



BSE - CONFIDENTIAL

BSE Limited

Investor Presentation – November 2021

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1. About BSE



2. Business



3. Key Growth Drivers & Other Initiatives



4. Financial Highlights & Investor Information

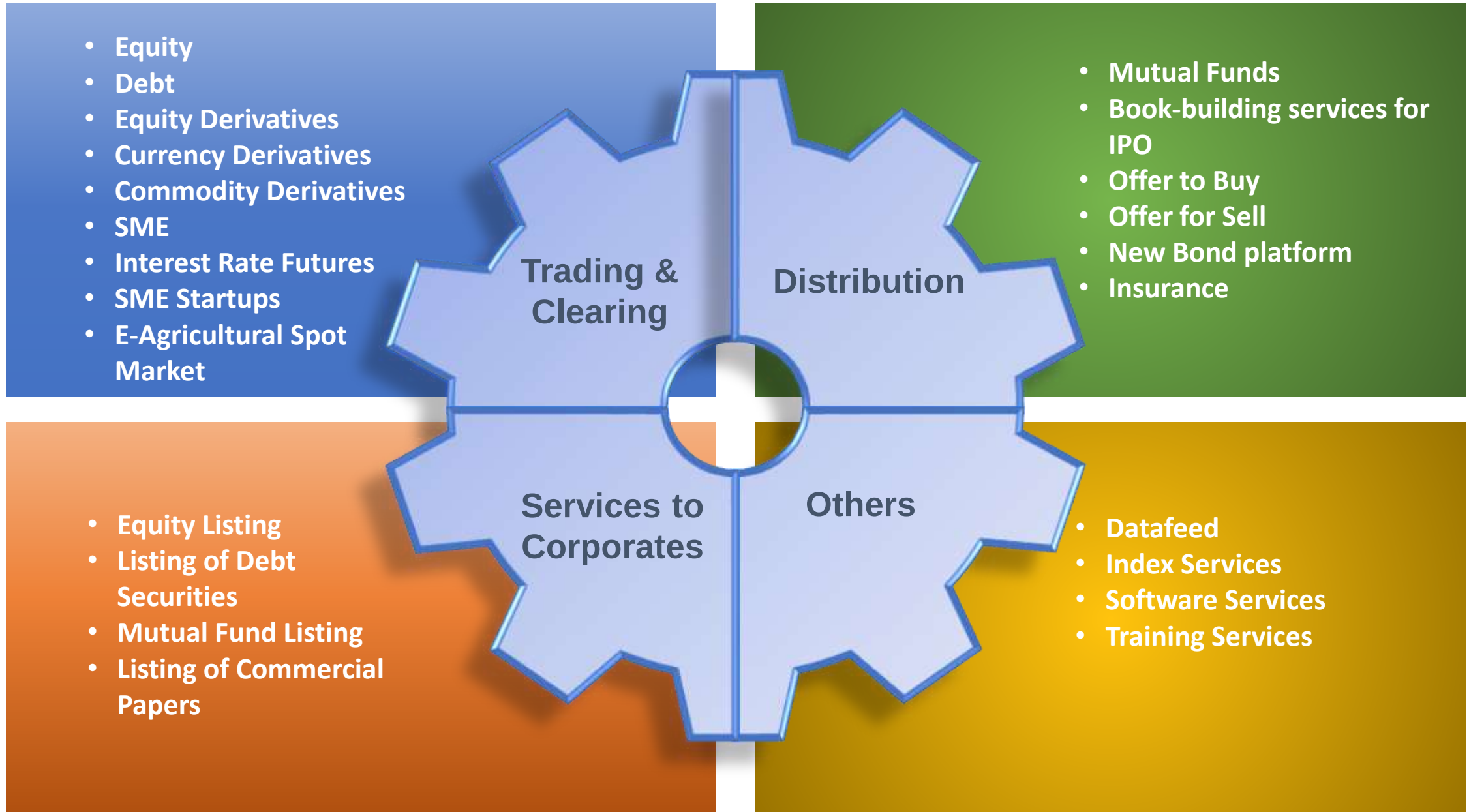
Board Of Directors

Name	Bio	Name	Bio
 Justice Vikramajit Sen Chairman and Public Interest Director On BSE Board since 2016	❖ Former Judge, Supreme Court of India ❖ Chairperson of the Broadcasting Content Complaints Council (BCCC)	 Shri Ashishkumar Chauhan Managing Director & CEO On BSE Board since 2012	❖ Previously, Group Chief Information Officer, Reliance Industries Limited ❖ Chairperson of the Board of Governors of National Institute of Technology, Manipur
 Shri Sumit Bose Public Interest Director On BSE Board since 2016	❖ Joined the Indian Administrative Service in 1976 and allotted to the Madhya Pradesh Cadre. ❖ Chairman, Expert Committee on working of Cantonment Boards set up by Ministry of Defence in January 2018 (work underway)	 Shri S. S. Mundra Public Interest Director On BSE Board since 2018	❖ Former Deputy Governor, Reserve Bank of India ❖ Former Chairman & Managing Director of Bank of Baroda
 Shri David Wright Public Interest Director On BSE Board since 2018	❖ Former General Secretary of IOSCO (2012-2016), former Deputy Director-General for Securities and Financial Markets at the EU Commission. ❖ From March 2000 – October 2010 he was first Director, then Deputy Director-General for securities and financial markets	 Shri Umakant Jayaram Public Interest Director On BSE Board since 2019	❖ 28 years Cross functional experience in Global Investment Banking, Finance Planning & Analysis, Risk Consulting / Business transformation
 Sushri Jayshree Vyas Public Interest Director On BSE Board since 2019	❖ Former Managing Director, Shree Mahila Sewa Sahakari Bank, Ahmedabad ❖ In the year 2001, financial literacy programme was introduced in Sewa Bank, first of its kind in India – at initiative of Ms. Jayshree Vyas	 Shri T. C. Suseel Kumar Shareholder Director On BSE Board since 2020	❖ Managing Director of Life Insurance Corporation of India since March 2019 ❖ Played a key role in redefining the business proposition of the Corporation that earned the LIC 'Best Life Insurer Award' by many leading agencies during the year 19-20

Management Team

Name	Bio	Name	Bio
 Shri Ashishkumar Chauhan Managing Director & CEO <i>With BSE since 2009</i>	■ B Tech in Mechanical Engineering from IIT Bombay and a PGDM from IIM Kolkata ■ He is one of the founders of India's National Stock Exchange ("NSE") where he worked from 1992 to 2000. He is best known as the father of modern financial derivatives in India due to his work at NSE ■ Represents BSE as the Chairman on the Executive Board of the South Asian Federation of Exchanges ■ Previously, Group Chief information officer, Reliance Group	 Shri Nayan Mehta Chief Financial Officer <i>With BSE since 2012</i>	■ Having experience of over 29 years, he has earlier worked at Credit Analysis & Research Ltd. as Joint General Manager (Accounts), as CFO at Multi Commodity Exchange of India Limited. He has also worked at the National Stock Exchange ("NSE") ■ He represents BSE on the Boards of group and associate companies of BSE
 Shri Kersi Tavadia Chief Information Officer <i>With BSE since 2010</i>	■ Prior to joining BSE, employed with Log-in Utility and InvestSmart Financial Services Limited ■ 31 years of experience in the area of Application Systems/ IT Infrastructure development and management, managing all aspects of IT operations in Financial Services, Capital markets and manufacturing companies. He has played a leading role in transforming BSE into the fastest exchange in the country	 Shri Neeraj Kulshrestha Chief Regulatory Officer <i>With BSE since 2015</i>	■ Prior to BSE he was an Executive Director in Morgan Stanley India for 10 years. He was earlier with National Stock Exchange and has managed various functions like Trading Operations, Inspection and Investigation, Futures and Options Clearing and Trading. He was also the CEO of India Index Services Ltd. and Dotex International Ltd ■ 28 year experience in Capital markets, which includes Securities Markets and General Insurance
 Shri Sameer Patil Chief Business Officer <i>With BSE since 2015</i>	■ He is instrumental in setting up and responsible for Business Development of INDIA INX at GIFT CITY IFSC ■ He has about 22 years' of experience in financial sectors like Commodities, Currency Derivatives, Indices etc and has experience in Trading, Hedging Strategies, Product Designing and Business Development	 Shri Girish Joshi Chief Trading Operations and Listing Sales <i>With BSE since 2010</i>	■ He has worked with ICICI Bank Group for 10 years. At ICICI Bank Group he worked in various areas like ICICIDirect.com, Treasury Mid Office and in the area of Regulatory Reporting and Monitoring at CFO office of the Bank ■ He was also one of the earliest core team members who were involved in the set-up of National Stock Exchange ("NSE"). During 7 years at NSE he worked in Wholesale Debt Market and post trade functions

Diversified Lines of Business





1. About BSE



2. Business



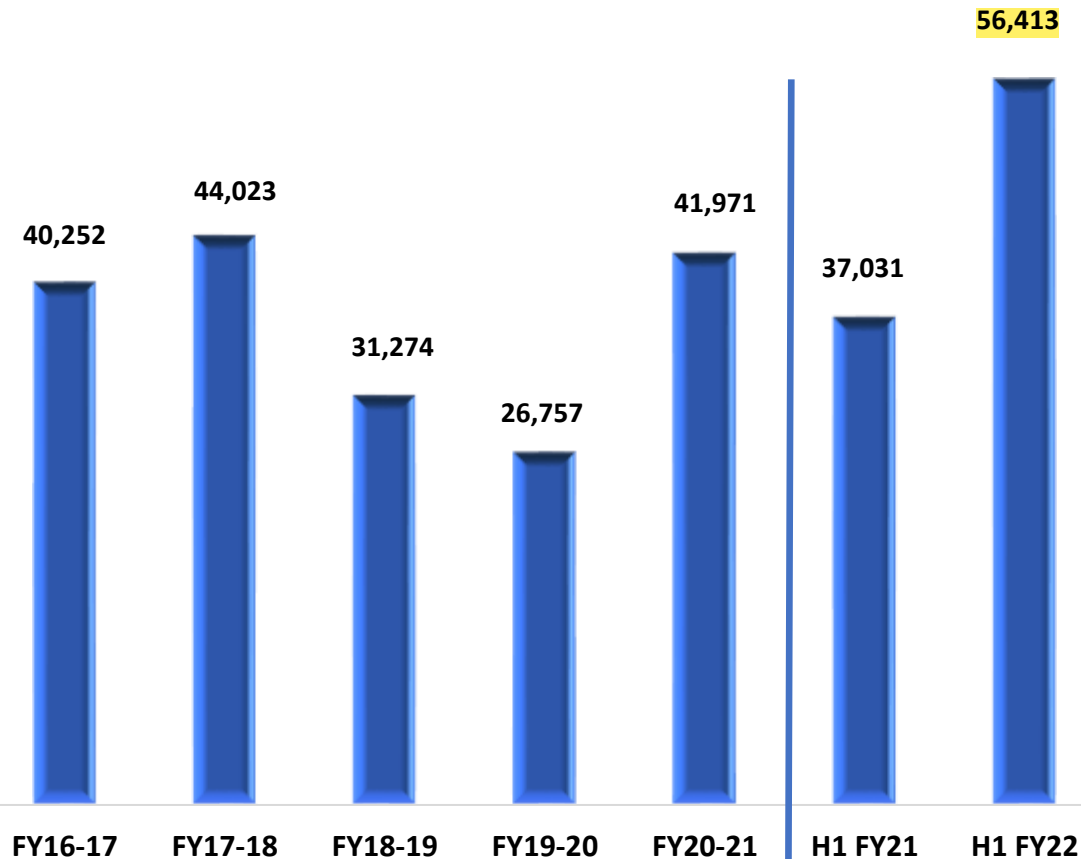
3. Key Growth Drivers & Other Initiatives



