EARNINGS UPDATE
QII FINANCIAL YEAR 2017-18

GEOJIT

About Geojit

- Geojit is one of the leading investment services company in India with a strong presence in the Middle East
- Established in 1987, it has over **30 years** of in-depth experience in the Indian Capital Market
- Has 350 Bn INR (5.36 billion USD) as Assets under Custody & Management, 8,94,000 clients and 514 offices
- First broker to introduce Internet Trading in India in 2000 and Mobile Trading in 2010
- Currently around 65%+ of retail trading volumes are done via the Internet by Branches (including mobile app)
- Has Retail Brokerage B2B partnership with 7 leading banks
- Around 103.6 crores of SIP (systematic investment plan) book at the end of Sep.17

Please note: The figures are as on 30th September 2017 and is in INR unless specified otherwise

1USD= 65.29 INR

About Geojit (continue…)

- Rapidly gaining market share with consistent increase in SIP book (2.41X). (Sep17 vs Sep16)
- Total MF AUM in equity schemes increased by 77% (including SIP AUM)
- New SIP of 6.86 Crores every month with 13,850 new applications (last 12 months average)
- In Q2FY18 ,the average per month in New SIP collection was 7.14 Crores with 18,560 new applications per month
- To be a specialist of Savings and Investments products and services serving middle & upper class individual clients.
- Confirmed fast development of mutual funds- Potential is huge. (Fixed deposits are still main financial investment avenue)
- Geojit with multi-channel set-up and balanced approach between branch network, Internet and call centre. Leverage multi-channel organisation to optimize distribution business. Around 2000 sales staffs in the field.

