



# Investor Presentation





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# Key Highlights

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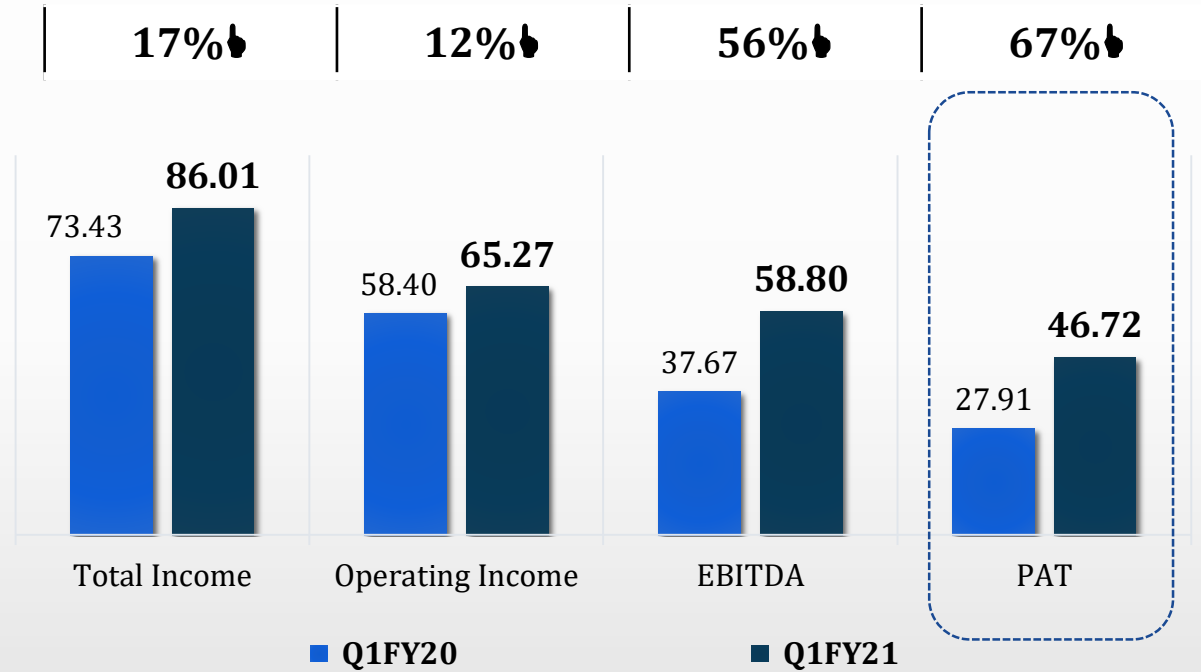
FY Q1 2020-2021





# Key Highlights

Consolidated



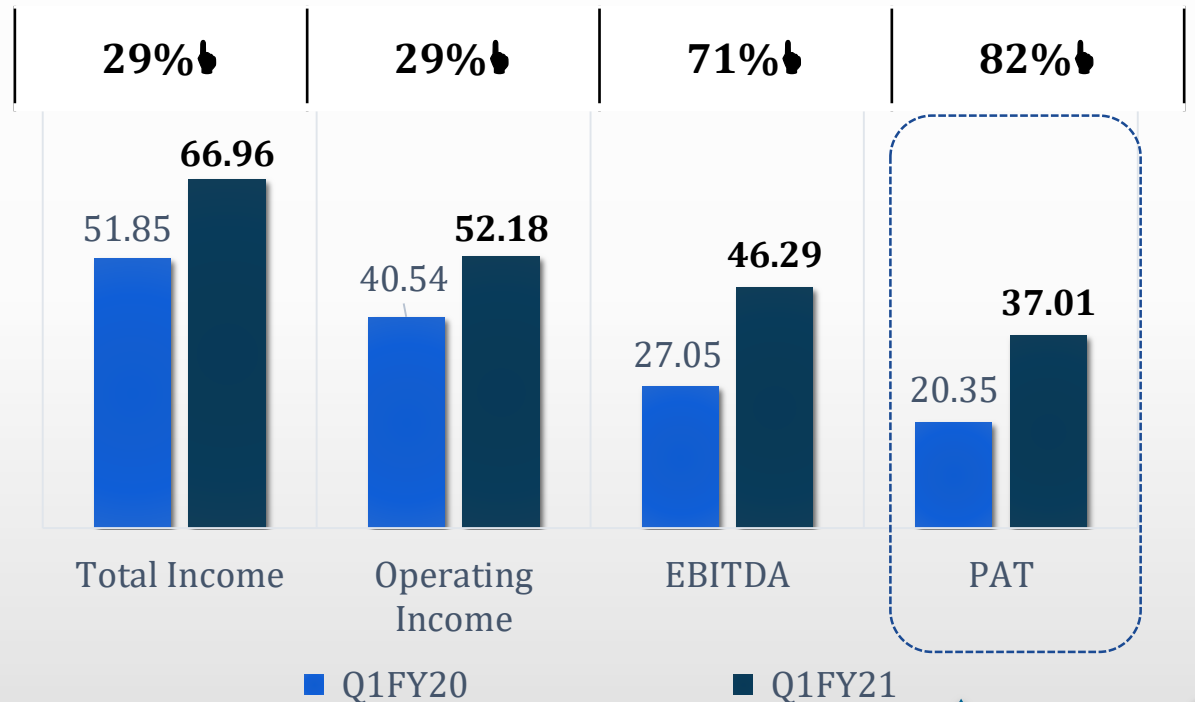
Particulars	Jun'19	Jun'20
Net Profit Margin	37%	54%
Net-worth (₹ In Crore)	695	770
Earning Per Share (₹) (not annulised)	2.63	4.42
Book Value (₹)	66.52	73.68
Return on Equity	16	24

# Key Highlights

Standalone



Particulars	Jun'19	Jun'20
Net Profit Margin	39%	55%
Net-worth (₹ In Crore)	562	606
Earning Per Share (₹) (not annulised)	1.95	3.54
Book Value (₹)	53.82	58.03
Return on Equity	14	24





