



EARNINGS UPDATE-Q1FY2018



## Geojit - Overview

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- 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.33,522 Cr as Assets under Custody & Management, 8,78,000 clients and 515 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 30<sup>th</sup> June 2017  
All Figures are in INR*





## GEOJIT PRODUCTS AND SERVICES

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## Geojit's range of products and services

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- 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



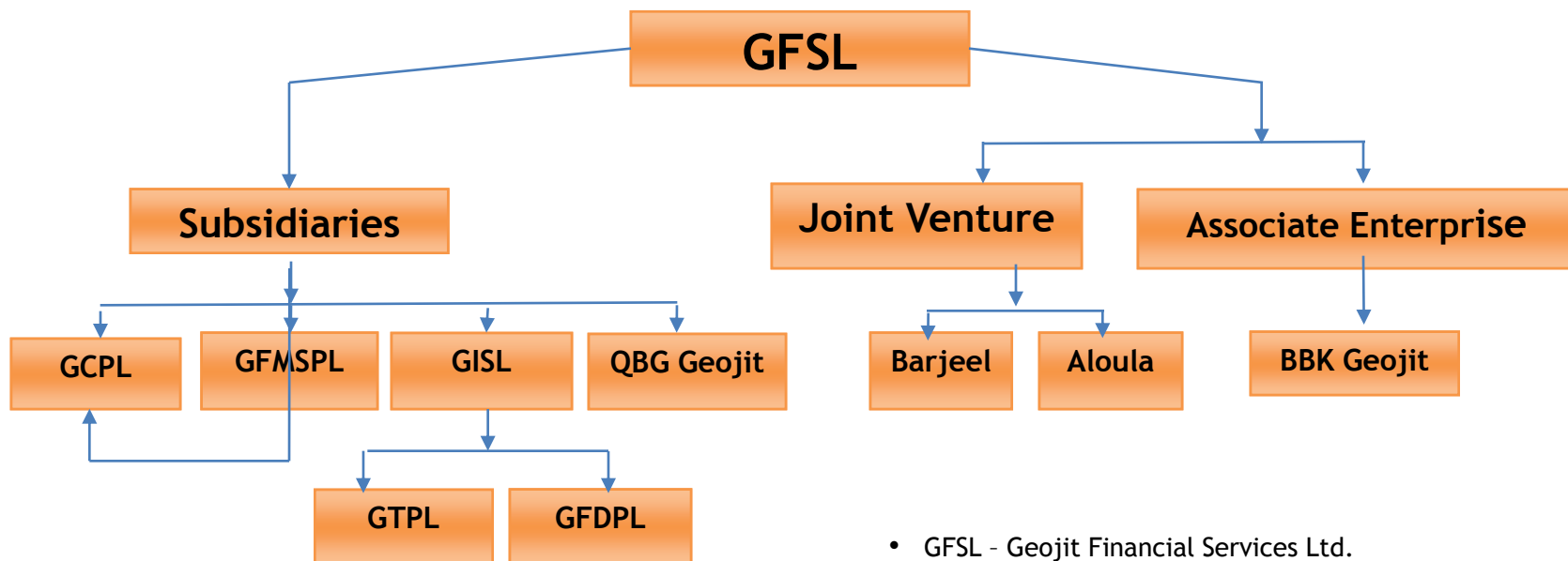


## GEOJIT GROUP STRUCTURE

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# 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 - Q1FY2018

