

Date: May 21, 2020

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

Sub: Investor Presentation - May 2020

Dear Sir/Madam,

With reference to above captioned subject, please find attached herewith Investor presentation – May 2020.

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 Ltd

Prajakta Powle

**Company Secretary and Compliance Officer** 

Encl: a/a



**BSE - INTERNAL** 



#### Disclaimer



This presentation and the discussion may contain certain words or phrases that are forward - looking statements, which are tentative, based on current expectations of the management of BSE Limited or any of its subsidiaries and associate companies ("BSE"). Actual results may vary significantly from the forward-looking statements contained in this presentations due to various risks and uncertainties. These risks and uncertainties include competitive landscape, stakeholders preferences, effect of economic and political conditions in India and outside India, volatility in interest rates and in the securities market, new regulations and Government policies that may impact the businesses of BSE as well as the ability to implement its strategy.

The information contained herein is as of the date referenced and BSE does not undertake any obligation to update these statements. BSE has obtained all market data and other information from sources believed to be reliable or are its internal estimates, although its accuracy or completeness cannot be guaranteed. Competition numbers are based on published results and management analysis. For purpose of comparison, following stock exchanges are considered – National Stock Exchange of India Limited, Metropolitan Stock Exchange of India Limited and NSE IFSC Limited. The presentation relating to financial performance herein is reclassified/regrouped based on Management estimates and may not directly correspond to published data. The numbers have also been rounded off in the interest of easier understanding. Prior period figures have been regrouped/reclassified wherever necessary. All information in this presentation has been prepared solely by the company and has not been independently verified by anyone else.

This presentation is for information purposes only and does not constitute an offer or recommendation to buy or sell any securities of BSE. Any action taken by you on the basis of the information contained herein is your responsibility alone and BSE or its directors or employees will not be liable in any manner for the consequences of such action taken by you.

The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about, and observe, any such restrictions.

#### Index





## **Board Of Directors**



Doara	OI DII CCCOIS			EXPERIENCE THE NE			
	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>			
	Su Shri 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>	Smt Usha Sangwan Shareholder Director On BSE Board since 2015	<ul> <li>Former Managing Director, Life Insurance Corporation of India</li> <li>She has been featured in Forbes List of 50 most powerful Business Women in Asia in 2015</li> </ul>			

## Management Team



ivialiagement lean	1		EXPERIENCE THE NEW
Name	Bio	Name	Bio
Shri Ashishkumar Chauhan Managing Director & CEO With BSE since 2009	<ul> <li>B Tech in Mechanical Engineering from IIT Bombay and a PGDM from IIM Kolkata</li> <li>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</li> <li>Represents BSE as the Chairman on the Executive Board of the South Asian Federation of Exchanges.</li> <li>Previously, Group Chief information officer, Reliance</li> </ul>	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 companies and joint ventures of BSE.</li> </ul>
Shri Kersi Tavadia Chief Information Officer  With BSE since 2010	<ul> <li>Group</li> <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>
	■ He is instrumental in setting up and responsible for	Shri Girish Joshi	He has worked with ICICI Bank Group for 10 years. At



**Shri Sameer Patil Chief Business Officer** 

With BSE since 2015

- Business Development of INDIA INX at GIFT CITY IFSC. Currently, INDIA INX has more than 90% market share.
- He has about 21 years' of experience in financial sectors like Commodities, Currency Derivatives, Indices etc and has experience in Trading, Hedging Strategies, Product Designing and Business Development.



Shri Girish Joshi **Chief Trading** Operations and **Listing Sales** 

With BSE since 2010

- earlier Joint as also ε").
- ompanies

- inctions like ation, le was also ex
- h includes
- 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 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.

## **Key Milestones – The transformation over time**



1875

2005

2009

2012

2013

2013

 BSE started as The Native Share & Stock Broker's Association



BSE corporatized



 Mutual Fund Platform ("Star MF") launched



 BSE Small & Medium Enterprises ("BSE SME") Platform launched



 Currency Derivatives launched



• Interest Rate Derivative Platform launched

 New Debt segment launched



2015

 BSE becomes the fastest exchange in the world - median response speed of 6 microseconds



2016

 Trading of Sovereign Gold Bonds commenced



 "BSE–BOND"- Electronic Book Mechanism launched



2017

 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

2018-19

 Commodity Derivatives segment launched



- JV set up with Ebix Inc. to undertake insurance broking business
- JV with Power Trading Corporation and ICICI Bank to set up a power exchange

2019-20

- BSE launches StAR MF mobile application for IFA's –"IFA StAR MF Mobility"
- Beta-launched services by BSE Ebix Insurance Broking Services on February 07, 2020



