
July 30, 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 Unaudited Financial Results of the Company for the quarter ended June 30, 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 Unaudited Financial Results of the Company for the quarter ended June 30, 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 Q1 FY25



Company Overview



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



38,270
Clients in Broking



~4%
Market Share of
Options Trading



67,880
NBFC Client Base



7,176
Active MF
Customers



102
Institutional
clients



67
NBFC
Branches



30+
Years of Trust



4,905
Employees



11,000+
Avg. Daily
Turnover (₹ Crs.)



₹ 2.1 Bn+
NBFC Loan Book



23,855
Lives Covered



319
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

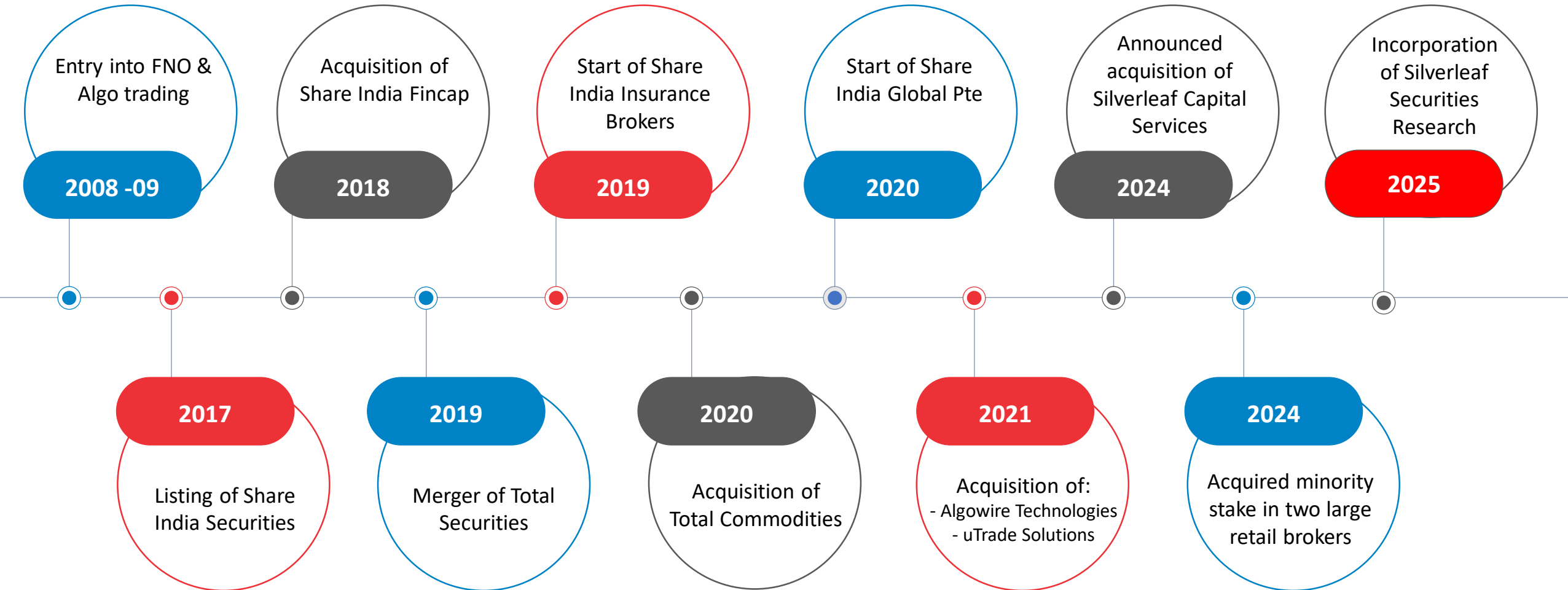
2023-2024

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

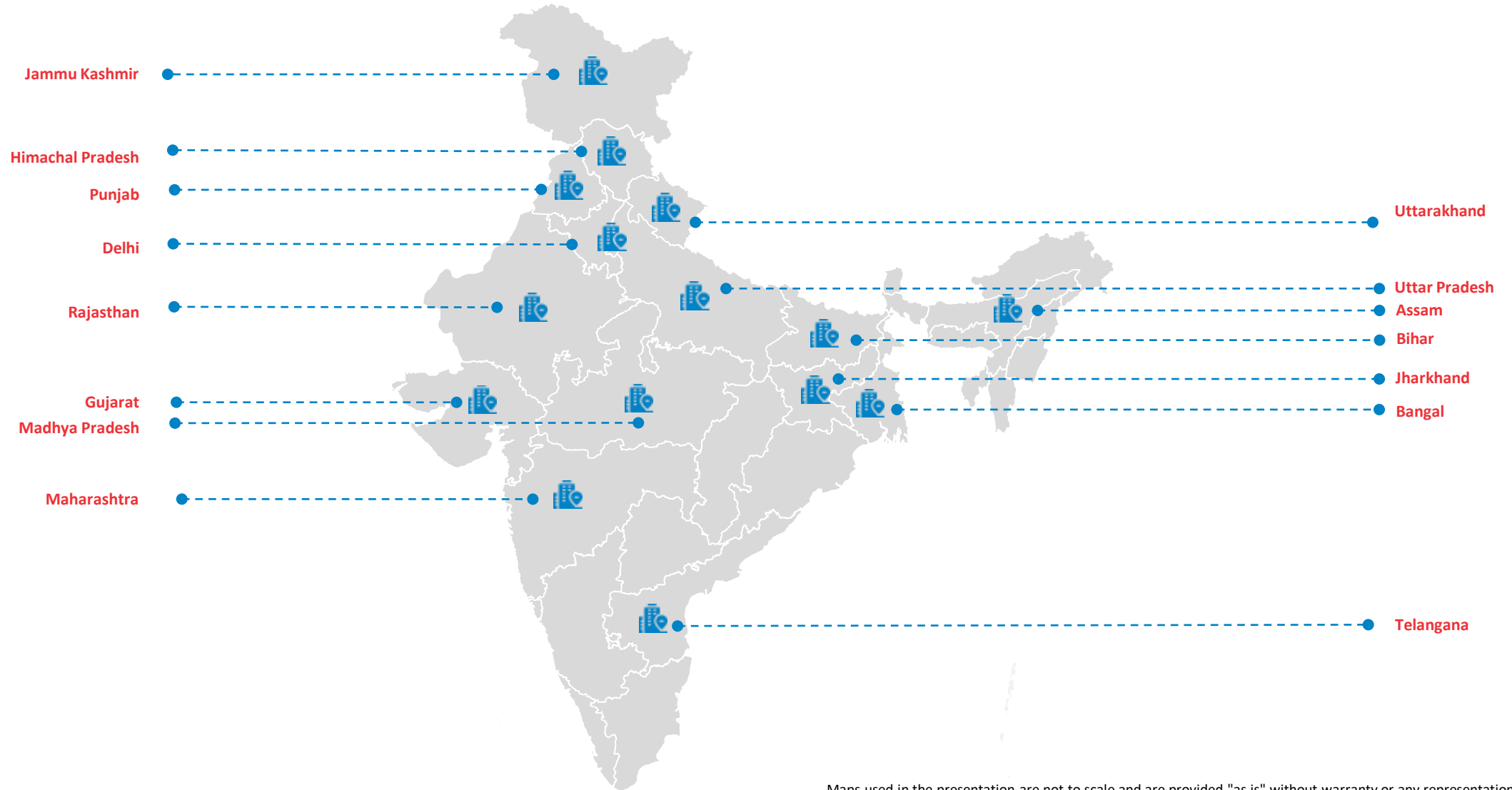
2024-2025

- Incorporation of Silverleaf Securities Research Private Limited as a new subsidiary

Fostering Growth Via Efficient Inorganic Route



Pan India Presence



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.

MTF:

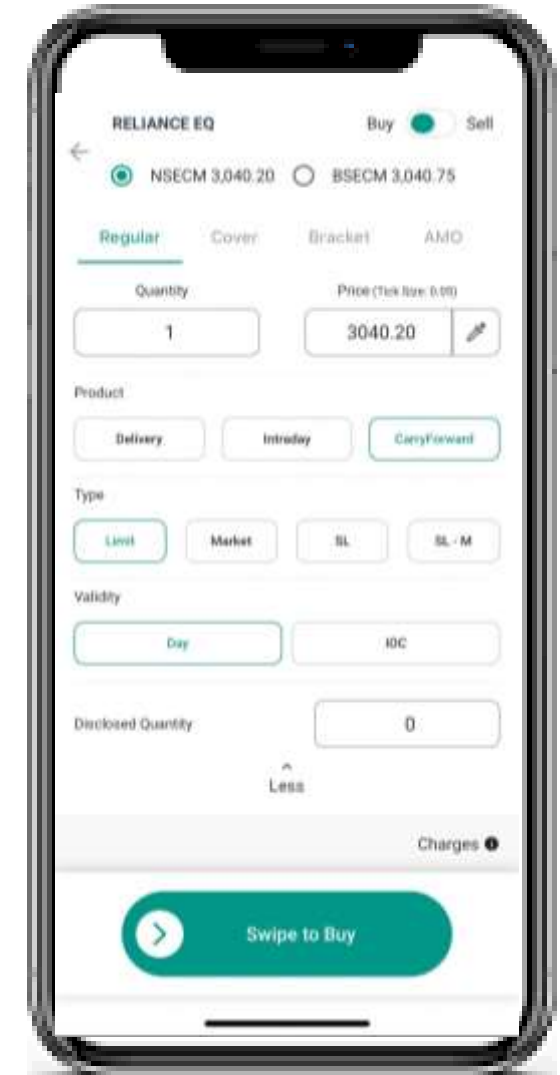
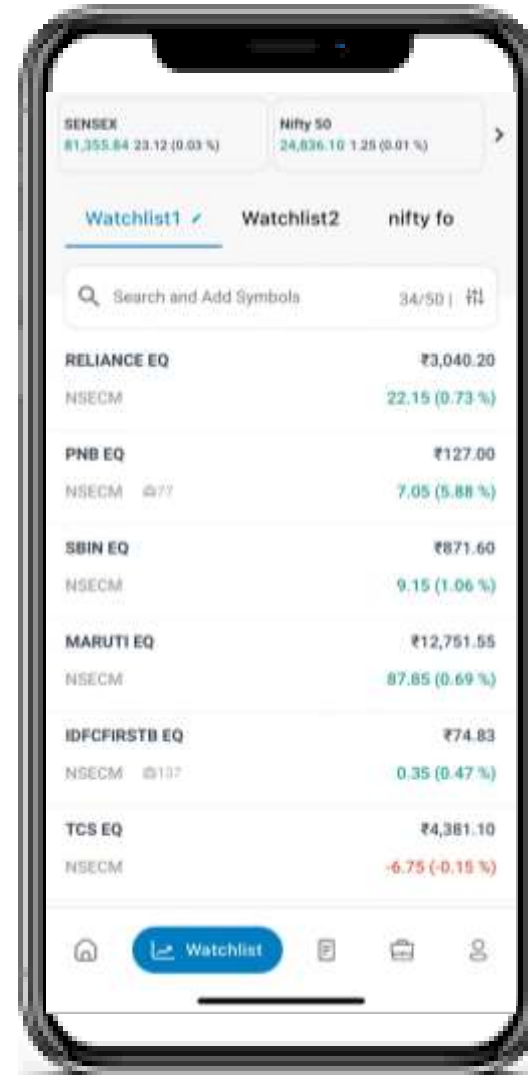
- Investors to trade beyond owned resources and boost their profits.