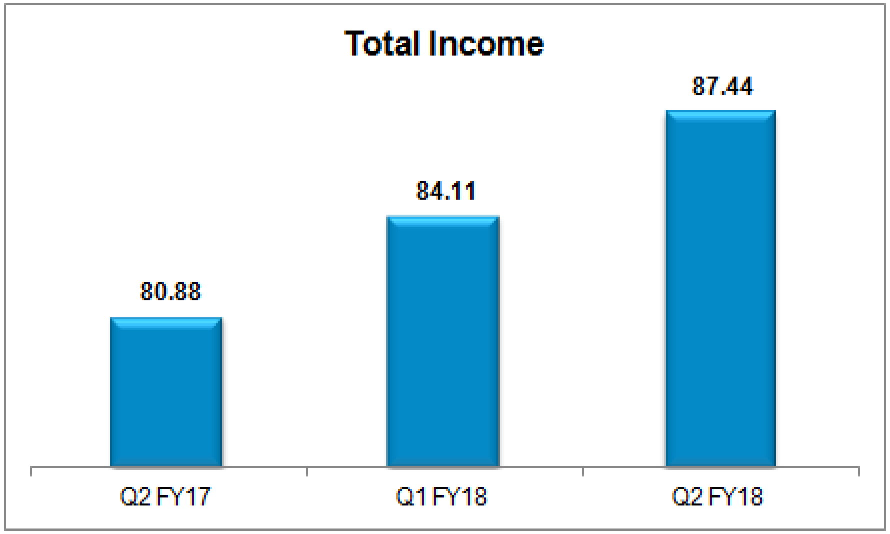
Source on SIP business: CAMS

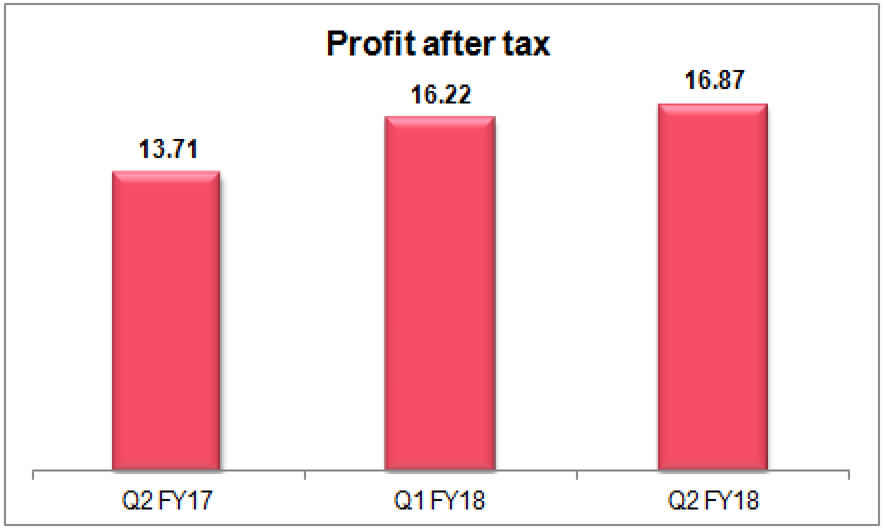
EARNING UPDATES

Consolidated Financials

Amount in Crores

	Q2 FY17	Q1 FY18	Q2 FY18	Q2 FY18 Vs Q2 FY17	Q2 FY18 Vs Q1 FY18
Operational income	73.13	76.39	79.43	9%	4%
Other income	7.75	7.72	8.01	3%	4%
Total Income	**80.88**	**84.11**	**87.44**	**8%**	**4%**
Total Expenses	58.01	58.21	60.52	4%	4%
Profit before tax	22.86	25.90	26.93	18%	4%
Profit after tax	**13.71**	**16.22**	**16.87**	**23%**	**4%**

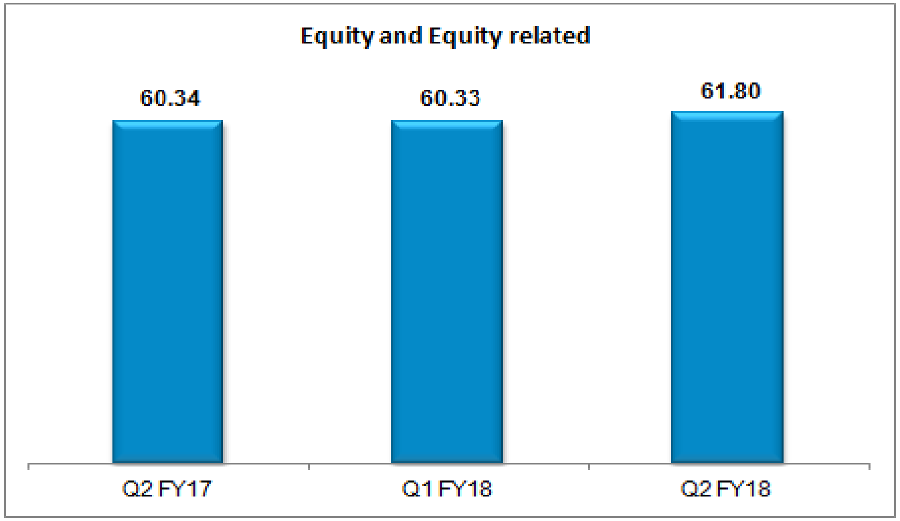