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

#### Index





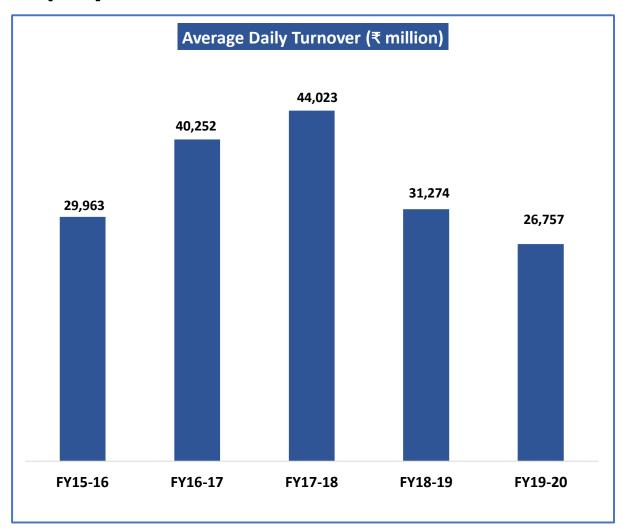
#### **Diversified Lines of Business**

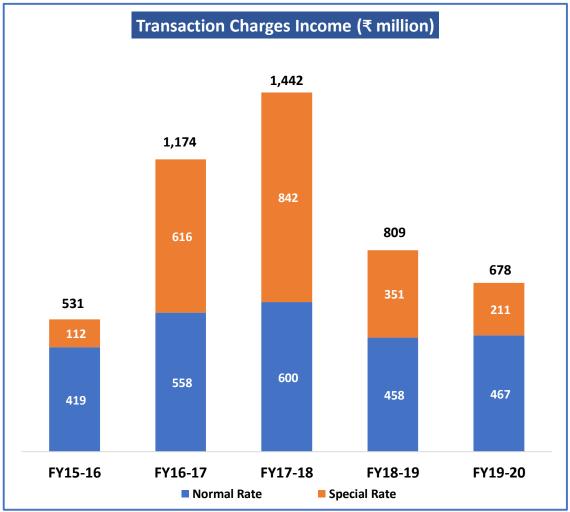




## **Equity Cash - Performance**



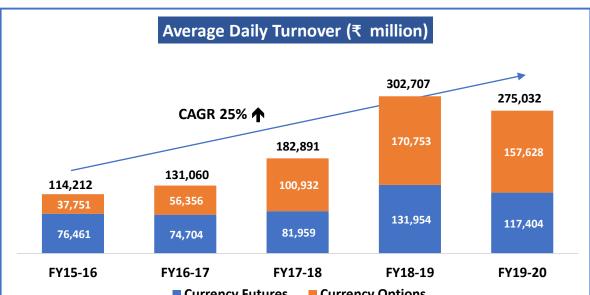


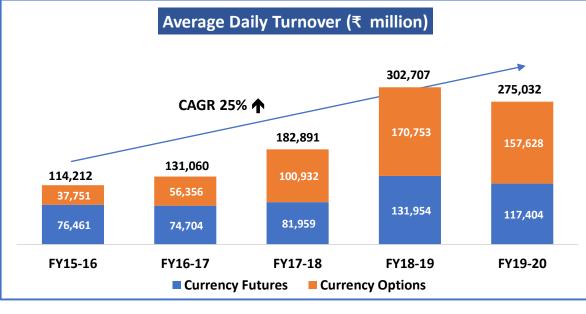


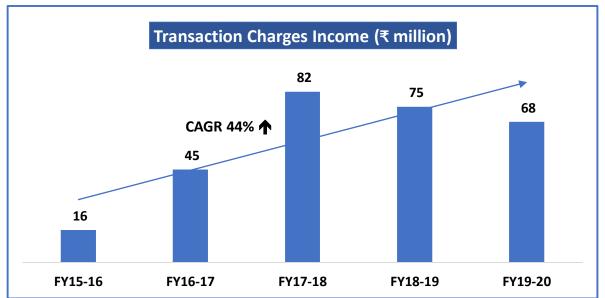
Revenues earned in this segment are subject to variation based on number and value of trades executed which are dependant on the economic cycle as well as the values of securities traded.

Inter-operability framework among clearing corporations fully operational with effect from July 15, 2019 in Equity Cash segment and July 29, 2019 in Equity Derivatives segment.

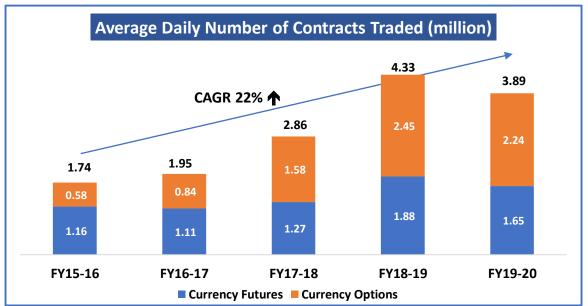
#### **Currency Derivatives – Performance**





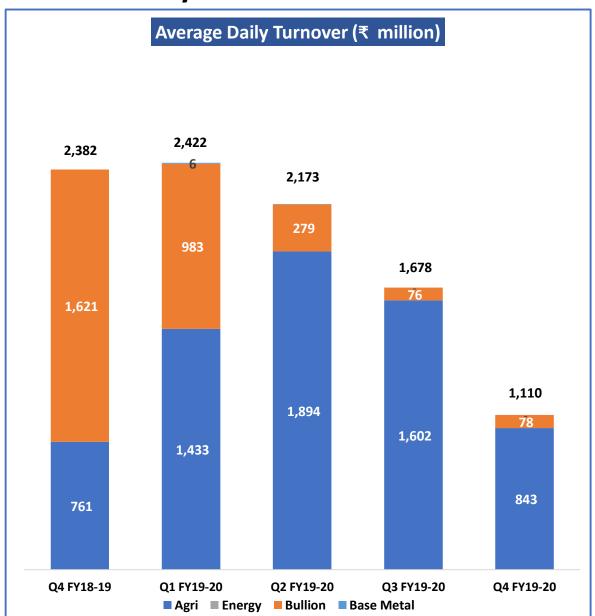






- **Consistent growth in turnover and number of contracts** traded in currency derivatives segment.
- BSE's market share in this segment for the quarter 31st March, 2020 stands at 33%
- Inter-operability framework among clearing corporations fully operational with effect from August 5, 2019 in Currency **Derivatives segment.**