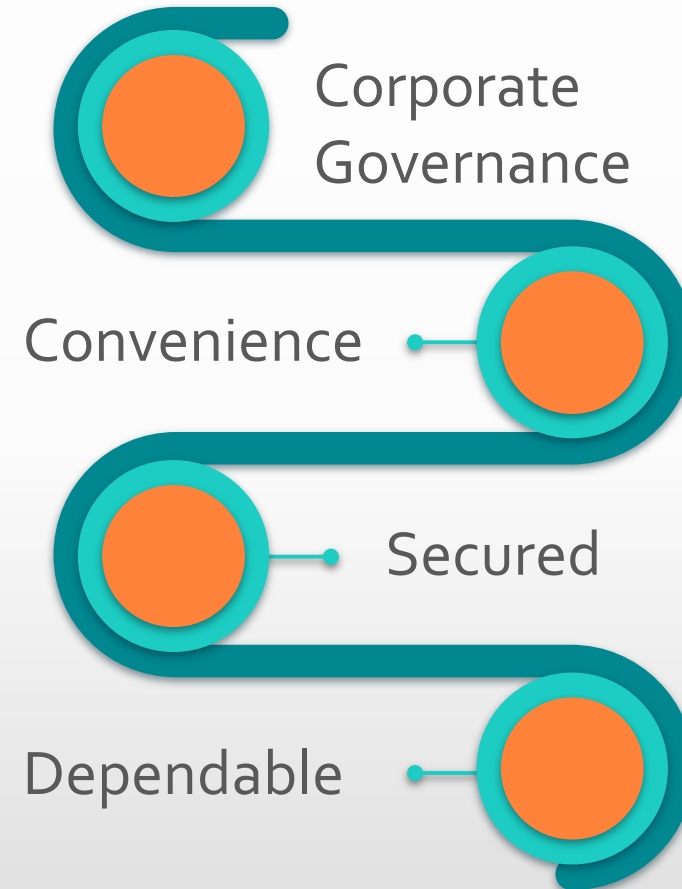
# Our Company

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# Our Values



# Our History



Commencement of Business

1999

2002-  
2004

Launch of  
"eASI" & "eASIEST"

Mr. U. K. Sinha, SEBI Chairman launched CDSL Ventures KRA, India's first and largest KYC Registration agency ("KRA")

2012

2017

Became the First Listed depository in Asia Pacific Region

Inauguration of the first and only depository (a branch of CDSL) in IFSC, GIFT City

**LARGEST** number of Demat account opening in one month

2020



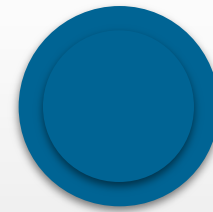




## Our Vision & Mission



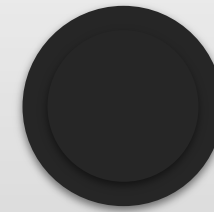
Empower the idea of  
**Independent Investor**



