

Date: February 11, 2021

To,
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, 5th Floor, Plot No. C/1
G Block, Bandra-Kurla Complex, Bandra (E)
Mumbai – 400 051

Symbol: BSE ISIN: INE118H01025

Subject: Investor Presentation - February 2021

Dear Sir/Madam,

With reference to above captioned subject, please find attached herewith Investor presentation – February 2021.

The same will also be available on the website of the Company at www.bseindia.com .

This is for your information and record.

Thanking you,

Yours faithfully,

For BSE Limited

Prajakta Powle

**Company Secretary & Compliance Officer** 

Encl.: a/a



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# **Board Of Directors**



			EXPERIENCE THE NEW
Name	Bio	Name	Bio
Justice Vikramajit Sen Chairman and Public Interest Director On BSE Board since 2016	<ul> <li>Former Judge, Supreme Court of India</li> <li>Chairperson of the Broadcasting Content Complaints Council (BCCC)</li> </ul>	Shri Ashishkumar Chauhan Managing Director & CEO On BSE Board since 2012	<ul> <li>Previously, Group Chief Information Officer, Reliance Industries Limited</li> <li>Chairperson of the Board of Governors of National Institute of Technology, Manipur</li> </ul>
Shri Sumit Bose Public Interest Director On BSE Board since 2016	<ul> <li>Joined the Indian Administrative Service in 1976 and allotted to the Madhya Pradesh Cadre.</li> <li>Chairman, Expert Committee on working of Cantonment Boards set up by Ministry of Defence in January 2018 (work underway)</li> </ul>	Shri S. S. Mundra Public Interest Director On BSE Board since 2018	<ul> <li>Former Deputy Governor, Reserve Bank of India</li> <li>Former Chairman &amp; Managing Director of Bank of Baroda</li> </ul>
Shri David Wright Public Interest Director On BSE Board since 2018	<ul> <li>Former General Secretary of IOSCO (2012-2016), former Deputy Director-General for Securities and Financial Markets at the EU Commission.</li> <li>From March 2000 – October 2010 he was first Director, then Deputy Director-General for securities and financial markets</li> </ul>	Shri Umakant Jayaram Public Interest Director On BSE Board since 2019	<ul> <li>27 years Cross functional experience in Global Investment Banking, Finance Planning &amp; Analysis, Risk Consulting / Business transformation</li> </ul>
Sushri Jayshree Vyas Public Interest Director On BSE Board since 2019	<ul> <li>Former Managing Director, Shree Mahila Sewa Sahakari Bank, Ahmedabad</li> <li>In the year 2001, financial literacy programme was introduced in Sewa Bank, first of its kind in India – at initiative of Ms. Jayshree Vyas</li> </ul>	Shri T. C. Suseel Kumar Shareholder Director  Joined BSE Board from 2020	<ul> <li>Managing Director of Life Insurance         Corporation of India since March 2019     </li> <li>Played a key role in redefining the business         proposition of the Corporation that earned the         LIC 'Best Life Insurer Award' by many leading     </li> </ul>

India – at initiative of Ms. Jayshree Vyas

agencies during the year 19-20

With BSE since 2015

# **Management Team**



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Name		Bio	Name		Bio
Shri Ashish Chauhan Managing I CEO With BSE si	okumar Director & ince 2009	B Tech in Mechanical Engineering from IIT Bombay and a PGDM from IIM Kolkata  He is one of the founders of India's National Stock Exchange ("NSE") where he worked from 1992 to 2000. He is best known as the father of modern financial derivatives in India due to his work at NSE  Represents BSE as the Chairman on the Executive Board of the South Asian Federation of Exchanges  Previously, Group Chief information officer, Reliance		Shri Nayan Mehta Chief Financial Officer With BSE since 2012	<ul> <li>Having experience of over 28 years, he has earlier worked at Credit Analysis &amp; Research Ltd. as Joint General Manager (Accounts), as CFO at Multi Commodity Exchange of India Limited. He has also worked at the National Stock Exchange ("NSE")</li> <li>He represents BSE on the Boards of group and associate companies of BSE</li> </ul>
Shri Kersi T Chief Inform Officer With BSE s.	<b>Tavadia</b> mation	<ul> <li>Prior to joining BSE, employed with Log-in Utility and InvestSmart Financial Services Limited</li> <li>30 years of experience in the area of Application Systems/ IT Infrastructure development and management, managing all aspects of IT operations in Financial Services, Capital markets and manufacturing companies. He has played a leading role in transforming BSE into the fastest exchange in the country</li> </ul>		Shri Neeraj Kulshrestha Chief Regulatory Officer With BSE since 2015	<ul> <li>Prior to BSE he was an Executive Director in Morgan Stanley India for 10 years. He was earlier with National Stock Exchange and has managed various functions like Trading Operations, Inspection and Investigation, Futures and Options Clearing and Trading. He was also the CEO of India Index Services Ltd. and Dotex International Ltd</li> <li>27 year experience in Capital markets, which includes Securities Markets and General Insurance</li> </ul>
Shri Samee Chief Busin	er Patil	<ul> <li>He is instrumental in setting up and responsible for Business Development of INDIA INX at GIFT CITY IFSC</li> <li>He has about 21 years' of experience in financial sectors like Commodities, Currency Derivatives, Indices etc and</li> </ul>		Shri Girish Joshi Chief Trading Operations and Listing Sales	He has worked with ICICI Bank Group for 10 years. At ICICI Bank Group he worked in various areas like ICICIDirect.com, Treasury Mid Office and in the area of Regulatory Reporting and Monitoring at CFO office of