#### **Commodity Derivatives- Performance**





Commodity futures contracts includes Gold, Silver,
Copper, Oman Crude Oil, Guar Gum, Guar Seed, Cotton,
Turmeric for trading

**277** Members admitted to trading **Members** in BSE's Commodity segment M-Share in FY 19-20 @ 25% and highest turnover of ₹ 2,000 Guarseed million on 06th Nov'19 M-Share in FY 19-20 @ 23% and highest turnover of ₹ 1,856 Cotton million on 7th Mar'19

#### **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

E-platform for investment and redemption in units of Mutual Funds and other Financial Products on behalf of clients



Allows multi-mode eplatform access



Real-time investor registration & onboarding, Online MFD registration



Unified Payment Interface



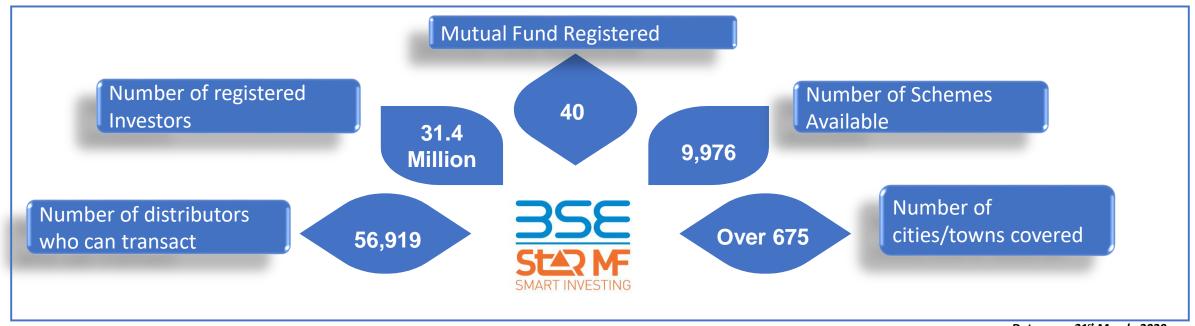
Unique overnight investment framework

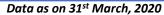


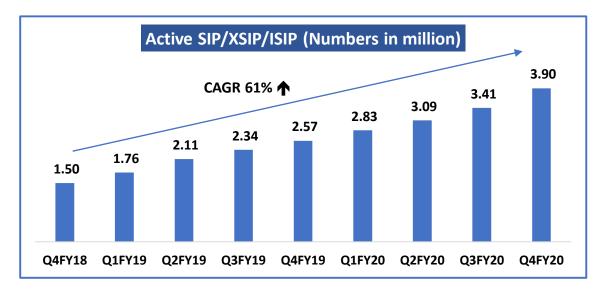
IFA StAR MF Mobility mobile application

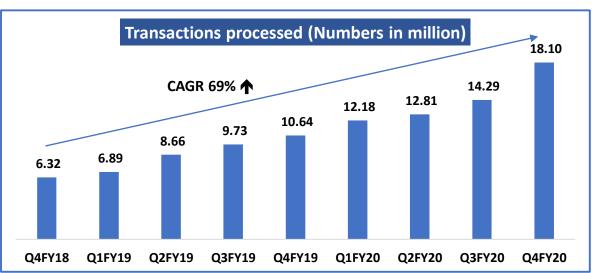


## BSE StAR Mutual Fund Platform – Reach & Coverage





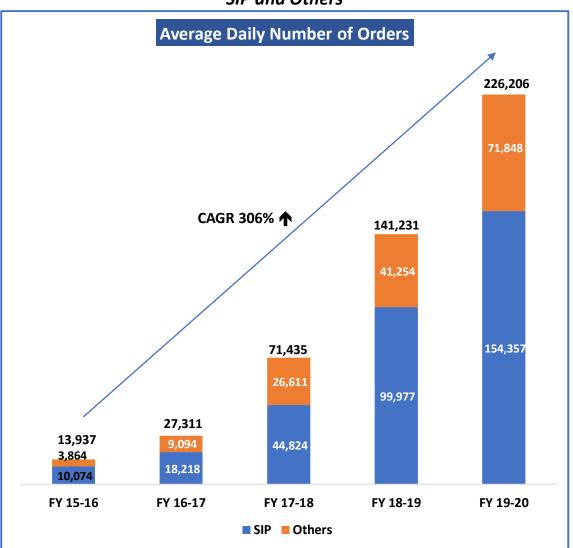




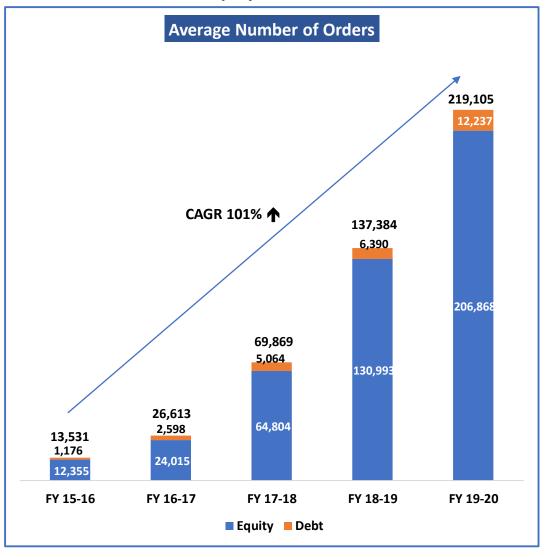
#### **BSE Star Mutual Fund Platform - Performance**





