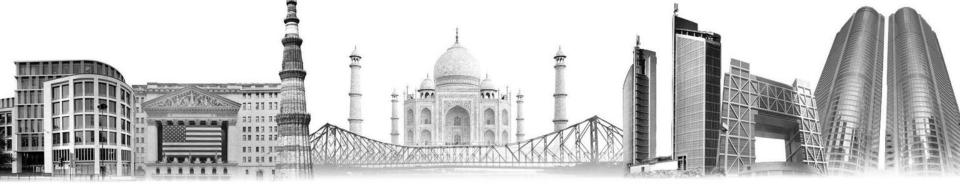




# ANNUAL & QUARTERLY RESULTS PRESENTATION

May 30, 2013



# **OUTLINE**

- 1. Consolidated Financials
- 2. Consolidated Highlights
- 3. Standalone Financials
- 4. Standalone Highlights
- 5. Financial Results
- 6. Overview of Key Subsidiaries
- 7. Appendix



# 1. CONSOLIDATED FINANCIALS





# 1. CONSOLIDATED FINANCIALS: PROFIT AND LOSS STATEMENT



FY - Financial Year April-March

(Rs. Crore)	FY 11*	FY 12*	FY 13
Sales	389	488	740
Other Income	103	150	210
Total Income	492	638	950
Expenses			
Staff	264	247	250
Rent	74	66	70
Other Operating Expenditure	188	197	230
Total Expense	526	510	550
EBIDTA	(34)	128	400
Finance Cost	8	67	98
Depreciation	30	32	33
PBT before profit on sale of investments in associates/exceptional item	(72)	29	269
Profit on sale on investments in associates/exceptional item	(148)	197	0
Reported PBT	(220)	226	269
Tax on profit on sale of investments in associates/exceptional item	(65)	0	0
Tax on Others	43	62	143
Minority Interest and Share of profit of associates	61	101	101
PAT before profit on sale of investments in associates/exceptional item	(54)	67	227
Reported PAT	(137)	67	227

<sup>\*</sup>Previous year/period figures have been regrouped/reclassified, wherever necessary, to conform to current period's presentation



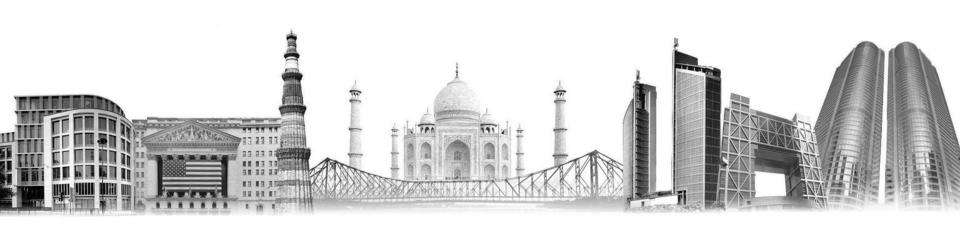
## 1. CONSOLIDATED FINANCIALS:

### **BALANCE SHEET**



(Rs. Crore)	As on Mar 31, 2012 (Audited)	As on Mar 31, 2013 (Audited)	(Rs. Crore)	As on Mar 31, 2012 (Audited)	As on Mar 31, 2013 (Audited)
A. EQUITY AND LIABILITIES			B. ASSETS		
1. Shareholders' Funds:			1. Non-current assets		
a) Share Capital	9	9	a) Fixed assets	505	513
b) Reserves and Surplus	1,677	1,806	b) Goodwill on consolidation	14	13
Sub-total Shareholders' Funds	1,686	1,816	c) Non-current Investments*	522	596
		1.0	d) Long term loans and advances	269	228
2. Minority Interest	15	16	e) Other non-current assets	35	22
3. Non-Current Liabilities			Sub-total Non-current Asset	1,346	1,373
a) Long-term borrowings	1,157	1,233			
b) Deferred tax liabilities (net)	18	27			
c) Other long term liabilities	6	10			
d) Long term provisions	17	24			
Sub-total Non-current Liabilities	1,199	1,294	2. Current Assets, Loans and Advances		
4. Command Link Weign			a) Current Investments*	1,116	1,370
4. Current Liabilities	00		b) Inventories	185	380
a) Short-term borrowings	89	229	c) Trade receivables	72	421
b) Trade Payables	62	115	d) Cash and cash equivalents	668	643
b) Other current liabilities	590	1,183	e) Short-term loans and advances	102	116
c) Short-term provisions	23	34	f) Other current assets	174	384
Sub-total Current Liabilities	764	1,561	Sub-total Current Asset	2,318	3,314
TOTAL EQUITY AND LIABILITIES	3,663	4,687	TOTAL ASSETS	3,663	4,687
			*Includes investment in mutual funds	1,174	1,399
			Aggregate of cash and cash equivalents	1,843	2,042
ww.ftindia.com			and investment in mutual funds		Financi Technolog

# 2. CONSOLIDATED HIGHLIGHTS





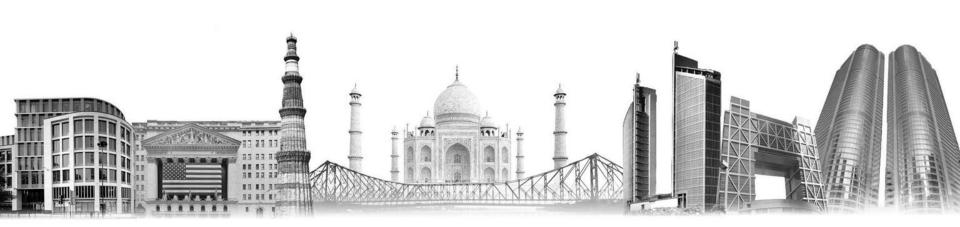
### 2. CONSOLIDATED HIGHLIGHTS



- Consolidated Profit after tax (excluding profit on sale of investment in associates/exceptional) increased from Rs. 67 crore to Rs. 227 crore an increase of 238%
  - Increase of 41% in standalone profit after tax (excluding profit on sale of investment in associates/exceptional) from Rs. 228 crore to Rs. 323 crore
  - Increase of 343% in National Spot Exchange Limited's PAT (subsidiary) from Rs. 29 crore to Rs. 127 crore
  - Increase of 94% in Indian Energy Exchange Limited's PAT (associate) from Rs. 34 crore to Rs. 66 crore
  - Increase of 353% in National Bulk Handling Corporation Limited's PAT (subsidiary) from Rs. 3.2 crore to Rs. 14.5 crore
  - Consolidated EBIDTA (excluding exceptional item & profit from sale of shares) of Rs. 400 crore (PY: Rs. 128 crore ) an increase of 212%
  - Consolidated operating EBITDA margin stood at 42% (PY:20%)
- Share of profits from associates remained flat as ownership in MCX reduced from 31% in 2012 to 26% in 2013
- Total cash losses in all international subsidiaries (BFX, SMX, GBOT, BA, DGCX and FTGIPL) stood at Rs. 215 crore



