



EARNINGS UPDATE-Q4 FY17 AND FY17



Geojit - Overview

- Geojit is one of the leading investment services company in India with a strong presence in Middle East
- Established in 1987, it has over **30 years** of in-depth experience in the Indian Capital Market
- Has Rs.32,379 Cr as Assets under Custody & Management, 8,65,000 clients and 511 offices
- First broker to introduce Internet Trading in India in 2000 and Mobile Trading in 2010
- Currently around 60%+ of retail trading volumes are done via the Internet by Branches (including mobile app)
- Has Retail Brokerage B2B partnership with 6 leading banks

*Please note: The figures are as on 31 March 2017
All Figures are in INR*





GEOJIT PRODUCTS AND SERVICES



Geojit's range of products and services

- Equities
- Derivatives
- Currency Futures and Options
- Portfolio Management Services
- Margin Trading
- Loan against Shares
- Custody Accounts
- Distribution of: Mutual Funds, Fixed Deposits, Life Insurance, General Insurance
- Financial planning
- Multichannel service: Branch offices, Internet, Call Centre (via toll free number) & Mobile
- Offer clients an advanced trading platform-Selfie. Developed in-house, it offers clients unmatched features
- Reputed for transparent processes and brokerage structure
- Corporate governance with unblemished record of compliance and the lowest percentage of unresolved Customer Grievances

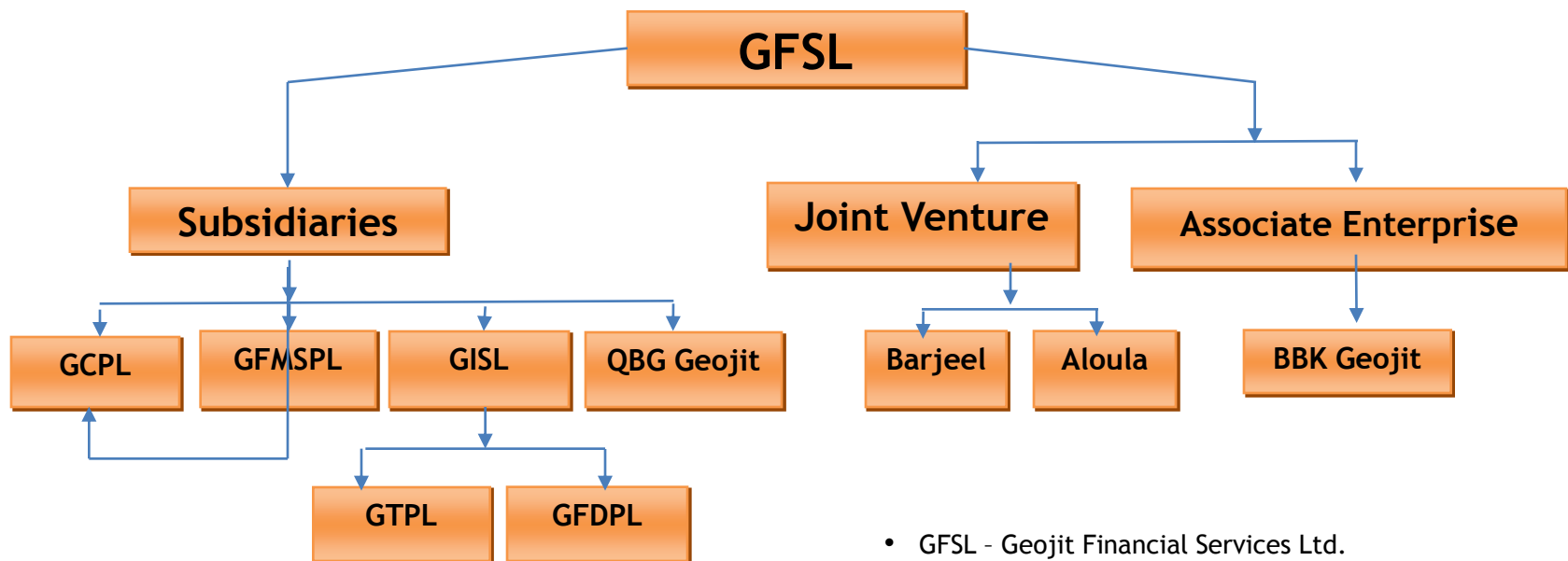




GEOJIT GROUP STRUCTURE



Geojit Group Structure



- GFSL - Geojit Financial Services Ltd.
- GCPL - Geojit Credits (P) Ltd.
- GFMSPL - Geojit Financial Management Services (P) Ltd.
- GISL - Geojit Investment Services Ltd.
- GFDPL - Geojit Financial Distribution (P) Ltd.
- GTPL - Geojit Technologies (P) Ltd.
- Aloula - Aloula Geojit Capital Co.
- QBG Geojit - QBG Geojit Securities LLC
- BBK Geojit - BBK Geojit Securities KSC
- Barjeel - Barjeel Geojit Securities





