
May 14, 2024

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: Earnings Presentation on Audited Financial Results of the Company for the quarter and financial year ended March 31, 2024

Dear Sir,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations") read with Para A of Part A to Schedule III of the SEBI Listing Regulations, please find enclosed herewith Earnings Presentation on the Audited Financial Results of the Company for the quarter and financial year ended March 31, 2024.

Please take the same on your records.

Thanking you,

Yours faithfully,
For Share India Securities Limited

Vikas Aggarwal
Company Secretary & Compliance Officer
M. No.: F5512



Share India

You generate, we multiply

Investor Presentation | Q4 FY24



Company Overview



Growing Financial Services Conglomerate

Standalone Business



Broking in Equity, F&O,
Commodities and Currency segment



Prop Trading



Mutual Funds distribution



Research



Depository Participant

Business in Subsidiaries



Equity Trading



Insurance Broking



NBFC



Investment banking



Algo Trading platform

Entities

Share India Algoplus Pvt. Ltd.
Share India Global Pte. Ltd.
Share India Securities (IFSC) Pvt. Ltd.
Total Securities (IFSC) Pvt. Ltd.

Share India Insurance
Brokers Pvt. Ltd.

Share India Fincap Pvt. Ltd.

Share India Capital
Services Pvt. Ltd.

Algowire Trading Technologies Pvt. Ltd.
uTrade Solutions Pvt. Ltd.

Share India – At a Glance



82%
PAT CAGR



35,380
Clients in Broking



~4%
Market Share of
Options Trading



69,389
NBFC Client Base



6,598
Active MF
Customers



50+
Institutional
clients



61
NBFC
Branches



29+
Years of Trust



4,950
Employees



11,000+
Avg. Daily
Turnover (₹ Crs.)



₹ 2.6 Bn+
NBFC Loan Book



38,234
Lives Covered



293
Branches & Franchisees

Journey

1994

- Started with the vision to grow, multiply and contribute across India

2000

- The Company became member of BSE Limited

2007

- Expanded business operations in the futures and options trading segment with BSE

2008

- Initiated currency derivatives trading and also first step into the realm of algo trading, which eventually became a cornerstone of the company.

2010

- The Company became a member of National Stock Exchange of India limited

2019

- Merged Total Securities
- Started Share India Insurance Brokers

2018

- Acquired Share India Fincap

2017

- Launched an IPO and got listed on stock markets
- Registered as a research analyst with SEBI

2016

- Registered as a mutual advisor with the AMFI
- Formed Share India Capital Services Pvt. Ltd.

2020

- Acquired Total Commodities (Now Share India Algoplus)
- Started Share India Global Pte

2021

- Acquired majority stake in Algowire Trading Technologies and uTrade Solutions, strengthening its position as a market leader and technology innovator in the fintech industry

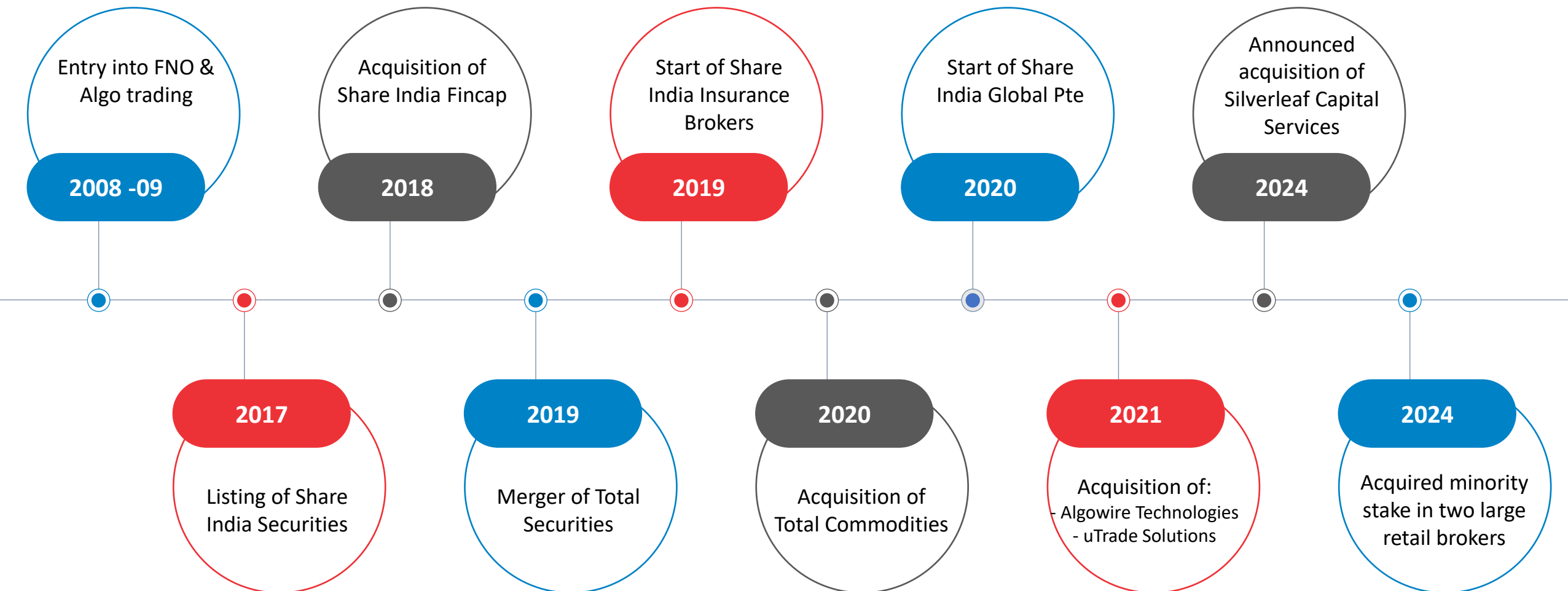
2022-2023

- Launched Retail Platform - IBT This new digitally-enabled online account opening and trading platform enables clients to adopt new technology. Acquired more than 7K customers upto March 31, 2023

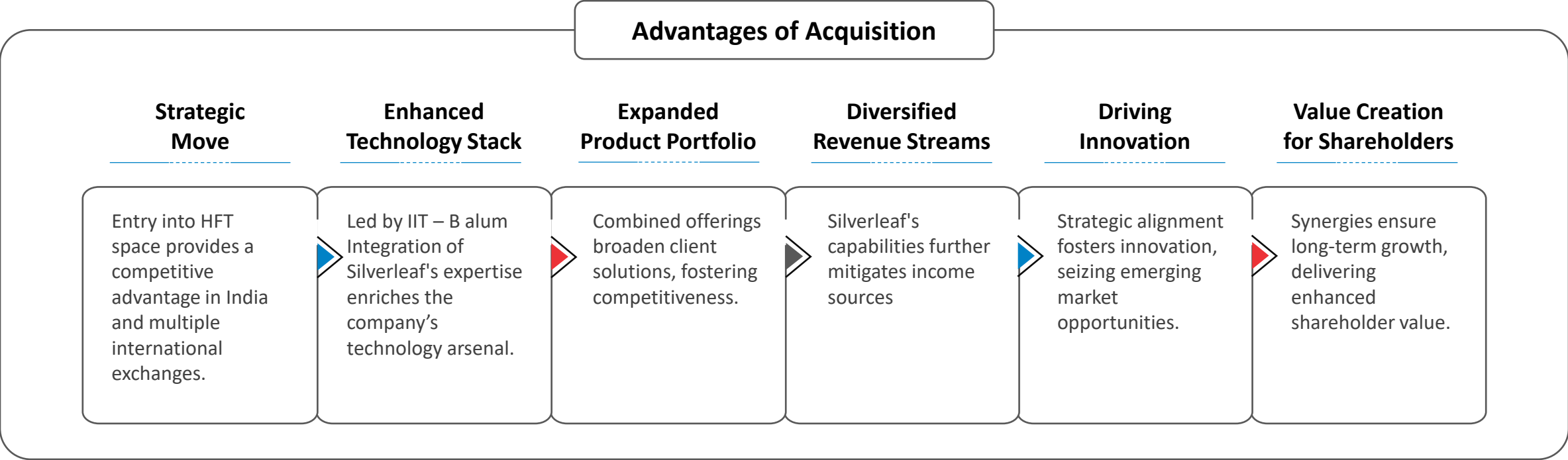
2023-2024

- Launched Algo Platform – uTrade Algos for automated trading
- Announced Acquisition of Silverleaf Capital Services

