

Date: November 12, 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

Sub: Investor Presentation - November 2021

Dear Sir/Madam;

With reference to above captioned subject, please find attached herewith Investor presentation – November 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 Ltd

Prajakta Powle

**Company Secretary and 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>28 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 On BSE Board since 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>

agencies during the year 19-20

# **Management Team**

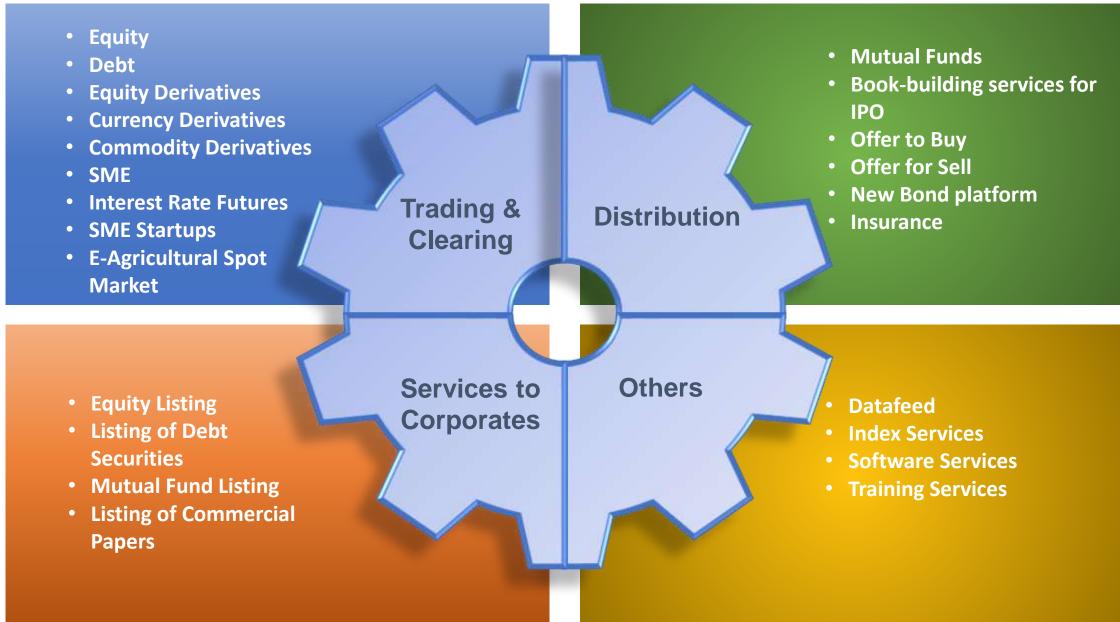


Name	Bio	Name		Bio
Shri Ashishkumar Chauhan Managing Director & CEO With BSE since 2009	<ul> <li>B Tech in Mechanical Engineering from IIT Bombay and a PGDM from IIM Kolkata</li> <li>He is one of the founders of India's National Stock Exchange ("NSE") where he worked from 1992 to 2000. He is best known 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 Nay Chief Fin Officer With BS 2012		<ul> <li>Having experience of over 29 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 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>31 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 Nee Kulshree Chief Re Officer With BS 2015	e <b>stha</b> egulatory	<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>28 year experience in Capital markets, which includes Securities Markets and General Insurance</li> </ul>
Shri Sameer Patil Chief Business Officer With BSE since 2015	<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 22 years' of experience in financial sectors like Commodities, Currency Derivatives, Indices etc and has experience in Trading, Hedging Strategies, Product Designing and Business Development</li> </ul>	Chief Tra Operation Listing S	ons and	<ul> <li>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 the Bank</li> <li>He was also one of the earliest core team members</li> </ul>