EARNING UPDATES AND KEY BUSINESS FIGURES - Q4 2017 AND FY2017



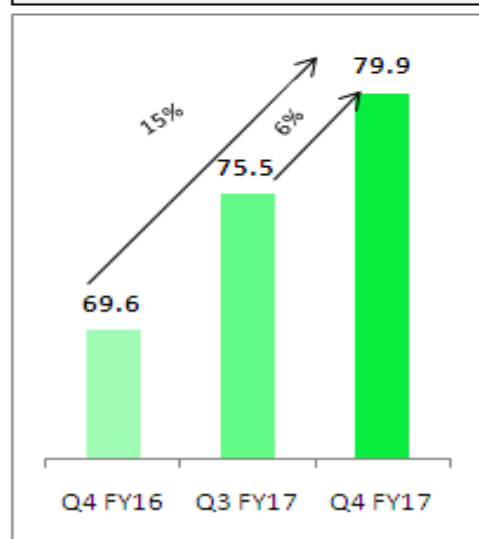
EARNING UPDATES

Consolidated Financials

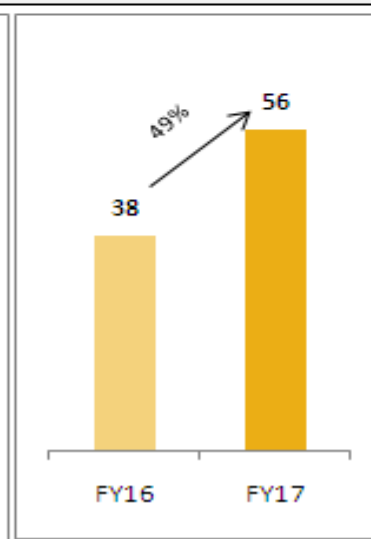
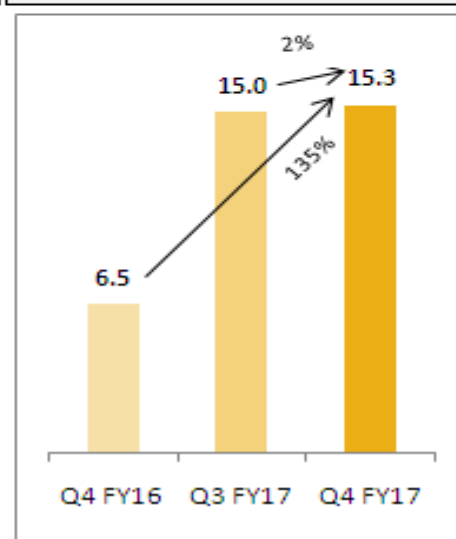
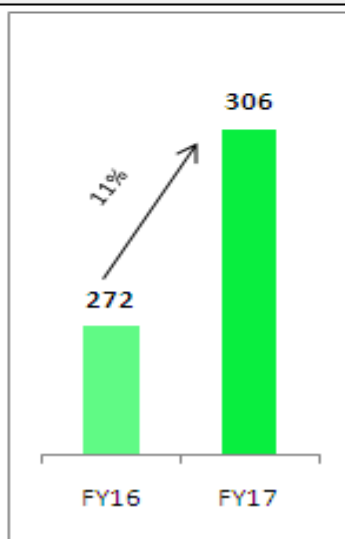
Amount in Crores

	Q4 FY16	Q3 FY17	Q4 FY17	Q4 FY17 vs	Q4 FY17 vs	FY16	FY17	FY17 vs FY16
Operational income	61.83	66.96	70.87	15%	6%	246	274	11%
Other income	7.72	8.54	8.99	17%	5%	26	32	23%
Total Income	69.55	75.51	79.86	15%	6%	272	306	12%
Total Expenses	60.47	51.72	54.98	-9%	6%	210	214	2%
Profit before tax	9.08	23.79	24.88	174%	5%	62	91	47%
Profit after tax	6.51	14.96	15.29	135%	2%	38	56	49%

