

REF: CIL/CC/97/2025-2026

February 03, 2026

To, The Department of Corporate Services, The BSE Limited, P. J. Towers, Dalal Street, Mumbai- 400 001  <b>Scrip Code: 531358</b> <b>ISIN: INE102B01014</b>	To, The Department of Corporate Services, The NSE Limited 5 <sup>th</sup> Floor, Exchange Plaza Plot No. C/ 1, G Block, Bandra – Kurla Complex, Bandra (East), Mumbai – 400 051  <b>Scrip Code: CHOICEIN</b>
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**Sub: Investor Presentation**

Please find enclosed a copy of Investor Presentation on the Un-Audited Financial Results of the Company for the Quarter and Nine Months ended December 31, 2025.

Kindly take the above document on your record.

**Thanking You,  
Yours Truly,**

**For Choice International Limited**

KARISHMA SHAH  
A PRAFUL  
SHAH

**Karishma Shah  
Company Secretary & Compliance Officer**

Choice International Limited  
Sunil Patodia Tower, J B Nagar, Andheri East, Mumbai - 99  
T +91 22 67079999 E info@choiceindia.com  
CIN No. L67190MH1993PLC071117  
[www.choiceindia.com](http://www.choiceindia.com)

Letterheads. Keeping words official.



**Choice**  
The Joy of Earning

# *Driving Excellence*

Weaving India's Growth Story

Choice International Limited  
(BSE: 531358, NSE: CHOICEIN)

Q3 & 9M FY26 Earnings Presentation

# Company Overview

One of the leading financial conglomerates with over a decade's expertise providing tech-led services

## Business Footprint & Expertise

Branch Offices	Project Offices	Clientele	Choice Business Associates	In-House Tech Experts	Team Strength
▲ 16 210	▼ 4 47	▲ 0.3 Mn 1.5 Mn+	▲ 17K 65K+	235+	5.3K+

## Our Diversified Financial Offerings

Stock Broking	Wealth Products	Insurance Distribution	MSME Lending	Government Advisory	Investment Banking
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## Core Competencies

PAN India Presence	Institutional & Retail Research Desk	Priority Sector Lending	Government Partnerships	Tech Enabled Operations	Fintech Ecosystem with Human Touch
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### Financial Growth Snapshot (CAGR FY 21-25)

▲ 52%  
Revenue

▲ 70%  
EBITDA

▲ 77%  
PAT

# Key Highlights

A diversified mix for sustainable business

## Broking & Distribution

Stock Broking, Wealth, Insurance

▲ 24%

1,234K

Demat Accounts

▲ 13%

269K+

Active Accounts

▲ 22%

₹605 Bn

Client Assets under  
Stock Broking

▲ 328%

₹46,622 Mn

Wealth Products  
AUM

## \*Insurance

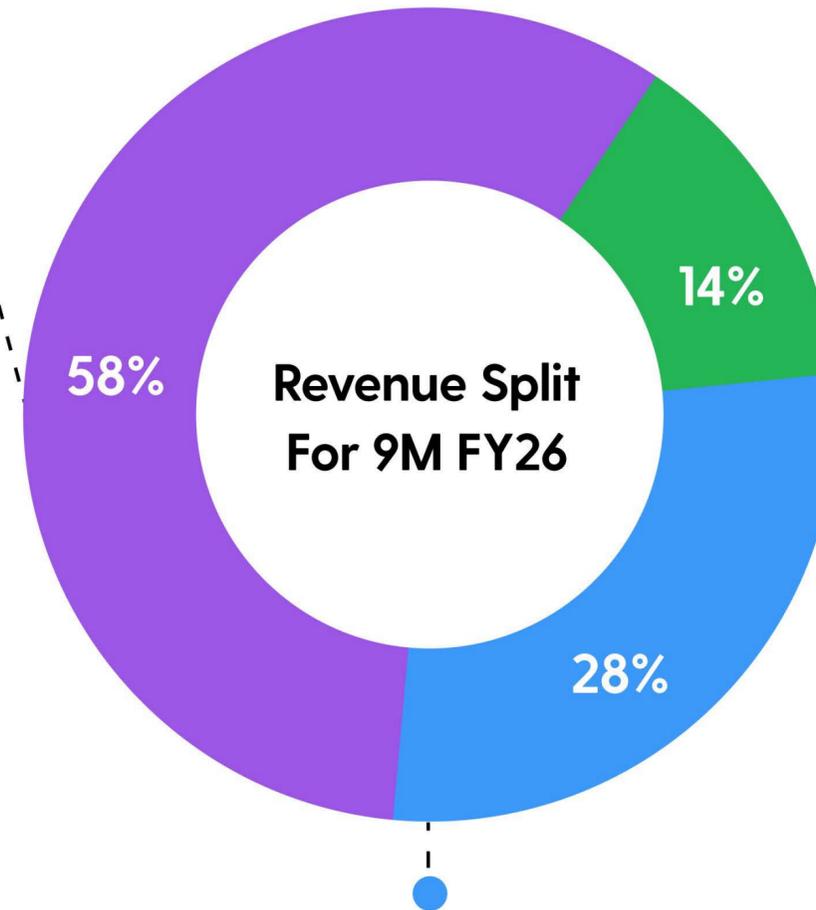
▲ 14%

₹835 Mn

Insurance Premium

50,645

No. of Policies sold



● NBFC

## Advisory

Govt. Infrastructure Consulting, Govt. Advisory,  
Investment Banking

20+ States & UTs

Operations

₹7.48 Bn

Order book

## Investment Banking

37

Ongoing IPO Mandates

₹97 Bn

Tentative Fund Raising

₹7.56 Bn  
Total Loan Book

₹5.30 Bn  
Retail Loan Book

24.85%  
Provision Coverage Ratio

▲ 283 bps

2.83%

NNPA

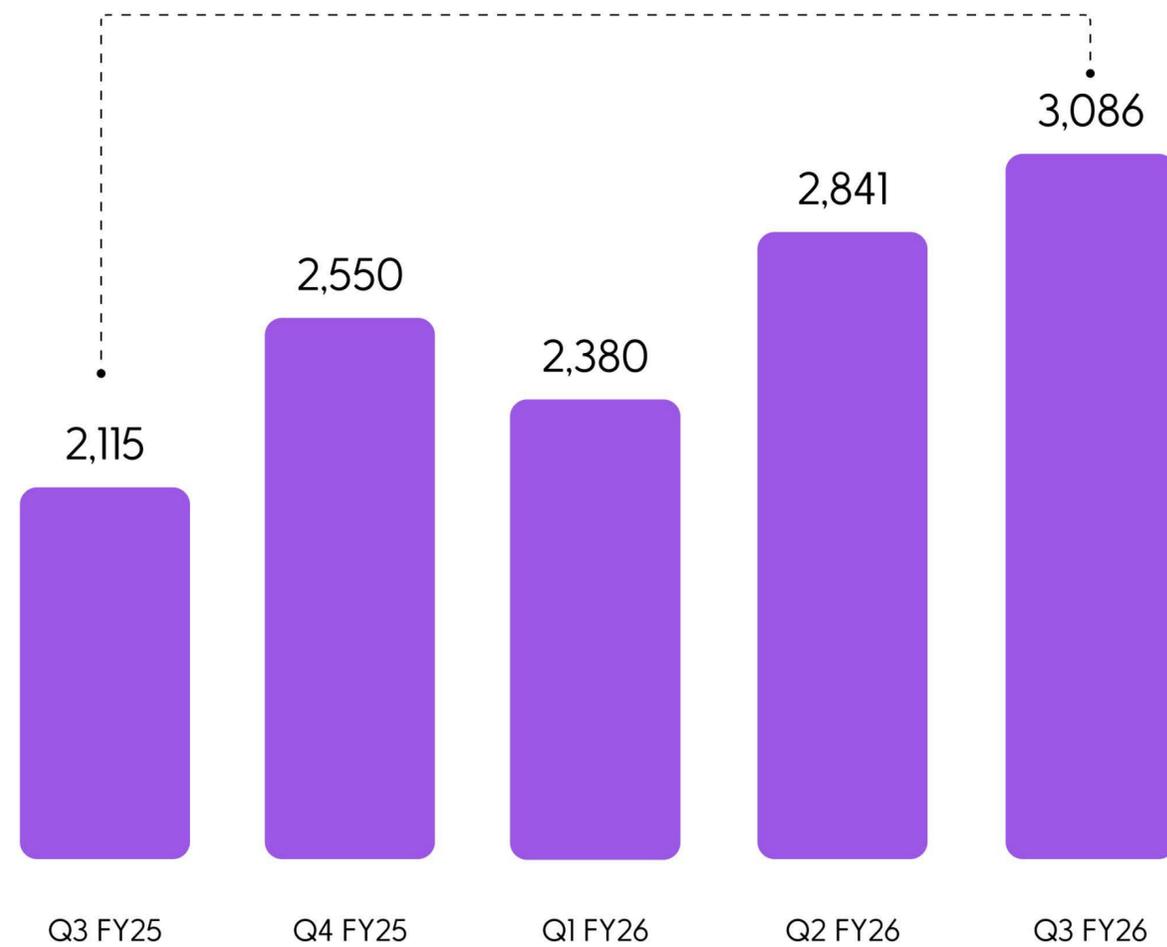
50.53%  
CRAR

- NSE Active UCC list as on 31<sup>st</sup> December, 2025
- Arrows and figures indicate YoY change
- \*Numbers are for Q3 FY26

# Q3 FY26 Highlights

## Revenue (₹ Mn)

▲ 46%



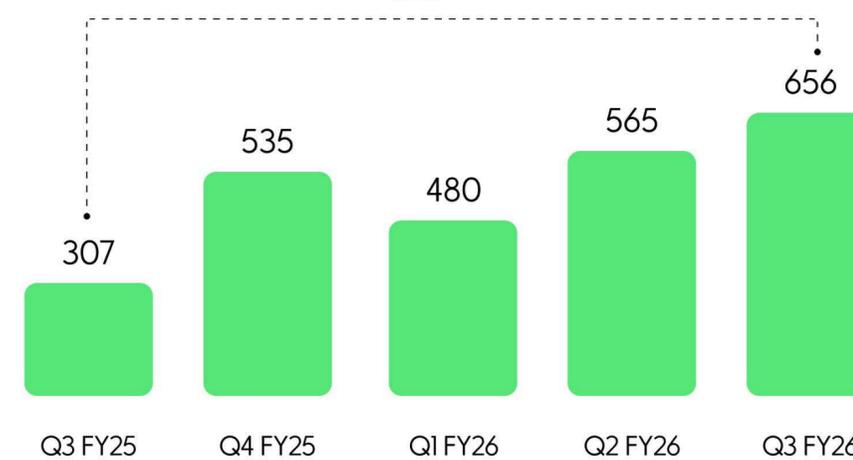
## EBITDA (₹ Mn)

▲ 90%



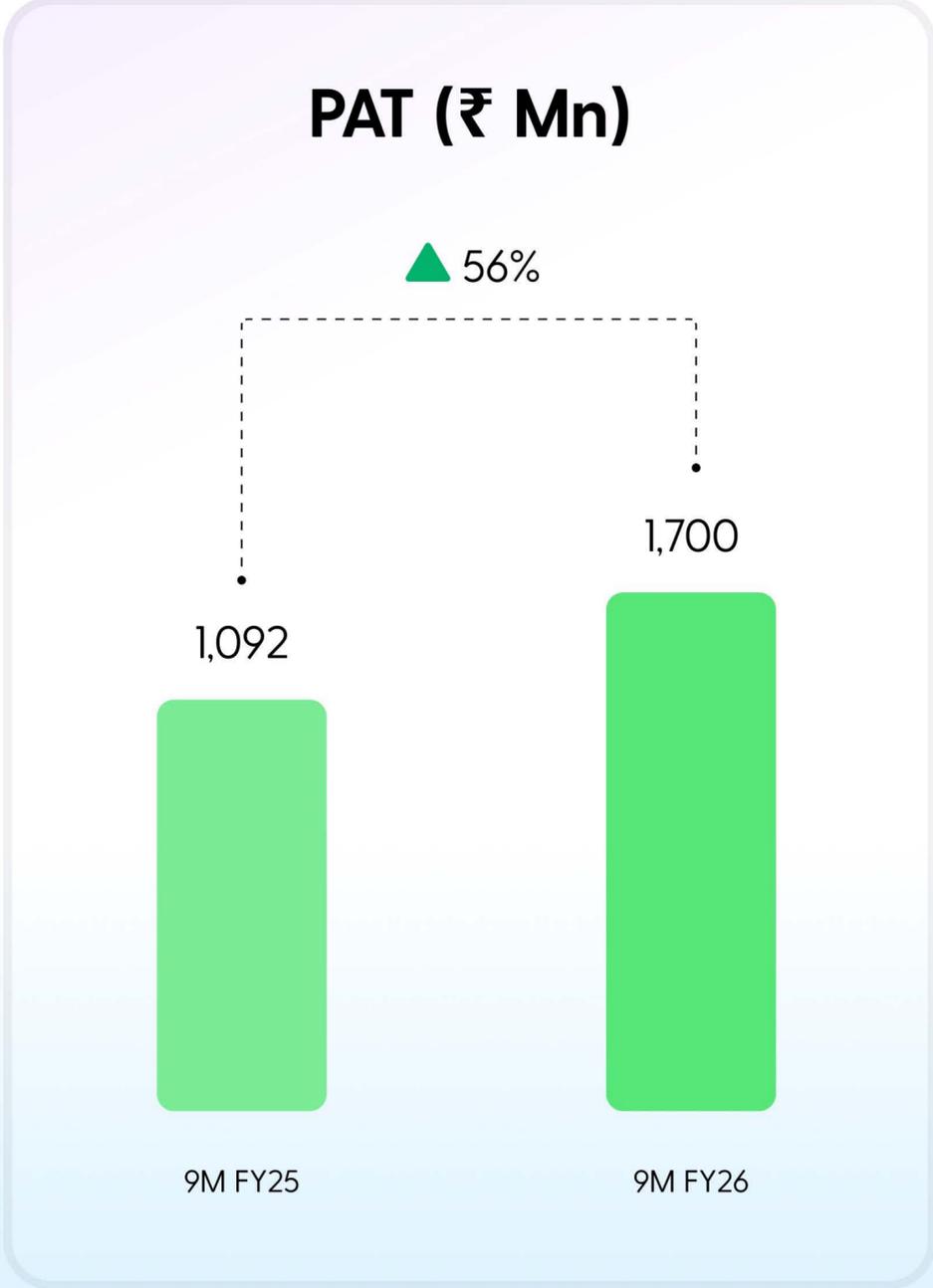
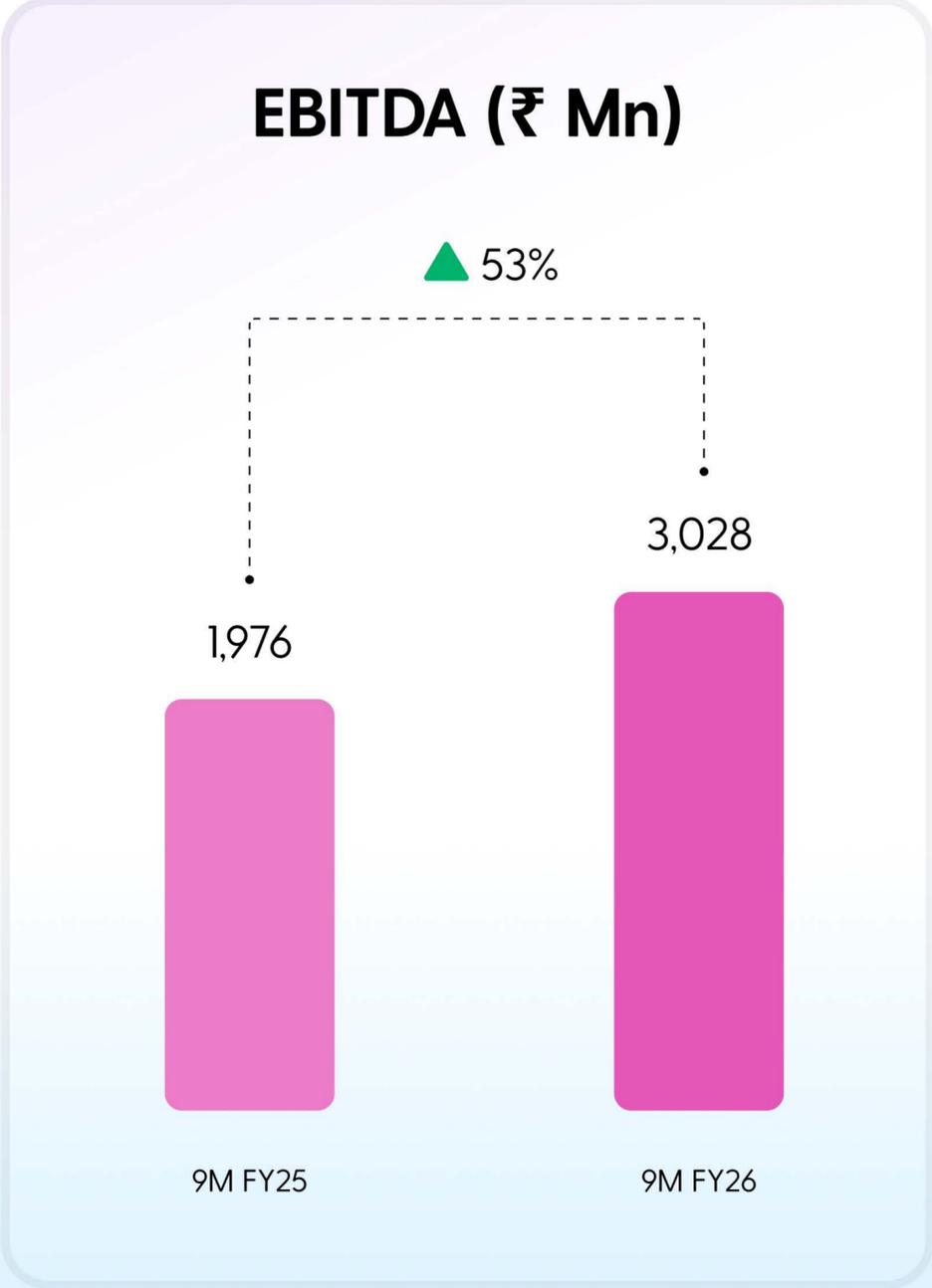
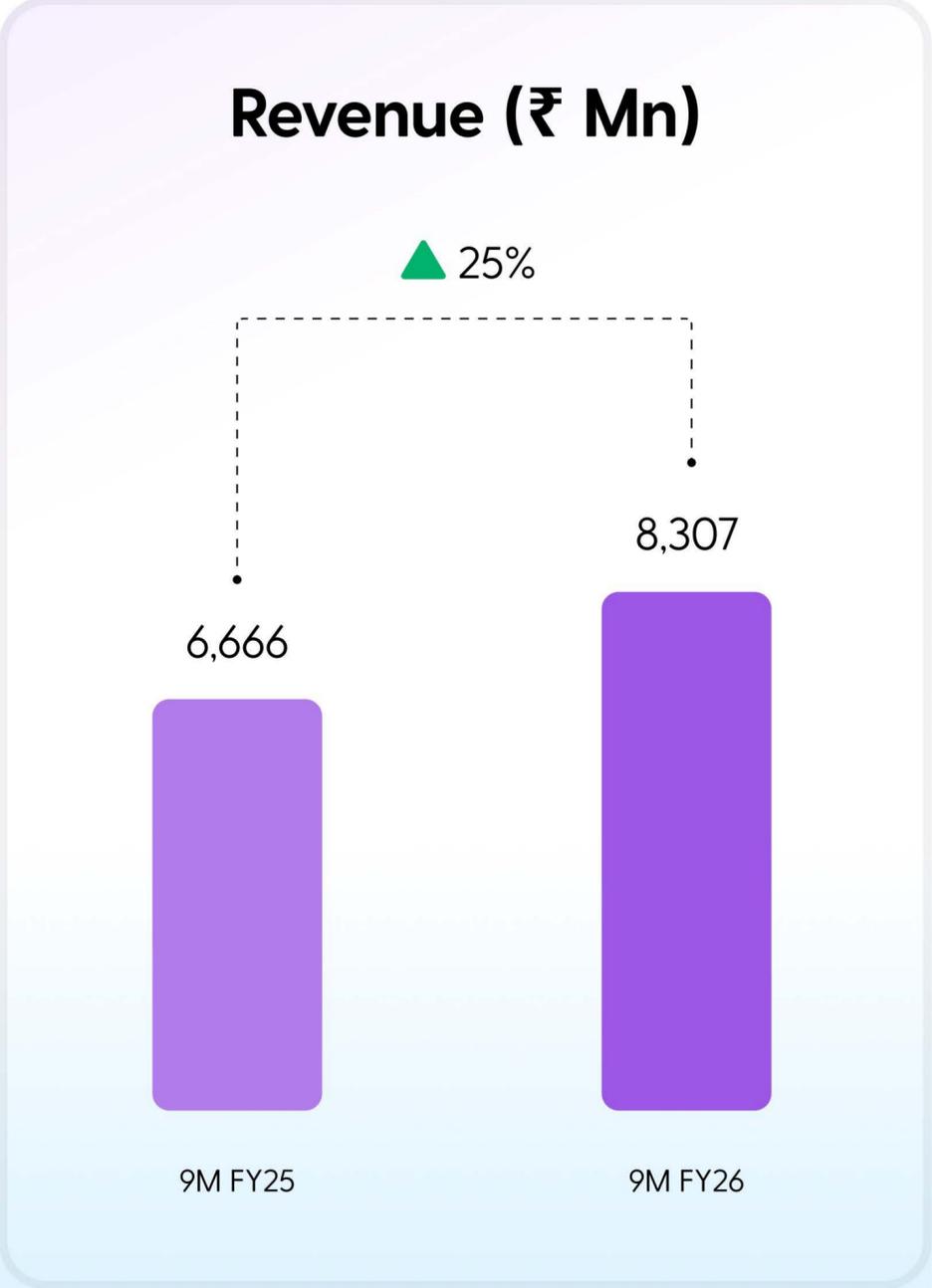
## PAT (₹ Mn)