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

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





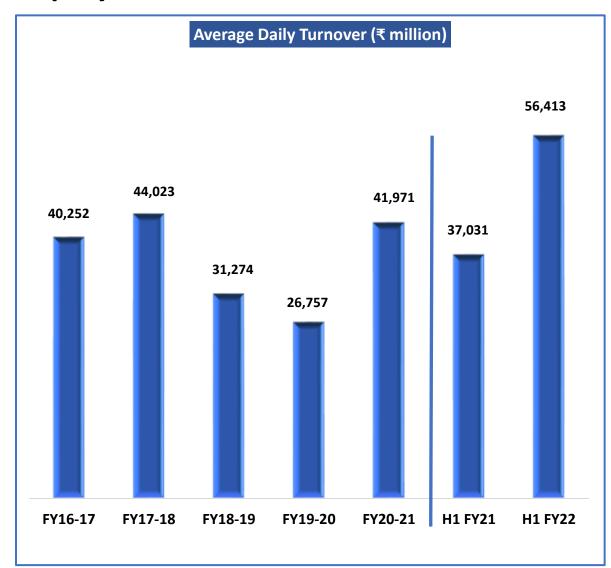
### Index

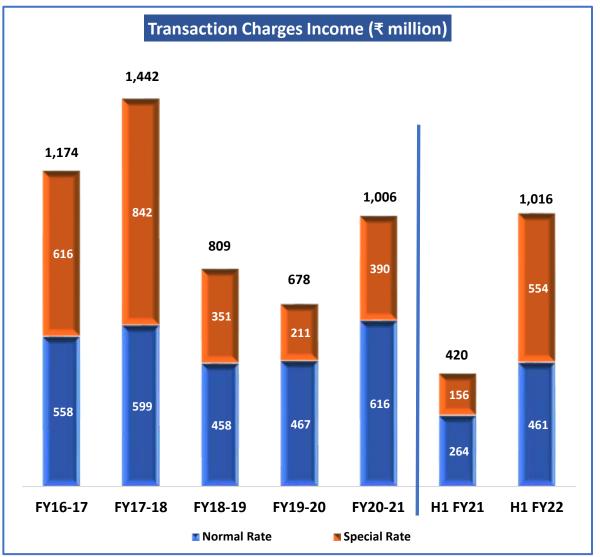




# **Equity Cash - Performance**





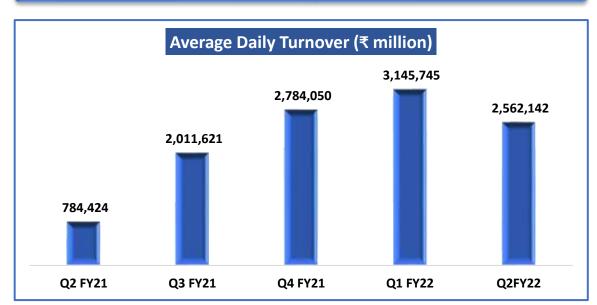


Transaction charges revised upwards with effect from March 1, 2021

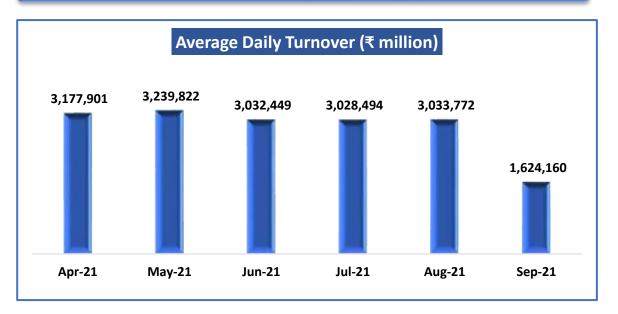
### **Equity Derivatives - Performance**

