

REF: CIL/CC/09/2025-26

April 22, 2025

To, The Department of Corporate Services, The BSE Limited, P. J. Towers, Dalal Street, Mumbai- 400 001 Scrip Code: 531358	To, The Department of Corporate Services, The NSE Limited 5 th Floor, Exchange Plaza Plot No. C/ 1, G Block, Bandra – Kurla Complex, Bandra (East), Mumbai – 400 051 Scrip Code: CHOICEIN
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Sub: Press Release for the Quarter and Financial Year ended March 31, 2025

Dear Sir/ Madam,

Please find enclosed the Press Release on the Audited Financial Results for the Quarter and Financial Year ended March 31, 2025.

Kindly take the above document on your record.

Thanking You,

Yours Truly,

For Choice International Limited



Karishma Shah
(Company Secretary & Compliance Officer)



“Choice International Delivers Strong Financial Performance Reports FY25 Revenue Growth of 21% YoY, Reaching Rs. 922 Cr”

Mumbai, India, April 22, 2025: Choice International Limited (BSE: 531358, NSE: CHOICEIN), one of the leading financial services companies operating across India (“CIL”, “Choice” or the “Company”), announces its results for quarter and year ending March 31st, 2025.

Consolidated Financial Performance for Q4 FY25 v/s Q4 FY24

- Total Revenue of Rs. 255 Cr v/s. Rs. 216 Cr [\uparrow 18%]
- EBITDA of Rs. 98 Cr v/s. Rs. 69 Cr [\uparrow 42%]. EBITDA Margins of 38.54% v/s 32.05%
- PAT of Rs. 53 Cr v/s. Rs. 39 Cr [\uparrow 36%]. PAT Margins of 20.98% v/s 18.21%

Consolidated Financial Performance for FY25 v/s FY24

- Total Revenue of Rs. 922 Cr v/s. Rs. 759 Cr [\uparrow 21%]
- EBITDA of Rs. 296 Cr v/s. Rs. 228 Cr [\uparrow 30 %]. EBITDA Margins of 32.10% v/s 30.00%
- PAT of Rs. 163 Cr v/s. Rs. 131 Cr [\uparrow 24 %]. PAT Margins of 17.65% v/s 17.23%
- Revenue contribution of 62% from Stock Broking, 26% Advisory and 12% NBFC

Key Business Highlights

- Number of Demat Accounts stood at 10.86L, a growth of 28% YoY
- AUM for Stock Broking stood at Rs. 41.1K Cr, a staggering growth of 16% YoY
- AUM for Wealth Products stood at Rs. 5,577 Cr, surge of 793% YoY
- Insurance premium generated of Rs. 93 Cr, an increase of 49% YoY
 - Number of policies sold stood at 52,317, a surge of 259% YoY
- Total Loan book for NBFC segment at the end of Q4 FY25 stood at Rs. 768 Cr
 - Retail Loan Book for Q4 FY25 stood at Rs. 629 Cr
 - Net Non-Performing assets (NNPA) as on 31st March, 2025 is 0.83%
- Advisory segment Order book stood at Rs. 501 Cr

Commenting on the Q4 & FY25 performance Mr. Kamal Poddar, Managing Director said:

India's capital markets reached a new milestone in FY25 with demat accounts hitting a record 192.4 million driven by an unprecedented 41.1 million new additions, the highest ever in a single year. This surge underscores growing retail investor confidence in equities, supported by progressive regulations. In view of this growth, Choice reported revenue of Rs. 255 Cr for Q4 FY25. For the full year, revenue stood at Rs. 922 Cr, with EBITDA and PAT at Rs. 296 Cr and Rs. 163 Cr, respectively. This performance highlights our resilience in navigating market challenges and reaffirm our commitment to building a strong, sustainable growth trajectory.

Choice delivers across all key business segments:

- I) The broking and distribution business, contributing 62% to our total revenue, registered a YoY growth of 2%, generating Rs. 129 Cr in revenue during Q4 FY25
 - a. Our stock broking business added over 87000 new demat accounts during the quarter, bringing the total to 10.86L. This growth reflects our focused efforts on user retention and strategic expansion into Tier III cities and beyond.
 - b. The Wealth Product business achieved an AUM of Rs. 5,577 Cr, reflecting a remarkable 793% YoY growth. This performance was led by an integrated sales approach and a comprehensive product offering.
- II) Our insurance broking business continues to build strong momentum, underpinned by a customer-centric approach. In Q4 FY25, Choice Insurance Broking reported a premium of Rs. 93 Cr, marking a solid 49% YoY growth. The number of policies sold surged to 52,317, representing an impressive 259% increase YoY. Our strategic emphasis on corporate B2B and institutional clients has led to a notable improvement in our conversion rate, which now stands at a commendable 84%.
- III) Our NBFC business, contributing 12% to total revenue, is gaining strong traction with a loan book of Rs. 768 Cr, including Rs. 629 Cr from retail lending. Rising credit demand in Tier II and III cities, coupled with a focus on retail loans and the digital push via the 'Choice Money' app, has driven operational efficiency and revenue growth.
- IV) Choice Consultancy, the cornerstone of our Advisory business and contributor of 26% to total revenues, holds a strong order book of Rs. 501 Cr. Our focus on impactful grassroot-level government projects has driven successful execution and a steady flow of new mandates.

The Choice Business Associate (CBA) Network continues to expand steadily, now comprising over 53,000 CBAs who play a pivotal role in extending our reach. This growth is driven by rising financial literacy, especially in underdeveloped regions, aligning seamlessly with our broader mission of promoting financial inclusion across the country.

During the quarter, Choice Group acquired Arete Capital Services Pvt. Ltd., which boosted its AUM from ₹1,090 Cr to ₹5,577 Cr. This strategic acquisition enhances Choice Broking's position in wealth management and investment advisory, expanding its capabilities to better serve HNIs and institutional clients.

As we close the year on a strong note, our commitment at Choice International remains unwavering: to empower communities through tailored financial solutions that deliver consistent returns while prudently managing risk.

By deeply understanding our clients' unique needs, we aim to offer services that are both impactful and responsible, helping them achieve their financial aspirations. Guided by our aspiration to be "सर्वश्रेष्ठ", we are well-positioned to navigate challenges, harness opportunities, and create long-term value for all our stakeholders.

About Choice International

Headquartered in Mumbai, Choice Group is a decade old organization, engaged in providing diversified services on finance, engineering and consulting activities. Choice has its membership and registration with SEBI, RBI, NSE, BSE, MCX, NCDEX, AMFI and depository participant with CDSL & NSDL. An end-to-end financial conglomerate, the group has over the past decade expanded massively to become a holistic financial services firm with ground breaking technologies and innovative methodologies to serve its clients. Choice is among top 20 brokers with pan India presence with over 13 lakhs+ clients and over 53,000 trained business associates. For more information, please visit <https://choiceindia.com/>

For further information, kindly contact:

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Disclaimer

Certain statements in this communication may be 'forward looking statements' within the meaning of applicable laws and regulations. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. Important developments that could affect the Company's operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations. Choice International Limited (CIL) will not be in any way 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.