▲ 114%



Arrows and figures indicate YoY change

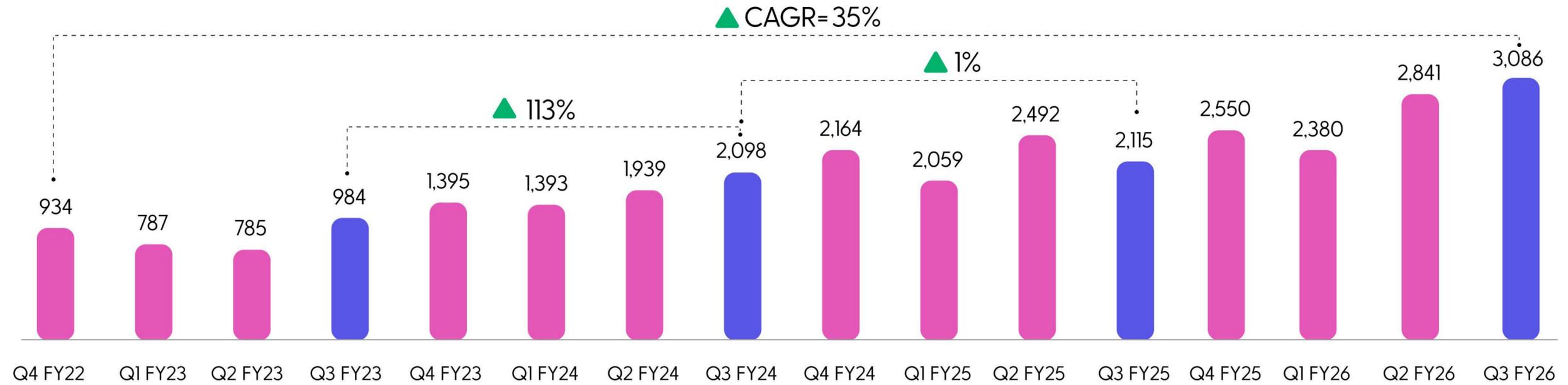
# 9M FY26 Highlights



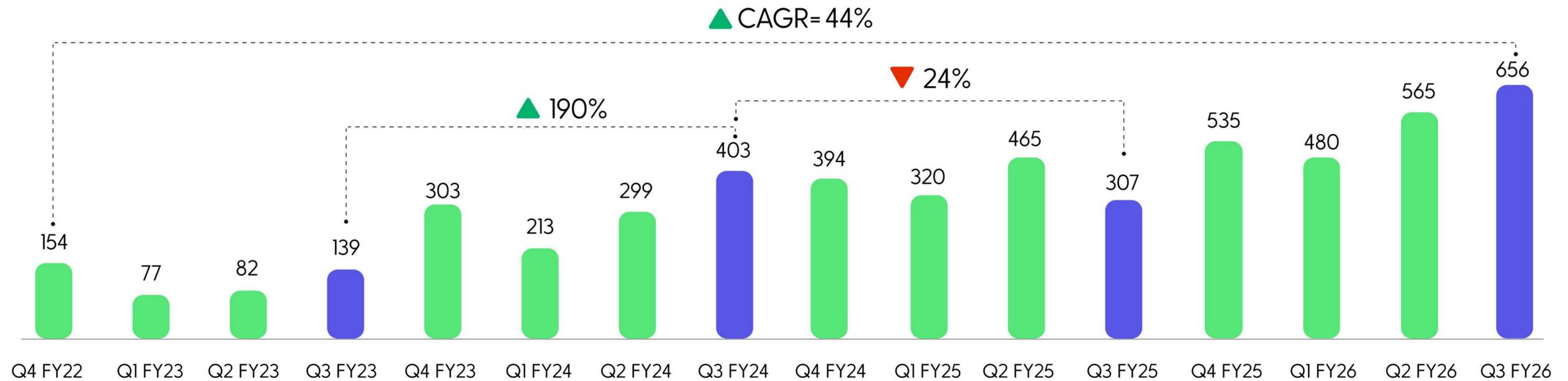
Arrows and figures indicate YoY change

# Key Highlights

**Revenue**  
(₹ Mn)

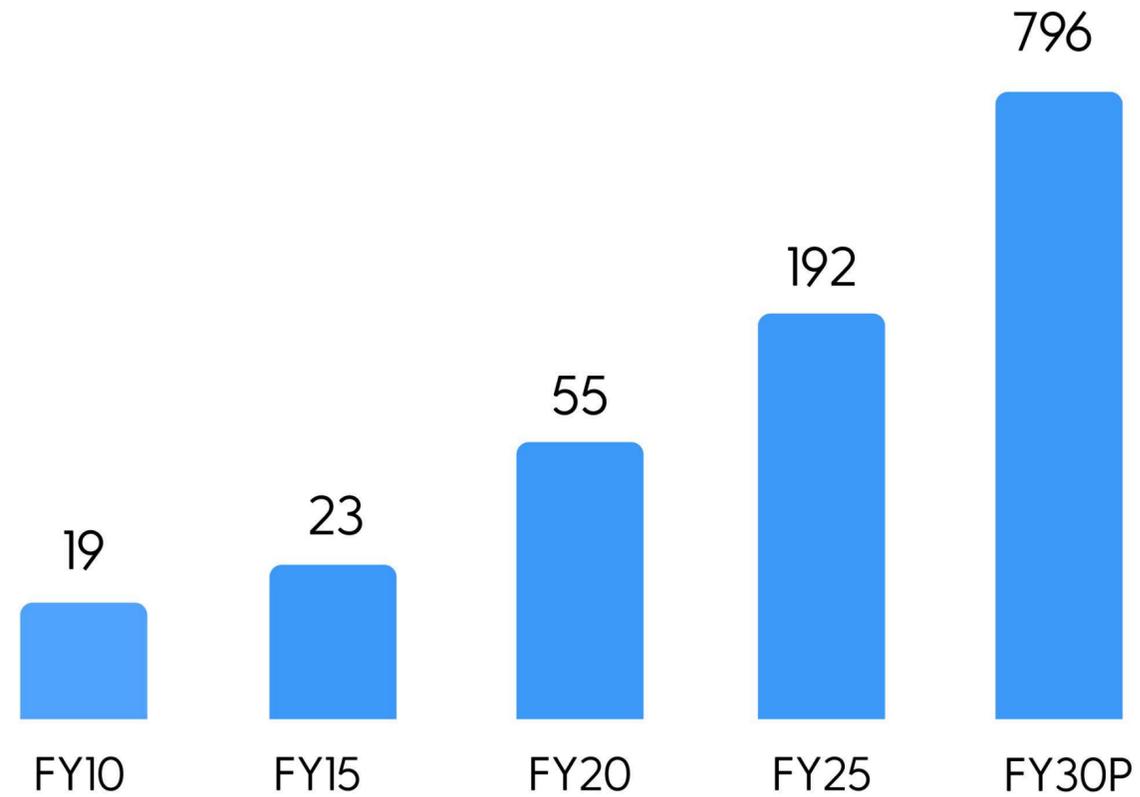


**PAT**  
(₹ Mn)

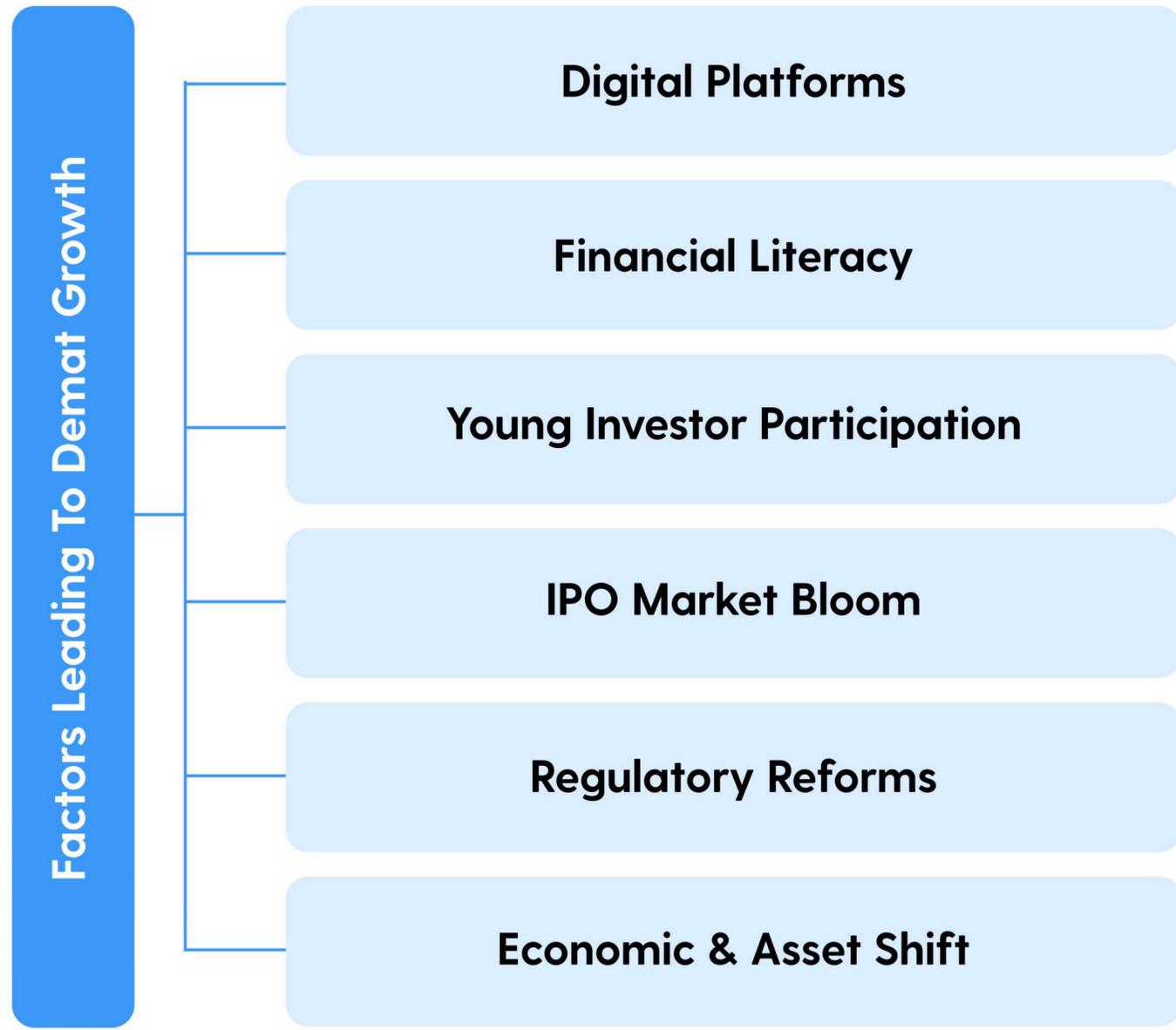


# Stock Broking - Industry Overview

**Growth Of Demat Accounts  
In India (In Mn)**



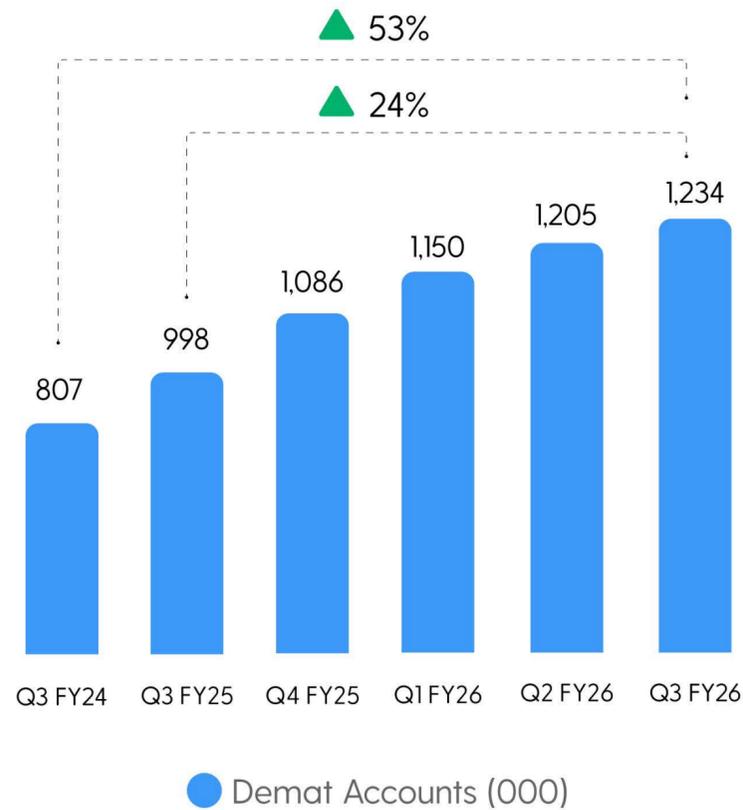
Source: CRISIL



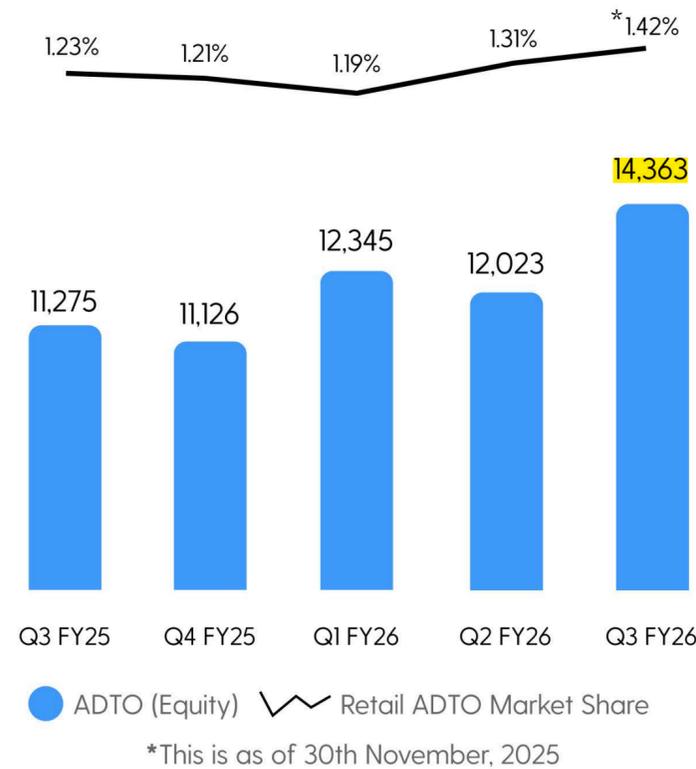
# Stock Broking

Expanding our PAN India reach and client demographic

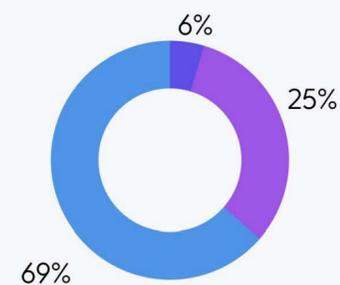
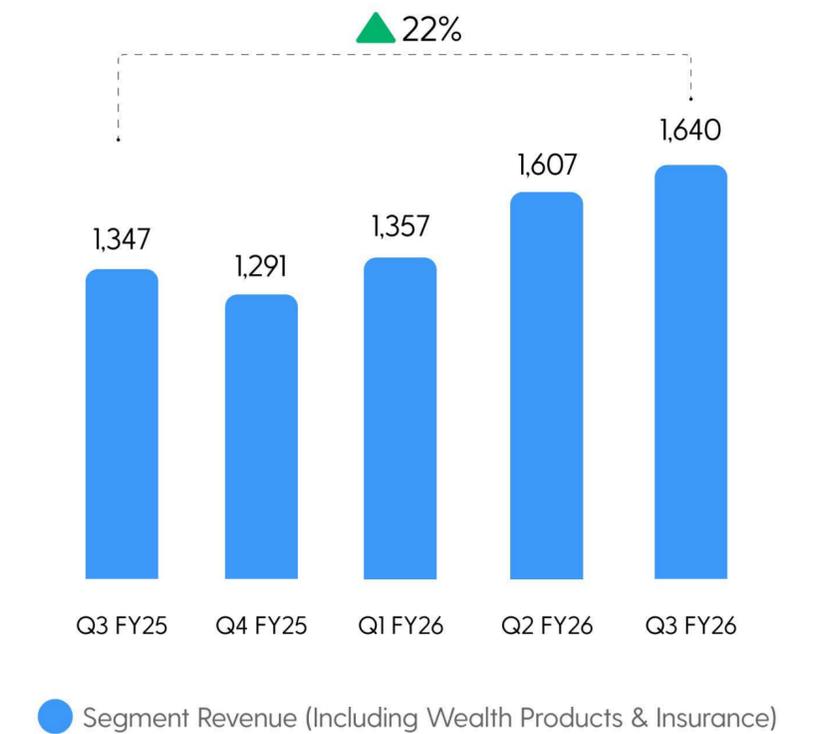
## Steadily Increasing Client Base



## Market Share & ADTO (₹ Mn)



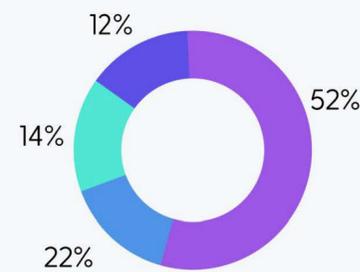
## Broking & Distribution Segment Revenue (₹ Mn)



## Increased Penetration In Unserved & Underserved Locations

Geographical Distribution of Clients

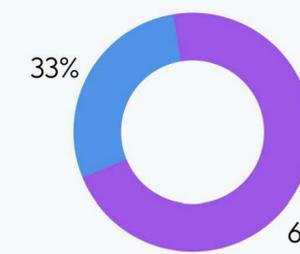
● Tier I    ● Tier II    ● Tier III & Below