has experience in Trading, Hedging Strategies, Product

Designing and Business Development

5

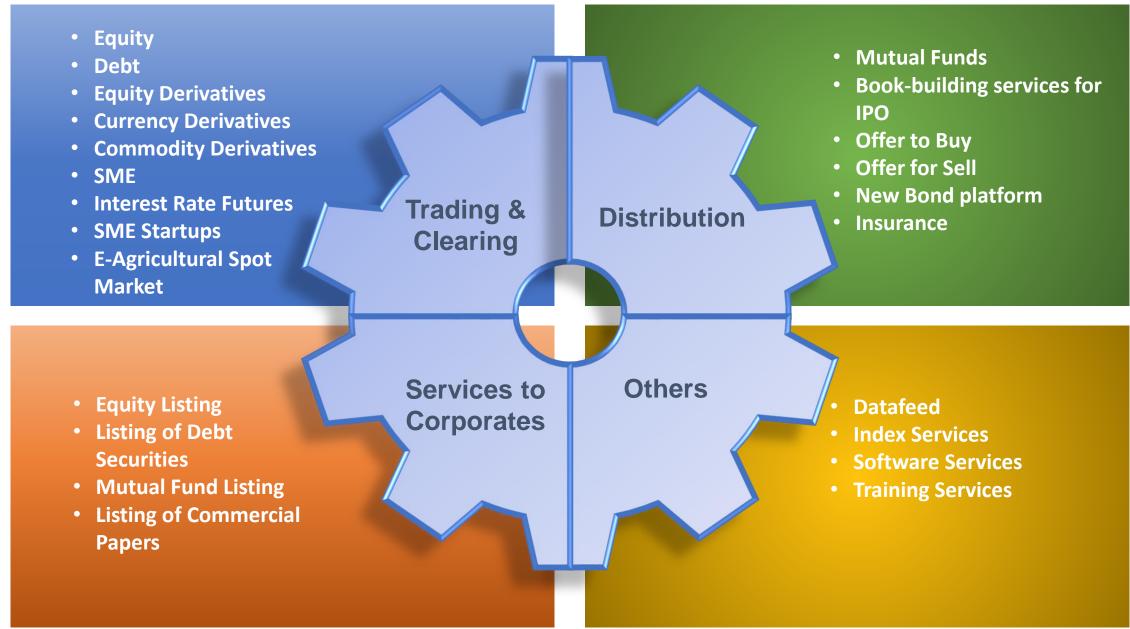
the Bank

He was also one of the earliest core team members who were involved in the set-up of National Stock Exchange ("NSE"). During 7 years at NSE he worked in Wholesale Debt Market and post trade functions

With BSE since 2010

## **Diversified Lines of Business**





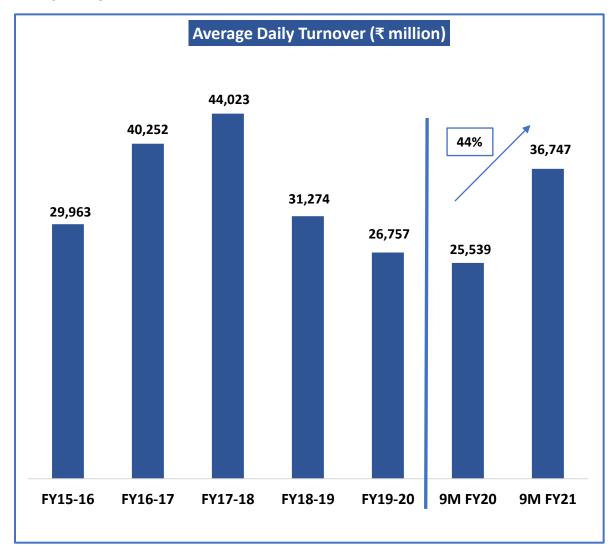
## Index

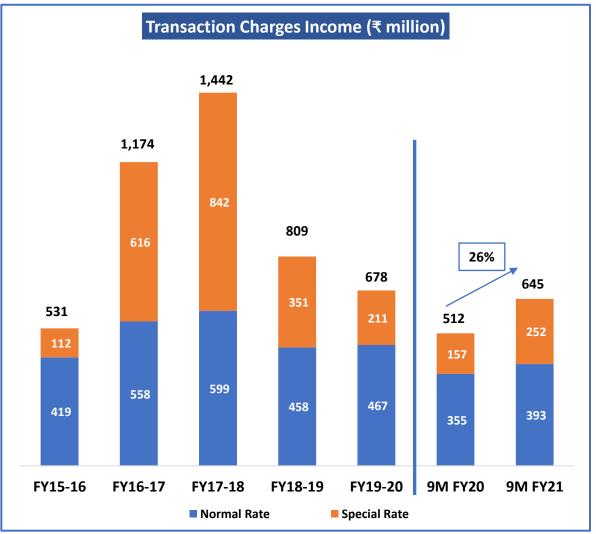




# **Equity Cash - Performance**





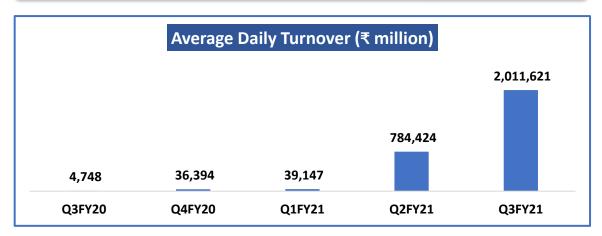


Revenues earned in this segment are subject to variation based on number and value of trades executed which are dependant on the economic cycle as well as the values of securities traded

