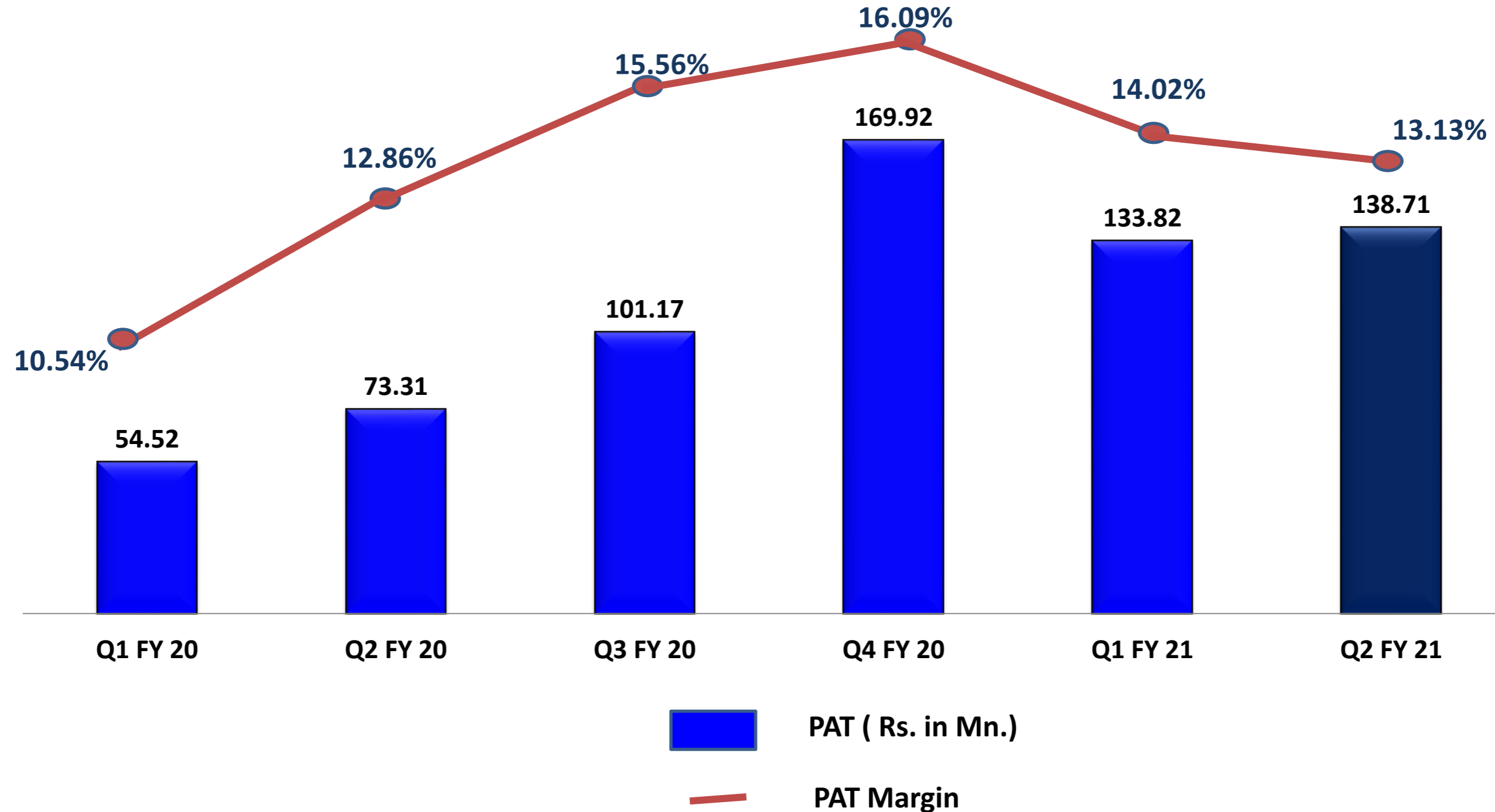
20.69%

EBITDA Margin

↑ 6 bps (YoY)

TREND IN PAT (QoQ) - CONSOLIDATED BASIS

PAT Trend (Rs. in Mn.)



SNAPSHOT OF PERFORMANCE ACROSS ALL MAJOR BUSINESS SEGMENTS – H1FY21



SHARE INDIA SECURITIES LIMITED

Broking Segment

- Revenue - Rs. 326.35 Mn (grew 120% YoY)
- Segment Profit before tax and finance charges – Rs. 48.32 Mn (grew 18.1% YoY)

Prop Trading

- Revenue - Rs. 1615.74 Mn (grew 81.2% YoY)
- Segment Profit before tax and finance charges – Rs. 379.81 Mn (grew 156.84% YoY)

Share India Fincap Private Limited

NBFC

- Revenue - Rs. 54.77 Mn (grew 18.2% YoY)
- Segment Profit before tax and finance charges – Rs. 45.27 Mn (declined 12.8% YoY)

Share India Insurance Brokers Pvt. Ltd.