## Majority Young Clients With More Disposable Income

Age Group

● 35 & Below    ● 36-45    ● 46-60    ● Above 60



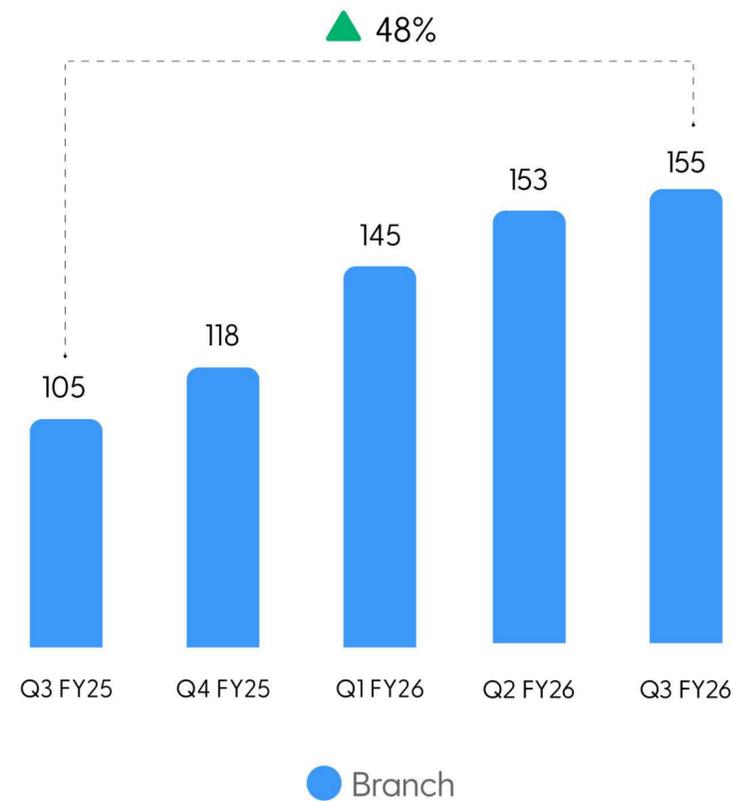
## Rising Adoption Of Digital Platforms

Revenue Split

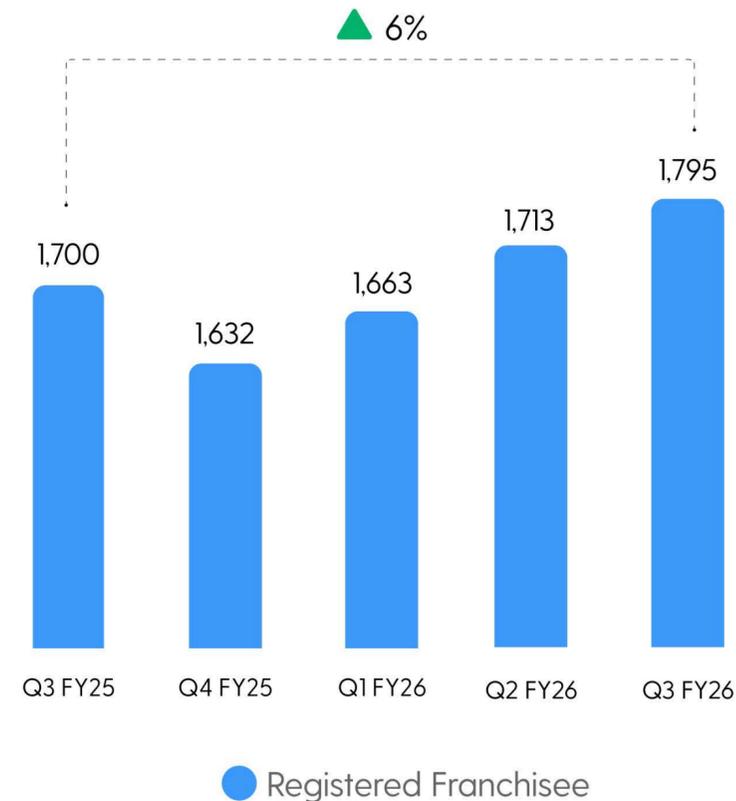
● Online    ● Offline

# Strengthening Touchpoints Through Expansion

## Increasing Reach Through New Branches



## Franchisee Network Expansion



## Footprint Expansion with Long-Term Vision

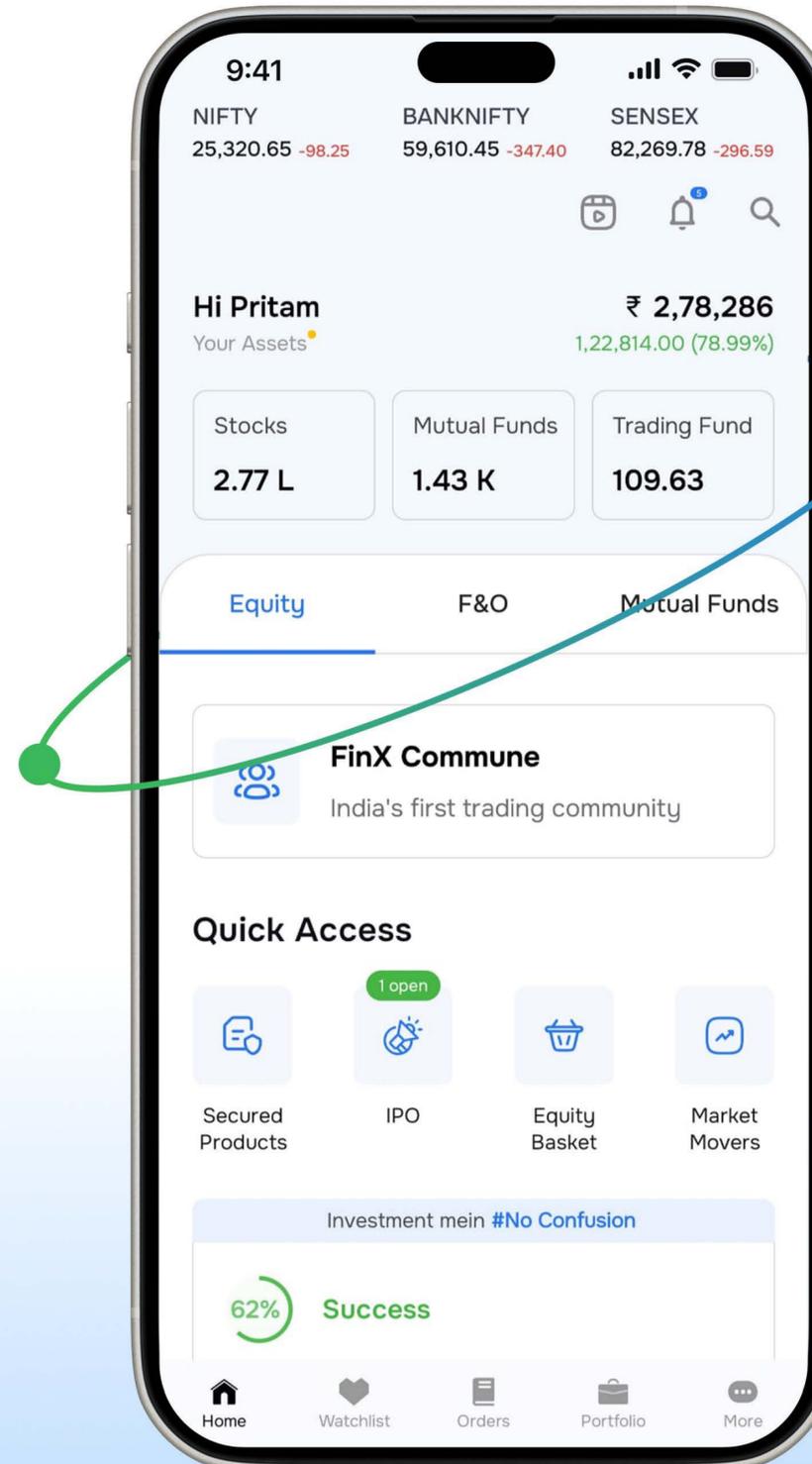
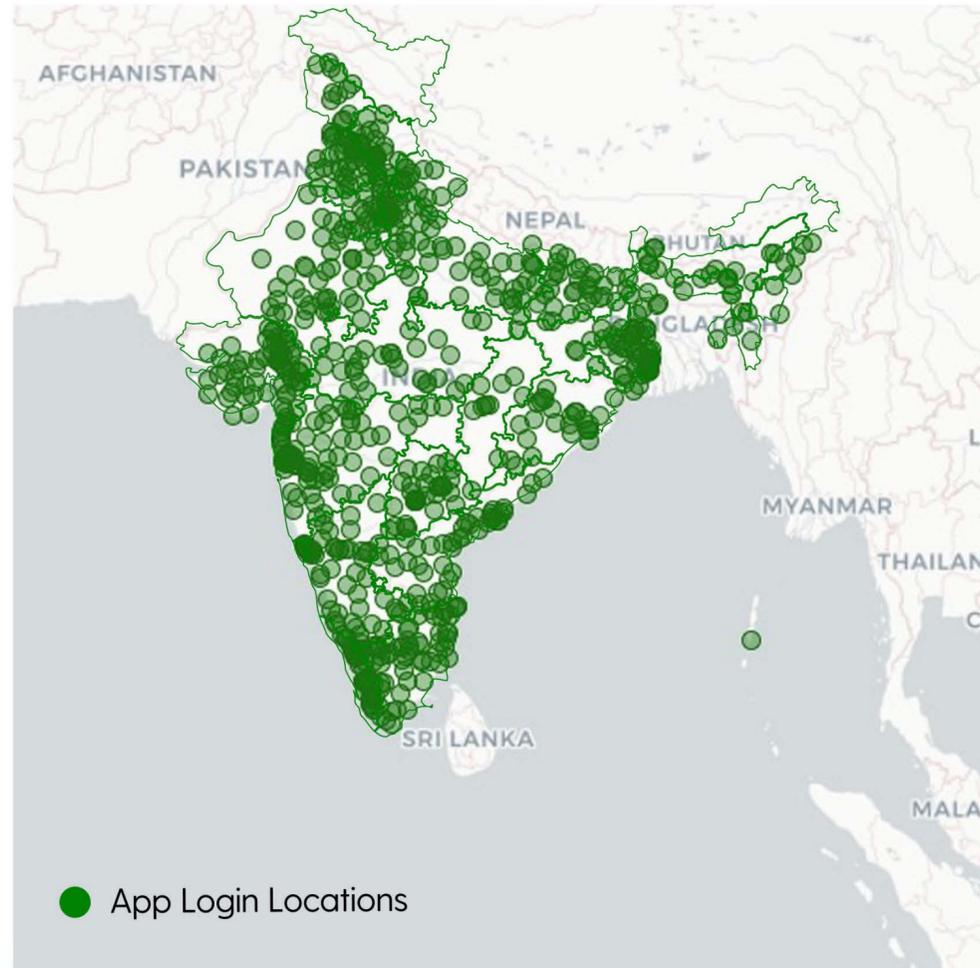
- In FY25, evolving market dynamics led to a shift in client preference towards service-driven brokers.
- To capture this opportunity, we strengthened our on-ground presence and enriched client outreach through data-led lead generation.

**Our focus remains on sustainable and meaningful expansion with a plan to:**



Establish presence in every district over the next 3 years.

# Stock Broking



24 Mn+

API requests  
served per day

2.90 Mn+

App Downloads

- ✓ Simple User Interface
- ✓ Recommendation
- ✓ In-app Curated Baskets
- ✓ Diverse Investment Products
- ✓ Multi-Lingual App
- ✓ Algo Trading

# Stock Broking

Simple UX | Curated Discovery | Scalable Trading Stack

## Lightning-Fast Trading

- Migrated from legacy OMS & RMS to new-age OMS/RMS architecture
- Core APIs rebuilt in C++ for ultra-low latency
- Faster order execution and consistent performance during peak market loads

## Early Monetisation (Day-0 Funding)

- Onboarding simplified from 11 steps to 8 steps
- Average onboarding time reduced from 12 mins → 8 mins
- Same-day funding enabled as part of onboarding (no T+1 wait)
- Faster activation → quicker time-to-first trade

## AI-Powered Search & Discovery

- Intelligent search across brand, promoter, sector, themes
- Users discover companies based on intent, not just ticker symbols
- Makes exploration intuitive and decision-friendly

## Dedicated F&O Dashboard

- Exclusive F&O section for power users
- Simplified strategy discovery and contract navigation
- Faster access to relevant instruments and insights

## Credit Enablement

- In-app financial rating & credit score tracking
- Users can access personal loans, credit cards, and credit products
- Strengthens engagement and unlocks cross-sell within the ecosystem

## UPCOMING ENHANCEMENTS

### Choice Academy

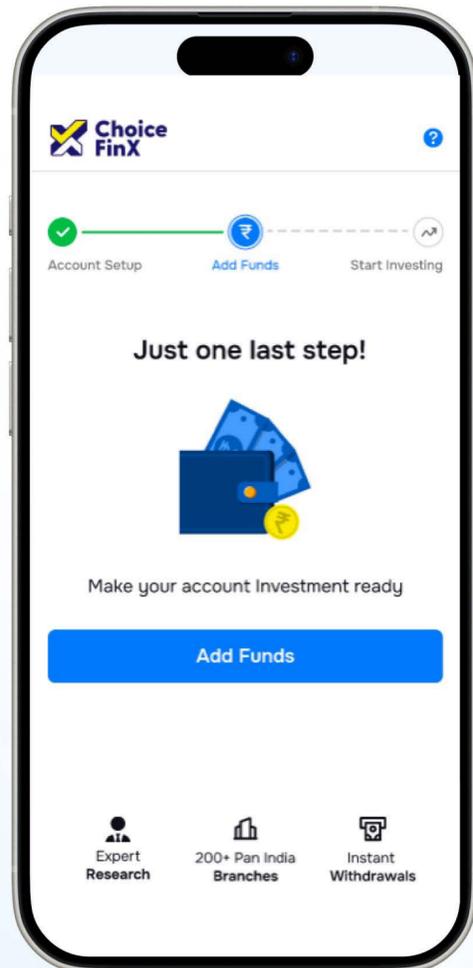
Structured learning to build investor awareness and disciplined investing

### Hyper-Personalized Experience

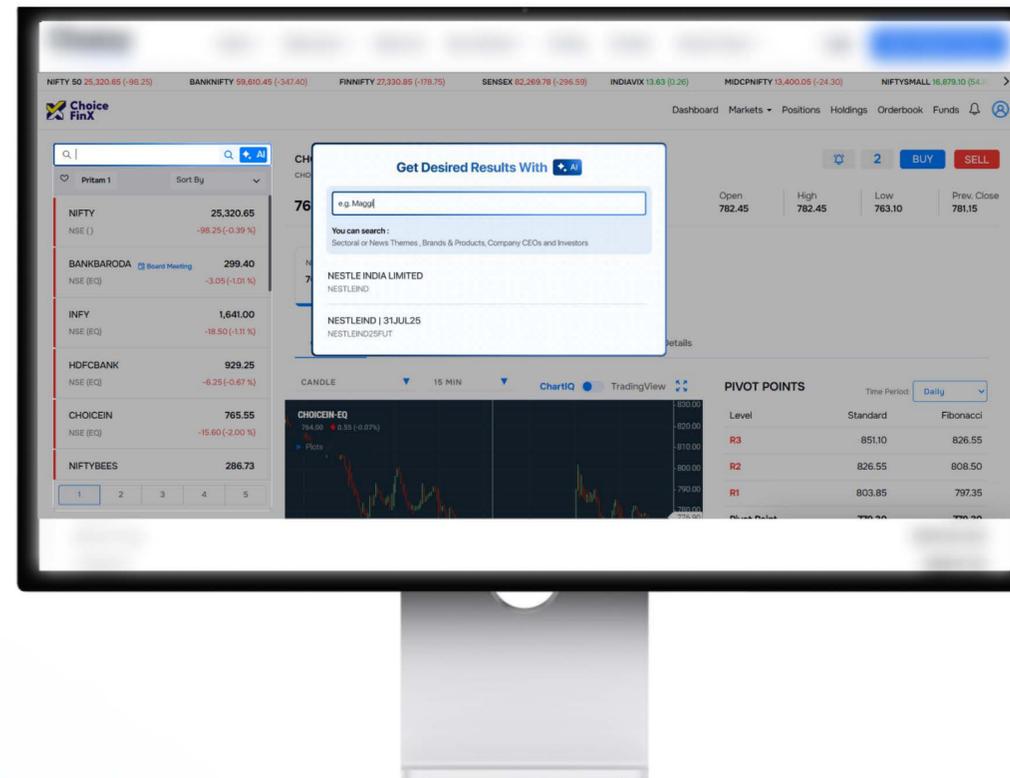
Smart dashboards, alerts, and recommendations driven by user behaviour and portfolio intelligence

# Stock Broking

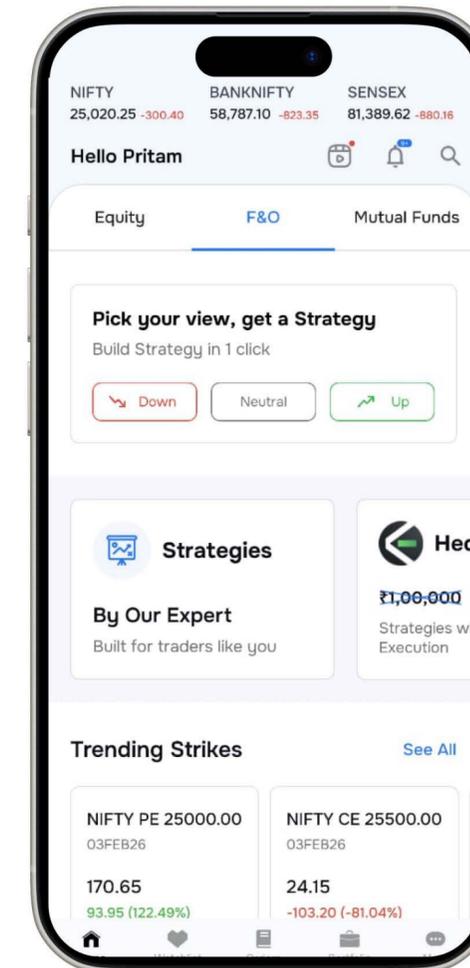
Simple UX | Curated Discovery | Scalable Trading Stack



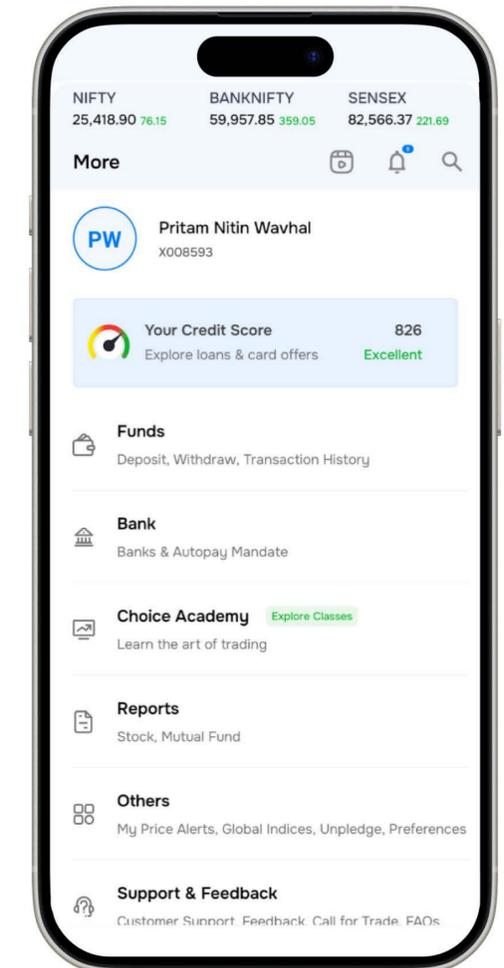
Early Monetisation  
(Day-0 Funding)



AI-Powered Search &  
Discovery



Dedicated F&O Dashboard

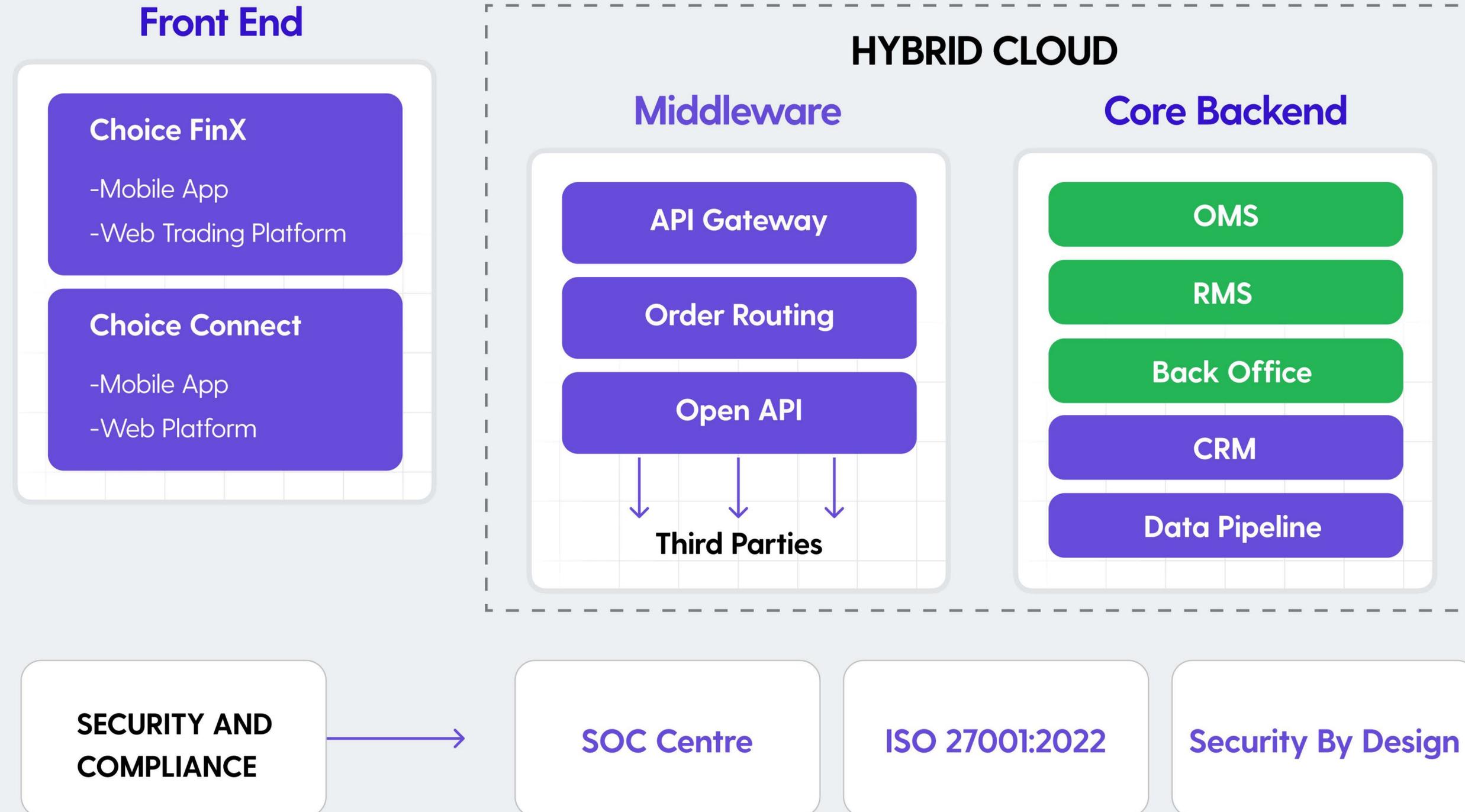


Credit Enablement

\*Some features are available only on Android and Website

# Tech Insights

Seamless collaboration, cutting-edge features



# Wealth Distribution - Industry Overview

## EVOLVING FINANCIAL LANDSCAPE

### Growing Affluent and Middle Class

- **HNWIs (>USD 1M\*)**- estimated to grow from 375K in FY24 to **550K by 2028**
- **HNWIs (>USD 10M\*)**- estimated to grow from 85K in FY24 to **107K by 2028**
- **UHNWIs (>USD 30M\*)**- estimated to grow from 4.5K in FY24 to **20K by 2028**

**B30 MF AUM** is expected to grow from ₹13.8Tn to ₹24Tn by 2030

### Financialization of Savings

Allocation of household savings to financial asset is growing rapidly

### Emergence of New Products and Alternative Investment

PMS, AIF, Structured Products

Lack of Time & Expertise  
→

First Time Investors with  
Lack of Financial Knowledge  
→

Lack of Awareness  
and Accessibility  
→

Need Support And Guidance

## INTERMEDIARIES ASSUME MULTIPLE ROLES

### Advisors & Behavioral Managers

- Help in goal based investing
- Protects against emotional investing
- Guides during market volatility
- Protects against herd mentality

**77% of HNWIs/UHNWIs require professional assistance while investing**

### Channel Partner

- Played a key role in the growth of the Mutual fund industry in India
- Will be instrumental in distribution and adoption of new age products

**75% of B30 MF AUM is through intermediaries**

Source: CRISIL, Statista, Capgemini, Knight Frank, Mint, AMFI

# Accelerating Wealth Management Through Acquisitions

## Acquired Wealth Distribution Businesses of Fintoo Group and Glory Prime Wealth Private Limited.

With these acquisitions, Choice strengthened its wealth management distribution capabilities by adding:

- Fintoo Group's (Mumbai based) wealth distribution business, contributing an incremental AUM of ₹300 Cr.
- Glory Prime Wealth Private Limited (Pune based), a wealth products distributor managing AUM of ₹210 Cr.
- This further expanded Choice's distribution footprint in Western India and broadened its reach among affluent and emerging affluent investors.