Total income in Crores

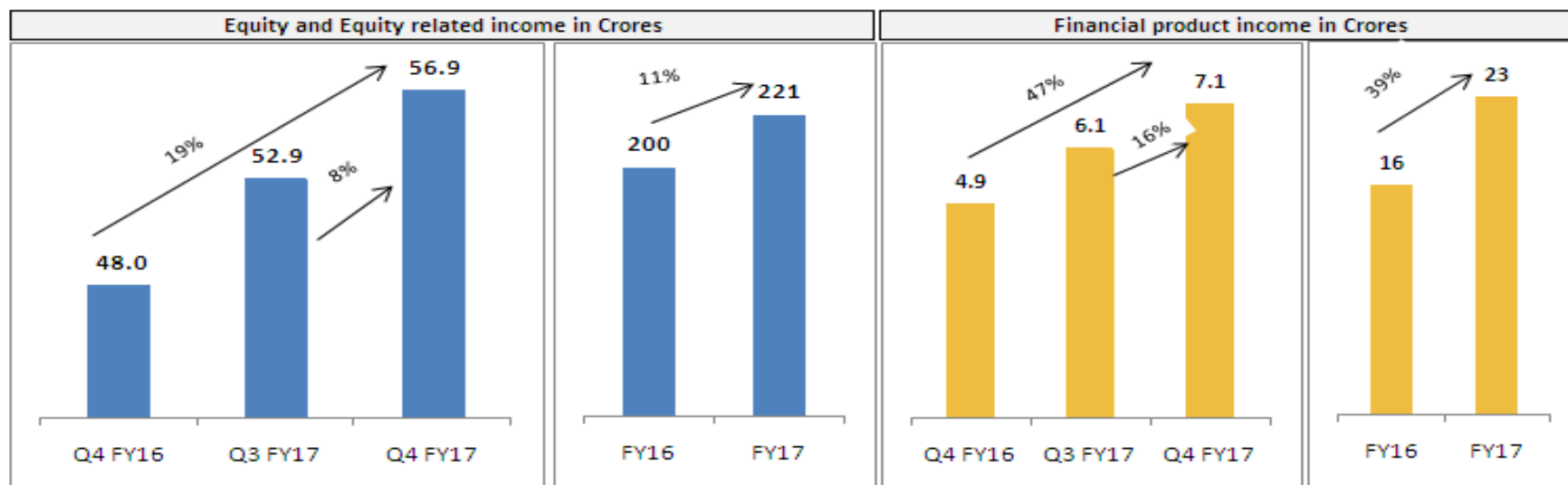


Profit after tax in Crores



Consolidated Financials - Product wise Revenue

	Q4 FY16	Q3 FY17	Q4 FY17	Q4 FY17 vs Q4FY16	Q4 FY17 vs Q3FY17	Amount in Crores		
						FY16	FY17	FY17 vs FY16
Equity and Equity related	48.02	52.89	56.91	19%	8%	200	221	11%
Financial Product income	4.86	6.14	7.14	47%	16%	16	23	39%
Software Income	5.49	4.83	3.92	-28%	-19%	19	20	5%
Other Operating income	3.47	3.10	2.89	-17%	-7%	11	11	-5%
Total Operational income	61.83	66.96	70.87	15%	6%	246	274	11%
Other non operational Income	7.72	8.54	8.99	17%	5%	26	32	23%
Total income	69.55	75.51	79.86	15%	6%	272	306	12%