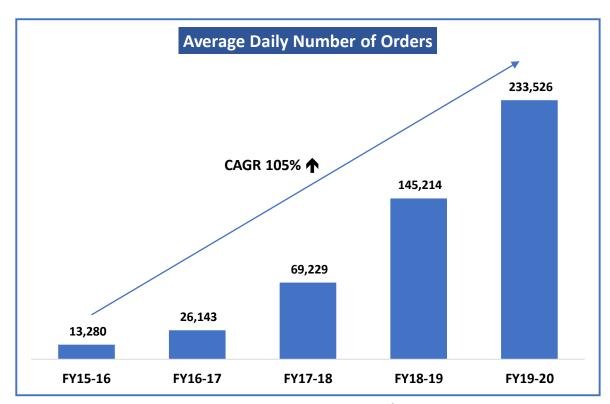


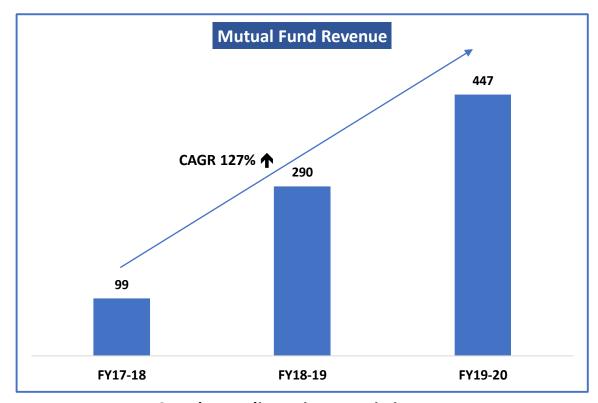
#### **Equity and Debt**



#### **BSE Star Mutual Fund Platform - Performance**







Exponential growth in number of orders

Steady non-linear increase in income

- Strong growth in revenue likely to continue over next few years aided by expected growth in distribution network, household savings and economic & demographical factors
- BSE Star MF becomes part of India's largest online MF distribution platform at zero cost.

#### **Orders Processed:**

~ 7.00 million (March 2020) 29,900 mutual fund distributors registered until May 20, 2020 **Quarterly Growth:** 

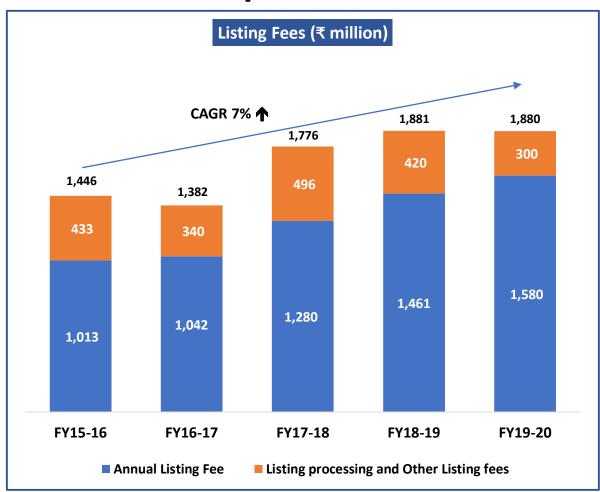
Mutual fund distributors ↑ 29% (Y-o-Y)

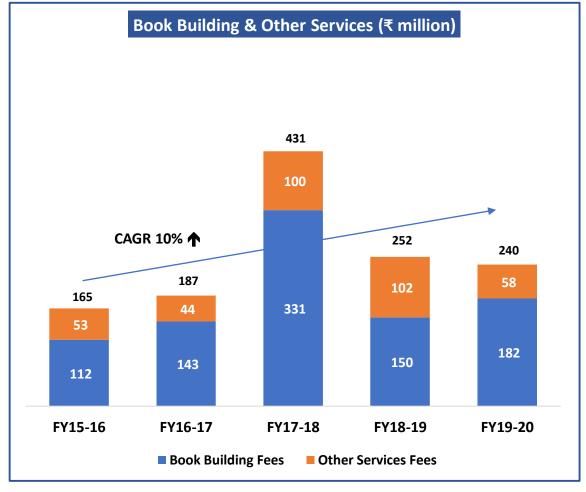
Orders Processed ↑ 70% (Y-o-Y)

Value of orders processed ↑ 27% (Y-o-Y)

## **Services to Corporates - Performance**







Listing income stable with increasing bias due to incremental listings on the Exchange and fees increased during current financial year.

Other listing income subject to mild variation year on year based on increase in economic factors, number of new listings, corporate actions, etc.