## Synergies & Key Benefits



### Affluent Client Access

Established a dedicated PCG desk to expand access to HNI and UHNI clients.



### Enhanced Geographical Presence

Expanded geographic footprint, strengthening distribution reach and improving market penetration.



### Tech-Driven Multi-Channel Platform

Integrates digital-first capabilities with a strong distribution network to deliver comprehensive, personalised and scalable investment solutions.



### Revenue Acceleration

Enables cross-sell of our existing product suite to an expanded customer base, driving higher wallet share.



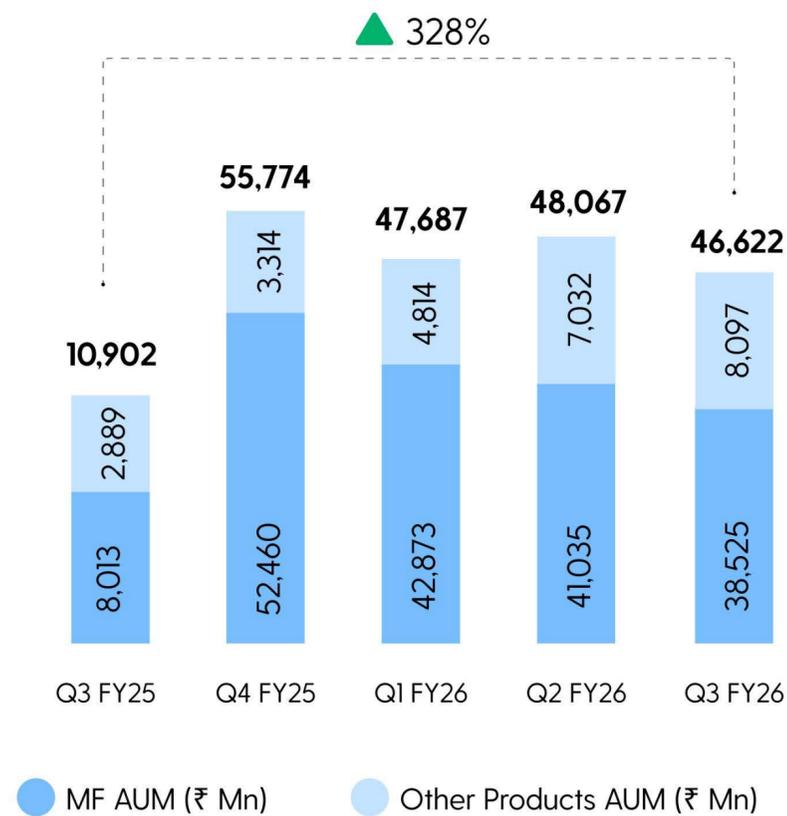
### Cost Optimisation

Streamlined operations to improve efficiency and support margin expansion.

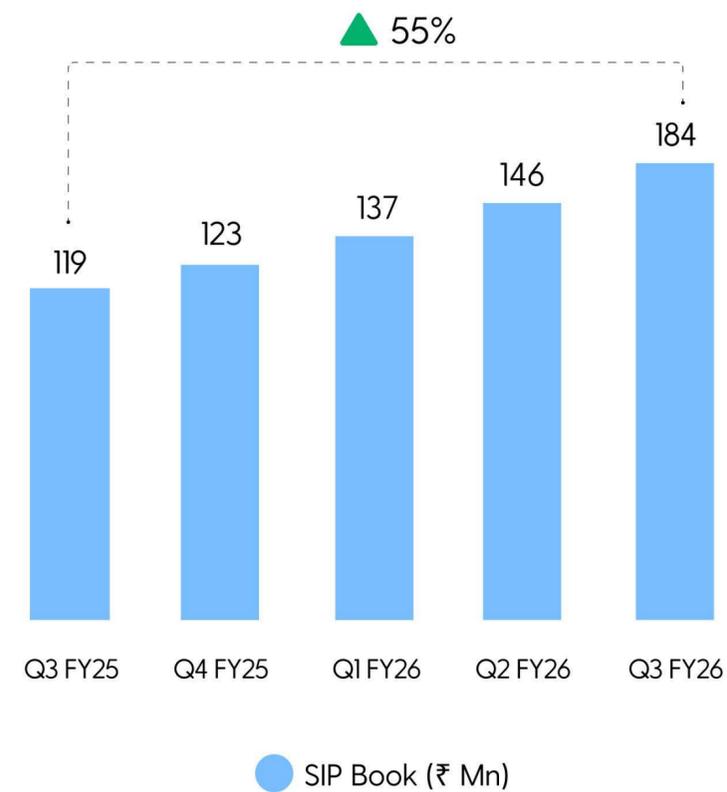
# Wealth Distribution

Maximising growth of portfolio with a mix products

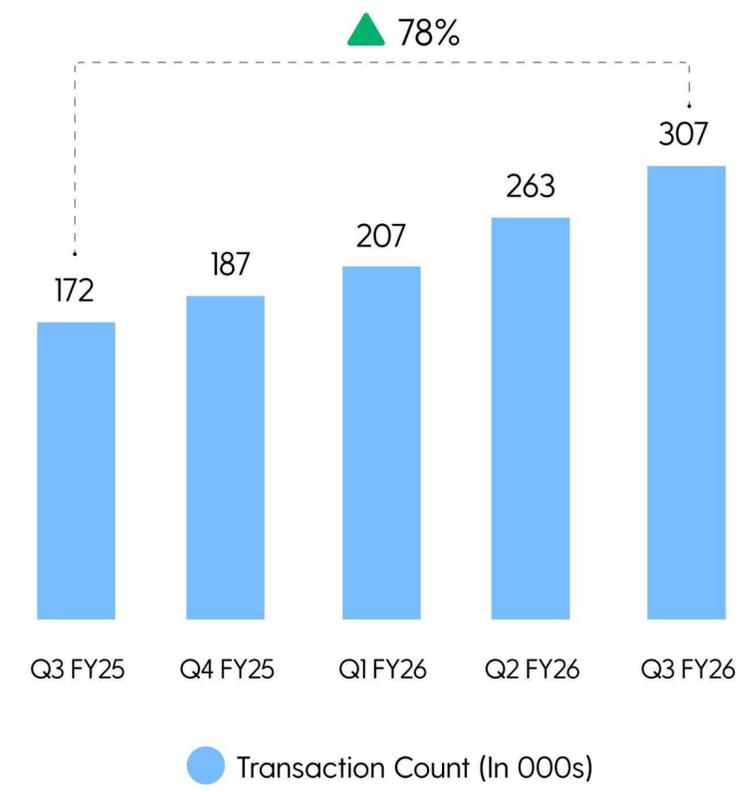
## Sustained Growth in AUM



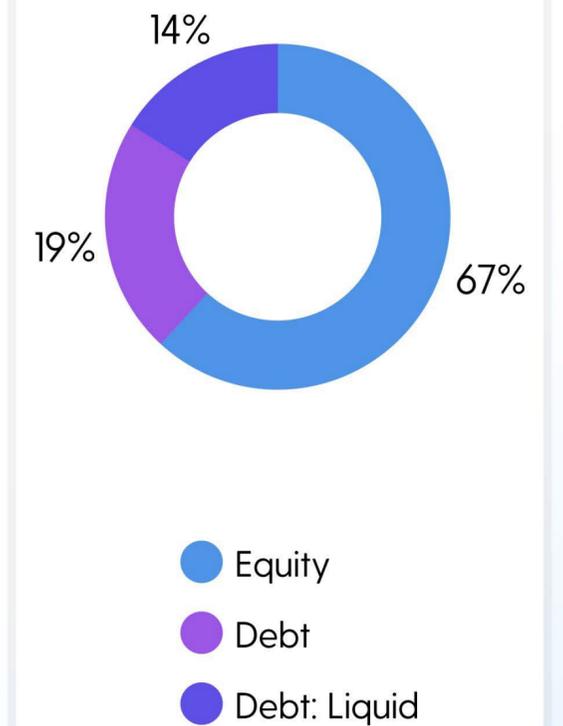
## Progressive Increase in SIP Book



## Steady Increase in Transactions



## AUM Composition by Investment Type



# Strategic Partnership: India Post Payments Bank



Choice Wealth Private Limited has been awarded a contract by India Post Payments Bank (IPPB), a Govt-owned payments bank, to deploy a comprehensive digital investment platform for its customers. Under this mandate, Choice Wealth will provide online Mutual Funds aggregator services and Robo-Advisory (Investment) services, accessible through mobile applications, web-based platforms and IPPB's mATM-compatible devices.



## IPPB's Nationwide Footprint: A Structural Distribution Advantage



Pan-India presence: 28 states & 8 UTs, 650+ districts, ~1.6L post offices



~1.8L Postmen & Gramin Dak Sevaks (GDS)



~12 Cr savings/current account customers

## Value Proposition for Choice Wealth

Enables large-scale retail reach through IPPB's extensive PAN-India network

Strengthens last-mile onboarding across semi-urban and rural markets

Enables distribution at scale by leveraging IPPB's existing network

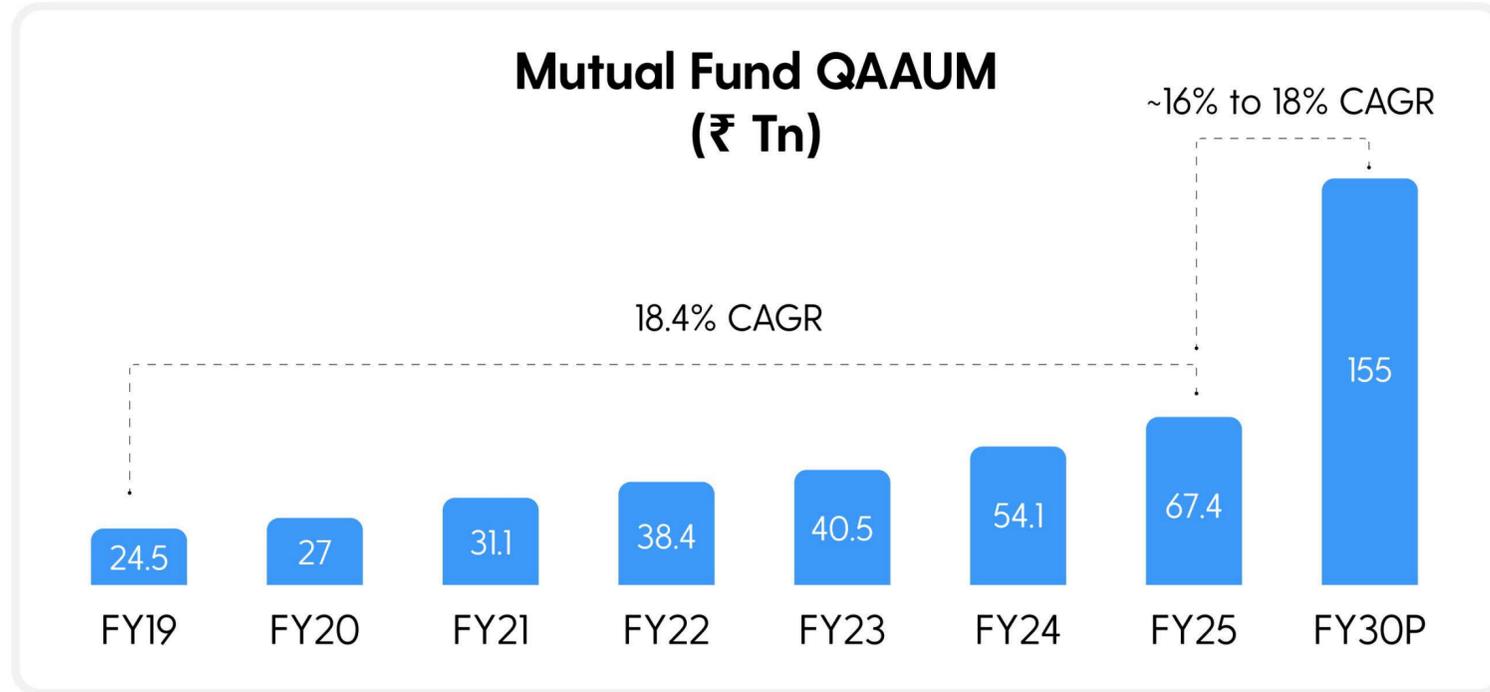
Cost-efficient growth channel by leveraging IPPB's physical and human infrastructure

Provides strong runway to scale SIP adoption aligned with the IPPB customer profile

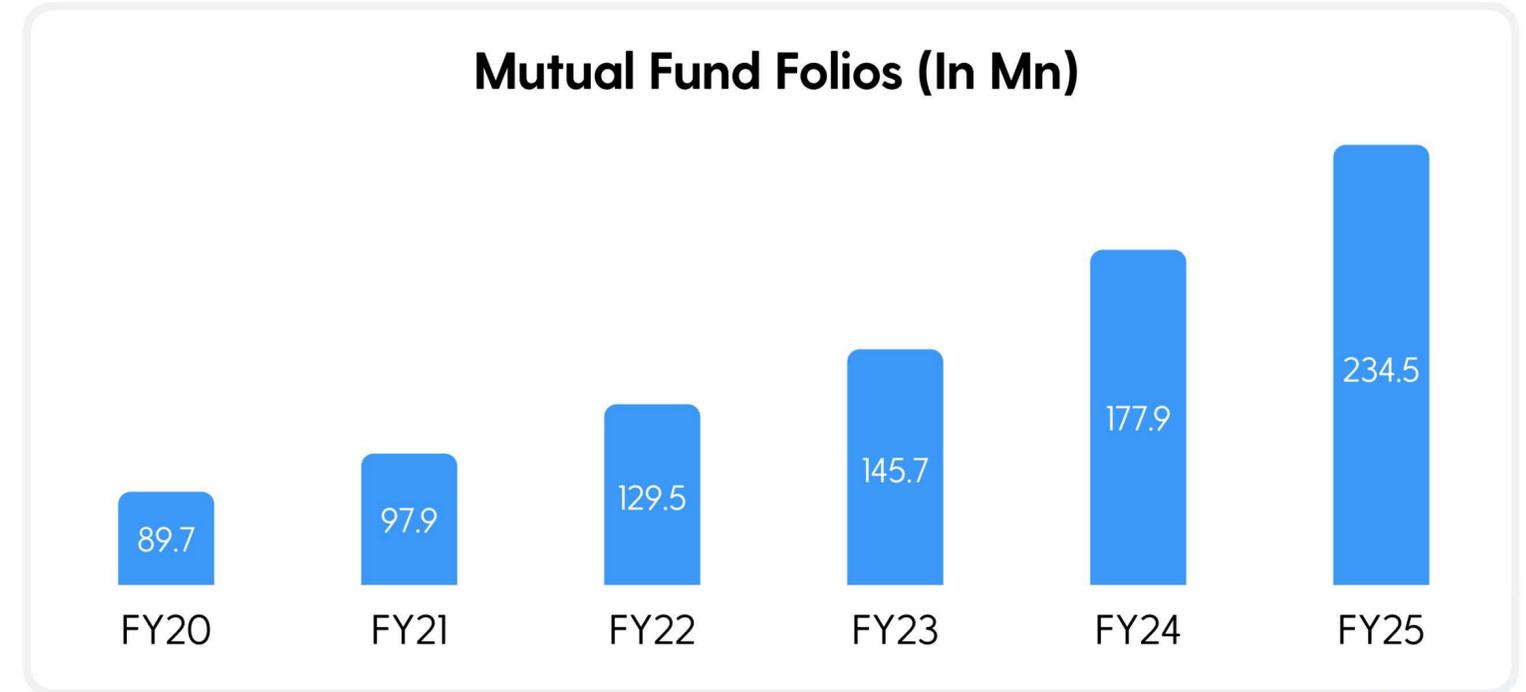
Financial inclusion and empowerment for first-time and underserved investors.

Note: The contract is awarded in Q4 FY26, but prior to the declaration of Q3 FY26 results

# Mutual Fund - Industry Overview



Source: Crisil Intelligence



Source: Crisil Intelligence

**Mutual Fund QAAUM\* to grow ~16% to 18% over Fiscal 2025 to Fiscal 2030**

**Total Mutual Fund Folios increased in FY25**

## Key Growth Drivers & Enablers For MF Industry



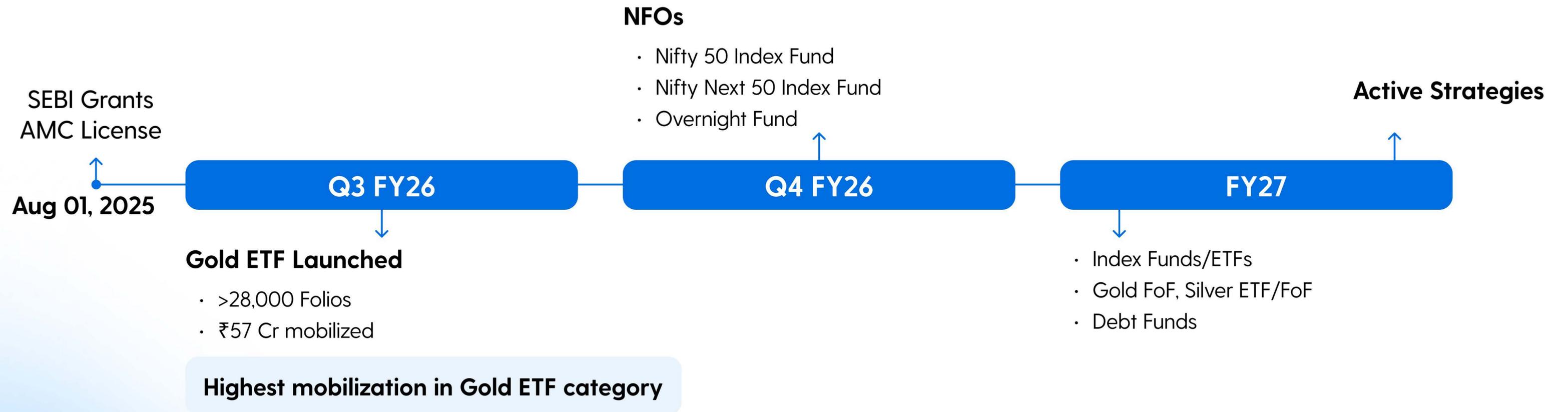
\*QAAUM: Quarterly Average Assets Under Management

# Mutual Fund - Way Forward

Passive Investing

to

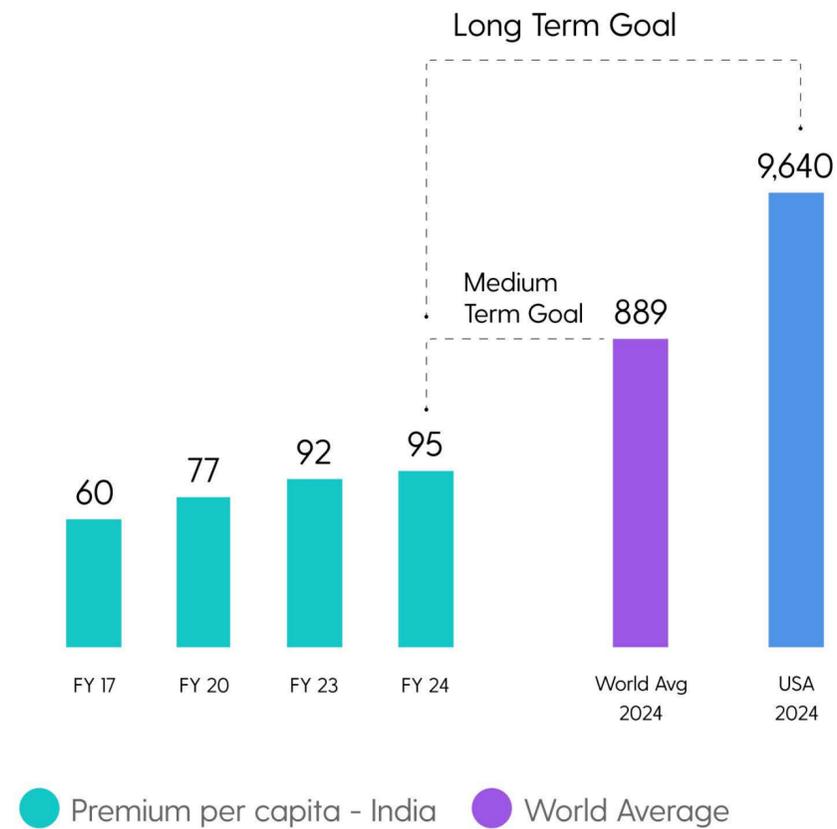
Active Wealth Creation



\*Timelines are subject to market factors and regulatory approvals required.