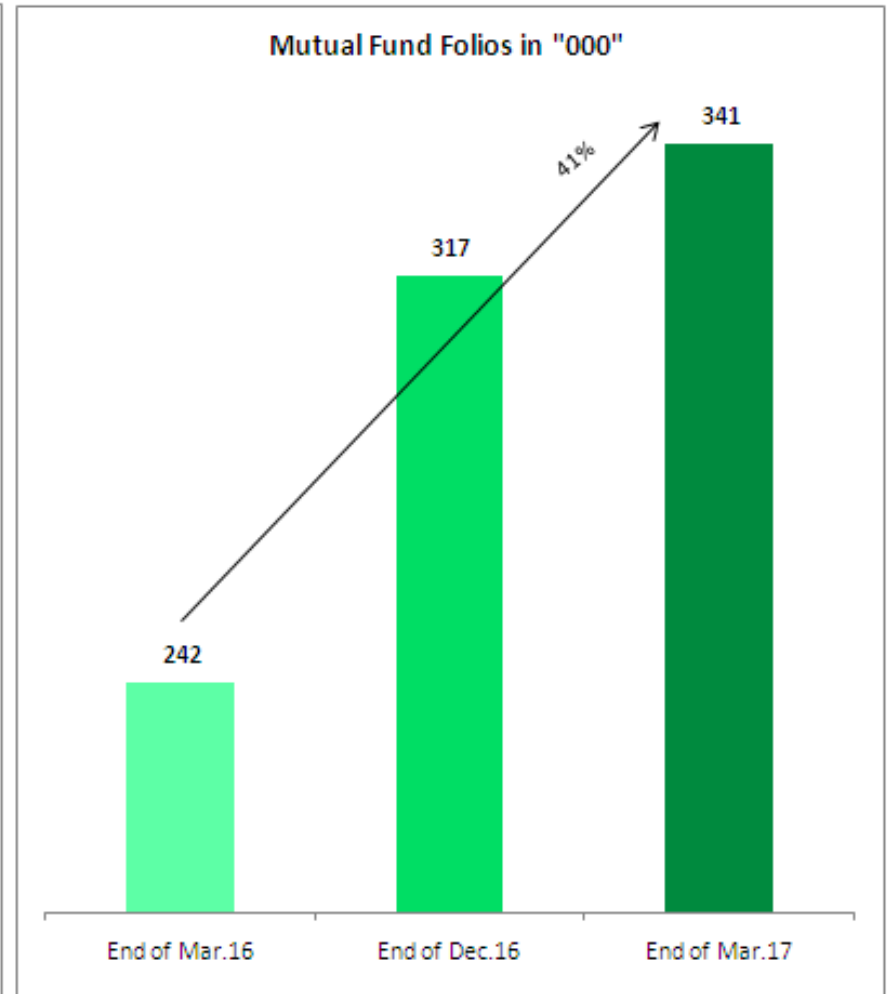
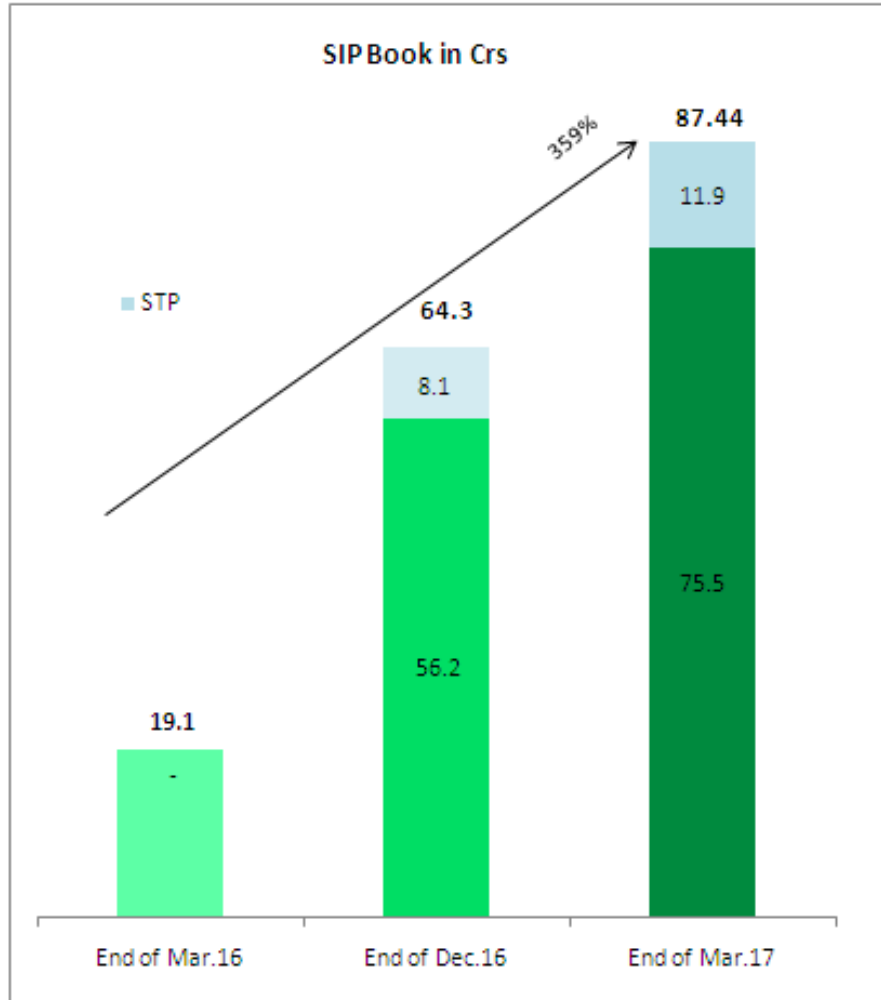
Equity and Equity related income includes Brokerage income, income from depository services, and Margin funding

PMS income regrouped, earlier considered in equity and equity related income now regrouped under Other operational income

