

Accelerated Growth. Enhanced Efficiencies.





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Accelerated Growth. Enhanced Efficiencies.

We are one of India's leading technology-based financial conglomerate, focussed on providing cutting-edge technology to professional traders and maintain a leadership position with constant innovation, research and development. Over the years, we have grown from a traditional stockbroker to a hi-tech broking company leveraging on our low latency platforms, superior algorithmic trading logic, efficient use of capital and by providing customized and innovative tech-based solutions to our customers.

We have a credible track record in building scale and delivering consistent high growth. We continue to grow our products and expand our customer base, while augmenting our customer experience. Our latest acquisitions are enabling us to strengthen our fintech capabilities and build an ecosystem to democratize

the power of algo trading for retail players. Besides giving us dedicated technology team and cost advantage, this also enhances our efficiencies.

With a dynamic market landscape, we are building the future of modern retail broking with growing opportunities in our core markets and verticals. Being a full-fledged financial services broker, our focus continues to be on augmenting our technology proficiency, including artificial intelligence for creating trading logic and algo-based trading solutions. We are working to grow further towards becoming a complete financial services provider of higher size and scale, fully geared to meet the changing requirements of our customers.

DELIVERING ON OUR PROMISES – FIRING ON ALL CYLINDERS

Maintaining a track record of 100% growth rate over two consecutive years on a rising base effect

Created history with Revenue of ₹ **8,565 Million**, up **91% YoY**; and PAT of ₹ **2,018 Million**, up **150% YoY**

Revenue **CAGR 64%** and PAT **CAGR 79%** between FY2015-22

Consistently delivered over **30%** average Return on Equity in the last 7 years

Consistent focus on improving efficiency – **880** basis point improvement in PAT Margin over FY2018-22

Focusing on technology – acquired two tech companies with a combined strength of more than 120 engineers

Continuing to dominate with market share – awarded "Top Members – Index Derivatives Since Inception"

Making deeper inroads in the institutional business

Scaling new highs by

Focusing on developing retail segment as a major growth engine

Diversifying geographically with Share India IFSC and Share India Global Pte

Maintaining strong financials to calm credit risk for partners/clients

One of India's Leading Tech-Driven Financial Services Company

A digital-first fintech conglomerate

Share India Securities Limited (SISL) is a digital-first fintech conglomerate focused on cutting-edge low latency platform and AI/ML driven trading strategy solution provider to empower its proprietary and professional traders Clientele with superior technology.

With a wide range of financial products and services and a client base of retail investors, High Net Worth Individuals and institutional investors, we are one of India's leading diversified, tech-driven financial services companies and specialize in derivatives trading strategies.

From a traditional stock broker to a hi-tech broking company

We have grown from being a traditional stock broker to a hi-tech broking company with more than two decades of our experience. We have been expanding our services and growing through the organic and inorganic route to establish ourselves as one of the largest broking companies.

Our customized solutions

Being a full-service broking house, we offer customized and holistic solutions and gain a distinct edge through our robust technology, low latency trading platforms and deep understanding of market-wide technology infrastructure.

A fully-integrated solutions provider

With the acquisition of Algowire Trading Technologies and uTrade Solutions, we continue to strengthen our position as a market leader and technology innovator in the fintech industry. We remain set to provide a platform for AI-driven automated trading, strategy development and execution for our retail investors.

Key numbers defining Share India



16

states



850

branches



28

years of operations



2,200

Employees



17,500

Clients



Total Income of

₹ 8,710 Million



EBITDA

₹ 3,133 Million



PAT

₹ 2,018 Million



Earnings Per Share

₹ 63.26



Dividend of

₹ 6.00 Per Share

Future Plans

• Trading Technology R&D and Innovation

Continue to innovate for latest AI/ML based backtesting engine via investment in uTrade Solutions and Algowire. Share India standalone caters to broking related technology requirements of HNIs/UHNIs.