Enhancing the  
**Convenience**

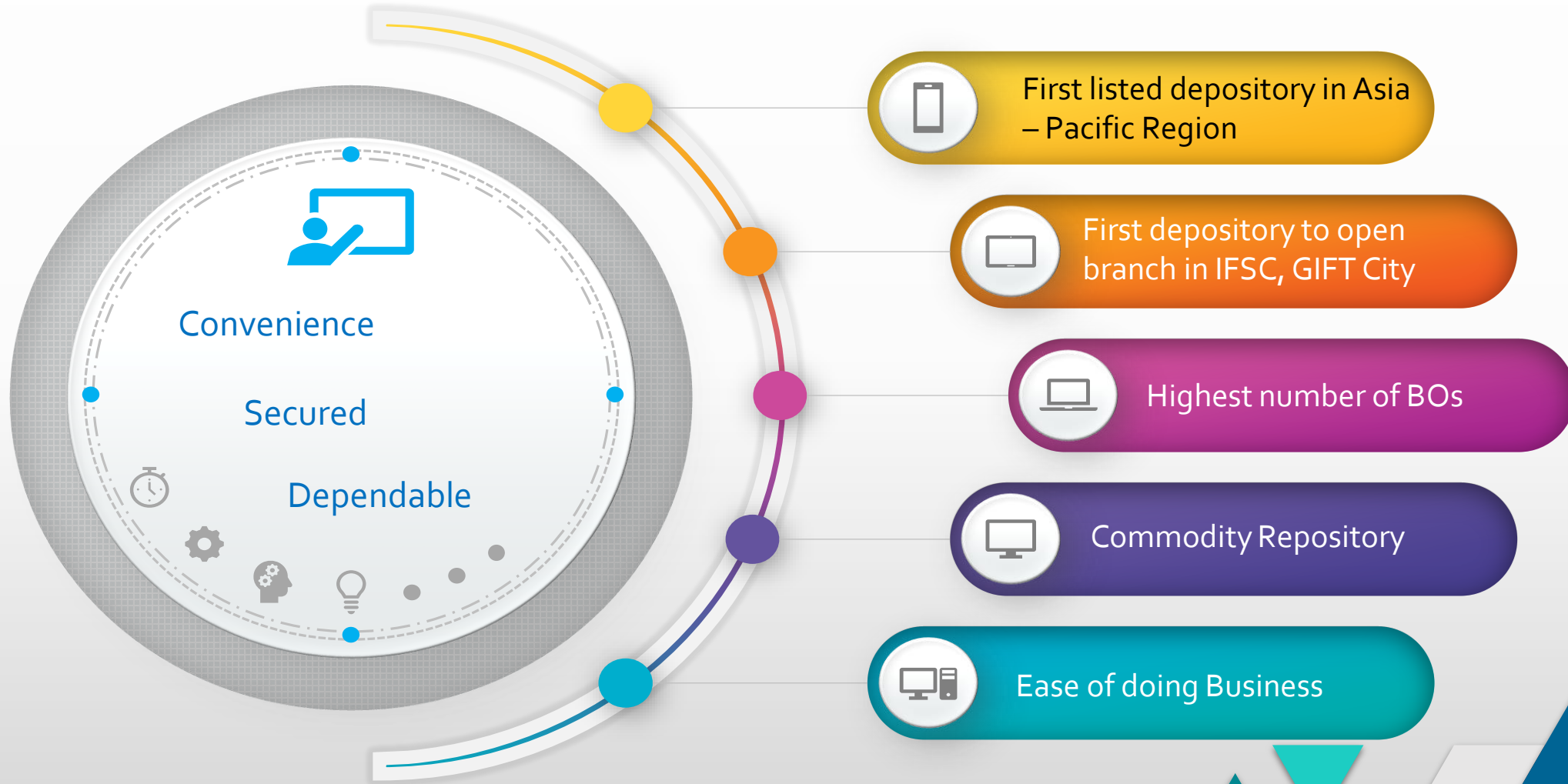


Enhancing the  
**Security**



Enhancing  
Ease of Doing of Business

# Our USP





## Our esteemed Board of Directors



**Shri B. V. Chaubal,  
Chairman**

Former Deputy  
Managing Director,  
State Bank of India



**Smt. Preeti Saran,  
Public Interest Director**

Secretary (retired),  
Ministry of External  
Affairs, Government of  
India.



**Prof (Dr.) Bimal. N.  
Patel, Public Interest  
Director**

Director-General,  
Raksha Shakti University  
Member of the National  
Security Advisory Board,  
Government of India,  
Member of the 21st Law  
Commission of India,  
Government of India.



**Shri Siddhartha Pradhan,  
Public Interest Director**

Former Vice-Chairman,  
Income Tax Settlement  
Commission and Former  
Additional Secretary,  
Department of  
Disinvestment in the  
Ministry of Finance.  
Currently Member of a High  
Level Committee of  
Ministry of Petroleum &  
Natural Gas relating to  
Petroleum Sector  
Restructuring.



**Shri Umesh Bellur,  
Public Interest Director**

Head of Dept. of Computer  
Science & Engineering,  
Indian Institute of  
Technology Bombay,  
Mumbai, India



# Our esteemed Board of Directors



**Shri Masil Jeya Mohan,  
Shareholder Director**

Additional Executive Director,  
Investment, Operations, Life  
Insurance Corporation of India  
(LIC)



**Shri Nayan Mehta,  
Shareholder Director**

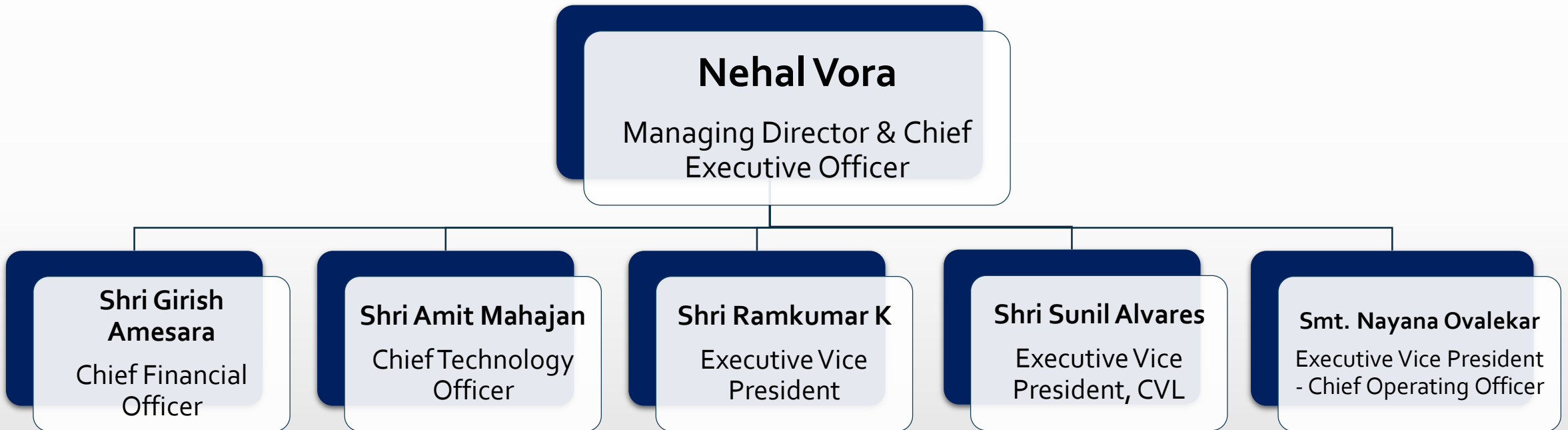
Chief Financial Officer of  
BSE Ltd.



