

In the
Right Place.
At the
Right Time.
For the
Right Reason.



Corporate Information

BOARD OF DIRECTORS

1. Mr. Parveen Gupta	<i>Chairman & Managing Director</i>
2. Mr. Sachin Gupta	<i>Chief Executive Officer & Whole-Time Director</i>
3. Mrs. Saroj Gupta	<i>Whole-Time Director</i>
4. Mr. Rohin Gupta	<i>Whole-Time Director</i>
5. Mr. Rajesh Gupta	<i>Director</i>
6. Mr. Yash Pal Gupta	<i>Director</i>
7. Mr. Jatinder Pal Singh	<i>Independent Director</i>
8. Mr. Sulabh Jain	<i>Independent Director</i>
9. Ms. Upasana Gupta	<i>Independent Director</i>

COMPANY SECRETARY & COMPLIANCE OFFICER

Mr. Vikas Aggarwal

CHIEF FINANCIAL OFFICER

Mr. Vijay Kumar Rana

REGISTERED OFFICE

6th Milestone, New Bhai-Chara Complex,
Opp. Mata Mandir, U.P. Border, Chikambarpur,
Sahibabad, Uttar Pradesh - 201 006.

CORPORATE OFFICE

14, Dayanand Vihar, Ground Floor,
Near Karkardooma Metro Station,
Vikas Marg Ext., Delhi - 110 092.

AUDITORS

M/s. T.K Gupta & Associates	<i>Statutory Auditor</i>
M/s. Sunil K Varshney & Associates	<i>Internal Auditor</i>
M/s. Jaiswal & Associates	<i>Secretarial Auditor</i>

BANKERS

HDFC BANK LIMITED
ICICI BANK LIMITED
STATE BANK OF INDIA
YES BANK LIMITED
AXIS BANK LIMITED
INDUSIND BANK LIMITED

REGISTRAR & TRANSFER AGENT

Bigshare Services Pvt. Ltd.
1st Floor, Bharat Tin Works Building,
Opp. Vasant Oasis, Makwana Road, Marol,
Andheri (East), Mumbai - 400 059.
Phone no.: 022-6263 8200

INVESTOR HELPDESK

Mr. Vikas Aggarwal
Email id: investors@shareindia.com
Phone no.: 011-4301 1000
Website: www.shareindia.com

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The International Monetary Fund (IMF) has acknowledged that India will be an engine of growth for the global economy for the next few decades.

In terms of the Purchasing Power Parity, India contributes to 15% of the Global economic growth.

This substantial role that India plays on the global stage is expected to continue due to its demographic profile, which comprises a predominantly young population.

Our young population is driven by aspirations to live better lifestyles driven by greater consumption as well as investment for the future. With financial formalization reaching the hitherto marginalized masses of the country, this will result in a spurt in demand for investment instruments.

The country also has a sizeable 51 mn MSME units that seek to grow into larger companies on the back of the vibrant capital market in India.

Share India Securities Ltd. has an extremely well-established presence in the retail broking segment of the financial sector. With our recent foray into Merchant Banking, NBFC and Wealth Management activities, we have evolved into a robust financial conglomerate, which is well equipped to ride the opportunities in the Indian financial sector. Effectively, we are in the

Right Place

Being in the business of investment products and services for over two and a half decades, Share India has plethora of experience in this sector. We have seen the Indian financial markets at peaks and troughs and emerged stronger from each domestic or global shock.

At this current juncture, the economy and the financial markets are on the cusp of long period of strong secular growth on the back of policy reforms initiated in the recent past, which will launch the economy and consequently, the financial markets onto a higher growth trajectory. Against this backdrop, we believe we are not only in the right place, but at the

Right Time

Since our inception, we have always been focused on delivering the best investment experiences, with professionalism and integrity, to our clients and robust performances and growth to our stakeholders. This philosophy has stood us in good stead this far and is the cornerstone on which we seek future growth and appreciation in value. Upholding the greater mission to assist individuals and companies in their financial journeys, as well as reward stakeholders, not only ensures that we are in the right place, at the right time, but for the

