

**On Track.  
On Time.  
On Target.**

**Faster. Higher. Stronger.**

**Led by Technology**

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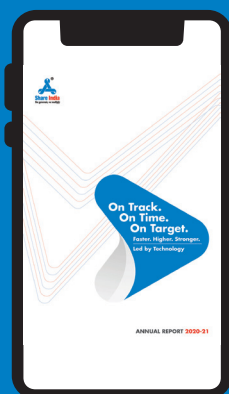
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To view this report online,  
please visit:  
[www.shareindia.com](http://www.shareindia.com)

# Across the financial market landscape, realities are changing fast with technology disruptions and ever-changing customer aspirations.

Increasing Internet penetration, higher income slabs, rapid urbanization is paving way for inclusion of technology in financial world. The COVID-19 pandemic has only accelerated the process of digitization. While integrated players with diversified revenue stream will gain market share, fringe players will find it difficult to deliver growth. One thing is for sure, opportunities in such times will be fleeting with consolidation across the board, because as a consequence to surge in high performing and quicker service, millennials expectations have also risen. Investors must be armed with the right information to transact with speed and have an advisor whom they can trust. Technology in the hands of common man will only aide in clear decision-making.

This is where Share India finds its relevance. We have acted with speed and agility and developed appropriate technology backbone to be prepared for such times. We have built a robust foundation with diverse portfolio, smart technologies backed by continued innovation across products, processes, and services. Our disciplined approach to capital market and resilient value creation model has reinforced our reputation as a reliable player. Along with this, our consistent investments in digital tools and technologies and rationalizing resources have made the interaction for our clients simpler and optimized our costs and enabled us to enroll new customer segment. Our honest and ethical practices have only added confidence to our associates.

We are now moving ahead with a clear velocity and direction, as has been proved amply with our consistent growth delivered over last decade. Our strategy continues to be built on strengthening our products and services, investing in technology and trading and product suite platforms, and providing the best advise to our customers. We have this strategically decided to enroll new products which cater to larger audience and enables in inclusion of new investors in market at grassroot level. We have a clear vision of growing steadily each year and deliver outstanding performance in the financial services market in India. This vision we believe would only be possible with inclusion of appropriate technology, constant innovation and inclusion of like-minded people.

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**We are**

# About Share India Securities Limited (SISL)

We are one of India's leading diversified, technology-driven financial services companies, providing a wide range of financial products and services to a client base that includes institutions, HNIs, and individuals. Within a span of over two decades, we have grown from a traditional stockbroker to a hi-tech broking company specializing in derivative trading strategies and growing from strength to strength to diversify revenue streams.

Our robust technology and low latency trading platforms and deep understanding of marketwide technology infrastructure enables us to offer customized and holistic solutions and gain a distinct edge. Our biggest strength lies in our resolute commitment to our motto, "You Generate, We Multiply" through a transparent, honest, and customer-centric approach.

The industry is going through a consolidation phase owing to rising compliance cost and shifting consumer demographics. Rising urbanization and well-informed, tech-savvy millennial population are expected to accelerate the use of technology and drive financial services market growth.

As a full-service broking house, we have a broking presence in equity, futures & options, currency, and commodities. Our recent foray into the NBFC business, insurance broking, merchant banking, portfolio management, and mutual fund distribution has made us a 360-degree financial services conglomerate. We have consistently grown and expanded, organically and inorganically, to establish ourselves as one of the largest broking company.

