
January 28, 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 and Nine-months ended December 31, 2023

Dear Sir,

Pursuant to Regulation 30 of 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 Quarter and Nine-months ended December 31, 2023.

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

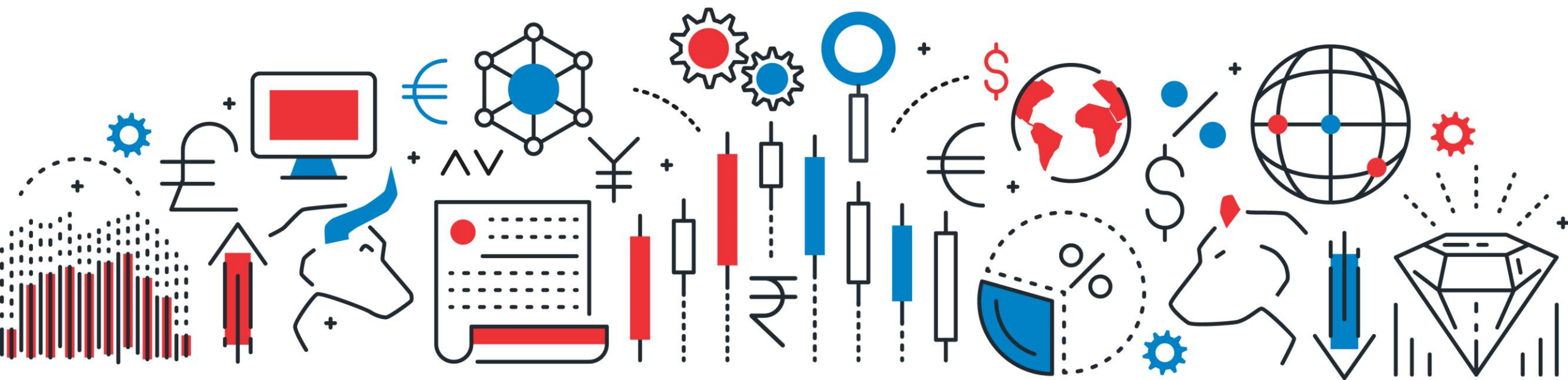


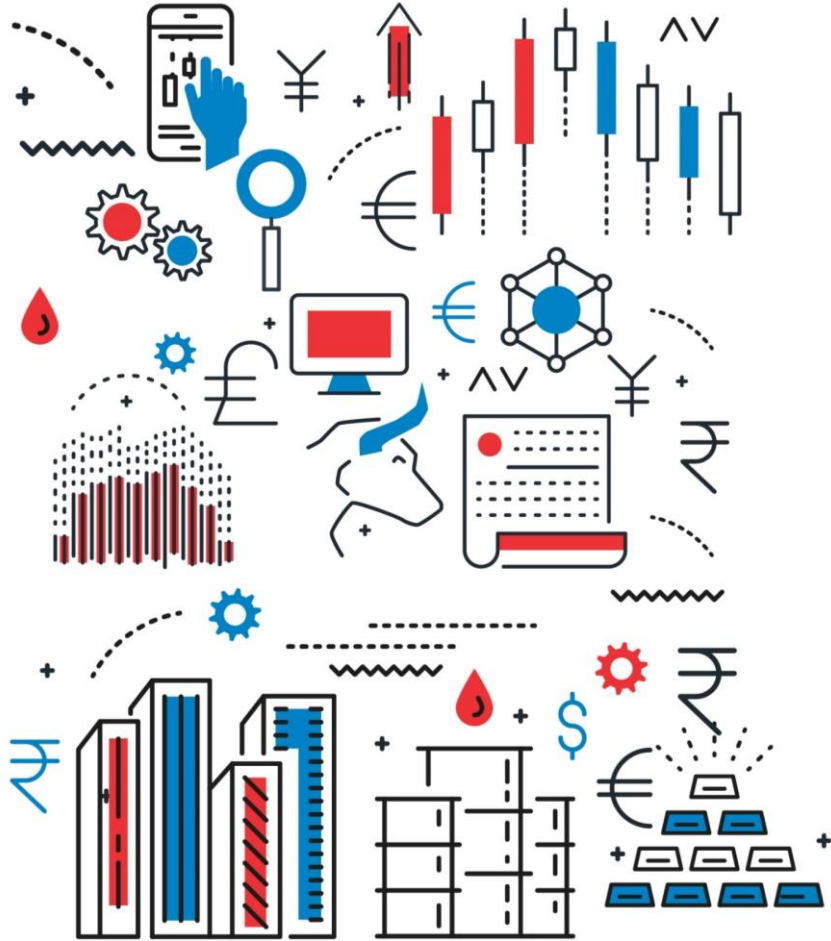
Share India

You generate, we multiply

Investor Presentation

Q3 FY24





This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Share India Securities Limited** (the Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the broking industry in India, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.



Share India Overview

Financial Services Conglomerate & Low Latency Solutions



Experts in running Broking business since 1994



One of the fastest growing financial service conglomerate



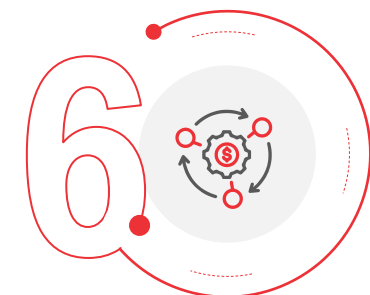
Fintech Broker with a strong retail presence.