Basket Order:

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

50 Depth:

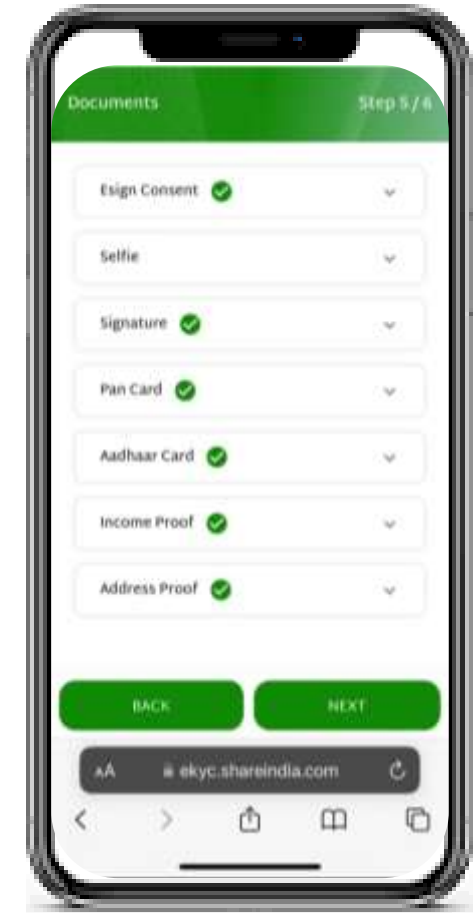
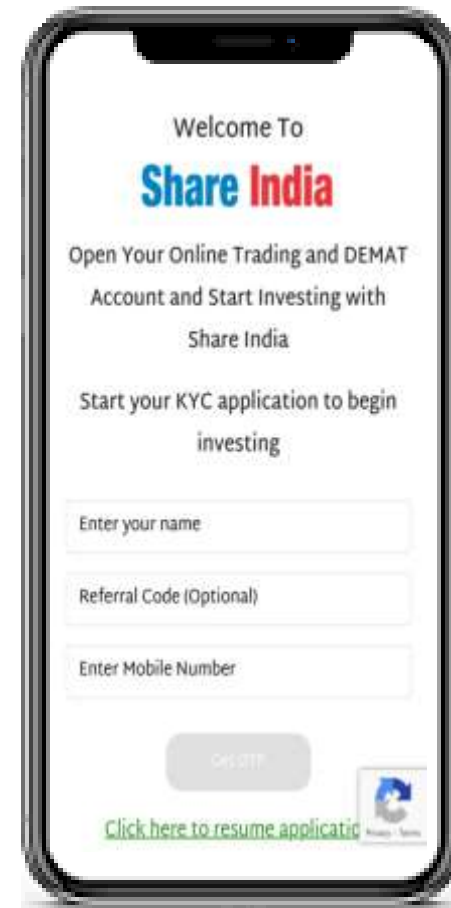
- Provides detailed information about the best bids and offers for stocks at various prices and quantities. It displays the top 50 bids and offers. Place order directly from the depth.



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.
- Digilocker 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.



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.

Personalized RM Support:

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

One Stop Solution:

- Seamlessly integrates Share India as broker with our execution platform.

Open Interest (OI) based strike selections:

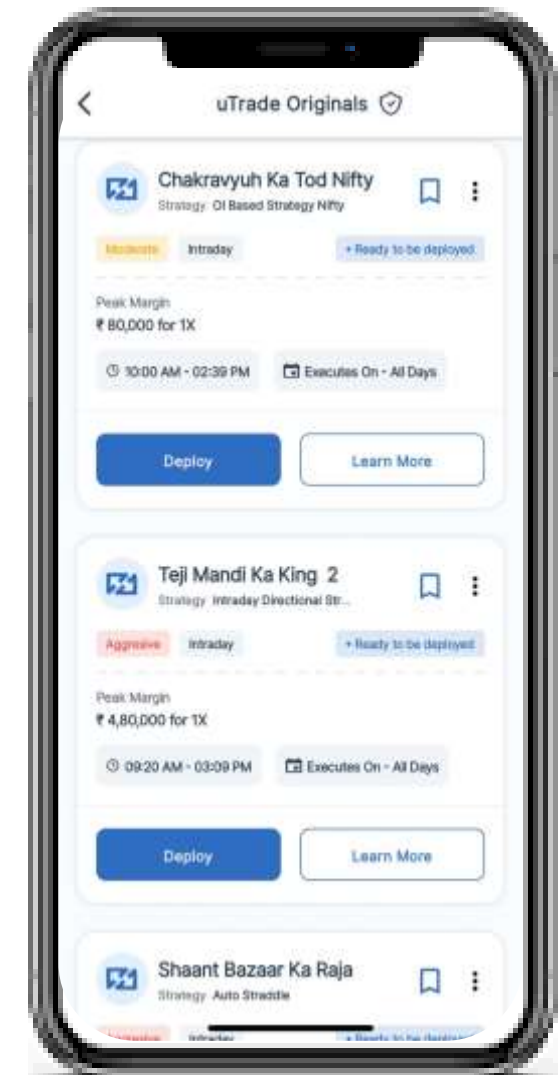
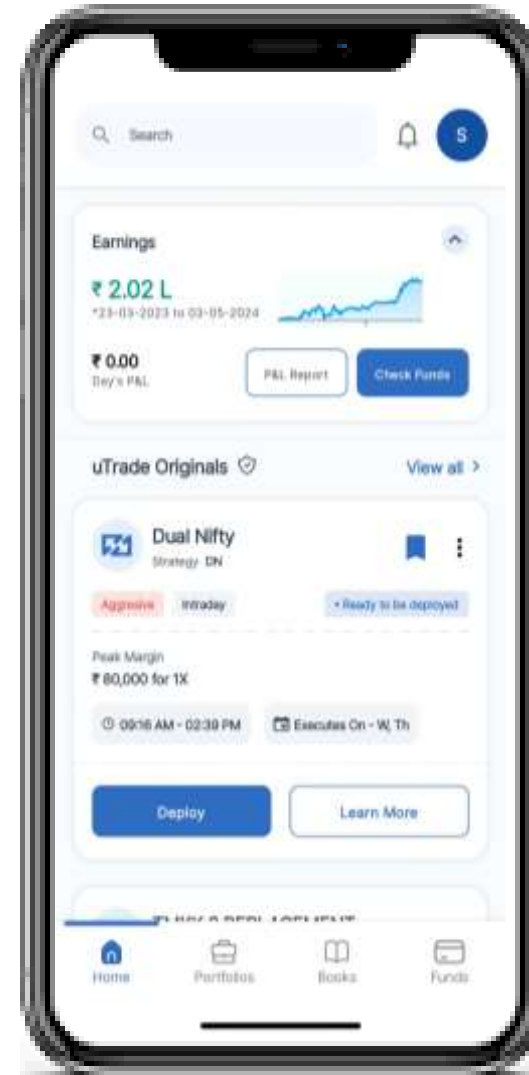
- Simplified OI strike selection for custom order forms.

Fastest Execution:

- Execute trades with unparalleled speed for a competitive edge.

Cost-Effective Pricing:

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



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

Unlock Your Trading Potential: Discover uTrade Algos' Unique Offerings

Smart Assistance:

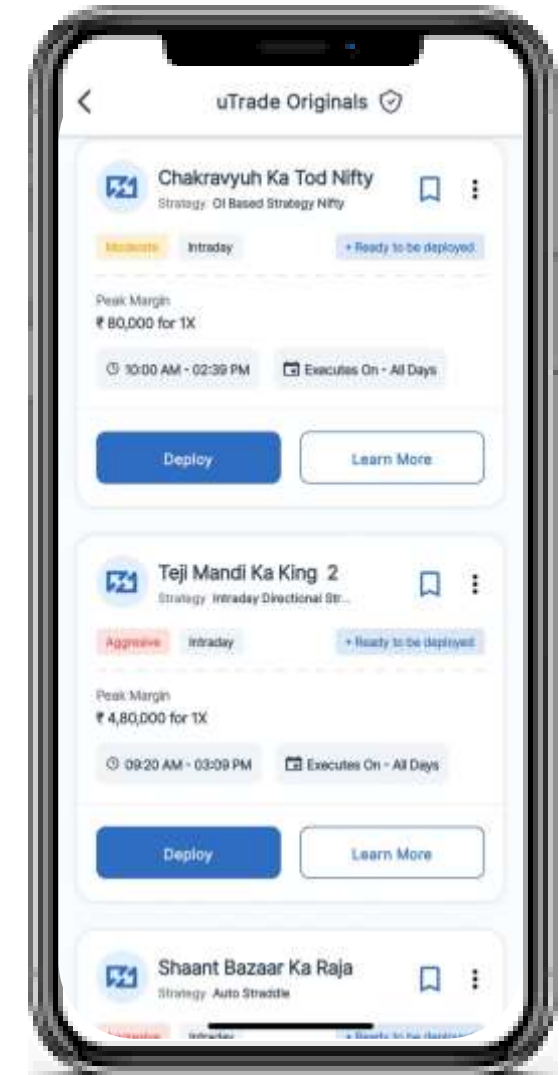
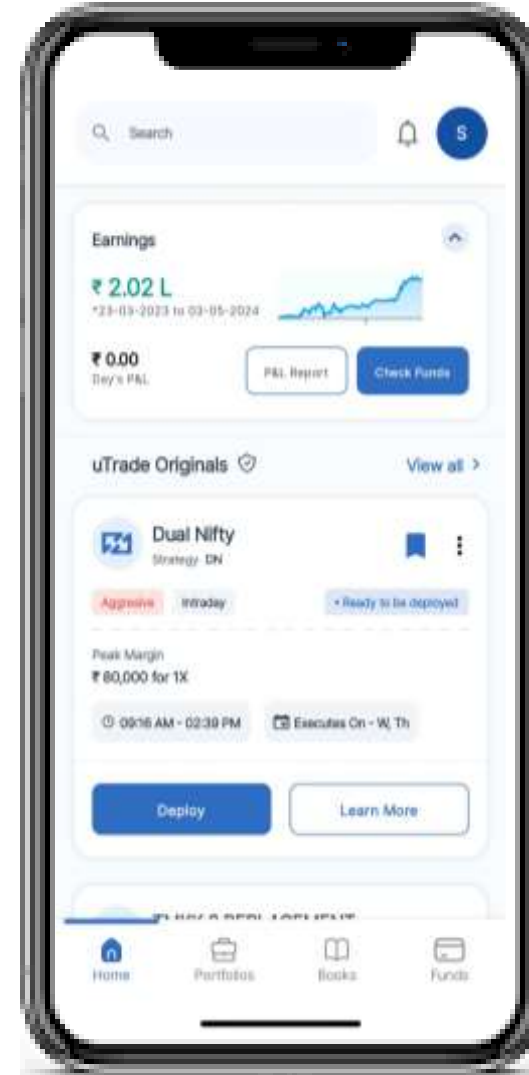
- Smartly incorporated chat bot that suggests you strategies based on your inputs and market conditions