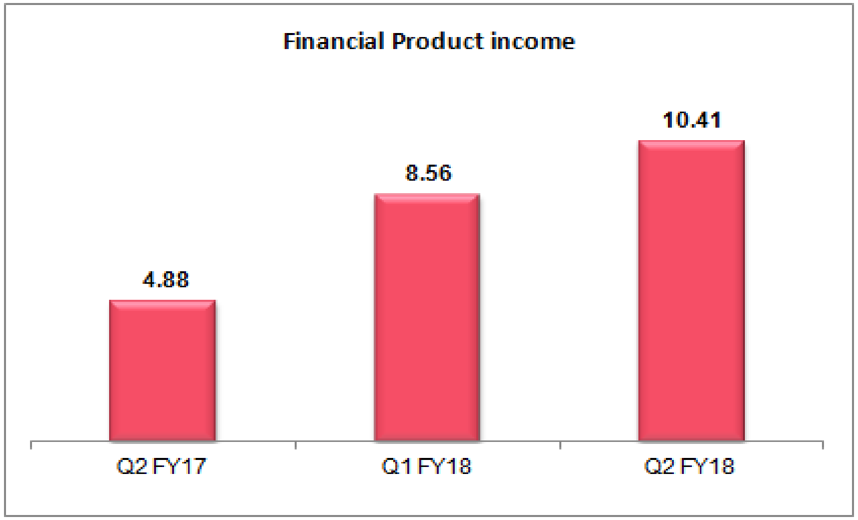


Consolidated Financials- Product wise Revenue

Amount in Crores

	Q2 FY17	Q1 FY18	Q2 FY18	Q2 FY18 Vs Q2 FY17	Q2 FY18 Vs Q1 FY18
Equity and Equity related	60.34	60.33	61.80	2%	2%
Financial Product income	4.88	8.56	10.41	113%	22%
Software Income	5.44	4.24	4.40	-19%	4%
Other Operating income	2.47	3.26	2.81	14%	-14%
Total Operational income	**73.13**	**76.39**	**79.43**	**9%**	**4%**
Other non operational Income	7.75	7.72	8.01	3%	4%
Total income	**80.88**	**84.11**	**87.44**	**8%**	**4%**