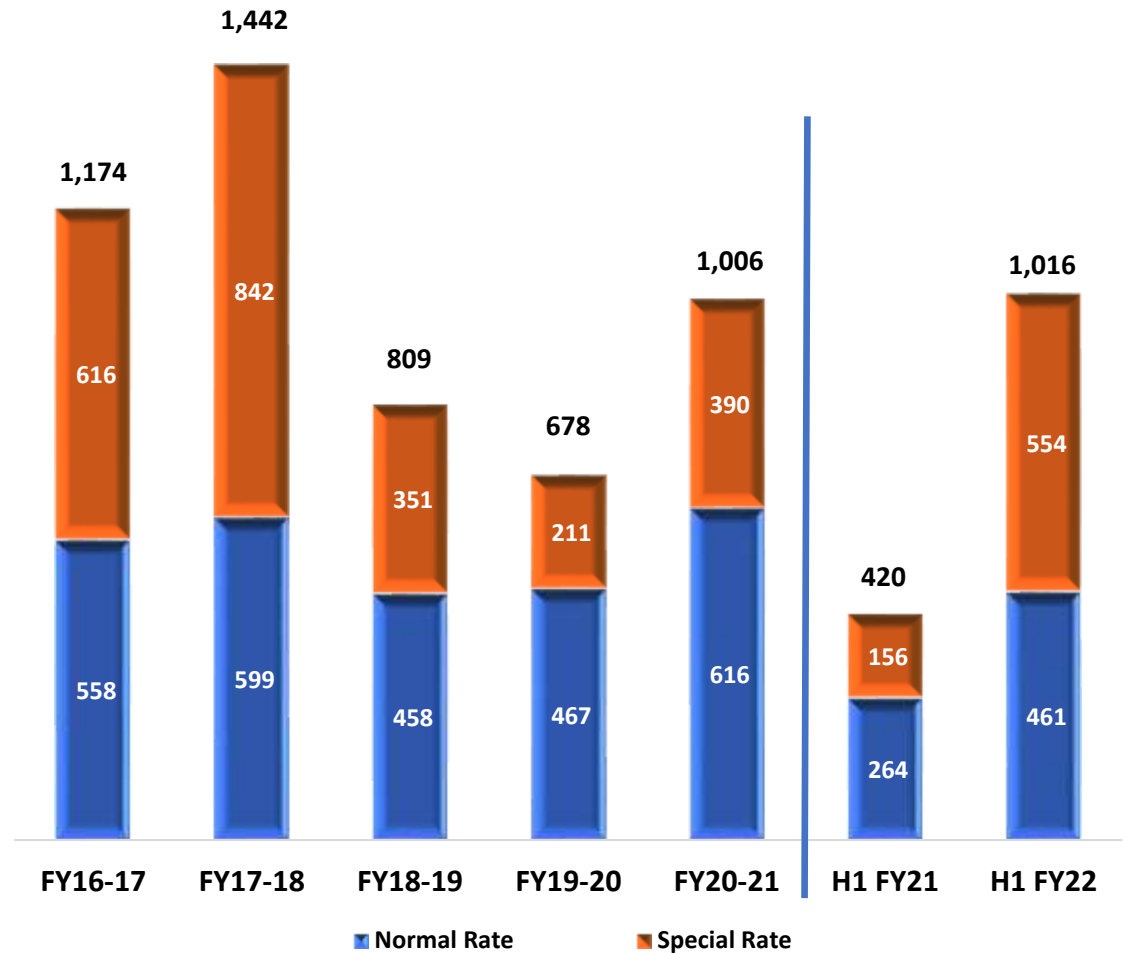
4. Financial Highlights & Investor Information

Equity Cash - Performance

Average Daily Turnover (₹ million)



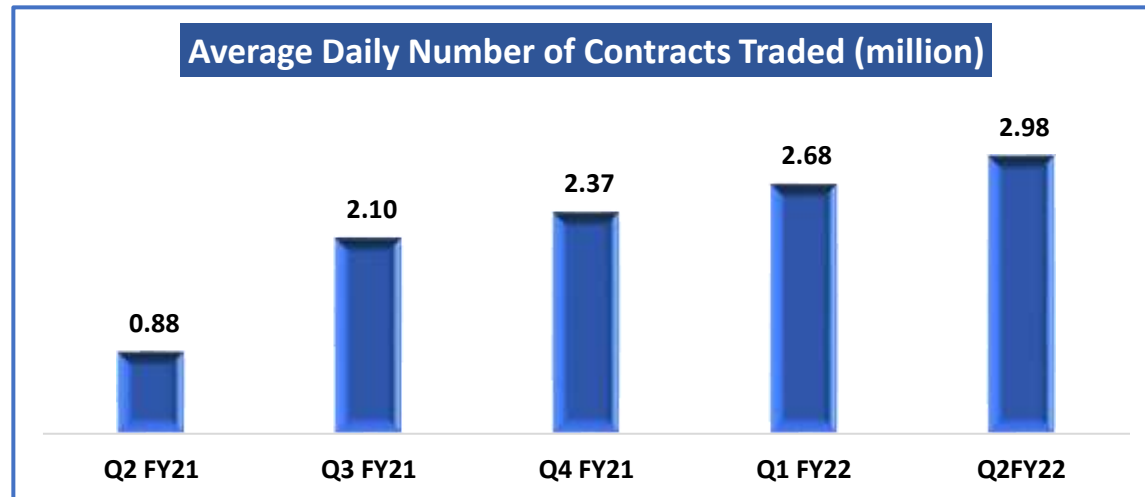
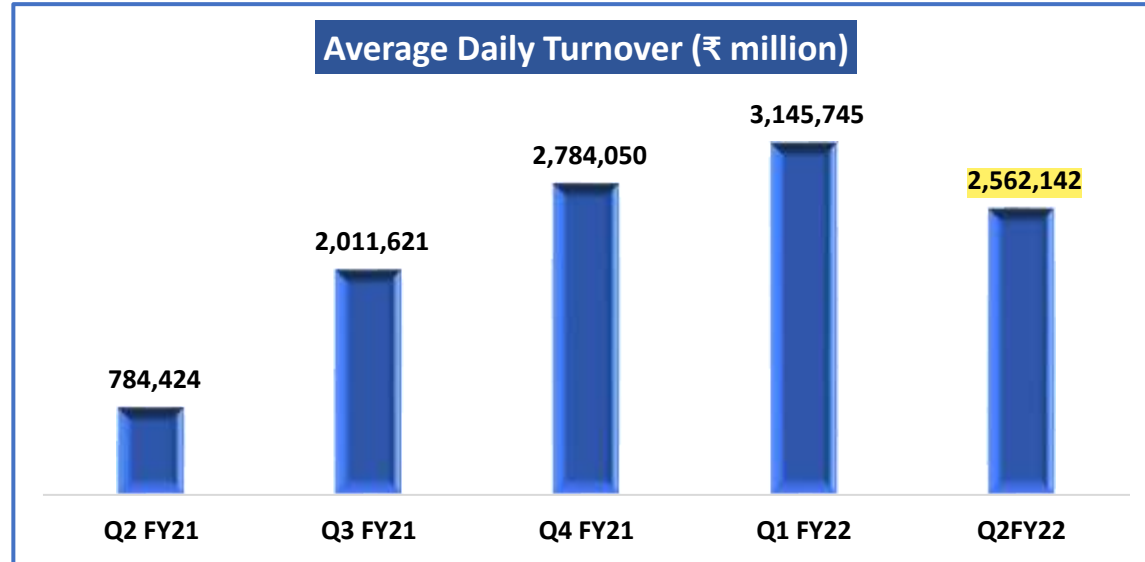
Transaction Charges Income (₹ million)



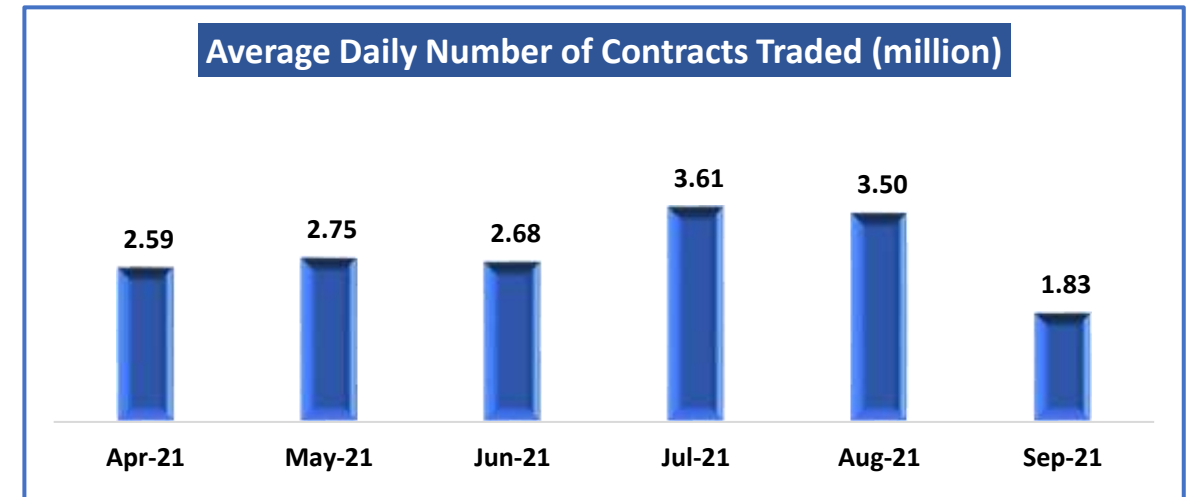
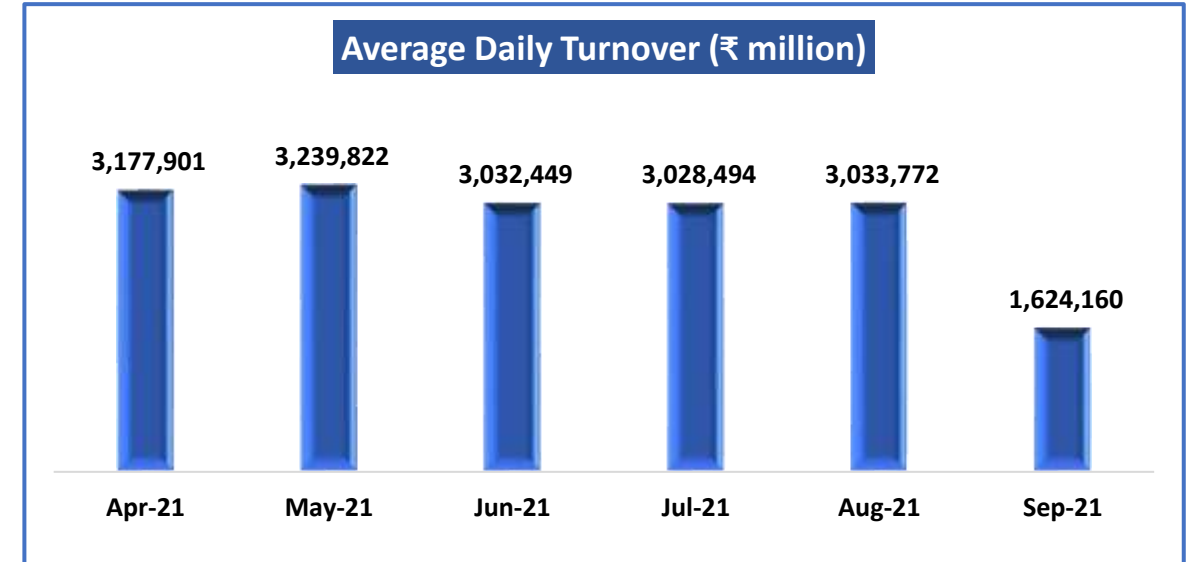
Transaction charges revised upwards with effect from March 1, 2021