Global Exit Parameters:

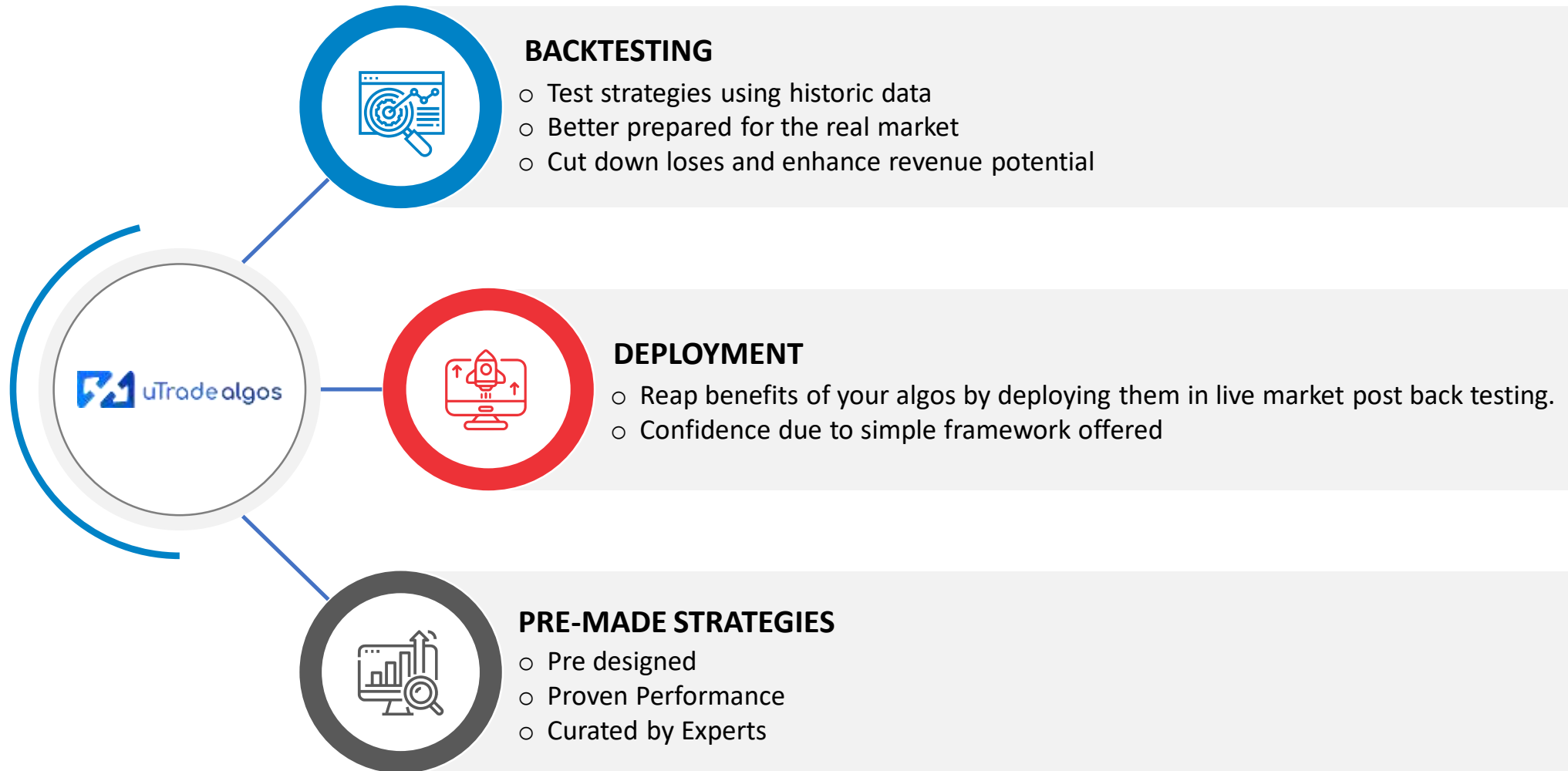
- Ensures a unified, automatic feature for existing trades by targeting profit and fixing losses, enhancing risk management.

Query Builder:

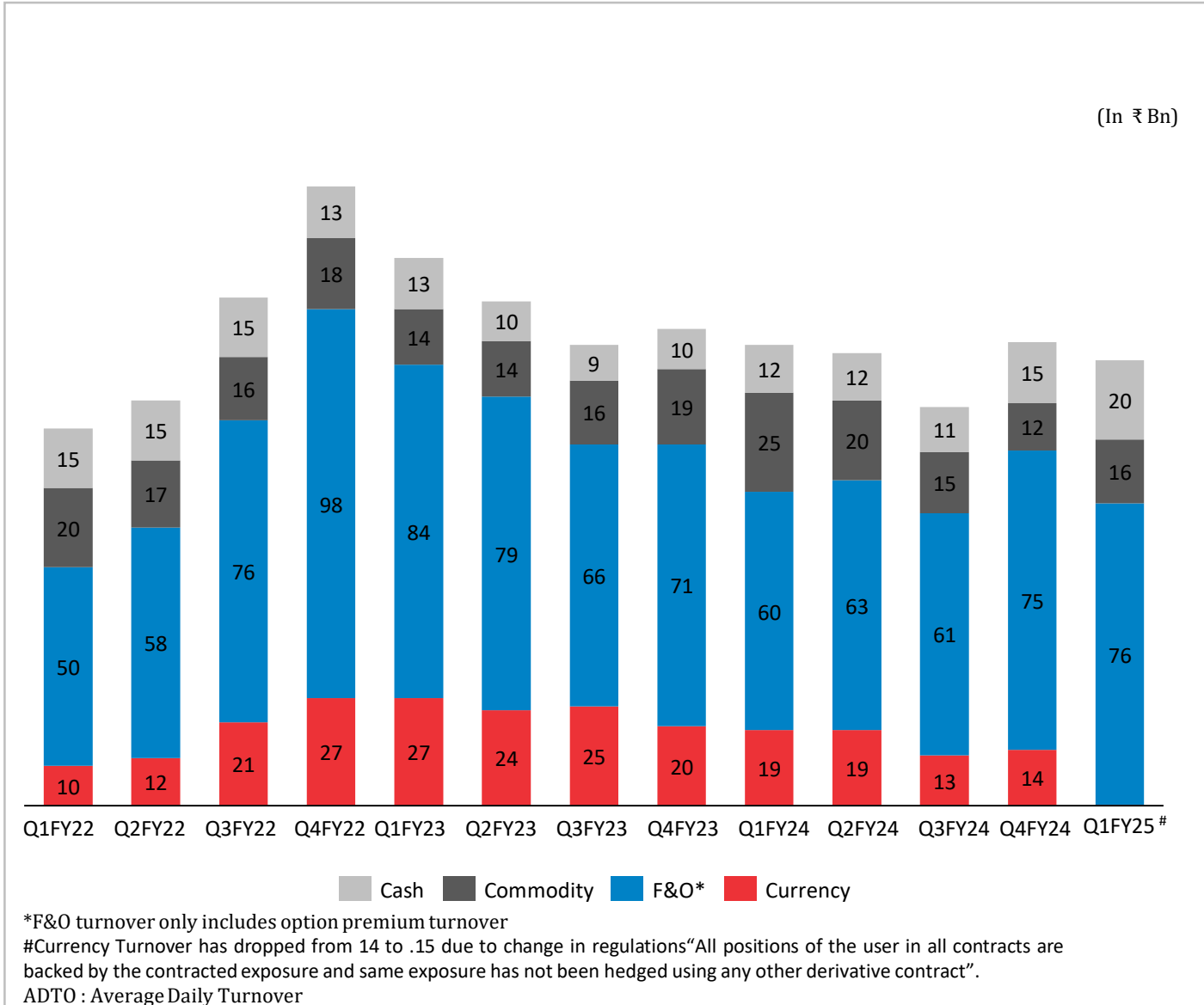
- It helps create data base queries automatically, makes it easier to build SQL commands using conditions you set.






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



Boosting ADTO And Diversifying Across Ultra HNIs And Institutions



Segment	Market Share
	
NSE- CM	1.5%
NSE- Futures	2.4%
NSE- Options	3.5%
	
BSE - CM	1.0%
	
Commodity (NCDEX/MCX)	>10%

Expanding other Key Businesses

Share India Fincap Pvt. Ltd.
Q1 FY25

₹ 210 Cr
Loan Book

₹ 17 Cr
Finance Income

67
Branches

₹ 118 Cr
Net Worth

₹ 33 Cr
Disbursement

8.18%
ROA%*

18.45%
ROE%*

20.57%
NIM%*

4.90%
GNPA

3.57%
NNPA

Share India Capital
Services Pvt. Ltd.

Completed **14** SME IPOs

15+ IPOs in Pipeline (Mandate Signed)