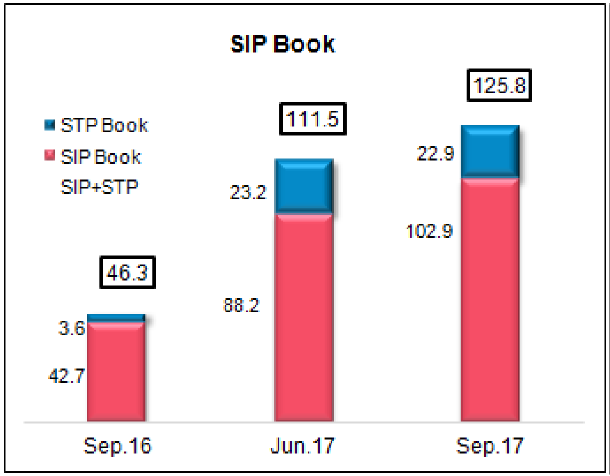


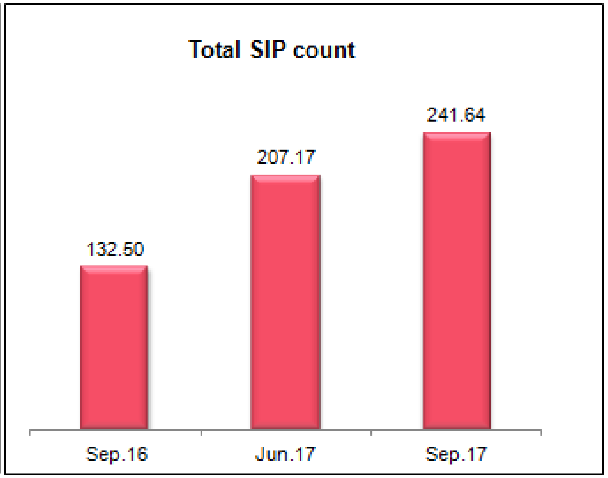
KEY BUSINESS FIGURES

SIP – Quarter performance

Amount in Crores

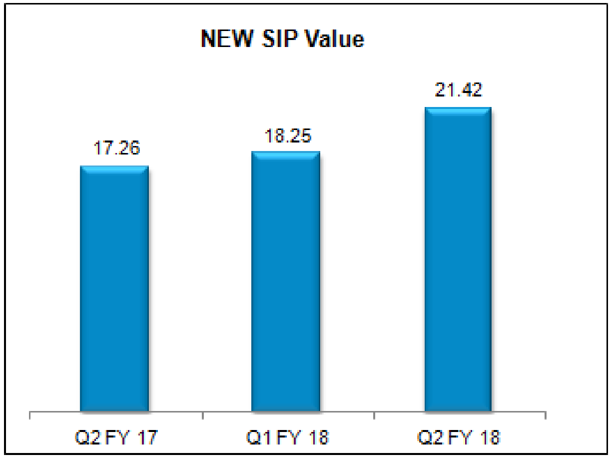
Count in 000's

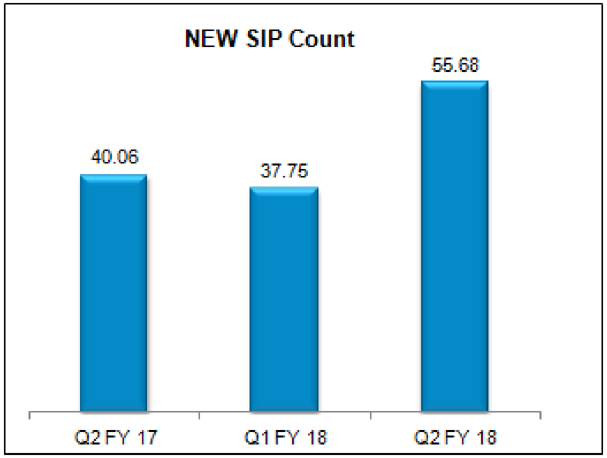




141% increase in SIP Book YoY
172% increase including STP

17% increase in SIP Book QtoQ
13% increase including STP





24% increase in New SIP Value YoY
17% increase in New SIP Value QtoQ

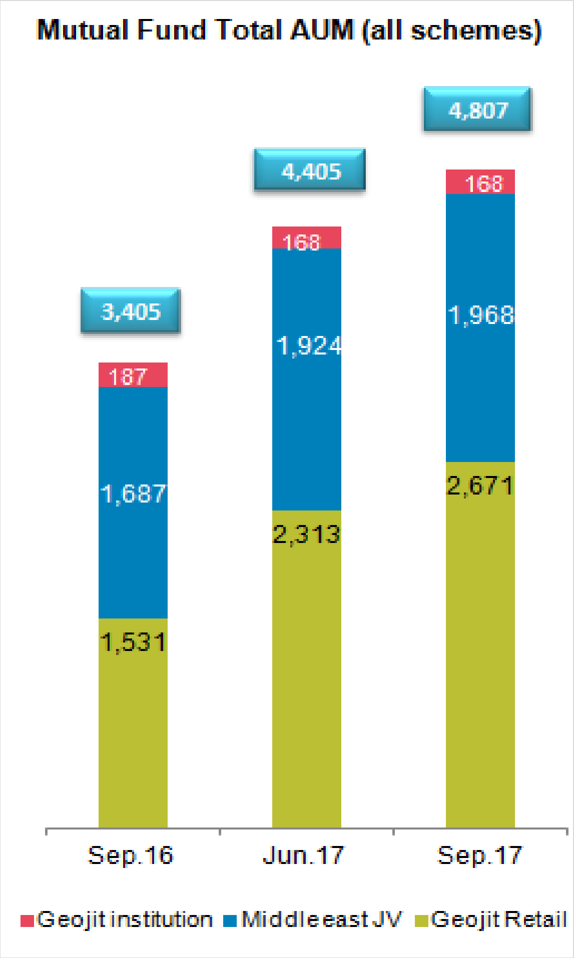
Source: CAMS

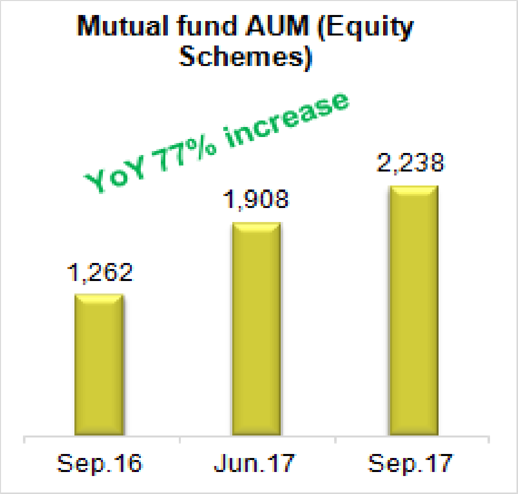
Only Equity schemes taken, including other schemes Geojit SIP book is 103.6 crores (Equity schemes book 102.9)