Equity Derivatives - Performance

Last 5 quarters performance



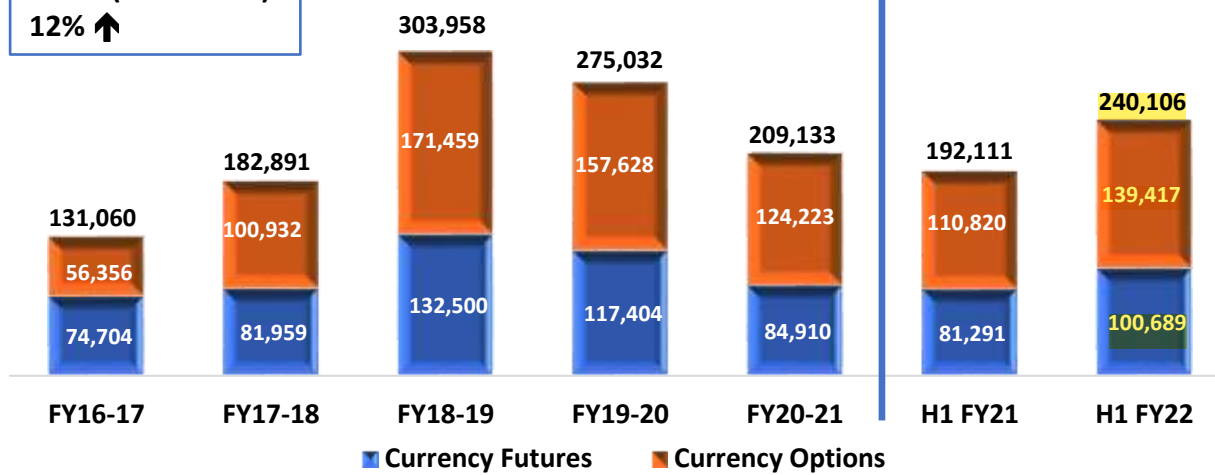
Last 6 month performance



Currency Derivatives – Performance

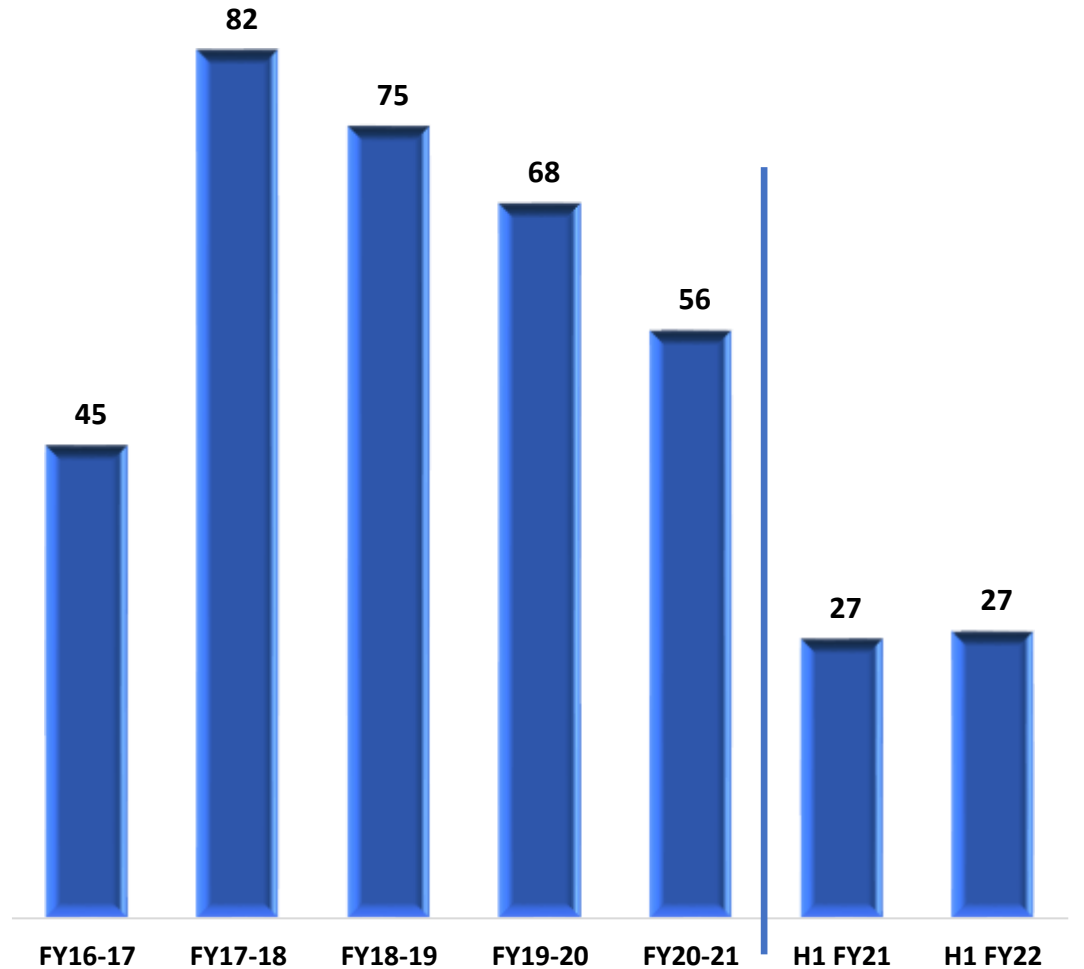
Average Daily Turnover (₹ million)

CAGR (2017-2021)
12% ↑



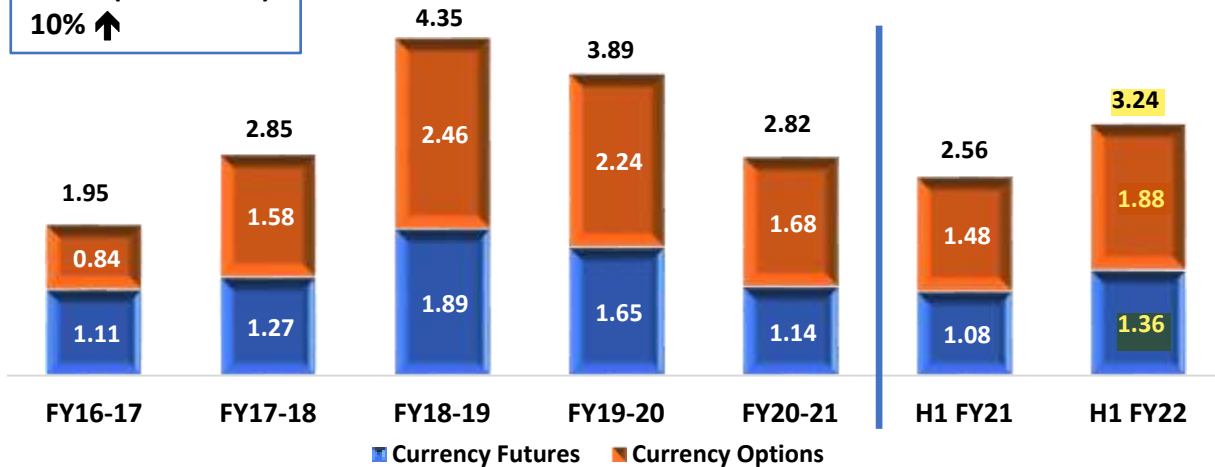
Transaction Charges Income (₹ million)

CAGR (2017-2021)
6% ↑



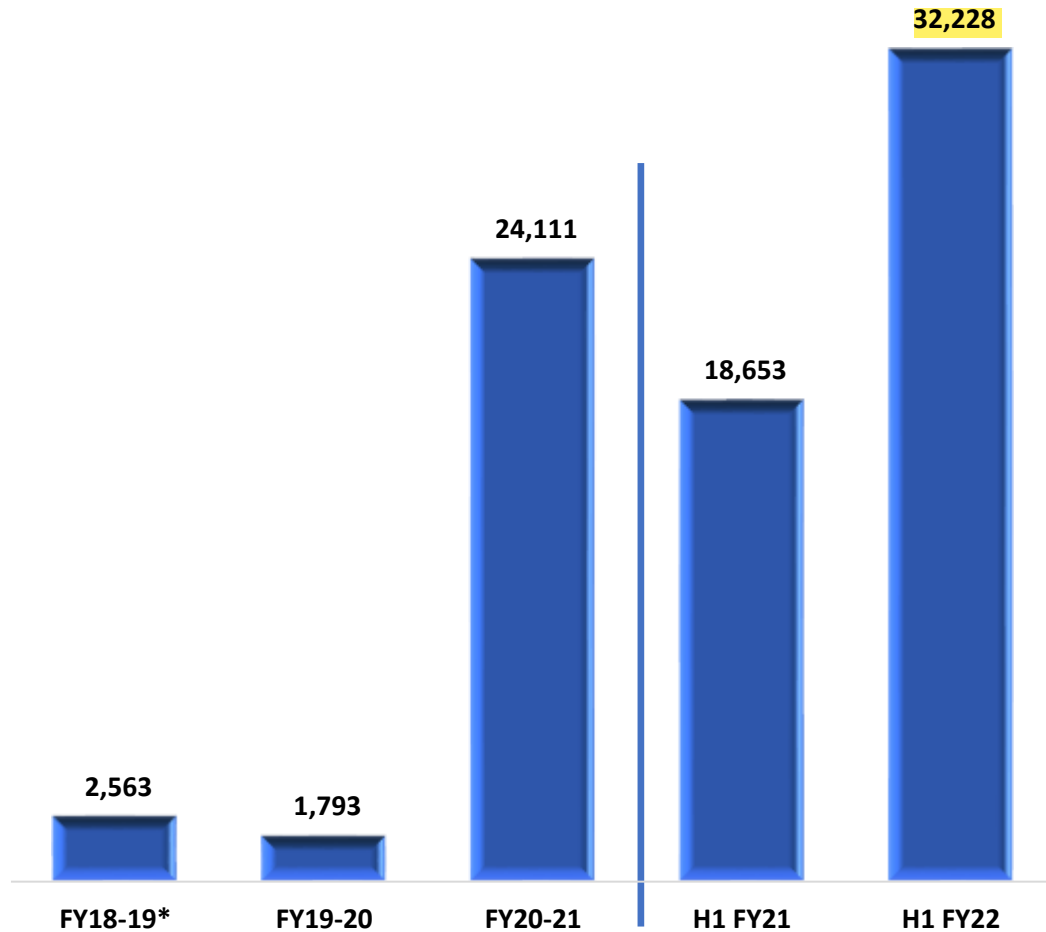
Average Daily Number of Contracts Traded (million)

CAGR (2017-2021)
10% ↑



Commodity Derivatives – Performance

Average Daily Turnover (₹ million)



* FY18-19 includes data from the date of launch i.e. Oct 1, 2018

Second Largest Commodity Derivatives Exchange in India

Launched Steel Billets futures contract on July 21, 2021

180 MT delivered on exchange platform in Raipur

First exchange to launch Options in Goods contract in Gold Mini and Silver kg
 First exchange in India which has seen deliveries in both LBMA & BIS Standard Delivery

Launched world's only Almond Future Contracts on June 22, 2020

2,28,000 kgs of Almond in Shell delivered on exchange platform

Market share (For Q2 FY22) :

Options on Goods contract - 98%

Gold Mini contract - 77%

BSE E- Agricultural Markets Limited (BEAM) – Introduction

Launched BSE E-Agricultural Markets Ltd. (BEAM), an electronic spot platform for agriculture commodities on December 11, 2020

Products include:

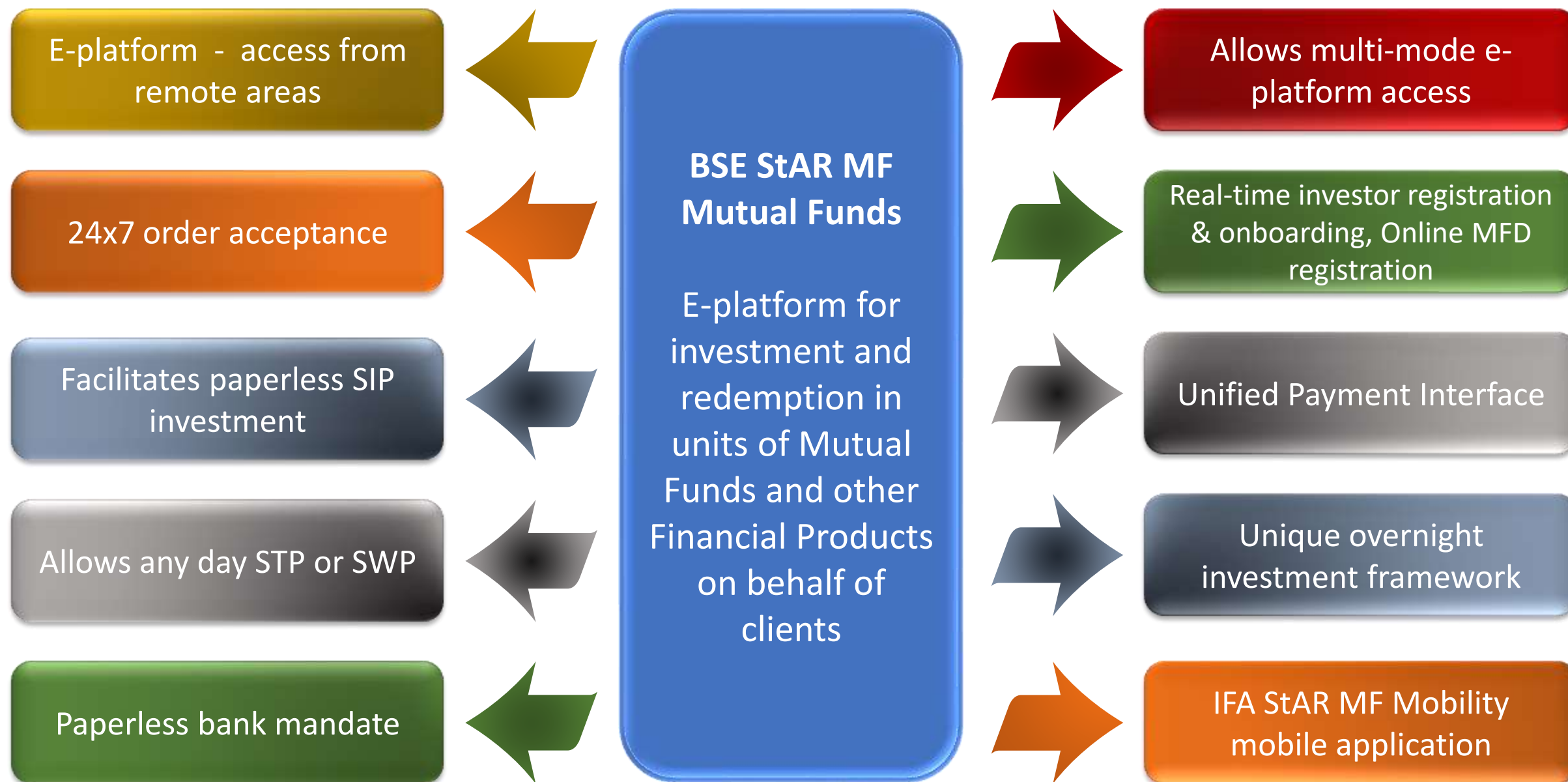
Cereals and Pulses, Oil and Oilseeds, Fibres, Sugar, Dry fruits, Spices and Condiments, Dairy and Dairy products



MoUs and Agreements with Government and Government enterprises, Farmer Producer Organizations, Corporate having interest in Commodities, Farmers and FPOs