Key Advisory Services Offered

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

More than **11** Sectors Serviced

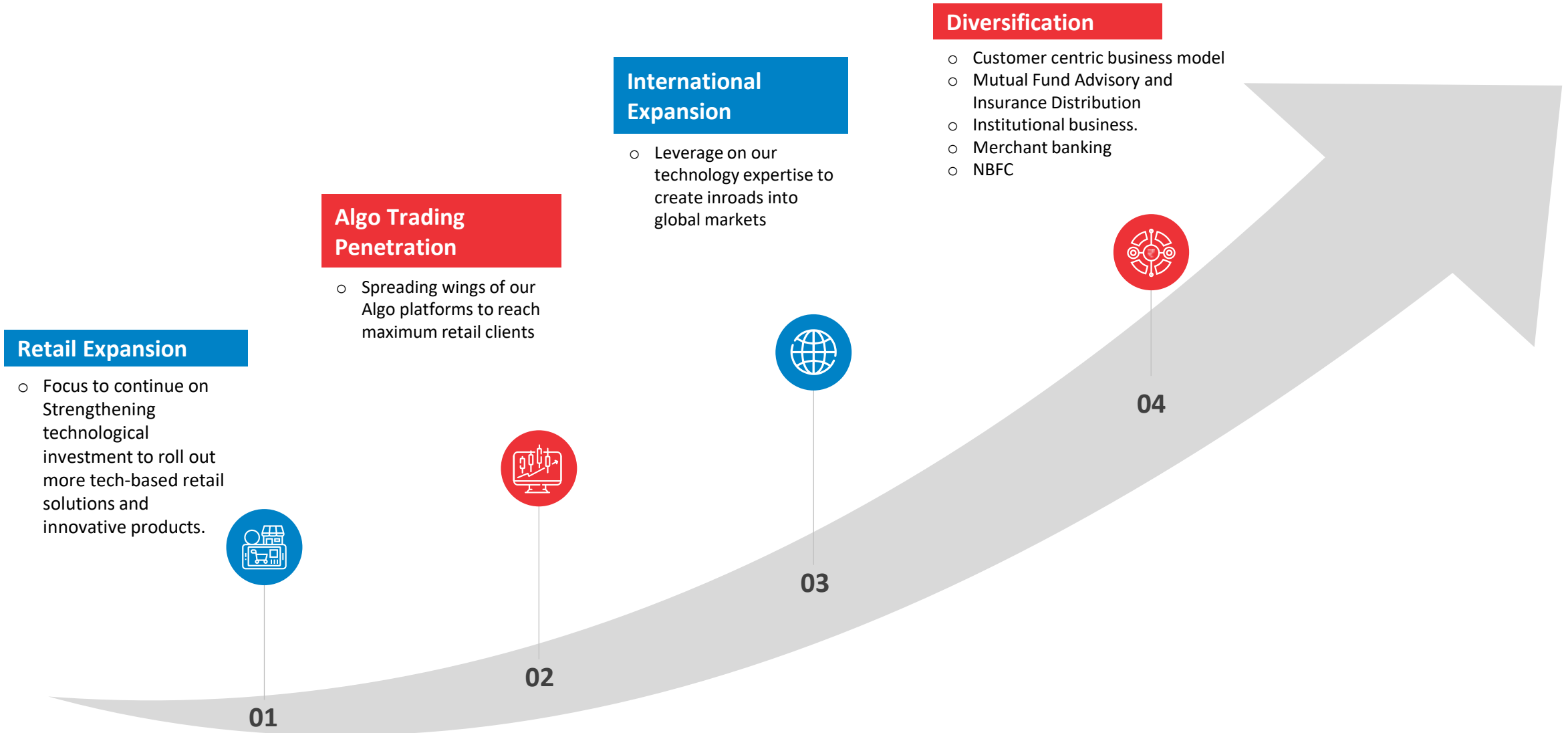
More than **5** Geographies Serviced

Key IPOs

- Gem Enviro Management Limited
- VVIP Infratech Limited
- Wise Travel India Limited
- Pune E-Stock Broking Limited

The Way Forward





Financial Performance



Q1 & FY25 - Consolidated Performance



₹ 414 Cr

TOTAL REVENUE
↑ 49% YoY



₹ 154 Cr

EBITDA
↑ 22% YoY



37%

EBITDA MARGIN#



₹ 103 Cr

PAT
↑ 25% YoY



25%

PAT
MARGIN#



₹ 5.18

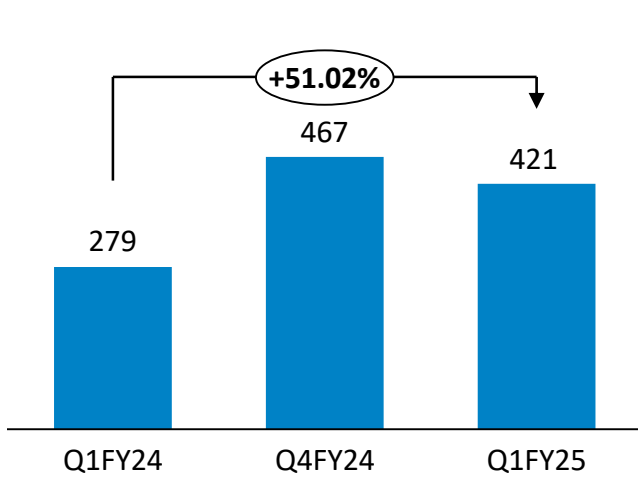
EPS**

** Basic | # Including Other Income

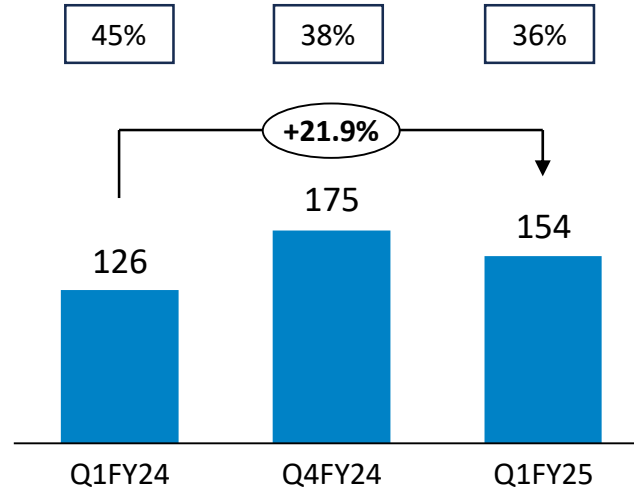
Key Financial Highlights

Quarterly

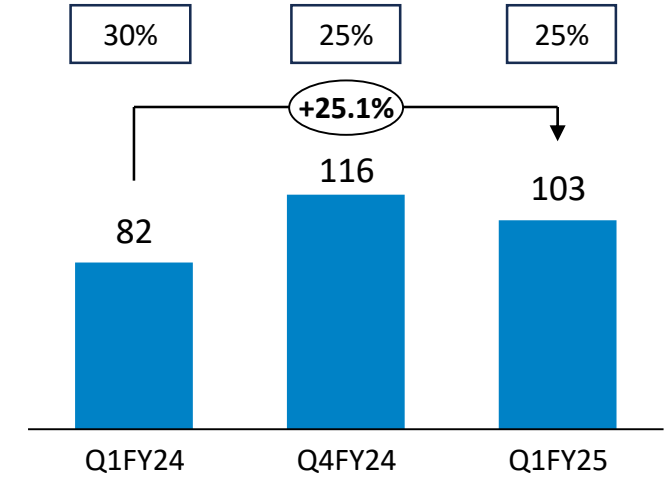
Total Income (₹ cr)



