

January 30, 2025

To,
BSE Limited
Scrip Code: 540725

To,
National Stock Exchange of India Limited
Symbol: SHAREINDIA

Sub: Investor Presentation on Unaudited Financial Results of the Company for the quarter and nine months ended December 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 Investor Presentation on the Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2024.

The above information is also available on the website of the Company, i.e., www.shareindia.com.

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
Q3 & 9MFY25



Q3 & 9M FY25

Financial Performance



Q3 & 9MFY25 - Consolidated Performance Highlights

Q3FY25



₹ 342 Cr

TOTAL REVENUE

8% YoY ↓



₹ 139 Cr

EBITDA

25% YoY ↓



39.7%

EBITDA MARGIN



₹ 82 Cr

NET PROFIT

29% YoY ↓



24.0%

NET PROFIT MARGIN



₹ 3.66

BASIC EPS

9MFY25

₹ 1,209 Cr

TOTAL REVENUE

19% YoY ↑

₹ 482 Cr

EBITDA

1% YoY ↓

39.3%

EBITDA MARGIN

₹ 309 Cr

NET PROFIT

0.2% YoY ↓

25.6%

NET PROFIT MARGIN

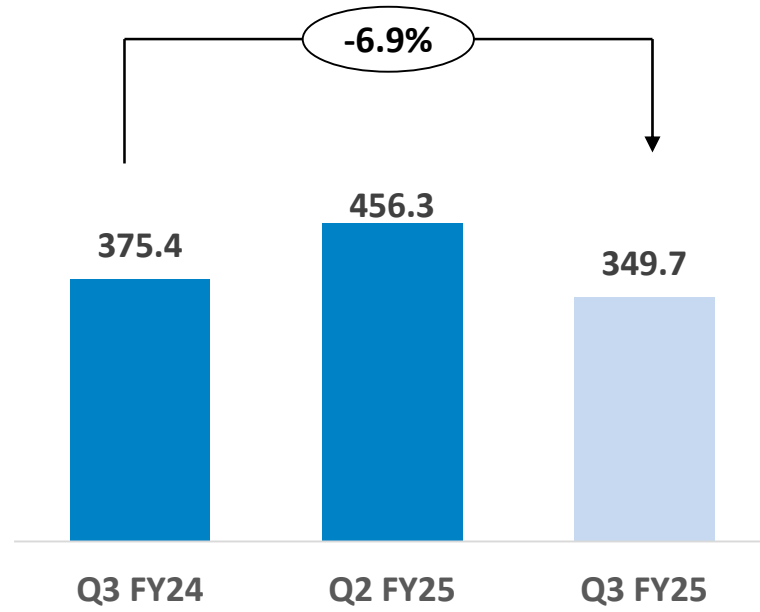
₹ 14.87

BASIC EPS

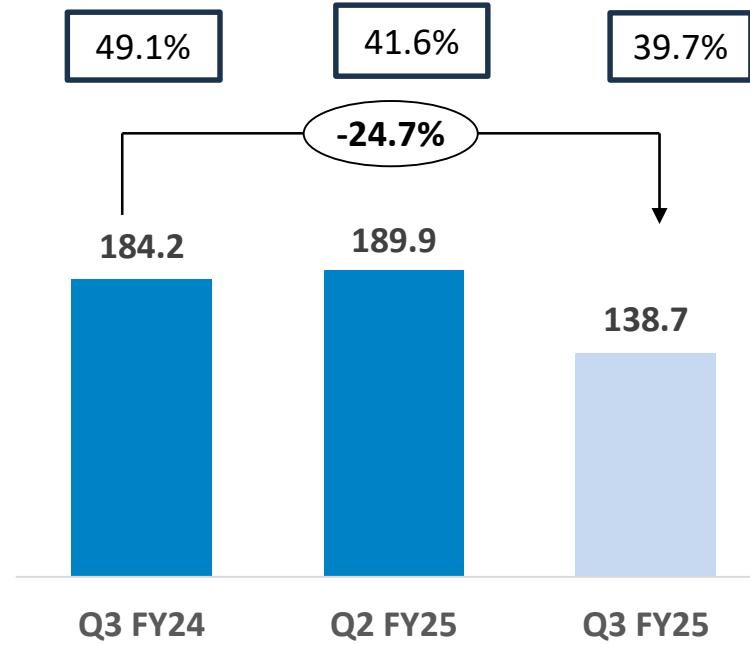
Key Financial Highlights

Total Income (₹ Cr)