### India International Exchange IFSC – Introduction



Asset Classes & Contracts

INDIA INTERNATIONAL EXCHANGE

Trading Hours

Equity Index Derivatives: Sensex and India 50

• Indian Stock Futures: 139 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

Commodity Options : Gold

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

• Debt Securities: Masala Bonds, Foreign Currency Denominated Bonds

Exchange Daily Trading Hours

22.00 Hours

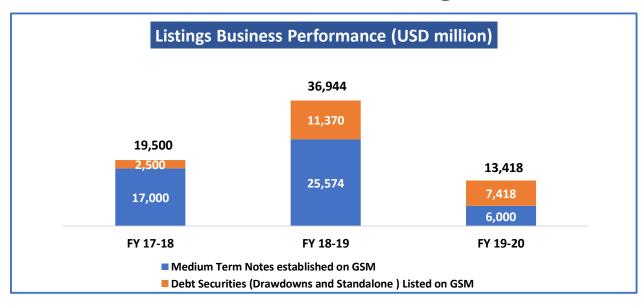
04:30:00 hours to 17:00:00 hours and 17:00:01 hours to 02:30:00 hours (Indian Standard Time)

Global Access

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

## India International Exchange IFSC – Performance

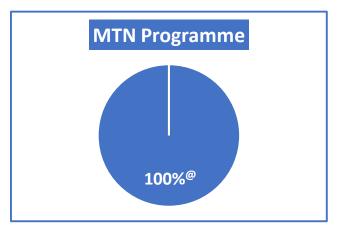




During Q4 FY20, approx. 27% of Indian issuers of Debt Securities in the international markets have listed on India INX's Global Securities Market.

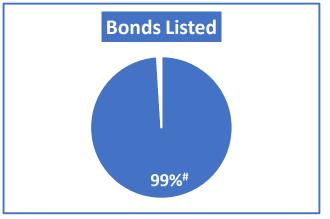
Since launch on May 08, 2020, India INX has achieved average daily turnover of USD 55 million and USD 18 million in Rupee Dollar Futures and Options respectively

#### Marketshare



100% of MTN established in IFSC are established with INDIA INX

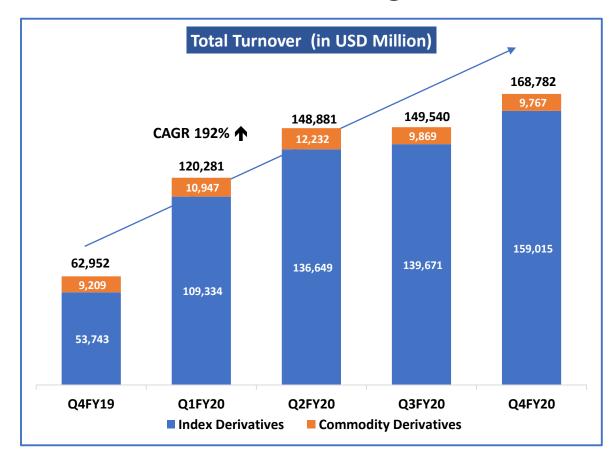


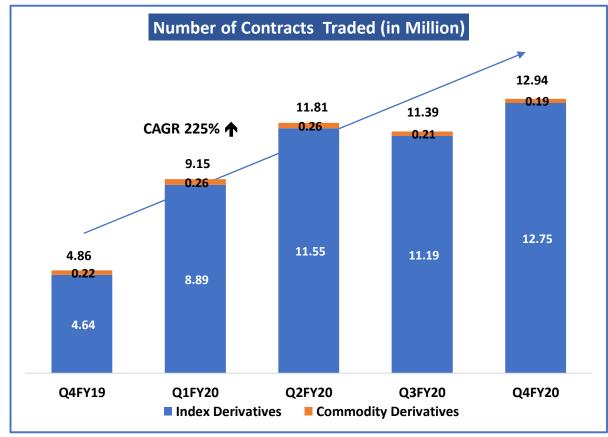


99%# of the bonds listed in IFSC are listed on INDIA INX

## **India International Exchange IFSC**







India INX is the dominant IFSC Exchange in GIFT city with market share of 82% in derivatives trading and 100% in bond listing for Q4 FY1920.