• International expansion

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

• Retail expansion

Share India is investing heavily in its backend infrastructure and will roll out of new industry leading products for retail.

• 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

• Penetration of algo trading

Share India envisions to democratize algo trading which has been its specialization.

• Return on equity

Maintain high return ratios by efficient re-investment of free cash flow. SISL intends to maintain return ratios in 20-25% range on incremental capital.

• Fostering growth via start-ups/tie-ups

Broking business is in consolidation phase. SISL by virtue of its size becomes a partner of choice for technology and traditional partners alike.

Our Vision

To be a responsible corporate citizen and to create wealth for our stakeholders.

Our Mission

- To empower traders with state-of-the-art technology tools. Build an ecosystem to democratize algo trading with tools and resources that empower our clients to make quick decisions based on their needs.

- **Shareholder Wealth Maximization**

Maximize value creation for shareholders by offering high-end products and services and catering to all investment needs. Help customers build their wealth with the right mix of risk and return, and help them achieve their financial goals.



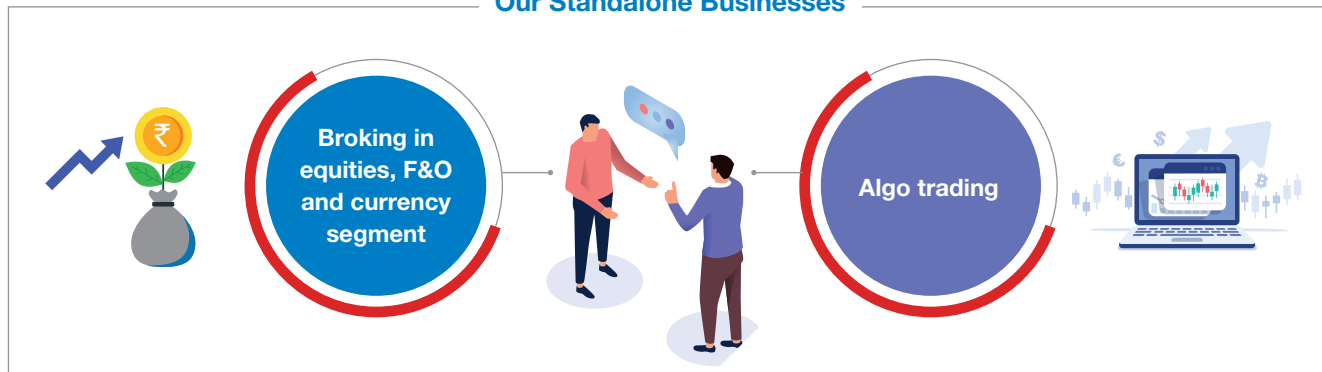
Our mission is to focus on expansion of new products and creating growth opportunities by continuous improvement through innovation and technology, thereby protecting the financial interests of our clients and providing them with dynamically updated investment solutions.