Right Reason



The Year at a Glance



Received our
Merchant Banking
licence



Acquired an NBFC with
its entire team, with
relevant experience



Received a PMS
licence in
February, 2018



364

Business locations



14,243

Trading Accounts

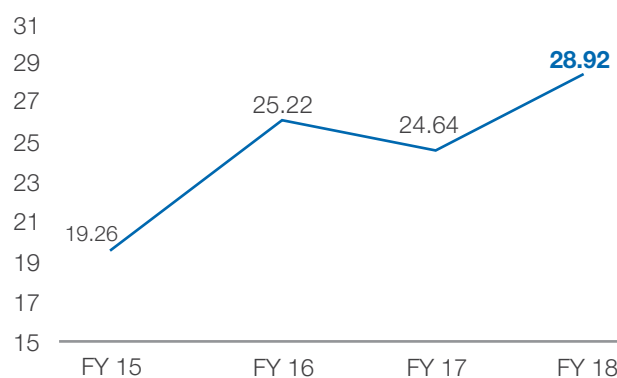


9,701

DP Accounts

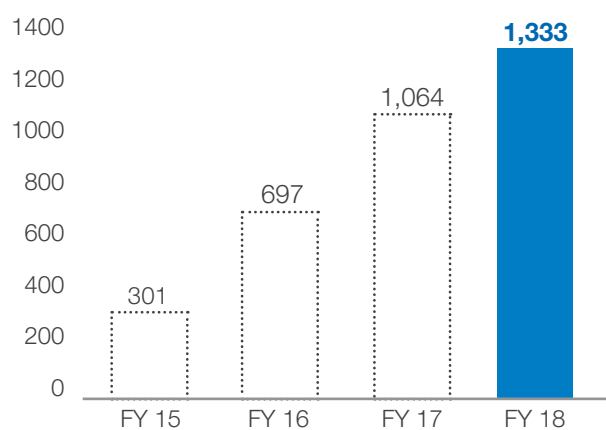
Major contributor to
NSE Volumes for the past 3 years

RETURN ON NET WORTH (%)
INDUSTRY LEADER IN RONW OF 19%+



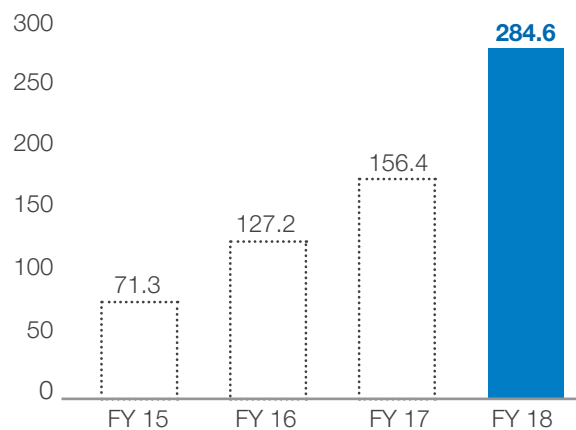
REVENUE (RS. MN)

CAGR: 64.22%



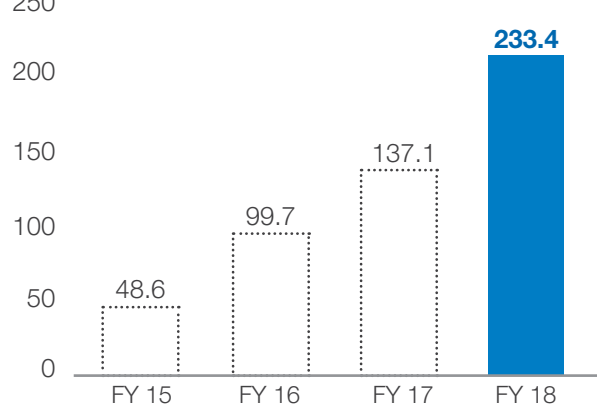
EBIT (RS. MN)