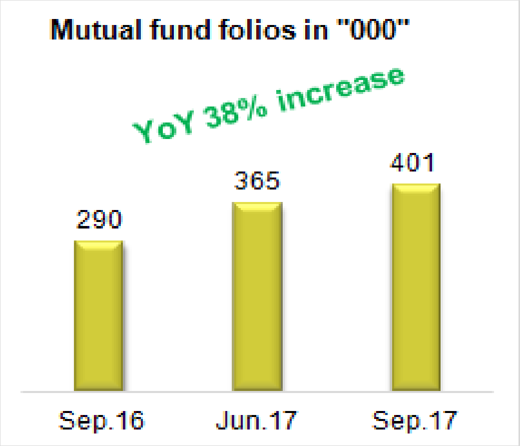
GEOJIT

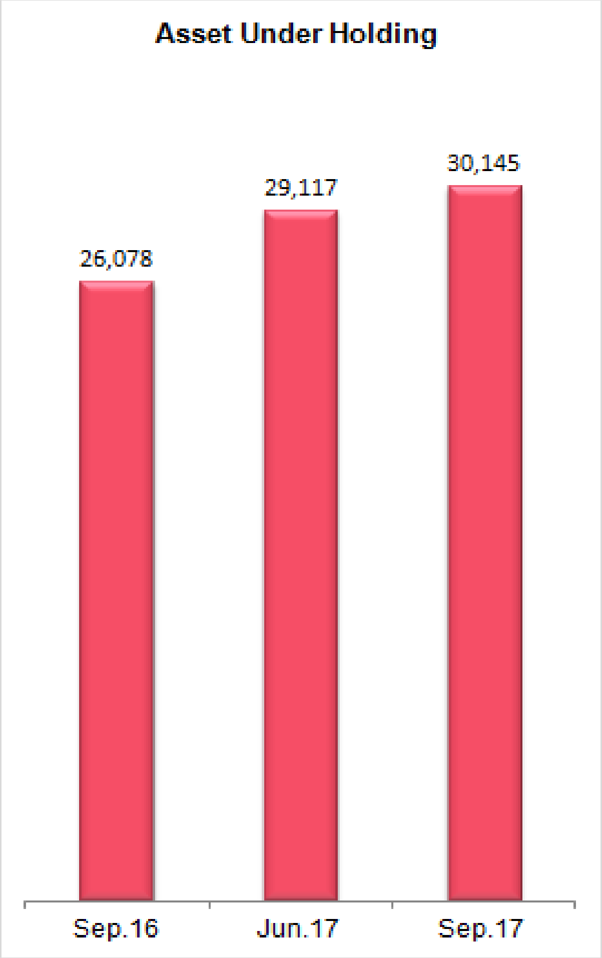
Asset under Management and Holding

Amount in Crores









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