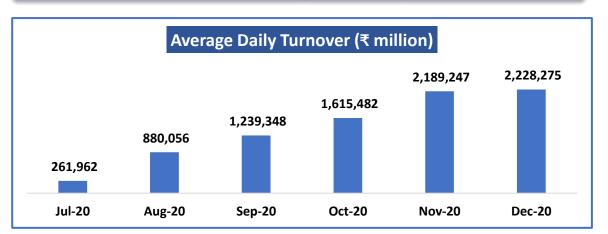
# **Equity Derivatives - Performance**

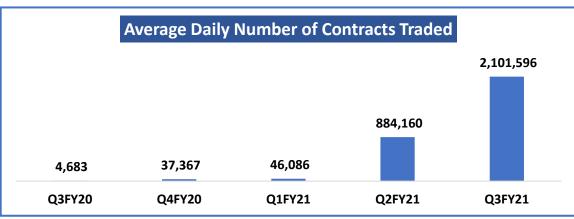


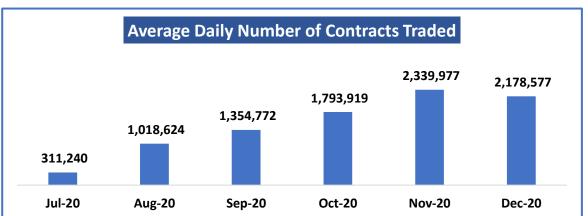
#### **Last 5 quarters performance**







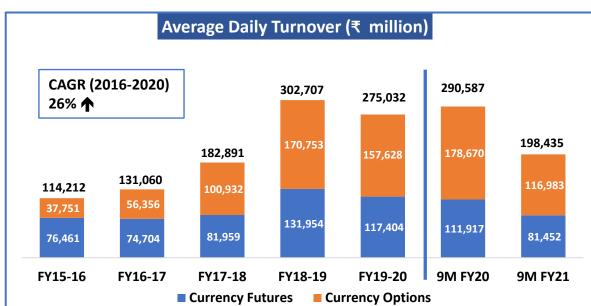


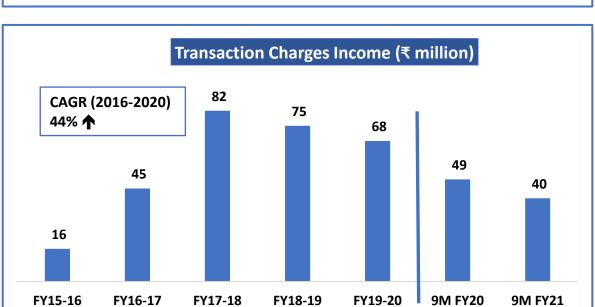


Highest turnover in SENSEX 50 contract of ₹ 3,898 billion on November 26, 2020

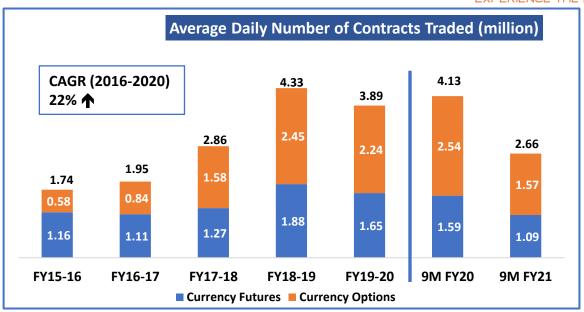
**Exemptive Relief under CFTC Regulation 30.10 to designated members of BSE** 

## **Currency Derivatives – Performance**







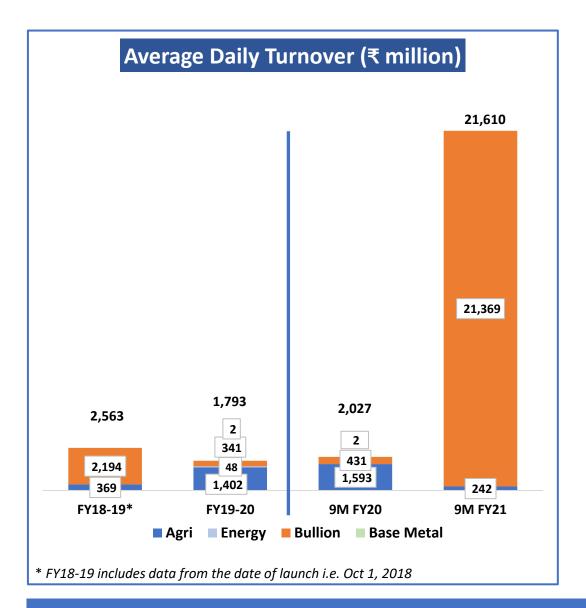


#### **Decrease in Currency Derivative Segment volumes due to –**

- Restricted Bank timings for trading up to 03:30 p.m. due to COVID-19
- Merger of few of the Nationalized Banks
- Third party Trading software issues post interoperability

# **Commodity Derivatives – Performance**







## **BSE StAR Mutual Fund Platform – Introduction**



E-platform - access from remote areas



24x7 order acceptance



Facilitates paperless SIP investment



Allows any day STP or SWP



Paperless bank mandate



BSE StAR MF Mutual Funds





Allows multi-mode eplatform access



Real-time investor registration & onboarding, Online MFD registration



Unified Payment Interface



Unique overnight investment framework



IFA StAR MF Mobility mobile application

BSE has partnered with LIC Mutual Fund for BSE eKYC Services which will facilitate members to ensure zero contact, hassle-free customer on boarding process.

## **BSE StAR Mutual Fund Plus – Value Drivers**

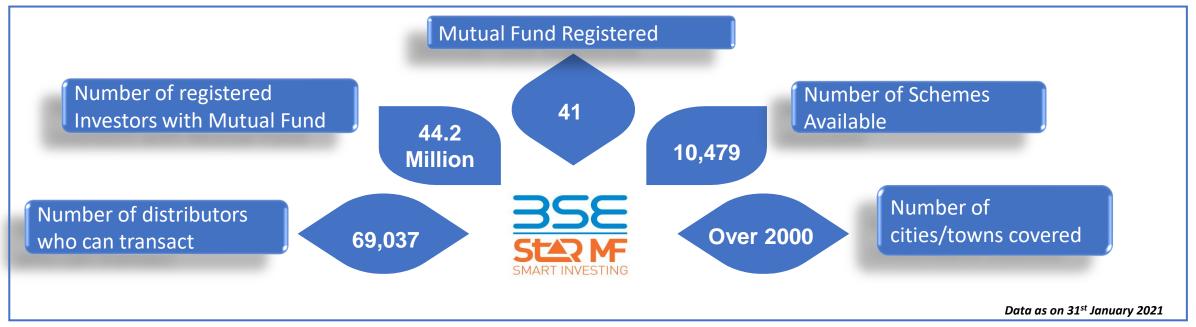


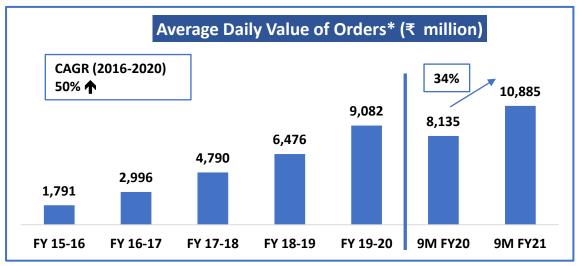


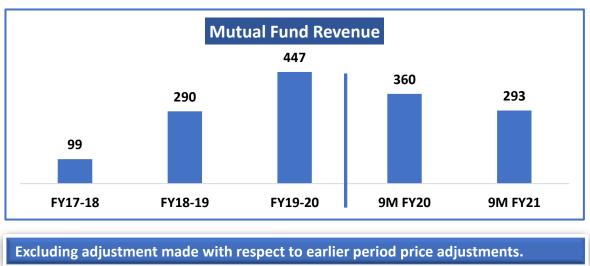
BSE launches StAR MF Plus - a premium platform for Distributors and Advisors