Insurance

- Revenue - Rs. 10.83 Mn
- Segment Profit before tax and finance charges – Rs. 5.23 Mn

Key Financial Highlights

- The basic EPS of the company improved from Rs. 4.04 in H1 FY20 to Rs. 8.54 in H1 FY21, which depicts strong growth in the bottom-line.
- Maintained market share of 8.35% in options market and 8.12% in currency derivatives
- The consolidated total revenues of the Company registered a growth of 85.25% YoY and grew significantly to Rs. 1056.38 Mn. in Q2FY21 from Rs. 570.23 Mn in Q2FY20. The consolidated profit after tax reflected a growth of 89.21% YoY and stood at Rs. 138.71 Mn.
- An Interim dividend of Rs. 0.50/- per share were paid during Q2 FY 21.

Key Business Developments

- Company got listed on NSE w.e.f. Sept. 21, 2020
- We saw a strong business traction in insurance business
- 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 Q2 FY 21

(Rs. in Mn.)

Particulars	Quarter Ended			Year Ended
	30.09.2020	30.09.2019	30.06.2020	31.03.2020
Revenue from Operations	1,009.36	541.58	914.91	2600.01
Other Income	47.02	28.65	39.55	193.44
Total Income (I+II)	1,056.38	570.23	954.45	2793.46
Expenses				
Finance Cost	53.56	22.31	41.84	178.53
Purchase of Stock in trade	-0.03	-	21.49	44.00
Change in inventories	12.98	-	23.67	-44.00
Employee benefits expense	184.85	114.24	192.70	540.90
Depreciation and amortisation Expense	9.77	12.01	9.08	44.66
Other Expenses	613.66	325.17	487.72	1519.59
Net loss on derecognition of financial instruments under amortised cost category	-	-	-	0.56
Impairment on financial instruments	0.49	-	0.05	2.41
Total Expenses	875.28	473.72	776.56	2286.65
Profit/ Loss before tax	181.1	96.51	177.89	506.80
Total Tax Expenses	-42.39	-23.2	-44.07	-106.79
Net Profit/Loss after tax	138.71	73.31	133.82	400.02
% of Revenue	13.13%	12.86%	14.02%	14.32%
EBITDA	244.43	130.83	228.81	729.99
% of Revenue	23.14%	22.94%	23.97%	26.13%

STANDALONE STATEMENT OF P&L FOR Q2 FY 21

(Rs. in Mn.)

Particulars	Quarter Ended			Year Ended
	30.09.2020	30.09.2019	30.06.2020	31.03.2020
Revenue from Operations	917.51	509.74	848.38	2432.40
Other Income	39.06	28.09	32.13	167.46
Total Income (I+II)	956.57	537.83	880.51	2599.85
Expenses				
Finance Cost	32.25	15.18	28.73	100.09
Purchase of Stock in trade	-0.03	-	21.49	44.00
Change in inventories	12.98	-	23.67	-44.00
Employee benefits expense	144.48	110.11	167.43	509.16
Depreciation and amortisation Expense	9.61	12.00	9.02	44.01
Other Expenses	606.31	323.62	480.65	1508.78
Total Expenses	805.59	460.92	730.99	2162.04
Profit/ Loss before tax	150.98	76.91	149.52	437.81
Total Tax Expenses / (reversal)	-37.95	-13.00	-37.68	-102.80
Net Profit/Loss after tax	113.03	63.91	111.84	335.01
% of Revenue	11.82%	11.88%	12.70%	12.89%
EBITDA	192.84	104.09	187.27	581.91
% of Revenue	20.16%	19.35%	21.27%	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