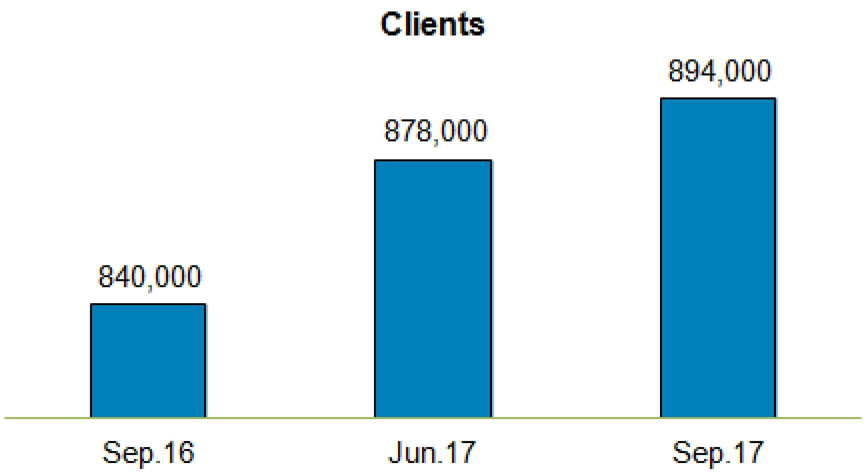
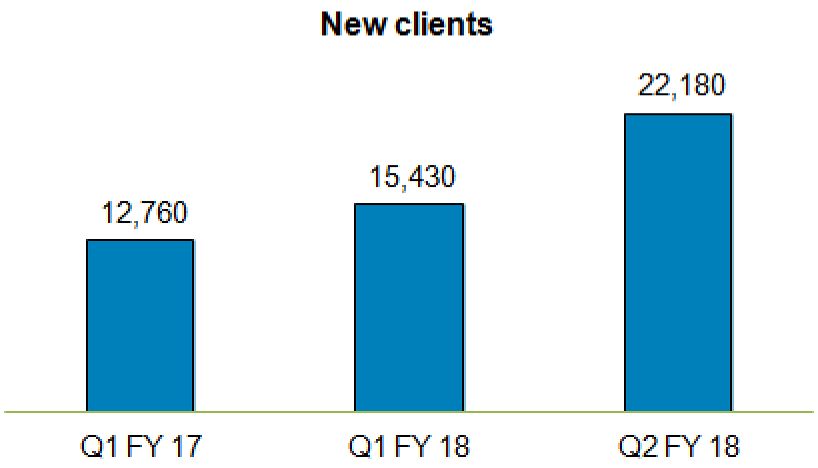
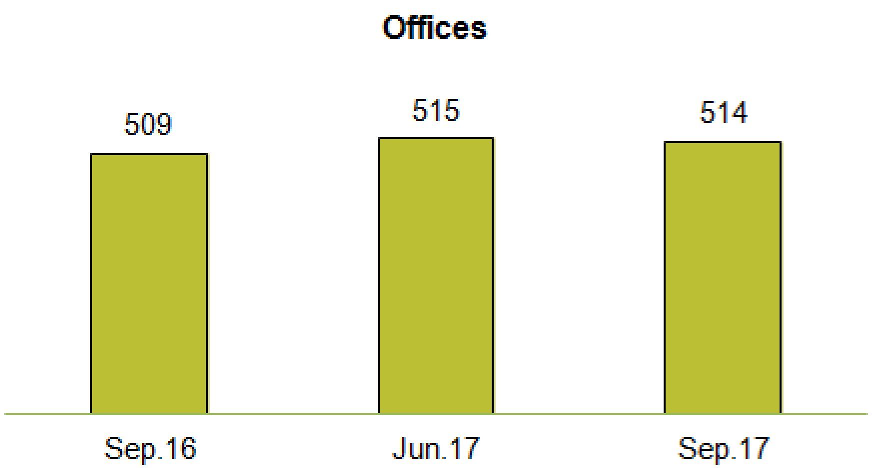
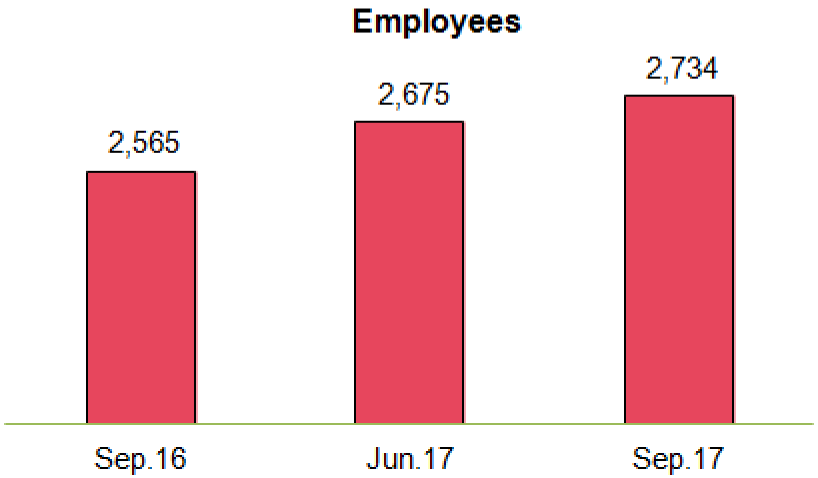
Total Clients, Office & Employee count