# 3. STANDALONE FINANCIALS





# 3. STANDALONE FINANCIALS: PROFIT AND LOSS STATEMENT



FY - Financial Year April-March

		FY - Financi			
(Rs. Crore)	FY 11*	FY 12*	FY 13		
Brokerage Solutions	102	101	100		
Exchange Solutions	229	314	340		
Technology Revenue	153	170	108		
AMC	76	144	233		
Total Revenue	331	416	439		
Other Income	133	92	218		
Total Income	464	507	658		
Staff	115	112	124		
Rent	17		-		
Other Operating Expenditure	63	66	65		
Total Expense	195	178	190		
EBIDTA	269	328	468		
Finance cost	1	30	43		
Depreciation	11	17	23		
PBT before sale of investments in associates/exceptonal	257	281	403		
Profit on sale of investment in associates/exceptional	(209)	250	-		
Reported PBT	48	530	403		
Гах	(40)	51	80		
PAT before sale of investment in associates/exceptional	298	229	323		
Reported PAT	89	479	323		

<sup>\*</sup>Previous year/period figures have been regrouped/reclassified, wherever necessary, to conform to current period's presentation





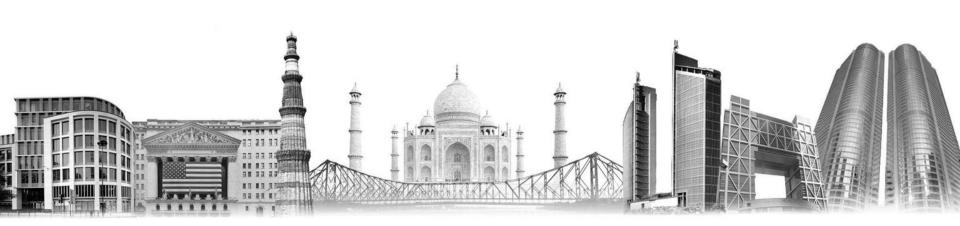
## 3. STANDALONE FINANCIALS:

### **BALANCE SHEET**



(Rs. Crore)	As on Mar 31, 2012 (Audited)	As on Mar 31, 2013 (Audited)	(Rs. Crore)	As on Mar 31, 2012 (Unaudited)	As on Mar 31, 2013 (Audited)
A. EQUITY AND LIABILITIES			B. ASSETS		
1. Shareholders' Funds:			1. Non-current assets		
a) Share Capital	9	9	a) Fixed assets	471	477
b) Reserves and Surplus	2,403	2,668	b) Non-current Investments*	822	895
			d) Long term loans and advances	465	607
Sub-total Shareholders' Funds	2,413	2,677	e) Other non-current assets	13	9
2. Non-Current Liabilities			Sub-total Non-current Assets	1,771	1,988
a) Long-term borrowings	563	598			
b) Deferred tax liabilities (net)	14	24			
c) Other long term liabilities	-	3	2. Current Assets, Loans and Advances		
d) Long term provisions	15	22	a) Current Investments*	916	1,320
			b) Trade receivables	36	83
Sub-total Non-current Liabilities	591	646	c) Cash and cash equivalents	399	86
			d) Short-term loans and advances	75	84
4. Current Liabilities			e) Other current assets	17	30
a) Trade Payables	13	20	Sub-total Current Assets	1,443	1,604
b) Other current liabilities	182	234			
c) Short-term provisions	15	14			
Sub-total Current Liabilities	211	268			
TOTAL EQUITY AND LIABILITIES	3,215	3,591	TOTAL ASSETS	3,215	3,591
			*Includes Investment in mutual funds	1,005	1,383
			Aggregate of cash and cash equivalents	1,404	1,469
ww.ftindia.com			and investment in mutual funds		Financ Technolog

# 4. STANDALONE HIGHLIGHTS





### 4. STANDALONE HIGHLIGHTS



- Standalone PAT (excluding profit on sale of investment in associates/exceptional) increased by 41% to Rs. 323 crore in 2012-13
- Standalone EBIDTA margin stood at 71% (PY: 65%)
- Brokerage solutions (ODIN, STP GATE etc) business remained flat during the year due to market environment remaining muted
- Exchange solutions business reported growth of 8%
  - Technology revenues declined by 57% to Rs. 108 crore due to set-up revenues declining as the exchanges set-up by the company are almost over.
  - AMC revenues increased by 61% to Rs. 232 crore as exchanges set-up by the company became operational. AMC is an annuity business and will continue to accrue for a long period
- Interest income increased on account of higher cash in the books and a better interest rate environment in 2012-13
- Divided income is on account of dividend declared by subsidiaries in 2011-12, received in 2012-13 and dividend from mutual fund investment
- There is minimal exceptional and non-recurring other income in 2012-13 as compared to Rs. 250 crore in 2011-12



### 5. FINANCIAL RESULTS

### AS ON MAR 31, 2013





### Financial Technologies (India) Ltd.

Regd. Office: Doshi Towers, First Floor, 1A & B, No. 156, Periyar EVR Salai, Kilpauk, Chennai - 600010.