MoU signed with SUFI for creating Steel e-Spot Market

BSE StAR Mutual Fund Platform – Introduction

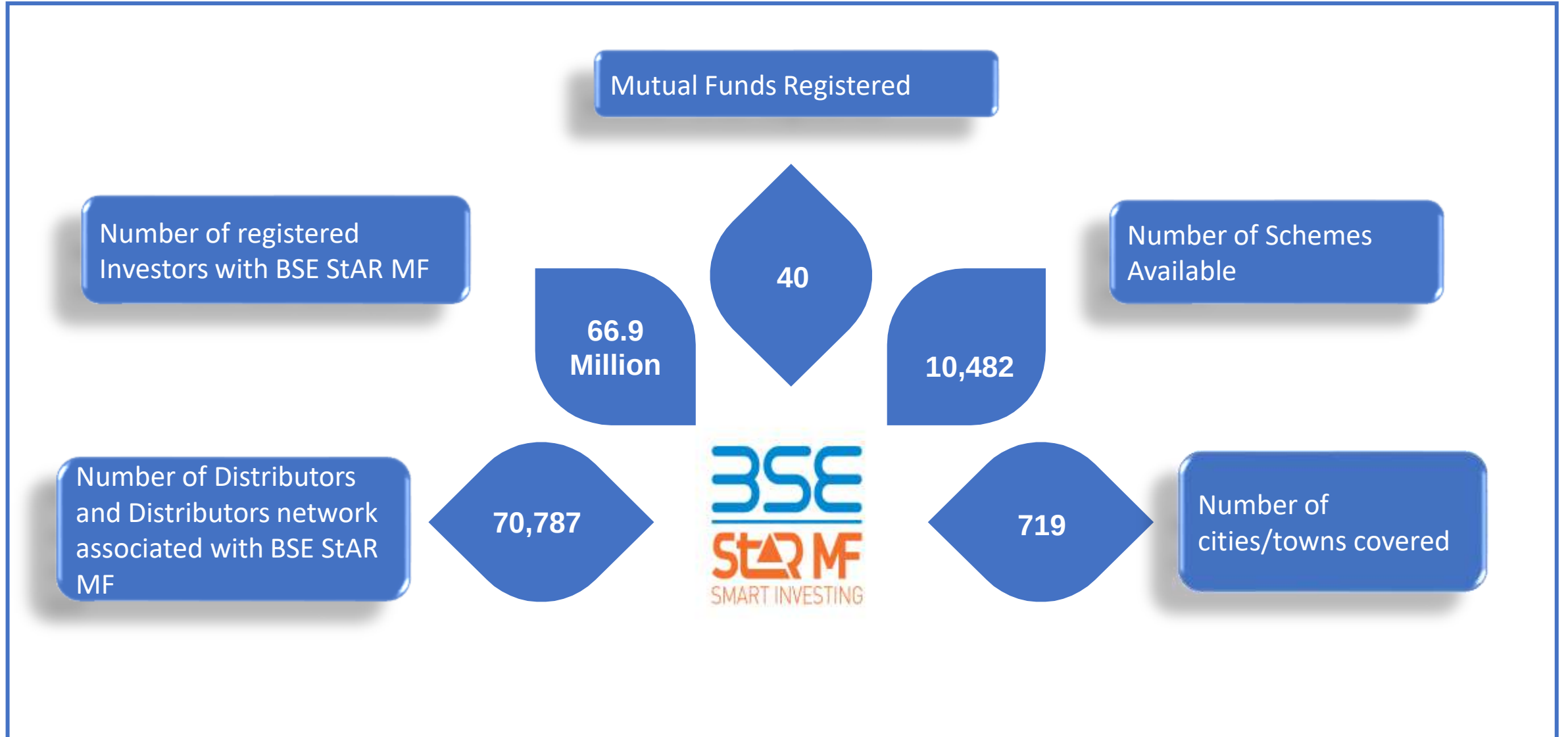


BSE StAR Mutual Fund Plus – Value Drivers



StAR MF Plus - a premium platform for Distributors and Advisors

BSE StAR Mutual Fund Platform – Pan-India Reach & Coverage

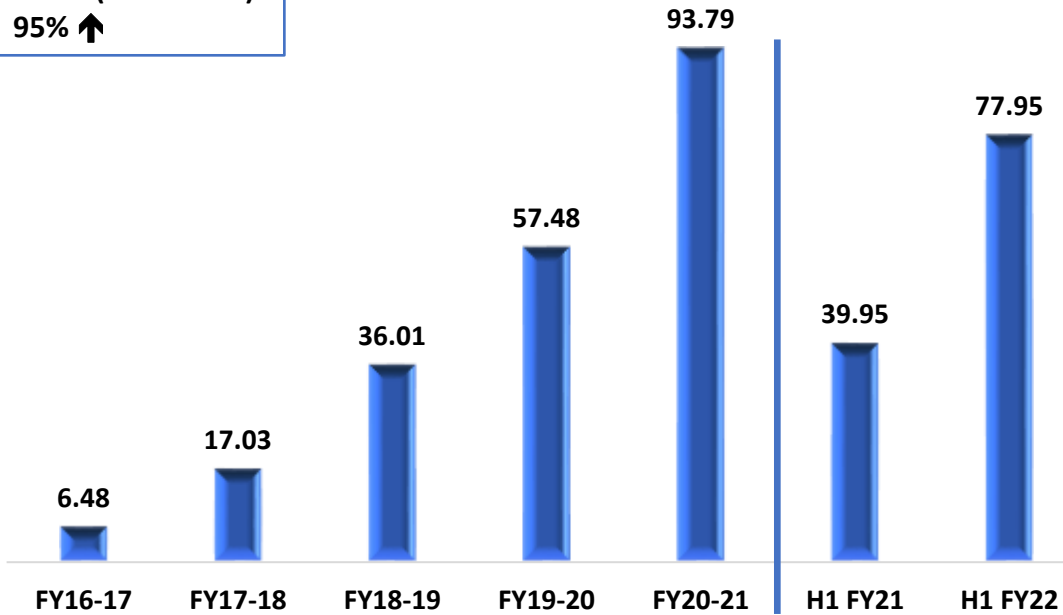


Data as on September 30, 2021

BSE Star Mutual Fund Platform – Performance

Number of Orders Received - Mutual Fund (million)

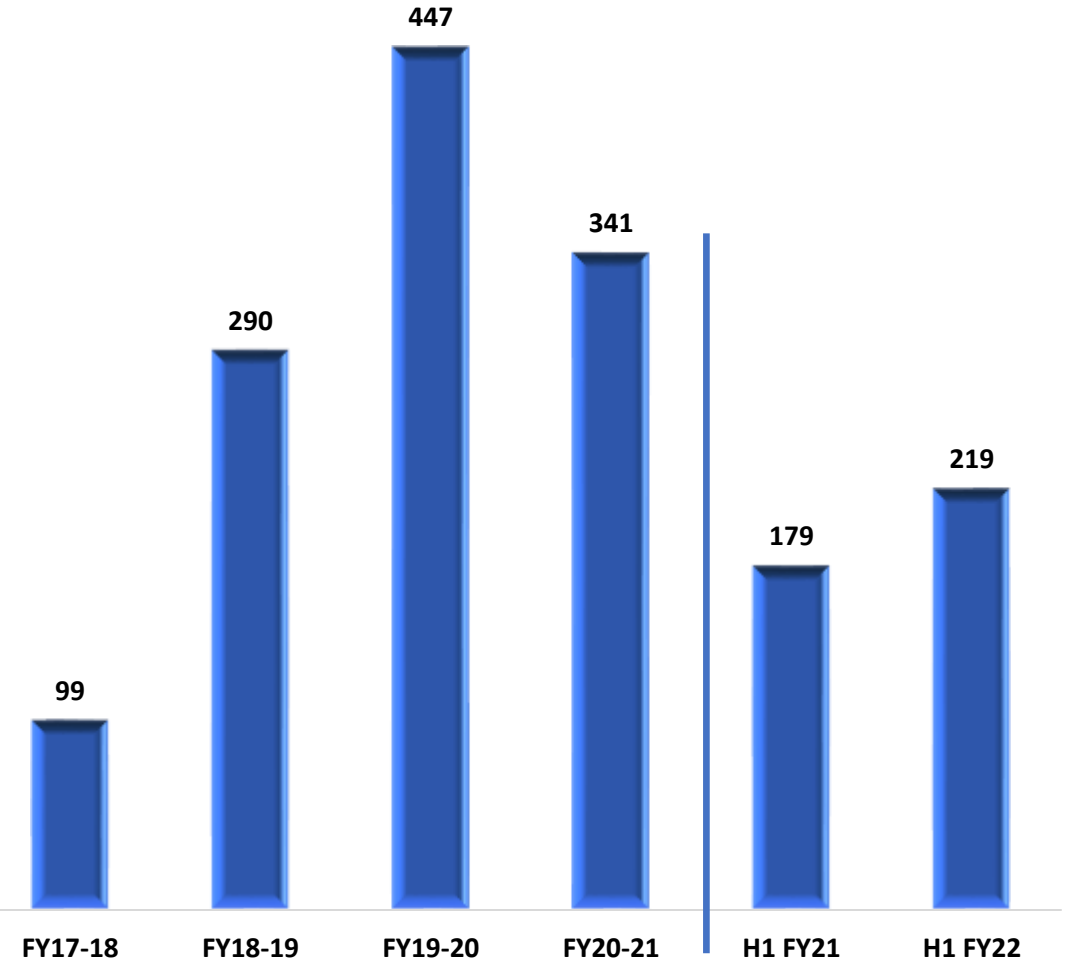
CAGR (2017-2021)
95% ↑



- Number of order received has grown by 95% in H1 FY22 as compared to H1 FY21

- StAR MF contributed ₹ 215,240 million as net equity inflow in September 2021 quarter out of the industry's net inflow of ₹ 399,280 million

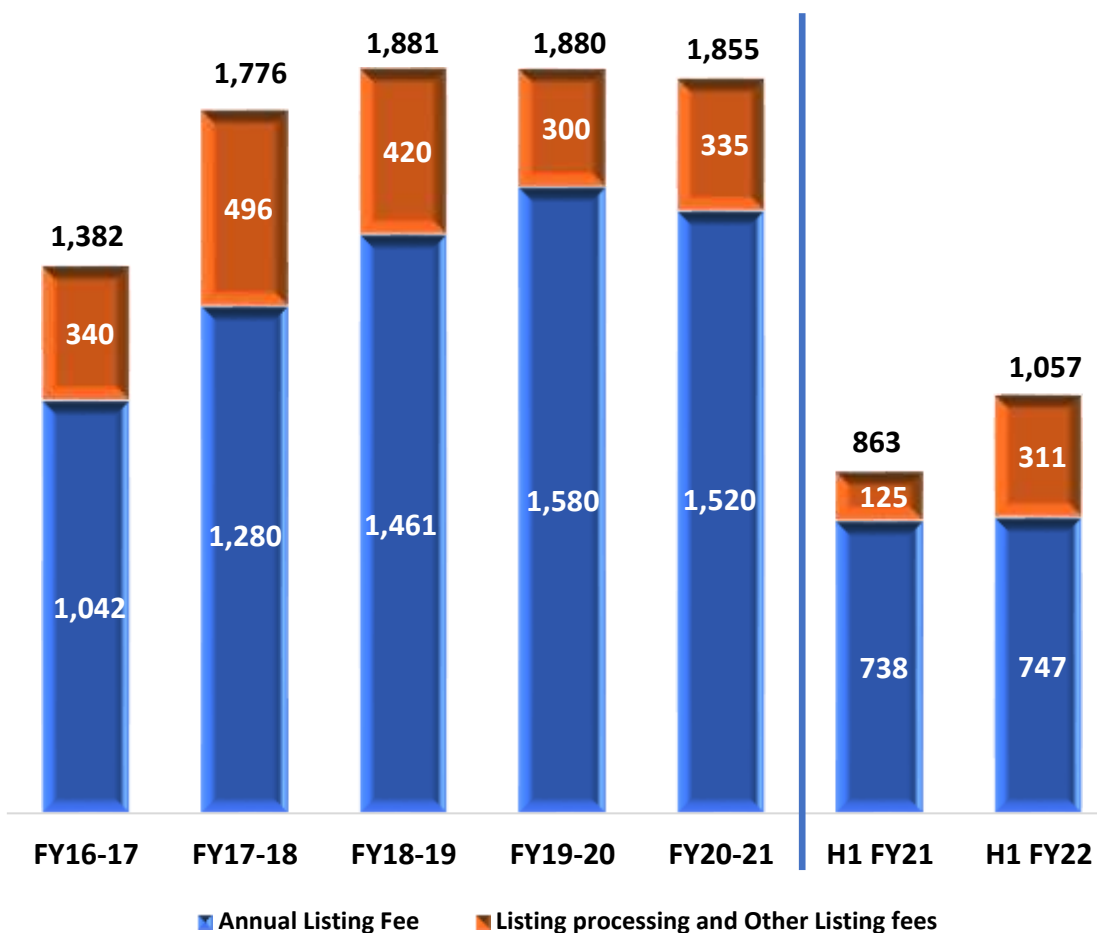
Mutual Fund Revenue (₹ million)