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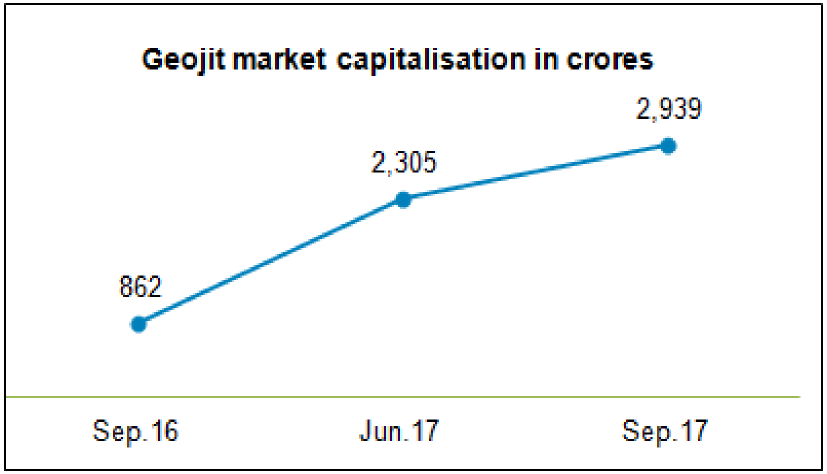
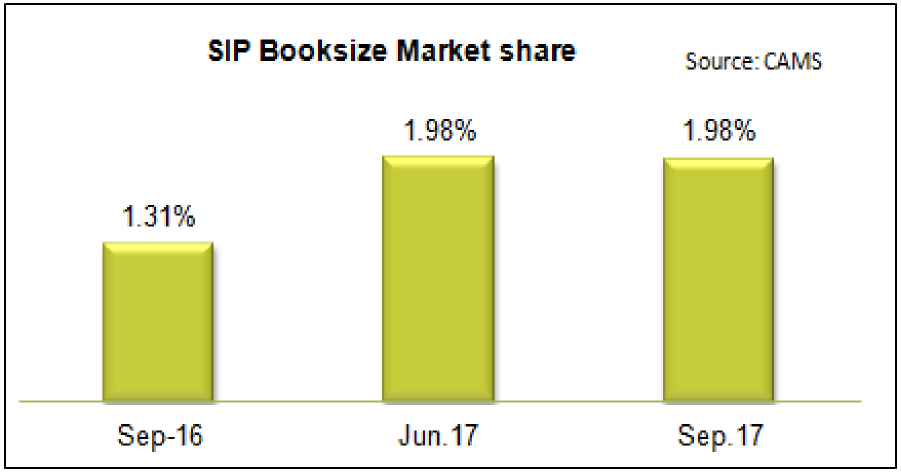
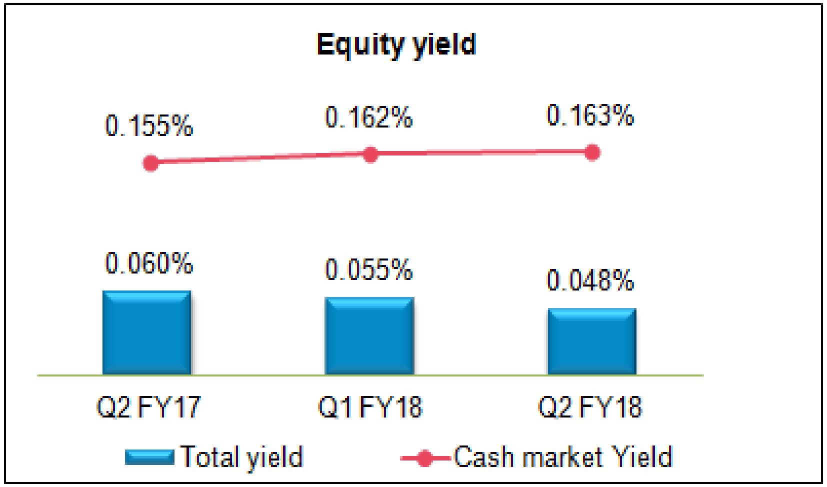
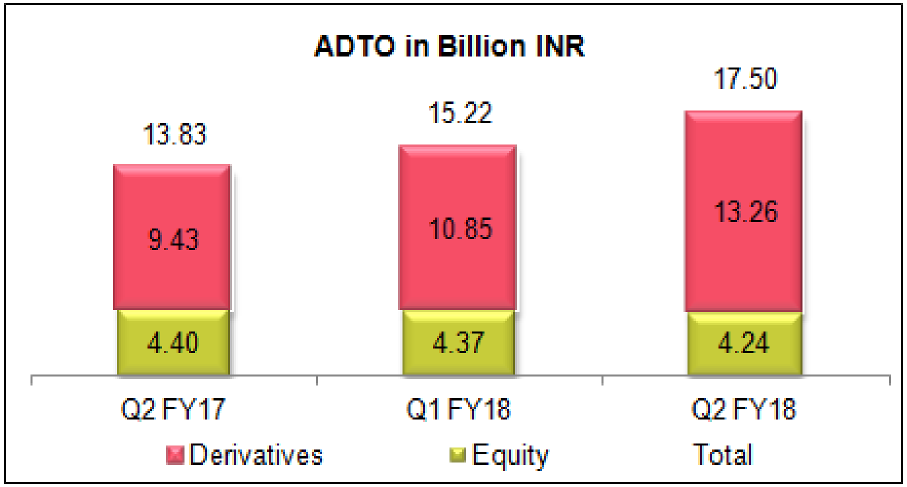
Market capitalisation, SIP Market share, Yield & ADTO