### STATEMENT OF CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2013

(₹ In lacs except 'per share' data)

	1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	( In lacs except 'per share' d			
		Year	ended		
	PARTICULARS	31.03.2013	31.03.2012		
		Audited	Audited		
1.	a) Net Sales / Income from Operations	74,029.34	48,798.86		
	b) Other Operating Income	1,163.67	1,324.51		
	Total Income from Operations	75,193.01	50,123.37		
2.	Expenses	000000	191000000		
	a) Changes in inventory of stock-in-trade	5.01	(5.49)		
	b) Purchases of stock-in-trade	56.65	290.48		
	c) Employee benefits expense	25,008.52	24,687.01		
	d) Depreciation and amortisation expense	3,268.15	3,164.04		
	e) Rent	6,957.70	6,588.62		
	f) Other expenses	22,956.69	19,478.41		
	g) Total expenses	58,252.72	54,203.07		
3.	Profit / (Loss) from Operations before Other Income and Finance costs (1-2)	16,940.29	(4,079.70)		
4.	Other Income (net)				
	a) Profit on sale of investments in associates		19,660.61		
	b) Others	19,790.44	13,646.05		
	c) Total Other Income	19,790.44	33,306.66		
5.	Profit before Finance costs (3+4)	36,730.73	29,226.96		
6.	Finance costs	9,799.83	6,717.77		
7.	Profit before tax (5-6)	26,930.90	22,509.19		
8.	Tax expense	14,254.63	6,208.90		
9,	Net Profit for the year (7-8)	12,676.27	16,300.29		
10.	Share of profit of Associates	10,203.65	10,283.12		
11.	Minority Interest	136.04	178.17		
12.	Net Profit after taxes, minority interest and share of profit of associates (9+10-11)	22,743.89	26,405.24		
13.	Paid-up Equity Share Capital (Face Value ₹2/- per share)	921.57	921.57		
14.	Reserves excluding Revaluation Reserves	180,642.84	167,651.35		
15.	Earnings per share (face value of ₹2 per share)				
	a) Basic(₹)	49.36	57.30		
	b) Diluted (₹)	48.42	57.30		

Other Income item 4(b) pertaining to consolidated financials consists of:  $(\exists \ln a)$ 

PARTICULARS	Year ended	
FARTICOLARS	31.03.2013	31.03.2012
a) Foreign exchange (loss) / gain (net)	(615.84)	3,266.05
b) Profit on sale / disposal of other Investment (net)	4,772.83	1,928.91
c) Dividend Income	4,899.09	4,714.04
d) Interest Income	7,358.36	2,183.38
e) Others (net)	3,376.00	1,553.67
	19,790.44	13,646.05

#### PART I

STATEMENT OF STANDALONE UNAUDITED / AUDITED FINANCIAL RESULTS FOR THE QUARTER AND YEAR ENDED MARCH 31, 2013

(₹ In lacs except 'per share' data)

			Quarter ended		Year ended	
	PARTICULARS	31.03.2013	31.12.2012	31.03.2012	31.03.2013	31.03.2012
		Unaudited	Unaudited	Unaudited	Audited	Audited
1.	a) Net Sales / Income from Operations	14,111.27	10,763.71	11,910.20	43,943.19	41,411.97
	b) Other Operating Income	383.67	259.64	277.46	1,146.91	1,142.84
	Total Income from Operations (Net)	14,494.94	11,023.35	12,187.66	45,090.10	42,554.81
2.	Expenses	West control				
	a) Purchases of stock-in-trade	1.38	12.63	75.68	31.83	281.34
	b) Employee benefits expense	3,125.16	2,964.39	3,215.22	12,410.70	11,248.10
	c) Depreciation and amortisation expense	639.55	576.02	523.34	2,253.99	1,730.10
	d) Other expenses	1,702.01	1,723.22	1,930.79	6,514.55	6,309.24
	e) Total expenses	5,468.10	5,276.26	5,745.03	21,211.07	19,568.78
3.	Profit from Operations before Other Income and Finance costs (1-2)	9,026.84	5,747.09	6,442.63	23,879.03	22,986.03
4.	Other Income (net)					
	a) Profit on sale of investments in associates			24,982.12		24,982.12
	b) Others (Refer Note 6)	4,315.63	6,429.82	29.79	20,651.99	8,021.42
	c) Total Other Income	4,315.63	6,429.82	25,011.91	20,651.99	33,003.54
5.	Profit before Finance costs (3+4)	13,342.47	12,176.91	31,454.54	44,531.02	55,989.57
6.	Finance costs	772.29	841.46	1,703.43	4,283.74	3,044.23
7.	Profit before tax (5-6)	12,570.18	11,335.45	29,751.11	40,247.28	52,945.34
8.	Tax expense	3,788.79	2,390.00	1,478.39	7,959.22	5,142.41
9.	Net Profit for the quarter / year (7-8)	8,781.39	8,945.45	28,272.72	32,288.06	47,802.93
10.	Paid-up Equity Share Capital (Face Value ₹2/- per share)	921.57	921.57	921.57	921.57	921.57
11.	Reserves excluding Revaluation Reserves				266,761.81	240,336.90
12.	Earnings per share (face value of ₹2 per share) (not annualised)					
	a) Basic (₹)	19.06	19.41	61.35	70.07	103.74
	b) Diluted (₹)	18.89	19.27	61.35	69.48	103.74

#### PART II

ECT INFORMATION FOR THE QUARTER AND YEAR ENDED MARCH 31, 2013

A. PARTICULARS OF SHAREHOLDING     i) Public shareholding     a) Number of shares     b) Percentage of shareholding		25,050,955 54.37	25,035,955 54.33	25,025,955 54.31	25,050,955 54.37	25,025,955 54.31
ii) Promoters and promoter group shareholding a) Pledged / Encumbered						
- Number of shares		Nil	Nil	Nil	Nil	Nil
<ul> <li>Percentage of shares</li> <li>(as a % of total shareholding of promoters and</li> </ul>	d promoter group)	Nil	Nil	Nil	Nil	Nil
- Percentage of shares (as a % of total share ca	apital of the company)	Nil	Nil	Nil	Nil	Nil
b) Non-encumbered	A 100 100 100 100 100 100 100 100 100 10					
- Number of shares		21,027,582	21,042,582	21,052,582	21,027,582	21,052,582
Percentage of shares     (as a % of total shareholding of promoters and	d promoter group)	100.00	100.00	100.00	100.00	100.00
- Percentage of shares (as a % of total share ca	apital of the company)	45.63	45.67	45.69	45.63	45.69
B. INVESTOR COMPLAINTS						
Pending at the beginning of the quarter		N	il			
Received during the quarter		4				
Disposed of during the quarter		4				
Remaining unresolved at the end of the quarter		N	il			