## Standalone Businesses



Broking in Equity, F&O, Currency & Commodity Segment



Proprietary Trading



Wealth Management



Portfolio Management



Depository Participant

## Subsidiaries and Associates



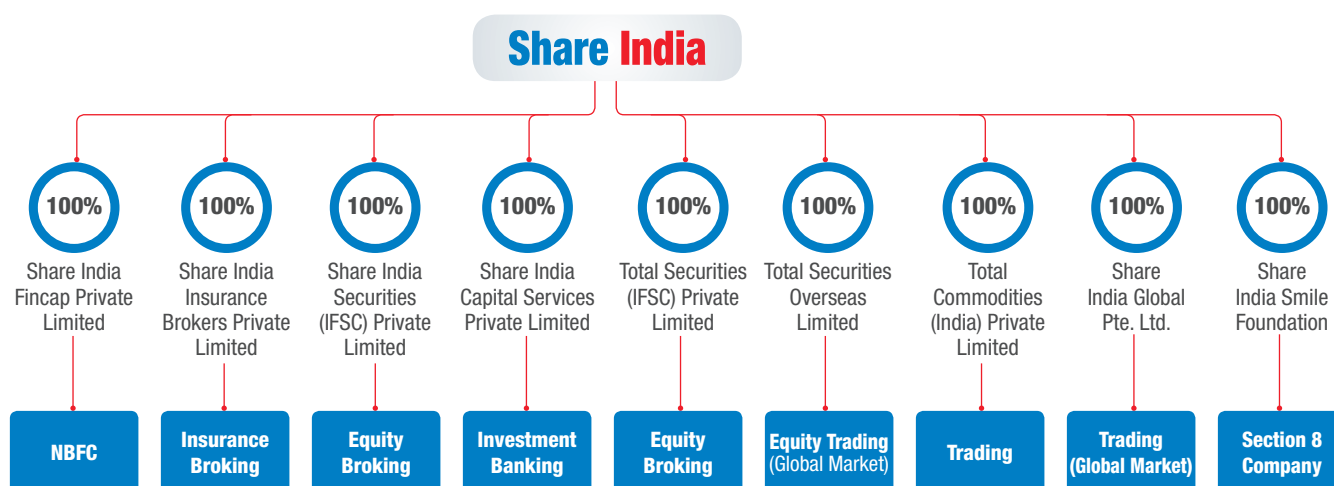
NBFC



Insurance



Merchant Banking



# Vision. Mission. Values.

## Focus on ROE

Maintain the return on equity growth levels to current levels and return ratios 25%

## Shareholder Wealth Maximization

Maximize value-creation for shareholders by offering high-end products and services and catering to all investment needs

## AI-ML R&D and Innovation

Continue to use and constantly innovate for latest AI technology and monitor developments in blockchain technology

## International Expansion

Enter into the trading segment of international stocks and commodities by wholly-owned subsidiary company based in Singapore

