

July 31, 2025

To,
BSE Limited
Scrip Code: 540725

To,
National Stock Exchange of India Limited
Symbol: SHAREINDIA

Sub: Investor Presentation on Un-audited Financial Results of the Company for the quarter ended June 30, 2025.

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 Un-audited Financial Results of the Company for the quarter ended June 30, 2025.

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

SHARE INDIA

SECURITIES LTD

Investor Presentation Q1 FY26

Q1FY26 - Consolidated Performance Highlights



Q1FY26

Revenue
Rs **341** Cr
43% QoQ

EBITDA
Rs **141** Cr
155% QoQ

PAT
Rs **84** Cr
353% QoQ

EPS
Rs **3.86**
444% QoQ

EBITDA Margin
41.43%
1823 Bps

PAT Margin
24.71%
1693 Bps

Operational Highlights - Q1 FY26



Prabhakar Tiwari - Project Drone

- Alumnus of IIM Bangalore, gold medalist in Marketing, Served as Chief Growth Officer in a well known Broking Firm led both marketing and sales strategy
- Fintech Veteran Prabhakar Tiwari, to launch Project Drone, a new WealthTech venture, bringing capital, tech, and institutional expertise.
- Aims to offer accessible, tech-driven wealth solutions for emerging and mass affluent Indians in Tier 2-4 cities.
- Key features: vernacular-first UI, behavioral finance, and retail-friendly institutional tools.



Credit Rating

- CRISIL Ratings has reaffirmed *long-term rating as CRISIL A+/Stable and short-term rating as CRISIL A1+ for Share India Securities Limited's ₹2,000 crore bank loan facilities*
- The rated facilities include ₹1,760 crore proposed long-term bank loan and short-term loans from banks such as Bandhan Bank, ICICI Bank, and Indian Bank
- The reaffirmed ratings reflect strong creditworthiness and timely debt servicing capability, with CRISIL keeping the ratings under continuous surveillance.



SEBI Approval for PMS services

The approval from SEBI to commence Portfolio Management Services can bring several benefits :

- Expanded Revenue Streams: Diversify its product offerings and tap into new sources of fee-based income.
- Enhanced Brand Credibility: SEBI approval reinforces the company's reputation as a compliant and trustworthy market participant.



Company

Overview

Share India - At a Glance



Share India Securities Ltd. Was **founded in 1994** and is headquartered at Noida, Uttar Pradesh, India.



It is a **prominent, technology-driven financial services company** in India, renowned for its expertise in algorithmic trading and a broad spectrum of investment solutions.



Stands as a **diversified financial conglomerate** with a strong emphasis on technology and innovation.



With a **network of 289 branches and franchises across 17 states**, Share India has established a strong footprint across India, providing accessible financial services to a broad clientele



30+
Years of Trust



11
Subsidiaries



4,134
Employees



200+
In house tech experts



₹ 2,334 cr
Net worth (FY25)



289
Branches & Franchises



41%
Q1 FY26 EBITDA Margin (%)

Growing Financial Services Conglomerate



Standalone Business



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



Prop Trading



Mutual Funds distribution



Research



Depository Participant



Institutional Business

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.