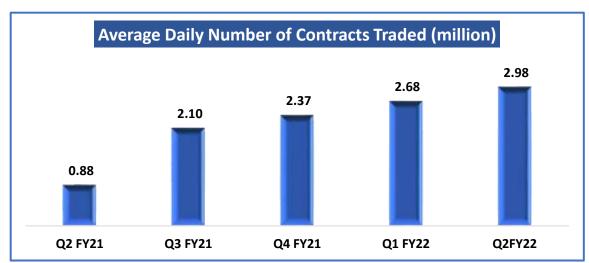






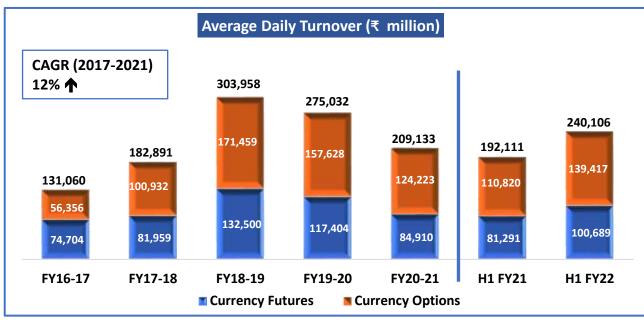
#### **Last 6 month performance**

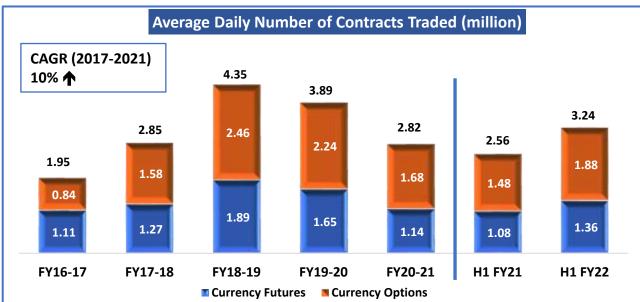




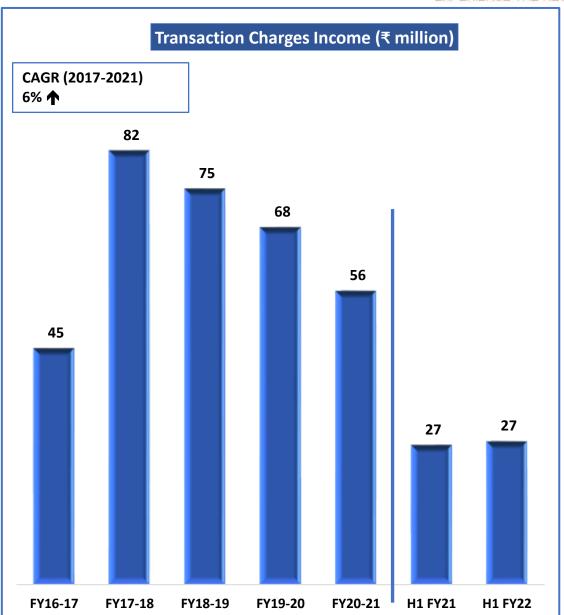






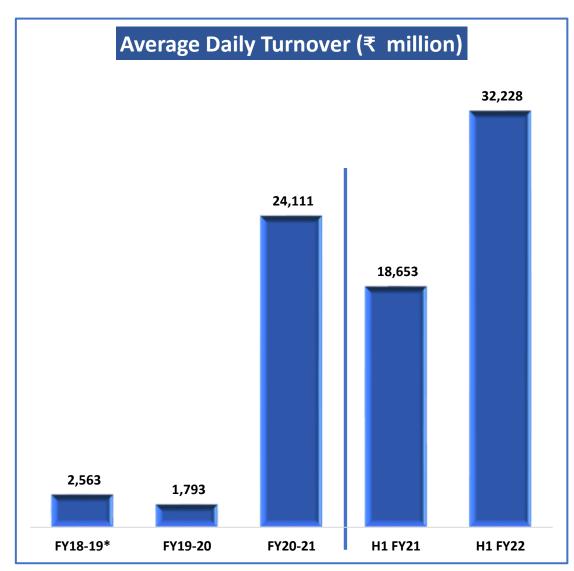






### **Commodity Derivatives – Performance**







**Gold Mini contract - 77%** 

<sup>\*</sup> FY18-19 includes data from the date of launch i.e. Oct 1, 2018

### BSE E- Agricultural Markets Limited (BEAM) – Introduction



Launched BSE E-Agricultural Markets Ltd. (BEAM), an electronic spot platform for agriculture commodities on December 11, 2020

700

MoUs and Agreements with Government and Government enterprises, Farmer Producer Organizations, Corporate having interest in Commodities, Farmers and FPOs

#### **Products include:**

Cereals and Pulses, Oil and Oilseeds, Fibres, Sugar, Dry fruits, Spices and Condiments, Dairy and Dairy products