Key priorities

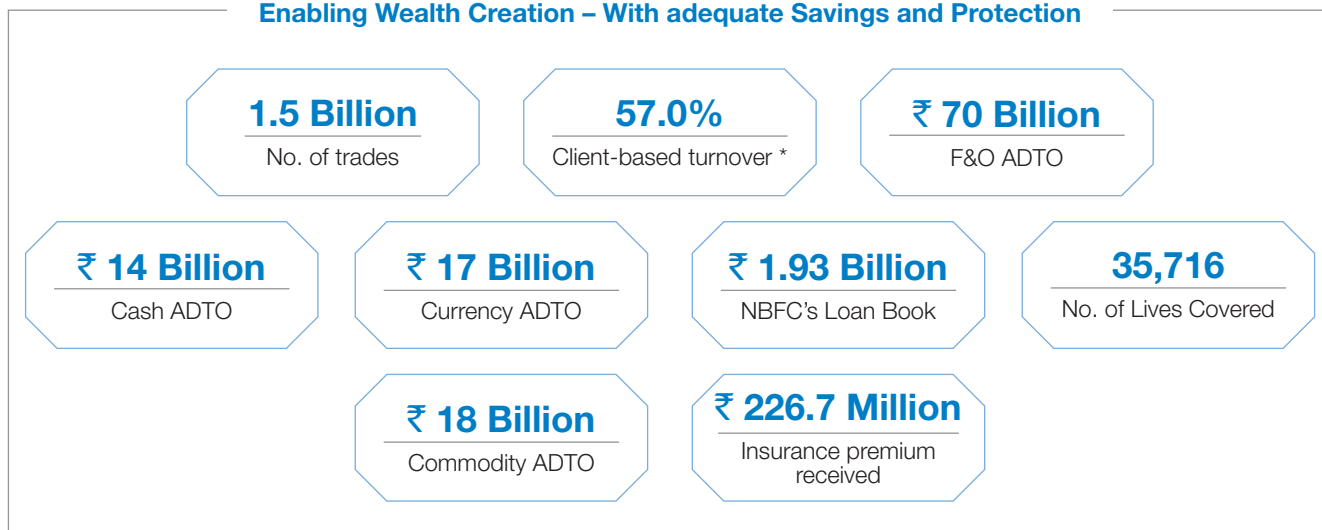
- To serve diverse client needs by following the principles of integrity and accountability
- To focus on expansion of new products, creating growth opportunities for our business partners responsibly
- To achieve continuous improvement through innovation and technology keeping the high spirits of teamwork and excellence
- A commitment to protect the interests of our clients by providing them with dynamically updated investment information