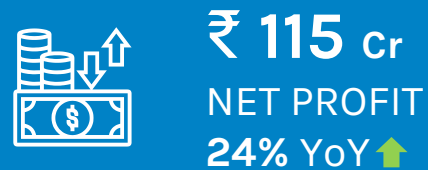
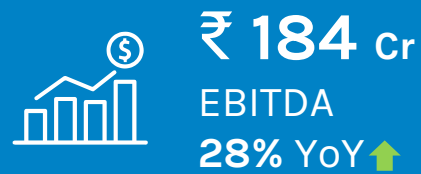
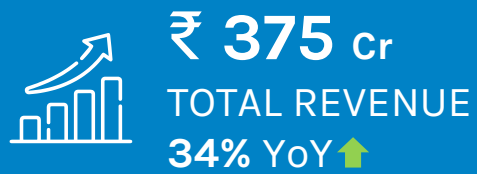
Market leader in Algo trades providing low latency solution to clients



Ranked amongst the Top 10 Brokers in Indian Derivatives Market



Net worth of more than Rs10bn, gives a good edge in scalability of business model



** Basic | # Including Other Income

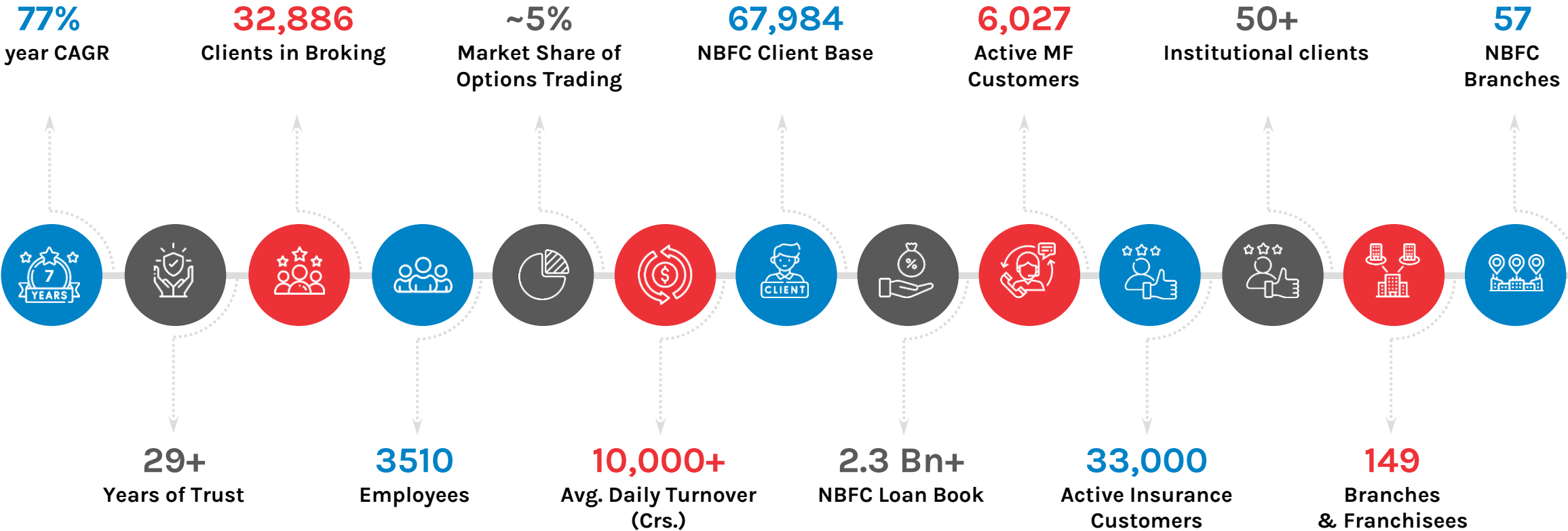


Retail Expansion

- Our newly launched Algo for retail flagship product is receiving well, on account of our ability to constantly innovate and upgrade with the new features.
- We are in the process of launching an offline marketing campaign for the same product, during which our sales partners and marketing team will educate customers about the product's benefits in more than 100 tier 2 cities over the next 18 months