MoU signed with SUFI for creating Steel e-Spot Market

#### **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 Plus – Value Drivers**

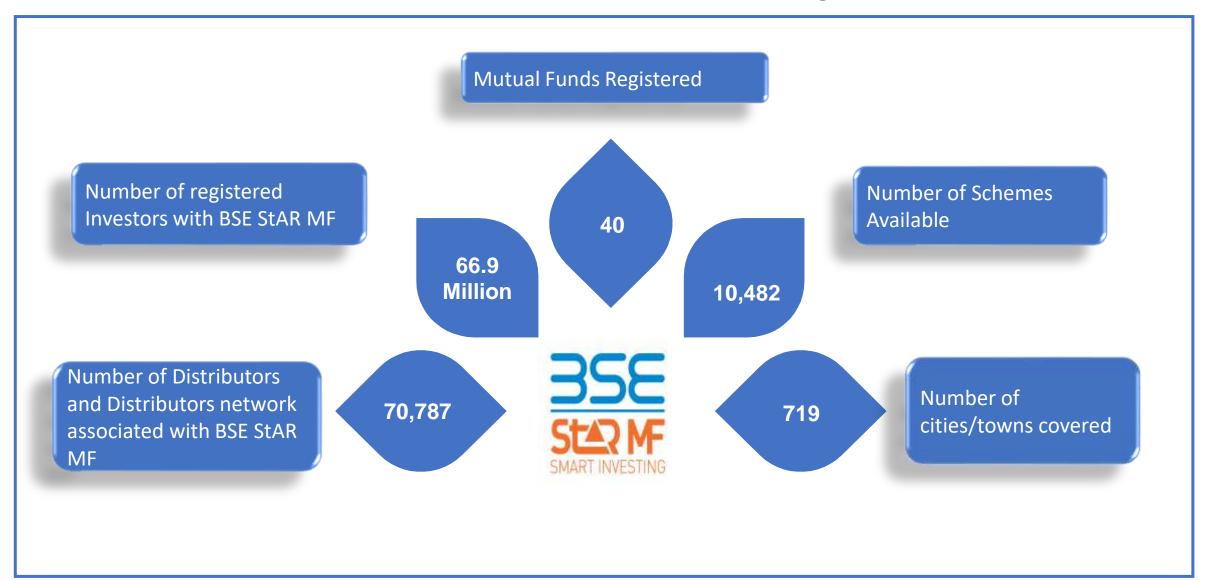




**StAR MF Plus - a premium platform for Distributors and Advisors** 

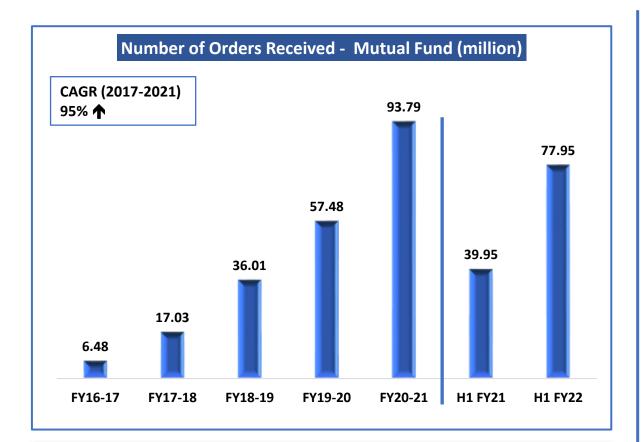


### BSE StAR Mutual Fund Platform – Pan-India Reach & Coverage

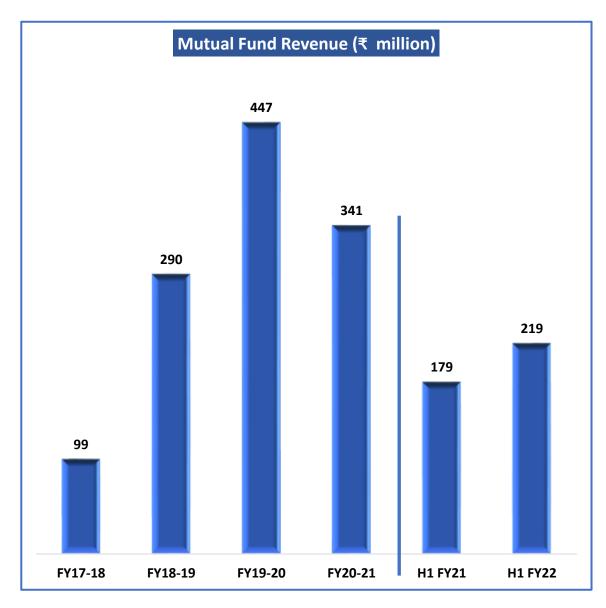


### **BSE Star Mutual Fund Platform – Performance**



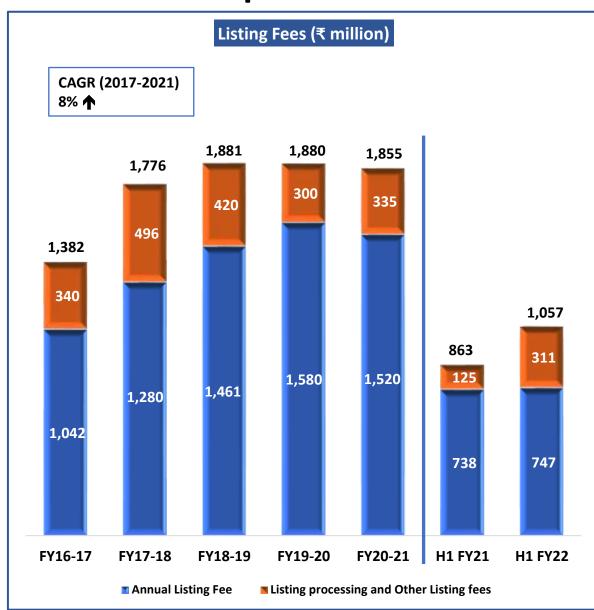


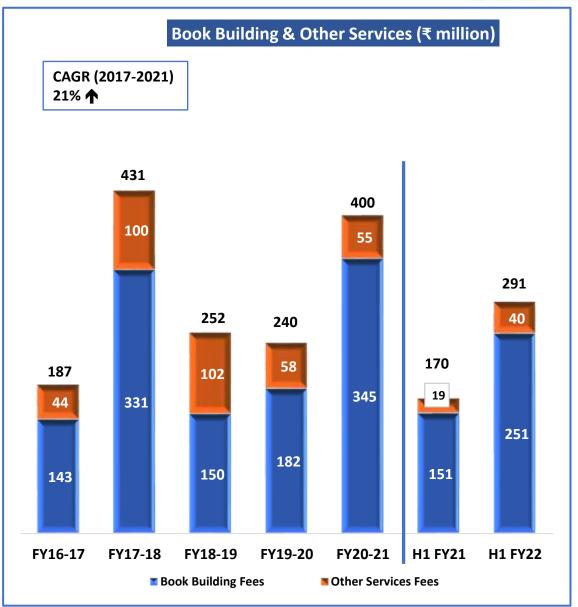
- Number of order received has grown by 95% in H1 FY22 as compared to H1 FY21
- StAR MF contributed ₹ 215,240 million as net equity inflow in September 2021 quarter out of the industry's net inflow of ₹ 399,280 million



# **Services to Corporates - Performance**







### **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

Masala Bonds, Foreign Currency Denominated Bonds

**Debt Securities:** 

**Global Depository Receipts** 

Infrastructure Investment Trusts

**Real Estate Investment Trusts** 

**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** 

**Asset Classes &** 

**Contracts** 

**Trading Hours** 

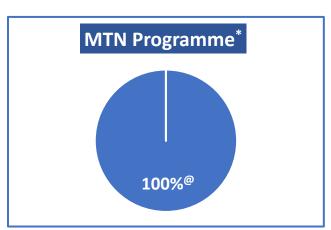
BSE's India INX launches Global Access with connectivity to CME Group Exchanges, LME, ICE US & Europe, Eurex & Euronext N.V.

Shareholding Structure	India INX	India ICC
BSE Limited	77.55%	69.28%
ICICI Bank	7.94%	7.61%
DCB Bank Limited	2.67%	4.33%
Stock Holding Corporation of India Limited	0.93%	0.89%
Others	10.91%	17.89%