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## EARNING UPDATES

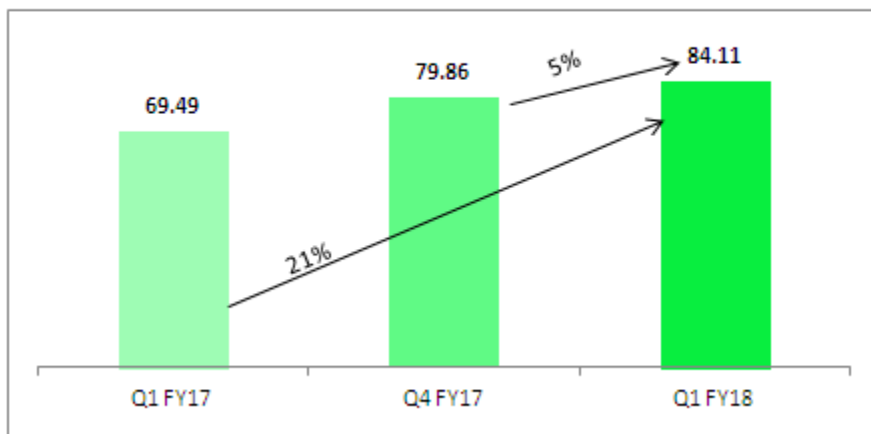
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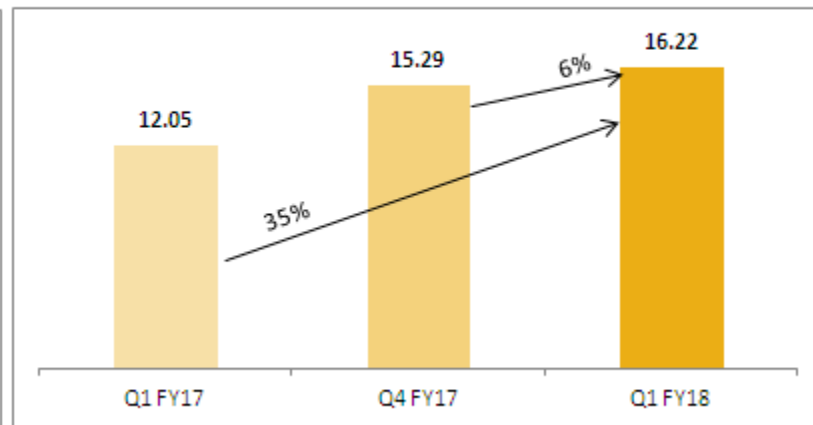
## Consolidated Financials

	Amount in Crores				
	Q1 FY17	Q4 FY17	Q1 FY18	Q1 FY17 Vs Q1 FY18	Q1 FY17 Vs Q4 FY17
Operational income	62.75	70.87	76.39	22%	8%
Other income	6.74	8.99	7.72	15%	-14%
<b>Total Income</b>	<b>69.49</b>	<b>79.86</b>	<b>84.11</b>	<b>21%</b>	<b>5%</b>
Total Expenses	49.58	54.98	58.21	17%	6%
Profit before tax	19.92	24.88	25.90	30%	4%
<b>Profit after tax</b>	<b>12.05</b>	<b>15.29</b>	<b>16.22</b>	<b>35%</b>	<b>6%</b>