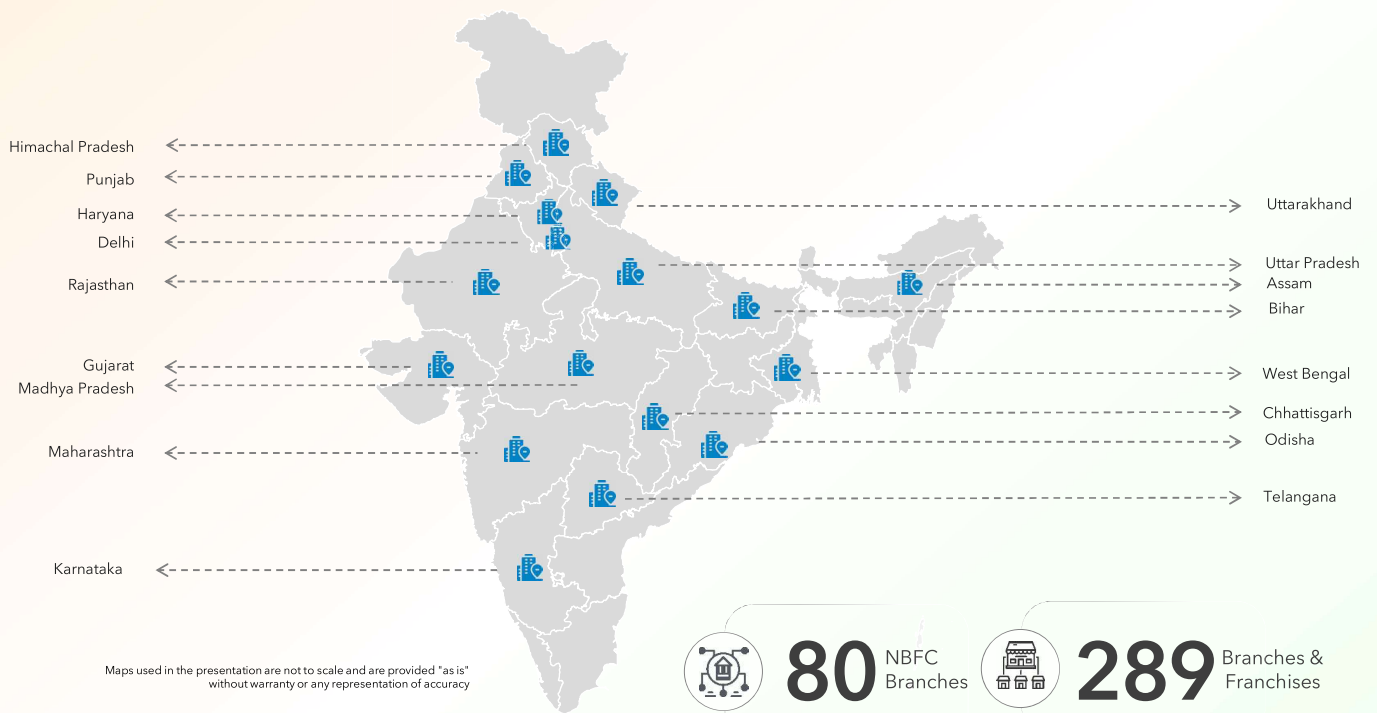
Share India Insurance
Brokers Pvt. Ltd.

Share India Fincap Pvt. Ltd.

Share India Capital
Services Pvt. Ltd.

Algowire Trading Technologies Pvt. Ltd.
uTrade Solutions Pvt. Ltd.
Silverleaf Securities Research Pvt Ltd

Pan India Presence



80 NBFC Branches



289 Branches & Franchises



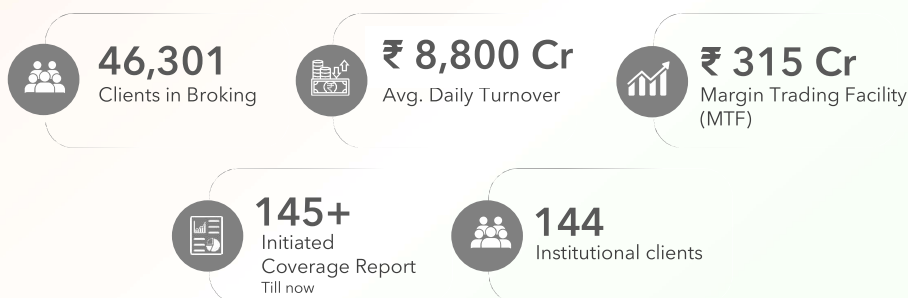
Business

Overview

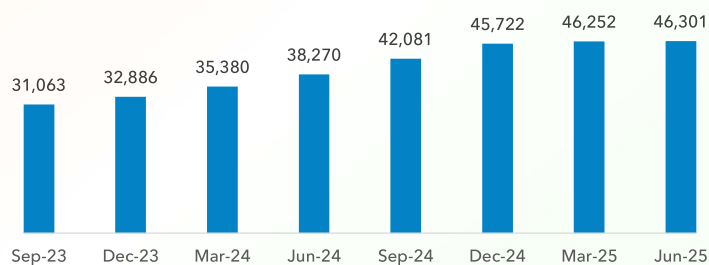
Broking and Trading segment



- Brokerage is charged on turnover.
- 0.01-0.05% is the range of the brokerage which is charged to the customers.
- According to McKinsey & Company and BoF, the world's fastest growth in ultra-high-net-worth individuals (UHNIs) will be witnessed by India, with their population projected to surge 50% between 2023 and 2028.
- According to Knight Frank's 'The Wealth Report 2025', India's HNW population is estimated at 85,698 in 2024, up from 80,686 in the previous year, and is expected to rise to 93,753 by 2028, reflecting the country's expanding wealth landscape.