# India International Exchange IFSC - Performance



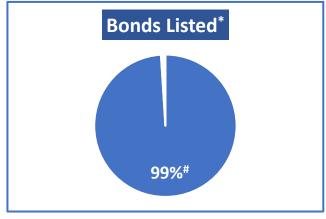


100%<sup>®</sup> of MTN established in IFSC are established with INDIA INX

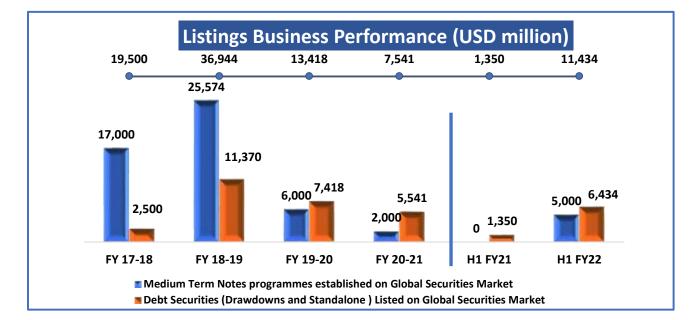
#### Market share since Inception



\*Data as on September 30, 2021



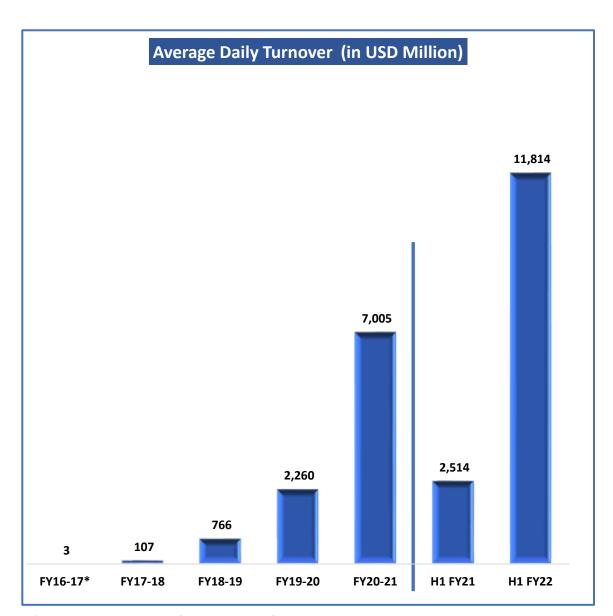
99%# of the bonds listed in IFSC are listed on INDIA
INX

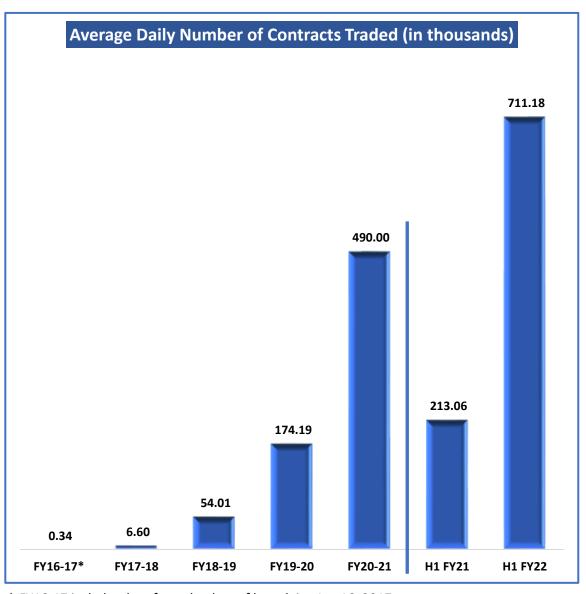


- First ever issuance of sustainability linked notes of Adani Electricity Mumbai Limited amounting to USD 300 million were listed on India INX Global Securities Market Green platform on July 23, 2021
- HDFC Bank Limited exclusively listed USD 1
   Billion AT 1 Bonds on IFSC on August 26, 2021

# **India International Exchange IFSC**







<sup>\*</sup> FY16-17 includes data from the date of launch i.e. Jan 16, 2017

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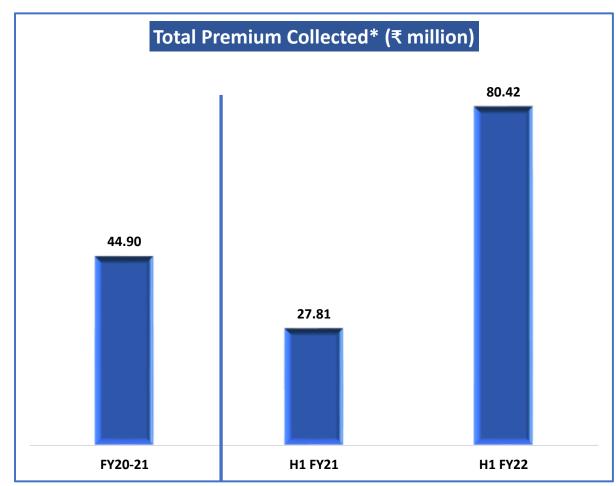
### **BSE Ebix Insurance Broking**