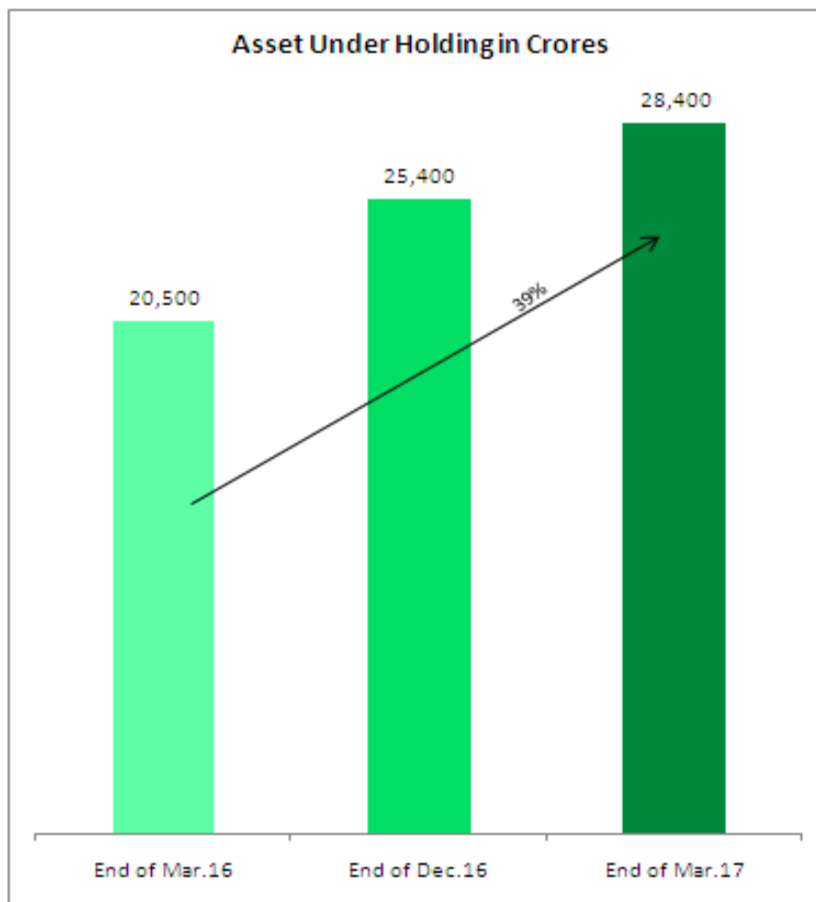
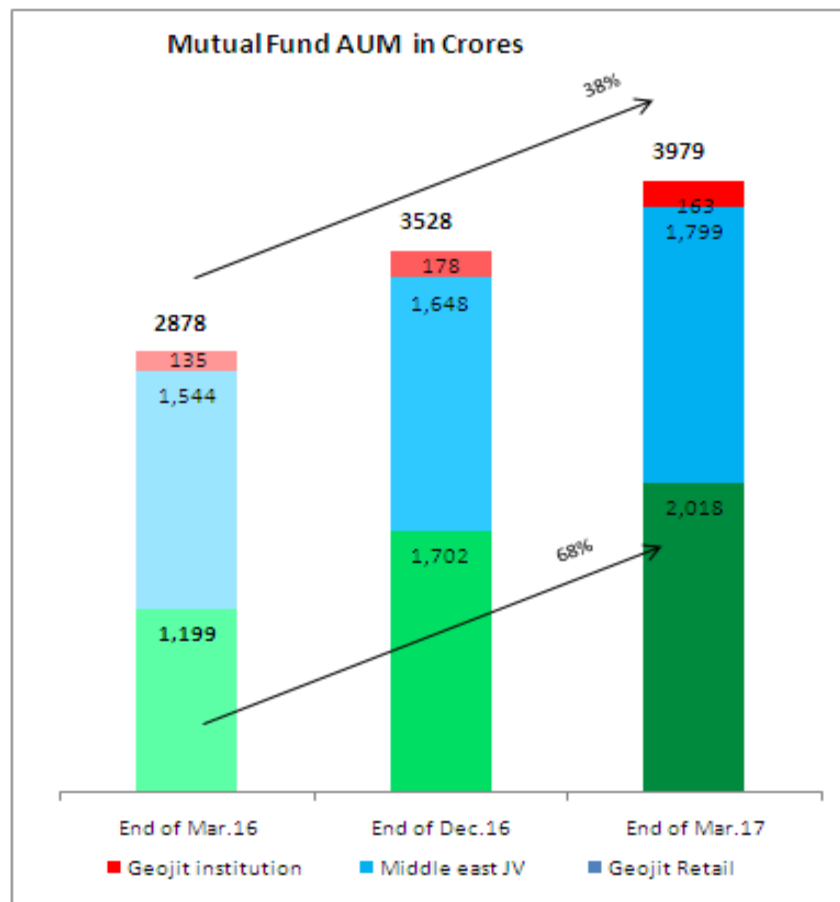