## BSE StAR Mutual Fund Platform – Performance, Reach & Coverage





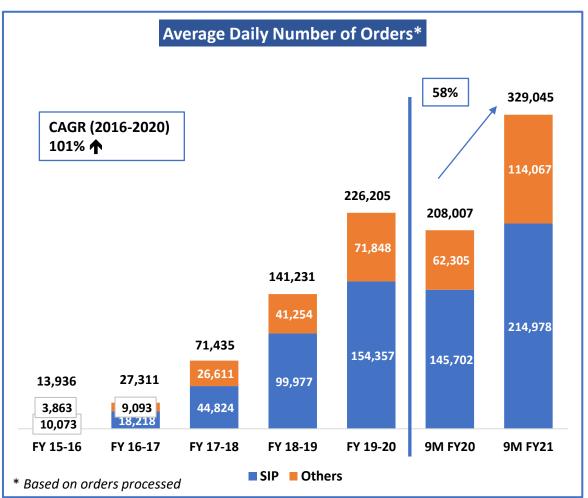


<sup>\*</sup> Based on orders received

# **BSE Star Mutual Fund Platform – Order Breakup**

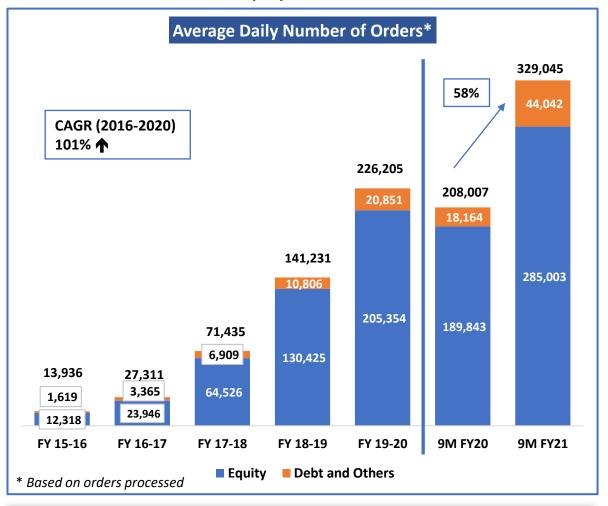


**SIP and Others** 



 Number of order received has grown by 64% in 9M FY21 as compared to 9M FY20

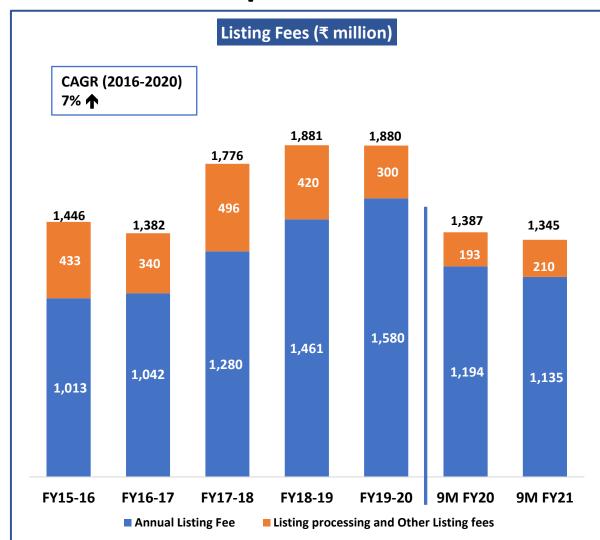
#### **Equity and Debt**

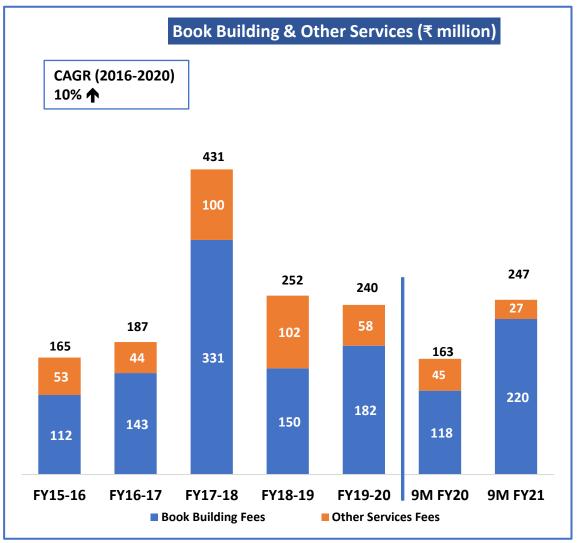


• StAR MF contributed ₹ 143,650 million as net equity inflow during December 2020 against the negative industry outflow of ₹ 212,930 million

# **Services to Corporates - Performance**







- 106 Securities has been listed during 9M FY21 as compared to 95 securities during 9M FY20
- 25 Securities has been delisted during 9M FY21 as compared to 07 securities during 9M FY20

# India International Exchange IFSC – Introduction







Equity Index Derivatives:

Sensex and India 50

Indian Stock Futures: 131 stocks including Reliance Industries Limited, HDFC Bank Limited, Axis Bank Limited, Infosys

Limited, Tata Steel Limited, Maruti Suzuki India Limited, Tata Motors Limited, ICICI Bank Limited,

Larsen & Toubro Limited and State Bank of India Limited

Commodity Futures: Gold, Gold KG, Silver, Copper, Aluminium, Lead, Nickel, Zinc, BRENT Crude Oil, QGold, QSilver

Commodity Options: Gold

Currency Derivatives:
 INR USD, USD INR, EUR USD, GBP USD and JPY USD

Debt Securities: Masala Bonds, Foreign Currency Denominated Bonds

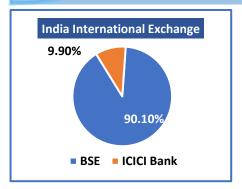
• Global Depository Receipts

**Trading Hours** 

- Exchange Daily Trading Hours
- 22.00 Hours
- 04:30:00 hours to 17:00:00 hours and 17:00:01 hours to 02:30:00 hours (Indian Standard Time)

**Global Access** 

 BSE's India INX launches Global Access with connectivity to CME Group Exchanges, LME, ICE US & Europe, Eurex & Euronext N.V.