ICICI Bank has invested

- 7.71% in India INX
- 9.90% in India ICC

Highest Volume in a day **4,05,544** Traded contracts on 25th July 2019

Highest Turnover in a day \$ 4.91 Billion on 25th July 2019

#### **BSE Ebix**



Issued more than more than 200 policies

167 policies were issued in March, 2020

Collected highest ever premium of ₹ 1.10 lakhs in single day on March 16, 2020



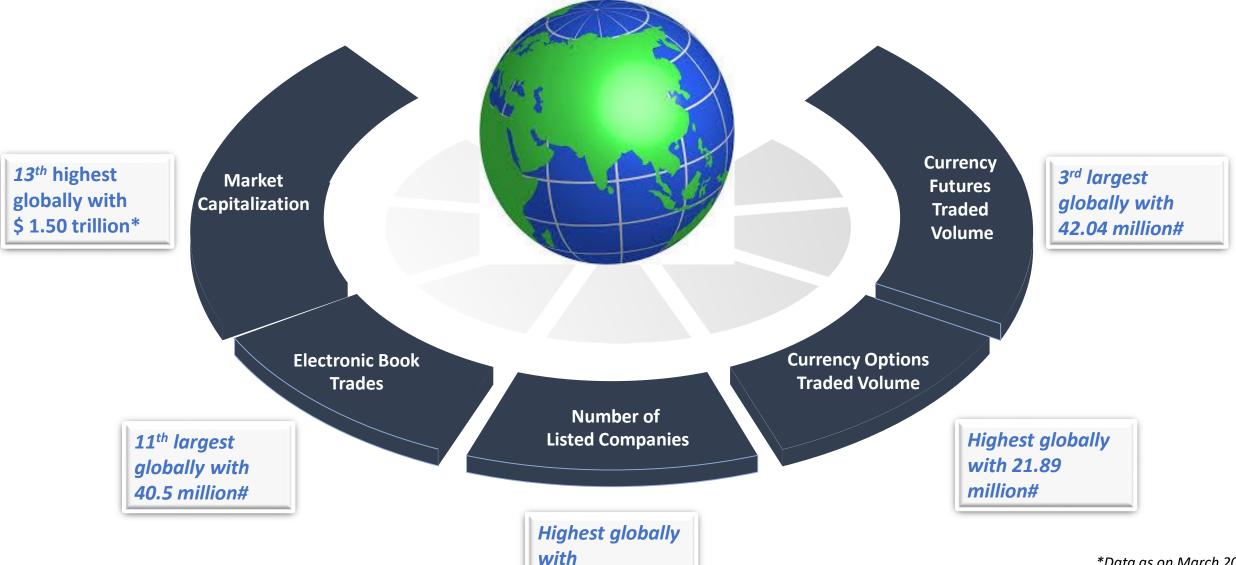
Cross 500 certified Point of Sales (POS)

₹ 6.68 lakhs premium collection was done in March, 2020

Highest ever fresh premium collection of ₹ 6.18 lakhs

## **Global Rankings**





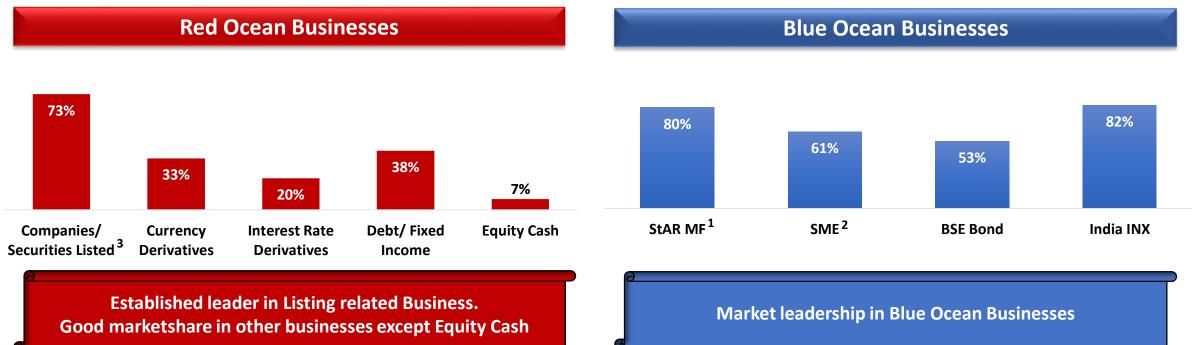
5,539\*

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

Source: BSE/WFE

#### Marketshare





All Marketshare for Q4 FY20

Commodity Derivatives includes Gold, Silver, Copper, Oman Crude Oil, Guar Gum, Guar Seed, Cotton, Turmeric for trading

BSE Ebix Insurance Broking Private Limited, has successfully Beta Launched on February 07, 2020

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

<sup>&</sup>lt;sup>1</sup> Marketshare in Mutual Fund StAR Platform based on the value of purchase / redemption orders executed during Q4 FY20

<sup>&</sup>lt;sup>2</sup> Marketshare in SME Segment represents number of companies listed in SME segment during Q4 FY20

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

<sup>\*</sup>Subject to Regulatory Approvals

#### Index





## **Key Growth Drivers**

# **35**E

## Inter-operability of Clearing Corporations

- Can lead to increase in arbitrage turnover due to clearing of all trades by any one clearing corporation
- Can lead to increase in turnover due to implementation of best price execution software implementation by various brokers
- Can lead to turnover in equity derivatives also.
- Fully Operational as per following dates
  - Equity 15<sup>th</sup> July 2019
  - Equity Derivatives 29<sup>th</sup> July 2019
  - Currency Derivatives  $-05^{th}$  August 2019



#### **International Exchange**

- Several amendments made vide
   The Finance (No. 2) Act, 2019 in tax
   laws to encourage foreign
   participation in International
   Exchanges at IFSC
- Unified Regulator to be set up, The International Financial Services Centres Authority Bill, 2019 passed by Parliament
- On May 08, 2020 honourable Finance Minister Smt. Nirmala Sitharaman inaugurated Rupee – Dollar futures and options contracts



#### **Mutual Fund**

- Savings in cost and convenience
- Strong network of intermediaries
- Good network connectivity across country
- Increasing household incomes
- Increasing financial savings

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

 Expansion of services from Current platforms for providing e-platform services like bookbuilding for IPO, Offer to Buy, Offer to Sell, New Bond platform, etc.





#### **Other Initiatives**



#### **Insurance Broking**

- Set up JV named BSE Ebix Insurance Broking Private Limited with Ebix to provide insurance broking services
- Approval received for composite broking licence from Insurance Regulatory Development Authority of India
- Successfully Beta Launched on February 07, 2020

#### **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**

- Launched Commodity
   Derivatives from October 1,
   2018
- Commodities futures available for trading includes Gold, Silver, Copper, Oman Crude Oil, Guar Gum, Guar Seed, Cotton and Turmeric.