No of Clients in Broking



Sources: Economic times, DBS treasures

NBFC and Merchant Banking



47,447
NBFC Client Base

80
NBFC Branches

₹ 301 Cr
NBFC Loan Book

4.82%
GNPA

3.30%
NNPA

4.10%
NIM*



Merchant Banking

18
IPO Listings
Till now

12
Sectors Serviced

6
Geographies Serviced

Top Listings FY25
90%
Listing Gains

Apex Ecotech Limited
421x
Subscription Times

VVIP Infratech Limited
220x
Subscription Times

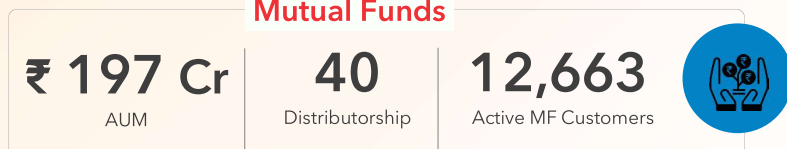


*Not Annualised

Insurance and Mutual Funds



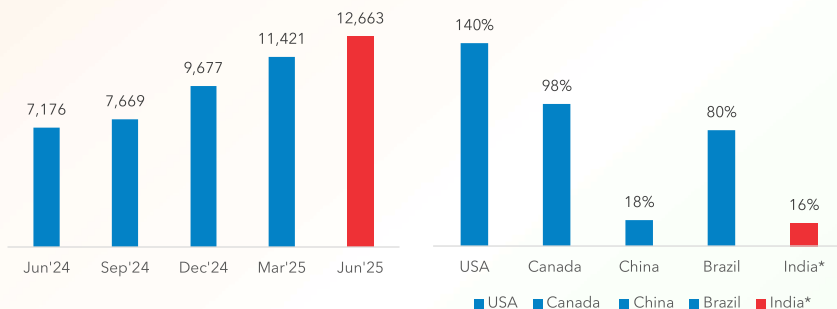
Mutual Funds



- **India's MF penetration** remains low compared to developed economies, despite rapid growth in SIPs and digital adoption.
- India's MF AUM-to-GDP ratio has reached an all-time high of **19.9% of GDP** as of March 2025.
- The Indian market has **huge growth potential**, especially in **Tier 2-4 cities**, with increasing financial awareness and fintech push.
- **Regulatory support** (SEBI, AMFI) and campaigns like *Mutual Funds Sahi Hai* are aiding this expansion.

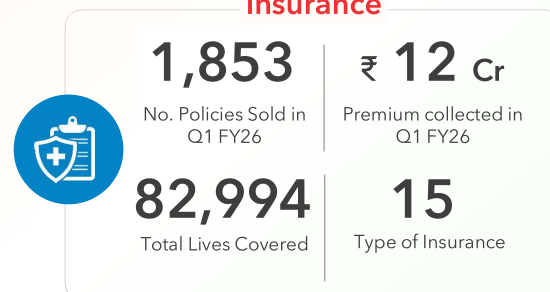
Share India Active MF customers

2020 AUM/GDP Ratio (%)



Source: IRDAI, World Bank & economic survey, The Global Economy, AMFI, Business Standard, Economic times,

Insurance



- **Global Average***: ~7%
- **India ranks well below global average**, highlighting the **immense growth potential**, especially in rural and underserved regions.

Segment (India)	FY24 Penetration* (% of GDP)
Life Insurance	~2.8%
Non-Life Insurance	~1.0%
Total	~3.8%

(*Insurance penetration = Total premiums as % of GDP)

Source: AMFI (Association of Mutual Funds in India)

Reliable Trading Platform



Adaptable Trading Tools to Match Your Every Move.

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.