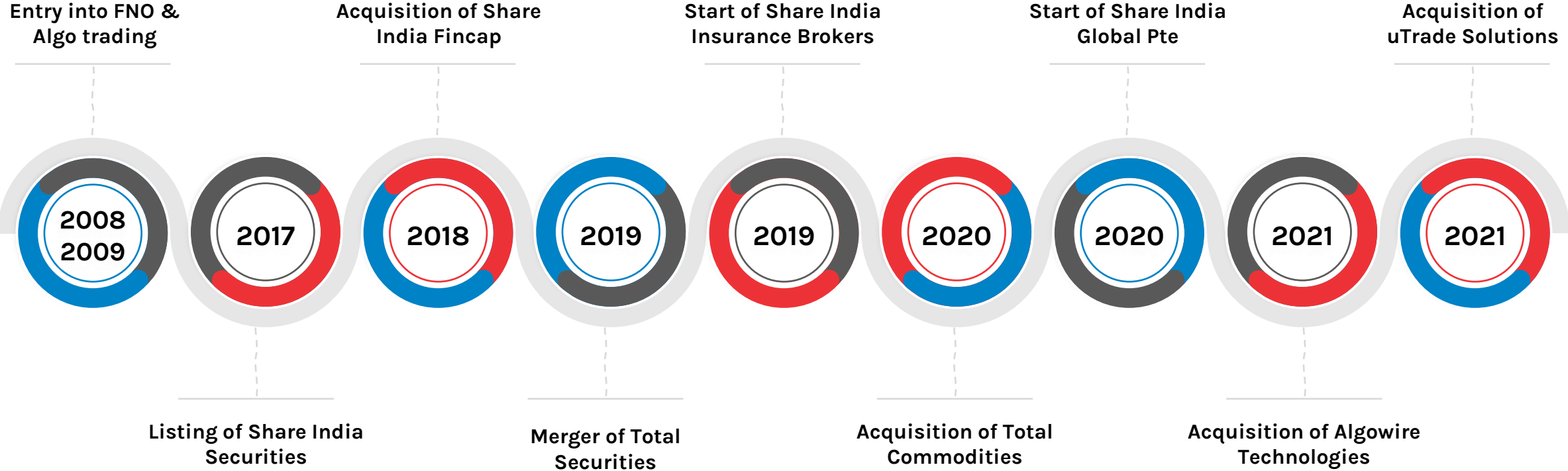
MoU with Silverleaf

Silverleaf is a High-Frequency Trading (HFT) Algo Firm. Their acquisition will not only strengthen our existing business but also enhance our international expansion plans



*FY23

Fostering Growth Via Efficient Inorganic Route



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.

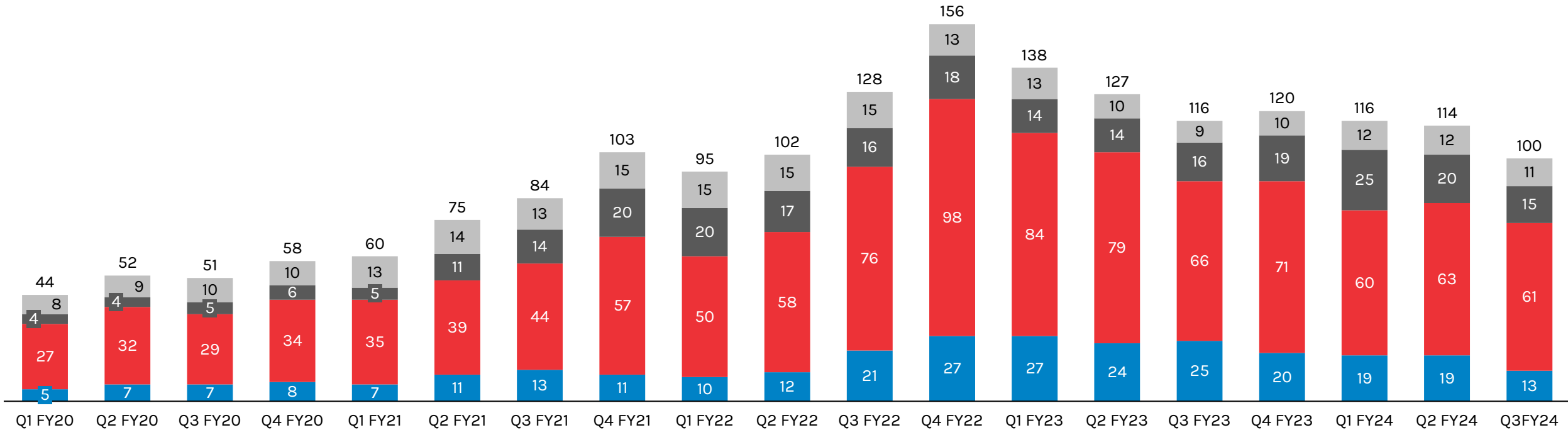
Share India Fincap Pvt. Ltd.

Share India Capital Services Pvt. Ltd.

Algowire Trading Technologies Pvt. Ltd.
uTrade Solutions Pvt. Ltd.

Boosting ADTO And Diversifying Across Ultra HNIs And Institutions





(In ₹ Bn)