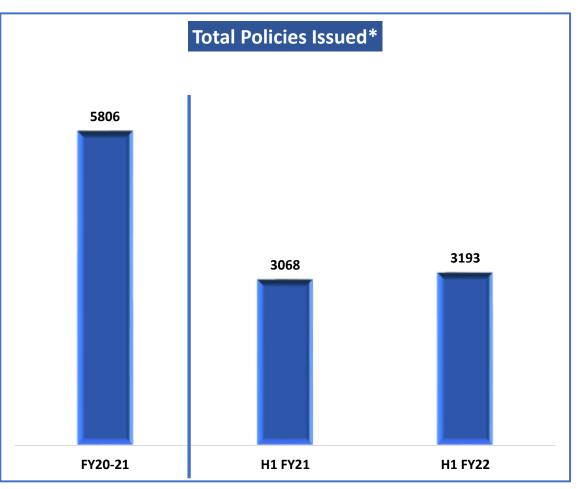
### **BSE Ebix Insurance Broking**







• Premium collected has grown by 189% in H1 FY22 as compared to H1 FY21

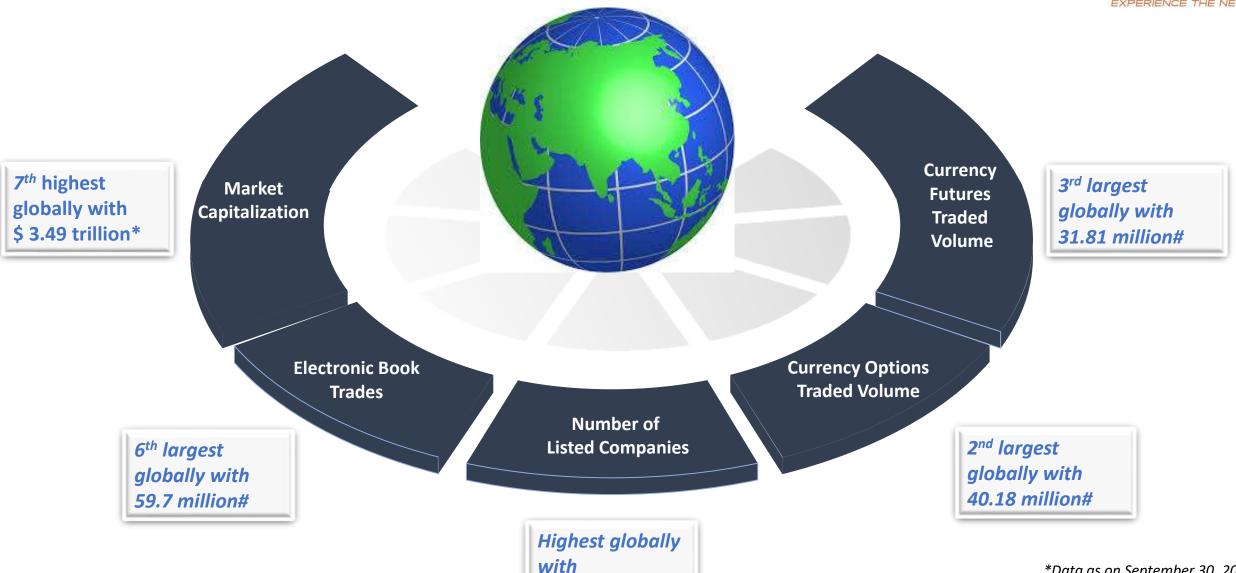


<sup>\*</sup> Excluding COVID Rakshak Policy

• BSE Ebix Portal is now present in all the three key Insurance verticals — Auto, Health and Life

# **Global Rankings**





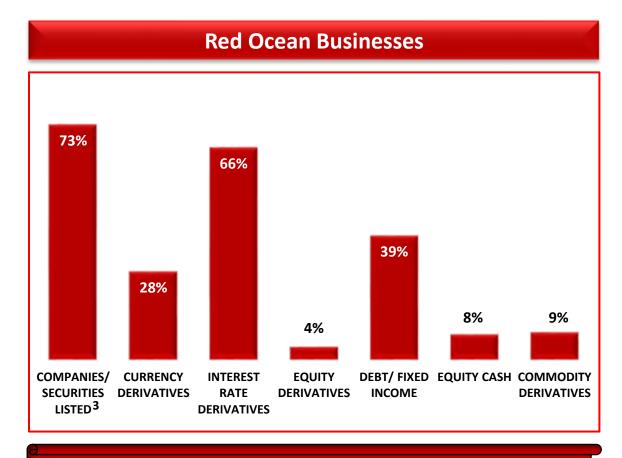
*5,532*\*

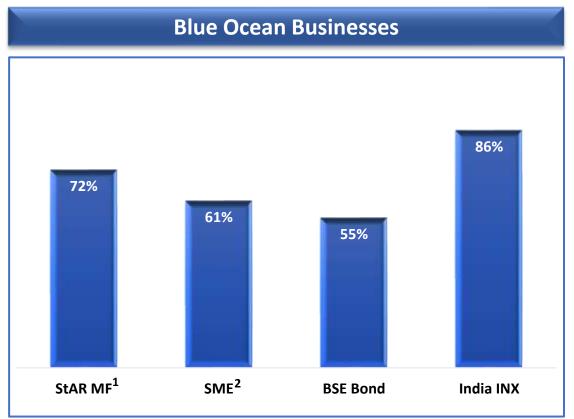
\*Data as on September 30, 2021 # Data for the month of September 2021

Source: BSE/WFE

### Marketshare







Established leader in Listing related Business.

Marketshare improvement in Equity Cash

**Market leadership in Blue Ocean Businesses** 

All Marketshare for Q2 FY22

<sup>&</sup>lt;sup>1</sup> Marketshare in Mutual Fund StAR Platform based on the value of purchase / redemption orders received during Q2 FY22

<sup>&</sup>lt;sup>2</sup> Marketshare in SME Segment represents number of companies listed in SME segment as on September 30, 2021

<sup>&</sup>lt;sup>3</sup> As on September 30, 2021

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





- BSE started as The Native Share
   & Stock Broker's Association
- BSE corporatized
- Mutual Fund Platform ("StAR MF") launched

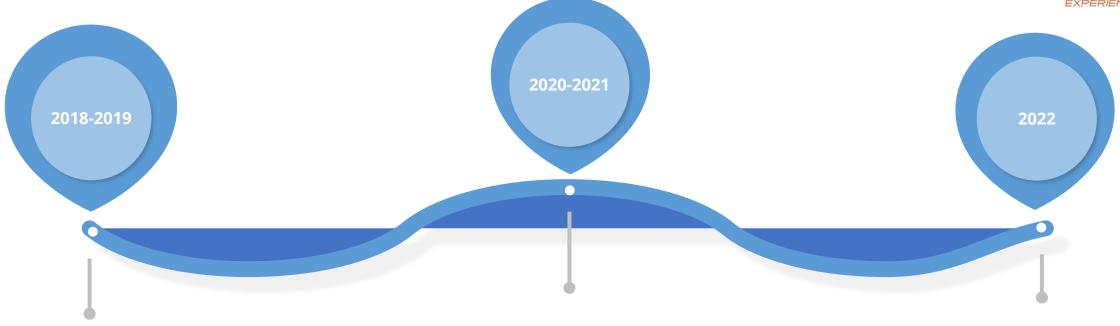
- BSE Small & Medium Enterprises ("BSE SME")
   Platform launched
- Currency Derivatives launched
- Interest Rate Derivative Platform launched
- New Debt segment launched
- BSE becomes the fastest exchange in the world median response speed of 6 micro-seconds

- 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

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 Milestones – The transformation over time**





- 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
- 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

- Setup a wholly owned subsidiary company "BSE Administration & Supervision Ltd." (BASL) for carrying out the administration and supervision activities of all SEBI-registered investment advisors (RIA) on June 01, 2021
- Launched trading in delivery-based futures contract in BSE SUFI Steel Billets

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 investment products - Equity, InvITs, REITs, Depository Receipts; Debts Securities; Derivate Products -Index, Equity, Commodity, Currency Derivatives

# **Equity & Equity Derivatives**

 Inter-operability alongwith push towards best price execution likely to increase liquidity on BSE's electronic trading platform over time.