Services to Corporates - Performance

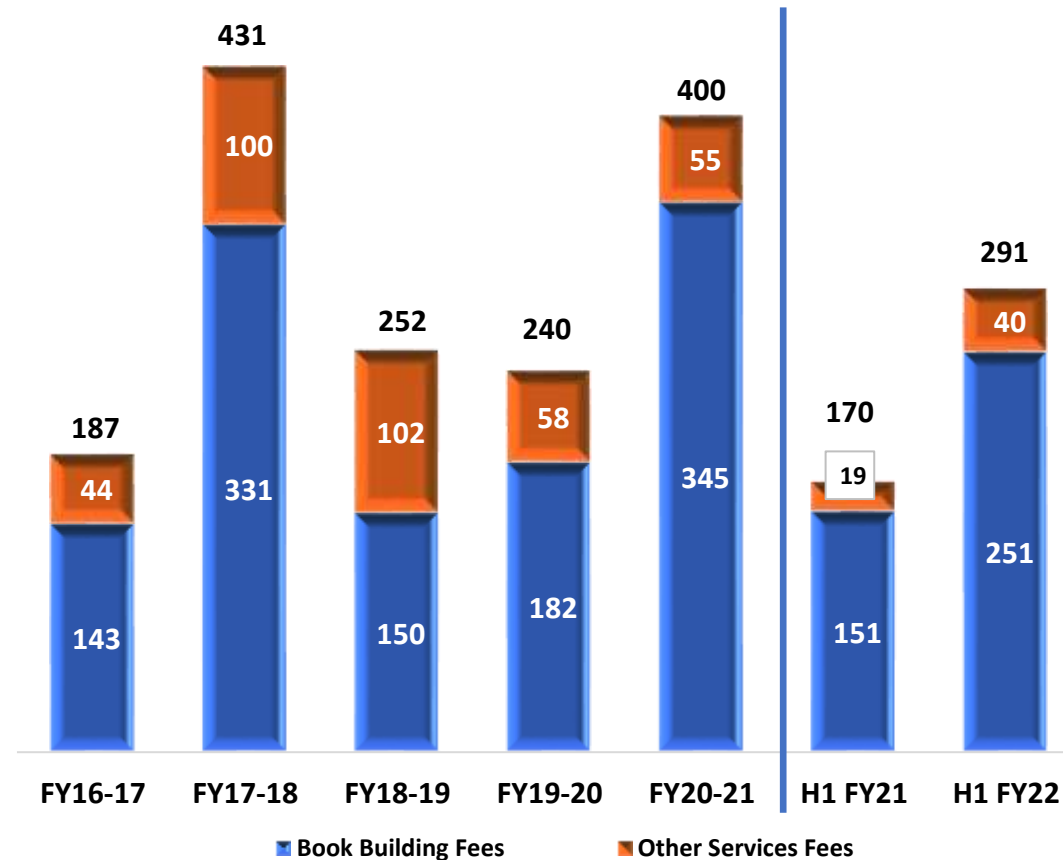
Listing Fees (₹ million)

CAGR (2017-2021)
8% ↑



Book Building & Other Services (₹ million)

CAGR (2017-2021)
21% ↑



India International Exchange IFSC – Introduction



Asset Classes & Contracts

- Equity Index Derivatives: Sensex and India 50
- Indian Stock Futures : 131 stocks including Reliance Industries Limited, HDFC Bank Limited, Axis Bank Limited, Infosys Limited, Tata Steel Limited, Maruti Suzuki India Limited, Tata Motors Limited, ICICI Bank Limited, Larsen & Toubro Limited and State Bank of India Limited
- Commodity Futures : Gold, Gold KG, Silver, Copper, Aluminium, Lead, Nickel, Zinc, BRENT Crude Oil, QGold, QSilver
- Commodity Options : Gold
- Currency Derivatives: **INR USD, USD INR**, EUR USD, GBP USD and JPY USD
- Debt Securities: Masala Bonds, Foreign Currency Denominated Bonds
- Global Depository Receipts
- Infrastructure Investment Trusts
- Real Estate Investment Trusts

Trading Hours

- Exchange Daily Trading Hours
- 22.00 Hours
- 04:30:00 hours to 17:00:00 hours and 17:00:01 hours to 02:30:00 hours (Indian Standard Time)

Global Access

- BSE's India INX launches Global Access with connectivity to CME Group Exchanges, LME, ICE US & Europe, Eurex & Euronext N.V.

Shareholding Structure	India INX	India ICC
BSE Limited	77.55%	69.28%
ICICI Bank	7.94%	7.61%
DCB Bank Limited	2.67%	4.33%
Stock Holding Corporation of India Limited	0.93%	0.89%
Others	10.91%	17.89%

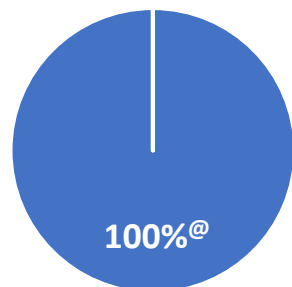
*Data as on September 30, 2021



India International Exchange IFSC – Performance

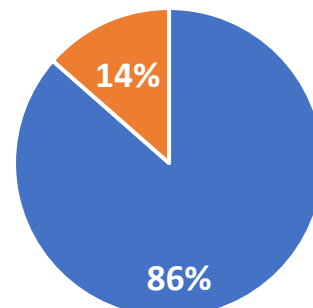
Market share since Inception

MTN Programme*



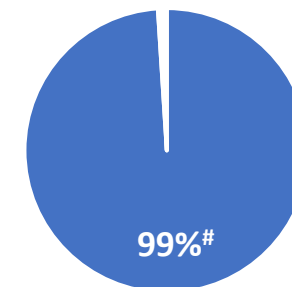
100%[@] of MTN established in IFSC are established with INDIA INX

Derivative Trading*



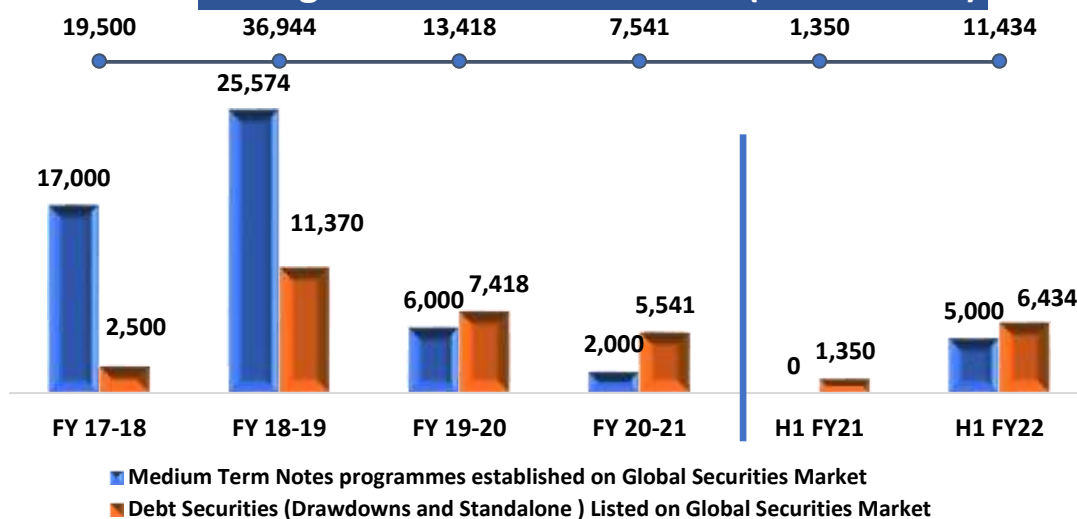
*Data as on September 30, 2021

Bonds Listed*



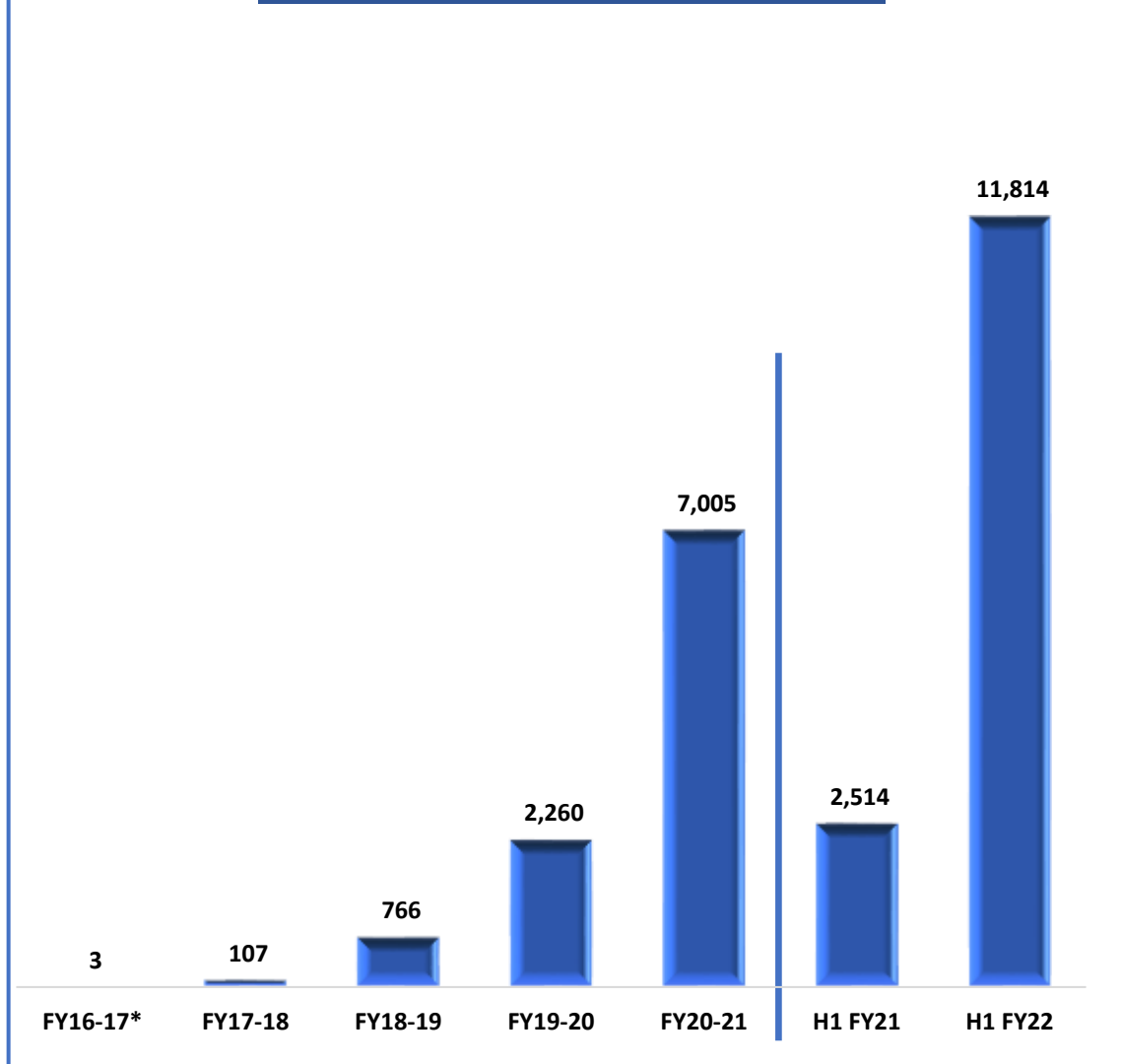
99%[#] of the bonds listed in IFSC are listed on INDIA INX

Listings Business Performance (USD million)

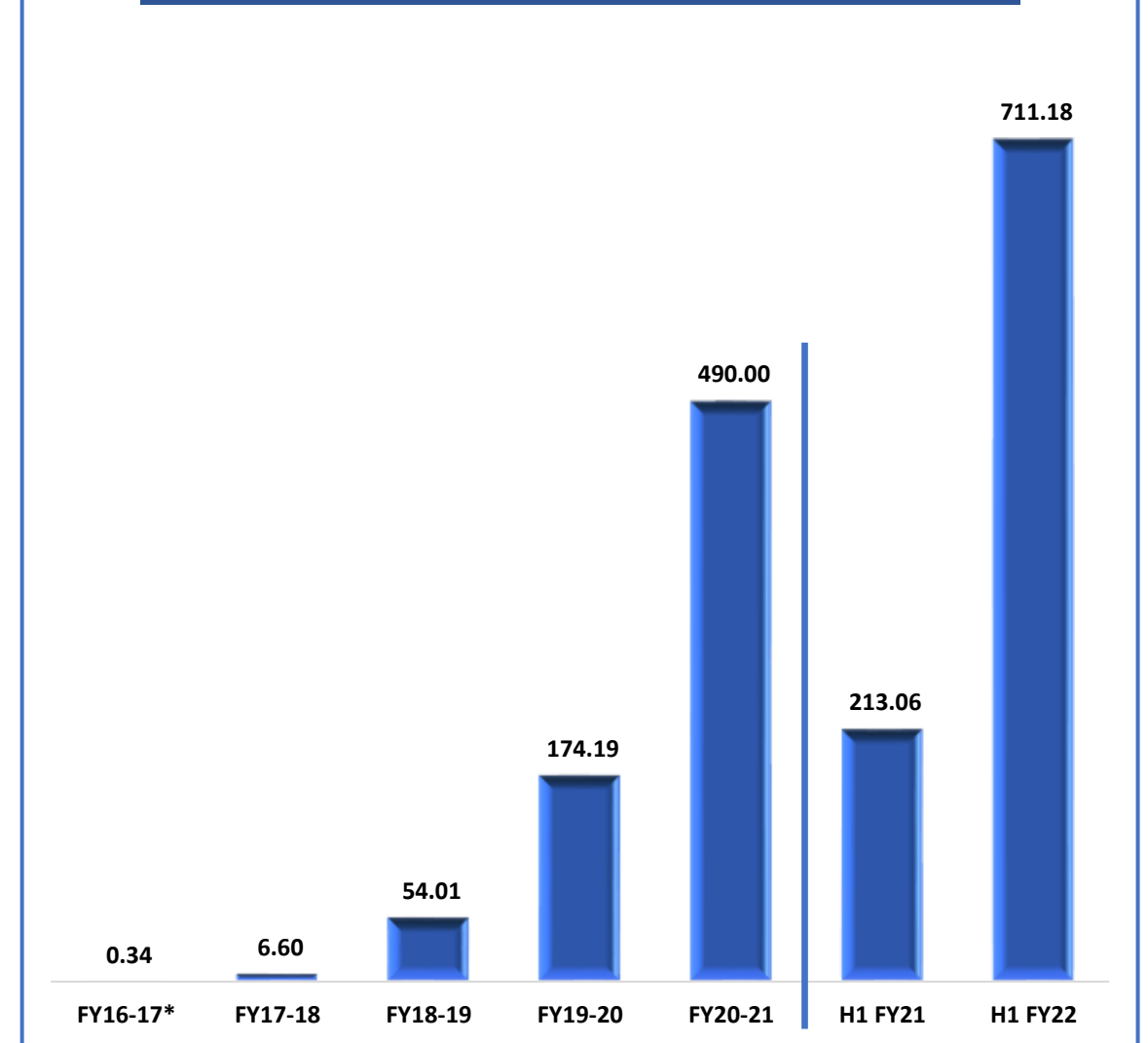


- First ever issuance of sustainability linked notes of Adani Electricity Mumbai Limited amounting to USD 300 million were listed on India INX Global Securities Market Green platform on July 23, 2021
- HDFC Bank Limited exclusively listed USD 1 Billion AT 1 Bonds on IFSC on August 26, 2021