F&O turnover only includes option premium turnover
ADTO : Average Daily Turnover

Cash
 Commodity
 F&O*
 Currency

Strong Market Share in the Worlds Largest Derivative Market

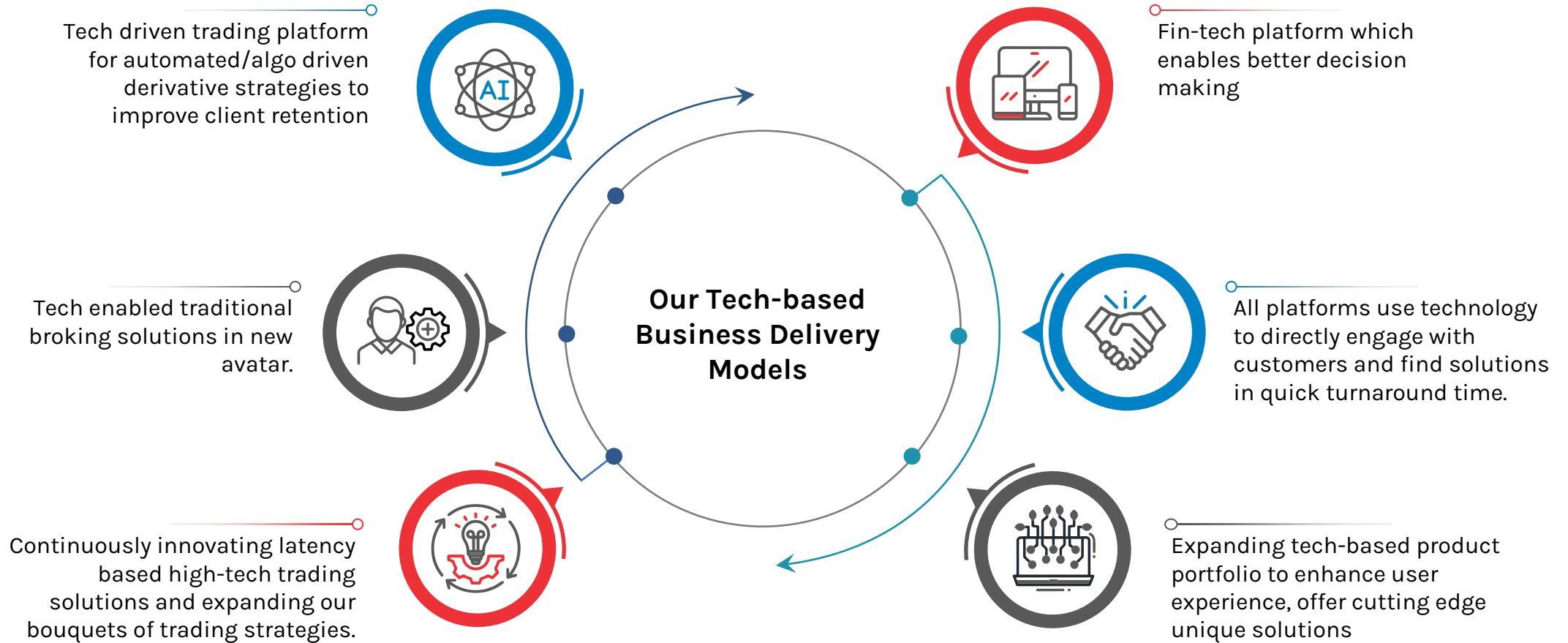
Segment	Market Share
 NSE	
NSE- CM	2.0%
NSE- Futures	2.6%
NSE- Options	4.7%★
NSE - Currency Futures	7.7%
NSE - Currency Options	9.5%
 BSE <i>The Power of Vibrance</i>	
BSE - CM	1.0%
 NCDEX <small>Pragati ka Solid Exchange</small>	
 MCX <small>METAL & ENERGY Trade with Trust</small>	
Commodity (NCDEX/MCX)	>10%




Management Overview

Transformation From Traditional to Hi-Tech Broker

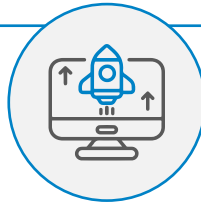
In a short time, we evolved from a traditional stockbroker to a high-tech broking company, excelling in derivative trading strategies and consistently growing stronger.





BACKTESTING

- Test strategies using historic data
- Better prepared for the real market
- Cut down loses and enhance revenue potential



DEPLOYMENT

- Reap benefits of your algos by deploying them in to live market post back testing.
- Confidence due to simple framework offered



PRE-MADE STRATEGIES

- Pre designed
- Proven Performance
- Curated by Experts

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



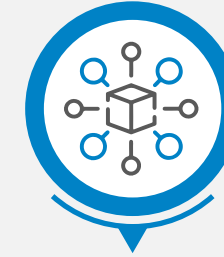
Over **Three Decades** of Expertise in Indian Markets



Comprehensive Broking Solutions Provider



Sizeable player in options gives us **scale** advantage.



Risk management through AI based **decentralised** tech solutions



Providing **personalised** tech solutions to clients

Low **Latency** Solutions for Retail

Fast and prompt **services** to our retail clients



The Way Forward



Retail Expansion

- Focus to continue on Strengthening technological investment to roll out more tech-based retail solutions and innovative products.



Algo Trading Penetration

- Spreading wings of our Algo platforms to reach maximum retail clients



Diversification

- Customer centric business model
- Mutual Fund Advisory and Insurance Distribution
- Institutional business.
- Merchant banking
- NBFC
- Institutional Business
- Merchant Banking



International Expansion

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

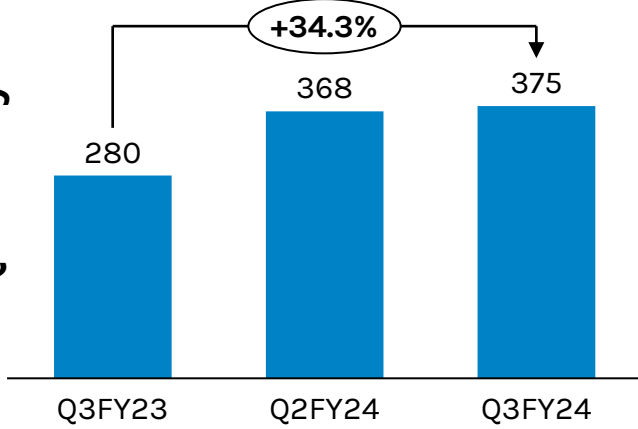


Financial Overview

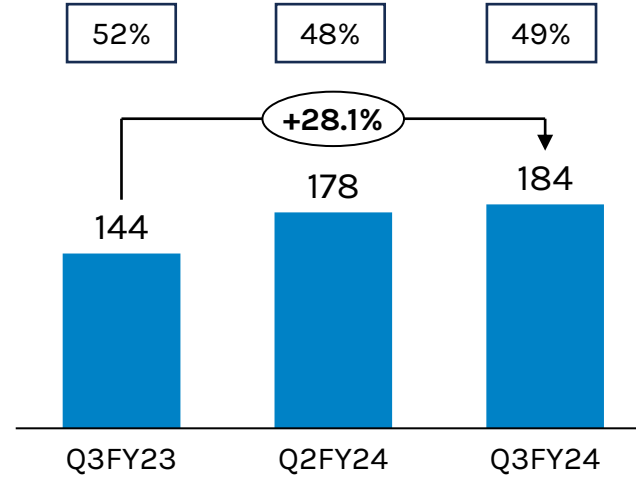
Key Financial Highlights

Total Income (₹ cr)