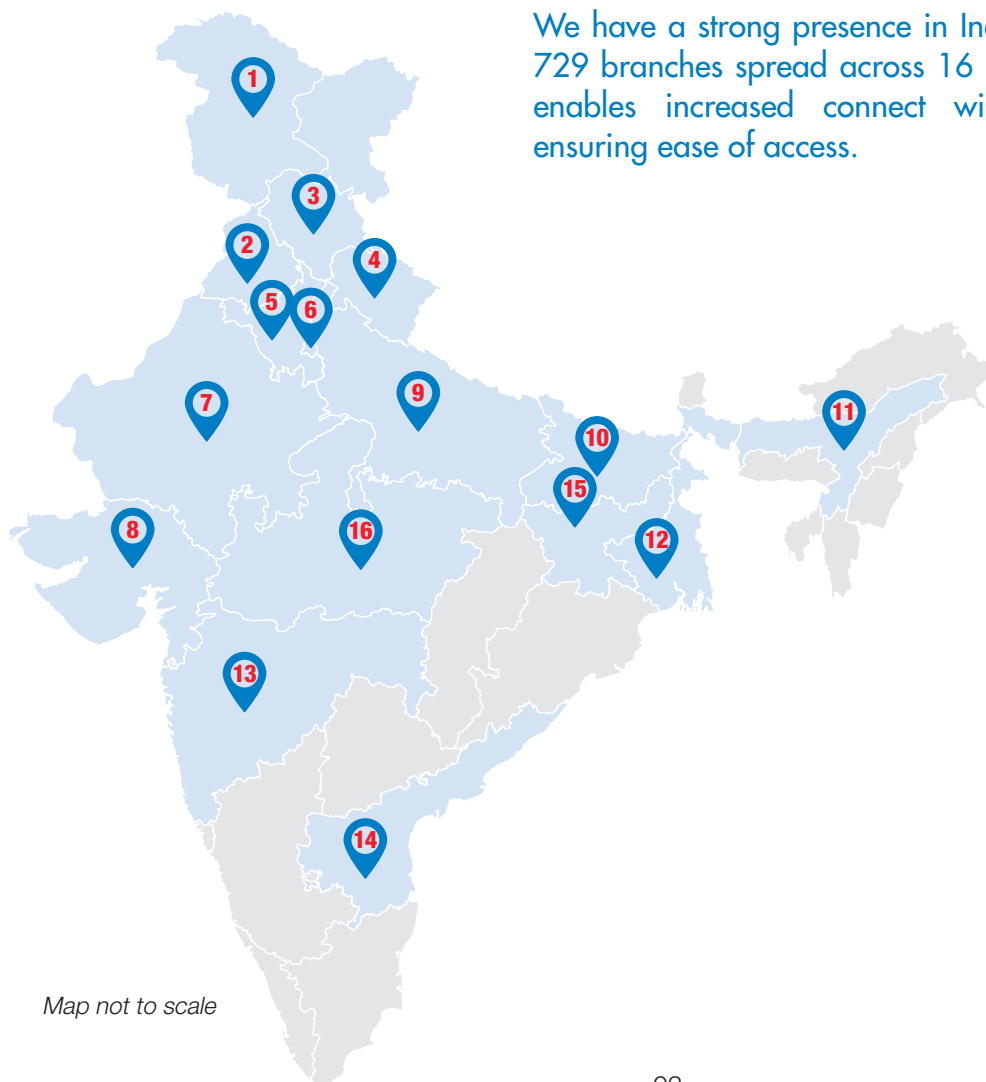
## Front-End Technology for Retail

Create front-end for AI-ML platform to expand our digital presence at retail levels in all products and increase client engagement

- Excellence
- Teamwork
- Integrity
- Commitment
- Responsibility
- Accountability

## Geographic Presence

We have a strong presence in India through a network of 729 branches spread across 16 states. Our wide network enables increased connect with pan-India customers ensuring ease of access.



Map not to scale

**729** Branches

**16** States

- 1 Jammu & Kashmir
- 2 Punjab
- 3 Himachal Pradesh
- 4 Uttarakhand
- 5 Haryana
- 6 Delhi
- 7 Rajasthan
- 8 Gujarat
- 9 Uttar Pradesh
- 10 Bihar
- 11 Assam
- 12 West Bengal
- 13 Maharashtra
- 14 Telangana
- 15 Jharkhand
- 16 Madhya Pradesh

## Key Highlights

**16 States**

Geographical Presence



**729**

Branches and Franchisees



**26 Years**  
of operations



**1,400+**  
Dedicated employees



**16,352**

Active clients



**₹2,803 Million**

Net Worth



**₹1,593 Million**

Mutual Fund AUM



**₹477.5 Million**

No. of Trades



## Business Offerings



### Broking and Depository

- Equity/Derivatives
- Currency
- Commodity
- Depository



### Merchant Banking

- IPO
- Valuation
- Advisory
- M&A



### Insurance

- General Insurance
- Life Insurance



### Wealth Management

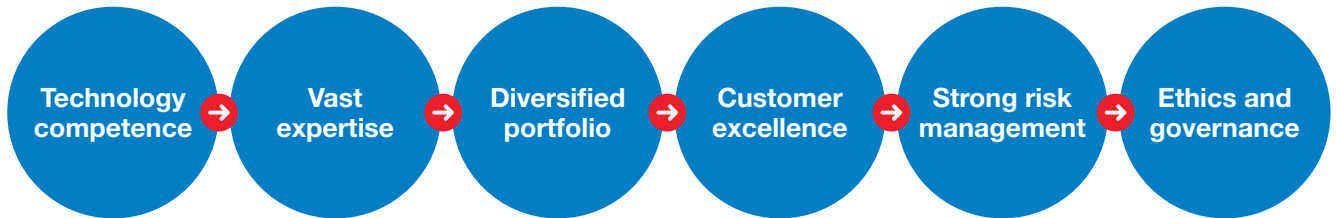
- PMS
- Mutual Funds



### NBFC

- SME Loans
- Personal Loans

## Business Strengths



### TECHNOLOGY COMPETENCE

Artificial Intelligence and Machine Learning are helping businesses achieve key goals, obtain actionable insights, drive critical decisions, and create innovative products and services. At Share India, our automated trading platform based on algorithmic and quantitative trading solutions gives us a competitive edge in the marketplace. These platforms have tools and resources that empower our clients to make quick decisions as per their needs. Our robust technology platform is based on:

- **Automation** - Any quantitative trading strategy can be fully automated.
- **Fast Execution** - High volumes of market data are automatically processed, analyzed, and acted upon at ultra-high speed.
- **Strategy Development** - Has useful features to help create and test quantitative trading strategies.
- **Reliability** - Built on the most robust architecture and state-of-the-art technology.



### VAST EXPERTISE

Our sound understanding of the financial technology, markets and proven leadership that has harnessed good times and withstood tough times have gained us rich insights and valuable experience. We have leveraged this experience into creating technology, infrastructure, and processes that enrich customer experiences and lead to overall growth.



### DIVERSIFIED PORTFOLIO

We have evolved from a brokerage-driven to a diversified technology-driven financial services player over the years. Our bespoke products and solutions help our clients meet their financial aspirations including financial planning, investment advisory, product distribution, risk consultancy and stock broking. This has also enabled us to make our business more de-risked and tap wider opportunities across the financial services spectrum.



### CUSTOMER EXCELLENCE

Customer service has been our topmost priority since inception. It is the torchbearer that drives us with purpose and perseverance in everything we do. Leveraging best-in-class technology and robust expertise has enabled us to deliver excellent customer service and a distinct year-on-year increase in revenue per customer.



### STRONG RISK MANAGEMENT

We have a well-framed risk management structure enabling us to withstand changing market conditions and evolving regulations. With our strong financial base, we have been able to focus on newer technologies, people, and trading products that build risk mitigation into our processes and protect the company.




### ETHICS AND GOVERNANCE

Our adherence to the highest standards of ethics and corporate governance has earned us a strong reputation and held us steadfast in uncertain and challenging times.


# Financial Highlights

## Financial Highlights


Consolidated Revenue grew

**98%** YoY to  
**₹4,480** Million 


Consolidated PAT increased

**98%** to reach  
**₹808** Million 

PAT margin remained stable at

**18%** from  
**18.1%** in FY 2019-20 

Average ROE touched

**34.1%** from  
**22.78%** in FY 2019-20 

Basic EPS stood at

**₹25.31** from  
**₹12.81** in FY 2019-20 

AUM of Mutual  
Funds climbed from  
**₹1.1 Billion** to  
**₹1.6 Billion**

Loan Book  
increased to  
**₹781 Million**

Insurance Broking  
achieved Total  
Premium of  
**₹186 Million**  
and **22,955**  
of lives covered