### 5. FINANCIAL RESULTS

### AS ON MAR 31, 2013



#### CONSOLIDATED SEGMENTWISE REVENUE AND RESULTS

In lace

	PARTICULARS	Year e	ended
	FARTICOLARS	31.03.2013	31.03.2012
1.	Segment Revenue		
	STP Technologies / Solutions	45,040.21	42,933.17
	Exchange Based	18,918.25	9,260.00
	Storage & Allied services	13,090.68	10,812.82
	Others	11,543.45	6,122.69
		88,592.59	69,128.68
	Less: Inter segment revenue	13,399.58	19,005.31
	Net Sales / Income From Operations	75,193.01	50,123.37
2.	Segment Results		
	STP Technologies / Solutions	28,927.66	28,187.65
	Exchange Based	(23,679.58)	(21,224.63)
	Storage & Allied services	4,358.30	845.24
	Others	5,692.95	6,022.24
	Total	15,299.33	13,830.50
	Add / (Less): Eliminations	13,053.25	(4,403.69)
	Net Segment Results	28,352.58	9,426.81
	Less: Finance Cost	9,799.83	6,717.77
	Add : Unallocable Income	20,079.52	33,306.66
	Less: Unallocable Expenses	11,701.37	13,506.51
	Profit before tax	26,930.90	22,509.19

#### Notes

- a. Segments have been identified in accordance with the Accounting Standard (AS 17) 'Segment Reporting' considering the organisation structure and the return / risk profiles of the businesses.
- b. STP Technologies / Solutions segment represents straight through processing solutions and includes an integrated mix of various products, projects and activities incidental thereto. Exchange Based segment represents trading platform for multi assets class like equities, commodity and forex based derivatives etc. Storage and Allied services represents warehousing and collateral management services. Other segment represents trading, procurement, process management, risk consultancy activities, Shared Business Support Services, IT Infrastructure income, NBFC related activities, internet telecommunication services, and Training, Certification & Franchise Fees.
- c. Due to diversified nature of business, significant assets are interchangeably used between segments and the management believes that it is currently not practicable to provide segment disclosure relating to capital employed since a meaningful segregation is not possible.

#### AUDITED CONSOLIDATED AND STANDALONE STATEMENT OF ASSETS AND LIABILITIES

(₹ In lacs)

	PARTICULARS					Consolidated	
			As at 31.03.13	As at 31.03.12	As at 31.03.13	As at 31.03.1	
A.	EQUITY AND LIABILITIES						
1.	Shareholders' Funds:						
	a) Share Capital		921.57	921.57	921.57	921.5	
	b) Reserves and Surplus		266,761.81	240.336.90	180.642.84	167.651.3	
	Sub-total-Share	holders' Funds	267,683.38	241,258.47	181,564.41	168,572.9	
2.	Minority Interest		-	-	1,627.88	1,489.3	
3.	Non-current liabilities						
	a) Long-term borrowings		59,828.23	56,272.15	123,295.04	115,736.5	
	b) Deferred tax liabilities (net)		2,382.88	1,373.33	2,687.15	1,819.1	
	c) Other long term liabilities		276.72	15.15	1,007.07	614.7	
	d) Long term provisions		2,153.50	1,457.17	2,420.85	1,690.3	
	Sub-total-Non-cu	rrent Liabilities	64,641.33	59,117.80	129,410.11	119,860.7	
4.	Current liabilities						
	a) Short-term borrowings			(4)	22,915.32	8,865.8	
	b) Trade payables		2,034.63	1,312.79	11,494.04	6,194.5	
	c) Other current liabilities		23,371.23	18,219.10	118,281.37	59,018.9	
	d) Short-term provisions		1,419.05	1,542.35	3,388.65	2,314.5	
	Sub-total-cu	rrent Liabilities	26,824.91	21,074.24	156,079.38	76,393.8	
	TOTAL EQUITY AN	ND LIABILITIES	359,149.62	321,450.51	468,681.78	366,316.9	
B.	ASSETS						
1.	Non-current assets						
	a) Fixed assets		47,700.43	47.052.42	51,337,27	50.533.0	
	b) Goodwill on consolidation				1,356.18	1,356.1	
	c) Non-current Investments*		89,464.66	82,198.15	59.639.22	52,225.9	
	d) Long-term loans and advances		60,696,63	46.509.24	22,756.62	26,906.6	
	e) Other non-current assets		896.86	1.348.84	2.234.48	3.532.1	
	Sub-total-Nor	n-current Asset	198,758.58	177,108.65	137,323.77	134,554.0	
2.	Current Assets, Loans and Advances				100		
	a) Current investments*		132,042.90	91,605.70	137,012.53	111,624.2	
	b) Inventories			-	38,021.29	18,490.0	
	c) Trade receivables		8,310.47	3.628.93	42.099.50	7.246.1	
	d) Cash and cash equivalents		8,606.20	39,900.83	64,295.68	66,819.7	
	e) Short-term loans and advances		8,440,16	7,540,49	11,563.85	10.220.0	
	f) Other current assets		2,991.31	1,665.91	38,365.16	17,362.7	
		I-current Asset	160,391.04	144,341.86	331,358.01	231,762.9	
	TC	TAL - ASSETS	359,149.62	321,450.51	468,681.78	366,316.9	
					100 000 00	447 400 4	
	*Includes investment in mutual funds		138.324.82	100.484.07	139.856.53	117,438,4	

## 5. FINANCIAL RESULTS AS ON MAR 31, 2013



#### Notes:

- 1. The above financial results have been reviewed and recommended by the Audit Committee and approved by the Board of Directors of the Company at their meetings held on May 30, 2013.
- 2. The Board of Directors have recommended final dividend of \$\frac{\pi}{2}\$/- per equity share of face value \$\frac{\pi}{2}\$/- each (i.e. @ 100%) on equity share capital of the Company subject to the approval of the shareholders at the ensuing Annual General Meeting of the company. During the year, the Company has paid three interim dividends aggregating to \$\frac{\pi}{6}\$/- per share (i.e. 300%). Accordingly, total dividend for the year (subject to final dividend approval by the shareholders) aggregates to \$\frac{\pi}{8}\$/- per equity share i.e. 400% of face value of \$\frac{\pi}{2}\$/- each.
- 3. The Company, as a part of its core business strategy, promotes and invests in new ventures that utilize its technological capabilities and domain expertise towards creating world class enterprises. The investment in each such venture is assessed for its risk and is limited to a pre-determined level and will generate returns after the ventures start ramping up operations in varied time frame depending upon the line of business. The Company, as part of its non-linear business model, endeavor to unlock value by broadning the investor base of its ventures.
- 4. As at March 31, 2013, the Company's investments aggregating ₹49090.30 lacs and debts and other recoverable aggregating ₹49,003.84 lacs in certain subsidiaries and a joint venture company, which presently have accumulated losses, but are expected to be recovered and have their values unlocked in the near future, since these companies are already at various stages of executing their business plans and operations, with expected profitability. Accordingly, a provision for other than temporary diminution in the value of ₹1,737.26 lacs is considered to be adequate.
- 5. During the quarter ended March 31, 2013, the Company has made additional long term investment aggregating ₹3,325.00 lacs in various subsidiaries.