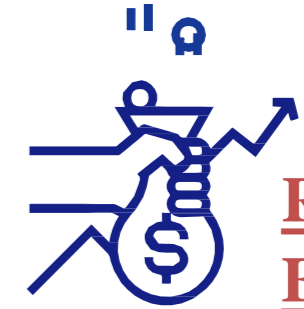
NBFC Penetration

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

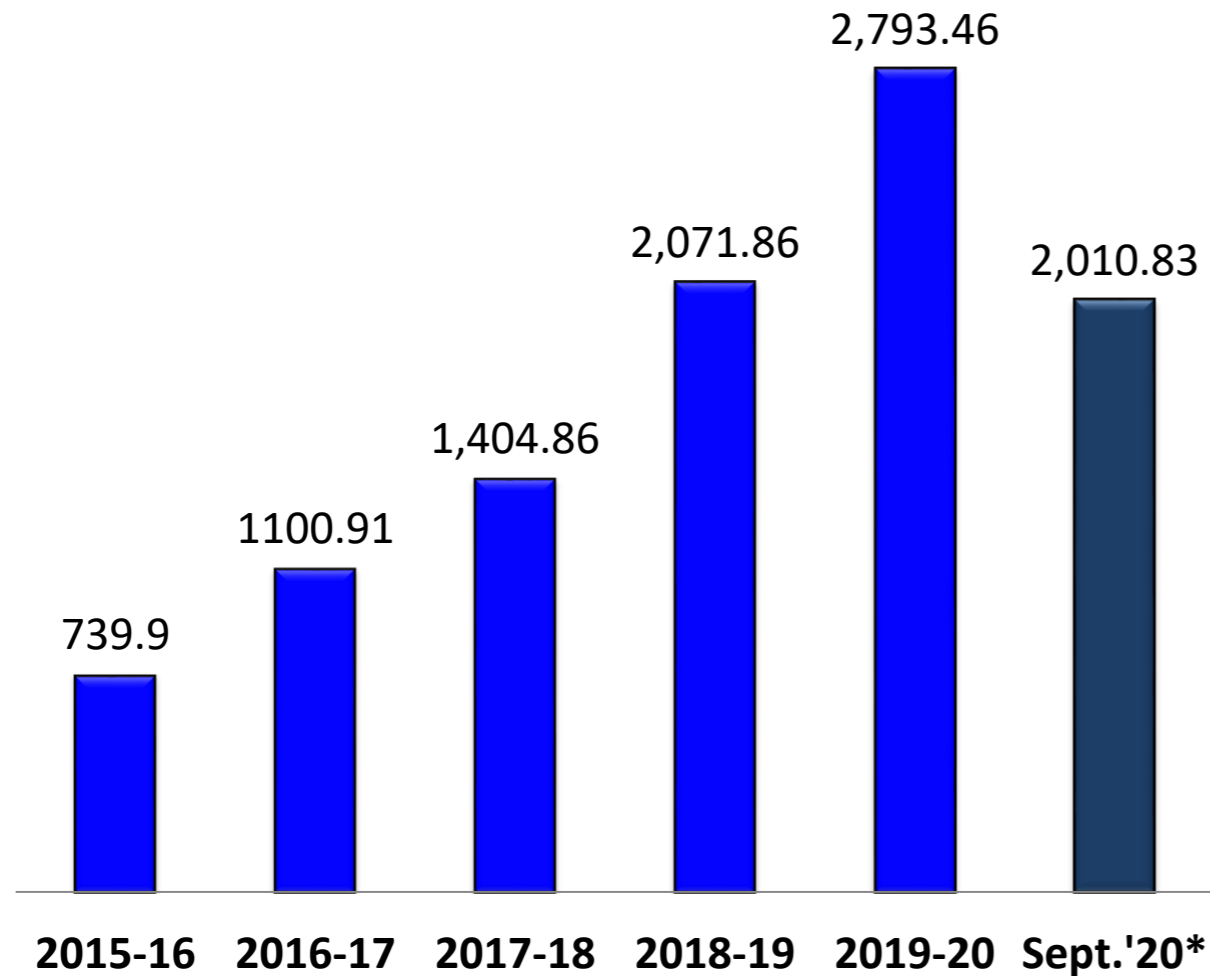
Maintain high degree of RMS practices