Trading View Chart:

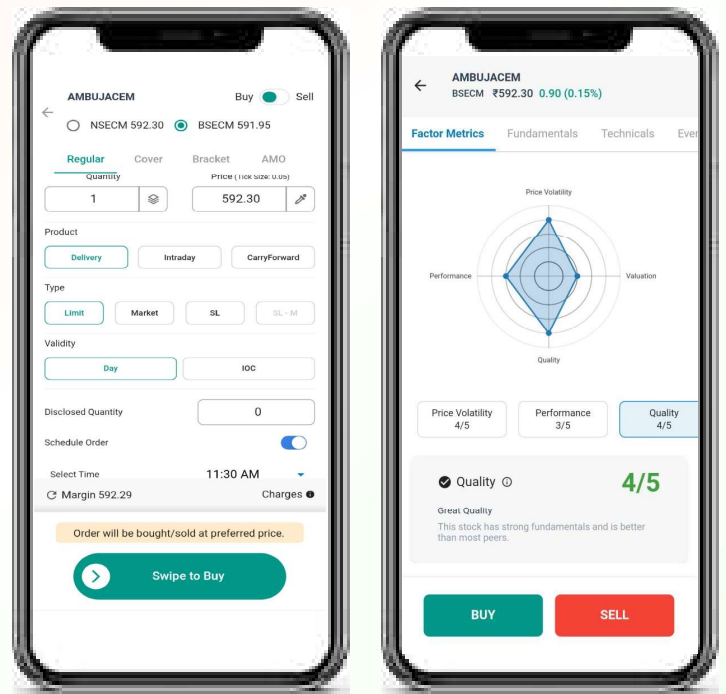
-Seamlessly track market trends with our integrated Trading View charts—powerful, real-time, and built for smart trading.

Company Analytics:

-Users can easily access a company's fundamentals on our trading platform, including technical analysis, peer comparison, events, key statistics, and factor analysis—all in one place without any hassle.

MF Pledge:

-Now user can easily pledge eligible mutual funds also directly from our trading platform.



UTrade - Algo: Algo Trading that is modern, reliable and effortless



Unlock Your Trading Potential: Discover uTrade Algos Unique Offerings

AI Recommended Strategies:

-Unlock smarter trading with AI-powered strategy suggestions tailored to market behavior and user preferences.

uTrade Intelligence:

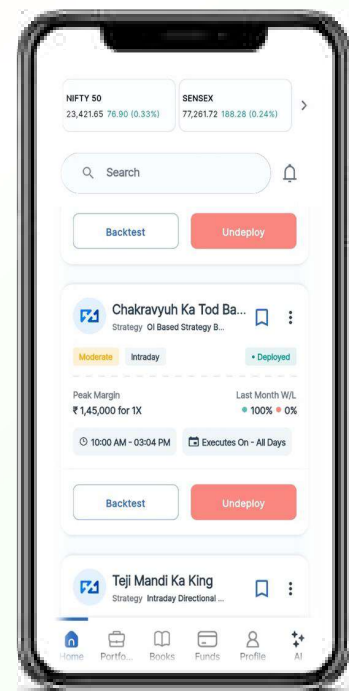
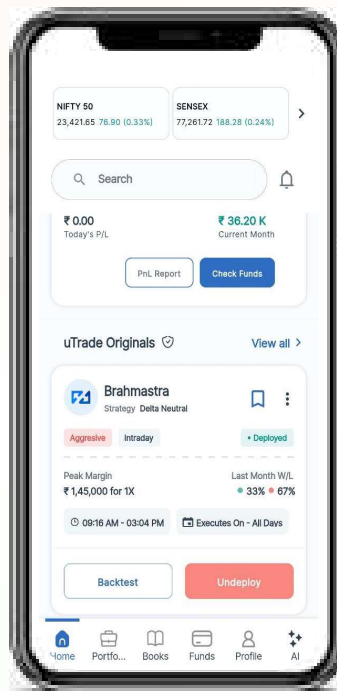
-Introducing a powerful analytics layer for data-driven trading insights and performance metrics. Track, analyze, and optimize strategies with actionable intelligence in real-time.

New Lazy Leg Addition in Custom Form:

-Now add additional legs effortlessly with the Lazy Leg feature in custom forms. Build complex strategies faster with minimal input and maximum control.

New Indicators – MACD & SMA:

-Empower your technical analysis with newly added MACD (Signal, Histogram, Line) and SMA indicators. Enhance your strategy precision with deeper trend analysis and entry-exit signals.



Awareness Events This Quarter



Invest IQ April 13th, 2025 Bangalore

Share India (uTrade algos) had participated in InvestIQ Bangalore. Getting acquainted with the features of uTrade Platform, people there as well were in delight.