**Shri Nehal Vora**

Managing Director &  
Chief Executive Officer

# Our Experienced Management





# Our Shareholders

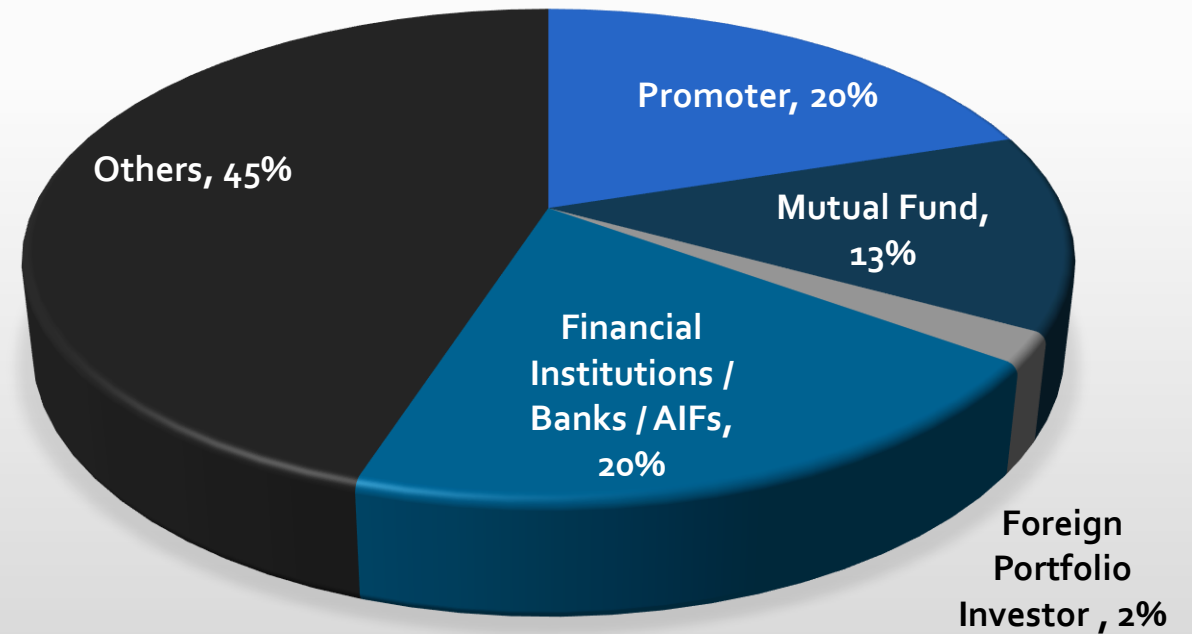
CDSL is the First Listed depository of India & Second Listed depository in the world

Top 5 shareholders	%
BSE Limited	20.00%
HDFC Bank Ltd.	7.18%
Standard Chartered Bank	7.18%
Canara Bank	5.58%
Life Insurance Corporation Of India	4.15%

Shareholders	%
Institutions	64%
Retail	36%

SHAREHOLDING PATTERN



As on June 30, 2020



# Our Subsidiaries



## CDSL Ventures Limited "CVL"

Focus on unlocking the business potential with new revenue streams

Started with Mutual Fund industry

**First and the largest** KYC Registration Agency (KRA) in the country

**Largest KRA with 2.26 crore KYCs in CVL as on June 30, 2020**

CVL commenced RTA Operations in November 2018

**CVL has processed 26.12 lakh CKYC records across 21 active intermediaries**

c-KYC

e-sign



# Our Subsidiaries



## CDSL Insurance Repository Limited "CIRL"

CDSL IR has received registration certificate from Insurance Regulatory and Development Authority of India (IRDAI) to act as an 'Insurance Repository'

e-Insurance

5.5 Lakh e-insurance  
accounts\*



# Our Subsidiaries



## CDSL Commodity Repository Limited "CCRL"

Started operations on 30<sup>th</sup> September 2017 and operates under regulatory authority of Warehouse Development and Regulatory Authority (WDRA)

eNWRs issued: 15300 Cumulative no. of eNWR issued

Hold electronic warehouse receipts (negotiable and non-negotiable) eNWR & eNNWR in demat form

2894 registered warehouses





# Our Business

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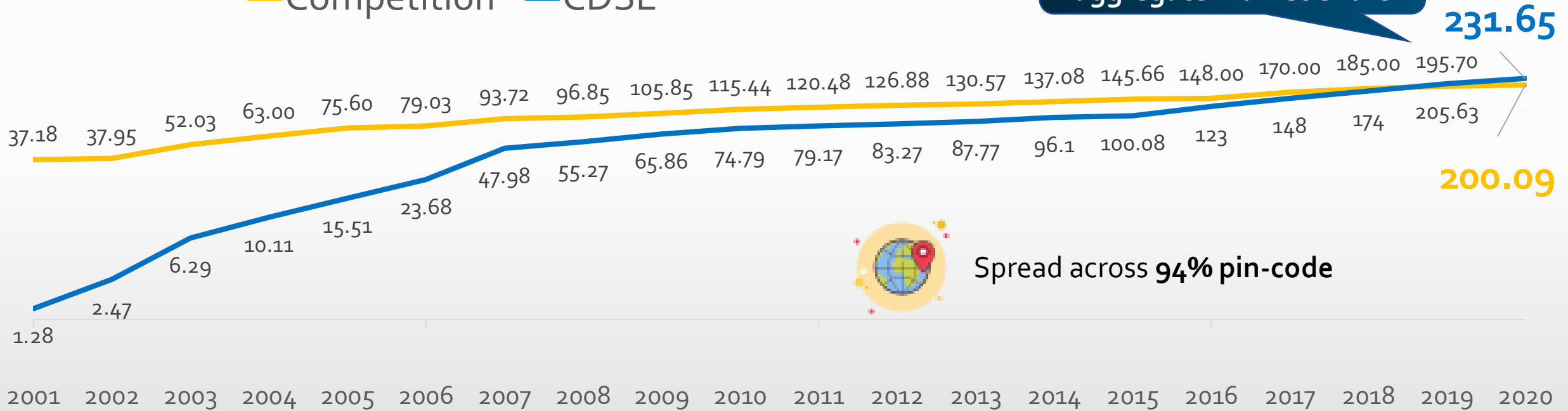