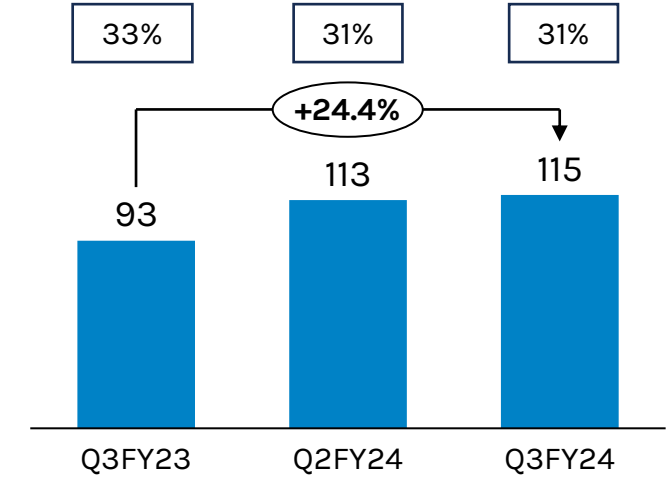
Quarterly



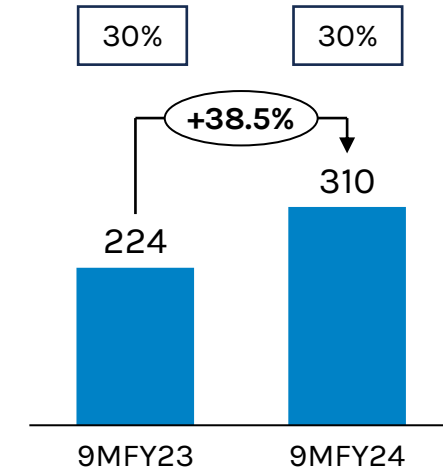
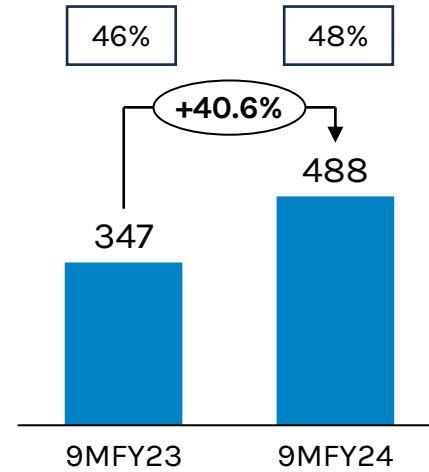
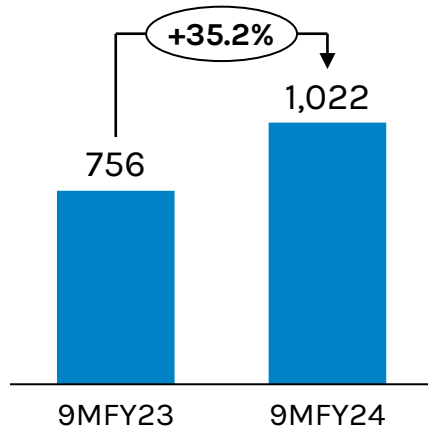
EBITDA (₹ cr) & EBITDA Margin