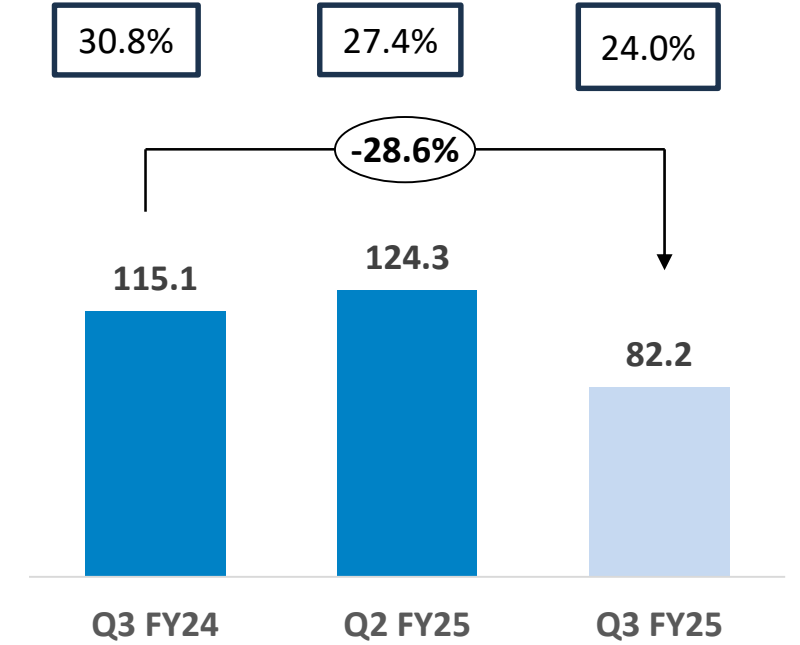
Quarterly



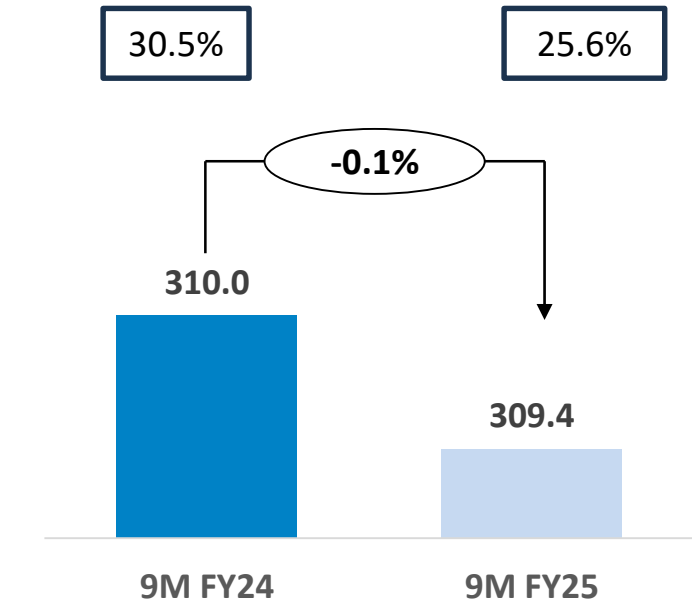
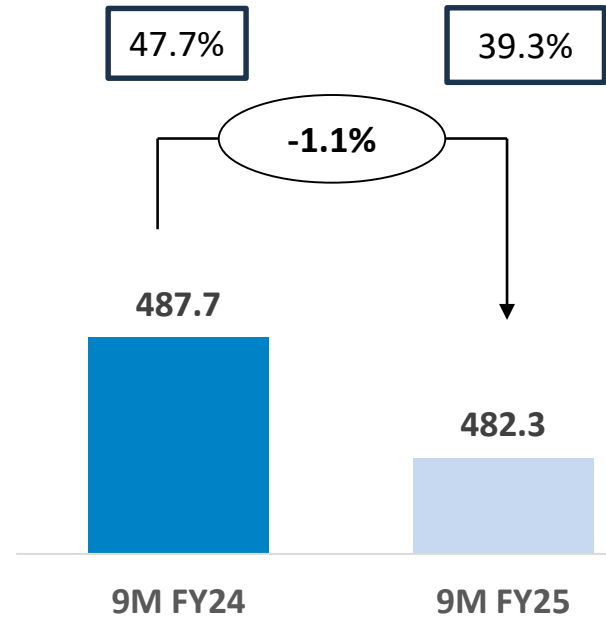
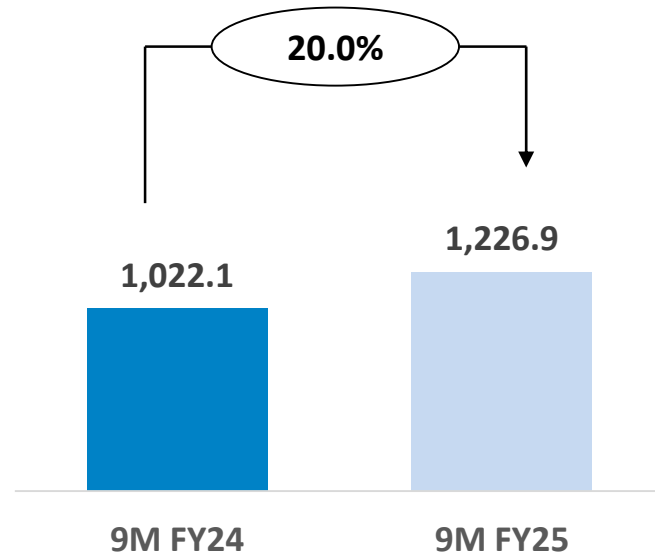
EBITDA (₹ Cr) & EBITDA Margin



PAT (₹ Cr) & PAT Margin



Nine Months



Q3 & 9MFY25 Consolidated Results Highlights

P&L (Rs Cr)	Q3 FY25	Q3 FY24	Y-o-Y	Q2 FY25	Q-o-Q	9M FY25	9M FY24	Y-o-Y
Interest Income	59	43		55		163	113	
Fees & Commission	47	42		55		161	138	
Net Gain/Loss on FV Changes	222	277		275		762	739	
Dividend Income	2	7		12		18	10	
Sale of Goods	10	2		53		98	9	
Sale of Services	2	3		2		7	8	
Total Revenue from Operations	342	374	-8.4%	453	-24.4%	1,209	1,017	18.8%
COGS	8	4		54		99	9	
Staff Cost	97	83		96		294	216	
Fees and commission expense	3	5		7		20	10	
Operating expenses	78	86		89		273	268	
Other expenses	25	12		20		59	31	
Total Expenses	211	191		266		745	534	
Operating Profit	131	183		186		465	483	
Other Income	7	2		4		18	5	
EBITDA	139	184	-24.7%	190	-27.0%	482	488	-1.1%
EBITDA Margin	40%	49%		42%		39%	48%	
Depreciation and Amortisation	4	4		4		12	10	
EBIT	134	180		186		470	478	
Finance costs	22	28		22		63	60	
PBT	112	152		164		407	418	
Exceptional Items	0	1		0		0	1	
Tax	30	36		40		98	107	
PAT	82	115	-28.6%	124	-33.8%	309	310	-0.2%
PAT Margin	24%	31%		27%		26%	31%	
Total Income	350	375	-6.9%	456	-23.4%	1,227	1,022	20.0%
Basic EPS	3.66	7.03		6.03		14.87	18.97	

* EPS for the Q3 & 9M FY25 have been restated due to stock split (5 shares for every 1 held) on June 27, 2024.

MSE : A Strategic Investment

MSE is a SEBI recognized Stock Exchange Currently, it provides a platform for trading in Capital Market, Futures & Options, Currency Derivatives and Debt Market segments. The company has invested ₹59.5 crore in the Metropolitan Stock Exchange of India (MSE), acquiring 4.958% of its post-issue share capital.



Investment Rational



Increasing the Market Reach & strengthening Leadership

Position within the Indian financial industry. Investing In a long term strategy



Boosting volume with enhanced revenue visibility

- Share India's investment in Metropolitan Stock Exchange will enhances its product offerings in the derivative segment
- This will boost its derivative volumes with non-overlapping expiries,
- This enables to augmented its revenue, expands services, and strengthens its credibility in a new exchange.



Commitment to Innovation

The move highlights the company's ongoing commitment to shaping the future of India's financial ecosystem through innovative solutions and strategic partnerships.

- The recent regulations of reduction in F&O weekly expiries (from 6 to 2) has led to a fall in the overall derivatives volume
- This has paved the way as an opportunity to introduce new weekly derivatives products on MSE SX40 as market has appetite for one more weekly expiry contract
- MSE is one of the renowned exchanges after NSE and BSE and has requisite approvals for weekly expiry contract
- The new products will be based on the SX40 index, positioning it as a key benchmark over time, similar to NSE (Nifty) and BSE (Sensex) contracts.
- This will also aim to enhance market depth and drive trading volumes, contributing to turnover and revenue growth of Share India
- The strategic investment by Share India paves way for it to be in forefront of this development in the Indian derivatives market.
- As liquidity builds, the SX40 index is expected to gain prominence, offering traders and investors an expanded suite of opportunities in the derivatives market

9M FY25 Operational highlights

Investment in MSE:

- The company has invested **₹59.5 crore in the Metropolitan Stock Exchange** of India Limited (MSE) by acquiring 29.75 crore equity shares, **representing 4.958% of the post-issue paid-up share capital** of MSE.

Credit Rating by CRISIL:

- Total Bank Loan Facilities Rated ₹2,000 Crore: **Long Term Rating CRISIL A+/Stable, Short Term Rating CRISIL A1+**

Entering into PMS & AIF Category III:

- The Company has approved the formation of a new subsidiary to operate in Category III AIF and PMS sectors.
- This expansion will strengthen the company's position as a comprehensive financial service provider and boosts stakeholder credibility.

Other Business Updates:

- Share India Capital Services Pvt. Ltd., a wholly owned subsidiary of the company, signed an MoU with the Centre of Excellence for Aspiring SMEs (CoE), a collaboration between FISME and IFICI. The MoU seeks to support SMEs by providing strategic guidance, aiding access to external equity, and overcoming funding challenges via SME IPO listings.
- Share India Fincap Pvt. Ltd., a wholly owned subsidiary of the company, raised ₹30 crore through the issuance of Non-Convertible Debentures (NCDs).
- The company declared the 3rd interim dividend of ₹ 0.20 per share on face value of ₹ 2



COMPANY

Overview



Standalone Business

 <p>Broking in Equity, F&O, Commodities and Currency segment</p>	 <p>Prop Trading</p>	 <p>Mutual Funds distribution</p>	 <p>Research</p>	 <p>Depository Participant</p>
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Business in Subsidiaries

 <p>Equity Trading</p>	 <p>Insurance Broking</p>	 <p>NBFC</p>	 <p>Investment banking</p>	 <p>Algo Trading platform</p>
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Entities

<p>Share India Algotplus Pvt. Ltd. Share India Global Pte. Ltd. Share India Securities (IFSC) Pvt. Ltd. Total Securities (IFSC) Pvt. Ltd. Silverleaf Securities Research Pvt. Ltd.</p>	<p>Share India Insurance Brokers Pvt. Ltd.</p>	<p>Share India Fincap Pvt. Ltd.</p>	<p>Share India Capital Services Pvt. Ltd.</p>	<p>Algowire Trading Technologies Pvt. Ltd. uTrade Solutions Pvt. Ltd.</p>
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Share India – At a Glance – 9MFY25



Rs 2,328 Cr
Networth



45,722
Clients in Broking



₹ 361 Cr
Margin Trading Facility (MTF)



56,750
NBFC Client Base



9,677
Active MF
Customers



115+
Institutional
clients



75
NBFC
Branches



30+
Years of Trust



4,605
Employees



8,200
Avg. Daily Turnover (₹ Crs.)