Total income in Crores



Profit after tax in Crores

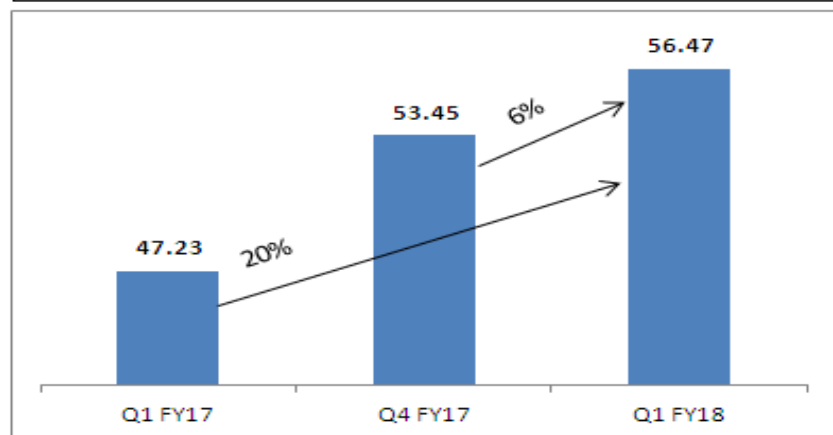


## Consolidated Financials - Product wise Revenue

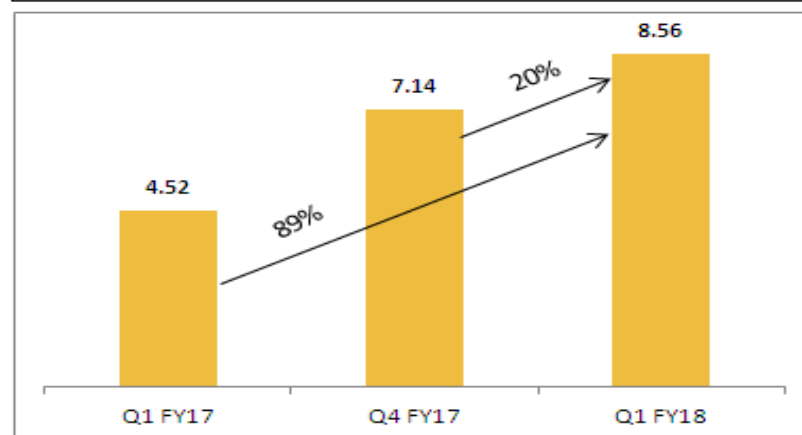
Amount in Crores

	Q1 FY17	Q4 FY17	Q1 FY18	Q1 FY17 Vs Q1 FY18	Q1 FY17 Vs Q4 FY17
Equity and Equity related	50.46	56.91	60.33	20%	6%
Financial Product income	4.52	7.14	8.56	89%	20%
Software Income	5.45	3.92	4.24	-22%	8%
Other Operating income	2.33	2.89	3.26	40%	13%
<b>Total Operational income</b>	<b>62.75</b>	<b>70.87</b>	<b>76.39</b>	<b>22%</b>	<b>8%</b>
Other non operational Income	6.74	8.99	7.72	15%	-14%
<b>Total income</b>	<b>69.49</b>	<b>79.86</b>	<b>84.11</b>	<b>21%</b>	<b>5%</b>

Equity and Equity related income in Crores



Financial product income in Crores



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

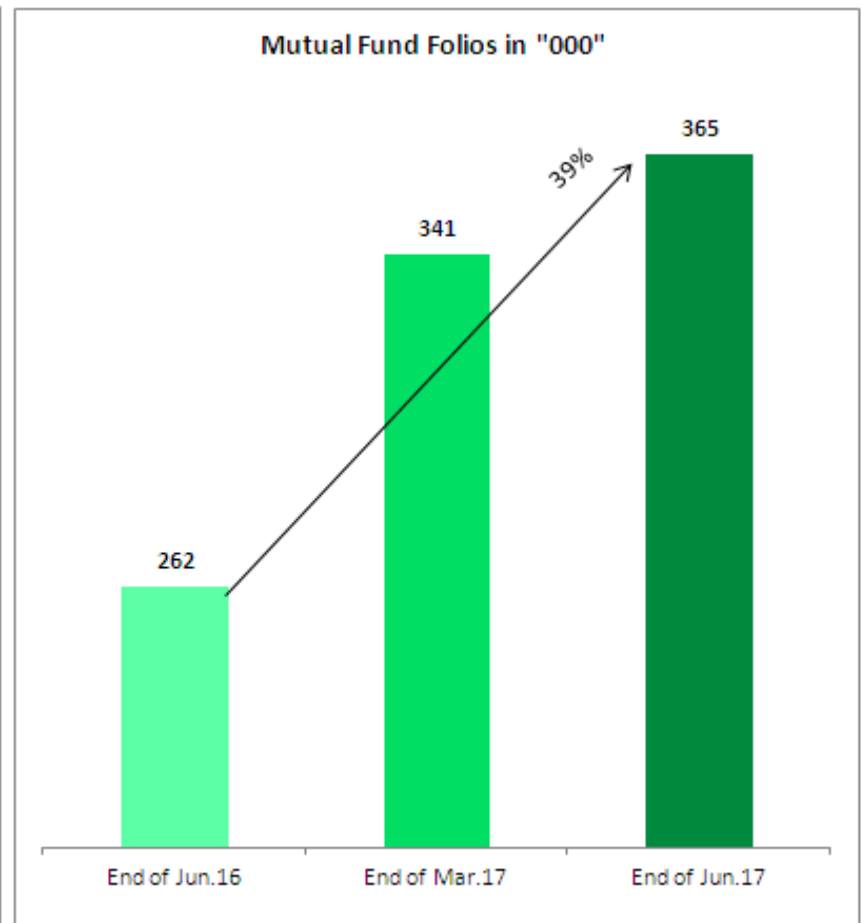
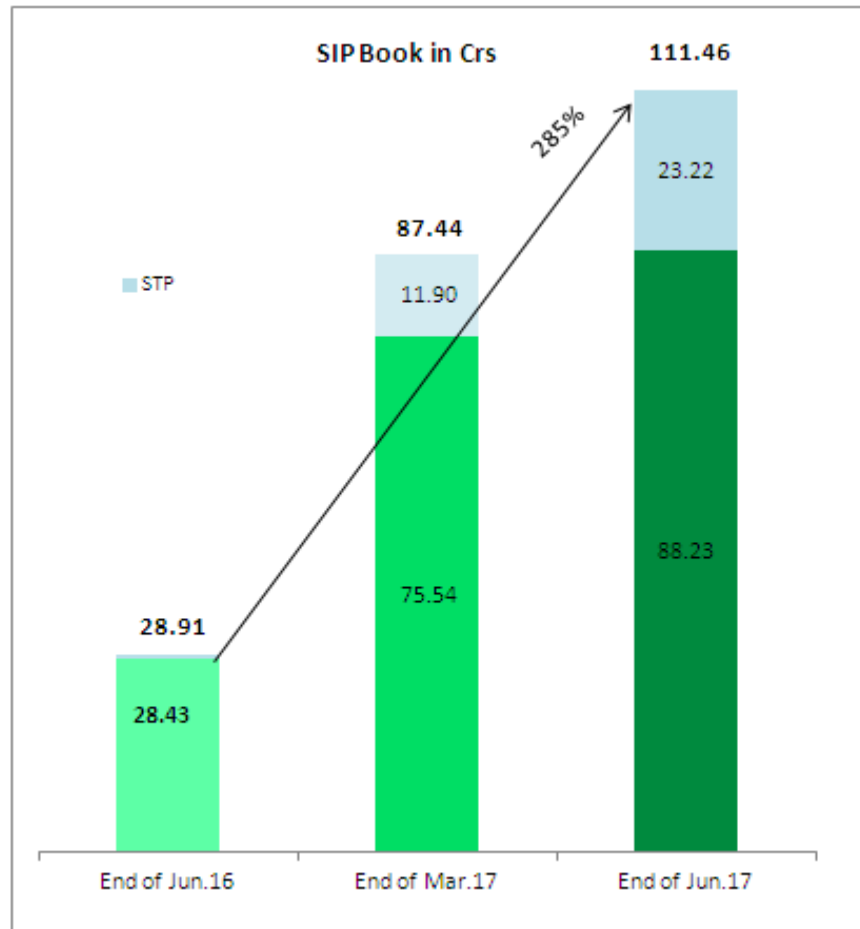