One of India's Leading Tech-Driven Financial Services Company

Our Standalone Businesses

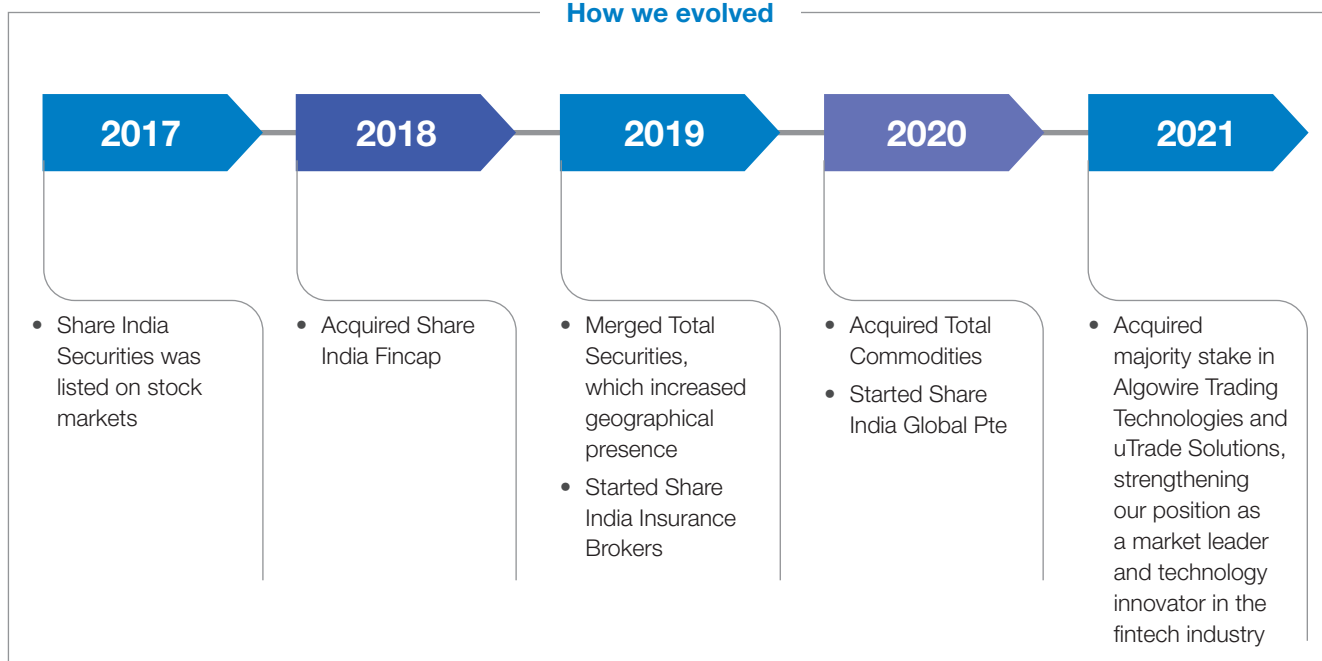


Enabling Wealth Creation – With adequate Savings and Protection



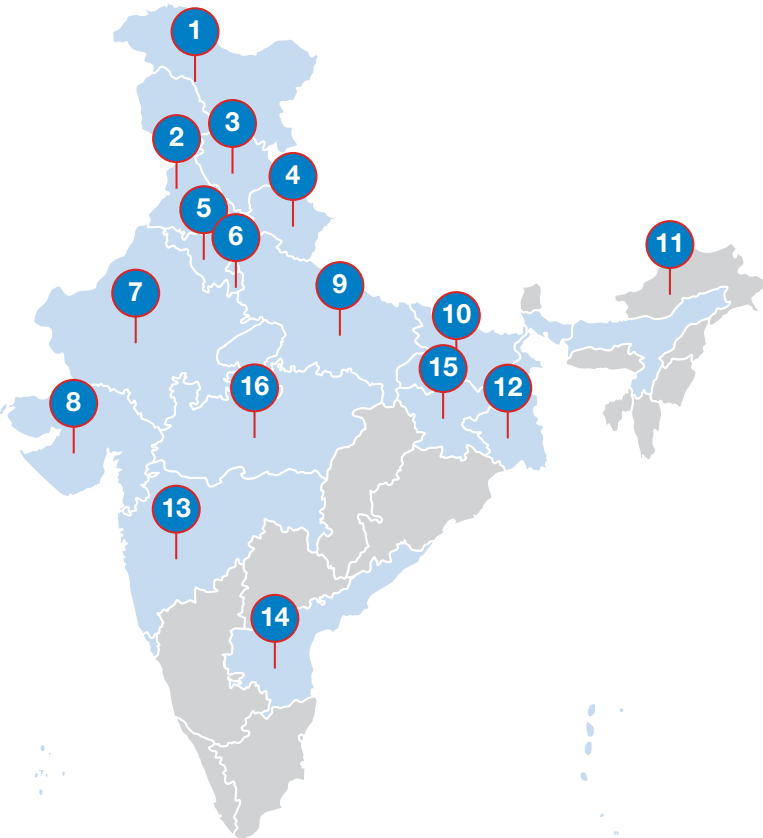
*incl. currency & commodity

How we evolved

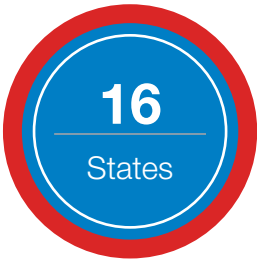


Our expanding presence

We have a strong presence in India through a network of 850 branches spread across 16 states. Our wide network enables increased connect with pan-India customers ensuring ease of access.



Map not to scale. For illustrative purposes only



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

One of India's Leading Tech-Driven Financial Services Company



Our expanding presence

Deep tech expertise

- 15 years of proven algo trading and development experience in capital markets
- Full stack trading technology systems with intelligent terminals, risk management and HFT engines
- Acquisition of Algowire Trading Technologies and uTrade Solutions strengthens the technology stack and provides a platform for AI-driven automated trading, strategy development and execution

Cost effectiveness

- Minimized operational cost due to large scale of operations and passed cost benefits to clients
- Become a preferred partner for trading desks

A growing capital pool

- Net Worth of ₹ 4.5 billion enables access to large capital pool and reduces credit risks for institutional clients

Our Business Review

Key Offerings



• Stock Broking and F&O Market

The year has been good with several client additions and improved yield. We are leveraging the benefits of industry consolidation, customized tech solutions, cost efficiency and large capital pool. With diversification across high net worth, ultra-high net worth individuals and institutions, we provide efficient tech-enabled broking services.