CAGR: 58.63%



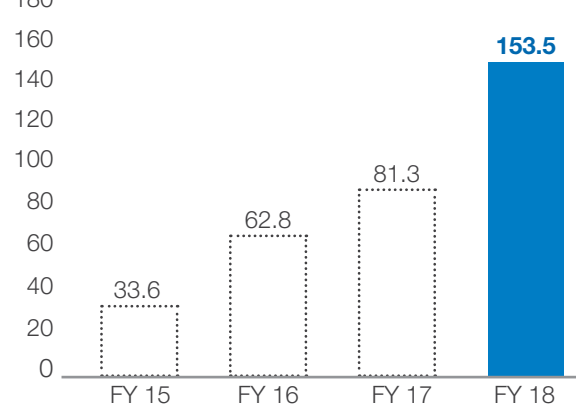
OPERATING PROFIT (RS. MN)

CAGR: 68.72%



PAT (RS. MN)

CAGR: 65.93%



We are Share India Securities Ltd. (SISL)

We began operations in the financial market 25 years ago, in 1994. Since then, we have grown and expanded consistently and established ourselves as a leading Indian broking house. We are particularly known for providing best value for money through personalized services nationwide to a substantial and diversified client base that includes retail as well as corporate clients.

We offer stock trading facilities through our versatile trading platform to all those who seek a hassle-free investing or trading experience, across leading stock exchanges. Towards becoming a one-stop-financial-shop that provides a comprehensive range of financial services under one roof, we are members of both the NSE and BSE, a Depository Participant through CDSL, an AMFI-registered distributor of all leading mutual funds operating in India, a

SEBI-registered Research Analyst as well as a SEBI-registered Portfolio Manager.

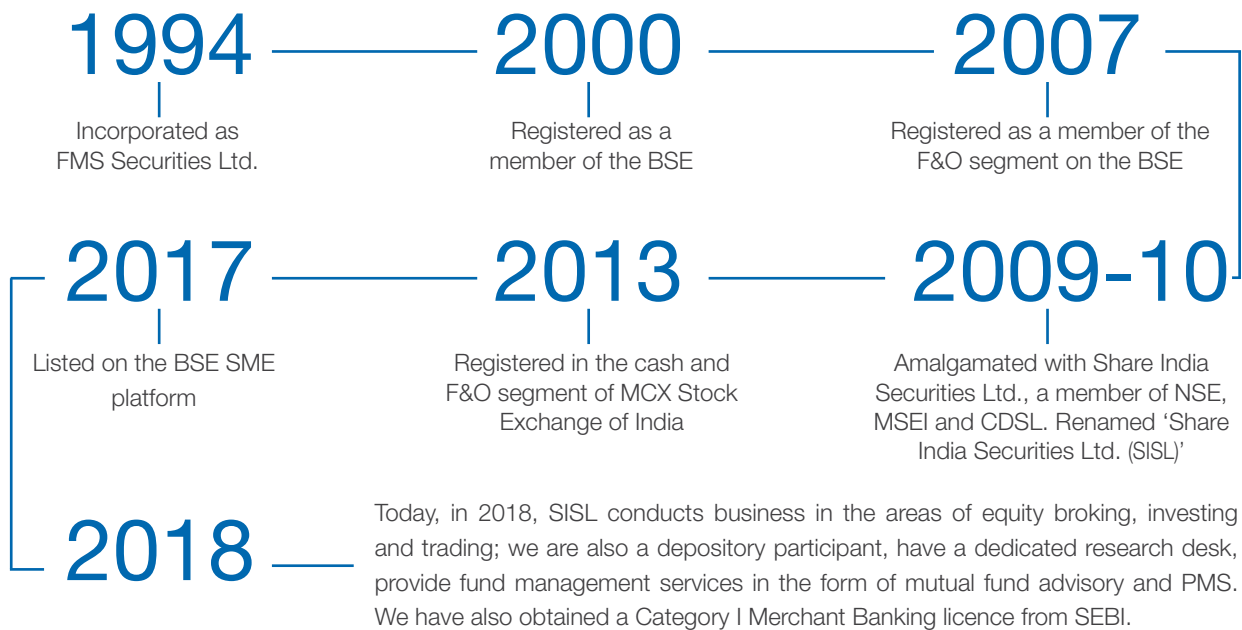
In the year gone by, we have strategically expanded our presence in the financial services sector to develop ourselves into a veritable financial conglomerate. We have received a category I Merchant Banking licence for our subsidiary – SICSP (Share India Capital Services Private Ltd.) and acquired an NBFC, with its entire team having relevant experience. With this, we are well-equipped to handle the needs of corporate clients as well.