India International Exchange IFSC

Average Daily Turnover (in USD Million)

* FY16-17 includes data from the date of launch i.e. Jan 16, 2017

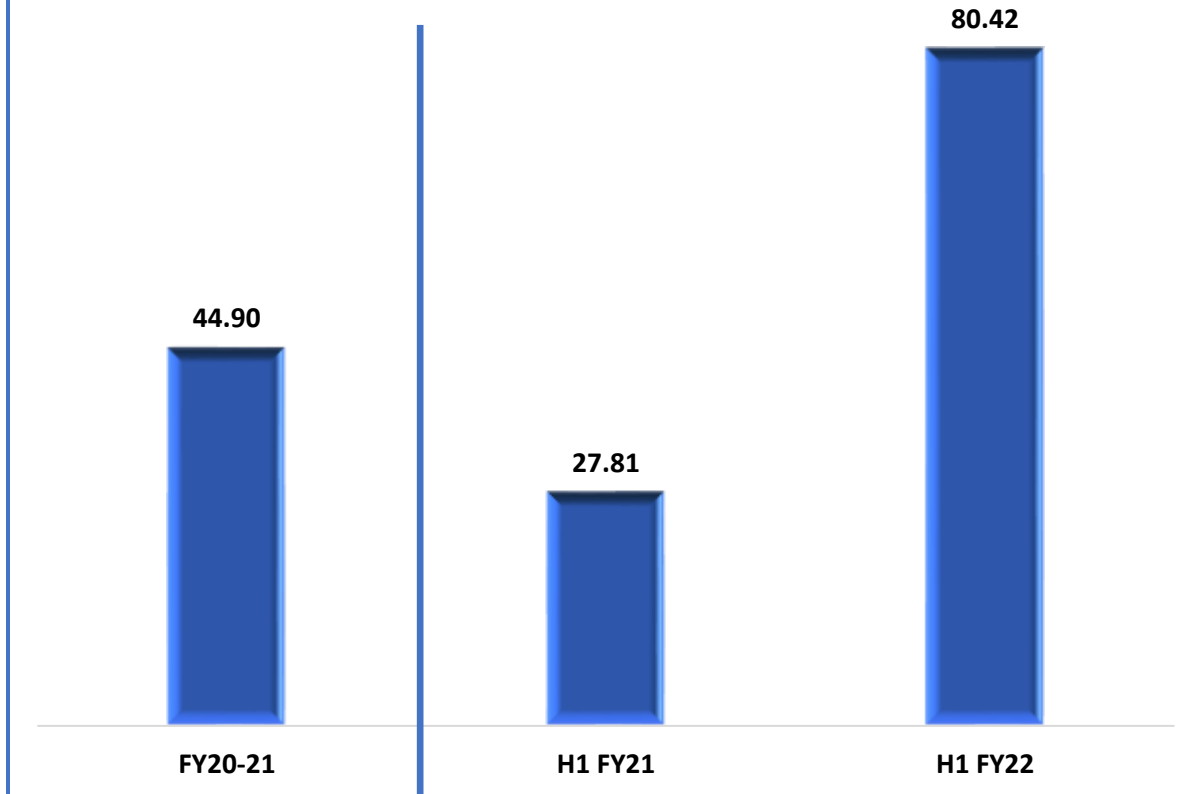
Average Daily Number of Contracts Traded (in thousands)

* FY16-17 includes data from the date of launch i.e. Jan 16, 2017

BSE Ebix Insurance Broking

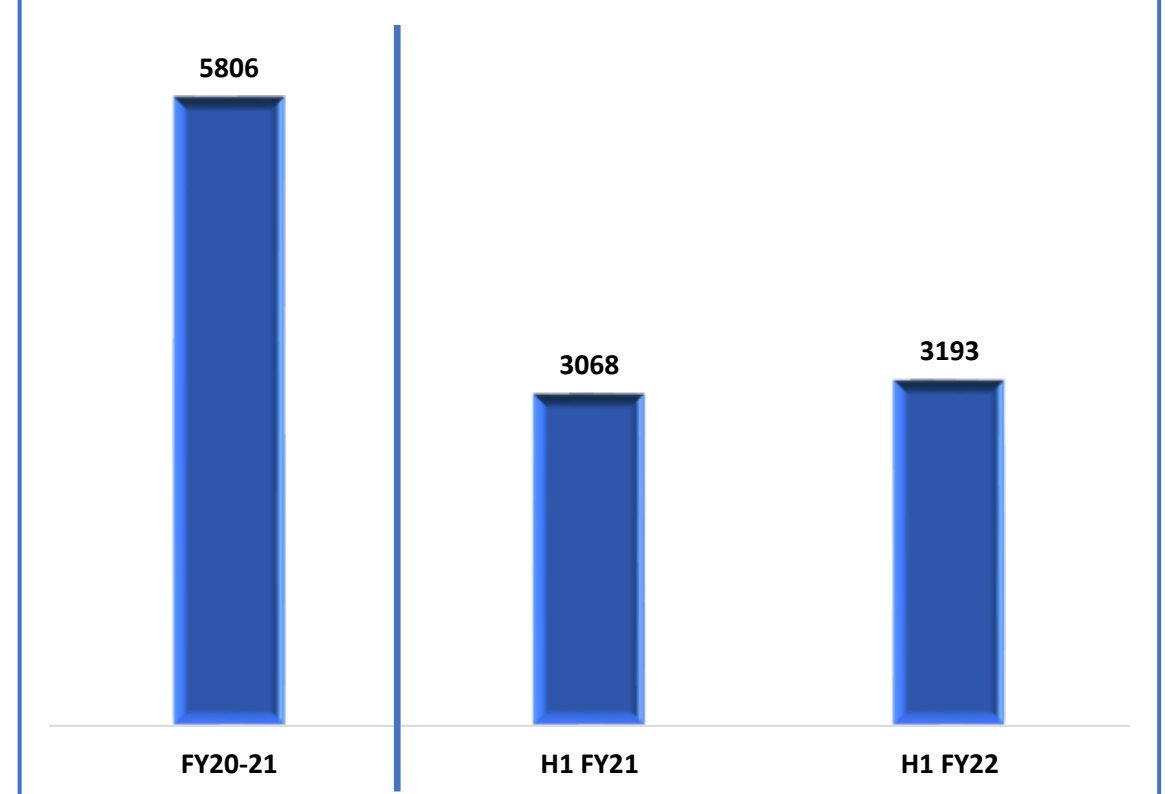


BSE Ebix Insurance Broking

Total Premium Collected* (₹ million)

* Excluding COVID Rakshak Policy

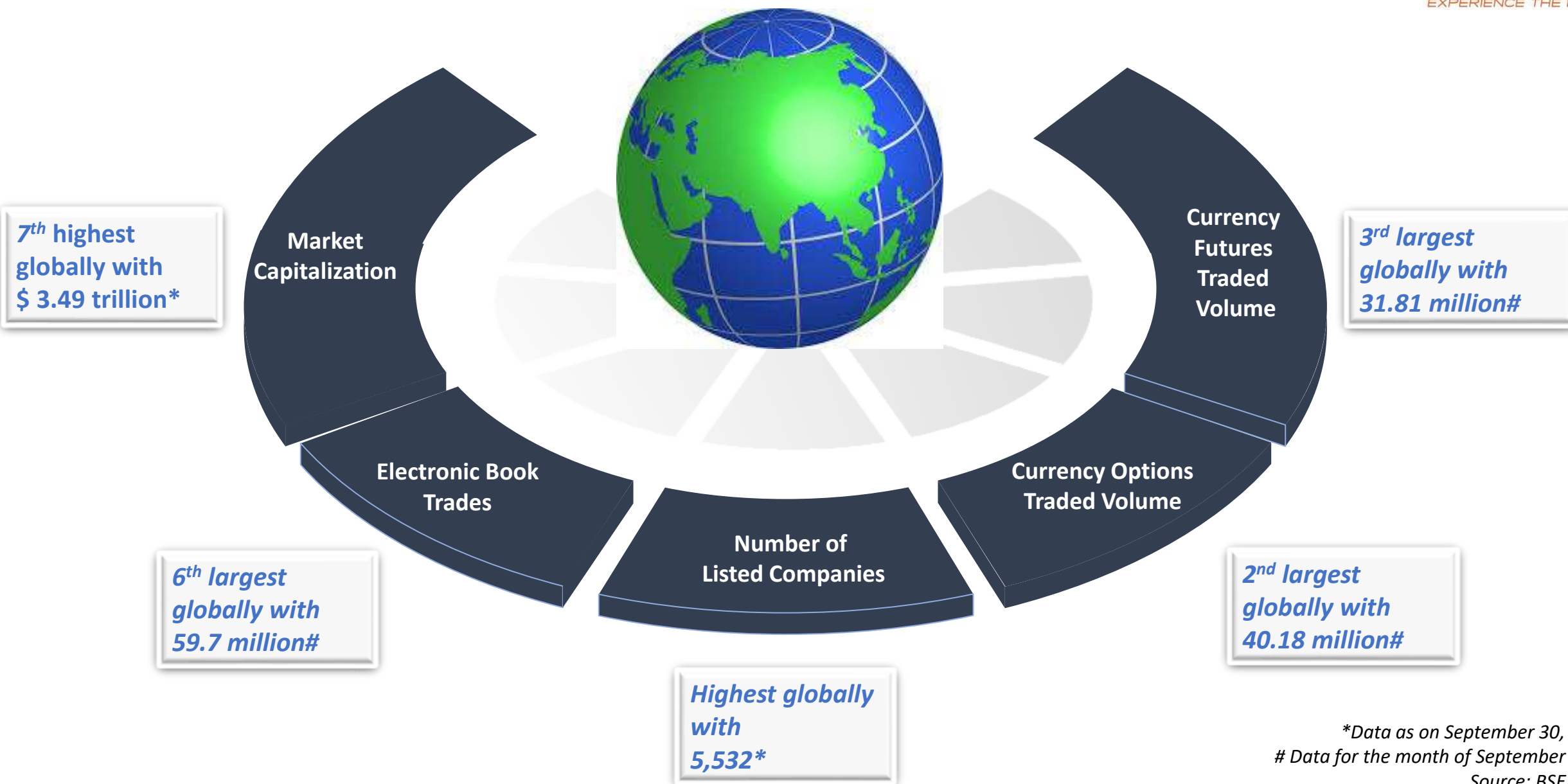
- Premium collected has grown by 189% in H1 FY22 as compared to H1 FY21

Total Policies Issued*

* Excluding COVID Rakshak Policy

- BSE Ebix Portal is now present in all the three key Insurance verticals – Auto, Health and Life