6. Other Income item 4(b) pertaining to standalone financials consists of:

(₹ In lacs)

PARTICULARS	Quarter ended			Year e	Year ended	
TAITICOLAIG	31.03.2013	31.12.2012	31.03.2012	31.03.2013	31.03.2012	
a) Foreign Exchange (loss) / gain (net)	(613.44)	804.38	166.34	85.50	1,763.72	
b) Profit on sale / disposal of other Investments (net)	2,681.43	793.40	763.13	4,697.86	1,909.23	
C) Dividend income	278.31	2,014.03	930.05	8,300.29	5,025.16	
d) Loss on sale / redemption / reduction in the value of Investments in subsidaries	-	-	(2,732.78)	-	(3,882.35)	
e) Interest Income	1,126.99	934.96	614.98	4,193.16	1,957.24	
f) Others (net)	842.34	1,883.05	288.07	3,375.18	1,248.42	
	4,315.63	6,429.82	29.79	20,651.99	8,021.42	

- 7. During the Quarter ended March 31, 2013, the Remuneration & Compensation Committee of the Company has granted 74,350 and 1,12,280 stock options under Employee Stock Option Scheme 2009 and 2010 respectively at a price of ₹807.70.
- 8. The figures of the last quarter are the balancing figures between Audited figures in respect of the full Financial year and the published year to date figures up to the third quarter of the current Financial Year.
- 9. Previous year/period figures have been regrouped / reclassified, wherever necessary, to conform to current period's presentation.

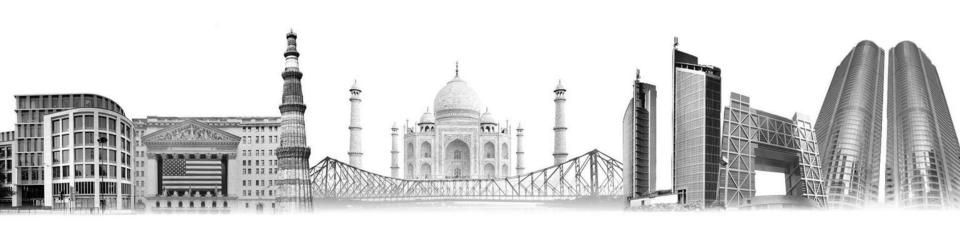
For Financial Technologies (India) Limited

sd/-Dewang Neralla Whole-time Director

Place: Mumbai Date: 30th May, 2013

Corporate Office: FT Tower, CTS No. 256-257, Suren Road, Chakala, Andheri (East), Mumbai - 400 093

# 6. OVERVIEW OF KEY SUBSIDIARY/ASSOCIATE COMPANIES





# 6. SUBSIDIARY/ASSOCIATE COMPANIES: KEY SUBSIDIARIES/ASSOCIATES



NAME	REMARK
MCX	3 <sup>rd</sup> largest commodities future exchange in the world
IEX	No. 1 power exchange in India
NSEL	No. 1 commodities spot exchange in India
SMX (Singapore)	1st pan-Asian commodity & currency derivatives exchange based in Singapore
DGCX (Dubai)	Leading Derivative exchange in the Middle East trading in precious metal, currencies, energy & base metals
GBOT (Mauritius)	1st international multi-asset (commodity and currency) exchange based in Mauritius
BFX (Bahrain)	A pioneering cross-border, multi-asset, international financial exchange in the MENA region trading in derivatives, structured products, Shariah-compliant financial instruments.
Bourse Africa (To be launched)	Africa's spot and derivatives demutualized exchange aimed to offer trading in multi-assets to serve worldwide markets from Africa
NBHC	Leading end-to-end commodity management solutions provider with pan-India presence
TickerPlant	Leading provider of financial information and market data services
atom Technologies	One of India's leading service providers offering secure convenient payment solutions
FTKMC	Consultancy and Advisory Services in commodities and financial markets



# 6. MULTI-COMMODITY EXCHANGE (MCX)

### **ASSOCIATE**

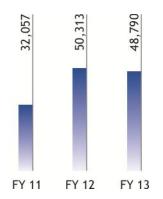


- 3<sup>rd</sup> largest commodity futures exchange globally in terms of number of contracts traded on the exchange\*\*
  - > 1st in silver and gold
  - ➢ 2<sup>nd</sup> in natural gas & copper
  - > 3<sup>rd</sup> in crude oil
- Established over 400,000 terminals (including CTCL and IBT terminals#) and a membership base of over 2,100 as on 31st March 2013
- International Alliances CME, SHFE, LME and others
- Spread over 1,770 cities and towns across India as on 31<sup>st</sup> March 2013

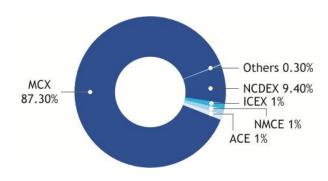
#### SCALABLE TECHNOLOGY PLATFORM

- Fault-tolerant Stratus FTIL Server offers availability time of around 99.999%
- Exchange framework can handle ~10 MN trades per day
  - handled a daily high of 1,867,612 trades on 23<sup>rd</sup> September 2011
- Intrusion Detection & Prevention System
- Offers solutions to over 2,100 members
- 16 approved clearing banks and 101 exchange-designated warehouses help manage daily MTM settlement at in-house clearing house and support physical delivery
- Multiple mediums of connectivity
  - VSATs, VPN, internet, leased lines
  - 400,000+ terminals as at 31st March 2013