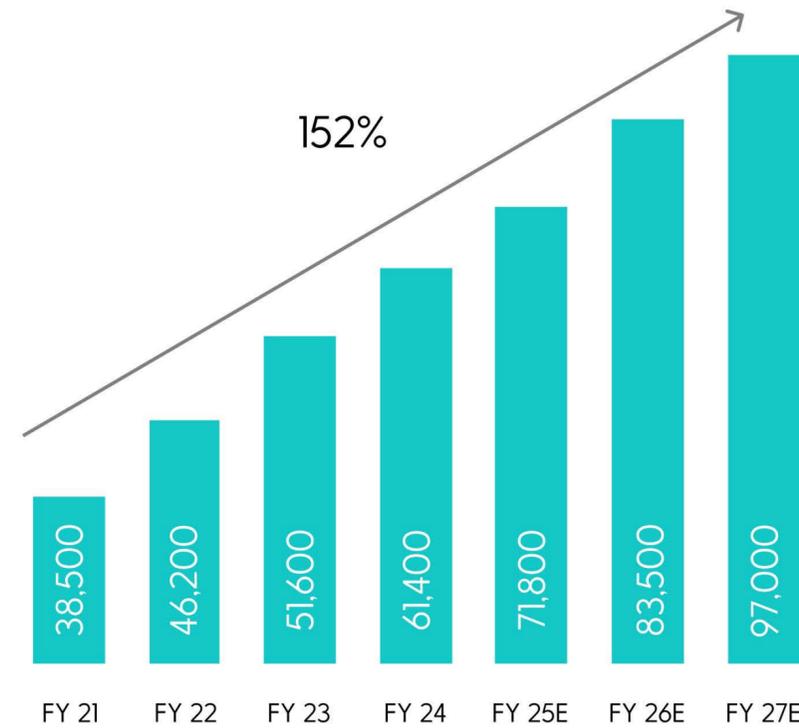
# Insurance - Industry Overview

## Insurance Density (US\$)



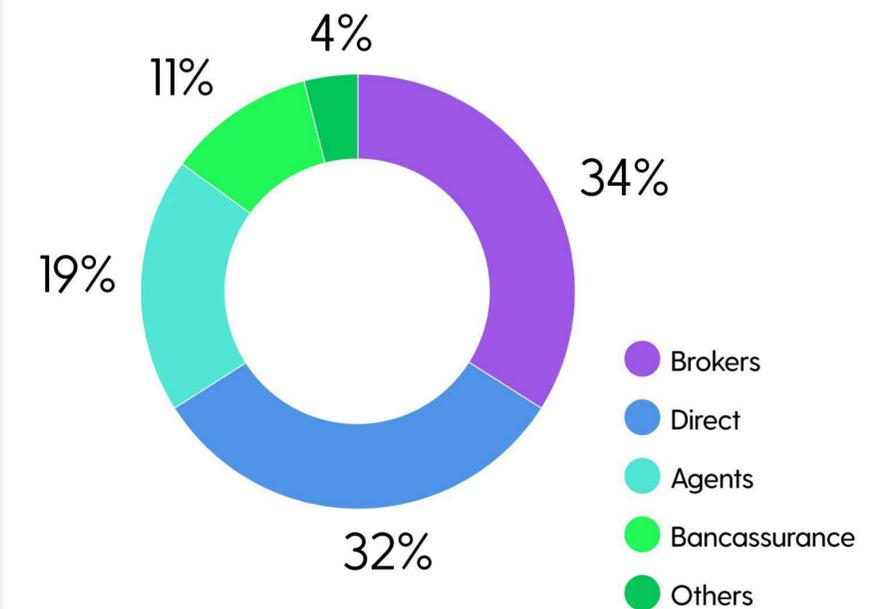
Source: IRDAI Annual Report

## Rising Share of Broking Channel in GI Premiums (₹ Cr)



Source: IRDAI Public Disclosures, GI Council, CRISIL Research

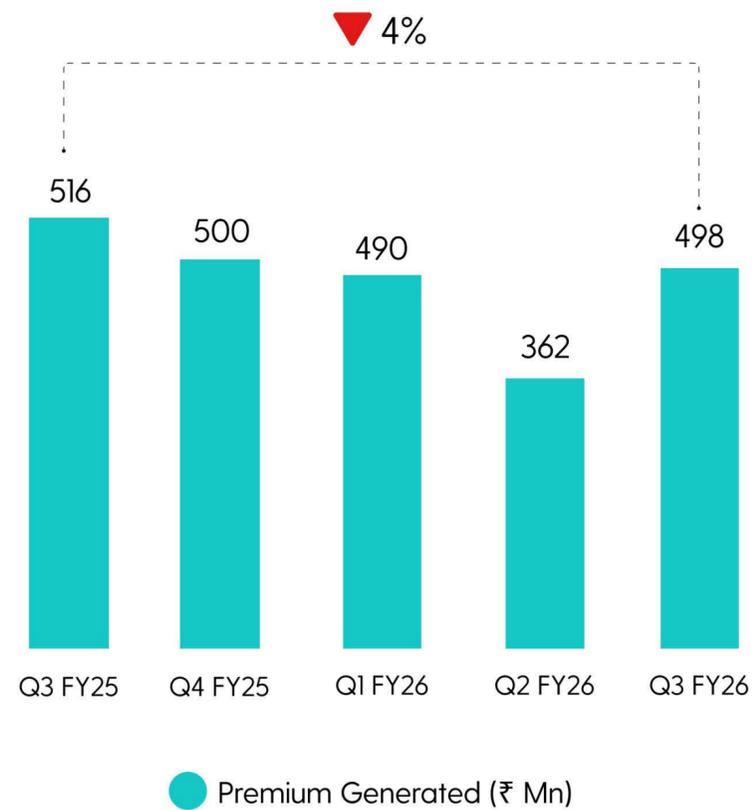
## Share of Broker Channel in GI Premiums



Source: GI Council

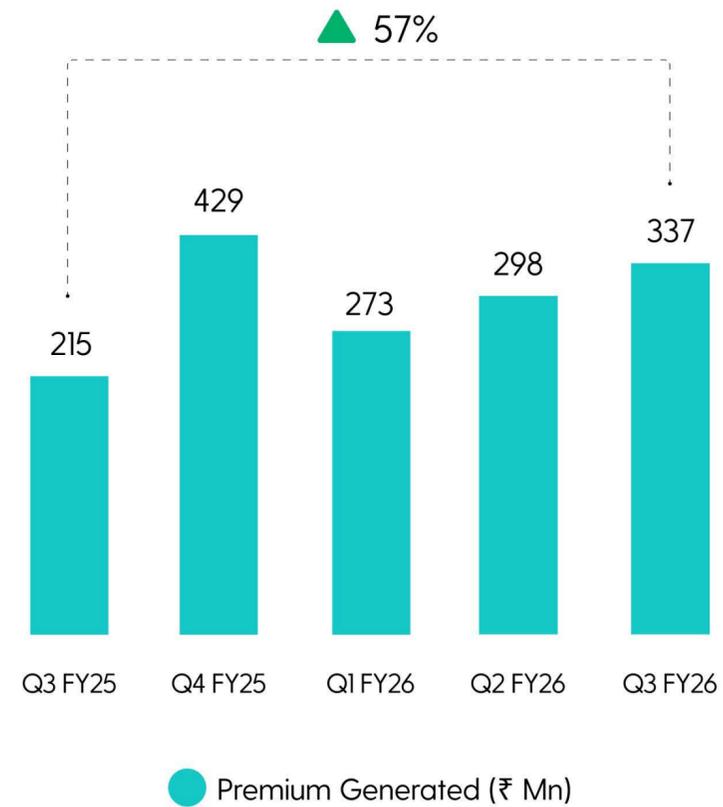
# Insurance Distribution - Overview

## Corporate Business



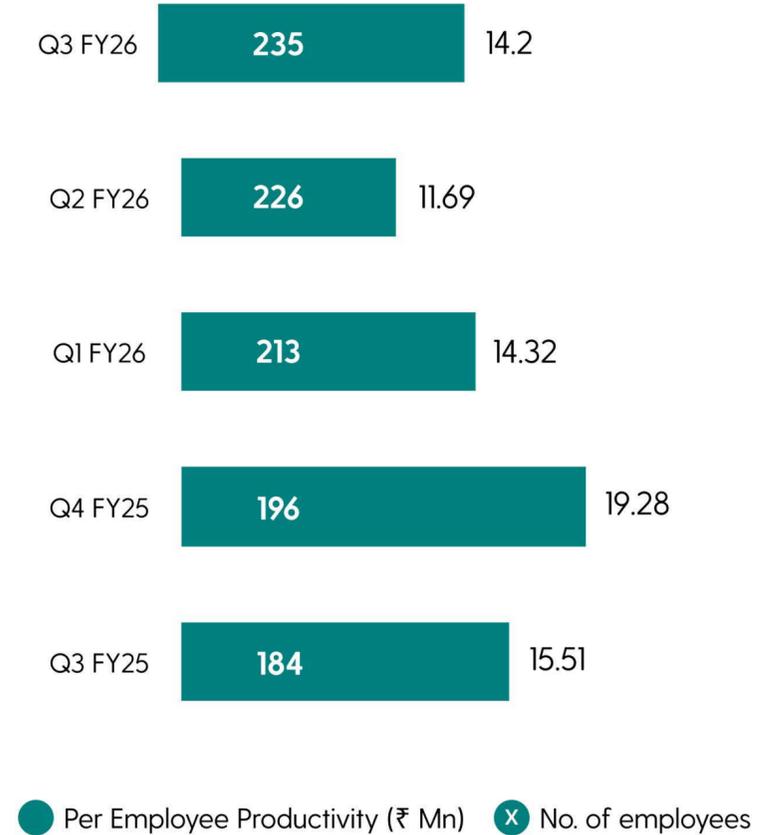
**Expanding Operations & Team In Corporate Business**

## Retail Business



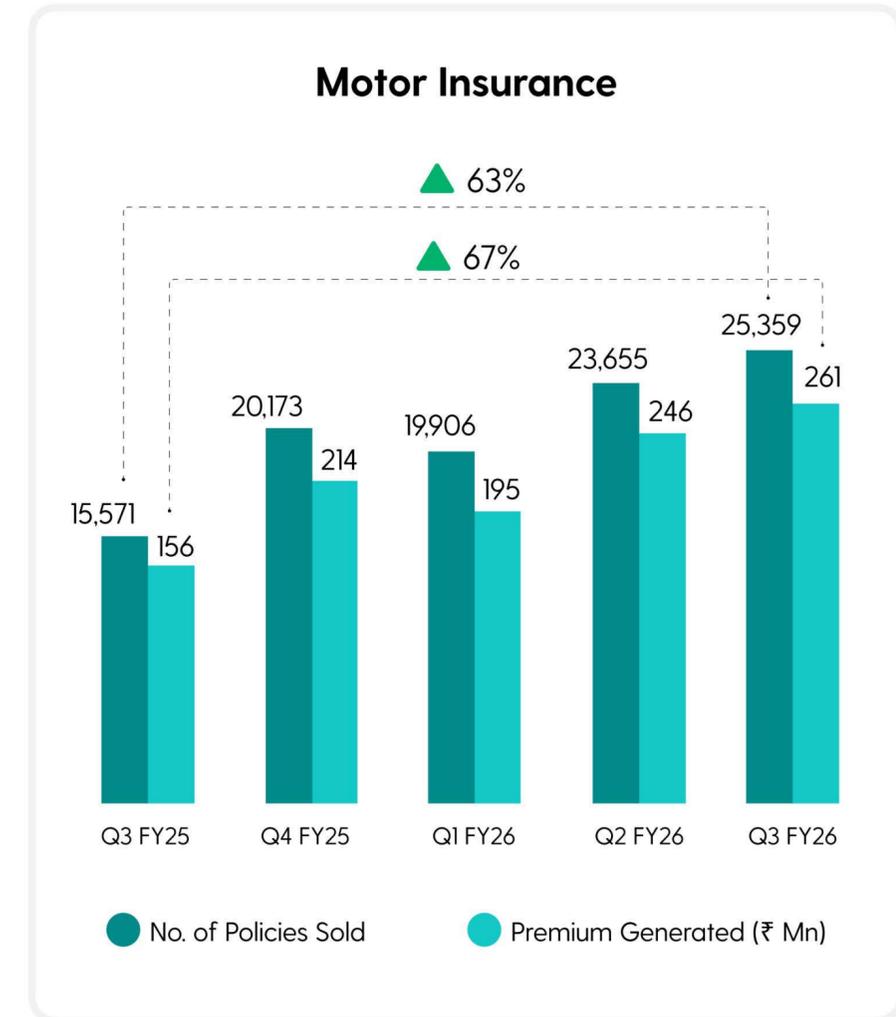
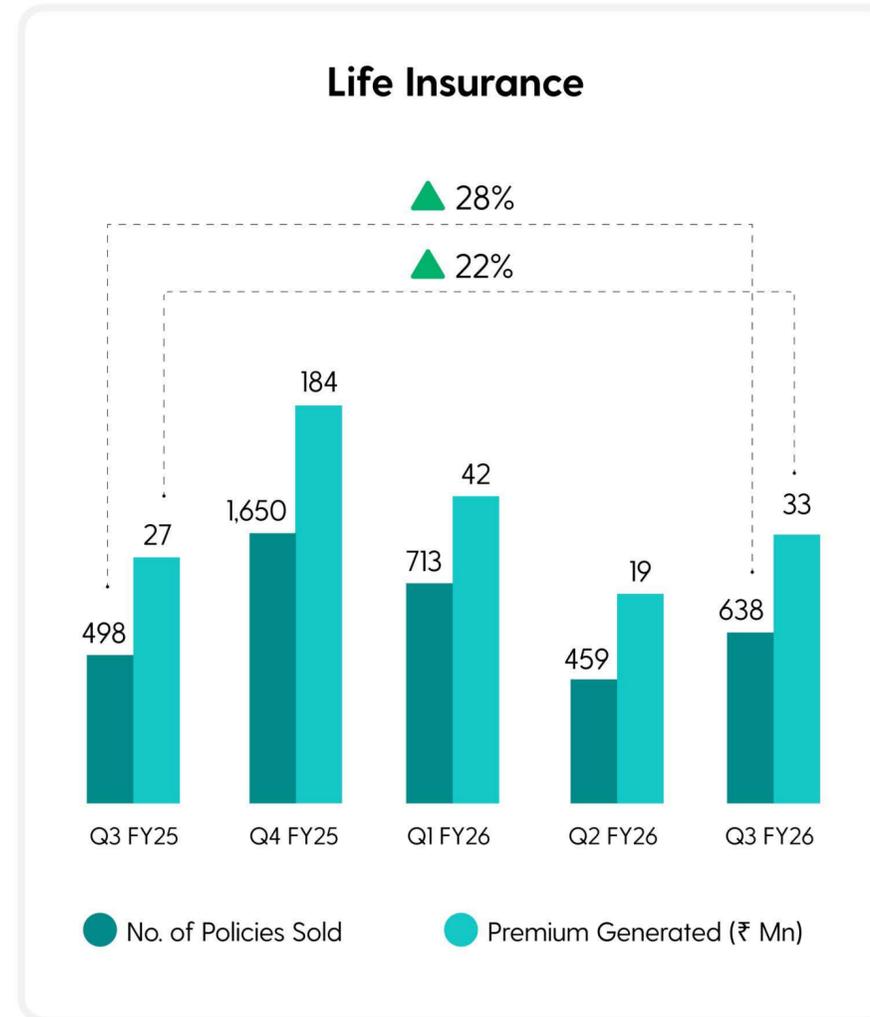
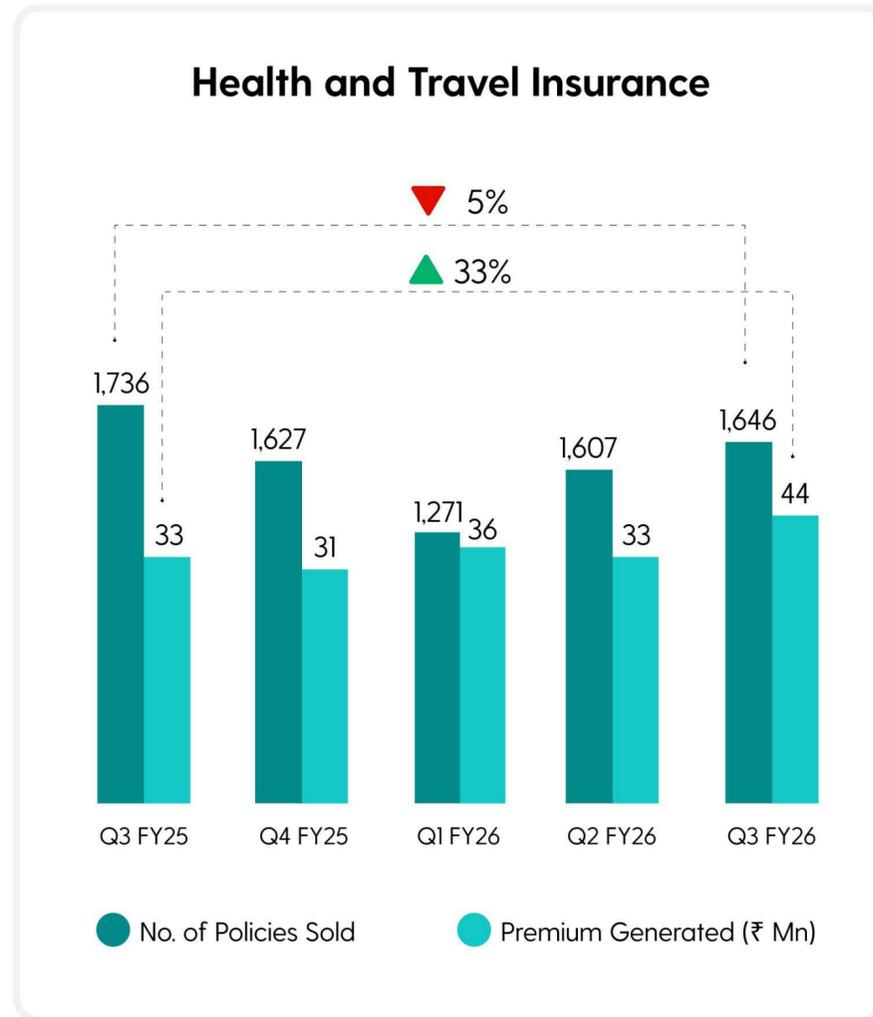
**Continued Focus On Retail Business Through POSP Hiring**