ADTO – Average daily turnover

GEOJIT

GEOJIT PRODUCTS AND SERVICES

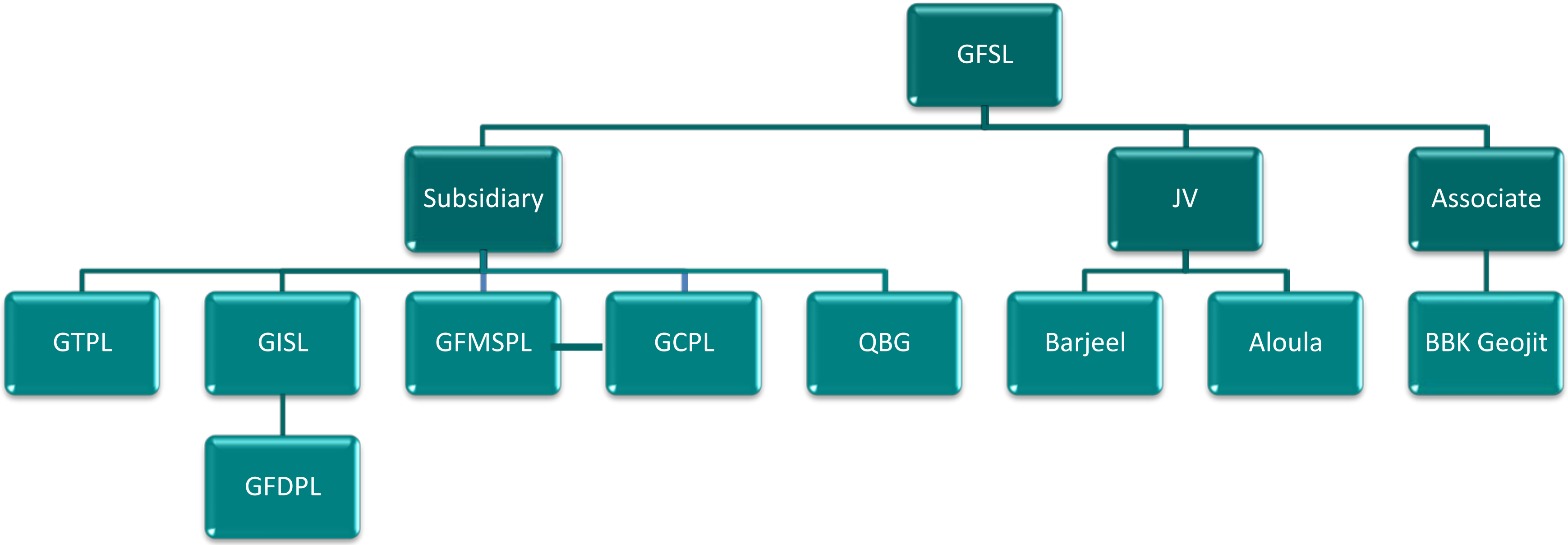
Geojit’s range of products and services

- Equities
- Derivatives
- Currency Futures and Options
- Portfolio Management Services
- Margin Trading
- Loan against Shares
- Distribution of: Mutual Funds, 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.
- GTPL - Geojit Technologies (P) Ltd.
- GISL - Geojit Investment Services Ltd.
- GFDPL - Geojit Financial Distribution (P) Ltd.
- GFMSPL - Geojit Financial Management Services (P) Ltd.
- GCPL - Geojit Credits (P) Ltd.
- QBG Geojit - QBG Geojit Securities LLC
- Barjeel – Barjeel Geojit Securities
- Aloula - Aloula Geojit Capital Co.
- BBK Geojit - BBK Geojit Securities KSC

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

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

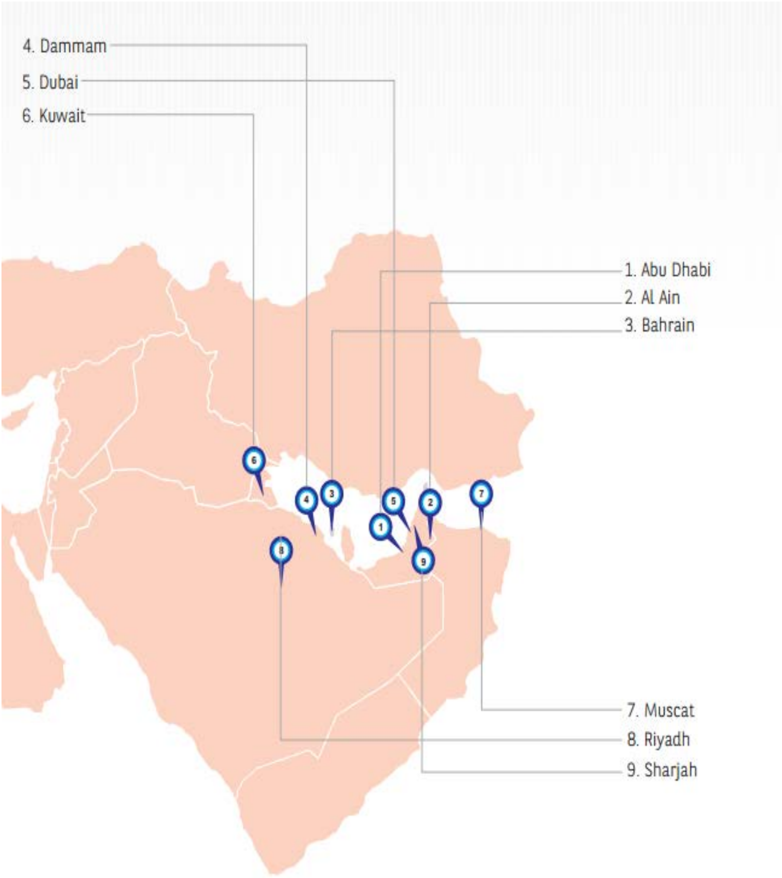
- Geojit entered into a business partnership with BBK in 2007
- Provides investment services to NRIs

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



GEOJIT

Safe Harbour

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Thank You

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