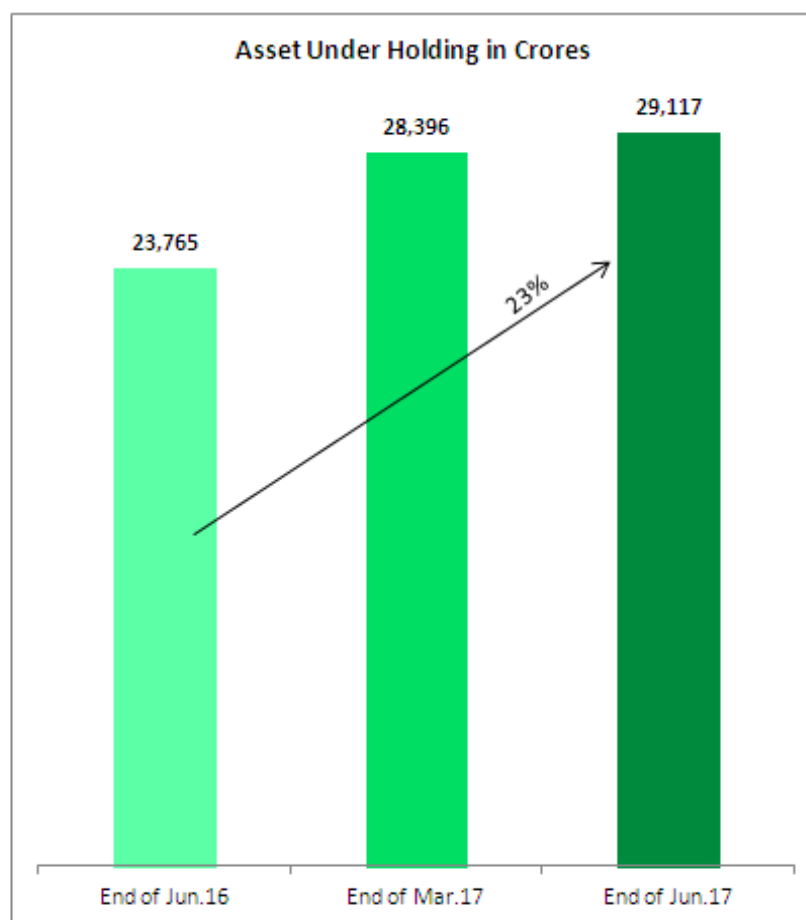
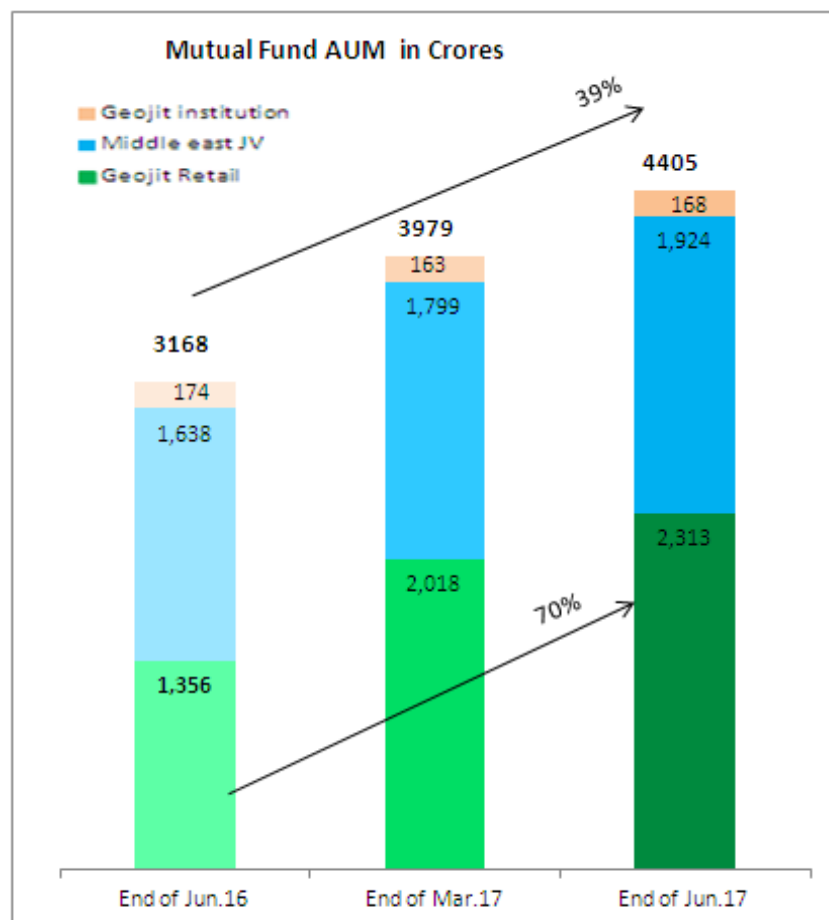
## KEY BUSINESS FIGURES