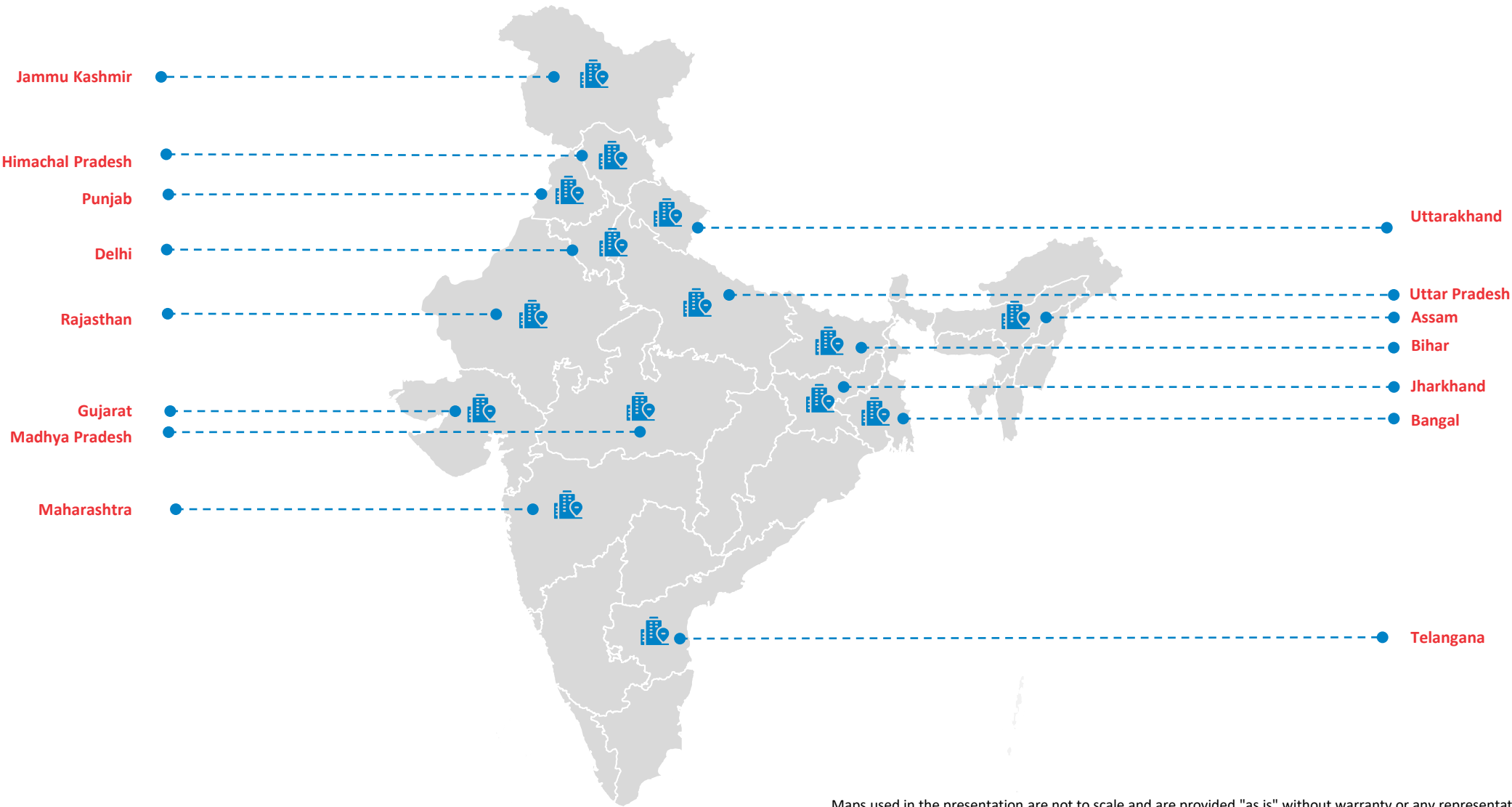
Fostering Growth Via Efficient Inorganic Route



Silverleaf Capital Services, a technology-driven HFT company specializes in leveraging mathematical modeling and integrated trading capabilities to provide innovative solutions like Low Latency Statistical Arbitrage, Market Making, and Research Project support.



The acquisition announced in March 2024 is positioned to enhance Share India Securities' competitiveness in the financial services sector by prioritizing innovative solutions, increasing market presence, and maximizing shareholder value.



Maps used in the presentation are not to scale and are provided "as is" without warranty or any representation of accuracy

Our Businesses



Versatile Trading Features: Adapting to Your Strategy

IPO:

-Participate in Initial Public Offerings seamlessly, diversifying your investment portfolio from the get-go.

After Market Order (AMO):

-Place orders after market hours to capitalize on potential price movements, ensuring round-the-clock trading opportunities.

Depth Scalper:

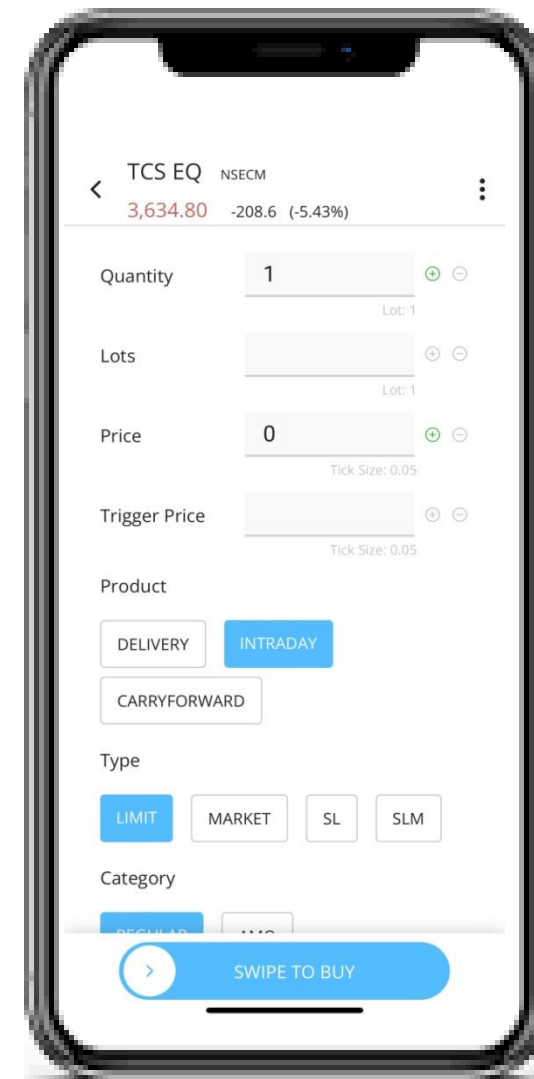
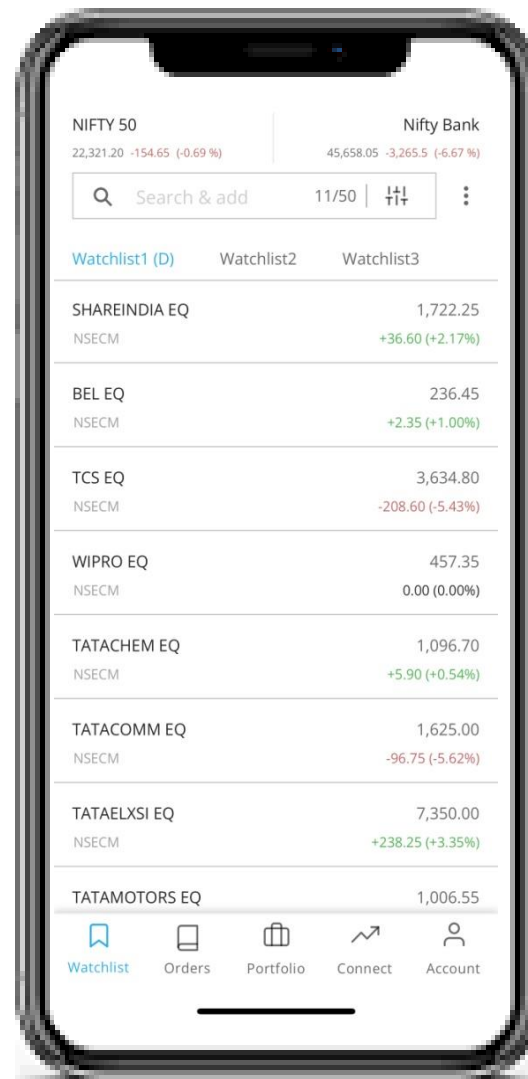
-Utilize advanced market depth analysis tools to make informed trading decisions, staying ahead in the fast-paced market environment.