On May 08, 2020 Hon'ble Finance Minister Smt. Nirmala Sitharaman virtually inaugurated Rupee Dollar Derivatives contracts open for trading on India INX

# **India International Exchange IFSC – Performance**



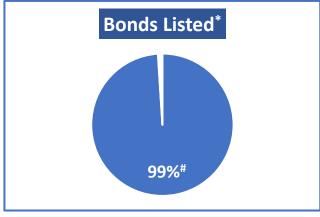


100%<sup>®</sup> of MTN established in IFSC are established with INDIA INX

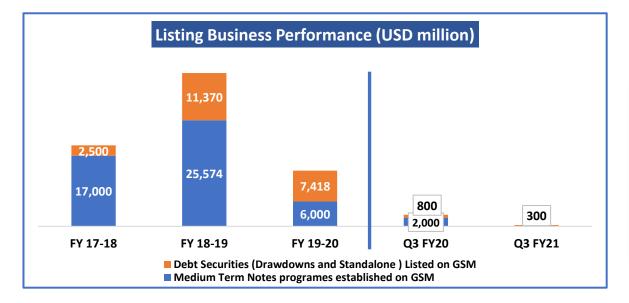
## **Market share since Inception**



\*Data as on December 2020



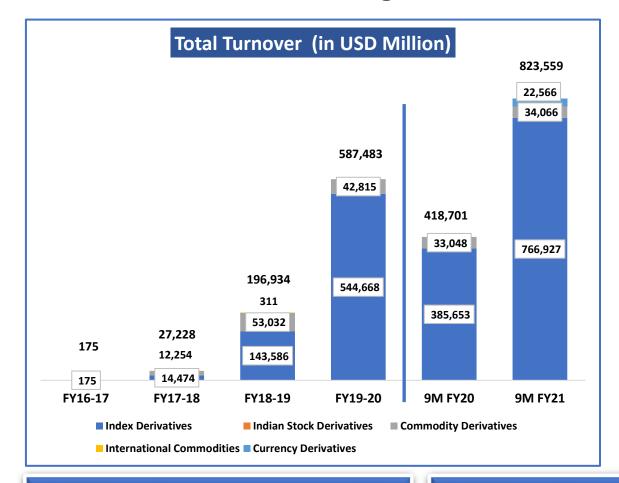
99%# of the bonds listed in IFSC are listed on INDIA INX



Average daily turnover of Rupee Derivative contracts in December 2020 was USD 16.35 million

## **India International Exchange IFSC**







Introduction of USD INR Contracts has witnessed momentum in Currency Derivatives turnover

Highest Volume in a day 1,555,503 Traded contracts on 14th January 2021

Highest Turnover in a day \$ 24.13 Billion on 14th January 2021

India INX cumulative Turnover crossed \$ 1.62 Trillion (INR 119 Trillion approx.) as on December 31, 2020

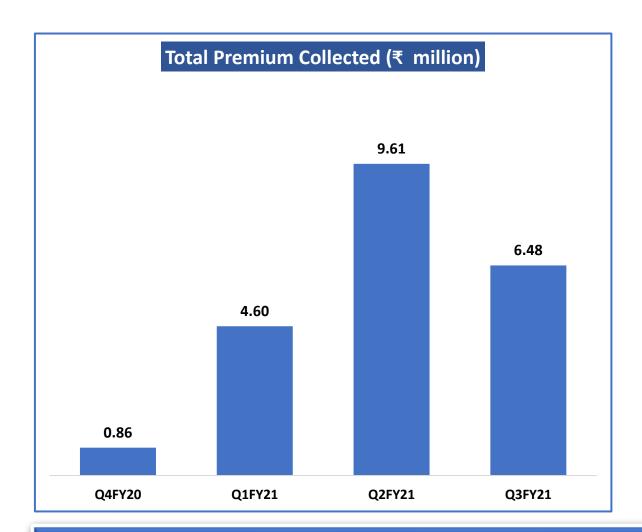
# **BSE Ebix Insurance Broking**

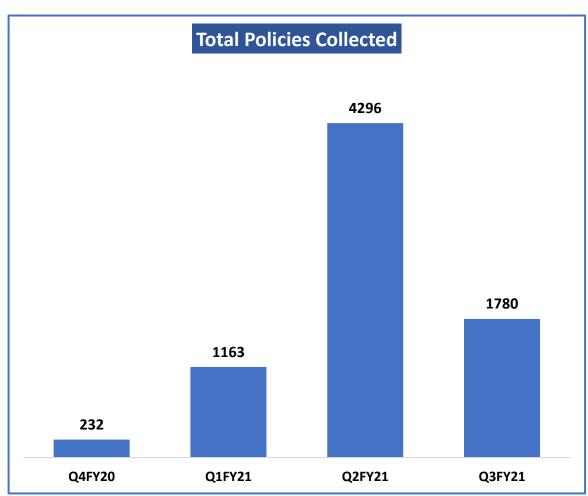




# **BSE Ebix Insurance Broking**







Introduction of "Corona Kawach" product helped us to reach out to larger crowd and get maximum policies in Q2 FY2021