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## SIP Book & Total Mutual fund folios



## Mutual fund AUM & Asset under holding



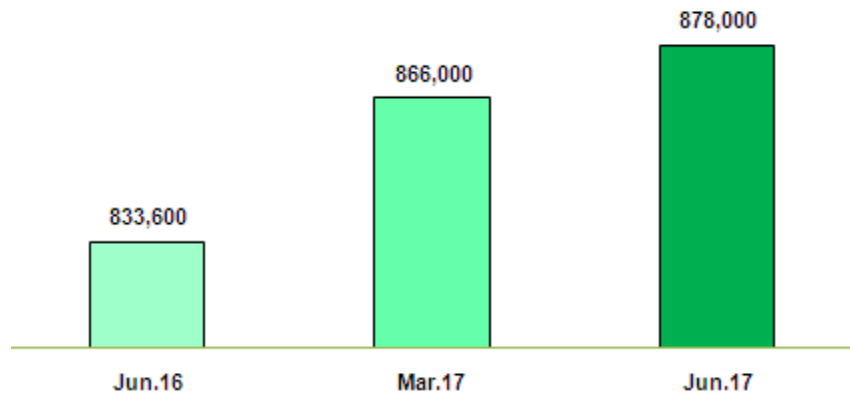
Significant growth in Geojit retail AUM mainly due to increase in SIP Business