Basket Order:

-Execute multiple trades simultaneously with ease, optimizing your trading strategy and efficiency.

Bracket/Cover Order:

-Manage risk effectively by setting predefined stop-loss and target profit levels, ensuring disciplined trading and minimizing potential losses.



Effortless e-KYC: Streamlining Verification for You

Discovered unique features addressing major pain points in KYC verification.

Geo-mapped Selfie:

-Ensure accounts are opened within India by marking geo-coordinates during selfie capture.

Digi-locker Verification:

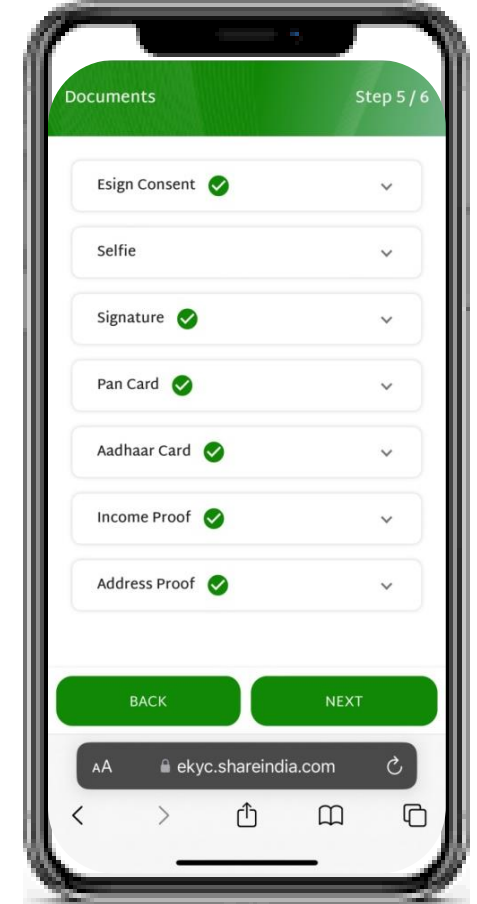
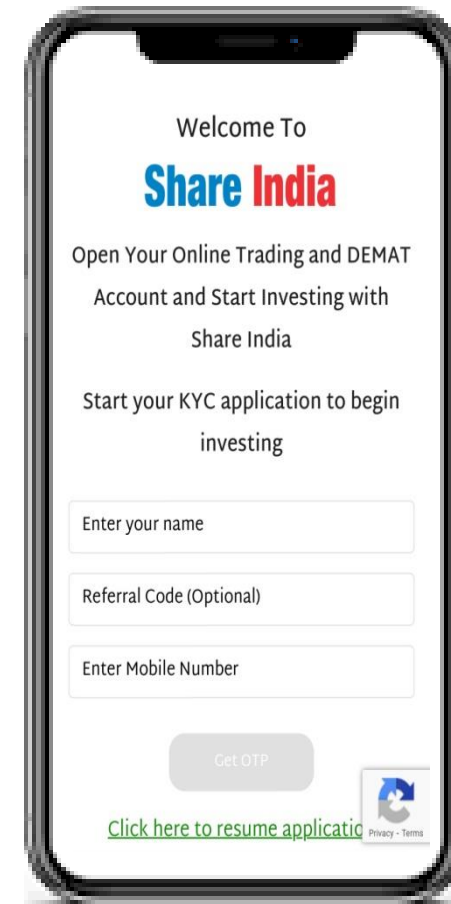
-Accept digital copies through Digilocker for seamless verification even when KRA details are unavailable or edited.

Penny Drop:

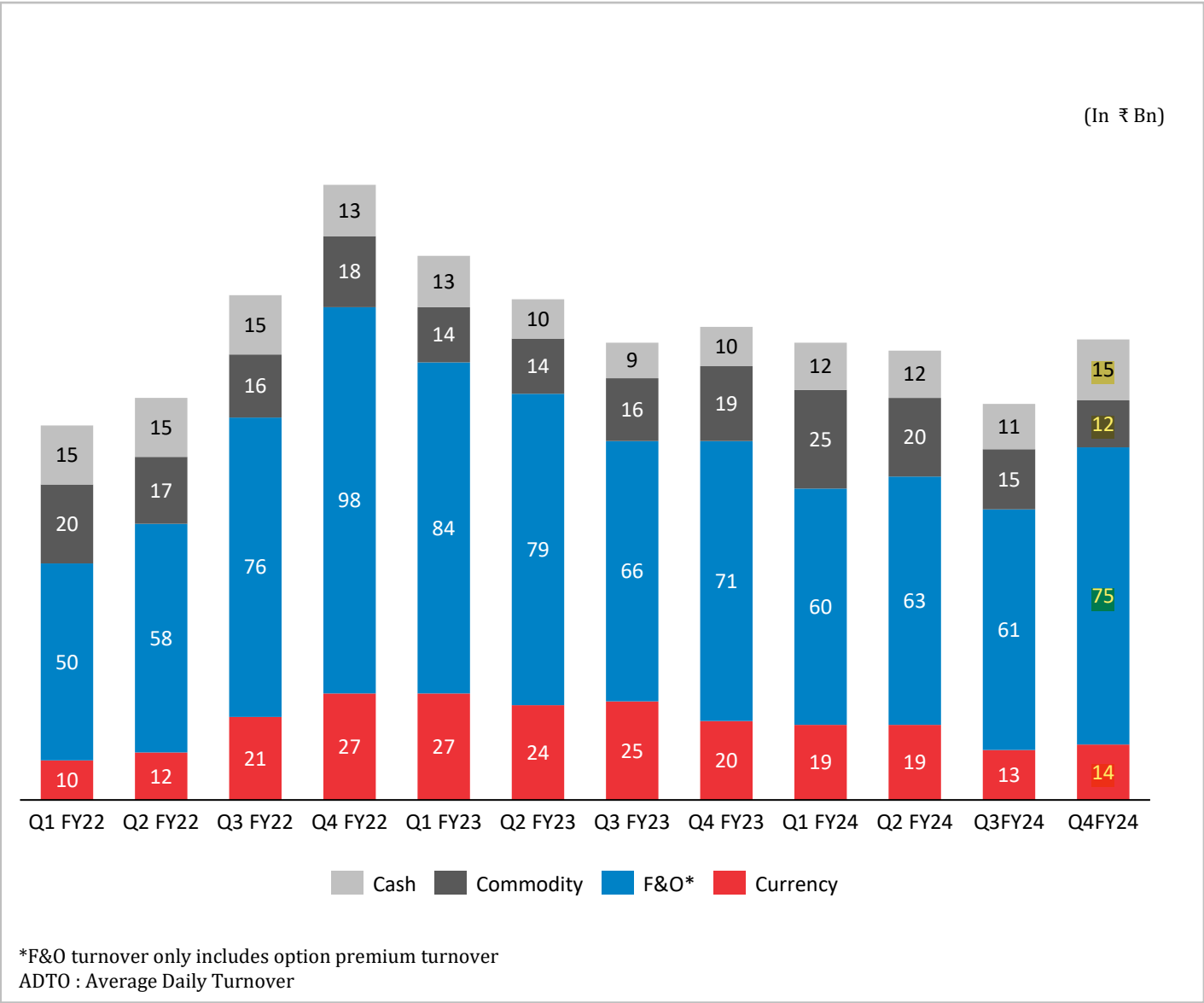
-Eliminate the need for a cancelled cheque after penny drop and KRA verification.