# Our Business

## Investor Accounts

— Competition — CDSL

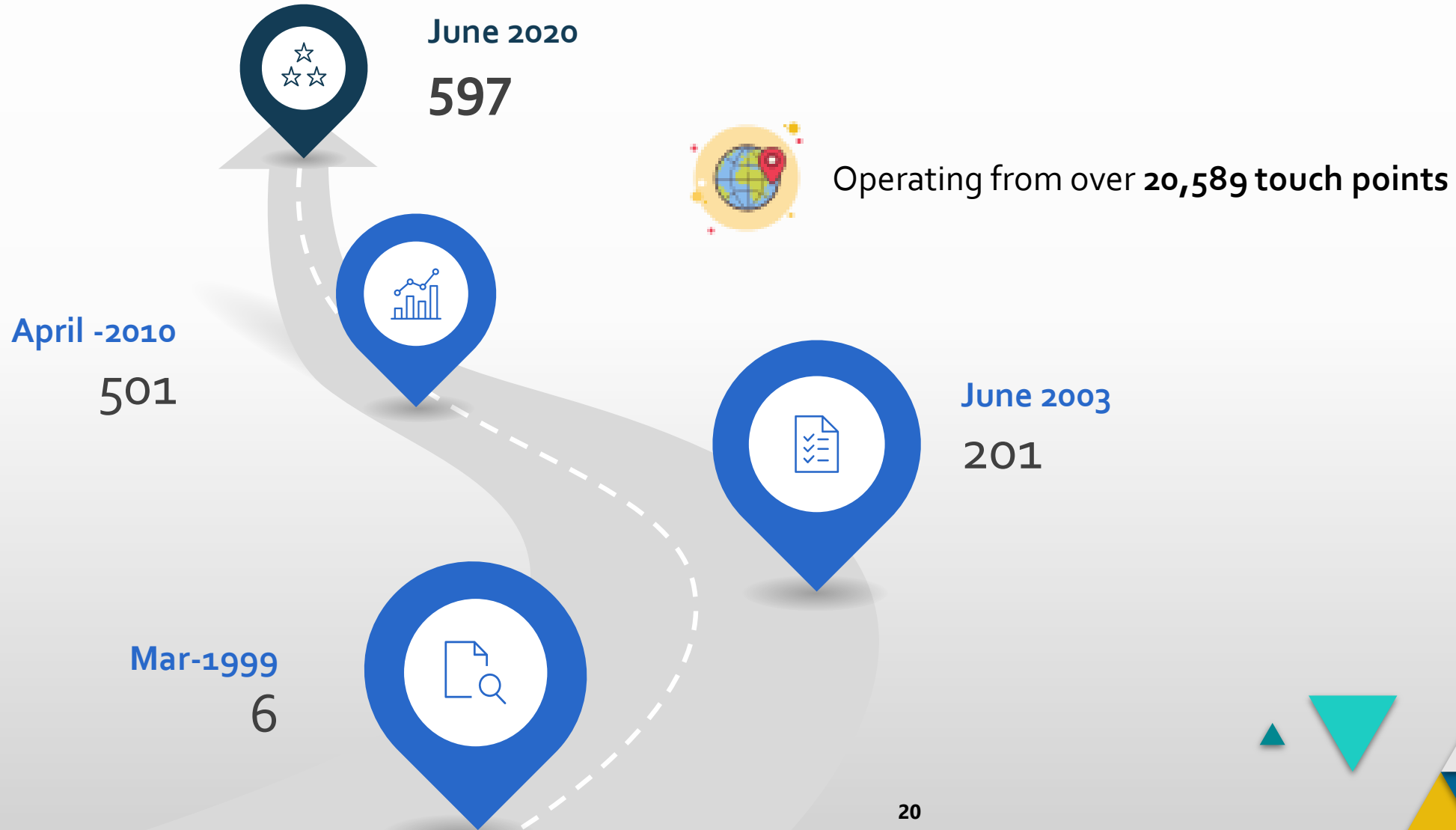
54%  
aggregate market-share



Spread across **94%** pin-code

# Our Business

## Depository Participants





# Our Services

## Value Added Services



### **Facilitation of Annual General Meetings through Video Conference**

Helping companies conduct their AGM smoothly in current times, through Video Conference



### **Email Updation**

Helping companies update their shareholder email ids for better communication



### **e-DIS**

Electronic Instruction Platforms of Stock Brokers / Depository Participants



### **E-Voting**

Paper-less voting of resolutions from the comfort of your home



# Our Services

## Core E-Services

### Electronic Access to Securities Information *easi*

Allows Beneficiary Owners (BOs) to monitor their CDSL Demat account from anywhere and at anytime

### Electronic Access to Securities Information & execution of secure transactions *easitest*

Allows Beneficiary Owners (BOs) to submit their debit transactions

### Myeasi Mobile App *MyEasi*

Myeasi Mobile App is designed with adaptive technology such that its fits in all Smartphones/tab screen size

### e-KYC

Our Aadhaar eKYC service of UIDAI provides an instant, electronic & non-repudiable proof of identity and proof of address



# Our Services

## Core E-Services



**e-Voting**



Paper-less voting of resolutions from the comfort of your home



**m-Voting**



Mobile application for e-voting



**e-CAS**



Consolidated Account Statement to view all your capital market investments together