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

== CONSOLIDATED REVENUE ==

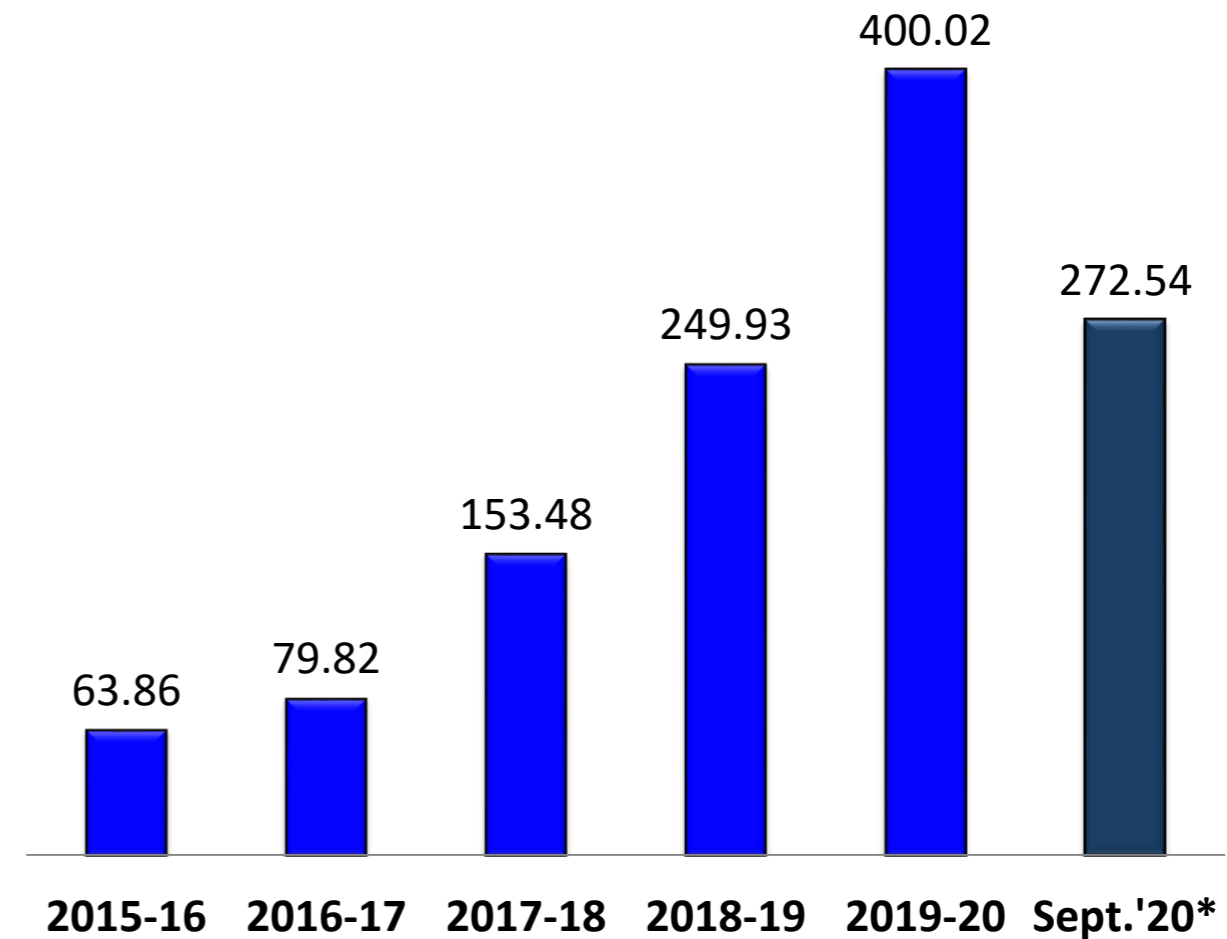
(Rs. in Million)



CAGR Growth (5 yrs) – 30.43%

== CONSOLIDATED PAT ==

(Rs. in Million)