Account Aggregator:

-Instantly access 6-month statements to activate F&O.



Boosting ADTO And Diversifying Across Ultra HNIs And Institutions



| Segment | Market Share |
|---|--------------|
|  | |
| NSE- CM | 1.3% |
| NSE- Futures | 2.5% |
| NSE- Options | 3.7% ★ |
| NSE - Currency Futures | 6.3% |
| NSE - Currency Options | 10.6% |
|  | |
| BSE - CM | 1.0% |
|   | |
| Commodity (NCDEX/MCX) | >10% |

uTrade Algos: Algo Trading that is modern, reliable and effortless!

Unlock Your Trading Potential: Discover uTrade Algos' Unique Offerings

uTrade Originals:

-Exclusive strategies created by Share India's seasoned experts.

Exchange Approved Strategies:

-Ensure compliance and reliability with officially sanctioned strategies.

Open Interest (OI) based strike selections:

-Simplified OI strike selection for custom order forms.

Fastest Execution:

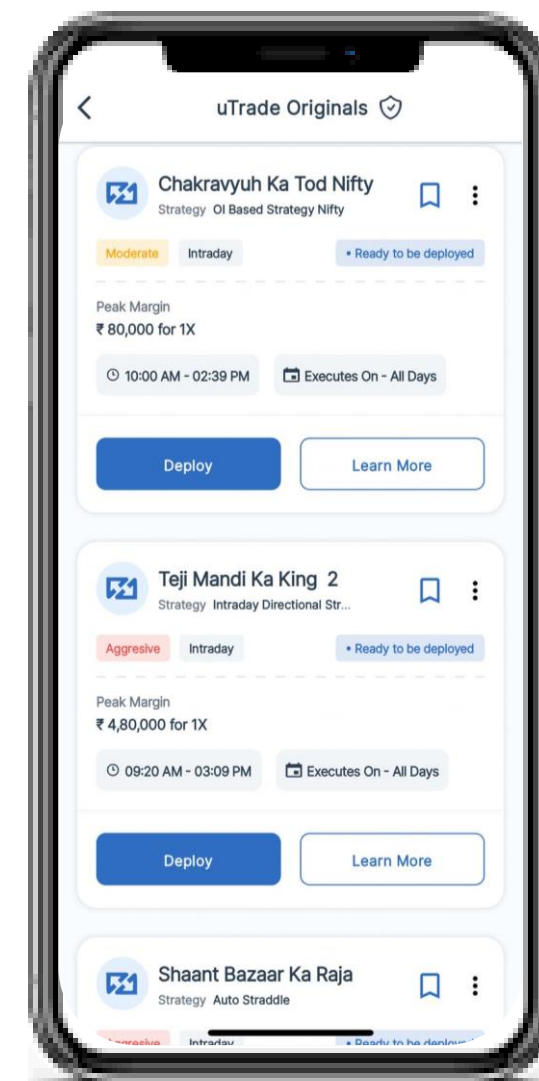
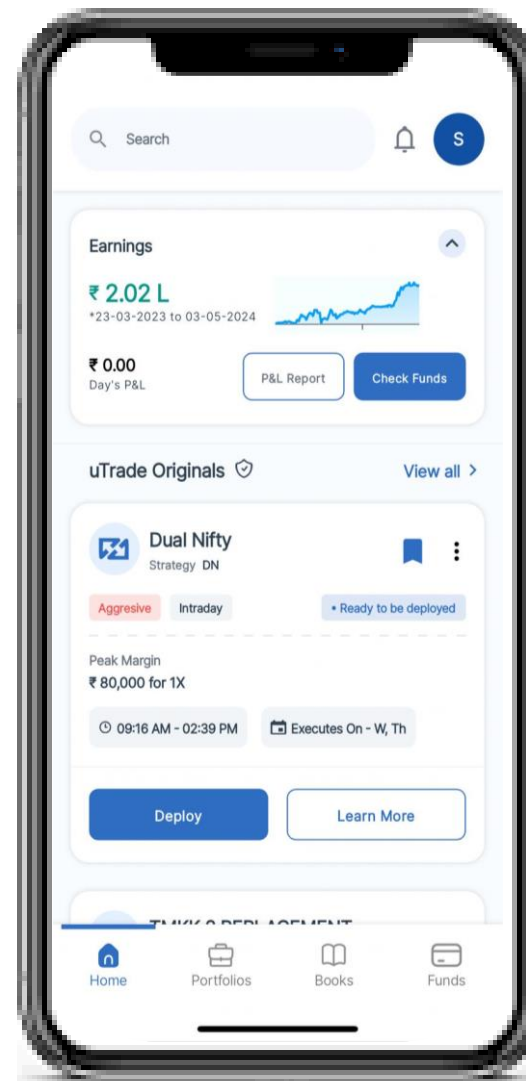
-Execute trades with unparalleled speed for a competitive edge.

Cost-Effective Pricing:

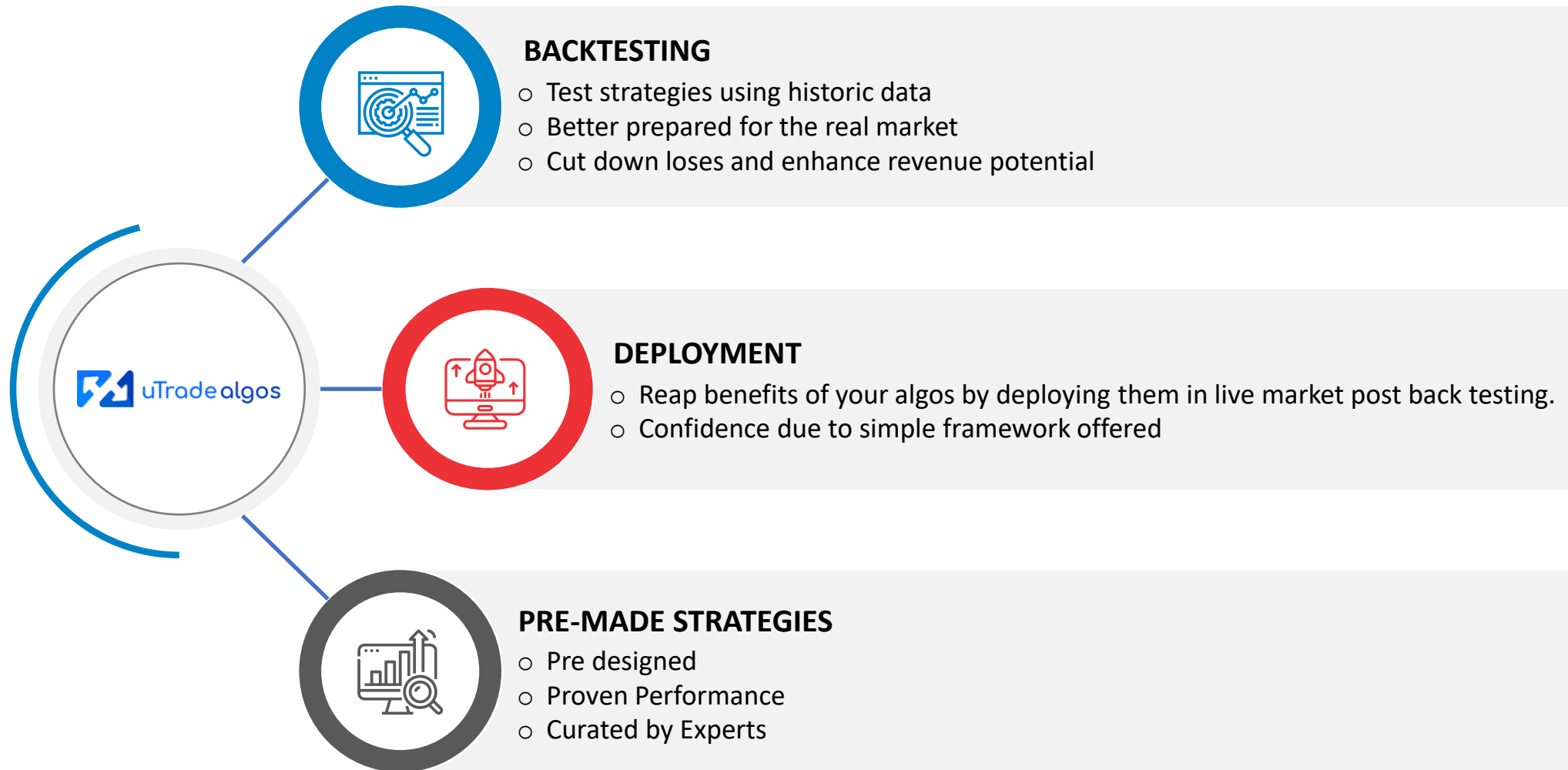
-uTrade Algo software offers competitive pricing, ensuring affordability for traders.

Personalized RM Support:

-Relationship Manager (RM) provides tailored support, enhancing trading experience.



Plan, Strategize and Automate your trades with uTrade Algo - Making Algos simple, easier and accessible for everyone.



Expanding other Key Businesses

Share India Fincap Pvt. Ltd.

₹ 259 Cr
Loan Book

₹ 67 Cr
Finance Income

61
Branches

₹ 112 Cr
Net Worth

₹ 455 Cr
Disbursement

20.91%
ROA%

34.59%
ROE%

18.28%
NIM%

1.77%
GNPA

0.93%
NNPA

Share India Capital
Services Pvt. Ltd.

Completed **12** SME IPOs

6 Deals in Pipeline (DRHP filed)

Key Advisory Services Offered

- IPO
- Right Issues
- M&A
- Preferential Placements
- Corporate Finance Solutions

More than **10** Sectors Serviced

More than **5** Geographies Serviced

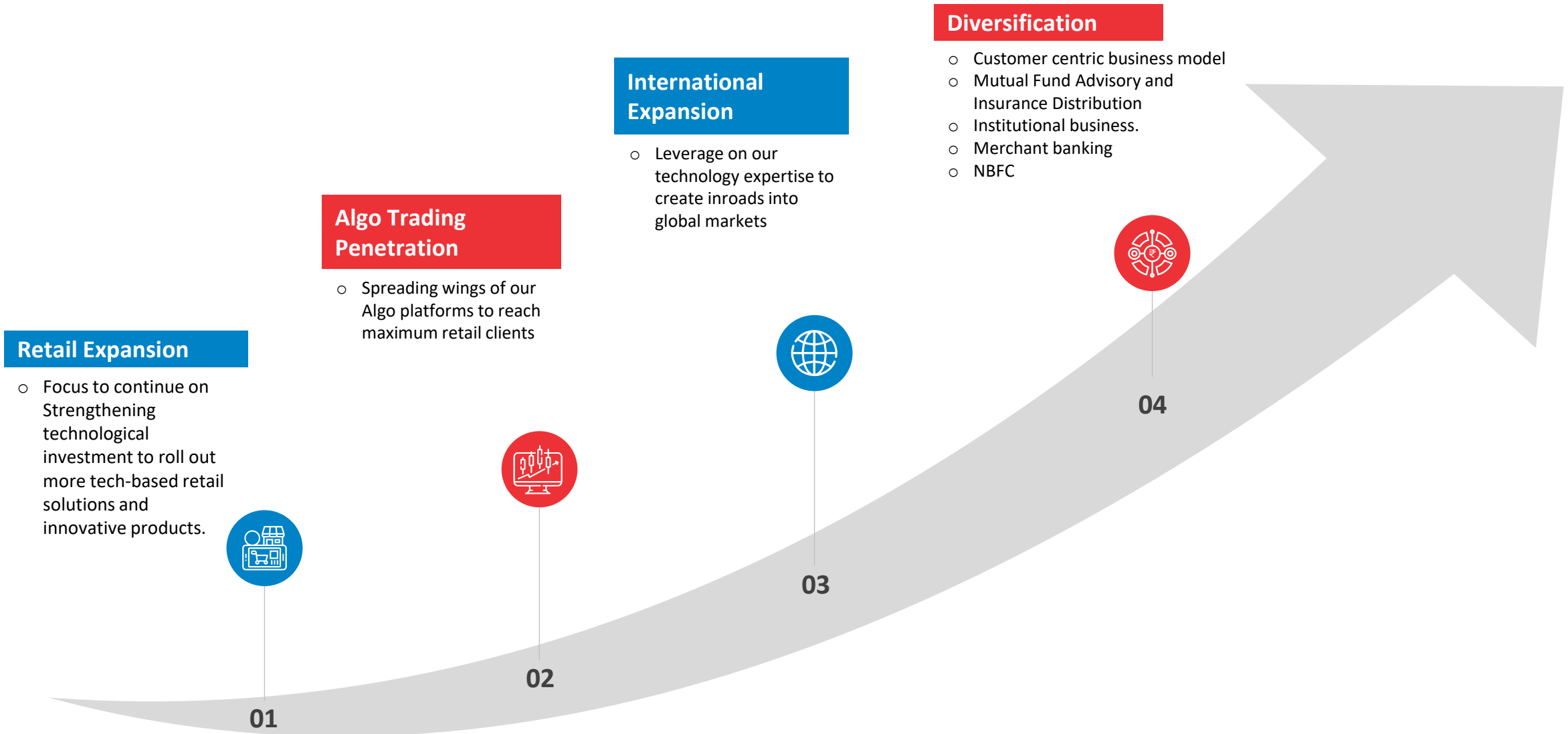
Key IPOs

- New Swan Multitech Limited
- Pune E-Stock Broking Limited
- Wise Travel India Limited
- AVP Infracon Limited

The Way Forward



Mapping Our Path Ahead



Financial Performance



Q4 & FY24 - Consolidated Performance



FY24

₹ 1,483 Cr

TOTAL REVENUE
35% YoY ↑

₹ 663 Cr

EBITDA
32% YoY ↑

45%

EBITDA MARGIN[#]

₹ 426 Cr

NET PROFIT
29% YoY ↑

29%

NET PROFIT
MARGIN[#]

₹ 127.1

EPS^{**}

Q4 FY24

₹ 465 Cr

TOTAL REVENUE
36% YoY ↑

₹ 175 Cr

EBITDA
11% YoY ↑

38%

EBITDA MARGIN[#]

₹ 116 Cr

NET PROFIT
8% YoY ↑

25%

NET PROFIT
MARGIN[#]