## Annualised Employee Productivity



**Expanding Efficiently**

# Retail - Business Overview



**143%**

Surge In Motor Insurance Premium

**81%**

Increase In POSP Count

**42+**

Partner Insurance Companies

# Corporate - Business Overview

## Key Offerings



Property & Engineering



Transit



Surety & Credit Insurance



Liability



Employee Benefits



Speciality Covers

## Solutions Bouquet

Tailor made solutions for large risks

Risk Advisory analysis & inspections

Claims consultancy for corporates and SMEs

Risk Management & Risk Transfer Solutions

Industry updates and Knowledge sharing

Portfolio Administration and GAP Analysis

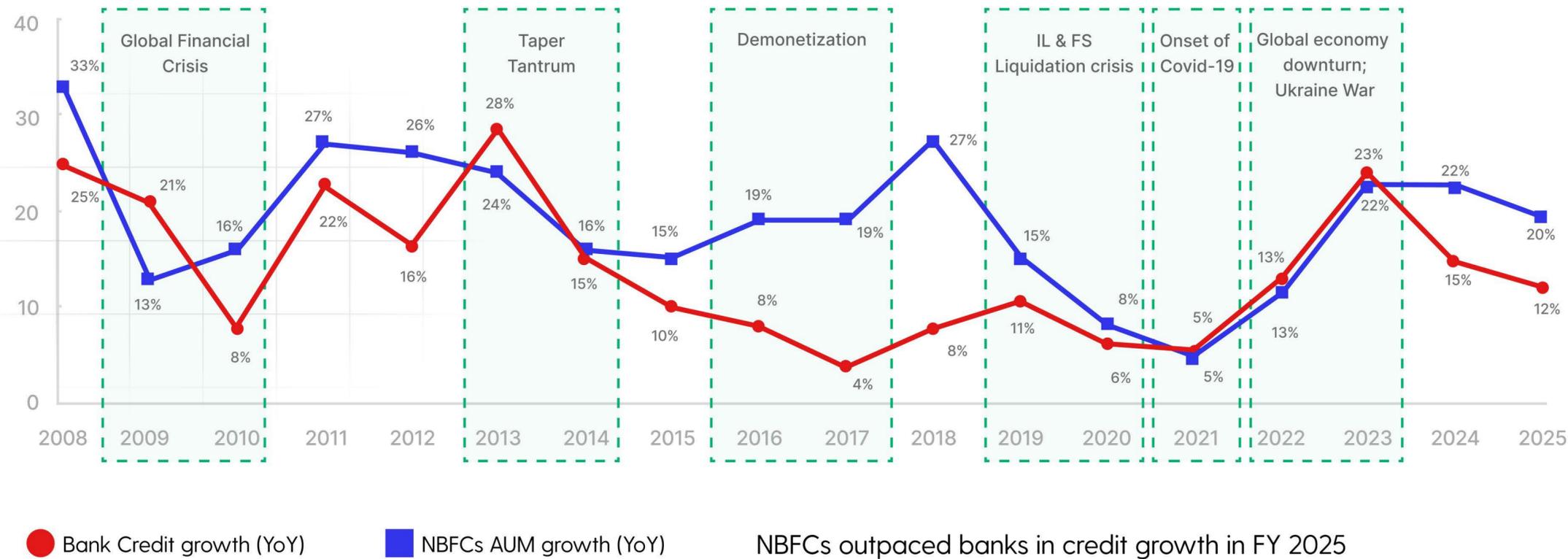
**Achieved Key Wins In 2+  
Government Tenders**

**Won Highest-Ever GMC Policy  
With A Large Education  
Institution, Covering 15,000+ Lives**

**Continued Focus On  
Infrastructure Insurance &  
Surety Bonds**

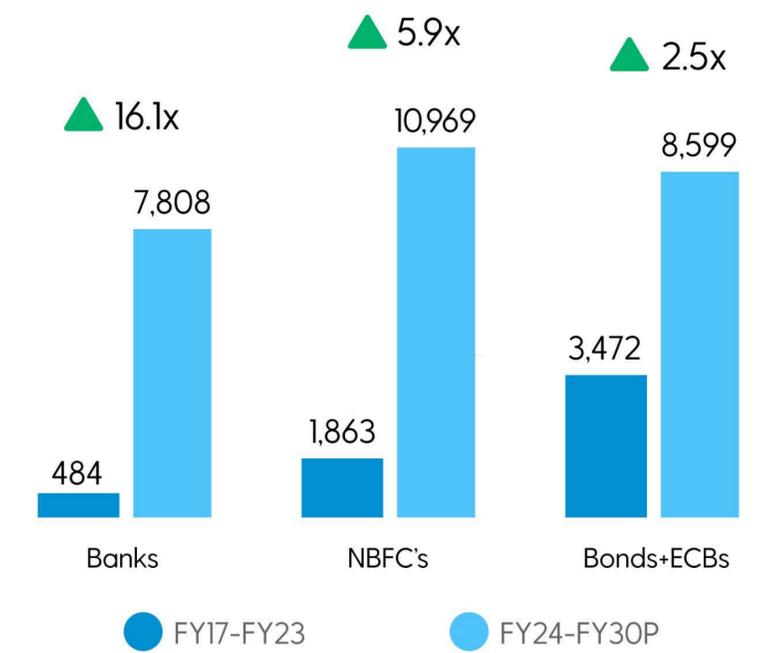
# NBFC - Industry Overview

## Banks Vs NBFCs - YoY growth in Advances



Source: Boston Consulting Group

## Rise in Funding Avenues for green Financing (₹ Lakh Cr)

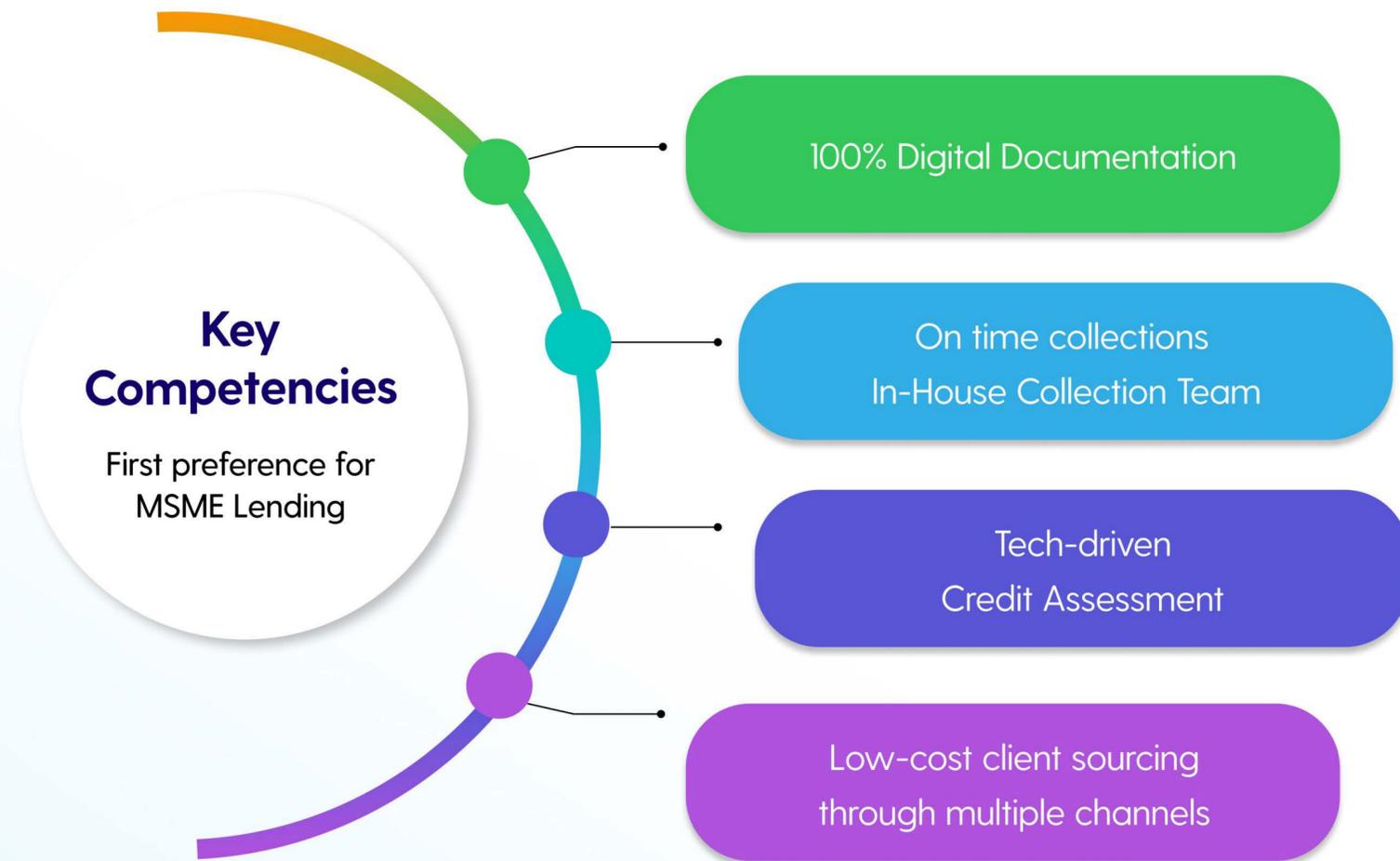


Source: CRISIL

## Trends Shaping NBFC Landscape

- Robust Credit Growth
- Strong Capital Adequacy
- Improved Collection Efficiency
- Improved Asset Quality
- Diversification into Retail Lending
- Operational Efficiency

Empowering MSMEs through retail lending tailored specifically for the dynamic semi-urban and rural landscapes



## Our Offerings



**₹ 7.56 Bn**  
Total AUM

**₹ 5.30 Bn**  
Retail AUM

## A FOCUSED APPROACH TO SERVE

- **Green Finance** - Target to reach AUM of ₹10 Bn by 2030



Commerical



Co-operative Housing Society



Residential

- **MSME Finance** - Target to reach AUM of ₹25 Bn by 2030

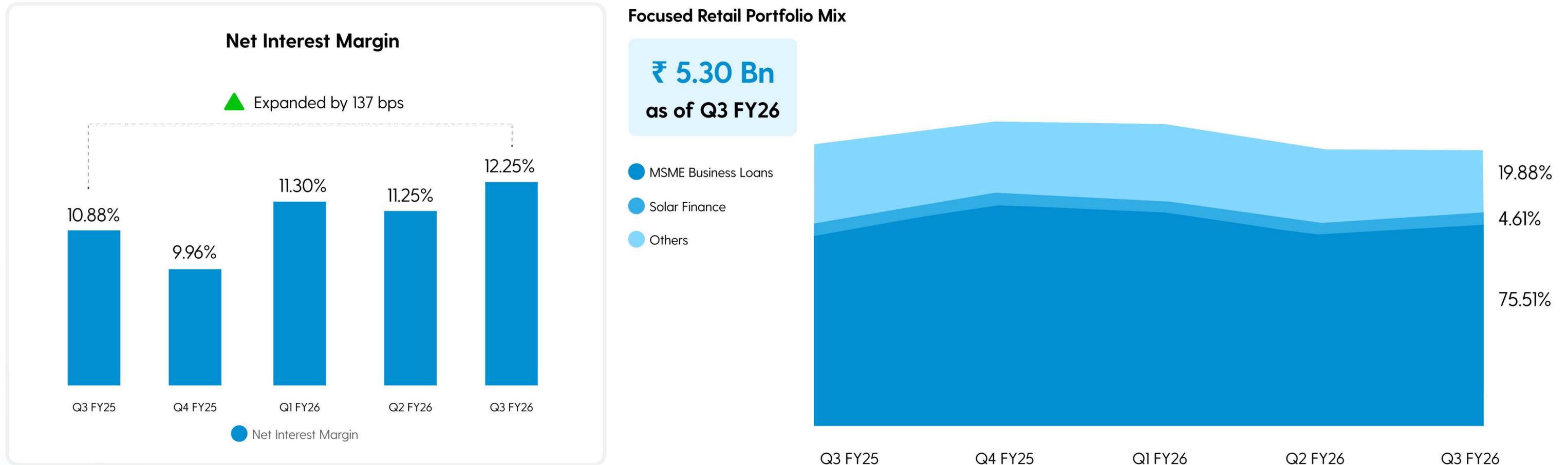


Loan Against Property



Machinery Loan

Empowering MSMEs through retail lending tailored specifically for the dynamic semi-urban and rural landscapes



<b>Net Worth</b>	GNPA	NNPA	PCR	CRAR	Active Loan Count	Coll.Eff.	States	Branches
<b>₹ 4.65 Bn</b>	<b>3.77%</b>	<b>2.83%</b>	<b>24.85%</b>	<b>50.53%</b>	<b>13,648</b>	<b>&gt;90%</b>	<b>8</b>	<b>74</b>

**Abbreviations**

• GNPA - Gross Non Performing Assets • NNPA - Net Non Performing Assets • PCR - Provision Coverage Ratio • CRAR - Capital Risk Adequacy Ratio • Coll. Eff - Collection Efficiency

## Robust Underwriting Processes



### 1. Real-time Credit Bureau checks

In addition to own scorecard for individual clients for better screening



### 2. Multiple Database Checks

Dedupe Check on more than 15 databases



### 3. Centralized Credit Team

KYC verification, IVR, TVR, ensuring uniform processes



### 4. Geo-tagging

of 100% branches and centers and 100% customers' houses



### 5. Cashless Operations

via penny drop verification along with strict KYC compliance

## Well-diversified Liability Profile

### Banks



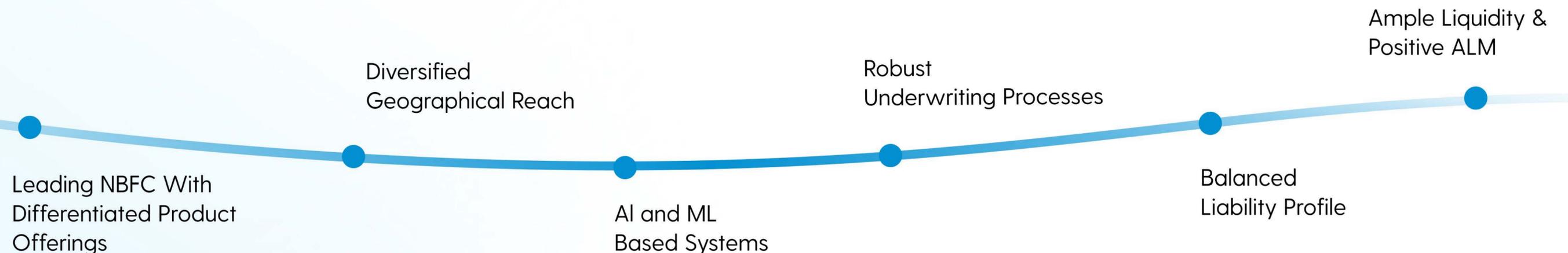
### Financial Institutions



Wide range of product offering to cater multiple customer segments in priority sector

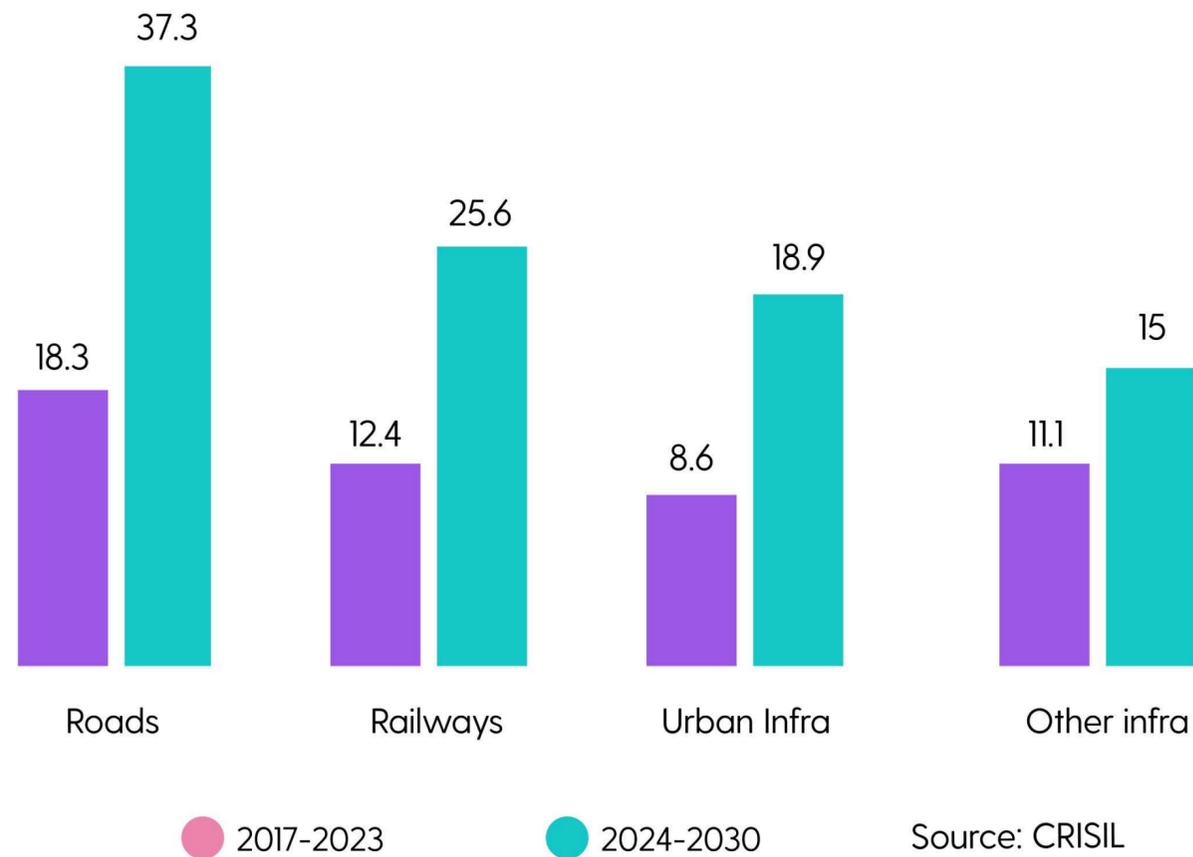
Products Name	MSME Business Loans (Secured)	Solar Loan
Ticket Size	Upto ₹ 5 Mn	Upto ₹ 5 Mn
Tenor (in Months)	Upto 120	Upto 60
ROI Range	16-22%	18-24%
Security Coverage (%)	40-80	100
Processing Fee	Upto 2%	Upto 2%
Average Ticket Size	₹ 800K	₹ 700K
Repayment Frequency	Monthly	Monthly

## Our USP



# Advisory Services - Industry Overview

### Investments in Core Infra (₹ Lakh Cr)



**14,887**

Projects

**US\$ 2690.36 Bn**

Total Project Cost

**1,262**

Projects Under Development

**63**

Sub-sectors

**India is building more than infrastructure. It's building confidence, connectivity and a beautiful canvas for every Indian dream.**

**Shri. Narendra Modi**  
Hon'ble Prime Minister of India

# Strengthening Public Sector Consulting Through Acquisition

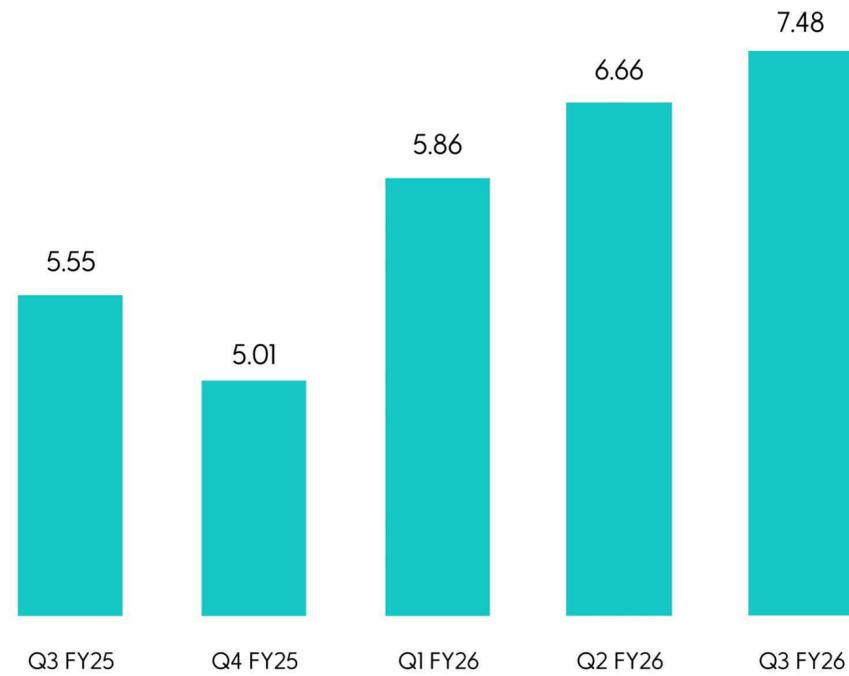
- **Choice Consultancy Services Private Limited (CCSPL), our consultancy vertical, has acquired 100% shareholding in Ayoleeza Consultants Private Limited, a reputed infrastructure consultancy firm with over two decades of experience.**
- Ayoleeza brings specialised advisory expertise across Railways & Metros, Roads & Highways, Bridges, Tunnels, and Urban Infrastructure in India and neighbouring countries.
- The company manages live projects worth ₹200 crore, along with its partners, with a significant share of projects structured as time-based payment contracts, ensuring consistent monthly revenue.
- Backed by a team of 200+ qualified engineers, planners, and sectoral experts, Ayoleeza strengthens CCSPL's technical depth and delivery capacity in government consulting.