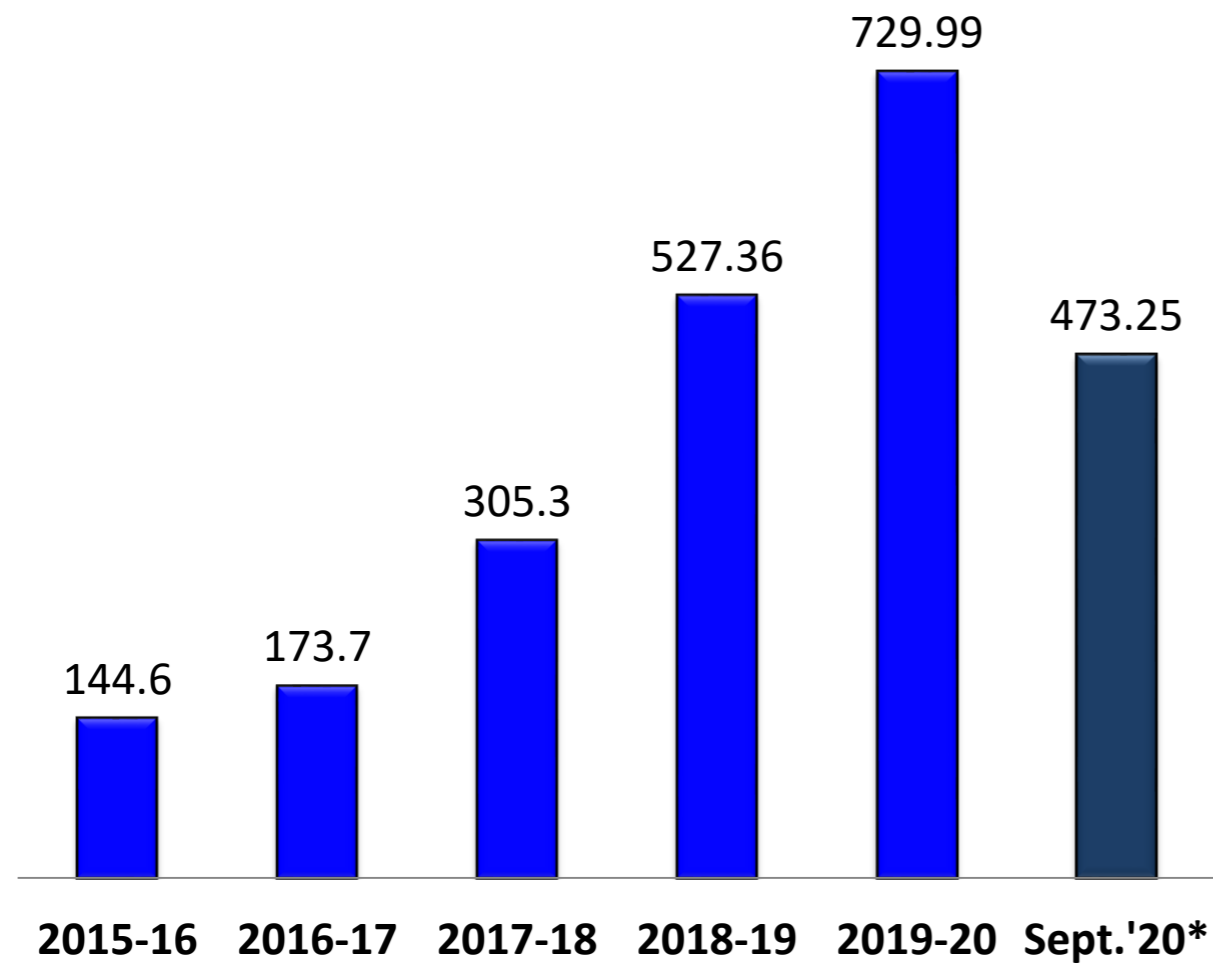


CAGR Growth (5 yrs) - 44.32%

Sept.'20 data consist of 6 months

Consolidated EBITDA

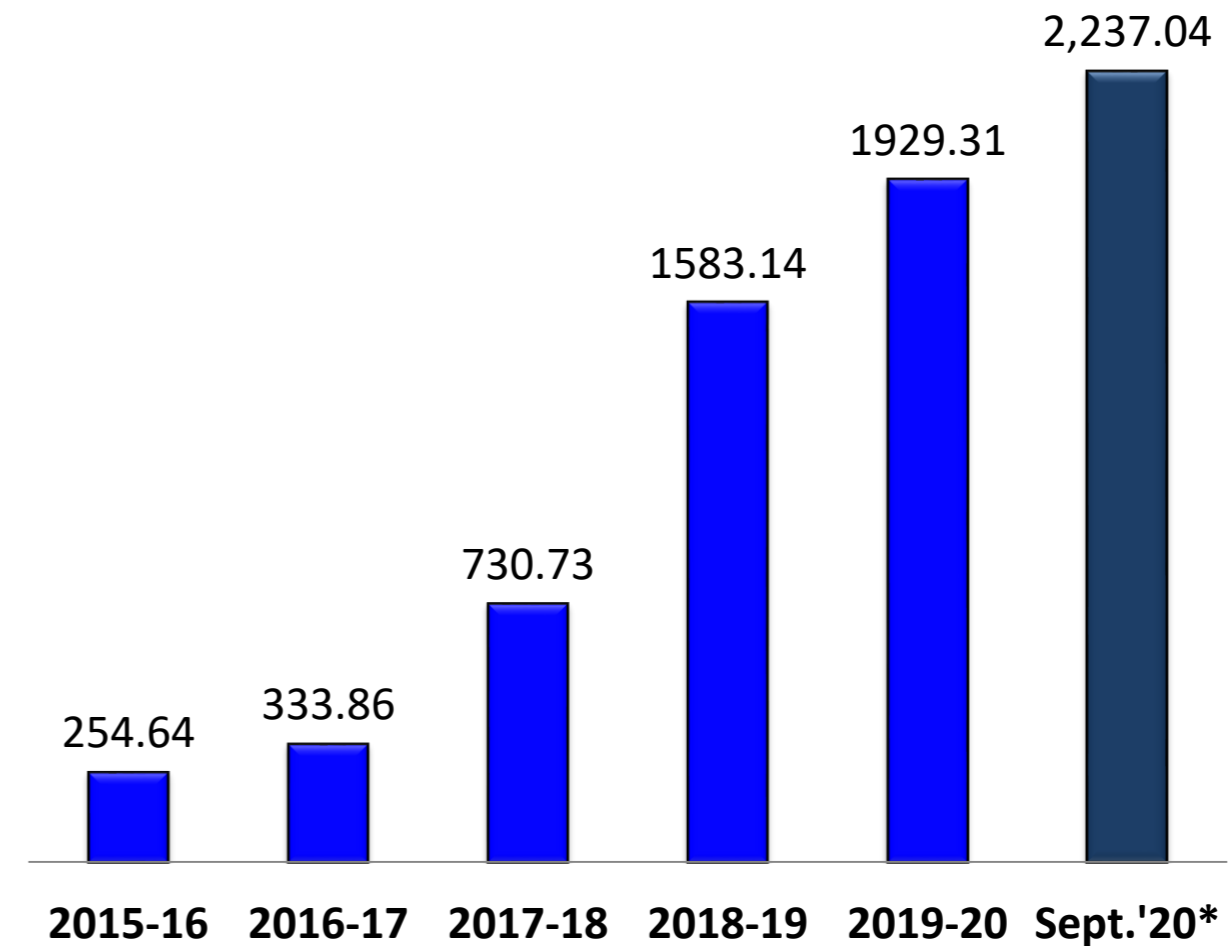
(Rs.in Million)