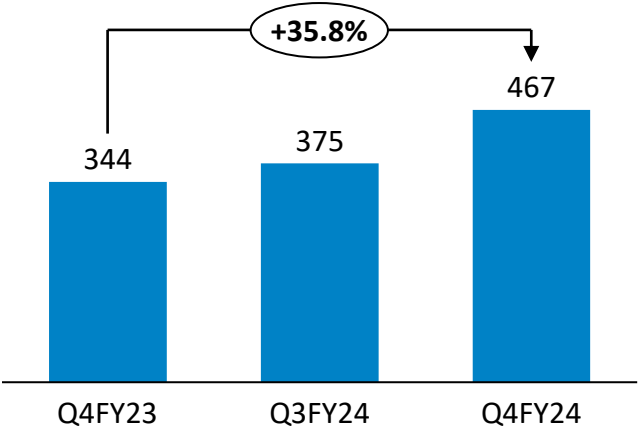
₹ 32.2

EPS^{**}

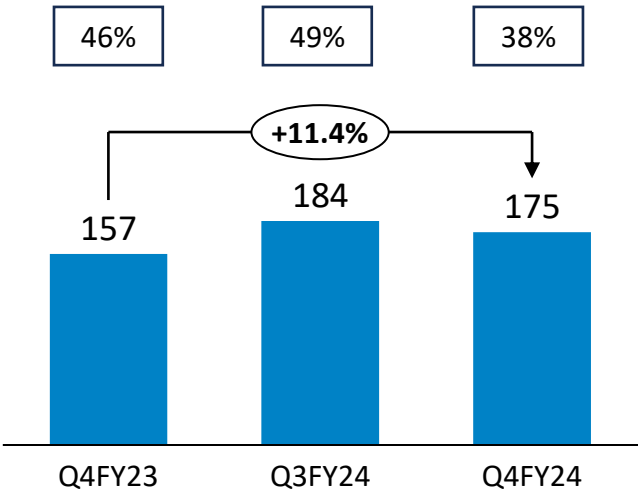
^{**} Basic | [#] Including Other Income

Key Financial Highlights

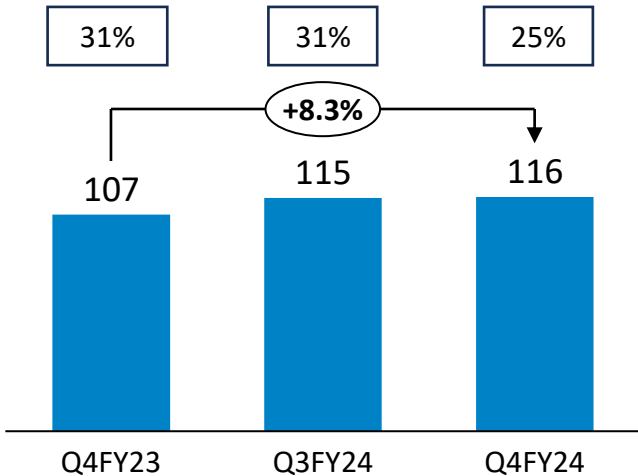
Total Income (₹ cr)



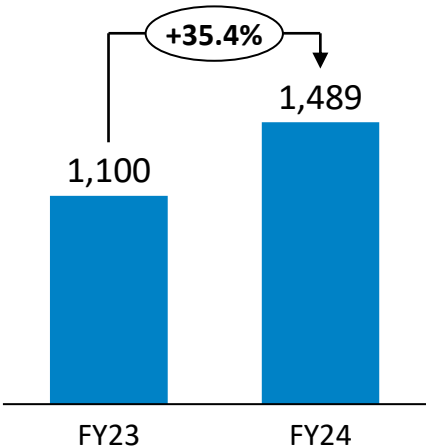
EBITDA (₹ cr) & EBITDA Margin



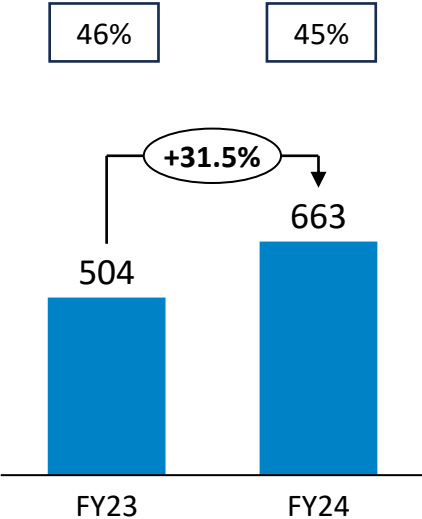
PAT (₹ cr) & PAT Margin



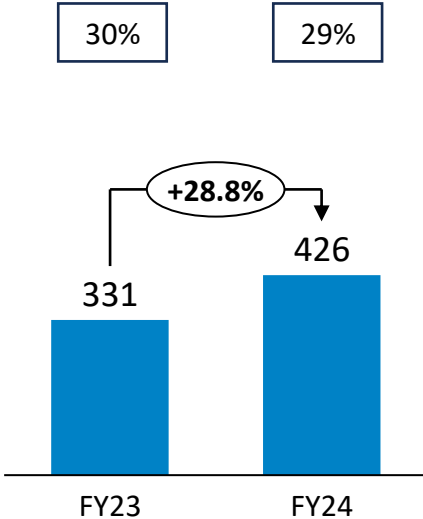
Total Income (₹ cr)