56,959
Lives Covered



348
Branches & Franchisees



₹ 253 Cr
NBFC Loan Book

1994

- Incorporated in 1994

2007

- Expanded into futures and options trading with the Bombay Stock Exchange (BSE).

2008 -2010

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

2010 - 2011

- Pioneered the development of technology for algorithmic trading to enhance market capabilities.
- Renamed as Share India Securities Ltd. And acquired membership of NSE and DP of CDSL and merged with a company.

2020

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

2019

- Started Share India insurance Brokers
- Merged Total securities.

2017

- Successfully 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.

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.

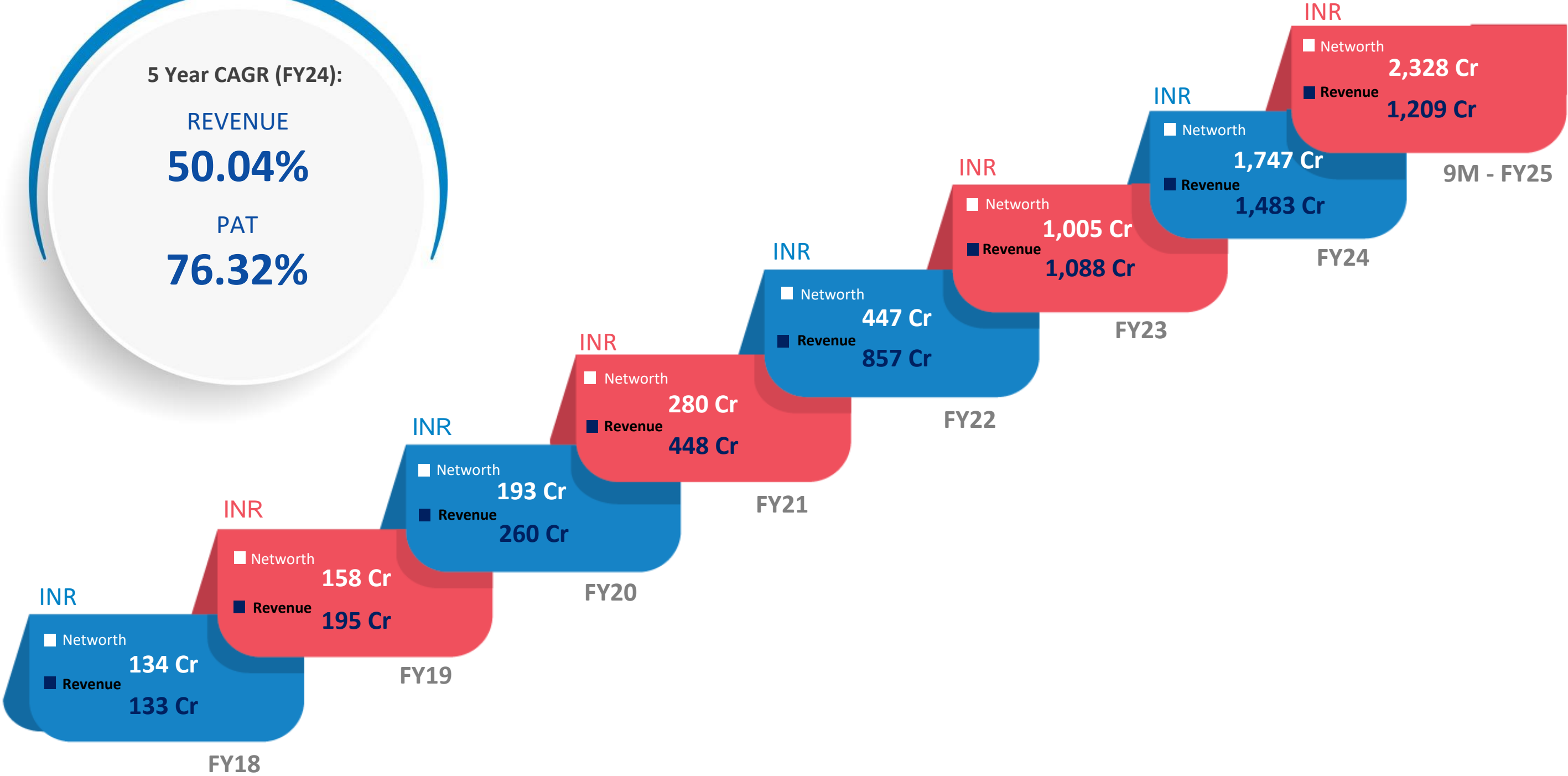
2023-2024

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

2024-2025

- Strategic Investment in Metropolitan Stock Exchange (MSE) by acquiring ~5% stake
- Incorporation of Silverleaf Securities Research Private Limited as a new subsidiary

Growth Trajectory



Business

Overview



Versatile Trading Features: Adapting to Your Strategy

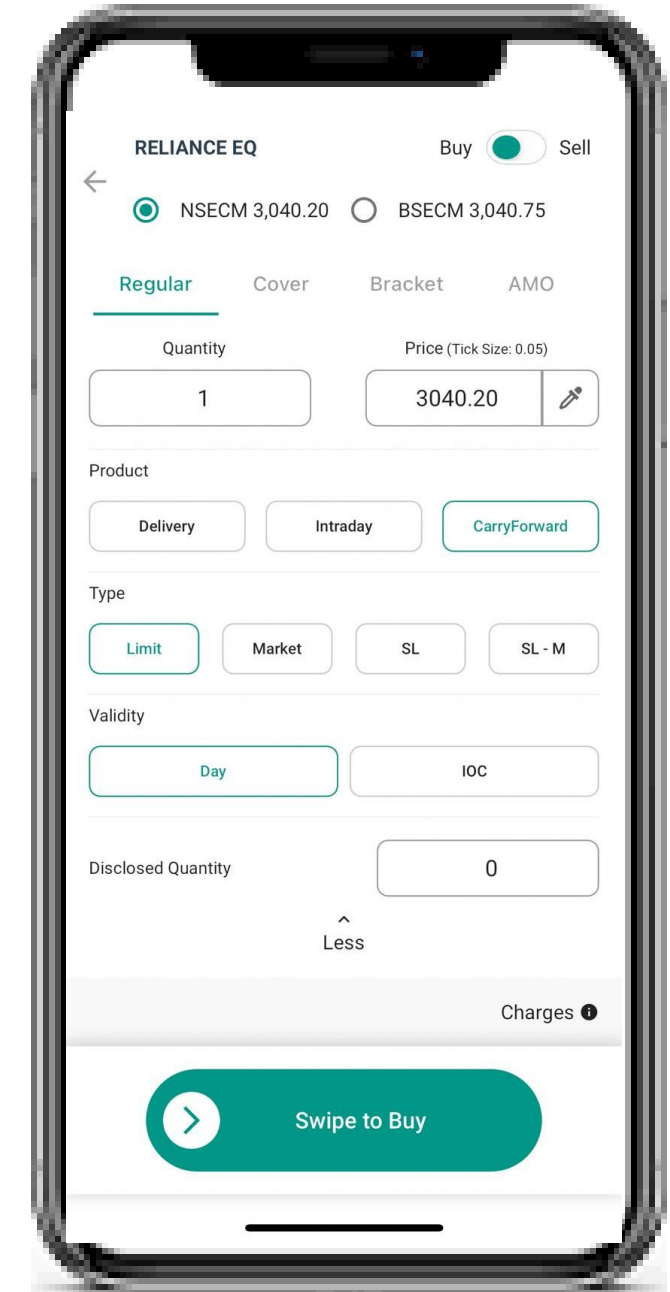
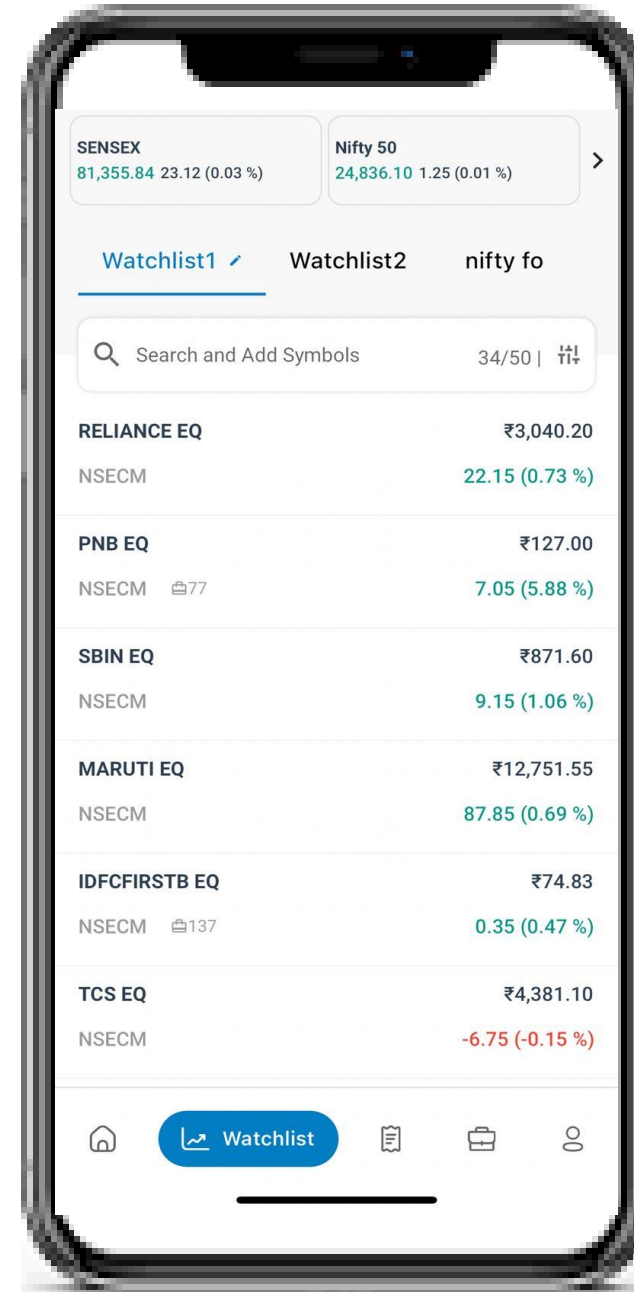
Rest API