KEY BUSINESS FIGURES

SIP Book & Total Mutual fund folios



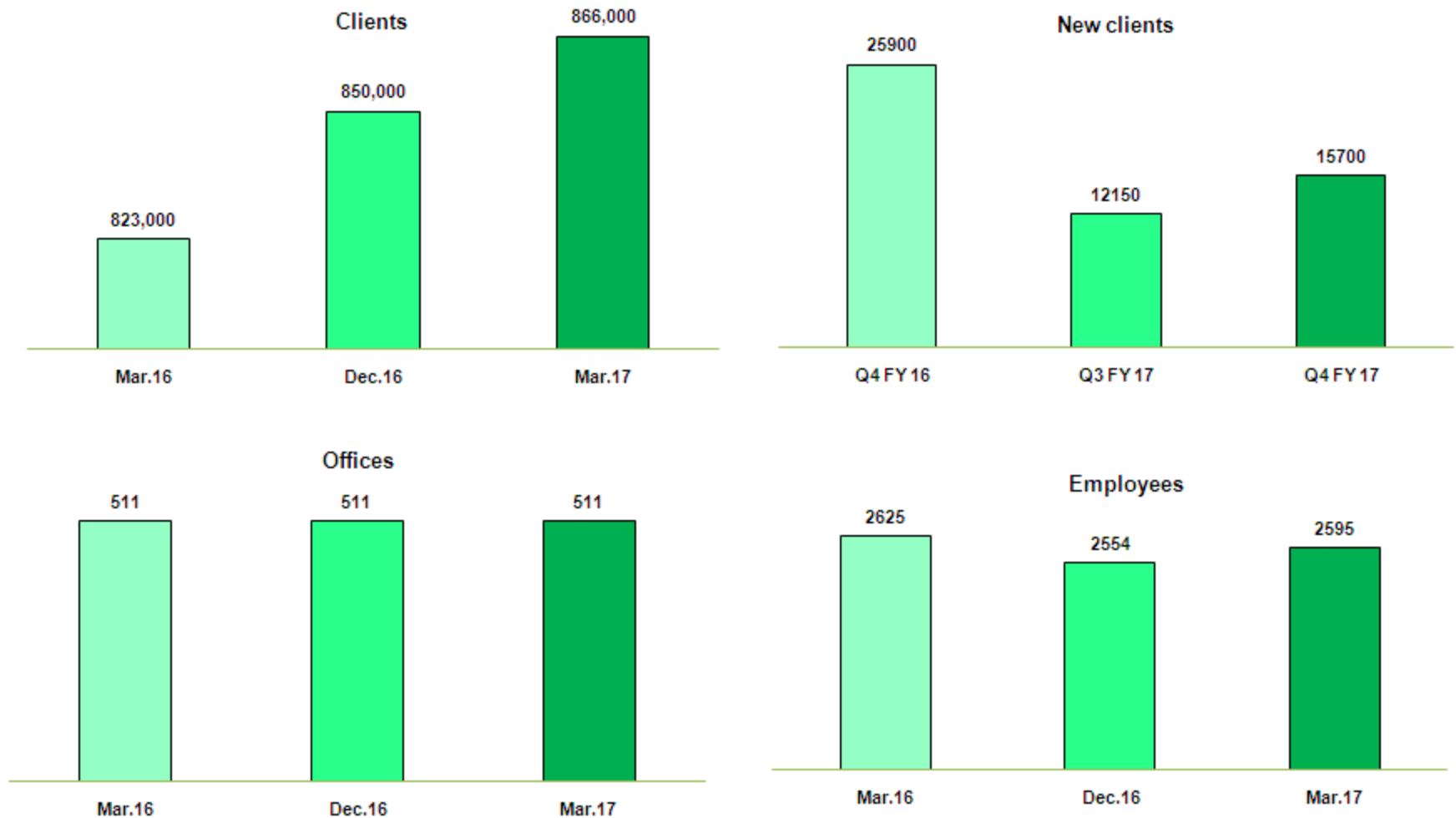
Mutual fund AUM & Asset under holding



Significant growth in Geojit retail AUM mainly due to increase in SIP Business
Asset Under holding includes only Equity DP holding



Clients, Office & Employee count

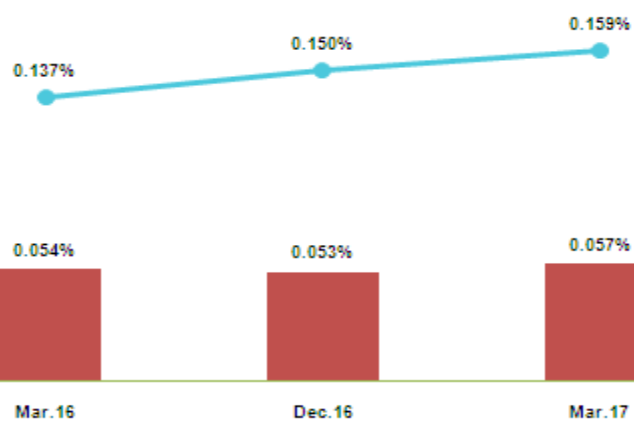
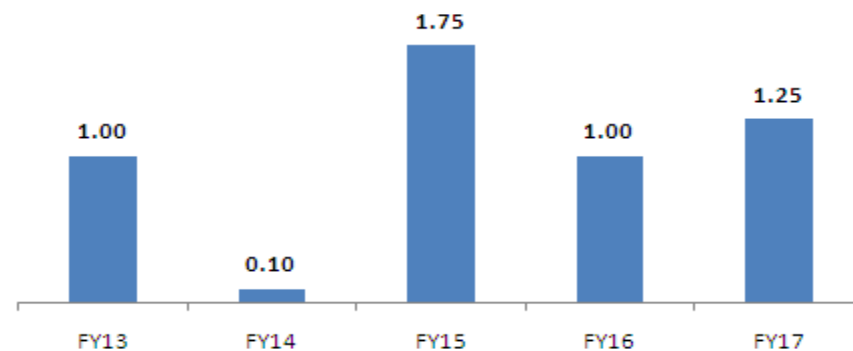