EBITDA (₹ cr) & EBITDA Margin

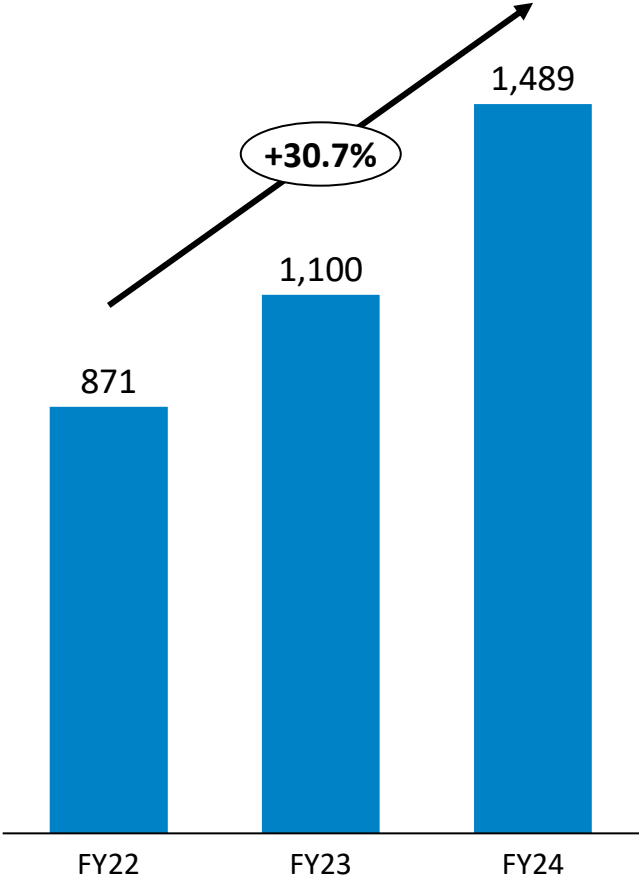


PAT (₹ cr) & PAT Margin

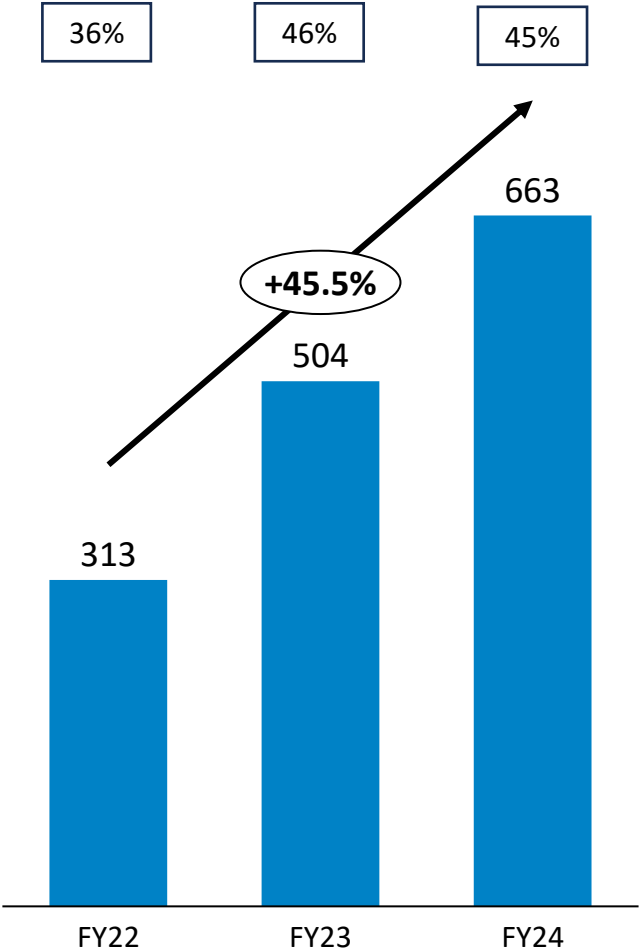


Key Financial Highlights

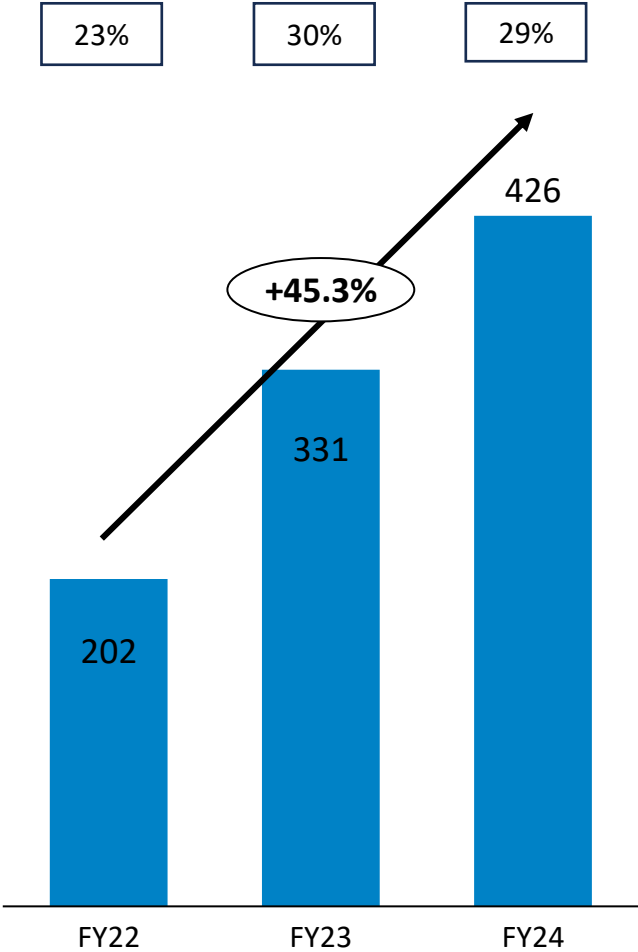
Total Income (₹ Cr)



EBITDA (₹ Cr) & EBITDA Margin

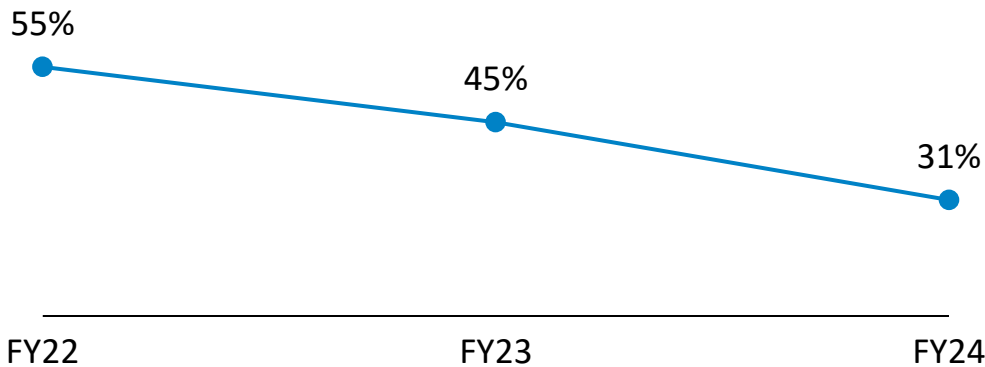


PAT (₹ Cr) & PAT Margin

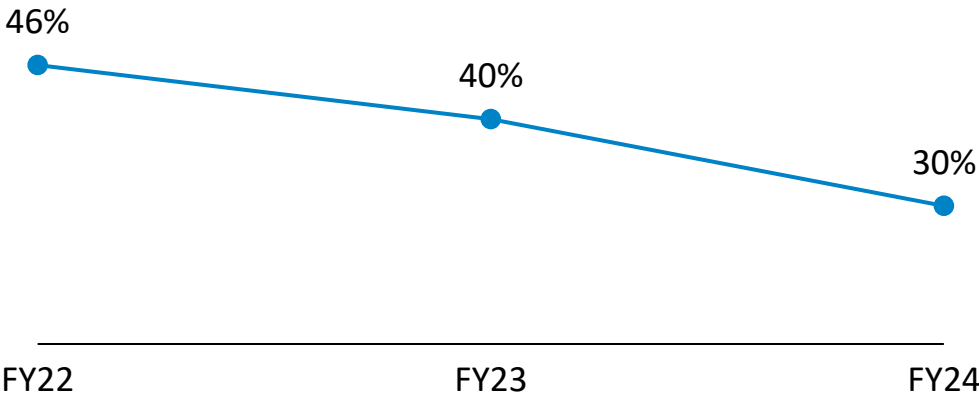


Key Financial Highlights

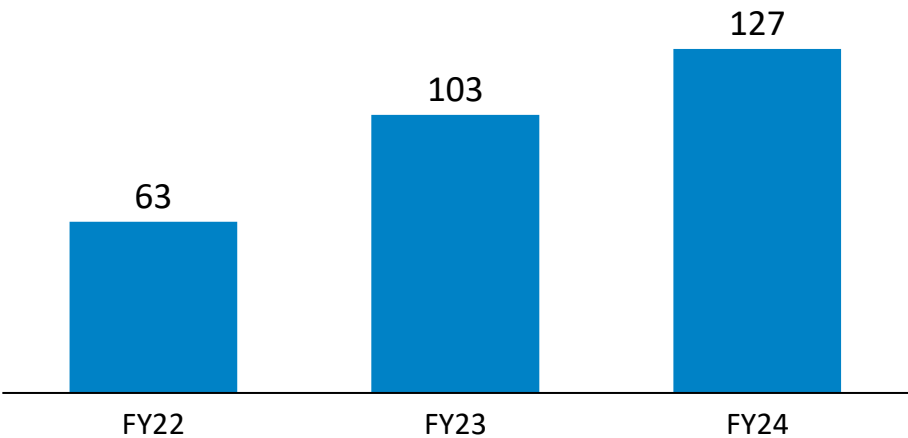
Return on Equity



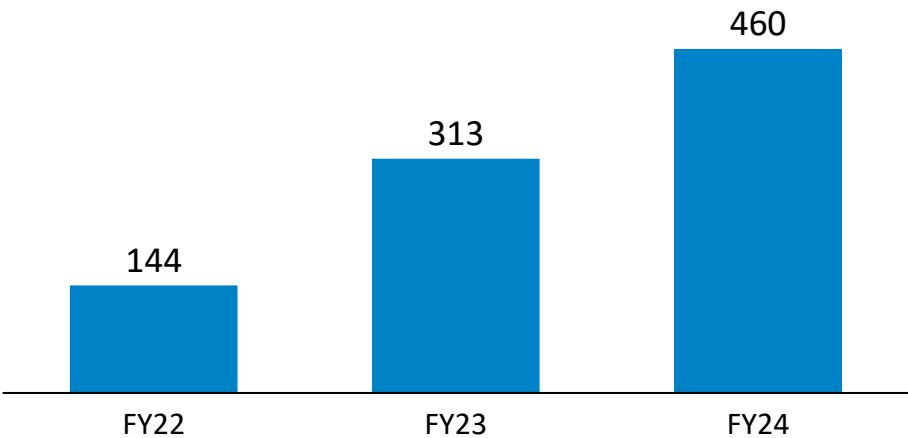
Return on Capital Employed



EPS (Basic) (in ₹)