#### **Mutual Fund**

- Savings in cost and convenience
- Strong network of inter-mediaries
- Good network connectivity across country
- Increasing household incomes
- Increasing financial savings
- Launched StAR MF Plus a premium platform for distributors and advisors
- Supports Demat & Non-Demat transactions
- Purchase/Redeem/SIP/Switch Mutual Funds without filling lengthy forms



#### **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
- CERC granted registration to establish and operate a power exchange on May, 12, 2021
- Likely to commence operations in last quarter of FY21-22

#### **Commodity Derivatives**

- Commodity futures contracts includes Gold, Silver, Copper, Oman Crude Oil, Guar Gum, Guar Seed, Cotton, Almond, Brent Crude Oil, Aluminium, Zinc, Turmeric, Steel
- Launch of Commodity Options in GoldM and SilverKG contracts in June 2020
- Launched trading in deliverybased futures contract in BSE SUFI Steel Billets in July 2021

#### **BSE Bond Platform**

- Over ₹821 billion of debt was raised on BSE BOND platform through 134 issues in Q2 FY22
- Over ₹ 3,705 billion of debt was raised on BSE BOND platform through 755 issues with 52% market share during FY21









### 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	Tra	Clearing & Settlement Distribution
	358	39	SE Indian Clearing Corporation Limited  Reliability builds relationships  Reliability builds relationships
1	Transaction Charges	<ul> <li>To an extent linked to Market Activity</li> </ul>	<ul> <li>Linked to market activity levels and household savings and investments</li> </ul>
2	Treasury Income on Clearing and Settlement Funds	<ul><li>Linked to Market Activity to an Extent</li></ul>	<ul> <li>Linked to interest rates and, to an extent, market activity since that would lead to more margin being deposited by members</li> </ul>
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> </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 rent and training institute etc., which are stable sources of income</li> </ul>

### **Consolidated Profit & Loss**



(₹ in million)

							(₹ in million)
Sr. No.	Particulars	Sep'21 Quarter	Jun'21 Quarter	Sep'20 Quarter	H1 FY 2021-22	H1 FY 2020-21	FY 2020-21
1.	Transaction Charges	680	584	304	1,264	607	1,389
2.	Treasury Income on Clearing and Settlement Funds	134	102	75	235	144	301
3.	Other Securities Services	169	157	127	327	218	504
4.	Securities Services (1+2+3)	983	843	506	1,826	969	2,194
5.	Services To Corporates	764	586	617	1,350	1,033	2,258
6.	Other Operating Income	140	141	131	281	284	562
7.	Revenue From Operations (4+5+6)	1,887	1,570	1,254	3,457	2,286	5,014
8.	Income From Investments and Deposits	306	229	245	534	789	1,291
9.	Other Income	65	59	105	124	150	242
10.	Total Income (7+8+9)	2,258	1,858	1,604	4,115	3,225	6,547
4.4				2.52		700	1 107
11.	Employee Expenses	417	414	363	831	739	1,487
11.	Employee Expenses  Technology Cost & Technology Program	417 258	246	223	504	739 485	948

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



Sr. No.	Particulars	Sep'21 Quarter	Jun'21 Quarter	Sep'20 Quarter	H1 FY 2021-22	H1 FY 2020-21	FY 2020-21
15.	Operating EBITDA (7-14)	532	413	131	945	-7	388
16.	EBITDA Margin (15/7 in %)	28%	26%	11%	27%	-	8%
17.	Non-operating Expenses	169	158	169	326	323	682
18.	Profit Before Tax, Exceptional Items And Share Of Associates (10-14-17)	734	543	312	1,277	609	1,239
19.	Exceptional Items	-	-	-145	-	-145	-145
20.	Share of profits From Associates	176	136	101	312	202	432
21.	Tax Expenses	280	160	-192	441	-119	109
22.	Net Profit (18+19+20-21)	630	519	460	1,148	785	1,417
23.	Net Profit Margin (22/10 in %)	28%	28%	29%	28%	24%	22%
24.	Net Profit Attributable To Shareholders	651	534	468	1,186	800	1,449

### **Standalone Profit & Loss**



Sr. No.	Particulars Particular	Sep'21 Quarter	Jun'21 Quarter	Sep'20 Quarter	H1 FY 2021-22	H1 FY 2020-21	FY 2020-21
1.	Securities Services	739	646	372	1,385	729	1,650
2.	Services To Corporates	762	585	617	1,348	1,032	2,255
3.	Data Dissemination Fees	89	94	86	183	166	334
4.	Revenue From Operations (1+2+3)	1,590	1,325	1,075	2,916	1,927	4,239
5.	Income From Investments And Deposits	430	169	279	599	753	1,136
6.	Other Income	61	71	113	131	168	276
7.	Total Income (4+5+6)	2,081	1,565	1,467	3,646	2,848	5,651
8.	Employee Expenses	233	234	220	466	451	892
9.	Technology Cost & Technology Program	316	315	267	631	575	1,148
10.	Admin, LES & Other Expenses	564	436	452	1,000	836	1,792
11.	Total Operating Expenses (8+9+10)	1,113	985	939	2,097	1,862	3,832