InvestIQ on June 8th, 2025 New Delhi

Share India (uTrade algos) had participated in InvestIQ—India's largest investing concert—featuring 10+ leading brokerage firms and over 1,000 enthusiastic participants. Experts led eight dynamic sessions covering different aspects of financial markets.



InvestIQ on May 19th, 2025 Mumbai

Share India (uTrade algos) had participated in InvestIQ, Mumbai as well. People were very enthusiastic about the product and were overwhelmed by seeing the pre-defined strategies along with the other features.



Strategic

Overview

Pioneering in Wealth Management with Project Drone, PMS and Utrade Algo



Category	2023	2024	2028F (Projected)	Growth Rate	Source
HNIs (>\$1M)	~345,000	378,810	–	~5.6% YoY	Capgemini WWR 2025, Mathrubhumi, Business Standard
UHNWIs (>\$30M)	~13,262	–	19,908	~6.1% (CAGR)	Knight Frank Wealth Report 2024, Business Standard
Ultra-Rich (>\$100M)	~1,300+	1,500+	–	~18% YoY	Hurun India Wealth Report 2024

- **Rapid wealth accumulation** supports robust demand for advisory, alternative assets, and global investment solutions.
- India is home to **85,698 HNWIs in 2024**, ranking **4th globally**, and is projected to reach **93,753 by 2028**

*Estimated for 2024 (applying ~6.1% growth from 2023 figure)

Key Trends



Digitization

Rise of **robo-advisory**, mobile-first investing, and vernacular platforms.



Personalization

Shift from product-push to **goal-based**, customized portfolios.



Youthful wealth cohort

(15–20% under age 40) is driving demand for digital, personalized platforms

Source: Livemint, Capgemini

Mapping Our Path Ahead



Retail Expansion

- o Fintech Veteran Prabhakar Tiwari to launch '**Project Drone**', a Disruptive WealthTech Venture
- o Focus on **Margin Trading Facility (MTF)** Book which will augur well in enhanced client retention thus aiding revenues with increased trading volumes
- o Spreading the wings of our **Algo platforms** to reach maximum retail clients via **Utrade Algo**.
- o Providing **Portfolio management services (PMS)** and enhancing the presence in Wealth management
- o Client Acquisition through Aggressive marketing
- o Increasing Digital presence and establishing a Phygital Broking Firm.
- o Continue Strengthening technological investment to roll out more tech-based retail solutions and innovative products.



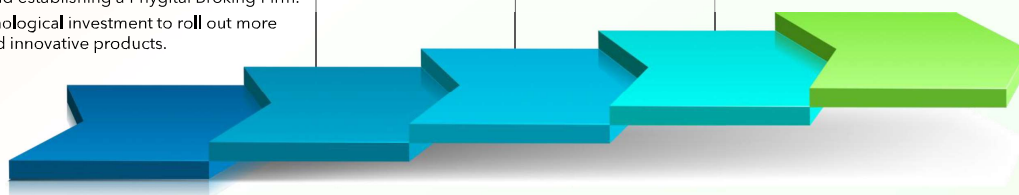
Institutional Clients

- o Increasing Client Base
- o Focus on High Frequency Trading (HFT) Players



Diversification

- o Offerings in Merchant Banking
- o Loan Against Property, Security and Mutual Funds in NBFC
- o Leveraging technology expertise to create inroads into global markets
- o Growing focus on Insurance Broking



The background of the slide features a blue horizontal band. Within this band, there are faint, semi-transparent images of financial data: a line graph with multiple peaks and valleys, and several stacks of coins. The word 'Financial' is written in a large, white, sans-serif font across the middle of this blue band.

Financial

Overview



Q1 FY26 Consolidated Results Highlights

P&L (Rs Cr)	Q1 FY26	Q1 FY25	Y-O-Y	Q4FY25	Q-O-Q
Interest Income	61	50		61	
Fees & Commission	40	59		42	
Net Gain/Loss on FV Changes	218	264		126	
Dividend Income	4	3		4	
Sale of Products	17	36		4	
Sale of Services	3	2		2	
Total Revenue from Operations	341	414	(18)%	239	43%
COGS	16	36		4	
Staff Cost	84	101		80	
Fees and commission expense	6	10		5	
Operating expenses	76	106		78	
Other expenses	21	14		19	
Total Expenses	203	267	(24)%	187	9%
Operating Profit	138	147		52	
Other Income	3	7		3	
EBITDA	141	154	(8)%	56	155%
EBITDA Margin	41%	37%		23%	
Depreciation and Amortisation	4	4		6	
EBIT	137	150	(8)%	50	177%
Finance costs	27	19		27	
PBT	111	131	(16)%	23	379%
Exceptional Items	0	0		0	
Tax	26	28		4	
PAT	84	103	(18)%	19	353%
PAT Margin	25%	25%		8%	
Basic EPS	3.86	5.18		0.71	