#### **BSE Bond Platform**

- Over ₹ 1,112 billion of privately placed debt was raised on BSE BOND platform through 149 issues in Q4 FY20
- 452 issuers successfully raised over ₹ 2.49 lakh crore with 58% market share on Bond Platform during the period FY 19-20









#### Index





## **Integrated Business Model**



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

	Primary	Tr	ading	Clearing & Settlement	Distribution	
	358	3	58	Reliability builds relationships	SEA ME SMART INVESTING	
1	Transaction Charges	<ul> <li>To an extent linked to Market Activity</li> </ul>	<ul><li>Linked to market act</li></ul>	ivity levels and household savings and investmen	rts	
2	Treasury Income on Clearing and Settlement Funds	<ul> <li>Linked to Market         Activity to an Extent     </li> </ul>	<ul> <li>Linked to interest rate</li> <li>members</li> </ul>	tes and, to an extent, market activity since that w	rould lead to more margin being deposited by	
3	Other Securities Services	<ul><li>Recurring</li></ul>	<ul> <li>Primarily consists of charges recovered from members for network connectivity</li> </ul>			
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 from</li> </ul>	rent and training institute etc., which are stable	sources of income	

#### **Consolidated Profit & Loss**



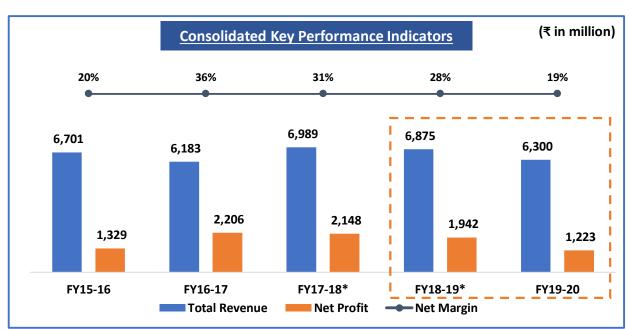
Sr. No.	Particulars Particulars Particulars Particulars	Mar'20 Quarter	Dec'19 Quarter	Mar'19 Quarter	FY 2019-20	FY 2018-19
1.	Revenue from Operations	1,196	1,099	1,157	4,505	4,503
2.	Other Income	362	388	559	1,795	2,184
3.	Total Income (1+2)	1,558	1,487	1,716	6,300	6,687
4.	Operating Expenses	1,150	1,155	1,133	4,517	4,210
5.	EBITDA (3-4)	408	332	583	1,783	2,477
6.	EBITDA Margin (5/3 in %)	26%	22%	34%	28%	37%
7.	Non-recurring expenses	187	36	0	223	0
8.	Non-operating expenses	224	209	212	792	780
9.	Profit before tax, exceptional items and share of associates (6-7-8)	(3)	87	371	768	1,697
10.	Exceptional items	0	320	105	320	238
11.	Profit from associates	66	57	87	267	292
12.	Taxes	82	15	44	149	234
13.	Net Profit (9+10+11-12)	-19	449	519	1,206	1,993
14.	Net profit attributable to shareholders	-13	456	519	1,223	1,993
15.	Net profit (excl. non-recurring and exceptional items)	174	172	414	1,126	1,755

# EXPERIENCE THE NEW (₹ in million)

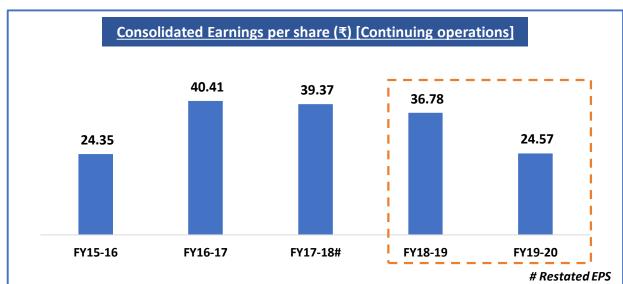
#### **Standalone Profit & Loss**

Sr. No.	Particulars Particulars	Mar'20	Dec'19	Mar'19	FY 2019-20	FY 2018-19
		Quarter	Quarter	Quarter		
1.	Revenue from Operations	995	931	976	3,786	3,798
2.	Other Income	310	318	494	1,635	2,139
3.	Total Income (1+2)	1,305	1,249	1,470	5,421	5,937
4.	Operating Expenses	956	985	914	3,825	3,419
5.	EBITDA (3-4)	349	264	556	1,596	2,518
6.	EBITDA Margin (5/3 in %)	27%	21%	38%	29%	42%
7.	Non-recurring expenses	187	36	0	223	0
8.	Non-operating expenses	157	143	154	537	570
9.	Profit before tax, exceptional items and share of associates (6-7-8)	5	85	402	836	1,948
10.	Exceptional items	0	916	105	916	238
11.	Profit from associates	0	0	0	0	0
12.	Taxes	(11)	16	68	15	175
13.	Net Profit (9+10+11-12)	16	985	439	1,737	2,011
14.	Net profit attributable to shareholders	16	985	439	1,737	2,011
15.	Net profit (excl. non-recurring and exceptional items)	203	105	334	1,044	1,773