-REST based Trading API. Our REST API's will help you to develop your own trading, Using our REST API you can execute orders in real time, monitor your positions, manage your portfolio and much more.

Multiple Payment Gateways

-Multiple payment gateways to allow users to transfer funds to their trading account.

Mutual Fund: On ShareIndia, mutual funds are held in Demat mode, allowing you to benefit from a unified portfolio that consolidates all your investments in mutual funds, ETFs, stocks, and bonds.



Unlock Your Trading Potential: Discover uTrade Algos' Unique Offerings

20+ Evolved Pre-Defined Strategies – uTrade Originals:

-Offers a growing library of 20+ strategies tailored to include popular symbols, enhancing trading efficiency

Updated UI for Seamless Experience:

-A redesigned user interface ensures effortless navigation and improved accessibility for both Mobile and Web

Personalized Notifications (Execution, PnL & Alarm):

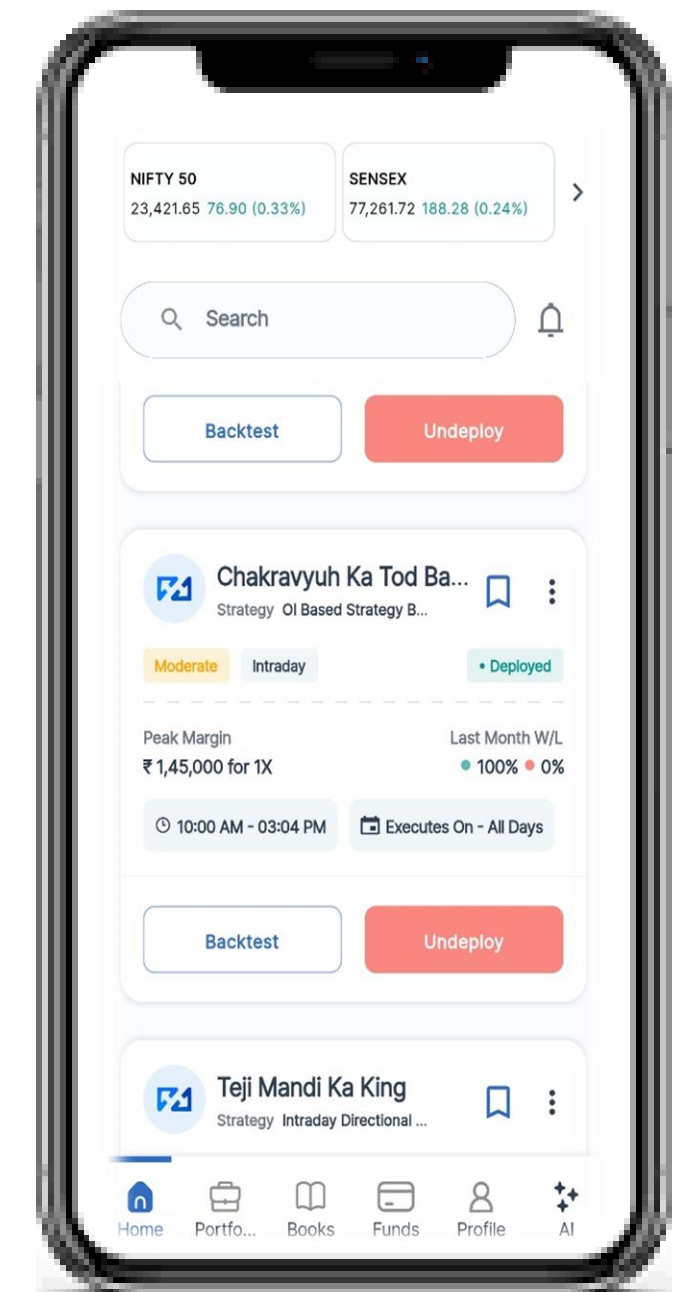
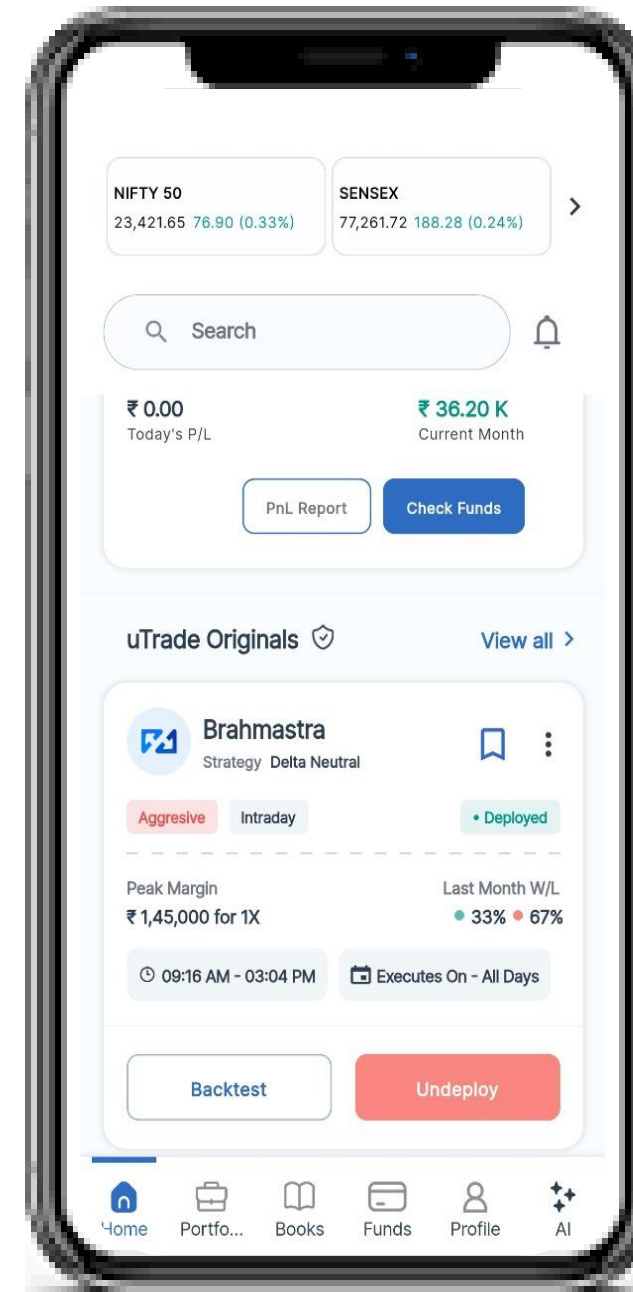
-Receive customized alerts for Execution, PnL reminder & alarm to get you updated with the market