PAT (₹ cr) & PAT Margin



Year - To - Date

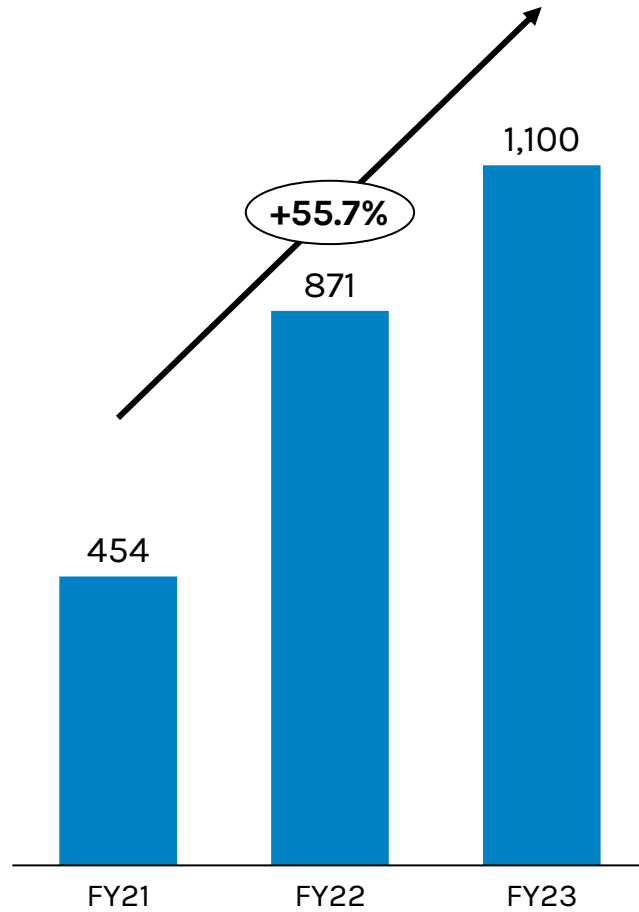


Q3 & 9MFY24 Results Highlights

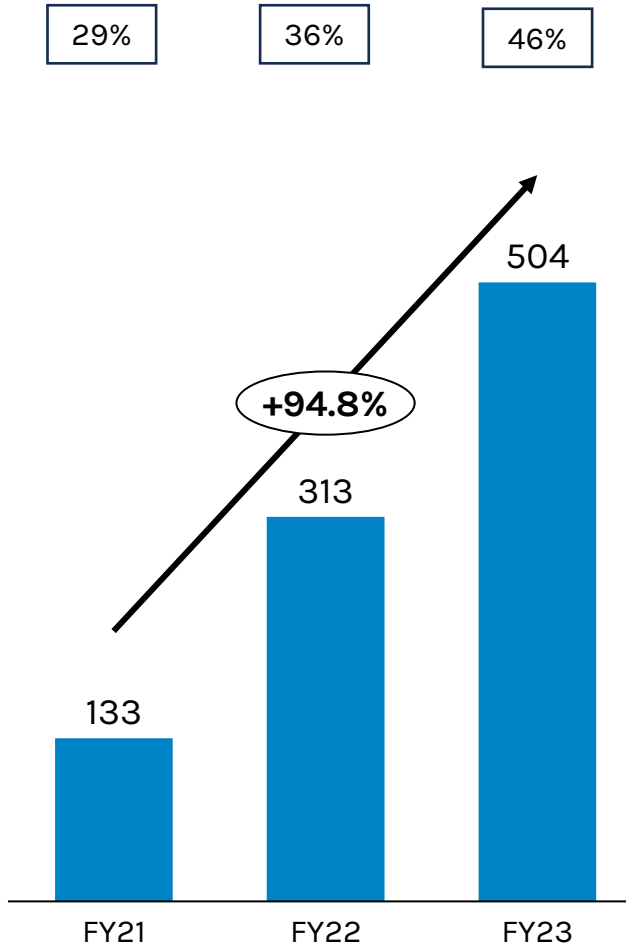
Particulars (₹ Cr)	Q3 FY24	Q3 FY23	Y-O-Y	Q2 FY24	Q-O-Q	9M FY24	9M FY23	Y-O-Y
Interest Income	43.4	27.1		38.4		113.4	71.7	
Fees And Commission Income	41.5	56.0		50.1		138.2	207.2	
Net Gain/Loss On Fair Value Changes	276.7	180.2		270.4		738.6	440.0	
Dividend Income	7.0	7.0		1.6		10.4	14.2	
Other Operating Revenue	5.1	6.3		6.0		16.8	14.5	
Total Revenue From Operations	373.8	276.7	35.1%	366.4	2.0%	1017.4	747.5	36.1%
Other Income	1.7	2.9		1.6		4.6	8.5	
Total Income	375.4	279.5	34.3%	367.9	2.0%	1022.1	756.1	35.2%
Operating Expenses	86.3	84.5		95.6		268.3	277.9	
Fees And Commission Expense	5.0	1.5		3.9		10.2	3.9	
Impairment On Financial Instruments	1.3	0.4		1.3		3.1	0.9	
Employee Benefits Expenses	83.3	36.9		79.5		216.3	95.7	
Purchase of Stock-in-Trade	2.2	4.0		3.7		7.9	7.1	
Changes in Inventories of Finished Goods	2.0	-0.8		-1.7		1.0	-1.8	
Others Expenses	11.0	9.3		8.1		27.5	25.3	
Total Expenses	191.2	135.7		190.4		534.4	409.1	
EBITDA	184.2	143.8	28.1%	177.6	3.7%	487.7	347.0	40.6%
EBITDA Margin (%)	49.1%	51.5%		48.3%		47.7%	45.9%	
Finance Costs	28.2	17.7		17.0		60.3	42.1	
Depreciation, Amortization And Impairment	3.8	3.1		3.3		9.8	8.6	
Exceptional Items	-0.8	1.5		0.0		-0.8	1.5	
Profit Before Tax	151.3	124.5	21.5%	157.3	-3.8%	416.8	297.7	40.0%
Tax Expense	36.2	31.9		44.7		106.8	73.9	
Profit For The Period / Year	115.1	92.5	24.4%	112.6	2.2%	310.0	223.8	38.5%
PAT Margin (%)	30.7%	33.1%		30.6%		30.3%	29.6%	
EPS (As per Profit after Tax)	35.2	29.0		34.5		94.8	69.6	