## Key Benefits

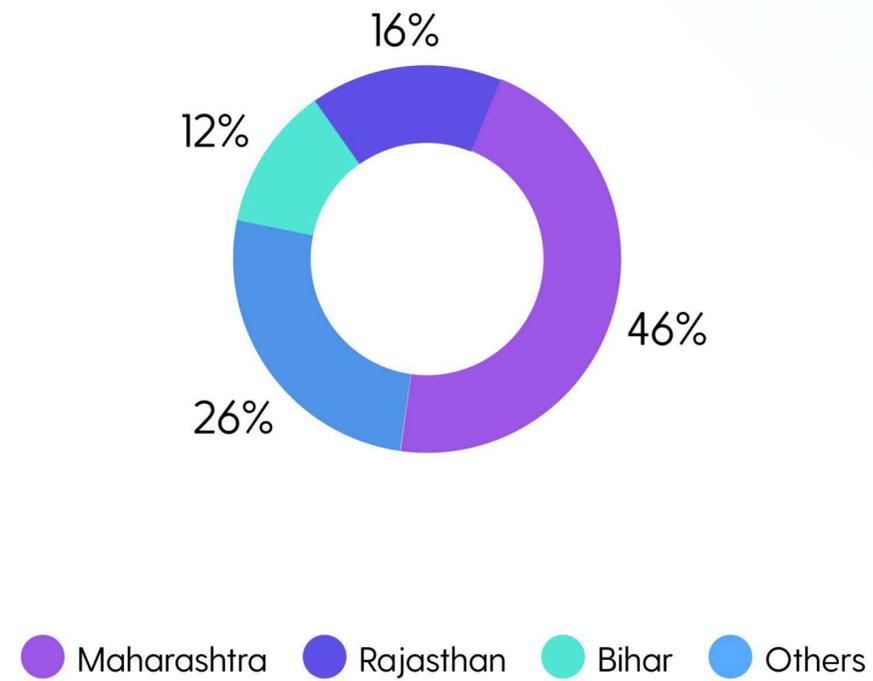
- 1 Strengthened Public Sector Consulting and Advisory Position
- 2 Expanded Capabilities across Project Advisory, Design, Supervision and Implementation Monitoring
- 3 Strong Pipeline of Ongoing and Upcoming Projects across Railways, Metro and Roads & Highways
- 4 Higher Revenue Visibility through Time-Based Payment Contracts
- 5 Experience across National and State-Level Assignments

# Advisory Services

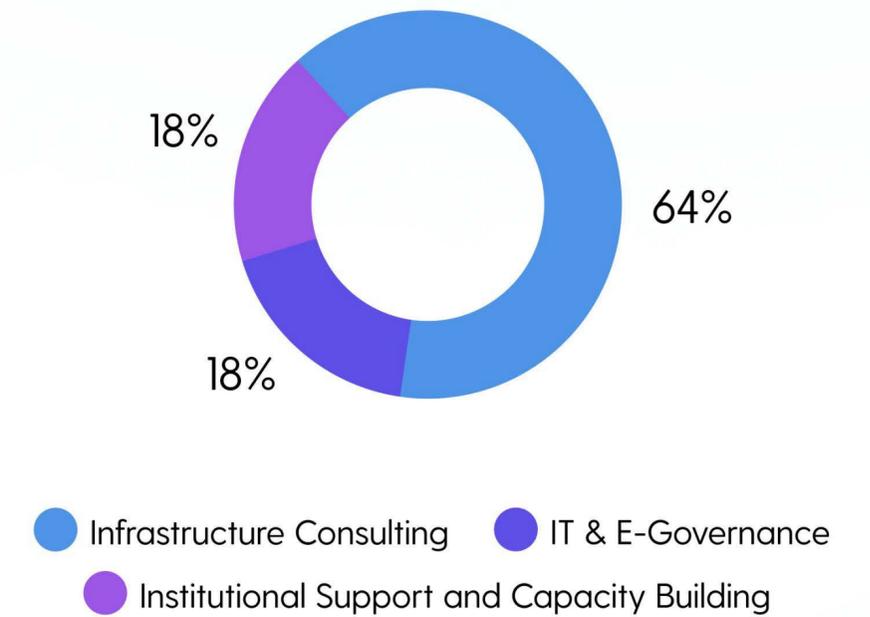
### Order Book (₹ Bn)



### Order Book - State Wise



### Order Book - Sector Wise



**47**

Project  
Offices

**1800+**

On-Roll  
Team

# Key Highlights



Serving to 150+  
Departments (CG & SG)



1K+ ULBs



सशक्त पंचायत सतत् विकास

50K+ PRIs



Selected to lead the  
digitalization of 13K+ PACS



Developed Women  
Entrepreneur Portal for  
NITI Aayog



Trained 15K+ trainees  
with 10L+ training hours  
in 13+ states



Serving to Multilateral Agencies  
ADB, WB, DFID-UK,  
UNFPA, EXIM etc.



Flagship Schemes JJM, PMAY,  
PMJAY, AMRUT, NRLM, RAMP,  
NFHS etc.



2L+ Affordable Houses  
under PMAY in 4 states



Har Ghar Jal  
Jal Jeevan Mission

5.5 Cr.+ Citizen benefitted  
under JJM in 4 states



Design/ Supervision  
Highways 3000+ KM



26K+ HHs & 13K Villages: World's  
Largest Health Survey NFHS VI in  
Chhattisgarh

Choice is committed to actively participate in India's remarkable growth story and leveraging our resources, expertise, and innovative solutions to make a meaningful impact on various aspects of Indian life, from economic development and employment opportunities to social well-being and environmental sustainability.

We aim to be a catalyst for positive change, aligning our success with the progress and prosperity of the nation and its people.

### **Partnering in Viksit Bharat through aspirational sector engagements:**

- **Co-operative Societies**

- a. Touching 30 Mn+ Farmers through Computerization of Primary Agriculture Cooperative Societies in 7 states namely Haryana, Punjab, Bihar, Karnataka, Maharashtra, Tamil Nadu and Odisha.
- b. Strengthen PVCS of Bihar State, through improved governance, efficient operations, integrated market linkages, enhanced post-harvest infrastructure, sustainable practices, and value addition to increase farmers' incomes

- **Agriculture**

- a. Helping Himachal Pradesh to uplift their agriculture and allied sector with more value addition and more export potential.
- b. Helping maze farmer of Chhattisgarh to add value in their produce and income through ethanol plant setup under cooperative model.

- **MSME**

Helping MSMEs of Maharashtra, Rajasthan, Punjab, Himachal Pradesh, Gujarat, Bihar, Odisha, Jharkhand, Chhattisgarh, and Kerala to access government benefits, upgrade technical capabilities, and improve access to funds and markets, while promoting entrepreneurship development, social inclusion, PSU strengthening, and development of the RMAP portal for MSMEs.

- **Local Governance (Urban and Rural)**

Training last mile elected representative on various governance model including how to run gram panchayat, community-based development etc. in Jharkhand, Tripura, West Bengal and Karnataka.

- **Students & Women**

Entrepreneurship development program, startup support, capacity building on marketing and branding, quality assurance interventions of rural product, better access to Market including tourist hat modernization.

- **State Empowerment**

We are helping states governments to become self-sustainable by end to end consultancy in revenue augmentation for Uttarakhand, Bihar, Jharkhand, Madhya Pradesh and Chhattisgarh.

**Choice  
Matters:  
Impacting  
Tomorrow**



# Investment Banking

Choice Capital Advisors Pvt. Ltd., a **SEBI-registered Category-I Merchant Banker**, specializes in capital market transactions and corporate finance, offering **end-to-end financial solutions from strategy to execution.**

## Key Services

Main Board IPO

SME IPO

Rights Issue

Preferential Issue

Open Offers

## Our USP

- ✓ **Strong deal origination capabilities** backed by deep industry relationships and proactive sourcing
- ✓ **Strict compliance standards** ensuring full regulatory adherence and process transparency
- ✓ **Strong execution capabilities** with end-to-end transaction management across all capital market products
- ✓ Boutique approach combined with the **strength and experience** of a full-service financial institution
- ✓ **Unbiased financial advisory** offering conflict-free, client-centric solutions

# Key Clientele

**Choice**  
The Joy of Earning

 <p><b>VPRPL</b> VISHNU PRAKASH R. PUNGLIA LTD. Engineer, Contractor &amp; Designer</p> <p>IPO-Main Board ₹3,086 Mn</p>	 <p><b>ESPRIT</b> STONES</p> <p>IPO-SME ₹504 Mn</p>	 <p><b>RBS</b> RAMDEVBABA SOLVENT PVT. LTD. ISO 22000:2005 &amp; ISO 9001:2008 Certified Company FSSAI NO. 10013022001589</p> <p>IPO-SME ₹503 Mn</p>	 <p><b>the quint</b></p> <p>Rights Issue ₹1,250 Mn</p>	 <p><b>relipay</b> A BRAND OF RNFI</p> <p>IPO-SME ₹708 Mn</p>	 <p><b>SOLARA</b> Active Pharma Sciences</p> <p>Rights Issue ₹4,500 Mn</p>	 <p><b>Navkar Corporation Ltd</b> Container Freight Stations &amp; Rail Terminals</p> <p>IPO-Advisory ₹6,000 Mn</p>	 <p><b>HGIEL</b> We Make People Move...</p> <p>IPO-Advisory ₹4,620 Mn</p>
 <p><b>* AHIMSA</b> SHRI AHIMSA NATURALS LTD</p> <p>IPO-SME ₹738 Mn</p>	 <p><b>PROSTARM</b> Info System</p> <p>IPO-Main Board ₹1,680 Mn</p>	 <p><b>WINDSOR</b> Partner in Progress</p> <p>Open Offer ₹1,690 Mn</p>	 <p><b>Nazara™</b></p> <p>Open Offer ₹23,820 Mn</p>	 <p><b>utssav</b> CELEBRATIONS FOREVER</p> <p>IPO-SME ₹695 Mn</p>	 <p><b>* NIY</b> NEETU YOSHI LIMITED</p> <p>IPO-SME ₹770 Mn</p>	 <p><b>SHANTI</b> GOLD International Ltd.</p> <p>IPO-Main Board ₹3,601 Mn</p>	 <p><b>ESTD. 1933</b> <b>TILAKNAGAR</b> INDUSTRIES LTD</p> <p>Preferential Issue ₹22,960 Mn</p>
 <p><b>* OPTIVALUS TSK</b> CONSULTING</p> <p>IPO-SME ₹518 Mn</p>	 <p><b>Shringar</b> HOUSE OF MANGALSUTRA</p> <p>IPO-Main Board ₹4,010 Mn</p>	 <p><b>* GCC</b></p> <p>IPO-SME ₹1,002 Mn</p>	 <p><b>ADVANCE</b> AGROLIFE LIMITED</p> <p>IPO-Main Board ₹1,929 Mn</p>	 <p><b>* Clear Secured Services Ltd.</b> ISO</p> <p>IPO-SME ₹856 Mn</p>	 <p><b>* ACMPL</b></p> <p>IPO-SME ₹710 Mn</p>		

\* Acted as an Underwriter to the Issue

# IPO Performance Highlights

IPO Name	Platform	Fund Raised (₹ Mn)	Subscription (x)	Issue Price	Listing Date	Listing Price	#High Price	Listing Gain %	Highest Return %
*Ashwini Containers Movers Ltd	SME	710	1.70x	₹142	19-12-25	₹147	₹168	4%	18%
*Clear Secured Services Ltd	SME	856	8.83x	₹132	08-12-25	₹119	₹163	-10%	23%
Advance Agrolife Pvt. Ltd.	Main Board	1,929	56.90x	₹100	08-10-25	₹114	₹154	14%	54%
Shringar House of Mangalsutra Ltd.	Main Board	4,010	60.31x	₹165	17-09-25	₹189	₹251	15%	52%
*Optivalue Tech Consulting Ltd.	SME	518	64.45x	₹84	10-09-25	₹104	₹108	24%	29%
*Goel Construction Company Ltd.	SME	1,002	124.34x	₹263	09-09-25	₹303	₹382	15%	45%
Shanti Gold International Ltd.	Main Board	3,601	80.78x	₹199	01-08-25	₹229	₹274	15%	38%
*Neetu Yoshi Ltd.	SME	770	128.18x	₹75	04-07-25	₹105	₹149	40%	99%
Prostram Info system Ltd.	Main Board	1,680	97.20x	₹105	03-05-25	₹125	₹253	19%	141%
*Shri Ahimsa Naturals Ltd.	SME	738	62.71x	₹119	02-04-25	₹140	₹280	18%	135%
Utsav CZ Gold Jewels Ltd.	SME	695	47.58x	₹110	07-08-24	₹110	₹315	0%	186%
RNFI Services Ltd.	SME	708	221.49x	₹105	29-07-25	₹199	₹404	90%	285%
Espirit Stones Ltd.	SME	504	185.82x	₹87	02-08-24	₹93	₹159	7%	83%
Ramdev Baba Solvent Ltd.	SME	503	126.21x	₹85	23-04-24	₹112	₹150	32%	76%
Vishnu Prakash R Punglia Ltd.	Main Board	3,086	87.82x	₹99	05-09-23	₹165	₹346	67%	249%

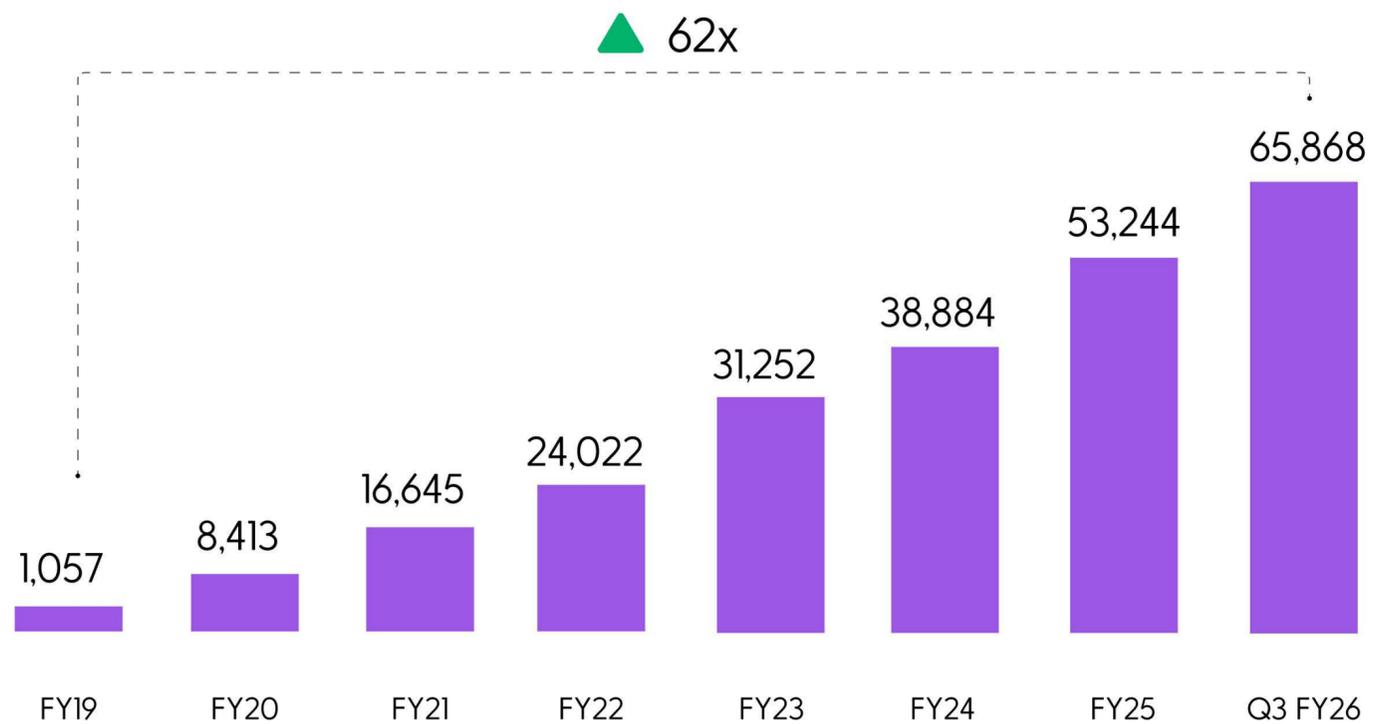
\*Acted as an Underwriter to the Issue

#As on 30th January 2026

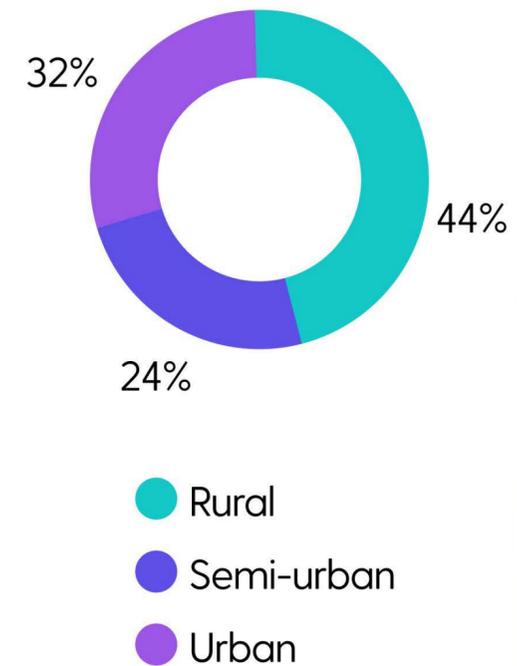
# Choice Connect

Empowering individual agents to become financial advisers with the help of proprietary engine, engaging trainings and digital execution of services

## No. of Choice Business Associates (CBAs)

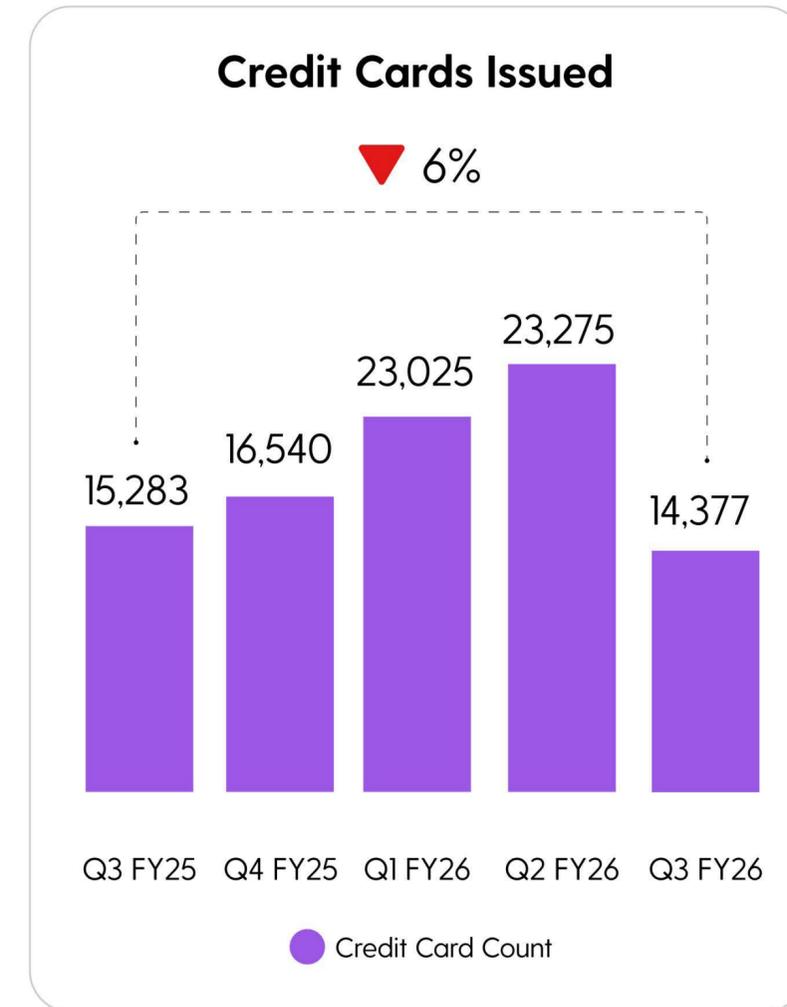
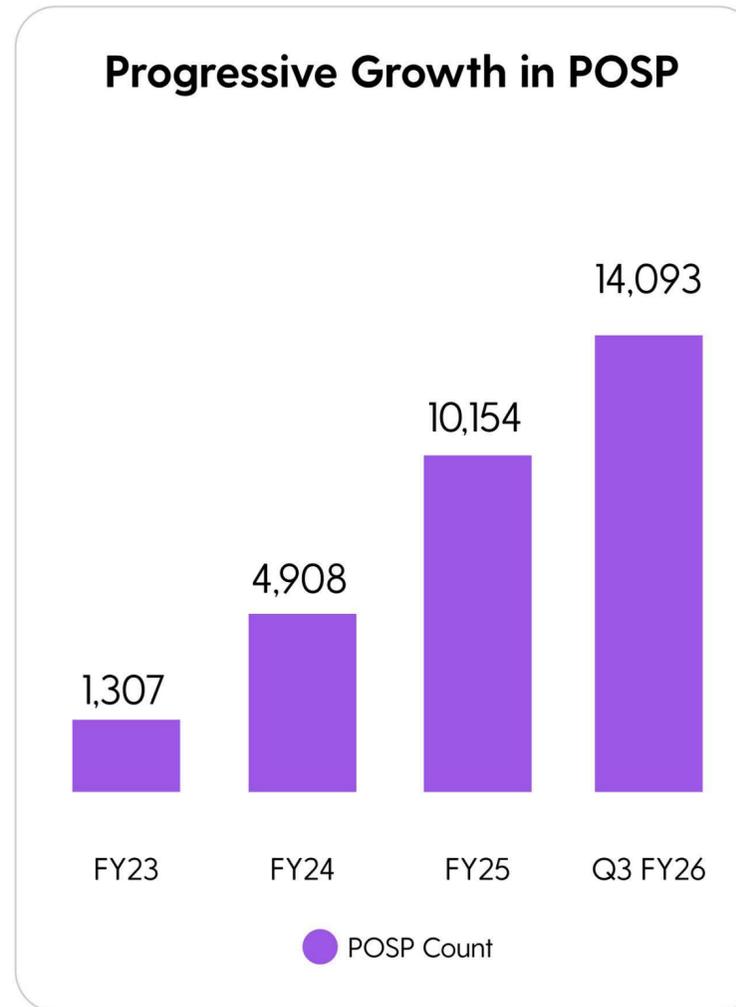
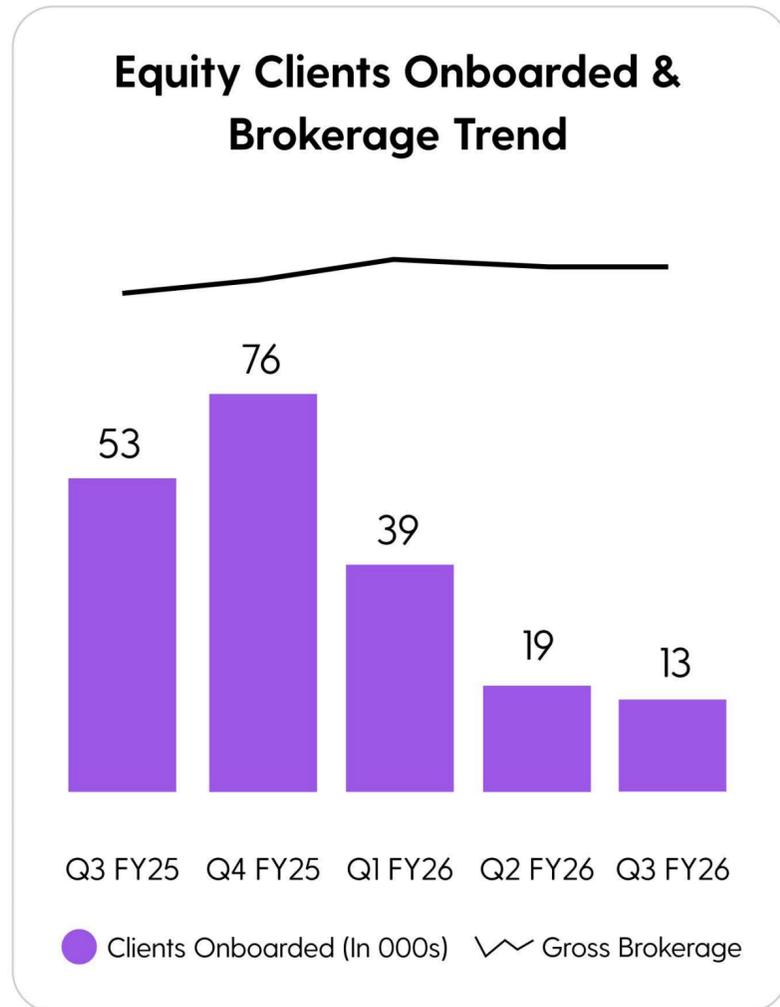