**₹2**  
Full Year Dividend

## Operational Highlights



Employees count increased from  
**1,297** to **1,400+**



**142** new branches were  
added in FY 2020-21



Active client trading  
accounts stood at **16,352**  
as of March 31, 2021

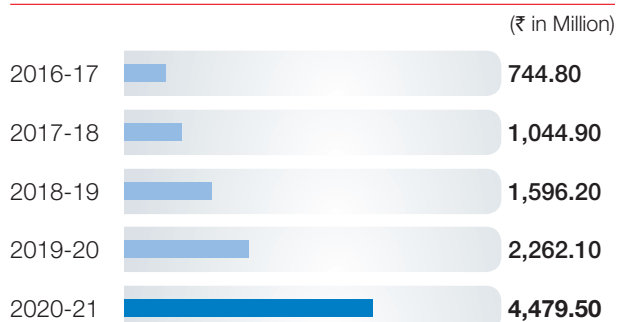


Trading turnover **46%**  
increased Y-o-Y

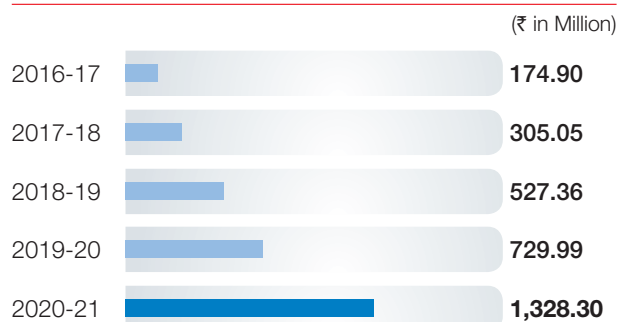


## Performance Scorecard

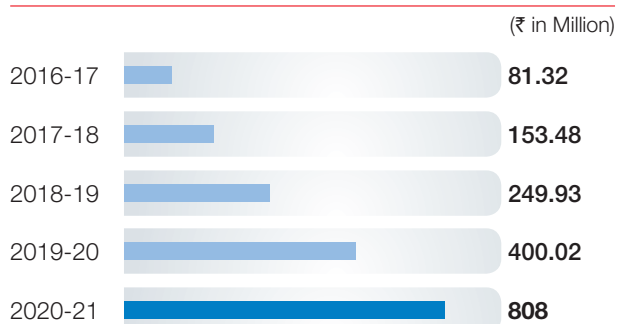
### CONSOLIDATED REVENUE FROM OPERATIONS\*