Backtest uTrade Originals through Mobile:

-Empowers users to backtest trading strategies directly from their mobile devices, providing on-the-go insights

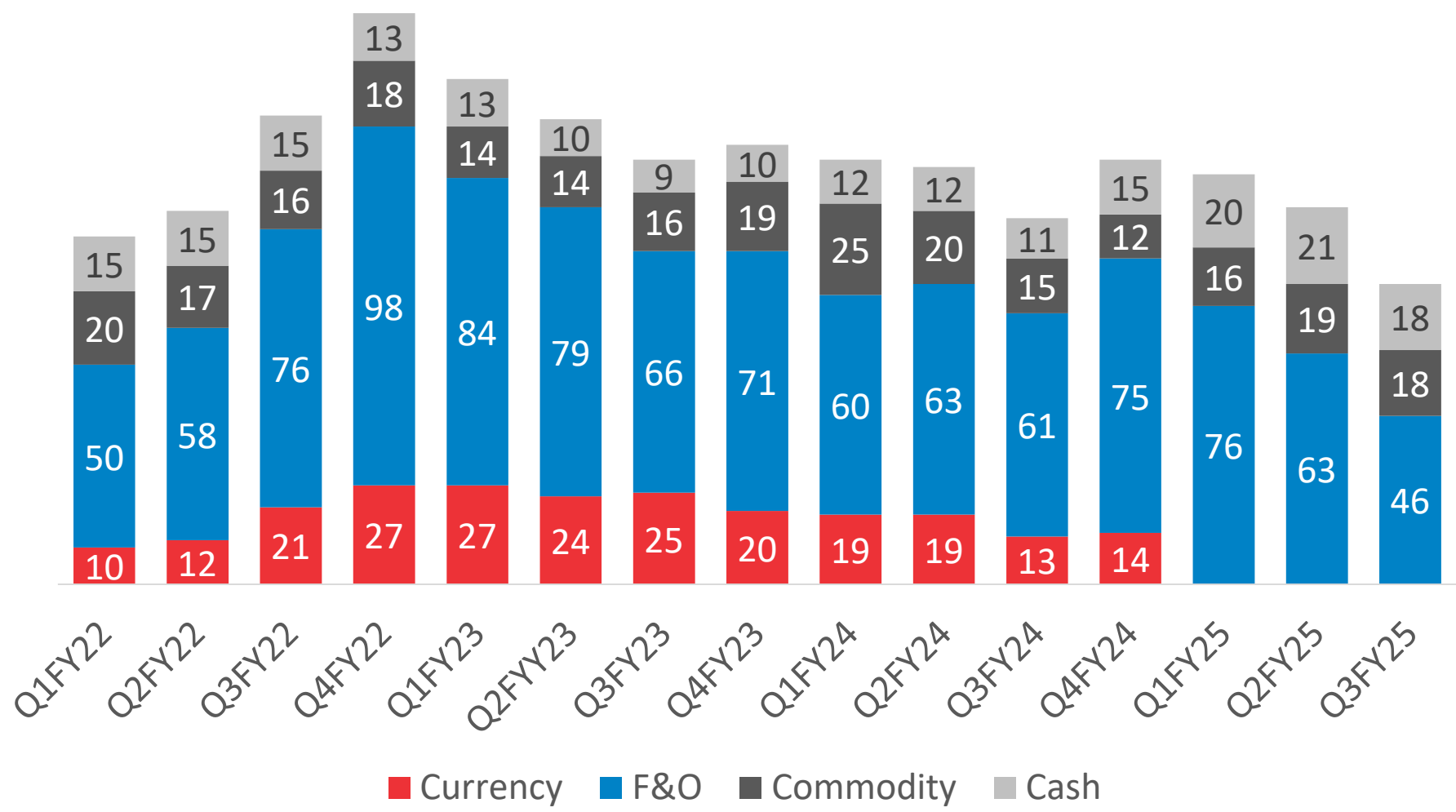
Smart Assistance :

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



Boosting ADTO And Diversifying Across Ultra HNIs And Institutions

Avg Daily Turnover (₹ Bn)

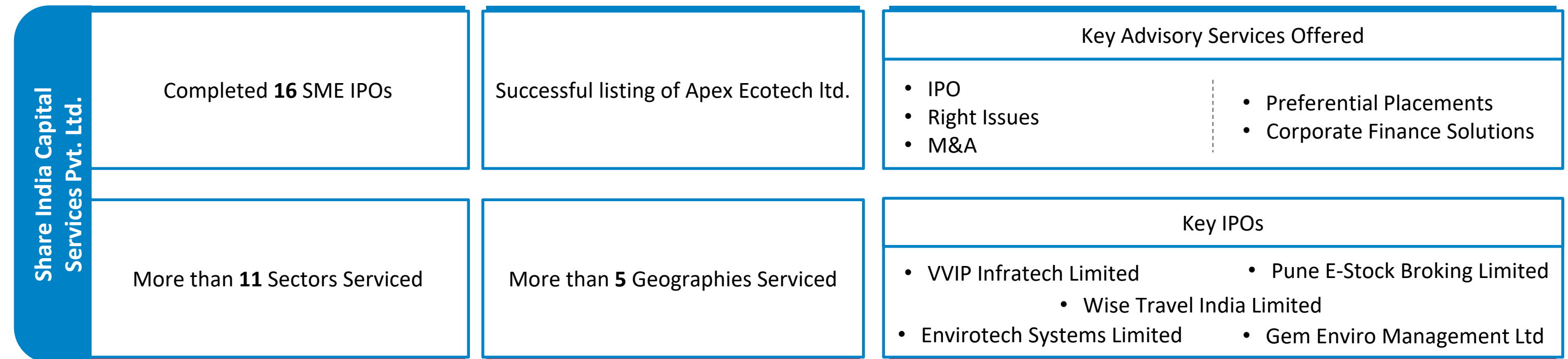
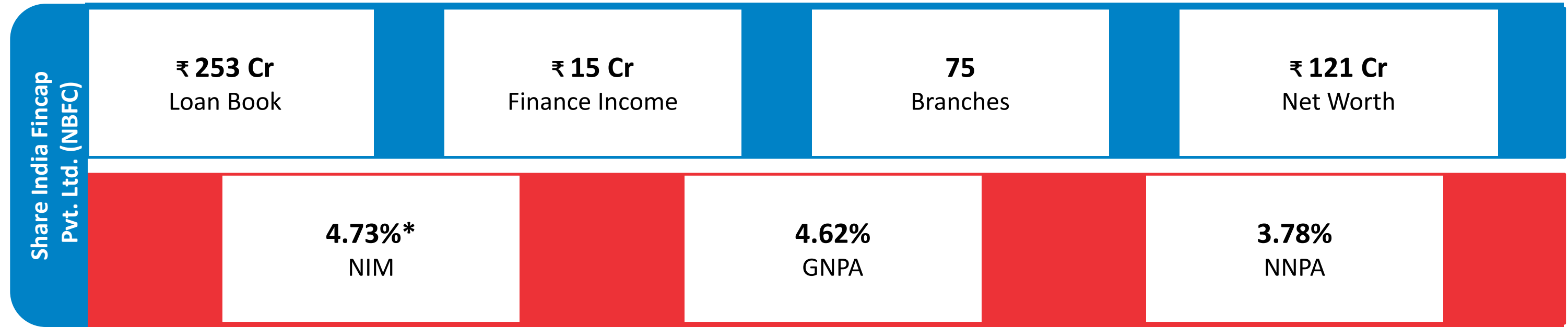


Segment	Market Share
NSE	
NSE - CM	1.6%
NSE - Futures	1.7%
NSE - Options	2.3%
BSE	
BSE - CM	1.6%
BSE - Options	3.5%
NCDEX MCX	
MCX - Options*	2.4%
MCX - Futures*	5.0%
NCDEX - Futures*	19.0%

ADTO : Average Daily Turnover

*Commodity market share earlier was reported as notional figures. Going ahead, we have bifurcated commodity data segment wise. Commodity option market share is based on premium turnover.