**SMART - SMS Alerts Related to Transactions**

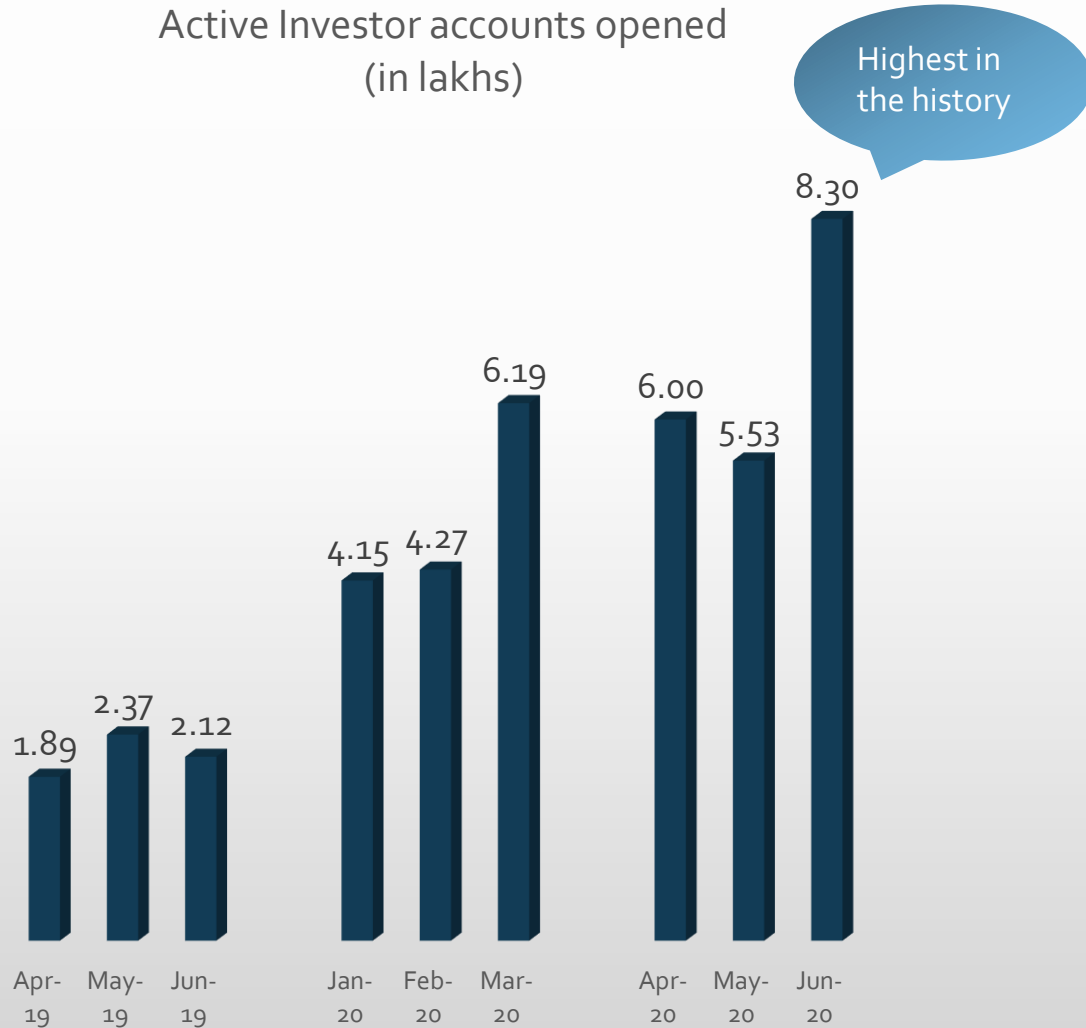


BOs registered for this facility to receive SMS alerts

# Business Statistics



Active Investor accounts opened  
(in lakhs)



Particulars	As on June 30, 2020 (In Lakhs)
Number of Securities in Demat Custody	43,78,040
Value of Securities in Demat Custody	18,44,32,480
No. of Live companies	14891
Depository Participants	597





# Our Financials

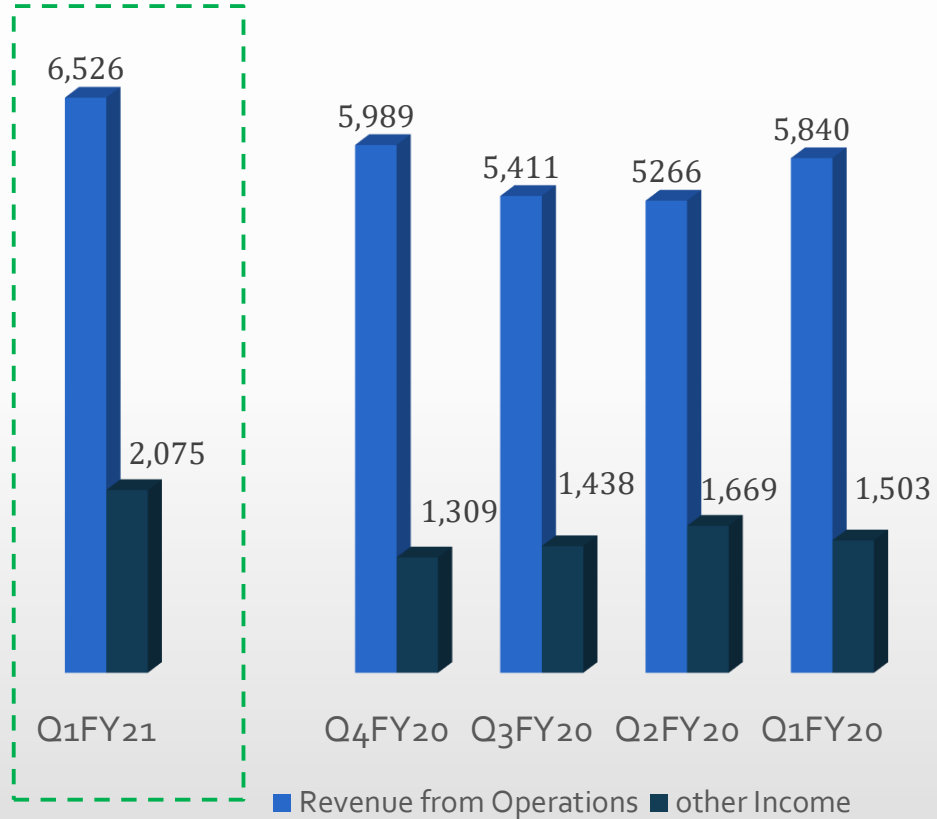
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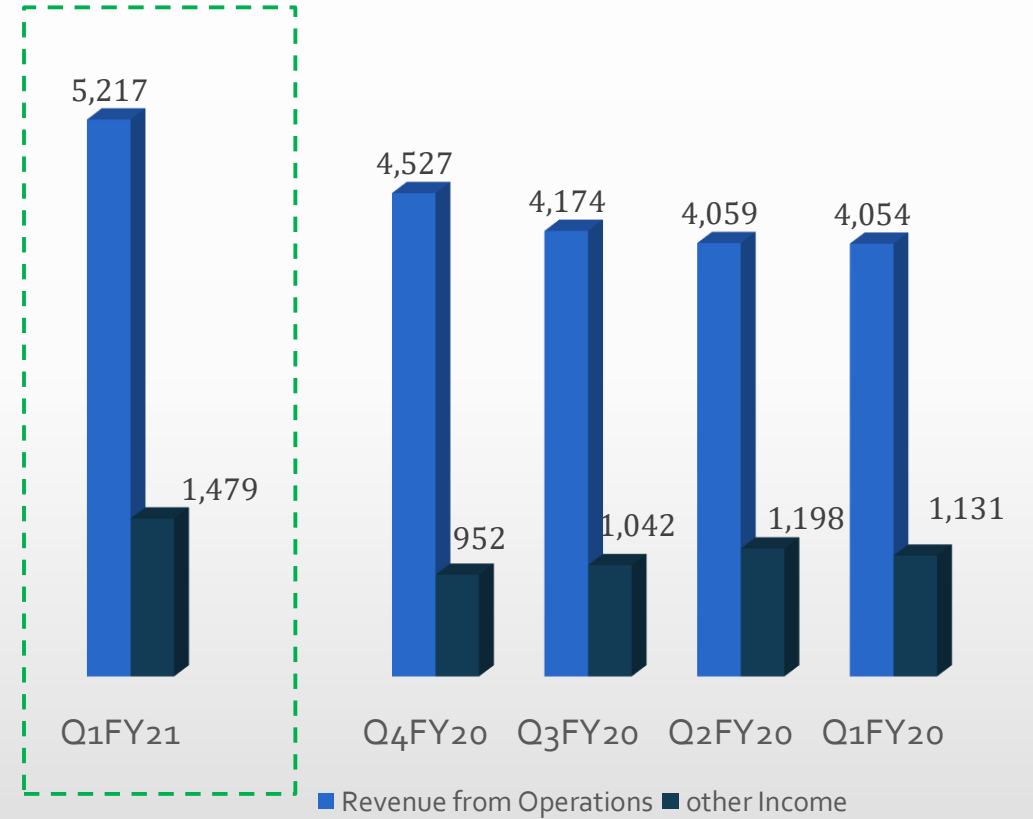