Book value (in ₹)



Q4 & FY24 Results Highlights

| Particulars (₹ Cr) | Q4 FY24 | Q4 FY23 | Y-O-Y | Q3 FY24 | Q-O-Q | FY24 | FY23 | Y-O-Y |
|---|--------------|--------------|--------------|--------------|--------------|---------------|---------------|--------------|
| Interest Income | 49.3 | 33.0 | | 43.4 | | 162.7 | 104.8 | |
| Fees And Commission Income | 65.8 | 53.7 | | 41.5 | | 204.0 | 260.9 | |
| Net Gain/Loss On Fair Value Changes | 330.7 | 238.7 | | 276.7 | | 1069.3 | 678.7 | |
| Dividend Income | 4.4 | 10.6 | | 7.0 | | 14.8 | 24.7 | |
| Sale of goods | 13.5 | 1.8 | | 2.2 | | 22.6 | 6.9 | |
| Sale of services | 1.7 | 2.9 | | 2.9 | | 9.4 | 12.3 | |
| Total Revenue From Operations | 465.4 | 340.7 | 36.6% | 373.8 | 24.5% | 1482.8 | 1088.2 | 36.3% |
| Other Income | 1.3 | 2.9 | | 1.7 | | 5.9 | 11.5 | |
| Total Income | 466.7 | 343.6 | 35.8% | 375.4 | 24.3% | 1488.7 | 1099.7 | 35.4% |
| Operating Expenses | 119.0 | 100.9 | | 86.3 | | 387.4 | 378.8 | |
| Fees And Commission Expense | 11.8 | 3.3 | | 5.0 | | 22.0 | 7.2 | |
| Impairment On Financial Instruments | 3.6 | 0.7 | | 1.3 | | 6.6 | 1.6 | |
| Employee Benefits Expenses | 113.9 | 53.9 | | 83.3 | | 330.2 | 149.5 | |
| Purchase of Stock-in-Trade | 13.4 | 1.0 | | 2.2 | | 21.3 | 8.1 | |
| Changes in Inventories of Finished Goods | 0.0 | 0.7 | | 2.0 | | 1.0 | -1.0 | |
| Other Expenses | 30.0 | 26.0 | | 11.0 | | 57.5 | 51.3 | |
| Total Expenses | 291.7 | 186.5 | | 191.2 | | 826.0 | 595.6 | |
| EBITDA | 175.0 | 157.1 | 11.4% | 184.2 | -5.0% | 662.7 | 504.1 | 31.5% |
| EBITDA Margin (%) | 37.5% | 45.7% | | 49.1% | | 44.5% | 45.8% | |
| Finance Costs | 29.7 | 15.5 | | 28.2 | | 90.0 | 57.6 | |
| Depreciation, Amortization And Impairment | 4.3 | 3.4 | | 3.8 | | 14.1 | 12.1 | |
| Exceptional Items | 0.0 | 0.0 | | -0.8 | | -0.8 | 1.5 | |
| Profit Before Tax | 141.0 | 138.2 | 2.0% | 151.3 | -6.8% | 557.8 | 435.9 | 28.0% |
| Tax Expense | 25.3 | 31.3 | | 36.2 | | 132.1 | 105.3 | |
| Profit For The Period / Year | 115.7 | 106.9 | 8.3% | 115.1 | 0.6% | 425.8 | 330.7 | 28.8% |
| PAT Margin (%) | 24.8% | 31.1% | | 30.7% | | 28.6% | 30.1% | |
| EPS – Basic (in ₹) | 32.2 | 33.1 | | 35.2 | | 127.1 | 102.3 | |

Balance Sheet

| Particulars (In ₹ Cr) | FY24 | FY23 |
|--|----------------|----------------|
| Liabilities | | |
| Financial Liabilities | | |
| Trade and Other Payables | 359.3 | 349.5 |
| Borrowings | 386.9 | 192.1 |
| Other Financial Liabilities | 327.0 | 261.7 |
| Non-Financial Liabilities | | |
| Current & Deferred Tax Liabilities (Net) | 9.1 | 3.0 |
| Provisions | 9.5 | 5.8 |
| Other Non-financial Liabilities | 15.4 | 8.3 |
| Total Liabilities | 1,107.2 | 820.3 |
| Net Worth | | |
| Non-Controlling Interest | 14.0 | 13.2 |
| Total Liabilities And Equity | 2,868.1 | 1,838.8 |

| Particulars (In ₹ Cr) | FY24 | FY23 |
|---|----------------|----------------|
| Assets | | |
| Financial Assets | | |
| Cash & Cash Equivalents and Other bank Balances | 2,018.5 | 1,403.2 |
| Trade and Other Receivables | 14.2 | 37.8 |
| Loans | 341.6 | 164.6 |
| Investments | 149.1 | 6.1 |
| Other Financial Assets | 232.6 | 139.2 |
| Non-financial Assets | | |
| Fixed Assets | 76.4 | 63.5 |
| Current And Deferred Tax Assets (Net) | 10.2 | 6.2 |
| Other Non-Financial Assets | 25.5 | 18.2 |
| Total Assets | 2,868.1 | 1,838.8 |

Annexures



Management Team



Mr. Parveen Gupta

Chairman and
Managing Director



Mr. Kamlesh Vadilal Shah

Managing
Director



Mr. Sachin Gupta

CEO & Whole
Time Director



Mr. Vijay Vora

Whole
Time Director



Mr. Rajesh Gupta

Director



Mr. Suresh Arora

Whole
Time Director



Mr. Abhinav Gupta

President
Capital Markets & Products



Mr. Kunal Nandwani

Director
Utrade



Mr. Bhavya Arnav

Director
Algowire



Mr. Vijay Rana

CFO



Mr. Vikas Aggarwal

Company Secretary &
Compliance Officer



Mr. Ajay Patel

CEO
Share India Insurance

Recognition For Our Commitment



Top Member by NSE

Awarded on the 25- year completion of the Nifty Index



Awarded as Listed Player at the national level

Grew enormously in the stock market.



Among the Top 10 Brokers in Index Derivatives

Trusted by trading community of derivative traders.



Broker of the Year at NCDEX Commodity

Enhance our standard in the year 2022.



Awarded to Contribute in Commodity Derivatives

Strategic and significant contribution towards our customers.



Strategic and Significant Contribution in the Stock Market

Awarded for the second year in a row

Thank You

COMPANY



Share India Securities Limited
CIN: L67120GJ1994PLC115132
Email: abhinav@shareindia.com

Website: www.shareindia.com

INVESTOR RELATIONS ADVISORS



Orient Capital (a division of Link Group)

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nikunj.jain@linkintime.co.in

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+91 9987123158
viral.sanklecha@linkintime.co.in