# **Global Rankings**





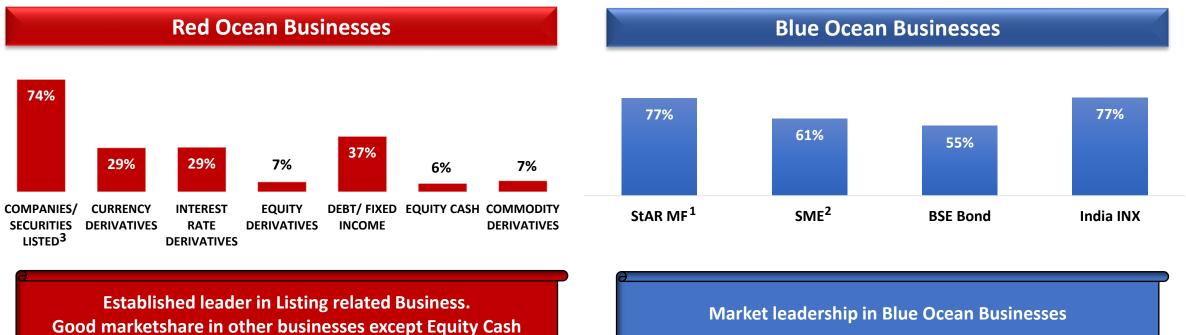
5,620\*

\*Data as on December 2020 # Data for the month of December 2020

Source: BSE/WFE

## Marketshare





All Marketshare for Q3 FY21

#### **Recent Initiatives**

**Insurance Broking** 

#### **Power Exchange**

Being jointly promoted with Power Trading Corporation & ICICI Bank\*

E-Agricultural Spot Market Platform

<sup>&</sup>lt;sup>1</sup> Marketshare in Mutual Fund StAR Platform based on the value of purchase / redemption orders received during Q3 FY21

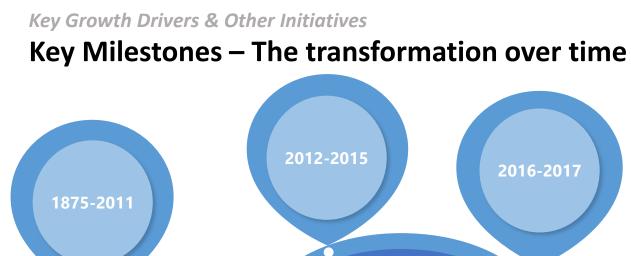
<sup>&</sup>lt;sup>2</sup> Marketshare in SME Segment represents number of companies listed in SME segment as on December 31, 2020

<sup>&</sup>lt;sup>3</sup> As on December 31, 2020

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2020-2021

- BSE Small & Medium Enterprises ("BSE SME") Platform launched
- Currency Derivatives launched
- Interest Rate Derivative Platform launched

BSE started as The

BSE corporatized

**Native Share & Stock** 

**Broker's Association** 

Mutual Fund Platform

("StAR MF") launched

- New Debt segment launched
- BSE becomes the fastest exchange in the world - median response speed of 6 microseconds

- Trading of Sovereign Gold Bonds commenced
- "BSE-BOND"- Electronic Book Mechanism launched
- India International Exchange (IFSC) Ltd. launched by Hon'ble Prime Minister of India, Shri Narendra Modi
- BSE's becomes the first listed exchange in India

- Commodity Derivatives segment launched
- JV set up with Ebix Inc. to undertake insurance broking business

2018-2019

- JV with Power Trading Corporation and ICICI Bank to set up a power exchange
- BSE launches StAR MF mobile application for IFA's – "IFA StAR MF Mobility"

- Beta-launch of services by BSE Ebix Insurance Broking Services on February 07, 2020
- Launch of Commodity Options in GoldM and SilverKG
- Launch of electronic spot platform for agricultural commodities - "BSE E-Agricultural Markets Ltd. (BEAM)" on December 11, 2020
- Launch of StAR MF Plus, a premium platform for distributors and advisors on January 18, 2021

Over last few years, BSE has transformed itself from a conventional stock exchange to the 1st Universal Exchange in addition to setting up e-commerce initiatives successfully

# **Key Growth Drivers - 1**



#### **International Exchange**

- Constitution of the IFSC authority and its Board to facilitate growth of GIFT city as an international financial hub as well as growth of international exchange therein.
- Investors friendly tax regime
- Listing and Trading platform available for booking of products in Equity Derivatives, Currency Derivatives, Commodity Derivatives and Debt Securities

# **Equity & Equity Derivatives**

- Inter-operability alongwith push towards best price execution likely to increase liquidity on BSE's electronic trading platform over time.
- BSE's initiative to introduce Weekly Options has received good response from market participants with the highest traded value crossing ₹ 3,898 billion on November 26, 2020

#### **Mutual Fund**

- Savings in cost and convenience
- Strong network of intermediaries
- Good network connectivity across country
- Increasing household incomes
- Increasing financial savings
- Partnered with LIC Mutual Fund for e-KYC services
- Launched StAR MF Plus a premium platform for distributors and advisors

#### **E-platform Services**

- Expansion of services from Current platforms for providing e-platform services like bookbuilding for IPO, Offer to Buy, Offer for Sell, New Bond platform, etc.
- Launched an electronic spot platform for agricultural commodities - "BSE E-Agricultural Markets Ltd. (BEAM)









# **Key Growth Drivers - 2**



#### **Insurance Broking**

- Already commenced insurance broking in Motor, Health and Life Insurance
- Continuous growth of Point of Sales
- Product diversification
- Software integration with various insurance companies

#### **Power Exchange**

- Pranurja Solutions Limited incorporated to set up a power exchange jointly with Power Trading Corporation and ICICI Bank
- Approval for grant of license for the power exchange from Central Electricity Regulatory Commission under progress

#### **Commodity Derivatives**

- Commodity futures contracts includes Gold, Silver, Copper, Oman Crude Oil, Guar Gum, Guar Seed, Cotton, Almond, Brent Crude Oil, Aluminium, Zinc, Turmeric
- Launch of Commodity Options in GoldM and SilverKG contracts in June 2020

#### **BSE Bond Platform**

- Over ₹ 900 billion of debt was raised on BSE BOND platform through 179 issues in Q3 FY21
- Over ₹ 2,911 billion of debt was raised on BSE BOND platform through 609 issues with 55% market share during the period 9M FY21









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# **Integrated Business Model**



Multiple contact points with members and market participants provides the ability to generate revenue from multiple levels of the business