Expanding other Key Businesses – Q3 & 9MFY25



* Not annualised

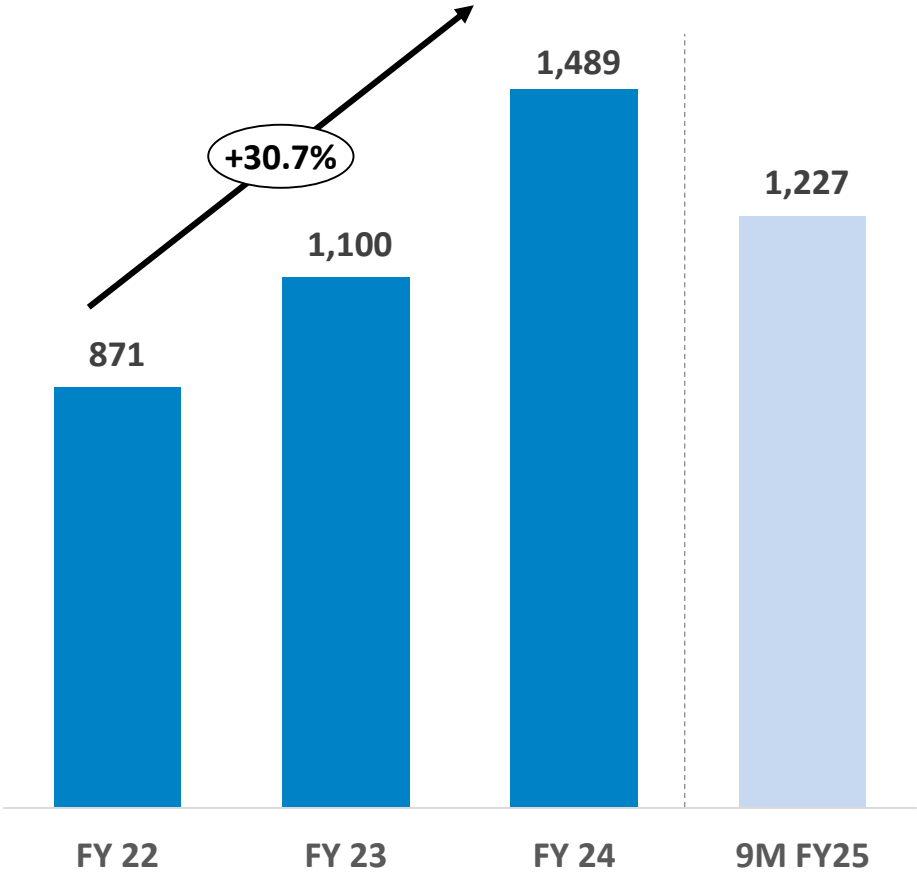
Consolidated Financials

Overview

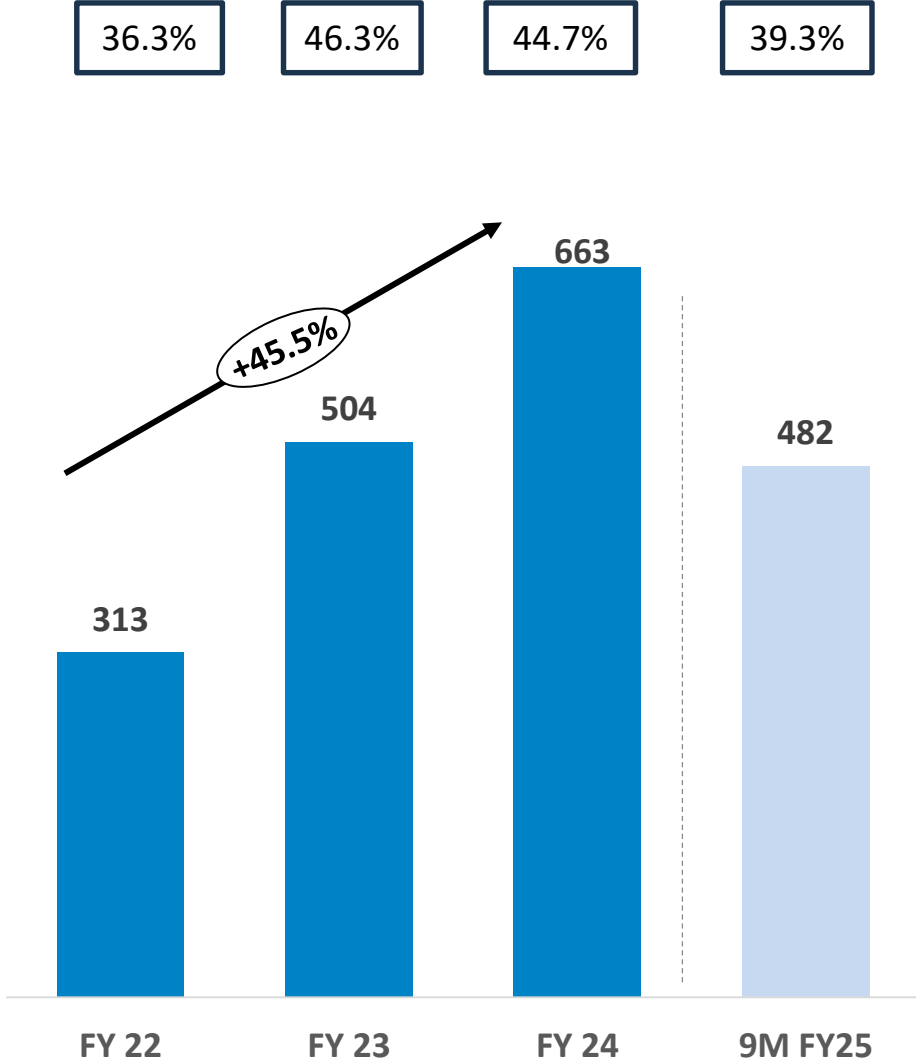


Key Financial Consolidated Highlights

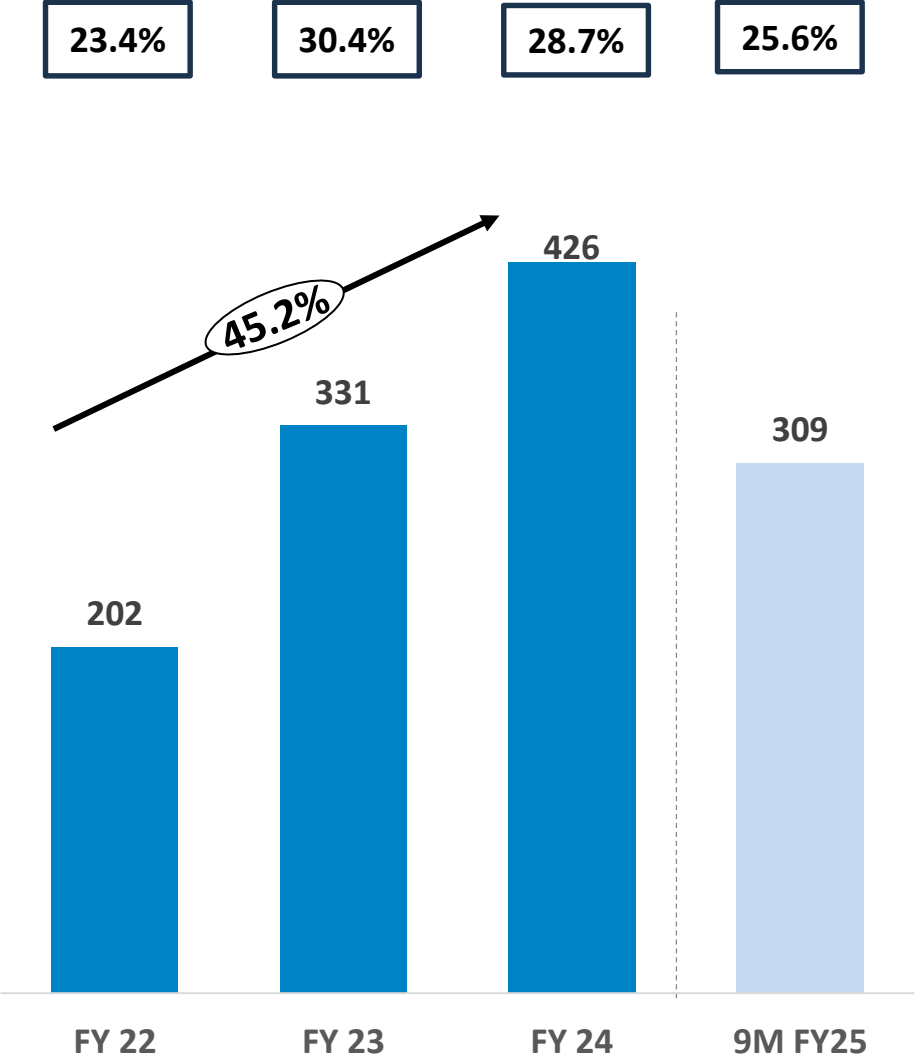