Key Financial Highlights

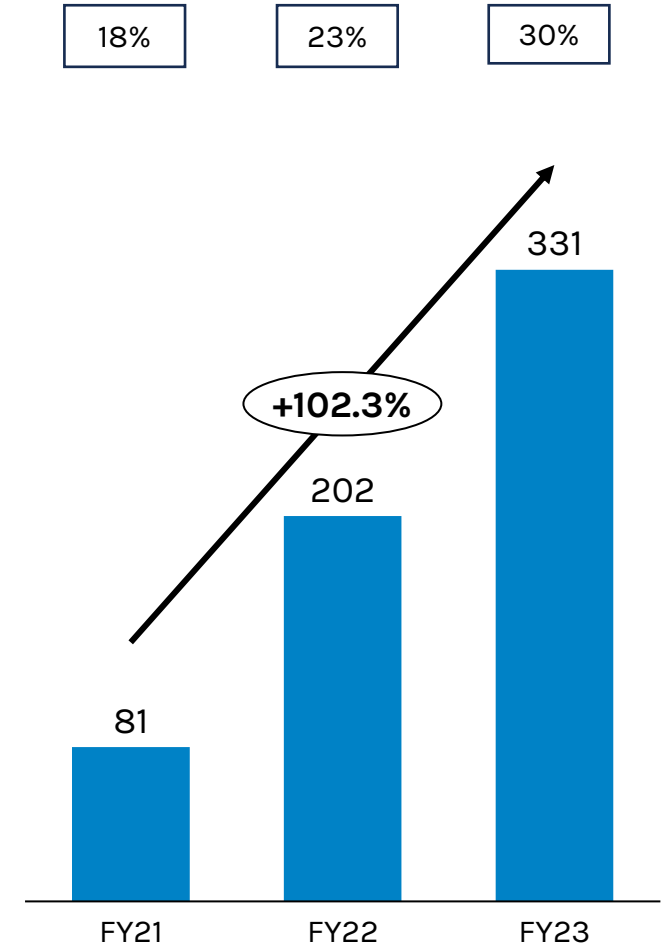
Total Income (₹ Cr)