During the year, our growth momentum continued. We delivered yet another year of more than 100% growth at bottom line level. It was a year of prolific growth as we improved our efficiency with our PAT margin increasing by 540 basis points. This year, we completed the acquisition of two tech companies uTrade and Algowire Trading Technologies. Both these companies, with their combined strength of more than 120 engineers, have shot up Share India's tech capabilities significantly.

Share India has done a beta launch of its trading platform for retail clientele. The Company is looking at growth from the retail business, while also maintaining a tight grip on its institutional business. Its ADTO for the entire year reached the highest level in the company's history.

uTrade Solutions is a multinational fintech company, having an experience of successfully providing enterprise software for financial trading, including multi-asset trading platform, algorithms, risk management solutions, direct market access, exchange solutions and market data broadcast solutions to financial institutions and their end-clients for more than a decade. It is trusted by over 100 financial institutions and brokerage houses across 18 countries in the world.

uTrade Solutions is helping us with a multi-asset trading platform with comprehensive user management and risk management solutions, which will be available on Desktop, Web and Mobile. Its advanced web platforms for charting, analytics, and automated trading comes equipped with 200+ studies, historical backtesting, simulation and performance tracking.

uTrade Solutions and Algowire Trading Technologies strengthen, with a combined strength of more than 120 engineers, boosts our technological capabilities significantly. We have done a beta launch of our trading platform for the retail clientele. The Company is looking at growth from the retail business, while maintaining a tight grip on its institutional business. The ADTO for the entire year reached the highest level in the Company's history.

Average Daily Turnover in FY2022 (YoY change)

Cash



₹ 14 Billion

Up 4%

Futures & Options



₹ 70 Billion

Up 59%

Commodities



₹ 18 Billion

Up 41%

Currency



₹ 17 Billion

Up 60%

Our Business Review



• NBFC

Under the NBFC vertical, we offer personal loans, business loans, commercial vehicle loans, SME loans, During the year, the size of our Loan Book grew to ₹ 1.93 billion.

• Technology

Algowire Trading Technologies and uTrade Solutions

The Company acquired 51% shareholding in Algowire Trading Technologies Private Limited and 63.50% in uTrade Solutions, significantly strengthening its tech capabilities. With this, we have taken an evolutionary step towards providing a platform for AI-driven automated trading, strategy development and execution for its retail investors. We are enhancing our retail footprint, investing in growth-oriented technology offerings and build out capabilities that add value to our clients and deliver the next level in automation, thus strengthening our position as a market leader and technology innovator in the fintech industry.

uTrade Solutions

uTrade Solutions is a leading fintech company, offering robust retail trading and investment applications, Comprehensive Risk Management and automated High Frequency Trading for Institutional/Proprietary usage (with APIs for custom strategies) in a hosted, exchange co-located, or cloud environment.

uTrade Solutions allows the trader to connect and trade across 100 financial markets globally (native access or via gateways), to leverage a variety of value-added tools and discover new benchmarks in low latency trading solutions, with its proprietary in-memory data management solutions.



• Insurance Broking

We forayed into insurance broking in FY2019 with an aim to deliver the best insurance products to our customers. We leveraged our strong and diversified client base in stock broking created in the past two-and-a-half decades. We have tied up with over 35 leading insurance companies of India such as LIC, ICICI Prudential Life, New India Assurance, HDFC Life and SBI General Insurance to provide tailor-made insurance and risk mitigation solutions in Life insurance, Health insurance and Commercial insurance. Till date, we have covered 35,716 lives, with Total Premium of ₹ 226.7 million received.