	Primary	Т	rading	Clearing & Settlement	Distribution			
	358	3	<b>SE</b>	Indian Clearing Corporation Limited  Reliability builds relationships	START INVESTING			
1	Transaction Charges	<ul> <li>To an extent linked to Market Activity</li> </ul>	<ul><li>Linked to market ac</li></ul>	tivity levels and household savings and investmen	ts			
2	Treasury Income on Clearing and Settlement Funds	<ul> <li>Linked to Market         Activity to an Extent     </li> </ul>						
3	Other Securities Services	<ul><li>Recurring</li></ul>	Primarily consists of charges recovered from members for network connectivity					
4	Services to Corporates	<ul><li>Recurring</li></ul>	<ul> <li>Mostly derived from listing income that is not impacted by market activity</li> <li>Dependent on number of listed entities and hence is a recurring revenue stream</li> <li>Potential for increase if amount charged is increased</li> </ul>					
5	Data Dissemination Fees	<ul><li>Recurring</li></ul>	<ul> <li>Impacted primarily due to level of subscriptions and revision in pricing policies</li> <li>Contributes only 4-5% in India compared to 10-25% in developed markets</li> </ul>					
6	Income From Investments and Deposits	<ul><li>Recurring</li></ul>	<ul><li>Linked to investment yields</li></ul>					
7	Other Income	<ul><li>Recurring</li></ul>	<ul> <li>Mostly derived fron</li> </ul>	n rent and training institute etc., which are stable s	sources of income			

# **Consolidated Profit & Loss**



(₹ in million)

							(₹ in million)
Sr. No	. Particulars	Dec'20	Sep'20	Dec'19	9M FY	9M FY	FY
		Quarter	Quarter	Quarter	2020-21	2019-20	2019-20
1.	Transaction Charges	317	304	263	924	880	1,131
2.	Treasury Income on Clearing and Settlement Funds	69	75	43	213	172	229
3.	Other Securities Services	128	127	82	346	197	330
4.	Securities Services (1+2+3)	514	506	388	1,483	1,249	1,690
5.	Services To Corporates	560	617	545	1,593	1,552	2,122
6.	Other Operating Income	132	131	166	416	509	693
7.	Revenue From Operations (4+5+6)	1,206	1,254	1,099	3,492	3,310	4,505
8.	Income From Investments and Deposits	371	245	340	1,160	1,281	1,587
9.	Other Income	45	105	48	195	151	208
10.	Total Income (7+8+9)	1,622	1,604	1,487	4,847	4,742	6,300
11.	Employee Expenses	375	363	369	1,114	1,136	1,512
12.	Technology Cost & Technology Program	264	223	294	749	882	1,176
13.	Admin & Other Expenses	448	445	518	1,303	1,395	1,822
14.	Total Operating Expenses (11+12+13)	1,087	1,031	1,181	3,166	3,413	4,510

## **Consolidated Profit & Loss (cont'd)**



Dec'20 Sep'20 **Dec'19** 9M FY 9M FY FY **Particulars** Sr. No. Quarter 2020-21 2019-20 2019-20 Quarter Quarter EBITDA (10-14) 573 15. 535 306 1,681 1,329 1,790 16. EBITDA Margin (15/10 in %) 33% 36% 21% 35% 28% 28% Non-operating Expenses\* 275 261 219 811 557 1,022 17. **Profit Before Tax, Exceptional Items And Share Of Associates** 18. 260 312 87 870 772 768 (15-17)**Exceptional Items** -145 320 -145 320 320 319 20. **Profit From Associates** 117 101 57 200 267 62 -192 15 -56 67 21. Tax Expenses 149 Net Profit (18+19+20-21) 22. 315 460 449 1,100 1,225 1,206 **Net Profit Margin (22/10 in %)** 19% 23. 19% 29% 30% 23% 26% **Net Profit Attributable To Shareholders** 324 468 24. 455 1,124 1,236 1,223

<sup>\*</sup> Non Operating Expenses includes Depreciation, Finance Cost and LES

# **Standalone Profit & Loss**



Sr. No.	. Particulars	Dec'20 Quarter	Sep'20 Quarter	Dec'19 Quarter	9M FY 2020-21	9M FY 2019-20	FY 2019-20
1.	Securities Services	376	372	310	1,106	1,008	1,352
2.	Services To Corporates	559	617	544	1,592	1,552	2,119
3.	Data Dissemination Fees	84	86	77	250	233	315
4.	Revenue From Operations (1+2+3)	1,019	1,075	931	2,948	2,793	3,786
5.	Income From Investments And Deposits	309	279	266	1,061	1,163	1,396
6.	Other Income	56	113	52	223	162	239
7.	Total Income (4+5+6)	1,384	1,467	1,249	4,232	4,118	5,421
8.	Employee Expenses	222	220	226	673	708	939
9.	Technology Cost & Technology Program	320	267	328	895	988	1,309
10.	Admin & Other Expenses	387	403	457	1,153	1,227	1,576
11.	Total Operating Expenses (8+9+10)	929	890	1,011	2,721	2,923	3,824

# **Standalone Profit & Loss (cont'd)**

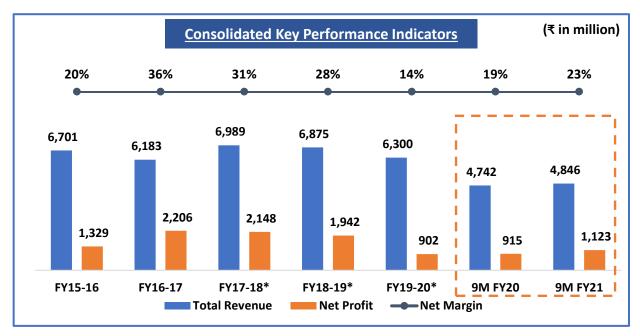


							(< in million)
Sr. No.	Particulars Particulars Particulars Particulars	Dec'20 Quarter	Sep'20 Quarter	Dec'19 Quarter	9M FY 2020-21	9M FY 2019-20	FY 2019-20
11.	Total Operating Expenses (8+9+10)	929	890	1,011	2,721	2,923	3,824
12.	EBITDA (7-11)	455	578	238	1,511	1,195	1,597
13.	EBITDA Margin (12/7 in %)	33%	39%	19%	36%	29%	29%
14.	Non-operating Expenses*	204	177	153	515	363	761
15.	Profit Before Exceptional Item and Tax (12-14)	251	400	85	996	832	836
16.	Exceptional Item	-	-145	916	-145	916	916
17.	Tax Expenses	39	-32	16	28	27	15
18.	Net Profit After Tax (15+16-17)	212	287	985	823	1,721	1,737
19.	Net Profit Margin (18/7 in %)	15%	20%	79%	19%	42%	32%
20.	NPAT (Excluding Gain on CDSL Stake Sale)	212	287	69	823	805	821
21.	Net Profit Margin (Excluding Gain on CDSL Stake Sale) (20/7 in %)	15%	20%	6%	23%	20%	15%