## Expanded Reach in Unserved and Underserved Areas



## Array Of Financial Products For CBAs





**254K+**

No. of Business Leads generated by CBAs

**320+**

CBA Trainings Conducted during the Quarter

**6.6K+**

CBAs Trained

**6.9K+**

CBAs received Payouts

# Consolidated Financial Performance - Quarterly

Particulars (₹ Lakhs)	Q3 FY26	Q3 FY25	Y-o-Y Growth (%)	Q2 FY26	Q-o-Q Growth (%)
Revenue from Operations	30,336	20,934	44.91%	27,443	10.54%
Other Income	524	214	144.86%	967	(45.81)%
<b>Total Income</b>	<b>30,860</b>	<b>21,148</b>	<b>45.92%</b>	<b>28,410</b>	<b>8.62%</b>
EBITDA	11,701	6,169	89.67%	9,898	18.22%
EBITDA Margin	37.92%	29.17%		34.84%	
EBIT	11,388	5,961	91.04%	9,502	19.85%
EBIT Margin	36.90%	28.19%		33.45%	
PBT	9,240	4,331	113.35%	7,441	24.18%
PBT Margin	29.94%	20.48%		26.19%	
<b>PAT</b>	<b>6,562</b>	<b>3,074</b>	<b>113.47%</b>	<b>5,646</b>	<b>16.22%</b>
<b>PAT Margin</b>	<b>21.26%</b>	<b>14.54%</b>		<b>19.87%</b>	

# Consolidated Financial Performance - Quarterly

**Choice**  
The Joy of Earning

Particulars (₹ Lakhs)	Q3 FY26	Q3 FY25	Y-o-Y Growth (%)	Q2 FY26	Q-o-Q Growth (%)
Revenue from Operations	30,336	20,934		27,443	
Other Income	524	214		967	
<b>Total Income</b>	<b>30,860</b>	<b>21,148</b>	<b>45.92%</b>	<b>28,410</b>	<b>8.62%</b>
Employee Benefit Expenses	8,758	6,551		7,722	
Finance Costs	2,148	1,630		2,060	
Depreciation and Amortisation Expenses	313	208		397	
Administrative and other Expenses	10,401	8,428		10,790	
<b>Total Expense</b>	<b>21,620</b>	<b>16,817</b>	<b>28.55%</b>	<b>20,969</b>	<b>3.10%</b>
<b>PBT</b>	<b>9,240</b>	<b>4,331</b>	<b>113.39%</b>	<b>7,441</b>	<b>24.18%</b>
Tax Expenses	2,678	1,257		1,795	
<b>PAT</b>	<b>6,562</b>	<b>3,074</b>	<b>113.54%</b>	<b>5,646</b>	<b>16.22%</b>
Other Comprehensive Income	(131)	168		(166)	
<b>Total Comprehensive Income</b>	<b>6,431</b>	<b>3,242</b>		<b>5,480</b>	

# Consolidated Financial Performance - 9 Months

Particulars (₹ Lakhs)	9M FY26	9M FY25	Y-o-Y Growth (%)
Revenue from Operations	81,242	65,738	
Other Income	1,824	924	
<b>Total Income</b>	<b>83,066</b>	<b>66,662</b>	<b>24.61%</b>
Employee Benefit Expenses	23,479	20,304	
Finance Costs	6,320	4,451	
Depreciation and Amortisation Expenses	989	573	
Administrative and other Expenses	29,308	26,600	
<b>Total Expense</b>	<b>60,096</b>	<b>51,928</b>	<b>15.73%</b>
<b>PBT</b>	<b>22,970</b>	<b>14,734</b>	<b>55.90%</b>
Tax Expenses	5,965	3,815	
<b>PAT</b>	<b>17,005</b>	<b>10,919</b>	<b>55.74%</b>
Other Comprehensive Income	(154)	354	
<b>Total Comprehensive Income</b>	<b>16,851</b>	<b>11,273</b>	

# Board Members

Board with extensive experience across businesses



Mrs. Vinita Patodia  
Non- Executive Chairperson



Mr. Kamal Poddar  
Managing Director



Mr. Suyash Patodia  
Joint Managing Director



Mr. Arun Poddar  
Executive Director & CEO



Mr. Ajay Kejriwal  
Executive Director



Mr. Subodh Kumar Agarwal  
Independent Director



Mr. A.K. Thakur  
Independent Director



Ms. Sudha Bhushan  
Independent Director



Mr. Sandeep Singh  
Independent Director



Mr. Kanhaiya Lal Berwal  
Independent Director



Mr. Sobhag Mal Jain  
Independent Director



Mr. Raj Kumar  
Independent Director

Investment Committee

Finance Committee

Securities Committee

CSR Committee

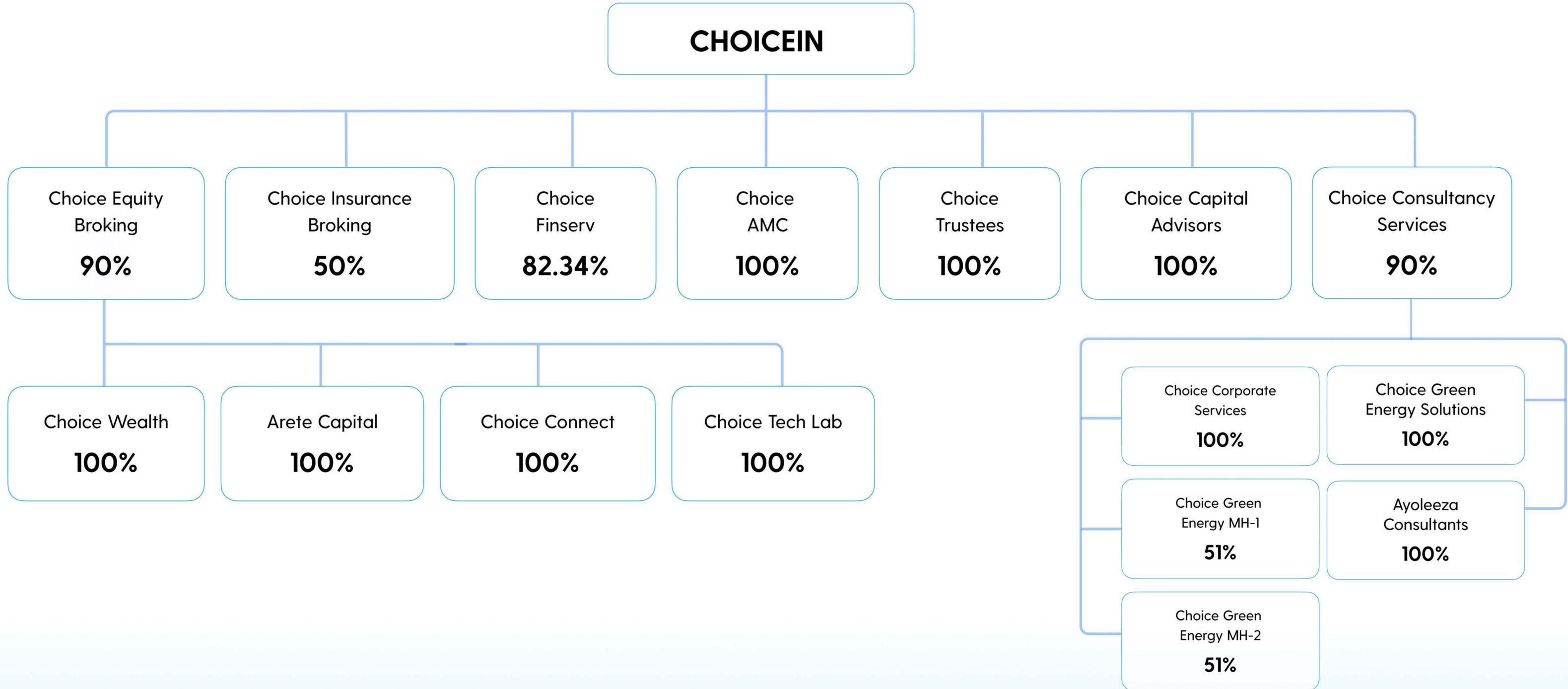
Audit Committee

Stakeholder Relationship Committee

Nomination & Remuneration Committee

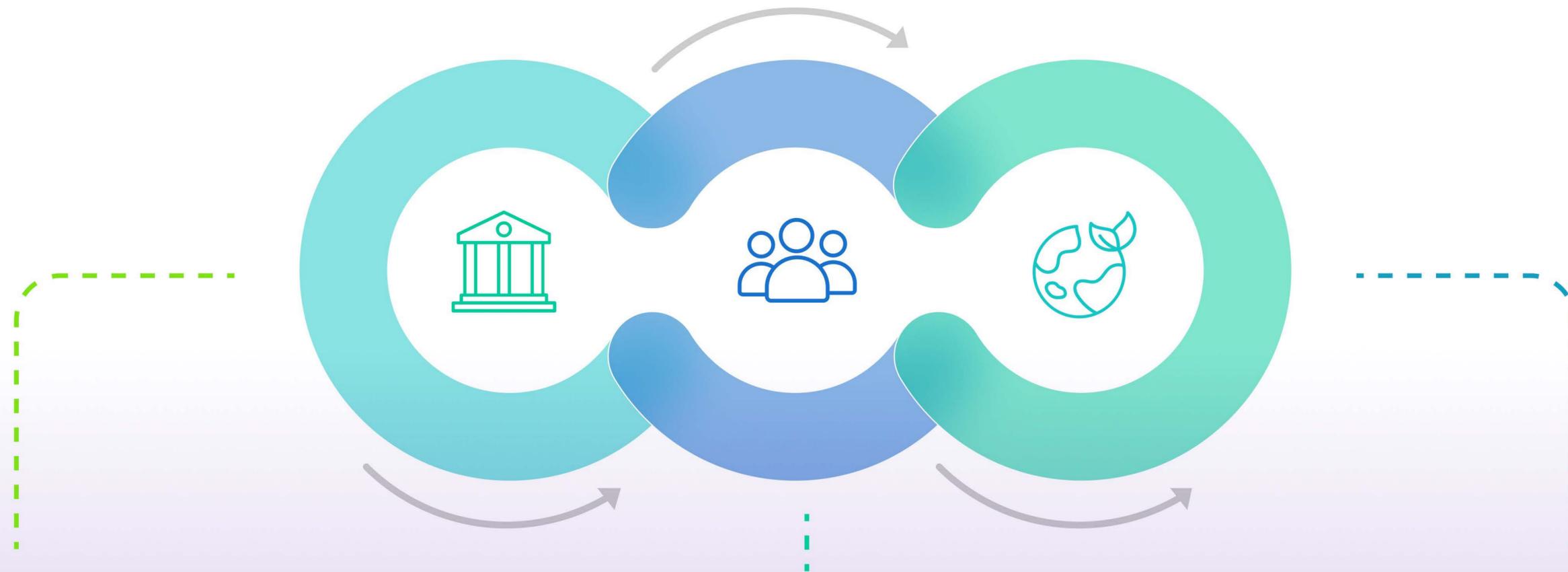
Risk Committee

# Entity Structure



\*Entity Structure as of 31st December 2025

# Environmental, Social and Governance



## Environment

- Conducting operations in energy efficient manner by operating in green or environmentally friendly offices i.e. offices which are LEED or BREEAM certified among others.
- Adopting policies to mitigate the company's carbon emissions and to reduce overall energy usage and waste management.

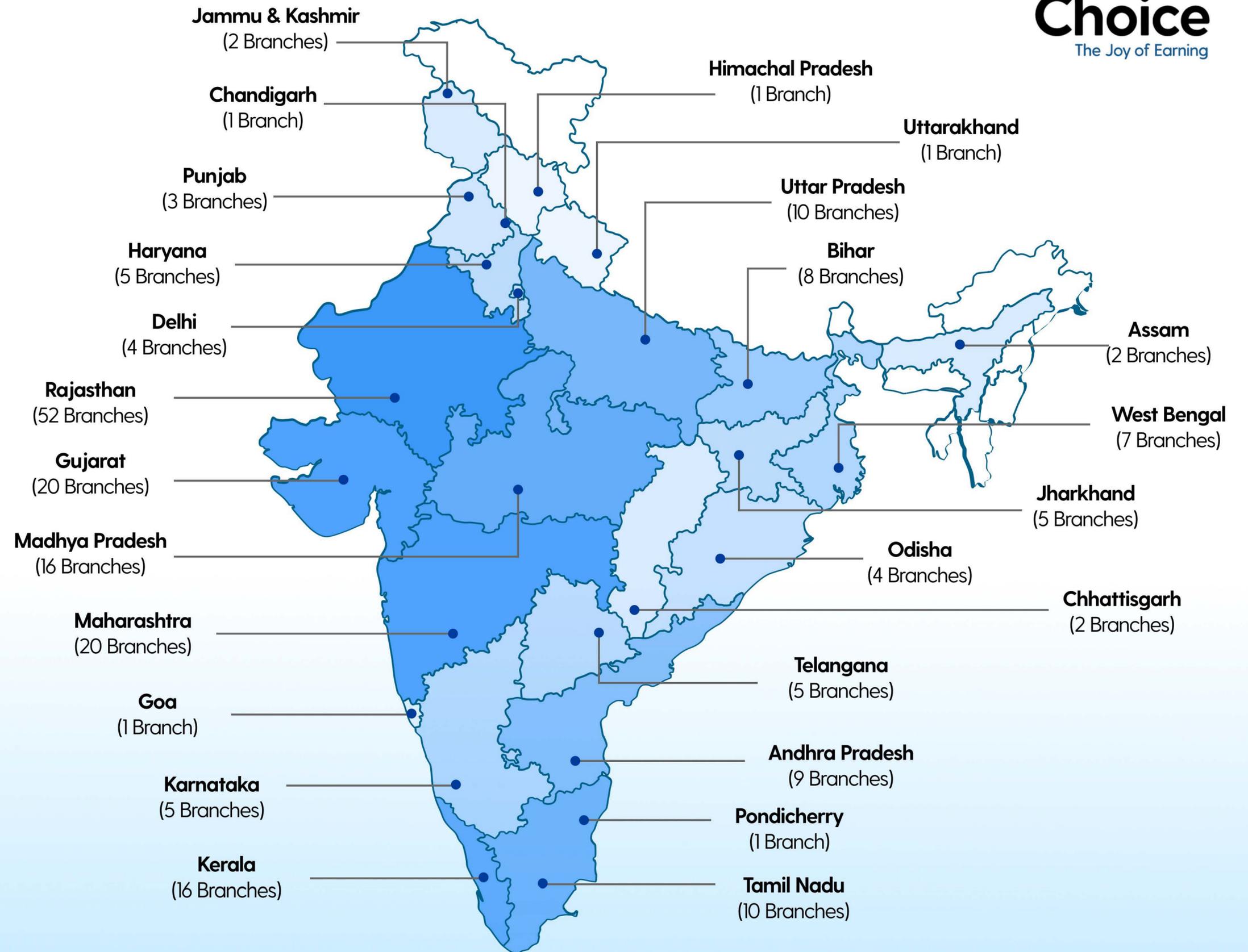
## Social

- Providing and facilitating access to products and services for the visually impaired/physical disability customers.
- Disclosure of its environmental and social performance in the public domain and mapping it with UNSDG.

## Governance

- Well-established Financial services business. Implementing anti-bribery management system.
- Improving equal opportunity practices by increasing participation of women & people with disabilities in its workforce.

# Geographical Presence



**Mumbai**  
Head Office

**210**

Branch  
Offices

**47**

Project  
Offices

**25**

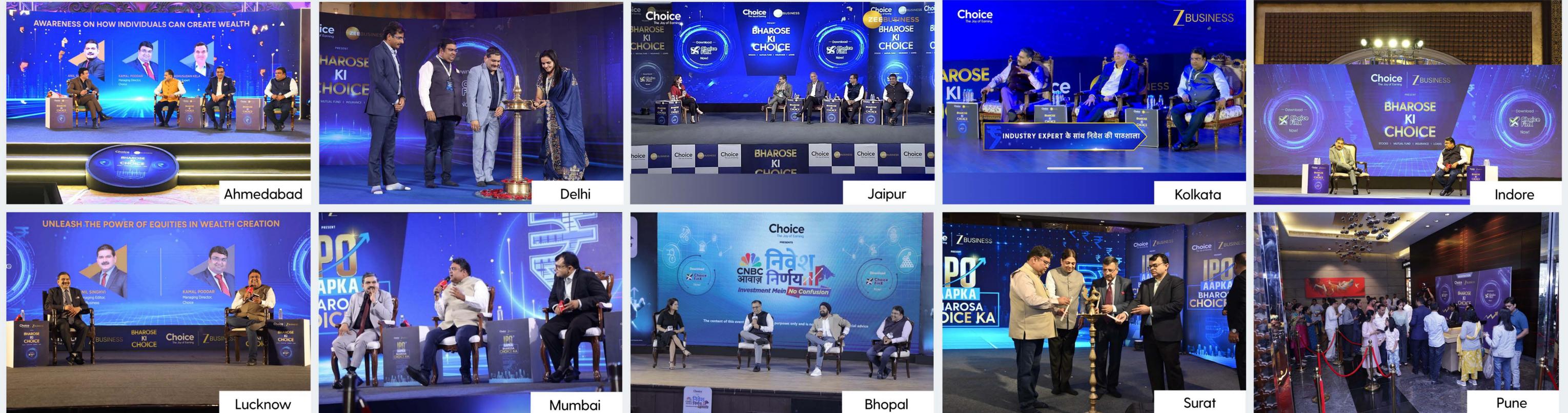
States  
& UT

# Media Presence



Extensive coverage by Television, Digital, Print and Social Media

## Offline Events



## News and Print Media



## Social Media Presence

@ChoiceHQ  
3,56,597 Followers

@ChoiceHQ  
3,28,775 Followers

@ChoiceHQ\_Social  
17,405 Followers

@Choicehq\_Social  
50,619 Followers

@Choice-hq  
30,340 Followers

Q3 FY26  
**350**  
Hours on various TV channels covering Choice & our Analyst

# Membership and Certifications

Registered across exchanges in India

## Memberships and Registrations



## Certifications



## Auditors

**MSKA & Associates**  
Chartered Accountants

- A Member firm of BDO

# Disclaimer

Certain statements in this presentation concerning our future growth prospects are forward looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward-looking statements.

The company's results may be affected by factors including, but not limited to, the risks and uncertainties in research and development; competitive developments; regulatory actions; the extent and duration of the effects of the COVID-19 pandemic; litigation and investigations; business development transactions; economic conditions; and changes in laws and regulations.

Choice International will not be responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

**For further information, please contact**

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Sunil Patodia Tower, J B Nagar, Andheri East,

Mumbai - 400 099

**Ayush Sharma**

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**THANK YOU**