Total Income (₹ Cr)



EBITDA (₹ Cr) & EBITDA Margin

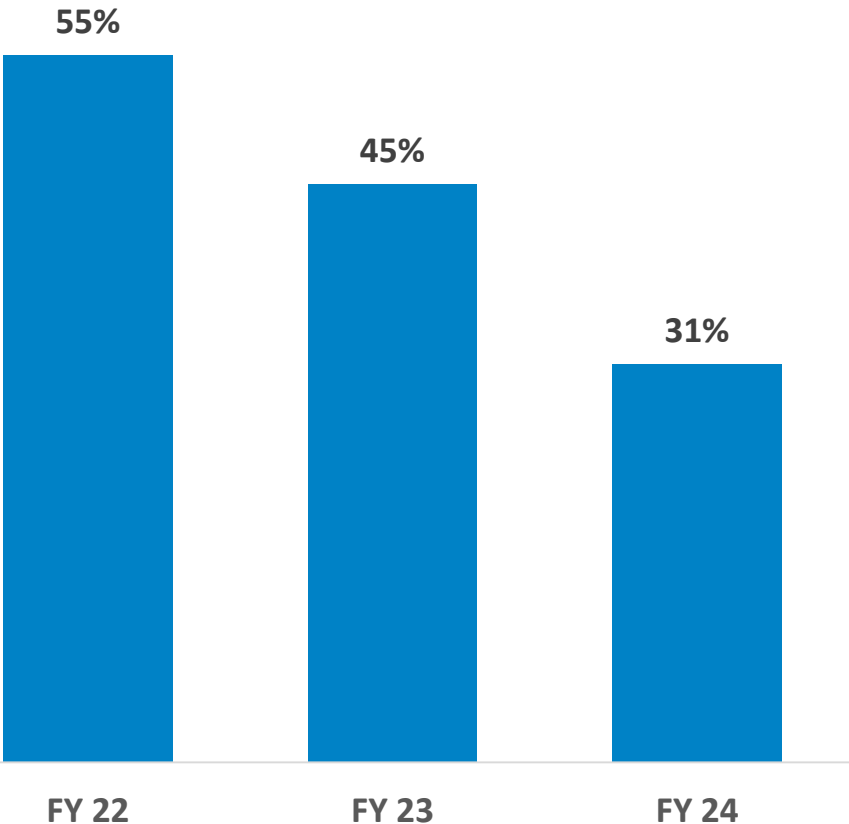


PAT (₹ Cr) & PAT Margin

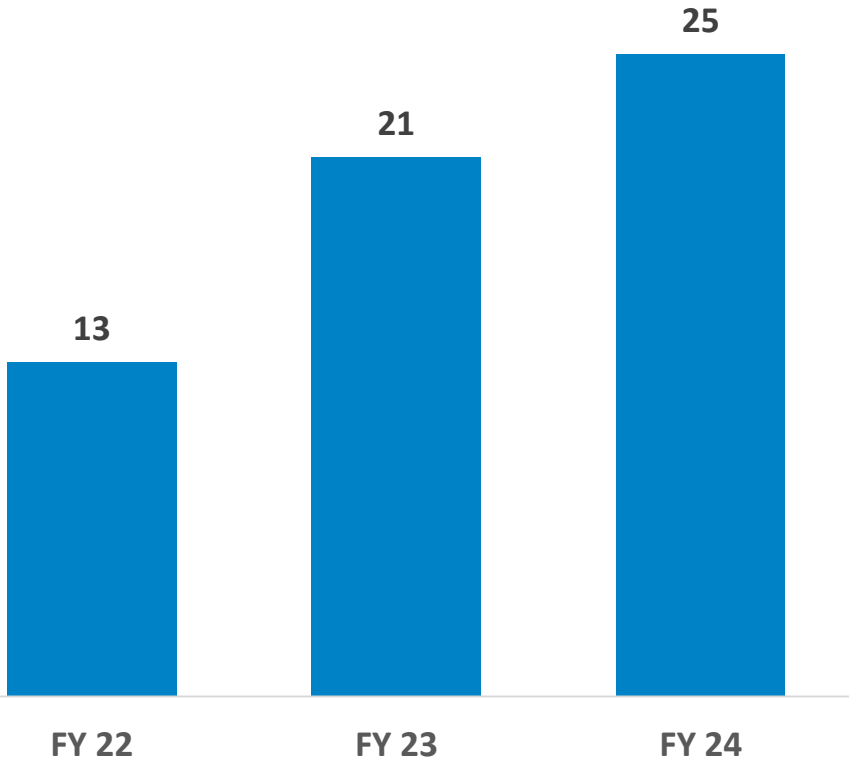


Key Financial Highlights

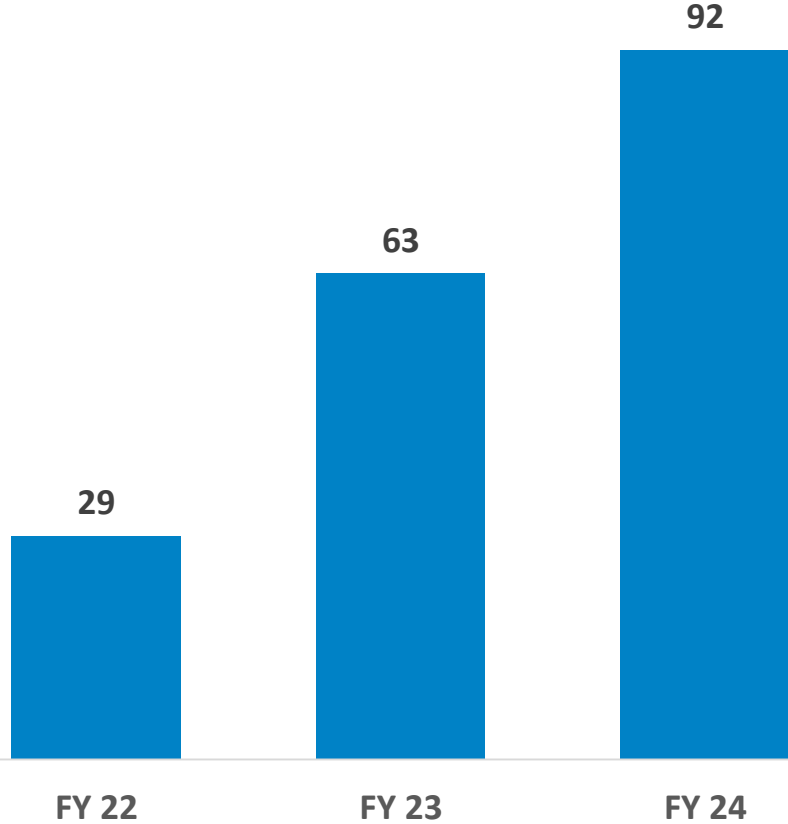
Return on Equity (%)