EBITDA (₹ cr) & EBITDA Margin

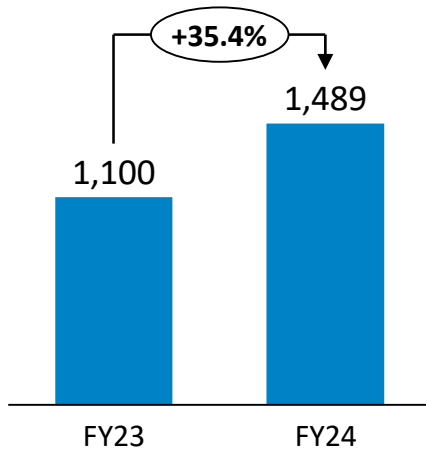


PAT (₹ cr) & PAT Margin

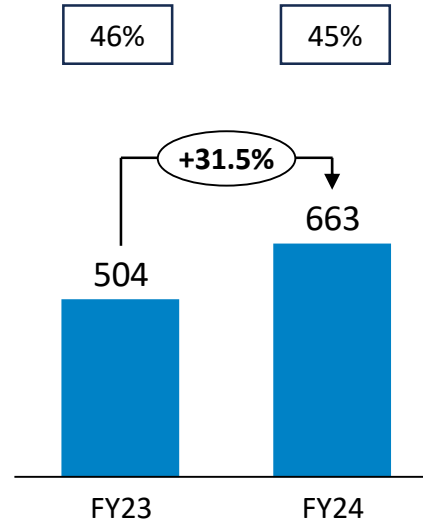


Year – To-Date

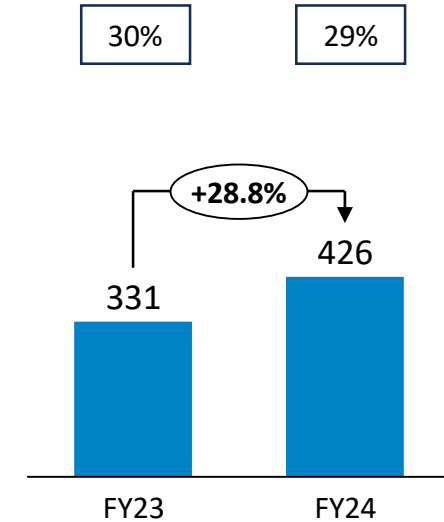
Total Income (₹ cr)



EBITDA (₹ cr) & EBITDA Margin



PAT (₹ cr) & PAT Margin



Q1 & FY25 Results Highlights

Particulars (₹ Cr)	Q1 FY25	Q1 FY24	Y-O-Y	Q4 FY24	Q-O-Q	FY24	FY23	Y-O-Y
Interest Income	49.6	31.7		49.3		162.7	104.8	
Fees And Commission Income	59.4	46.6		65.8		204.0	260.9	
Net Gain/Loss On Fair Value Changes	264.3	191.5		330.7		1069.3	678.7	
Dividend Income	3.1	1.8		4.4		14.8	24.7	
Sale of goods	35.5	3.3		13.5		22.6	6.9	
Sale of services	2.2	2.4		1.7		9.4	12.3	
Total Revenue From Operations	414.2	277.3	49.4%	465.4	-11.0%	1482.8	1088.2	36.3%
Other Income	6.7	1.4		1.3		5.9	11.5	
Total Income	420.9	278.7	51.0%	466.7	-9.8%	1488.7	1099.7	35.4%
Operating Expenses	106.1	86.3		119.0		387.4	378.8	
Fees And Commission Expense	9.5	1.4		11.8		22.0	7.2	
Impairment On Financial Instruments	2.5	0.4		3.6		6.6	1.6	
Employee Benefits Expenses	101.1	53.5		113.9		330.2	149.5	
Purchase of Stock-in-Trade	36.2	2.1		13.4		21.3	8.1	
Changes in Inventories of Finished Goods	0.0	0.7		0.0		1.0	-1.0	
Other Expenses	11.9	8.4		30.0		57.5	51.3	
Total Expenses	267.3	152.7		291.7		826.0	595.6	
EBITDA	153.6	126.0	21.9%	175.0	-12.3%	662.7	504.1	31.5%
EBITDA Margin (%)	36.5%	45.2%		37.5%		44.5%	45.8%	
Finance Costs	18.7	15.1		29.7		90.0	57.6	
Depreciation, Amortization And Impairment	3.7	2.7		4.3		14.1	12.1	
Exceptional Items	0.0	0.0		0.0		-0.8	1.5	
Profit Before Tax	131.2	108.2	21.2%	141.0	-7.0%	557.8	435.9	28.0%
Tax Expense	28.2	26.0		25.3		132.1	105.3	
Profit For The Period / Year	103.0	82.3	25.1%	115.7	-11.0%	425.8	330.7	28.8%
PAT Margin (%)	24.5%	29.5%		24.8%		28.6%	30.1%	
EPS – Basic (in ₹)	5.18	5.03		6.44		25.41	20.54	

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