CAGR Growth (5 yrs) – 38.24%

Consolidated Networth

(Rs.in Million)

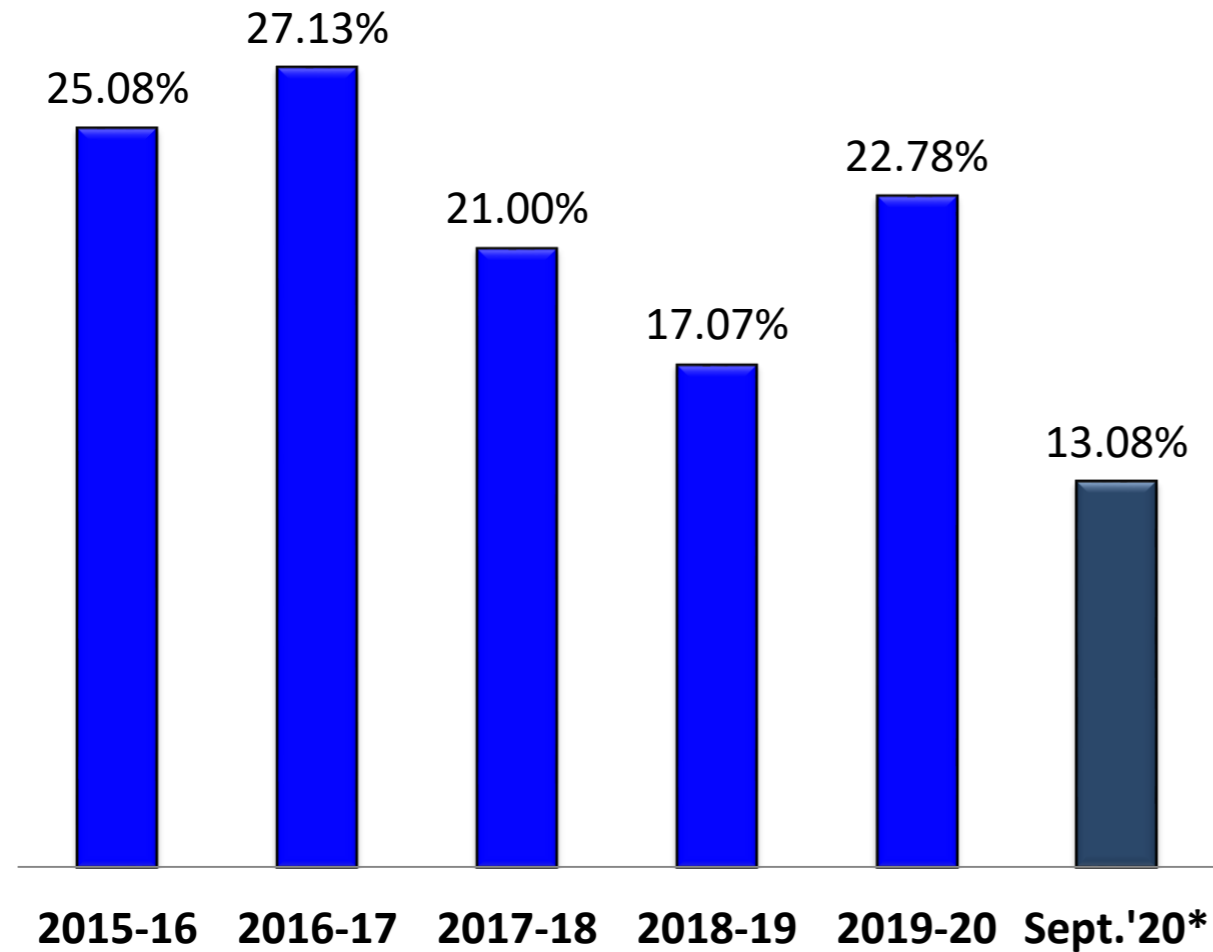


CAGR Growth (5 yrs) - 61.73%

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.