EPS (Basic) (in ₹)



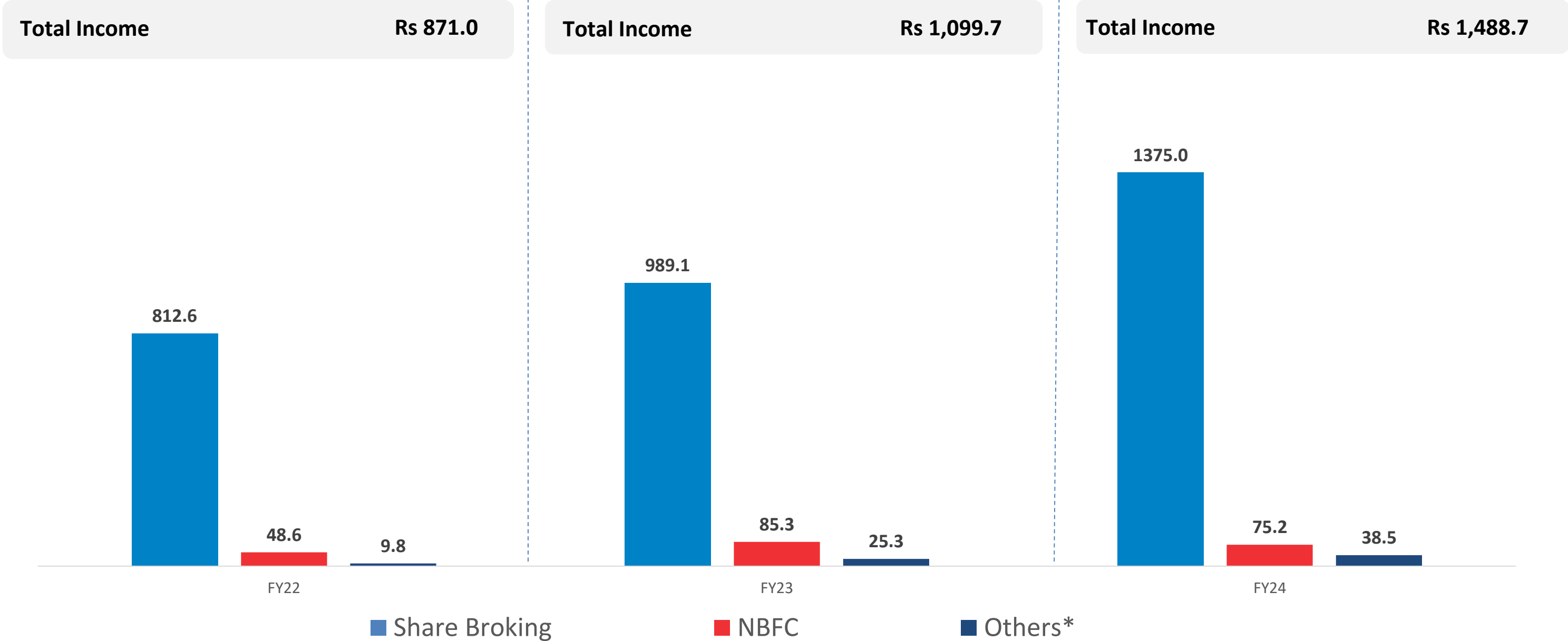
Book value per share (in ₹)



* EPS for the Q3 & 9M FY25 have been restated due to stock split (5 shares for every 1 held) on June 27, 2024.

Revenue Growth Across Key Segments

Income in Rs. Crs



*Others Includes Insurance Business, Merchant Banking Business, Tech Sevices and Unallocated

Balance Sheet

Particulars (In ₹ Cr)	FY24	FY23	H1FY25
Liabilities			
Financial Liabilities			
Trade and Other Payables	359.3	349.5	437.3
Borrowings	386.9	192.1	319.1
Other Financial Liabilities	327.0	261.7	544.8
Non-Financial Liabilities			
Current & Def Tax (Net)	9.1	3.0	13.0
Provisions	9.5	5.8	11.4
Other Non-financial Liabilities	15.4	8.3	10.4
Total Liabilities	1,107.2	820.3	1,336.0
Net Worth	1,746.8	1,005.3	2,257.8
Non-Controlling Interest	14.0	13.2	14.6
Total Liabilities & Equity	2,868.1	1,838.8	3,608.4

Particulars (In ₹ Cr)	FY24	FY23	H1FY25
Assets			
Financial Assets			
Cash & Cash Equivalents	2,018.5	1,403.2	2,109.3
Trade & Other Receivables	14.2	37.8	31.0
Loans	341.6	164.6	485.8
Investments	149.1	6.1	250.6
Other Financial Assets	232.6	139.2	584.8
Non-financial Assets			
Fixed Assets	72.3	63.0	73.0
Current & Def. Tax (Net)	10.2	6.2	22.1
Other Non-Financial Assets	29.6	18.7	51.8
Total Assets	2,868.1	1,838.8	3,608.4

Outlook

Ahead



Retail Expansion

- Entering the PMS Market to Boost Growth and Enhance Brand Credibility and increase penetration in retail market.
- Focus to continue on Strengthening technological investment to roll out more tech-based retail solutions and innovative products.
- Focus on Margin Trading Facility (MTF) Book which will augur well in enhanced client retention thus aiding revenues with increased trading volumes



01

Algo Trading Penetration

- Spreading wings of our Algo platforms to reach maximum retail clients via Utrade Algo.
- SEBI is considering a proposal to extend algorithm-based trading (algo trading) to retail investors.
- New product for derivative trading in mutual fund under consideration by SEBI



02

International Expansion

- Leverage on our technology expertise to create inroads into global markets



03

Diversification

- Mutual Fund Advisory and Insurance Distribution
- Institutional business.
- Merchant banking
- NBFC



04

01

Fee-based businesses :
Along with this business and investment products over the next five years.

02

Retail segment :
Strategic shift towards focusing on the retail segment over the past two years. One key initiative was the introduction of Margin Trading Facility (MTF) services for our clients, which generated significant demand and drove growth. As a result, Share India's MTF book reached approximately Rs 361 crore by the end of December.

03

Wealth management :
We have launched a wealth management company, with a focus on offering investment products such as AIF and PMS, which are not currently part of Share India's offerings. aiming to diversify and strengthen our service offerings in this segment.

04

New Branches :
We have recently established branches in key cities and are using these locations as hubs to serve nearby tier II and tier III cities, where we are seeing strong demand

05

Institutional Business :
Successfully empaneling 116 institutions over the past year and a half.

06

Digital Business :
With a particular emphasis on **uTrade Algo**

07

Merchant Banking :
Focusing on merchant banking by assisting companies in getting listed on the SME platform and Main Board, which generated strong revenue

Annexures

Management Team



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



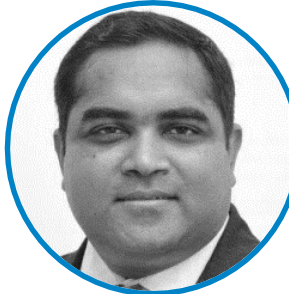
Mr. Vijay Rana

CFO



Mr. Vikas Aggarwal

Company Secretary &
Compliance Officer



Mr. Ajay Patel

CEO
Share India Insurance

Thank You



COMPANY



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CIN: L67120GJ1994PLC115132
Email: abhinav@shareindia.com

Website: www.shareindia.com

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