# Financial Performance

*Consolidated*



*Standalone*

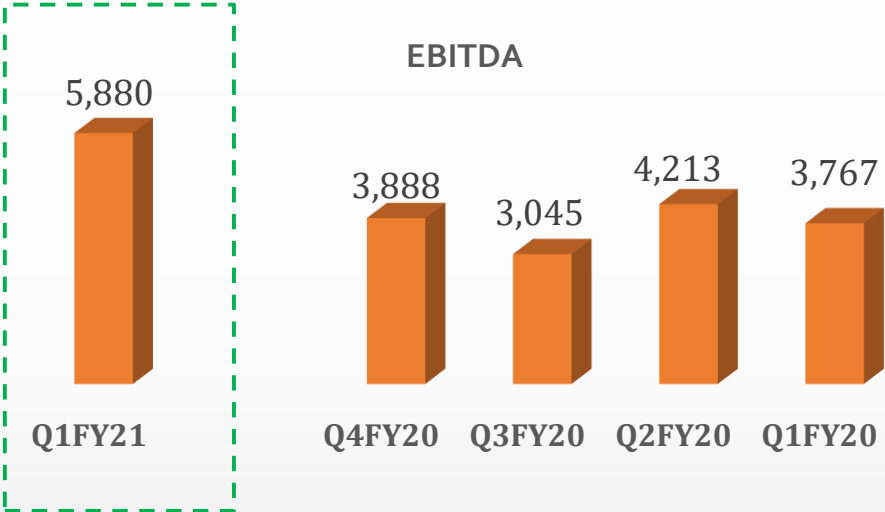




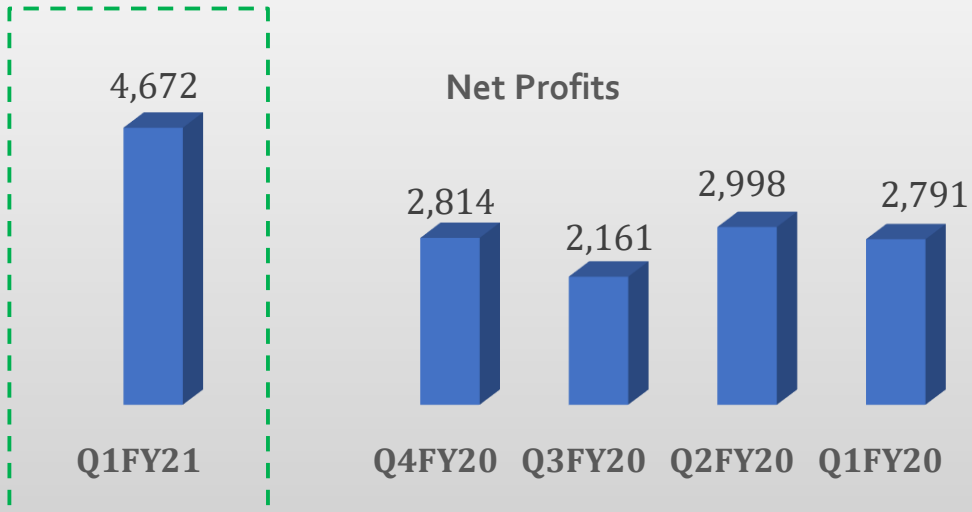
# Financial Performance

## Consolidated

### EBITDA

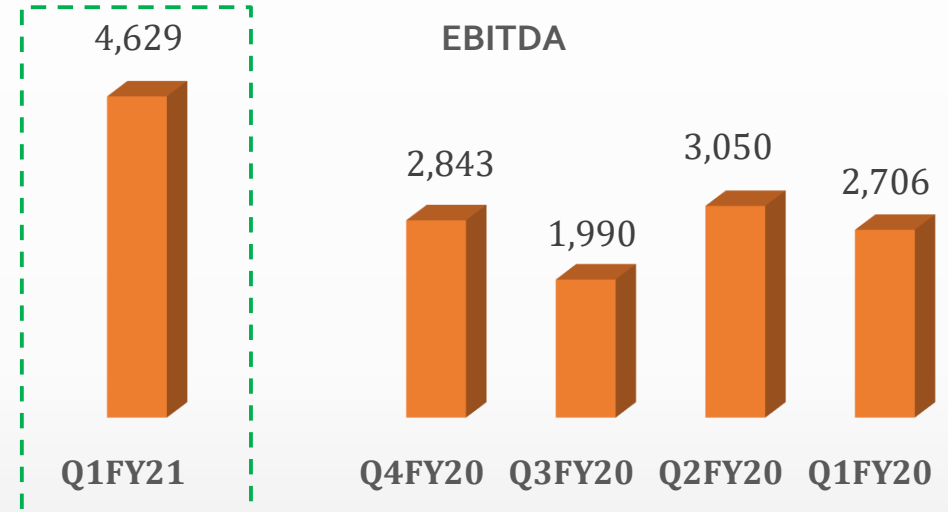


### Net Profits

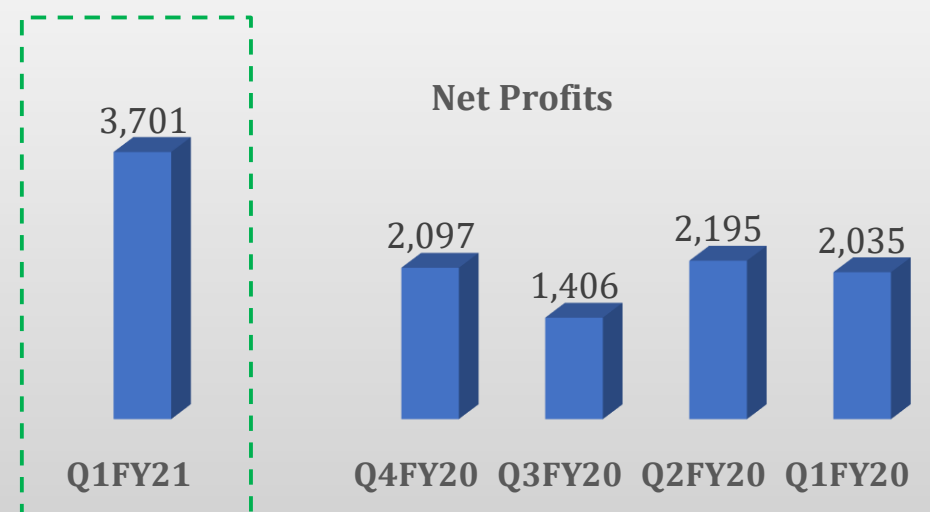


## Standalone

### EBITDA



### Net Profits



# Financial Table

Consolidated | Y-o-Y



PARTICULARS (all amounts in ₹ Lakh)	Q1FY20-21	Q1FY19-20	Variance	Variance %
Revenue From Operations	6,526	5,840	686	12%
Other Income	2,075	1,503	572	38%
<b>Total Income</b>	<b>8,601</b>	<b>7,343</b>	<b>1,258</b>	<b>17%</b>
Total Expenses	2,967	3,845	-877	-23%
<b>EBITDA</b>	<b>5,880</b>	<b>3,767</b>	<b>2,113</b>	<b>56%</b>
EBITDA Margin	68%	51%		
Profit before tax	5,634	3,498	2,135	61%
Tax	962	707	-877	36%
<b>Net Profit</b>	<b>4,672</b>	<b>2,791</b>	<b>3,012</b>	<b>67%</b>

# Financial Table

Consolidated | Q-o-Q



PARTICULARS (all amounts in ₹ Lakh)	Q1FY20-21	Q4FY19-20	Variance	Variance %
Revenue From Operations	6,526	5,989	538	9%
Other Income	2,075	1,309	765	58%
<b>Total Income</b>	<b>8,601</b>	<b>7,298</b>	<b>1,303</b>	<b>18%</b>
Total Expenses	2,967	3,716	-748	-20%
<b>EBITDA</b>	<b>5,880</b>	<b>3,888</b>	1,991	51%
EBITDA Margin	68%	53%		