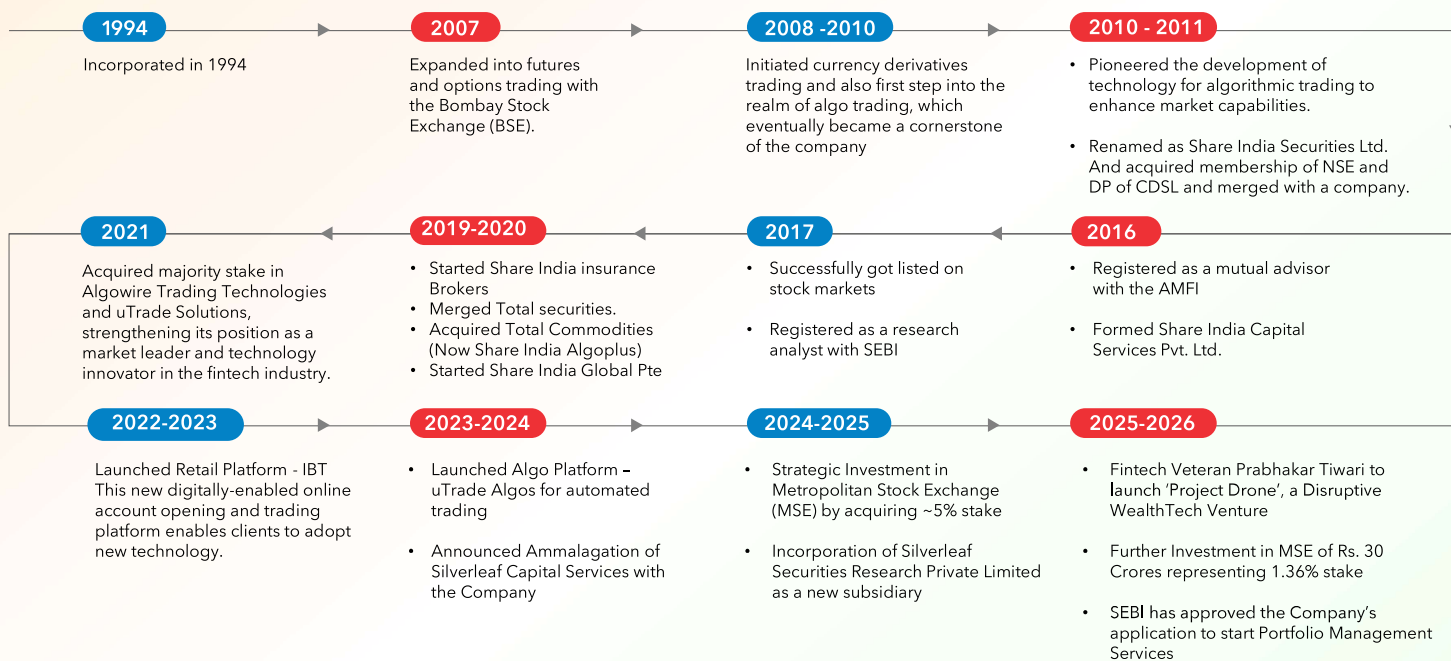
#EPS are not annualised for the quarters.



Annexures

Overview

Journey



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. Ajay Patel

CEO
Share India Insurance



Mr. Bhavya Arnav

Director Algowire



Mr. Vijay Rana

CFO



Mr. Vikas Aggarwal

Company Secretary &
Compliance Officer



Mr. Piyush Kedia

Director Silverleaf Securities Research



Mr. Prabhakar Tiwari

WealthTech



Mr. Gajendra Nagpal

President Marketing



Mr. Kalpesh Pareek

Head Equity



Mr. Ganapathy Puranik

Head Asset Management

Thank You



COMPANY



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