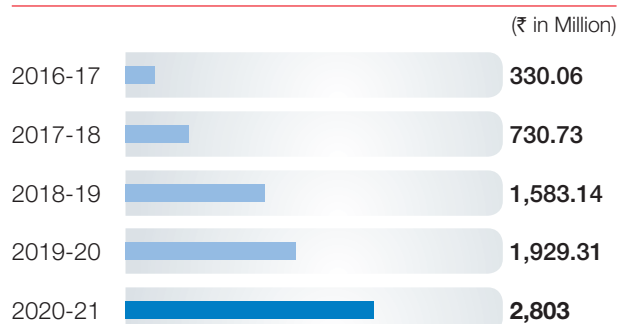
### CONSOLIDATED EBITDA



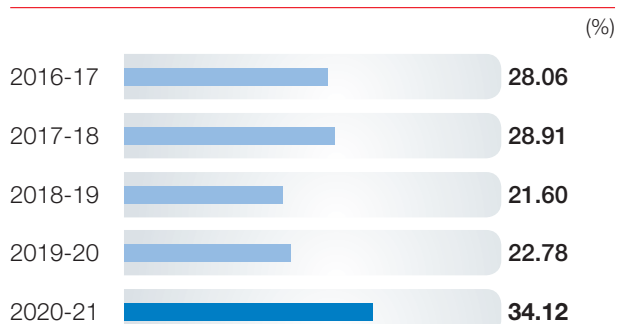
### CONSOLIDATED PAT



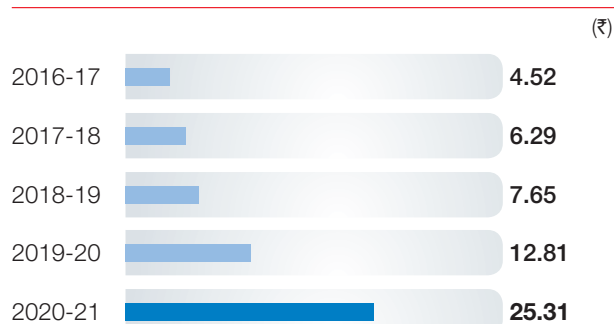
### CONSOLIDATED NET WORTH



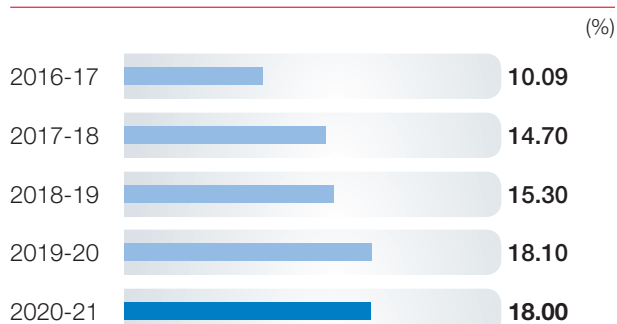
### AVERAGE RETURN ON EQUITY



### EPS



### PAT MARGIN



\* Figures changed due to business realignment

# Chairman & Managing Director's Message

*Dear Shareholders,*

The COVID-19 pandemic outbreak has tested the resilience and adaptability of a wide range of businesses and sectors. Dealing with the pandemic also tested the agility of our business model. The way Share India has responded and ensured business continuity and uninterrupted trading with our technology platforms and customer-centric approach is noteworthy. The next decade is undoubtedly going to test how well every company integrates technologies in their business models. Digital channels across almost every industry will increase in relevance. Major trends such as modernization, automation, cloud adoption, among others, will accelerate.

The COVID-19 pandemic took the entire world by surprise and caused widespread disruptions. The overwhelming impact and subsequent lockdowns and restrictions resulted in a global economic decline. Financial markets went through extreme volatility owing to stringent lockdowns and subdued customer sentiment initially followed by v-shaped reversal of business interest as second half of the year saw a steady recovery due to easing of restrictions, pick-up in economic activity, favorable government reforms, and mass disbursement of vaccine to halt the spread of the virus.

Our business and operational resilience, enhanced by our operational and digital capabilities, enabled us to rapidly support our clients, employees, and the financial system. At the same time, we continued to advance our strategic priorities and longer-term growth agenda across all of our businesses. The investments we have made over the past several years, especially in technology and operations, served us and our clients well even amidst difficult circumstances.

I am delighted to state that we delivered outstanding performance during the year by achieving highest ever profits and revenue in Company's history. Most of our businesses performed well, with broking and allied business leading the way. This was also first full year of synergy benefits after merger of Total Securities Limited. This strategic merger has enhanced Share India's operations in terms of geographical expansion, product diversification,

leadership enhancement, and cost reduction. Within our trading operations, we have realized sizable diversification in commodity derivatives and currency derivatives. Our rising market share in these products speaks volume about robustness of our business focus.

The outlook for financial services market looks positive with resumption of economic activities. Retail participation is expected to increase, given the favorable demographics, rising financial literacy, and increasing internet penetration. FinTech companies are at the forefront, especially, due to the current scenario with digital transactions taking place higher than ever in a post-COVID world. While the market's reaction reflected the initial anxiety of investors to safeguard capital, the situation has eventually settled especially during the lockdown period when retail investors saw an opportunity to enter the market, which led to a surge in trading activity. Your Company has been a major beneficiary of this trend. Financial services companies are increasingly leveraging digital tools and innovative technologies to cater to the unprecedented trading volume and deliver enhanced trading experiences. Your Company would also be now looking to increase customer engagement via digital means and has laid a concrete plan of action which will make Share India more retail-centric in coming years. We will keep all shareholders informed as more development happens on this front.

We are heavily invested in technology, people, and processes. Through our

in-house low latency trading platforms based on strategy and pre-defined risk parameters, we have enabled systemic trading and automated a lot of manual operations to perform better. We are now moving ahead with a clear direction to achieve faster growth in the financial services space. Our vast expertise and consistent investments over the past few years have reaped rich rewards and made us a bigger player in the industry. We continue to invest in advanced technologies going forward to drive efficiencies and enhance customer experience. In addition, we plan to open new branches in regions with high potential and enhance our geographic reach across the country. With our consistent efforts, I believe, that we are well positioned to come out stronger and drive sustained, high growth. Retail participation has taken a lot of industry experts by surprise. We believe that technology will enable and lead to more such surprises.

I would like to sincerely thank our Board members and our stakeholders for their invaluable guidance and constant trust. Above all, I would like to thank our enthusiastic teams who have worked tirelessly to ensure uninterrupted business operations and stood by us in these very challenging times.

Warm Regards,

**Parveen Gupta**

Chairman & Managing Director