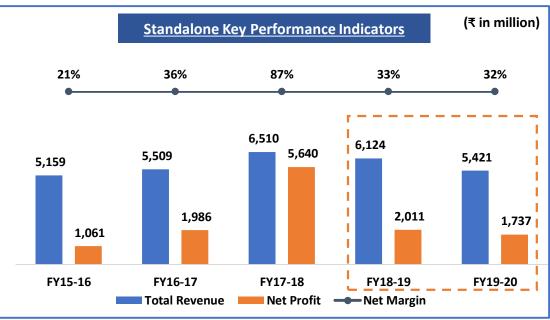
#### **Financial Overview**

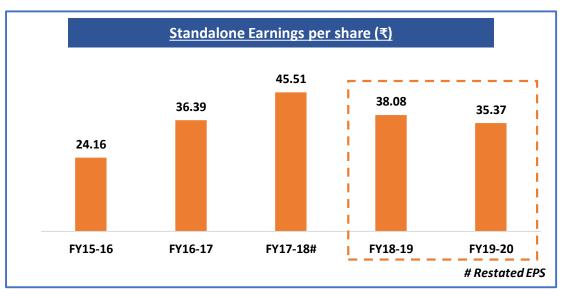






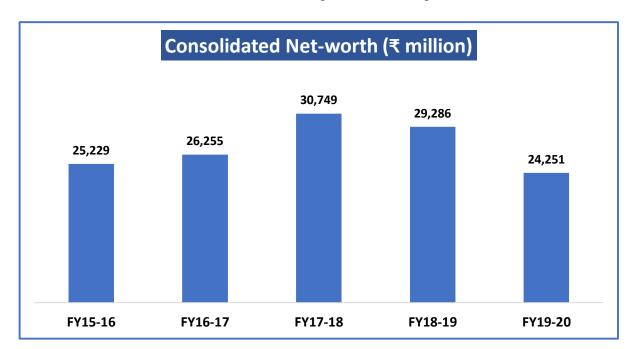


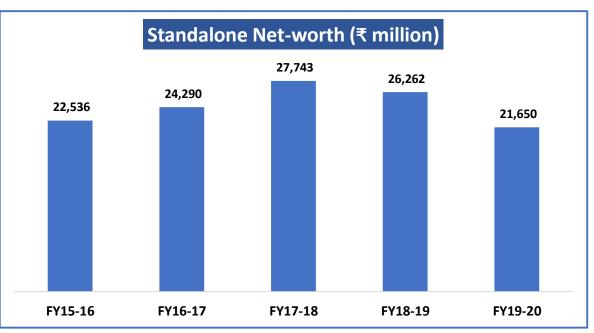


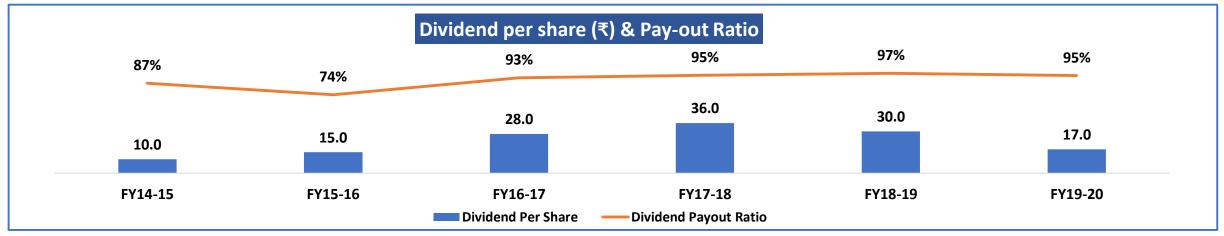


## Financial Overview (cont'd)





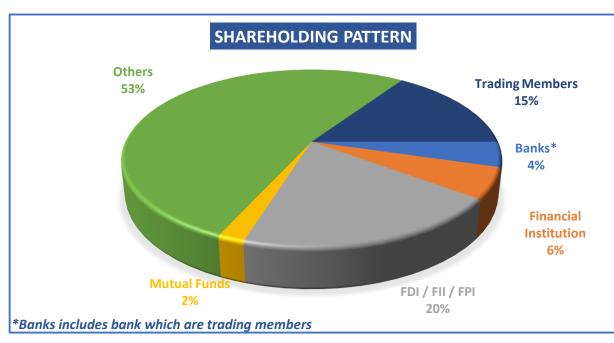




Figures as per restated IGAAP financials for FY12-13 to FY14-15 and Ind-AS financials for FY15-16 onwards # Dividend pay-out ratio is calculated based on Standalone Profit

## **Shareholding Pattern**







SOME KEY SHAREHOLDERS	*
Life Insurance Corporation of India	5.61%
Deutsche Boerse AG	4.41%
State Bank of India	2.39%
Siddharth Balachandran	1.99%
Jupiter Asset Management	1.90%
Chanakya Capital Partners	1.85%
Acacia Banyan Partners Limited	1.74%
Caldwell India Holdings Inc.	1.49%
Akshay Vasantlal Mehta	1.49%
MSPL Limited	1.33%

MARKET DATA	
Market Capitalization (₹ Mn)	19,324.43
Price (₹)	429.20
No. of Shares Outstanding	4,50,24,297
Face Value (₹)	2.00
Avg. Qtrly Trading Volume (₹ Mn)	82.23
Avg. Qtrly Trading Volume (Mn shares)	0.18
52 week High-Low (₹)	627.00 – 275.00

Paid up Capital ₹ 90.04 million | Face Value per share ₹ 2/- each

Market data as at May 18, 2020



## **THANK YOU**

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

Yogesh Joshi Head – Investor Relations

①+91 22 2272 8810

 $\boxtimes$  bse.ir@bseindia.com