Market capitalisation, DPS & Yield

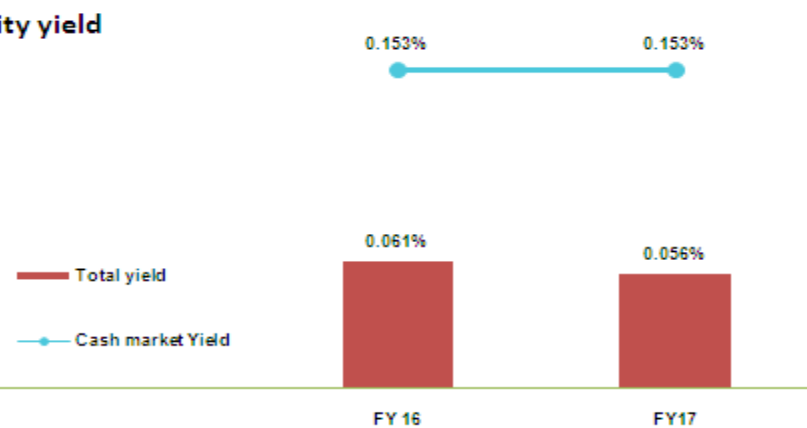
Geojit market capitalisation in crores



Dividend per share



Equity yield





GEOJIT'S NATIONAL PRESENCE



National Presence

- Andhra Pradesh
- Chandigarh (UT)
- Goa
- Gujarat
- Haryana
- Jammu & Kashmir
- Jharkhand
- Karnataka
- Kerala
- Madhya Pradesh
- Maharashtra
- New Delhi
- Orissa
- Pondicherry (UT)
- Punjab
- Rajasthan
- Tamil Nadu
- Telengana
- Uttar Pradesh
- Uttarakhand
- West Bengal



Geojit network is mostly composed of branches (64%) including 9 offices in Gulf countries. Has a strong presence in South India (70% of the total and 45% of which is located in Kerala).





GEOJIT'S MIDDLE EAST PRESENCE



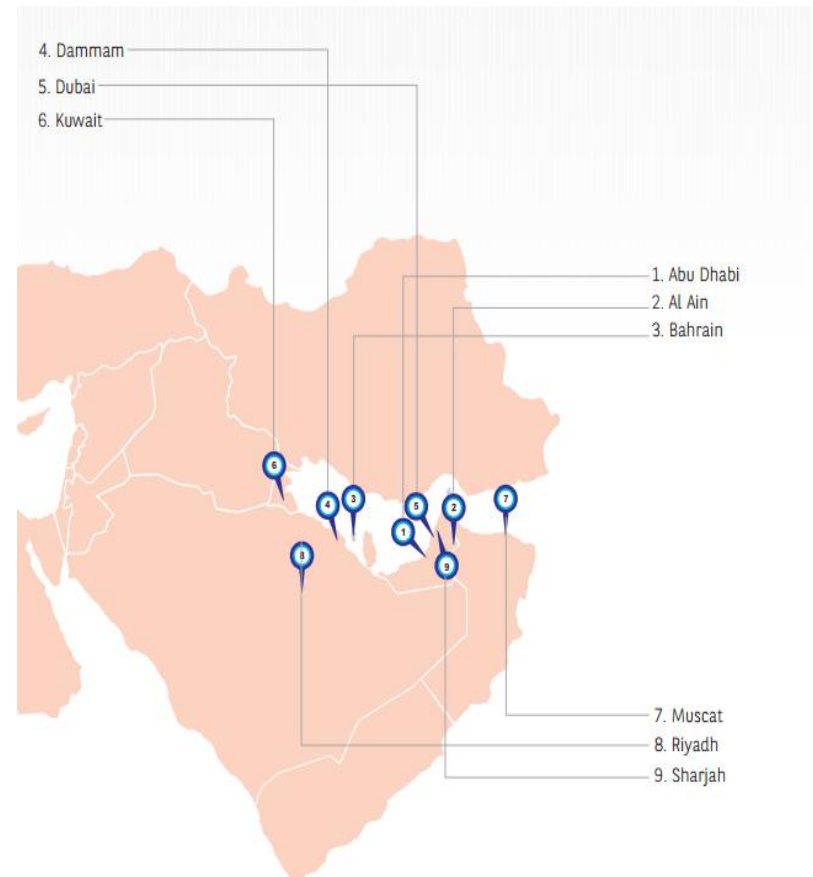
Middle East presence

BARJEEL GEOJIT SECURITIES LLC - UAE

- Joint Venture with the Al Saud Group since 2001
- 1st Indian licensed stock brokerage in UAE
- Headquartered at Dubai, with branches in Abu Dhabi, Al Ain and Sharjah