Profit before tax	5,634	3,582	2,051	57%
Tax	962	768	-748	25%
<b>Net Profit</b>	<b>4,672</b>	<b>2,814</b>	<b>2,799</b>	<b>66%</b>

# Financial Table

Standalone | Y-o-Y



<b>PARTICULARS</b> (all amounts in ₹ Lakh)	<b>Q1FY20-21</b>	<b>Q1FY19-20</b>	<b>Variance</b>	<b>Variance %</b>
Revenue From Operations	5,217	4,054	1,164	29%
Other Income	1,479	1,131	348	31%
<b>Total Income</b>	<b>6,696</b>	<b>5,185</b>	<b>1,511</b>	<b>29%</b>
Total Expenses	2,252	2,684	-432	-16%
<b>EBITDA</b>	<b>4,629</b>	<b>2,706</b>	<b>1,924</b>	<b>71%</b>
EBITDA Margin	69%	52%		
Profit before tax	4,444	2,501	1,943	78%
Tax	743	466	-432	59%
<b>Net Profit</b>	<b>3,701</b>	<b>2,035</b>	<b>2,375</b>	<b>82%</b>

# Financial Table

Standalone | Q-o-Q



<b>PARTICULARS</b> (all amounts in ₹ Lakh)	<b>Q1FY20-21</b>	<b>Q4FY19-20</b>	<b>Variance</b>	<b>Variance %</b>
Revenue From Operations	5,217	4,527	690	15%
Other Income	1,479	952	527	55%
<b>Total Income</b>	<b>6,696</b>	<b>5,479</b>	<b>1,217</b>	<b>22%</b>
<b>Total Expenses</b>	<b>2,252</b>	<b>2,879</b>	<b>-627</b>	<b>-22%</b>
EBITDA	4,629	2,843	1,785	63%
EBITDA Margin	69%	52%		
<b>Profit before tax</b>	<b>4,444</b>	<b>2,600</b>	<b>1,843</b>	<b>71%</b>
Tax	743	503	-627	47%
<b>Net Profit</b>	<b>3,701</b>	<b>2,097</b>	<b>2,470</b>	<b>77%</b>

THANK YOU!