Our expertise in facilitating our clients to meet their objectives has earned us their trust and our most notable strength lies in our firm commitment to our motto, “You Generate, We Multiply” through a transparent, clear, honest and customer-centric approach.

OUR MISSION AND VALUES

-  **To serve**
diverse client needs by following the principles of professionalism and integrity
-  **To focus on**
expansion and creation of growth opportunities for our business partners
-  **To achieve**
continuous improvement through innovation and technology
-  **To protect**
the interests of our clients by providing them with dynamically updated investment information and achieving sustainable superior investment returns for our clients

Journey So Far



GEOGRAPHIC PRESENCE



Map not to scale. For illustrative purposes only.

OUR COMPETITIVE ADVANTAGES AND USP_s



Leveraging technology

Technology is at the core of our business and strategy. Our exponential growth during the last decade has been on the back of our technology leadership. It is our endeavor to use technology to benefit our clients and maximize our advantage over competitors. Our specialized mobile trading apps, web browser-based online trading platform, online CTCL, analytical tools for real time market analysis and consolidated back office details online for all customer accounts, have attracted customers and given us a clear lead over other market players.



Advisory support

True to our motto “You generate, we multiply”, in addition to facilitating investing and trading through our memberships and associations in various investment avenues, we equip our clients with research reports and advisory services. Our highly qualified and experienced teams of research and advisory professionals deliver top quality reports and advisory inputs.



Twenty-five years of experience

Over the years, we have gained in-depth insights into the Indian capital market, as we have had ring-side seats to its performance in good times and bad. Our management has been guiding SISL and its clients through up-cycles and down-cycles in the markets and phases of high and low interest rates alike.



Financial conglomerate

With a bouquet of financial services including Retail Broking, Depositories Research, Mutual Fund Advisory and Distribution, NBFC and Merchant Banking, we have a presence across the spectrum of financial facilitators and can, therefore, cater to various needs of both retail as well as corporate clients.



Customer delight

At SISL, customer satisfaction is our top priority. We believe that understanding our clients' requirements and building trust and confidence among them, is the only key to our success. We are known for our quick response to resolving their queries and/or complaints, converting their concerns into delight.

Chairman's Communication to Shareholders

Dear Shareholders,

It gives me great pleasure to present to you Share India's first Annual Report post the maiden public offering in September, 2017. I would like to personally thank you for reposing your confidence in us and the Company and look forward to delighting you with our performance in the years to come.

The year gone by has been a landmark year for the Company in other ways too. We have strategically ventured into the synergistic business arenas of Merchant Banking and Portfolio Management Services. We have also acquired an NBFC giving us an inorganic entry into the segment. With all these developments, our presence in the financial sector has expanded considerably and we look forward to leveraging our current array of services and extensive client base to grow and create further inroads into our newer endeavors.

Over the past two and a half decades of our participation in the financial markets, we have grown considerably, in terms of reach and revenue. We have also augmented the range of products and services that we offer our clients to become a financial conglomerate that offers a gateway into the Mutual Fund, equity and commodity markets, while it caters to the needs of both individuals and corporates.

During our journey, we have seen various avatars of the capital markets and have adapted ourselves and emerged stronger. With the experience and insights that we gleaned, we are now in a strong position to guide our clients and take the firm to greater heights.

Today, with your support and participation we stand on the cusp of an exciting future. The world economy is growing at a robust pace and so is the Indian economy. With a favorable demographic profile and various facilitating reforms, the country is expected to drive global growth for decades to come. This growth in domestic incomes will certainly lead to a consumption boom as well as a spurt in investment, both at the individual as well as corporate levels. With the formalization of financial savings, the investments flowing into the Mutual Fund and other regulated financial markets has increased significantly and is expected to do so in future too. The mammoth MSME segment has also begun to venture into the formal financial sector, partly due to the implementation of GST. This will open up plethora opportunities for companies to tap the capital markets to fund their future growth. Given our unique positioning, with offerings across the spectrum, as well as our strong performance since our inception, we are in a plum position to facilitate our clients and grow.