### **AVERAGE DAILY TURNOVER (Rs. crore)**



### **DOMESTIC MARKET SHARE\***



www.ftindia.com



<sup>\*</sup>For FV13

<sup>\*\*</sup>Source: Data published for CY 2012 on the websites of exchanges and FIA Annual Volume Survey released in Mar 2013

<sup>#</sup>CTCL - Computer To Computer Link, IBT - Internet Based Terminal (single-sided)

## 6. MULTI-COMMODITY EXCHANGE (MCX) **ASSOCIATE**



### STANDALONE FINANCIALS

Figures including extraordinary items/capital gains on sale of shares

(Rs. Crore)	FY 11	FY 12	FY 13
Total Income	447	629	645
EBIDTA	270	437	436
EBIDTA Margin	60%	70%	68%
PAT	173	286	299
PAT Margin	39%	46%	46%

### MCX: MARKET SHARE IN KEY SEGMENTS FOR FY 13

COMMODITY	MCX MARKET SHARE	PROPORTION MCX's FY 13 TURNOVER
Silver	99.3%	27.5%
Gold	99.3%	25.0%
Crude Oil	97.6%	20.0%
Copper	97.0%	9.7%
Natural Gas	95.6%	4.5%

### PERFORMANCE OF TOP GLOBAL COMMODITY FUTURES EXCHANGES (1)

RANKINGS AMONG TOP DERIVATIVES EXCHANGES - FIA	COMMODITY FUTURES RANKING	COMMODITY FUTURES EXCHANGE	CY 12 Volume (mn)	CY 11 Volume (mn)	% CHANGE
1	1	CME Group (includes CME,CBOT & Nymex)	664.78	677.16	-2%
11	2	Dalian Commodity Exchange (DCE)	633.04	289.05	119%
10#	3	Multi Commodity Exchange (MCX)	388.75	346.19	12%
13	4	Shanghai Futures Exchange (SHFE)	365.33	308.24	19%
14	5	Zhengzhou Commodity Exchange (CZCE)	347.09	406.39	-15%

### **FUTURE GROWTH OPPORTUNITIES\***

Entry of FIIs, banks, MFs, insurance cos.

- Introduction of Indices and options

Introduction of new commodities, including intangibles

\*Subject to regulatory approval

(1) Futures Industry Association ("FIA"), FIA Annual Volume Survey March 2013

# Includes MCX-SX volumes

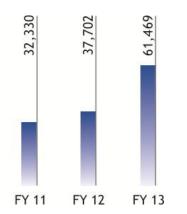
www.ftindia.com

# 6. INDIAN ENERGY EXCHANGE LTD. (IEX) ASSOCIATE

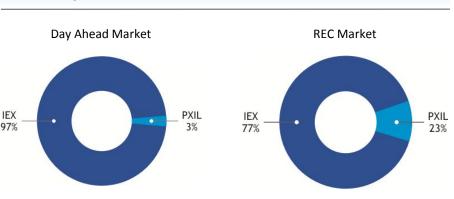


- India's No. 1 power exchange with 97% market share in Day Ahead Market (DAM) and 77% in REC market in FY 13
- Rapidly growing participants on IEX as of 31<sup>st</sup> March 2013
  - ➤ Electricity Segment: Number of members 87, Total Clients 1,900+
  - > REC (Renewable Energy Certificates) Segment: Number of members 13, Total Clients 1,500+
  - > Over 2,600 participation from 27 states and 5 Union Territories includes 1700+ industrial consumers, +550 Private generators including 400+ renewable generators
- IEX records highest ever cleared volume 91,675 MWh for delivery day 24<sup>th</sup> March 2013 IN DAM Segment
- IEX recorded highest ever REC traded in a single trading session 309,892 (March'13 session)
- Highest number of successful portfolios traded on a single day 1,223 on 9<sup>th</sup> March 2013
- Highest number of successful portfolios traded on a single REC trading session- 1,135 (March'13 Session)

### **AVERAGE DAILY VOLUMES MWH#**







Source: Based on volume traded in MWh; as provided in the monthly reports on short-term transactions of electricity by CERC





<sup>\*</sup>FY 13

<sup>#</sup>For Day Ahead Market

# 6. INDIAN ENERGY EXCHANGE LTD. (IEX) ASSOCIATE



### Trading on exchanges expected to grow:

- > Strict UI Implementation
- Retail tariff hike
- > Open Access allowed in more states
- > Introduction of longer duration contracts
- > Strict RPO complaince

### **FINANCIALS**

(Rs. Crore)	FY 11	FY 12	FY 13
Total Income	41.1	70.9	138.5
EBIDTA	26.3	51.7	98.7
EBIDTA Margin	64%	73%	71%
PAT	18.8	34.0	66.1
PAT Margin	46%	48%	48%

### **HIGHLIGHTS**

- Number one in the world in terms of number of registered participants
- The total volume of power traded (% of generation) on exchanges increased from 1.78% in 2011-12 to 2.4% in 2012-13
- Increase in ADV by 62% to 61,327 MwH in 2012-13
- Increase in Open Access Customer by 810 to 1,808
- Increase in market share from 89% in 2011-12 to 97% in 2012-13

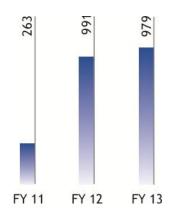


# 6. NATIONAL SPOT EXCHANGE (NSEL) SUBSIDIARY



- India's no.1 spot exchange with 99.78% share for FY 13
- NSEL provides trading platform for spot trading in commodities
- Connecting the producers directly with end users, processors, oil millers etc
- 808 members as on 31<sup>st</sup> March 2013
- NSEL launched trading in Sugarcane
- NSEL has entered into MSP operations in cotton in the state of Andhra Pradesh with NAFED and also with SFAC for MSP operations in Pulses
- National Spot Exchange (NSEL), leader in electronic commodity spot exchange, has been awarded with the 'Golden Peacock-Eco Innovation Award, 2012' for commodity exchange category on 7<sup>th</sup> July 2012 in New Delhi

### **AVERAGE DAILY TURNOVER (Rs. Crore)**



### **NSEL PRESENCE IN INDIA** (16 States)

- Karnataka
- Rajasthan
- Gujarat
- Delhi
- Madhya Pradesh
- Maharashtra
- Andhra Pradesh
- Punjab

- Tamil Nadu
- West Bengal
- Bihar
- Orissa
- Chhattisgarh
- Haryana
- Kerala
- Uttar Pradesh



# 6. NATIONAL SPOT EXCHANGE (NSEL) SUBSIDIARY



### **FINANCIALS**

(Rs. Crore)	FY 11	FY 12	FY 13
Total Income	44.6	85.9	266.9
EBIDTA	12.4	43.8	191.2
EBIDTA Margin	28%	51%	72%
PAT	3.2	28.8	127.4
PAT Margin	7%	34%	48%

### **HIGHLIGHTS**

- During 2012-13 financial year, NSEL total turnover has remained flat. Despite this, the revenues and profit after tax have increased substantially. This is why.
- There has been a product mix shift from trading of lower transaction and deliver charges products towards products that have higher transaction and delivery charges.
- Besides, the transaction and delivery charges were also revised upwards during the year.
- Other income has also increased in similar proportion for the same reason.
- The year also witnessed higher procurement activities.