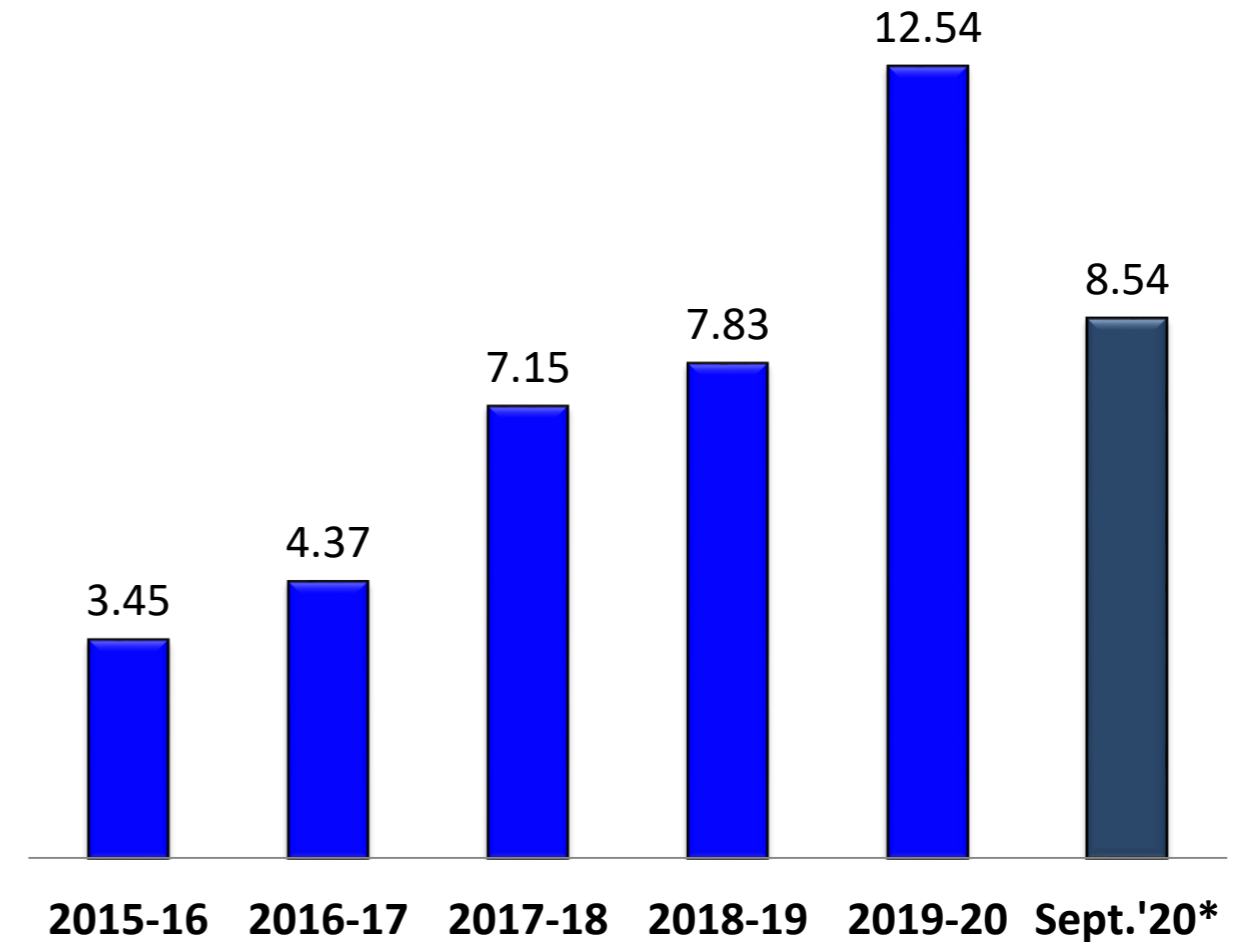
Sept.'20 data consist of 6 months

== Average Return on Equity ==



== EPS ==

(Rs.)