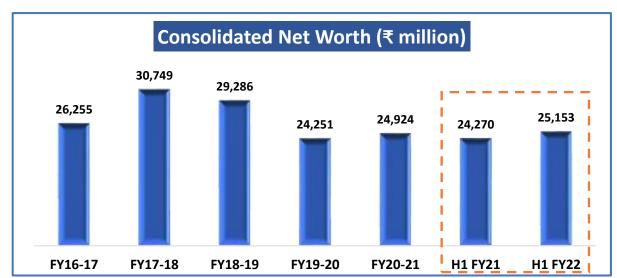
# **Standalone Profit & Loss (cont'd)**

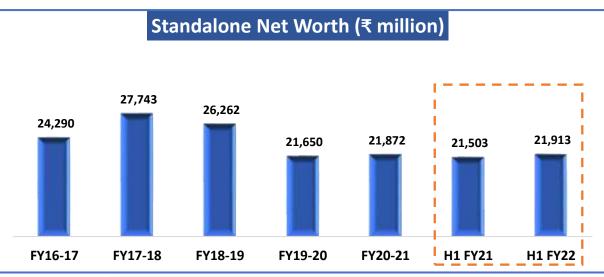


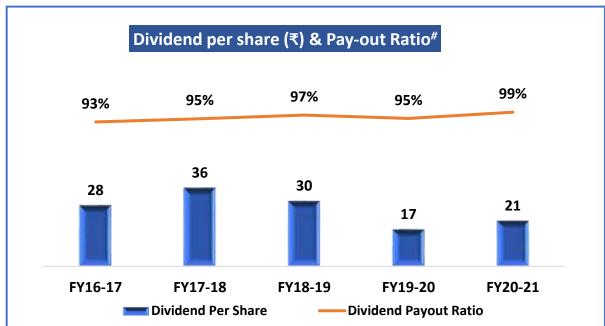
Sr. No.	Particulars	Sep'21 Quarter	Jun'21 Quarter	Sep'20 Quarter	H1 FY 2021-22	H1 FY 2020-21	FY 2020-21
12.	Operating EBITDA (4-11)	477	340	136	819	65	407
13.	EBITDA Margin (12/4 in %)	30%	26%	13%	28%	3%	10%
14.	Non-operating Expenses	100	99	128	199	241	514
15.	Profit Before Exceptional Item and Tax (7-11-14)	868	481	400	1,350	745	1,305
16.	Exceptional Item	-	-	-145	-	-145	-145
17.	Tax Expenses	240	110	-32	351	-10	187
18.	Net Profit After Tax (15+16-17)	628	371	287	999	610	973
19.	Net Profit Margin (18/7 in %)	30%	24%	20%	27%	21%	17%

#### **Financial Overview**









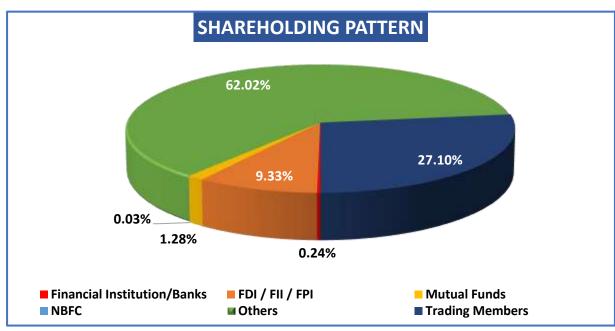
	Dividend pay-out an		
Financial Year	Dividend (Including DDT)# (₹ million)	Buyback (Including transactions cost & Tax) (₹ million)	Total (₹ million)
2015-16	937	-	937
2016-17	765	-	765
2017-18	1,733	450	2,183
2018-19	2,255	1,230	3,485
2019-20	1,584	4,762	6,346
2020-21	779	-	779
2021-22	962	-	962
Total	9,015	6,442	15,457

<sup>&</sup>lt;sup>#</sup>Dividend pay-out ratio is calculated based on Standalone Profit excluding gain on sale of strategic investment

S Gopalakrishnan

### **Shareholding Pattern**





■ Financial Institution/Banks ■ NBFC	■ FDI / FII / FPI ■ Others	■ Mutual Funds ■ Trading Members	
SOME KEY S	HAREHOLDERS (As on S	September 30, 2021)	
Life Insurance Corporation of India			5.61%
Zerodha Broking			3.71%
Siddharth Balachandran			2.98%
Acacia Banyan Partners Limited			1.74%
Jupiter India Fund			1.55%
Acacia Conservation Fund, LP			1.37%
MSPL Limited			1.33%

1.18%



MARKET DATA	
Market Capitalization* (₹ Mn)	55,436
Price* (₹)	1231.25
No. of Shares Outstanding	4,50,24,297
Face Value (₹)	2.00
Avg. Daily Trading Value# (₹ Mn)	1,650.32
Avg. Daily Trading Volume# (Mn shares)	1.40
52 week High-Low* (₹)	1,410.00 – 466.00



### **THANK YOU**

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

Yogesh Joshi Head – Investor Relations \$\mathbb{9}\$+91 22 2272 8810

 $\boxtimes$  bse.ir@bseindia.com