ALOULA GEOJIT CAPITAL CO. - SAUDI ARABIA

- Joint Venture with the Al Johar Group since 2008
- Headquartered at Riyadh with a branch in Dammam
- 1st Indian stock broking company to commence domestic retail brokerage operations in any foreign country



Middle East presence

BUSINESS PARTNERSHIP WITH BANK OF BAHRAIN & KUWAIT (BBK) - BAHRAIN

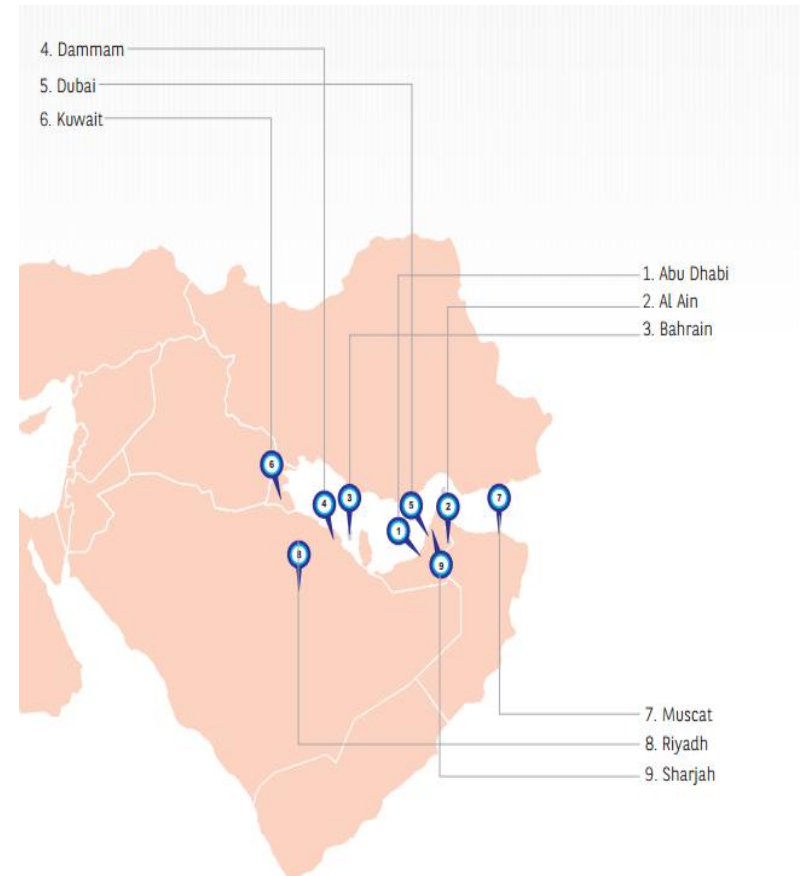
- Geojit entered into a business partnership with BBK in 2007
- Provides investment services to NRIs

QBG GEOJIT SECURITIES LLC - OMAN

- A subsidiary of Geojit since 2011
- Qurum Business Group (QBG) and National Securities Co are the other partners

BBK GEOJIT SECURITIES KSC - KUWAIT

- Joint Venture with Bank of Bahrain & Kuwait and JZ Associates since 2011





AWARDS & RECOGNITION

Awards & Recognition

- Star Performer Award 2016 in four categories from National Securities Depository Limited (NSDL)
- CNBC - TV 18 - Financial Advisor Awards for six years in a row (from 2011 to 2016) to Barjeel Geojit Securities, LLC
- WBR's Trade Tech India Excellence Awards for the Mobile Trading Platform in 2010
- 15th Rank in Moneylife Magazine's Top 100 Wealth Creators of the decade (2001-2011)
- Named as one among the seven 'Brands that Emerged' in the decade (2000 to 2010) by The Economic Times, India's largest Financial newspaper





CSR ACTIVITIES

- Main focus on Education and Health
- Active participation of employees is ensured

CSR Initiatives of 2016-17

- **Education support** - For 650 underprivileged Children from five villages in Kerala with improvement in the family's living standards
- **Vidyadhanam** - Scholarship scheme for Professional education given to deserving students from financially deprived backgrounds.
- **Student Police Cadet Project** - Three Government Schools in Kerala are supported by us.



CSR Activities

CSR Initiatives of 2016-17

- **Sparsh** - A community health project that provides medical support to chronic patients from deprived backgrounds, identified by employees
- **Bodhini** - Supports the psychological well being of abused women and children
- **Snehanilayam Special School** - Indoor games facility-cum - auditorium for the use of 120 differently abled students
- **Visually Handicapped people** - Cricket Training facility for blind men and Livelihood enhancement for blind women
- **Kerala Fine Arts Society** - For promoting cultural programs





Thank You

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*Formerly known as Geojit BNP Paribas Financial Services Ltd.