# 6. NATIONAL BULK HANDLING CORPORATION LTD. (NEHC) SUBSIDIARY

- End-to-end Commodity Management Solutions provider with a pan-India presence
  - > Procurement, Storage & Bulk Handling
  - Collateral Management (CM)
  - Commodity testing, grading and assaying
  - > Commodity care and pest management
  - > Trade Facilitation
- Depository and other related facilities for underlying commodities for the future exchange
- Collateral management services to leading public and private sector banks
- Trade Facilitation services Domestic and International Trade
- The First Indian Warehousing and Commodity Management solution entity with a ISO 22000:2005 certification
- NABL 17025 accredited for Central Laboratory
- GAFTA category F
- ISO 9000:2008 accredited

As on March 31, 2013	
No. of states in which NBHC has provided services	19
Storage capacity (mn MT) (All )	3.76
Storage Area (mn sq.ft) (ALL)	22.54
No. of Storage Facilities (ALL )	1500+
(Leased, Franchisee, Owned)	570
No. of Banks Associated with for Collateral Management	42
CM cumulative funding facilitated (Rs. Crore)	33,100+
In FY 13 Indicative Funding (Rs. Crore)	8,397
QA - Number of commodities with QA expertise	160+
Locations where services offered since inception	900+



# 6. NATIONAL BULK HANDLING CORPORATION LTD. (NBHC) SUBSIDIARY

- Growing commodity futures, Logistics, Retail industry and WRF industry
- Increasing commodity trade on national & global scale
- Corporate entry in commodity spot & futures market
- Growing food demand for PDS, food security and Welfare schemes

### **FINANCIALS**

(Rs. Crore)	FY 11	FY 12	FY 13
Total Income	121.2	123.9	160.0
EBIDTA	20.6	17.9	40.0
EBIDTA Margin	17%	14%	25%
PAT	10.6	3.2	14.5
PAT Margin	9%	3%	9%



# 6. SUBSIDIARY/ASSOCIATE COMPANIES:

### OTHER EXCHANGES





(www.bfx.bh)

### Bahrain Financial Exchange (BFX)

- A pioneering multi-asset international financial exchange based in the Kingdom of Bahrain.
- Internationally accessible to trade cash instruments, derivatives, structured products, Shariah-compliant financial instruments.
- The trading volume on the BFX markets increased at a compounded monthly growth rate of 71% per month with the cumulative (single-side) trading turnover crossing the USD 68 billion mark on the 31st March 2013.
- The average daily turnover for Q4 FY 13 is USD 514 mn a 127% increase over previous quarter
- Average daily turnover of USD 264 mn in FY 13 and average daily volume of 25,534 contracts



(www.smx.com.sg)

### Singapore Mercantile Exchange (SMX)

- Products: Precious Metals, Base Metals, Energy, Currency Pairs, Agricultural Commodities, Indices
- Clearing Members on the exchange# Newedge, Ong First Tradition, Morgan Stanley, UOB Bullion & Futures, ICICI Bank, Citigroup, Philip Futures etc.
- Over 50 Trade members on the exchange# Total Global Steel, Glencore, Vitol, Transmarket etc.
- Partnerships & MOUs Taiwan Futures Exchange, Tokyo Commodities Exchange (TOCOM), ORC, RTS, Online Trading Academy, BCEC, AFET
- Negotiated Trade facility launched across all products in Jan 2013
- Launched E-Silver Futures Contract on 07<sup>th</sup> March 2013
- Average daily turnover of USD 200 mn in FY 13 and Average daily volume of 5,614 contracts



# 6. SUBSIDIARY/ASSOCIATE COMPANIES:

### OTHER EXCHANGES





(www.dgcx.ae)

### **Dubai Gold & Commodity Exchange (DGCX)**

An initiative in partnership with Dubai Multi-Commodities Centre (Dubai Govt.) with FTIL and MCX

- Leading Derivative exchange in the Middle East trading in precious metal, currencies, energy & base metals
- DGCX went live with new trading platform, the EOS Trader Platform on 12<sup>th</sup> March 2013
- DGCX signed a licensing agreement with MSCI, to create a futures contract based on the MSCI India Index
- DGCX Q4 FY 13 volumes were up by 12% compared to same quarter last year. The Average daily turnover for Q4 FY 13 is USD 2 bn
- Average Daily Turnover for FY 13 is USD 1.7 bn, an increase of 108% over FY12 daily average. The highest daily turnover recorded was USD 3.3 bn during the year



(www.gbot.mu)

### **Global Board of Trade Limited (GBOT)**

- Multi-asset exchange based in Mauritius, commenced operations in Oct 2010
- Products traded Commodity futures & CFDs; Currency futures & CFDs
- GBOT is the 1<sup>st</sup> exchange in Africa to launch CFDs
- GBOT signed an MOU with University of Technology, Mauritius to impart financial market education
- First exchange in the world offering two African currencies USD/MUR and ZAR/USD
- Conducted over 50 GBOT EDGE Workshops on 'Art of trading & Investment' in Mauritius
- GBOT recorded highest daily turnover of USD 13.97 mn in FY12-13



(www.bourseafrica.com)

### **Bourse Africa Limited**

- Spot and derivatives demutualized exchange aimed to offer trading in multi-assets to serve worldwide markets from Africa, yet to be launched
- Asset class commodities and currencies
- BA will act on a hub-and-spoke model, a network of linked exchanges with Botswana as the technology and regulatory hub