EBITDA (₹ Cr) & EBITDA Margin

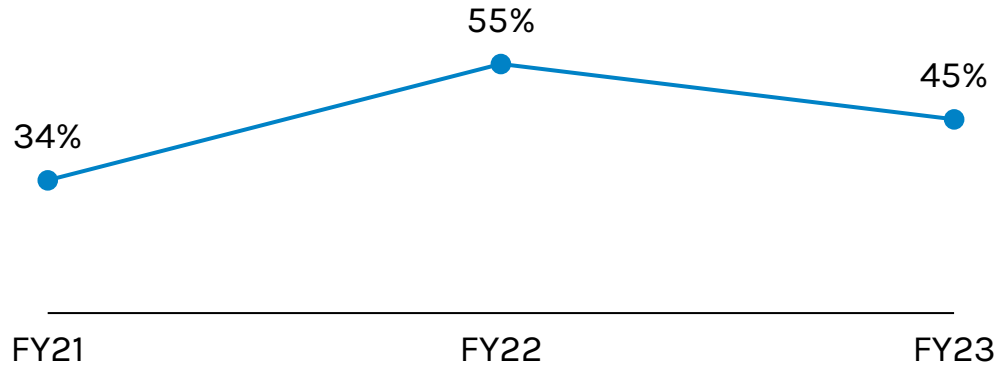


PAT (₹ Cr) & PAT Margin

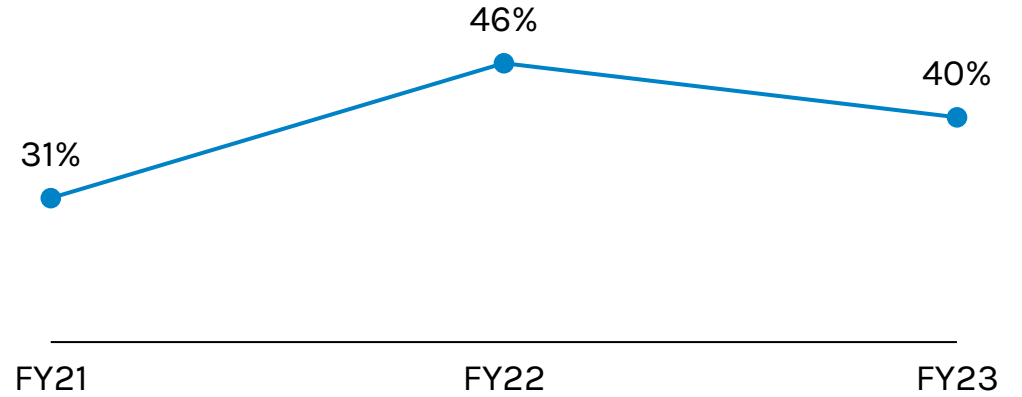


Key Financial Highlights

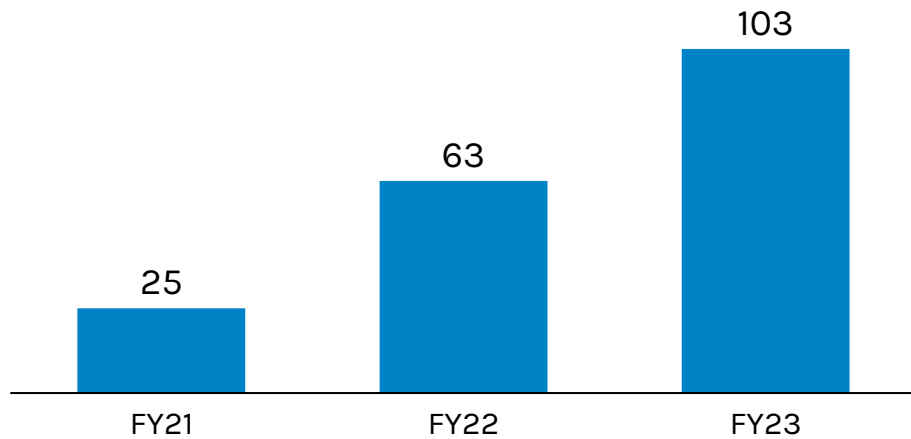
Return on Equity



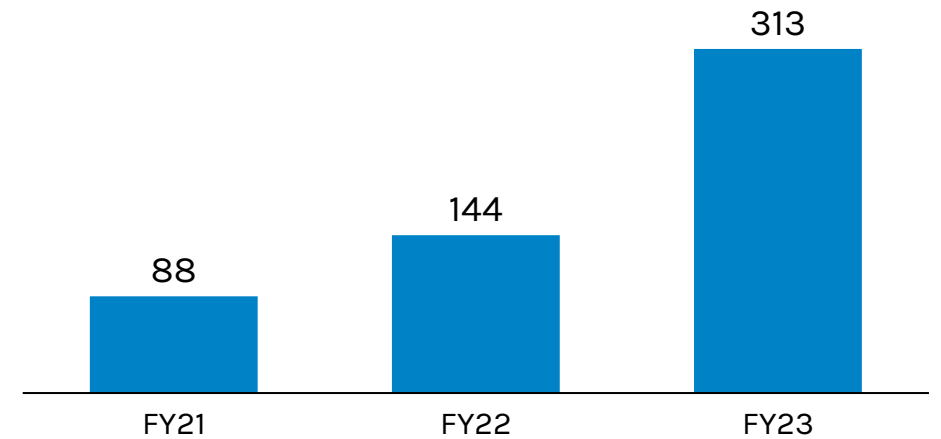
Return on Capital Employed



EPS (Basic) (in ₹)



Book value (in ₹)





Annexures

Our 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



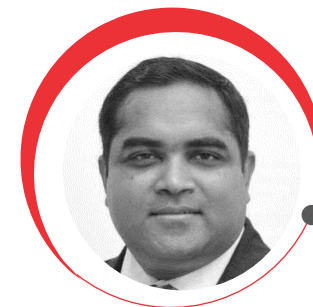
Mr. Vijay Rana

CFO



Mr. Vikas Agarwal

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

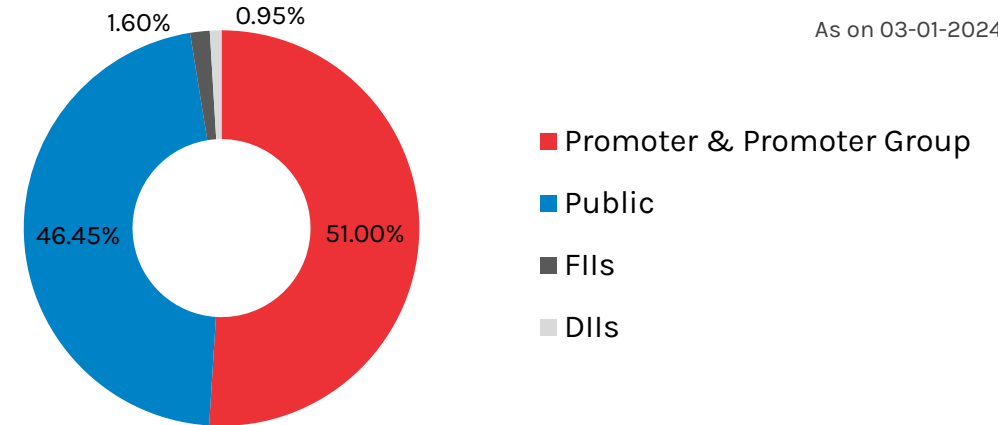
NSE: SHAREINDIA ISIN: INE932X01018

As on 25-01-2024

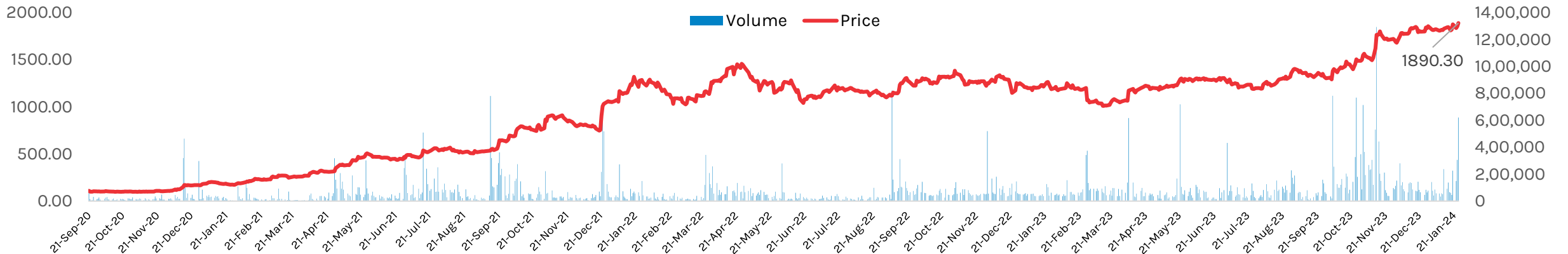
Share Price (₹)	1890.30
Market Capitalization (₹ Cr)	6,447.69
No. of Shares Outstanding	3,40,03,039
Face Value (₹)	10.00
52 week High-Low (₹)	1,915.20-990.60

Share Holding Pattern

As on 03-01-2024



Share Performance From 21st September 2020



COMPANY



Share India Securities Limited
CIN: L67120GJ1994PLC115132
Email: abhinav@shareindia.com

Website: www.shareindia.com

INVESTOR RELATIONS ADVISORS



Orient Capital (a division of Link Group)

Mr. Nikunj Jain
+91 9769060608
nikunj.jain@linkintime.co.in

Mr. Amar Yardi
+91 7045121239
amar.yardi@linkintime.co.in

Thank You