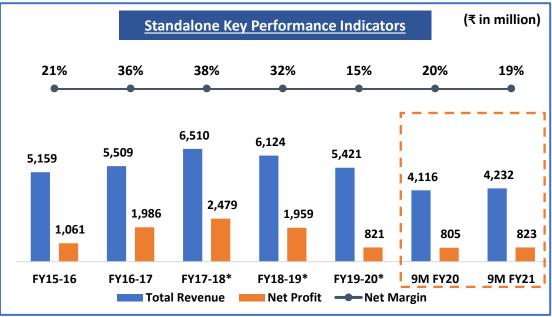
<sup>\*</sup> Non Operating Expenses includes Depreciation and LES.

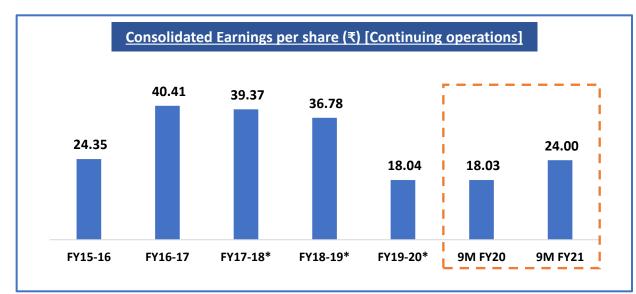
## **Financial Overview**

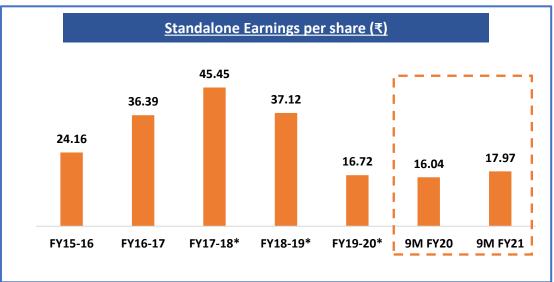






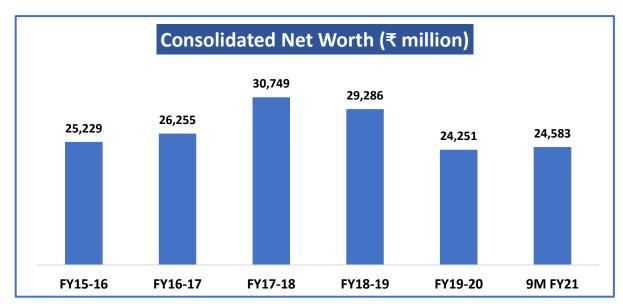


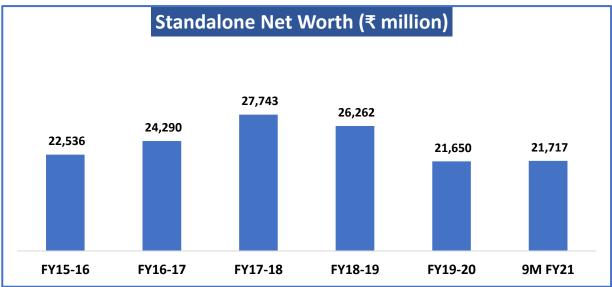


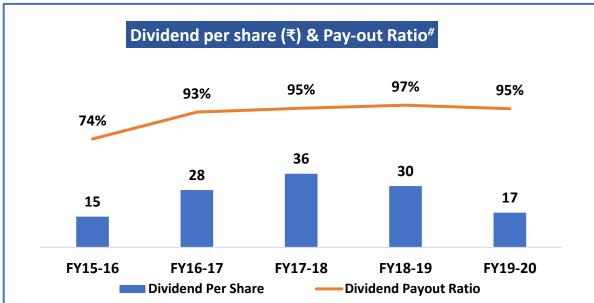


# **Financial Overview (cont'd)**





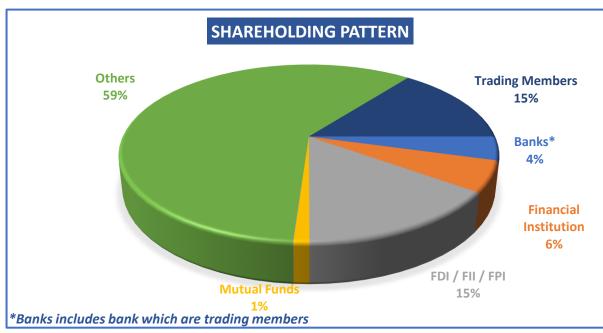




	Dividend pay-out and		
Financial Year	Dividend (Including DDT)# <i>(₹ million)</i>	Total (₹ million)	
2015-16	937	-	937
2016-17	765	-	765
2017-18	1,733	450	2,183
2018-19	2,255	1,230	3,485
2019-20	1,584	4,762	6,346
2020-21	779	779 -	
Total	8,053	<b>14,495</b> Distribution Tax	

# **Shareholding Pattern**





SOME KEY SHAREHOLDERS (As on December 31, 2020)	
Life Insurance Corporation of India	5.61%
Siddharth Balachandran	2.58%
State Bank of India	2.39%
Zerodha Broking	1.91%
Acacia Banyan Partners Limited	1.74%
Akshay Vasantlal Mehta	1.69%
Jupiter India Fund	1.56%
Acacia Conservation Fund, LP	1.37%
MSPL Limited	1.33%
S Gopalakrishnan	1.18%



MARKET DATA	
Market Capitalization (₹ Mn)	27,879
Price (₹)	619.2
No. of Shares Outstanding	4,50,24,297
Face Value (₹)	2.00
Avg. Qtrly Trading Volume (₹ Mn)	270.20
Avg. Qtrly Trading Volume (Mn shares)	0.47
52 week High-Low (₹)	649.40 – 275.00



# **THANK YOU**

#### **INVESTOR RELATIONS CONTACT:**

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