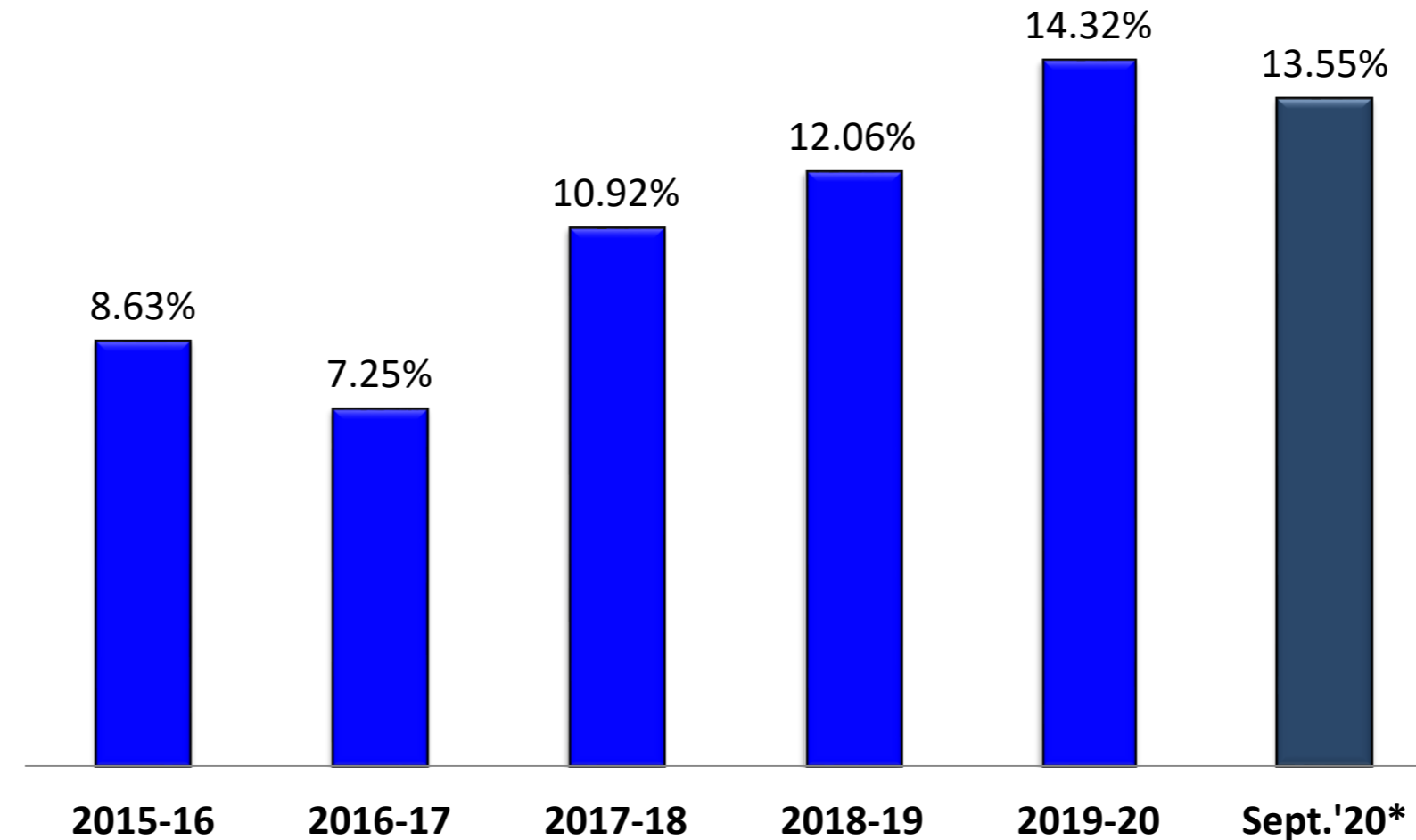


CAGR Growth (5 yrs) – 29.45%

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.

Sept.'20 data consist of 6 months

==== 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.

Sept.'20 data consist of 6 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

CIN: L67120GJ1994PLC115132

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Vikas Marg Ext., Delhi - 110 092

Email: abhinav@shareindia.com | Website: www.shareindia.com



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Corporate Advisor

Hem Securities Limited

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Disclaimer: Certain statements in this “Earnings Presentation” may not be based on historical information or facts and may be “forward looking statements” within the meaning of applicable securities laws and regulations, including, but not limited to, those relating to general business plans & strategy of the Company, its future outlook & growth prospects, future developments in its businesses, its competitive & regulatory environment and management's current views & assumptions which may not remain constant due to risks and uncertainties. Actual results could differ materially from those expressed or implied. The Company assumes no responsibility to publicly amend, modify or revise any statement, on the basis of any subsequent development, information or events, or otherwise. This “Presentation” does not constitute a prospectus, offering circular or offering memorandum or an offer to acquire any shares and should not be considered as a recommendation that any investor should subscribe for or purchase any of the Company’s shares. The financial figures in this “Earnings Presentation” have been rounded off to the nearest Million, wherever required. The financial results are consolidated financials unless otherwise specified.