Global Rankings



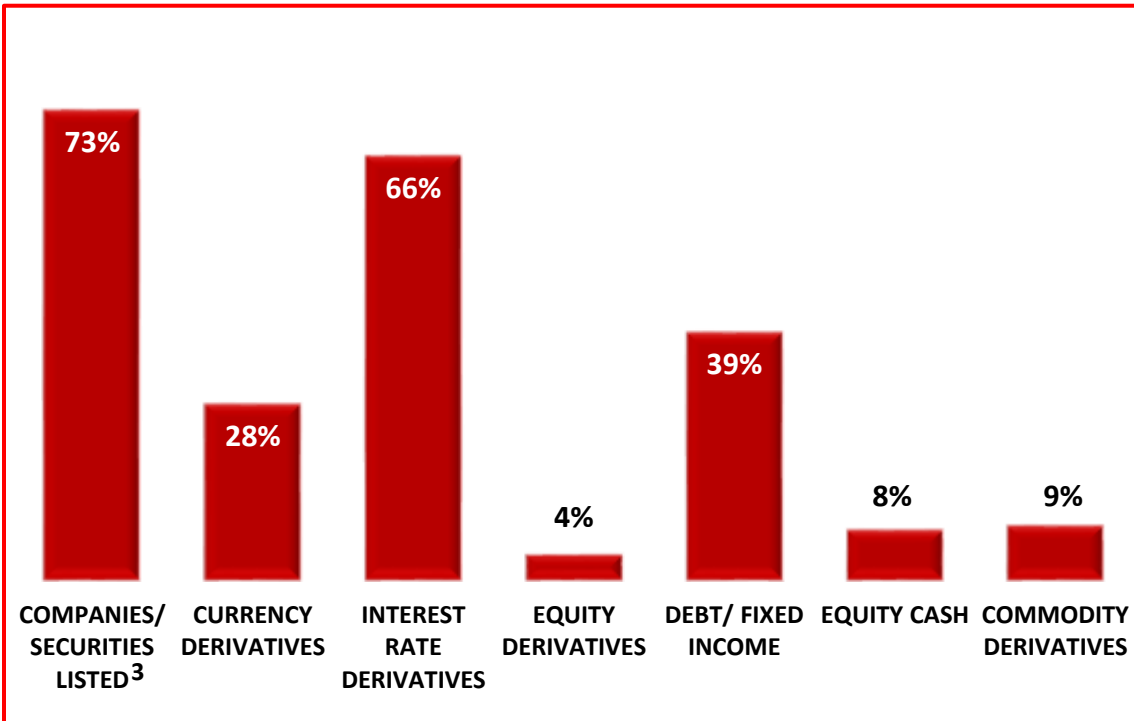
*Data as on September 30, 2021

Data for the month of September 2021

Source: BSE/WFE

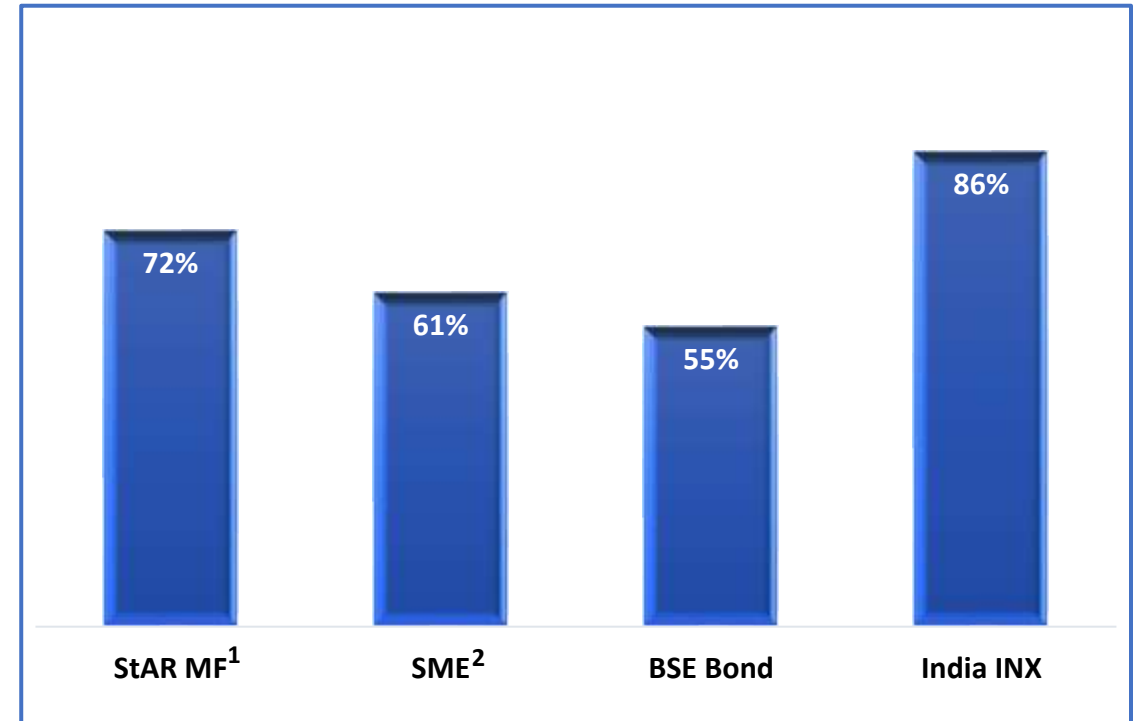
Marketshare

Red Ocean Businesses



**Established leader in Listing related Business.
Marketshare improvement in Equity Cash**

Blue Ocean Businesses



Market leadership in Blue Ocean Businesses

All Marketshare for Q2 FY22

¹ Marketshare in Mutual Fund StAR Platform based on the value of purchase / redemption orders received during Q2 FY22

² Marketshare in SME Segment represents number of companies listed in SME segment as on September 30, 2021

³ As on September 30, 2021



1. About BSE



2. Business

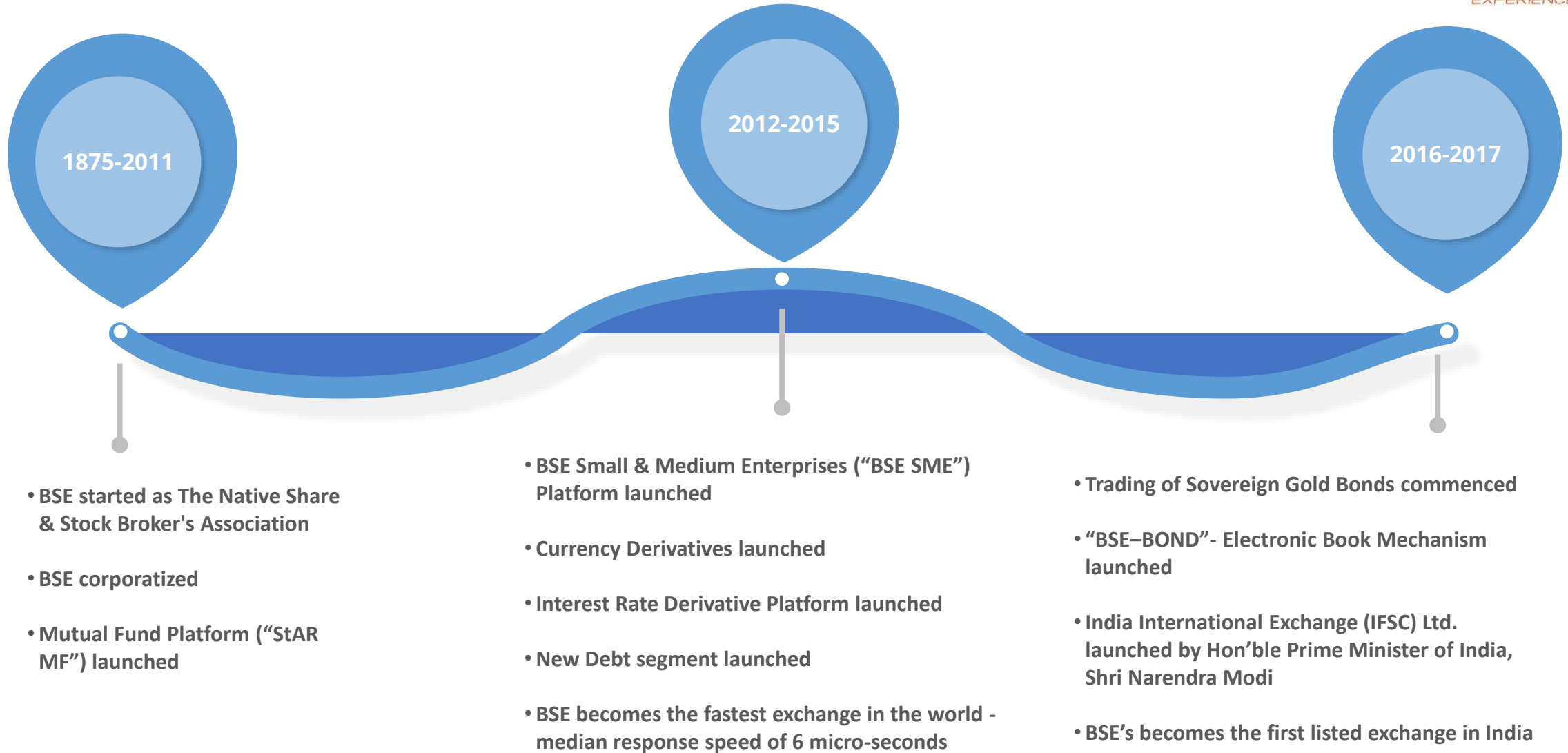


3. Key Growth Drivers & Other Initiatives



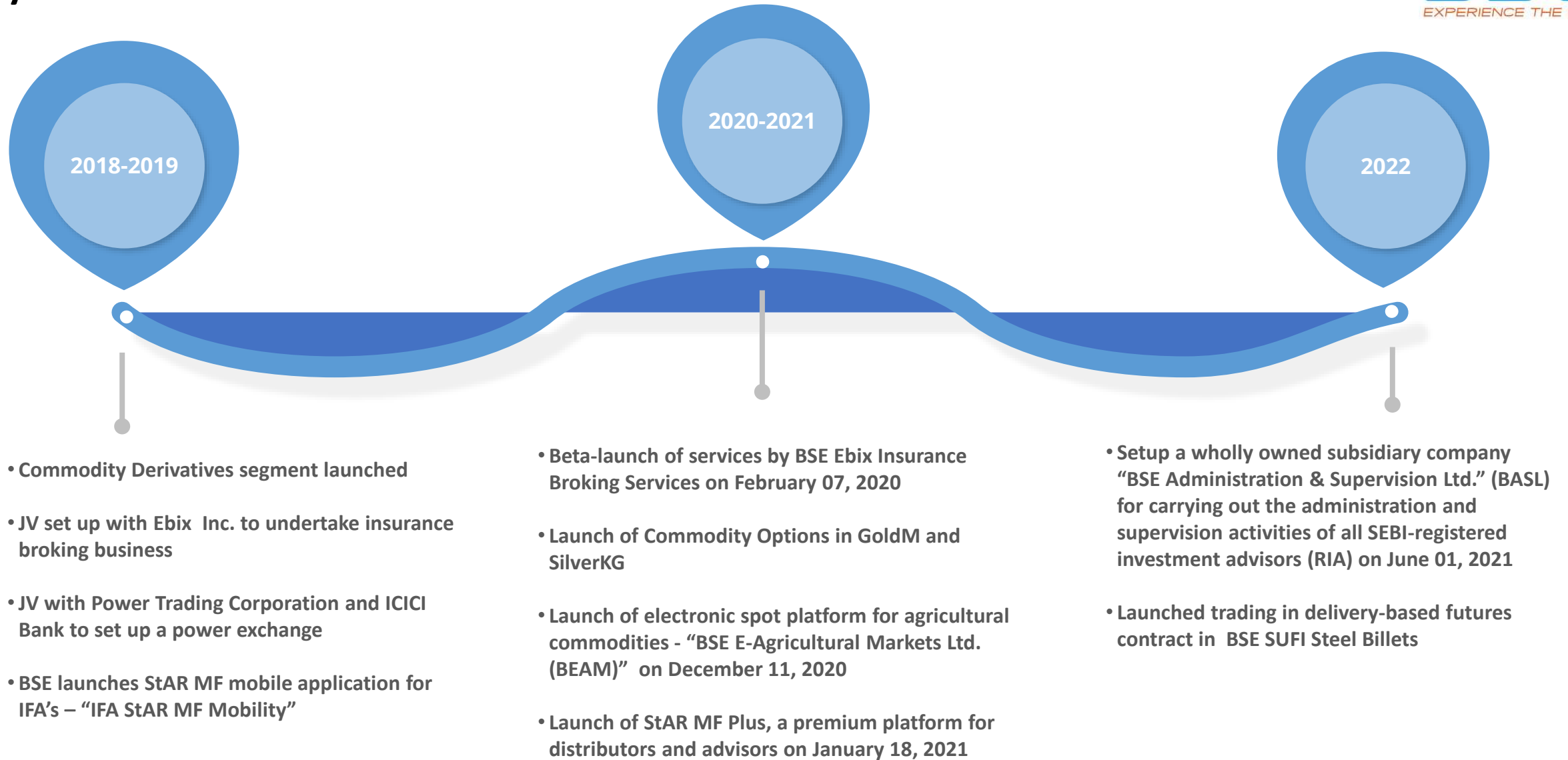
4. Financial Highlights & Investor Information

Key Milestones – The transformation over time



Over last few years, BSE has transformed itself from a conventional stock exchange to the 1st Universal Exchange in addition to setting up e-commerce initiatives successfully

Key Milestones – The transformation over time



Over last few years, BSE has transformed itself from a conventional stock exchange to the 1st Universal Exchange in addition to setting up e-commerce initiatives successfully

Key Growth Drivers - 1

International Exchange

- Constitution of the IFSC authority and its Board to facilitate growth of GIFT city as an international financial hub as well as growth of international exchange therein.
- Investors friendly tax regime
- Listing and Trading platform available for booking of investment products - Equity, InvITs, REITs, Depository Receipts; Debts Securities; Derivate Products - Index, Equity, Commodity, Currency Derivatives



Equity & Equity Derivatives

- Inter-operability alongwith push towards best price execution likely to increase liquidity on BSE's electronic trading platform over time.