Last year, we clocked a revenue growth of 25%, as our top-line increased from **Rs. 1,063 mn** in FY 2017 to **Rs. 1,333 mn** in FY 2018. Our bottom line expanded by a sterling 88.8% to reach **Rs. 153.5 mn** in FY 2018. A look at our performance since FY 2015 reveals that we have achieved consistent growth. Our revenue has grown at a CAGR of 64.2%, while our operating profit increased by a CAGR of 68.7% between FY 2015 and FY 2018. Our EBIT and PAT also displayed strong CAGR of 58.6% and 65.9%, respectively. We have also strategically expanded our presence to over 300 business locations, through which we cater to our 14,000+ clients.

Looking ahead, our vision for FY 2020 entails increasing our AP/SB count to over 500, with an average clientele of 50-75 each. We also seek to forge institutional tie-ups in western and southern India to take advantage of our brand value. We have also set specific targets in terms of AUM for different divisions, specifically our Mutual Fund and PMS, which we expect to achieve by FY 2020.

We are also excited with the prospects presented by the new businesses that we have entered into recently. With the acquisition of the NBFC, we anticipate generating a loan book and thereby gaining market share in that segment, while augmenting our client base by providing LAS and margin funding to corporate clients. The Category I Merchant Banking license that our wholly-owned subsidiary has received, will also enable us to tap the vast opportunity provided by financial formalization, as a result of which, smaller companies will approach the capital markets.

Beyond that, we see ourselves growing further and expanding as a financial conglomerate to capitalize on the great opportunity presented by the evolving capital markets in India.

A large part of our success so far has been due to the commitment of our people. I would like to take this opportunity to thank them and appeal to their dedication in the years ahead too. I also express my thanks to all our Directors and Management for their invaluable contribution through their vision and execution of strategy, which have been critical for the success of the Company. Finally, I thank each and every shareholder for placing your confidence in us.

With your continued support and trust, we look forward to growing the Company as we are strategically positioned – in the right place, at the right time, for the right reason.

Parveen Gupta

Chairman & Managing Director

Board of Directors

1. Mr. Parveen Gupta

Chairman and Managing Director

Mr. Parveen Gupta is the Chairman and Managing Director and also the Promoter of the Company. He has an experience of more than 25 years in stock market operations and 20 years in the field of financing. His involvement and guidance has been instrumental in the growth and development of the Company. He possesses a sound combination of vision, experience and knowledge about the intricacies of the Indian Stock Market and has been a key player in the overall growth of the Company. Besides looking after the day-to-day affairs of the Company, he controls the planning, finance and implementation functions of SISL.

2. Mr. Sachin Gupta

CEO & Whole-Time Director

Mr. Sachin Gupta is the CEO as well as a Whole-Time Director of SISL. He has been associated with the Company since 2003 and looks after overall strategy and business operations. He was appointed as a Director in 2007 and further, re-designated as Whole-Time Director in 2017. Dynamic, hardworking and a dedicated team leader, his efforts have been instrumental in a spurt in gross revenues in the recent past. His strength lies in the formulation of innovative solutions to various operational issues and leading by example. He also looks after the Marketing operations of the Company.

3. Mr. Rajesh Gupta

Non-Executive Director

Mr. Rajesh Gupta is a Promoter as well as a Non-Executive Director of SISL and was appointed as Director in 2008. He holds a Degree in Laws from the Guru Nanak Dev University and has over 20 years of experience in the fields of commercial financing and stock market operations. He currently looks after the overall financial matters and operations of SISL.

4. Mrs. Saroj Gupta

Whole-Time Director

Mrs. Saroj Gupta is a Whole-Time Director of SISL. She was originally appointed as Director in 2008 and later re-designated as Whole-Time Director in 2017. She holds a Bachelor of Arts Degree from Punjab University and has over nine years of experience in the field of stock market operations. She is actively engaged in managing the back office operations of the Company.

5. Mr. Rohin Gupta

Whole-Time Director

Mr. Rohin Gupta is a Whole-Time Director of SISL. He was appointed in 2017. He has five years of experience in the field of stock market operations. In addition to the ability to exercise objectivity and independence in making informed business decisions, he has a high level of personal and professional ethics and a good reputation and integrity. He has skills, knowledge and experience relevant to the Company's business.