## 6. SUBSIDIARY/ASSOCIATE COMPANIES:

### **ECO-SYSTEM VENTURES**





### atom Technologies Limited

- One of India's leading service providers offering secure convenient payment solutions (IVR/Mobile Application/Internet)
- Products & Services:
  - M-Commerce: Mobile / Telephone based payment solutions involving either IVR or mobile applications
  - > E-Commerce: Internet-based payment service focused on broking space and other key merchants Edelweiss Comtrade, Reliance Securities\*
- Tie-ups with 1000+ merchants, 250+ brokers, 35+ banks and 3+ telecom operators

\*Partial list



#### **TickerPlant Limited**

- Leading provider of financial information and market data services
- Includes real-time data on asset classes such as equities, commodities, forex, money markets and fixed income
- Entered into agreements with leading domestic and international exchanges as well as leading international data vendors and content providers
- Prominent & reputed clients across categories:
  - Financial Institutions (Public, Private, MNC Banks) Corporate Groups
  - Brokerage Houses Media Houses Export houses
  - > Insurance Companies Asset Management Companies Mutual Fund Houses & HNIs

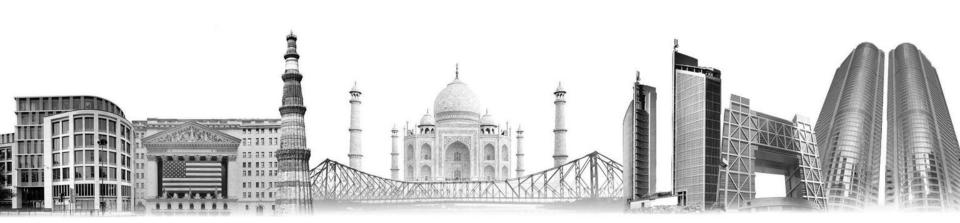


### Financial Technologies Knowledge Management Company Limited

- Leading provider of solutions and services in the realm of financial sector knowledge
- Knowledge centre led by a team of researchers, analysts, and faculty with expertise in their domain
- Consultancy and Advisory Services in commodities and financial markets
- FTKMC has successfully conducted nationwide programmes providing research, training and consultancy services in promotion of market development in major segments such as commodity and currency futures



# 7. APPENDIX





### 7. BUSINESS OVERVIEW



### **MULTI-ASSET CLASS EXCHANGES**

SOLUTIONS









### INDIA

Commodity Derivatives

Trade with Trust



National Spot Exchange Electronic Spot Market

Commodity

Spot

Equity, Equity Derivatives + **Currency Derivatives** + Fixed Income

**Energy Spot** 





#### INTERNATIONAL

Multi-asset: Commodities & Other Derivatives





Singapore

Mauritius





Bahrain

Botswana



Dubai

## Financial Technologies

### **BROKERAGE SOLUTIONS**









### **ECOSYSTEM VENTURES**

#### **COMMODITY & COLLATERAL MANAGEMENT**



### **PAYMENTS PROCESSING**



### INFORMATION DIGITAL **BROADCASTING**



#### **KNOWLEDGE TRAINING**





### 7. ANNUITY BASED REVENUE MODEL



### **EXCHANGE BUSINESS**

### **Revenue Drivers**

- Transaction Fees
- Membership Fees

### **Customers**

- Exchanges Members
- Banks



### **TECHNOLOGY BUSINESS**

### **Revenue Drivers**

- Licensing Fees
- AMC Fees

#### Customers

- Exchanges
- Brokerage Houses
- DPs, Funds, AMCs

### **ECOSYSTEM BUSINESS**

### **Revenue Drivers**

- Warehouse Receipt
- Storage & Allied Service
- Collateral Management
- Trade facilitation

#### Customers

- Banks
- Farmers/Traders
- Central Government Institutions

### **GROUP REVENUE DRIVERS**

Technology Revenue

Exchange Revenue

Ecosystem Revenue

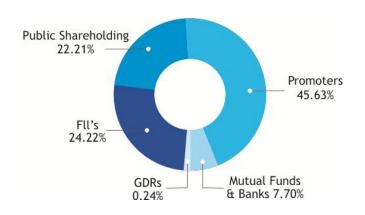
Income from investments



## 7. EQUITY DETAILS



### **SHAREHOLDING PATTERN\***



BLOOMBERG/REUTERS TICKER	FTECH:IN/FITE.BO
Face Value (Rs.)	2
No. of shares outstanding (Crore)	4.61
Closing Price (Rs./share)# (NSE)	840.50
Market Cap (Rs. Crore)#	3872.90

### **MAJOR SHAREHOLDERS\***

Blackstone GPV Capital Partners Limited

Reliance Mutual Fund

Acacia Partners, LP

CVC Rosehill Limited

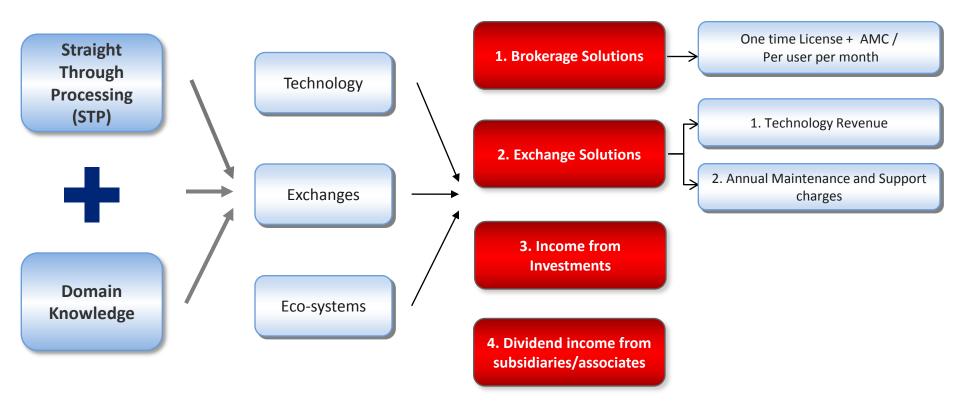
FID Funds Mauritius Limited

\*All data as per Mar 31, 2013 \*All data as per May 30, 2013



## 7. REVENUE MODEL – STANDALONE









# Thank You.

### **Investor Relations Contact**

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Prashant.desai@ftindia.com