Mutual Fund

- Savings in cost and convenience
- Strong network of inter-mediaries
- Good network connectivity across country
- Increasing household incomes
- Increasing financial savings
- Launched StAR MF Plus - a premium platform for distributors and advisors
- Supports Demat & Non-Demat transactions
- Purchase/Redeem/SIP/Switch Mutual Funds without filling lengthy forms



E-platform Services

- Expansion of services from Current platforms for providing e-platform services like book-building for IPO, Offer to Buy, Offer for Sell, New Bond platform, etc.
- Launched an electronic spot platform for agricultural commodities - "BSE E-Agricultural Markets Ltd. (BEAM)"



Key Growth Drivers - 2

Insurance Broking

- Already commenced insurance broking in Motor, Health and Life Insurance
- Continuous growth of Point of Sales
- Product diversification
- Software integration with various insurance companies

Power Exchange

- Pranurja Solutions Limited incorporated to set up a power exchange jointly with Power Trading Corporation and ICICI Bank
- CERC granted registration to establish and operate a power exchange on May, 12, 2021
- Likely to commence operations in last quarter of FY21-22

Commodity Derivatives

- Commodity futures contracts includes Gold, Silver, Copper, Oman Crude Oil, Guar Gum, Guar Seed, Cotton, Almond, Brent Crude Oil, Aluminium, Zinc, Turmeric, Steel
- Launch of Commodity Options in GoldM and SilverKG contracts in June 2020
- Launched trading in delivery-based futures contract in BSE SUFI Steel Billets in July 2021

BSE Bond Platform

- Over ₹ 821 billion of debt was raised on BSE BOND platform through 134 issues in Q2 FY22
- Over ₹ 3,705 billion of debt was raised on BSE BOND platform through 755 issues with 52% market share during FY21





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2. Business



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4. Financial Highlights & Investor Information

Integrated Business Model

- Multiple contact points with members and market participants provides the ability to generate revenue from multiple levels of the business



1	Transaction Charges	To an extent linked to Market Activity	Linked to market activity levels and household savings and investments
2	Treasury Income on Clearing and Settlement Funds	Linked to Market Activity to an Extent	Linked to interest rates and, to an extent, market activity since that would lead to more margin being deposited by members
3	Other Securities Services	Recurring	Primarily consists of charges recovered from members for network connectivity
4	Services to Corporates	Recurring	- Mostly derived from listing income that is not impacted by market activity - Dependent on number of listed entities and hence is a recurring revenue stream - Potential for increase if amount charged is increased
5	Data Dissemination Fees	Recurring	Impacted primarily due to level of subscriptions and revision in pricing policies
6	Income From Investments and Deposits	Recurring	Linked to investment yields
7	Other Income	Recurring	Mostly derived from rent and training institute etc., which are stable sources of income

Consolidated Profit & Loss

(₹ in million)

Sr. No.	Particulars	Sep'21 Quarter	Jun'21 Quarter	Sep'20 Quarter	H1 FY 2021-22	H1 FY 2020-21	FY 2020-21
1.	Transaction Charges	680	584	304	1,264	607	1,389
2.	Treasury Income on Clearing and Settlement Funds	134	102	75	235	144	301
3.	Other Securities Services	169	157	127	327	218	504
4.	Securities Services (1+2+3)	983	843	506	1,826	969	2,194
5.	Services To Corporates	764	586	617	1,350	1,033	2,258
6.	Other Operating Income	140	141	131	281	284	562
7.	Revenue From Operations (4+5+6)	1,887	1,570	1,254	3,457	2,286	5,014
8.	Income From Investments and Deposits	306	229	245	534	789	1,291
9.	Other Income	65	59	105	124	150	242
10.	Total Income (7+8+9)	2,258	1,858	1,604	4,115	3,225	6,547
11.	Employee Expenses	417	414	363	831	739	1,487
12.	Technology Cost & Technology Program	258	246	223	504	485	948
13.	Admin, LES & Other Expenses	680	497	537	1,177	1,069	2,191
14.	Total Operating Expenses (11+12+13)	1,355	1,157	1,123	2,512	2,293	4,626

Consolidated Profit & Loss (cont'd)

Sr. No.	Particulars	Sep'21 Quarter	Jun'21 Quarter	Sep'20 Quarter	H1 FY 2021-22	H1 FY 2020-21	FY 2020-21
15.	Operating EBITDA (7-14)	532	413	131	945	-7	388
16.	EBITDA Margin (15/7 in %)	28%	26%	11%	27%	-	8%
17.	Non-operating Expenses	169	158	169	326	323	682
18.	Profit Before Tax, Exceptional Items And Share Of Associates (10-14-17)	734	543	312	1,277	609	1,239
19.	Exceptional Items	-	-	-145	-	-145	-145
20.	Share of profits From Associates	176	136	101	312	202	432
21.	Tax Expenses	280	160	-192	441	-119	109
22.	Net Profit (18+19+20-21)	630	519	460	1,148	785	1,417
23.	Net Profit Margin (22/10 in %)	28%	28%	29%	28%	24%	22%
24.	Net Profit Attributable To Shareholders	651	534	468	1,186	800	1,449

Standalone Profit & Loss

Sr. No.	Particulars	Sep'21 Quarter	Jun'21 Quarter	Sep'20 Quarter	H1 FY 2021-22	H1 FY 2020-21	FY 2020-21
1.	Securities Services	739	646	372	1,385	729	1,650
2.	Services To Corporates	762	585	617	1,348	1,032	2,255
3.	Data Dissemination Fees	89	94	86	183	166	334
4.	Revenue From Operations (1+2+3)	1,590	1,325	1,075	2,916	1,927	4,239
5.	Income From Investments And Deposits	430	169	279	599	753	1,136
6.	Other Income	61	71	113	131	168	276
7.	Total Income (4+5+6)	2,081	1,565	1,467	3,646	2,848	5,651
8.	Employee Expenses	233	234	220	466	451	892
9.	Technology Cost & Technology Program	316	315	267	631	575	1,148
10.	Admin, LES & Other Expenses	564	436	452	1,000	836	1,792
11.	Total Operating Expenses (8+9+10)	1,113	985	939	2,097	1,862	3,832

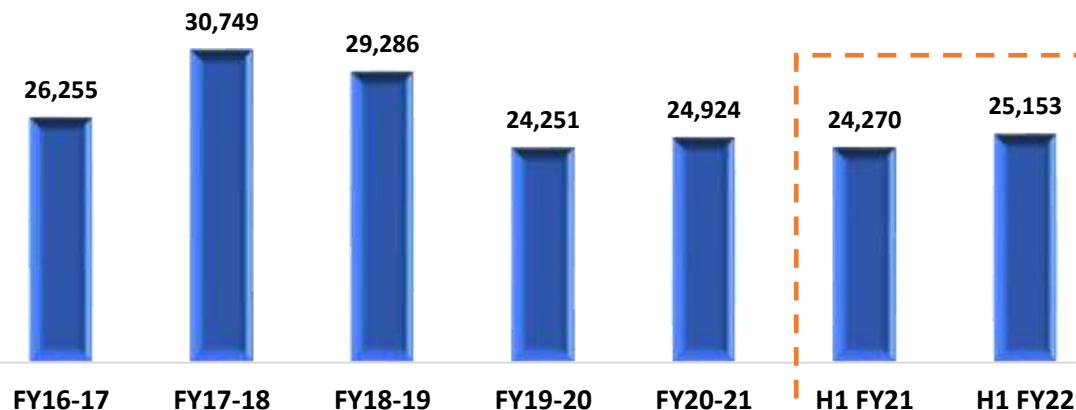
Standalone Profit & Loss (cont'd)

(₹ in million)

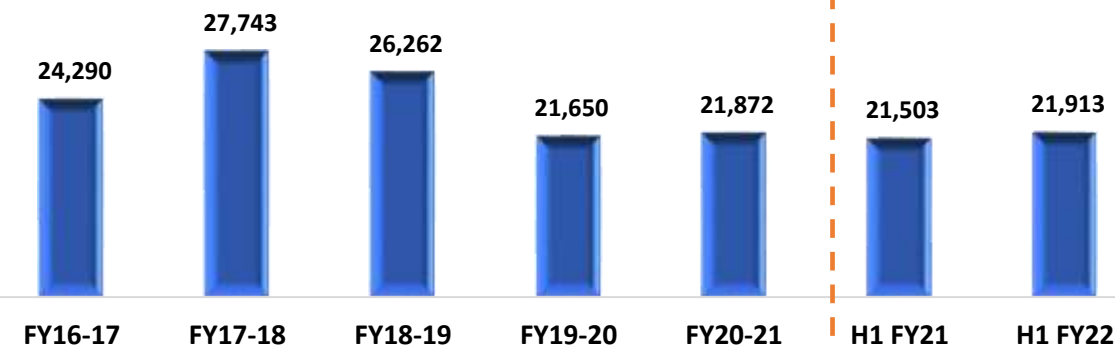
Sr. No.	Particulars	Sep'21 Quarter	Jun'21 Quarter	Sep'20 Quarter	H1 FY 2021-22	H1 FY 2020-21	FY 2020-21
12.	Operating EBITDA (4-11)	477	340	136	819	65	407
13.	EBITDA Margin (12/4 in %)	30%	26%	13%	28%	3%	10%
14.	Non-operating Expenses	100	99	128	199	241	514
15.	Profit Before Exceptional Item and Tax (7-11-14)	868	481	400	1,350	745	1,305
16.	Exceptional Item	-	-	-145	-	-145	-145
17.	Tax Expenses	240	110	-32	351	-10	187
18.	Net Profit After Tax (15+16-17)	628	371	287	999	610	973
19.	Net Profit Margin (18/7 in %)	30%	24%	20%	27%	21%	17%

Financial Overview

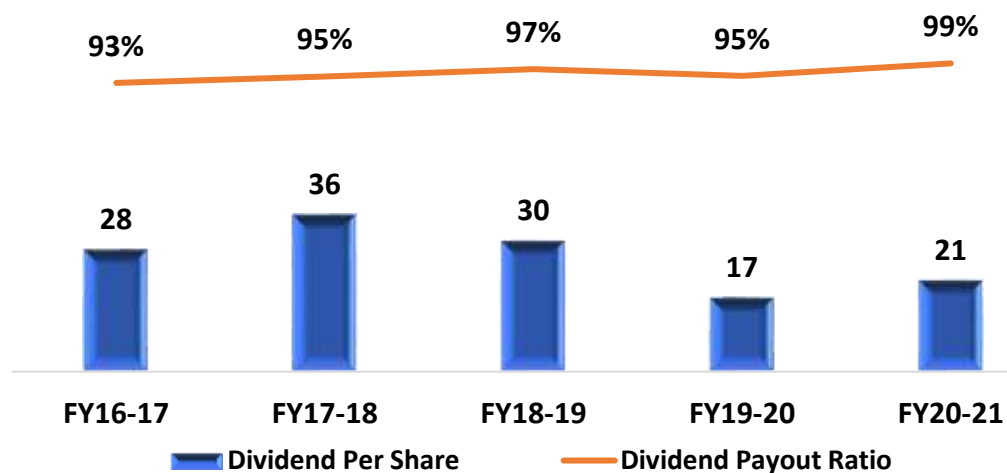
Consolidated Net Worth (₹ million)



Standalone Net Worth (₹ million)



Dividend per share (₹) & Pay-out Ratio[#]



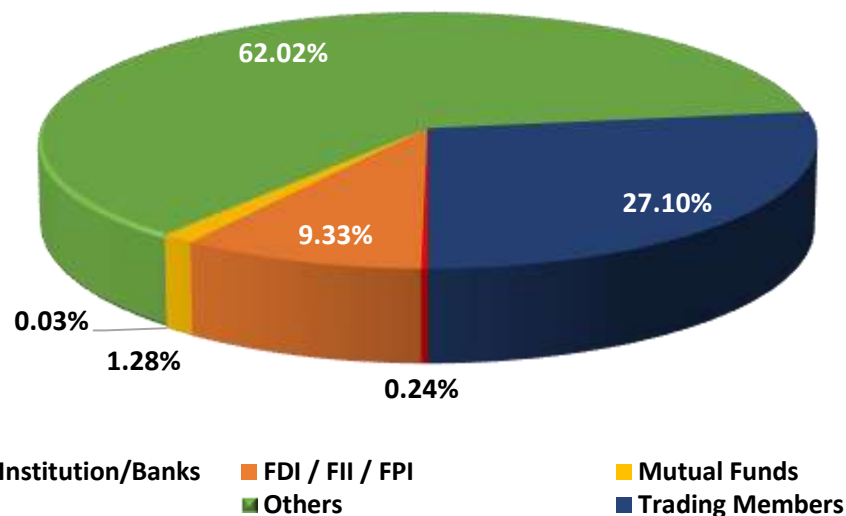
Dividend pay-out and Buyback Details

Financial Year	Dividend (Including DDT) [#] (₹ million)	Buyback (Including transactions cost & Tax) (₹ million)	Total (₹ million)
2015-16	937	-	937
2016-17	765	-	765
2017-18	1,733	450	2,183
2018-19	2,255	1,230	3,485
2019-20	1,584	4,762	6,346
2020-21	779	-	779
2021-22	962	-	962
Total	9,015	6,442	15,457

[#]Dividend pay-out ratio is calculated based on Standalone Profit excluding gain on sale of strategic investment

Shareholding Pattern

SHAREHOLDING PATTERN



SOME KEY SHAREHOLDERS (As on September 30, 2021)

Life Insurance Corporation of India	5.61%
Zerodha Broking	3.71%
Siddharth Balachandran	2.98%
Acacia Banyan Partners Limited	1.74%
Jupiter India Fund	1.55%
Acacia Conservation Fund, LP	1.37%
MSPL Limited	1.33%
S Gopalakrishnan	1.18%

Paid up Capital ₹ 90.04 million | Face Value per share ₹ 2/- each

CLOSING PRICE



MARKET DATA

Market Capitalization* (₹ Mn)	55,436
Price* (₹)	1231.25
No. of Shares Outstanding	4,50,24,297
Face Value (₹)	2.00
Avg. Daily Trading Value# (₹ Mn)	1,650.32
Avg. Daily Trading Volume# (Mn shares)	1.40
52 week High-Low* (₹)	1,410.00 – 466.00

*Market data as at September 30, 2021
 #For the period of July, 2021 to September, 2021

THANK YOU

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