Asset Under holding includes only Equity DP holding

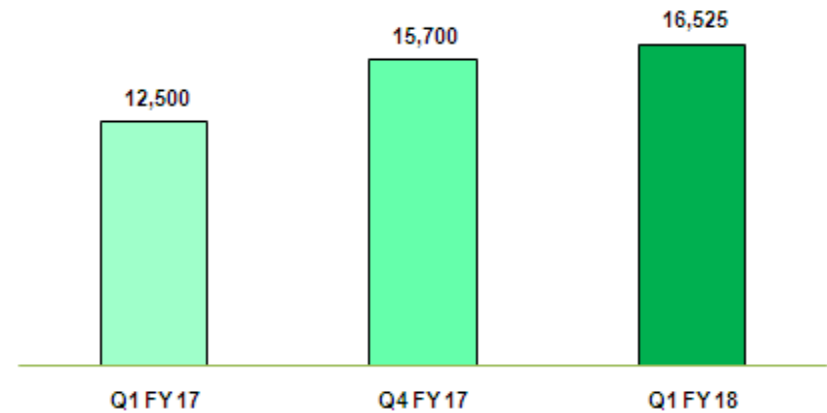


## Clients, Office & Employee count

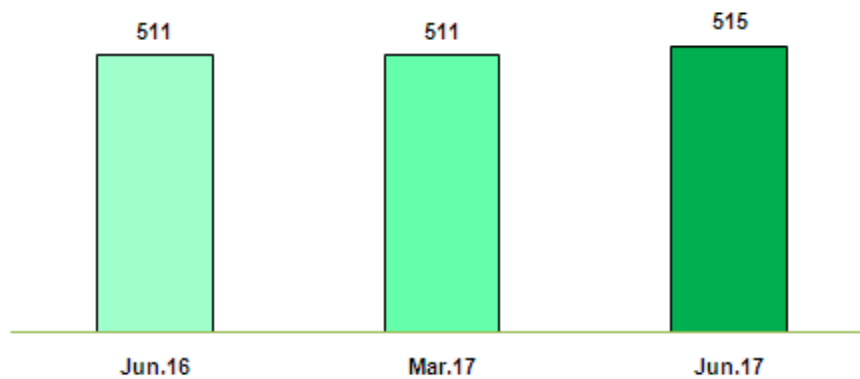
Clients



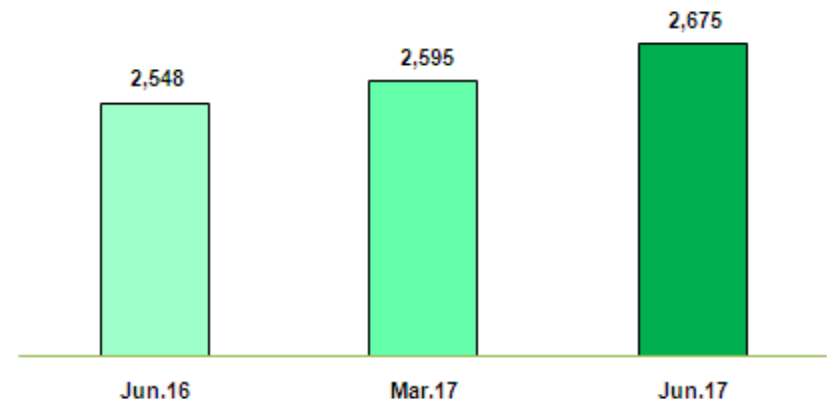
New clients



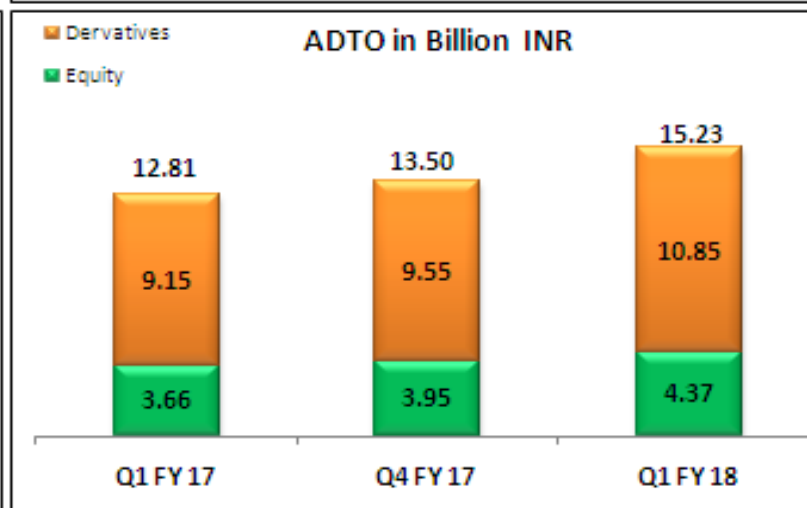
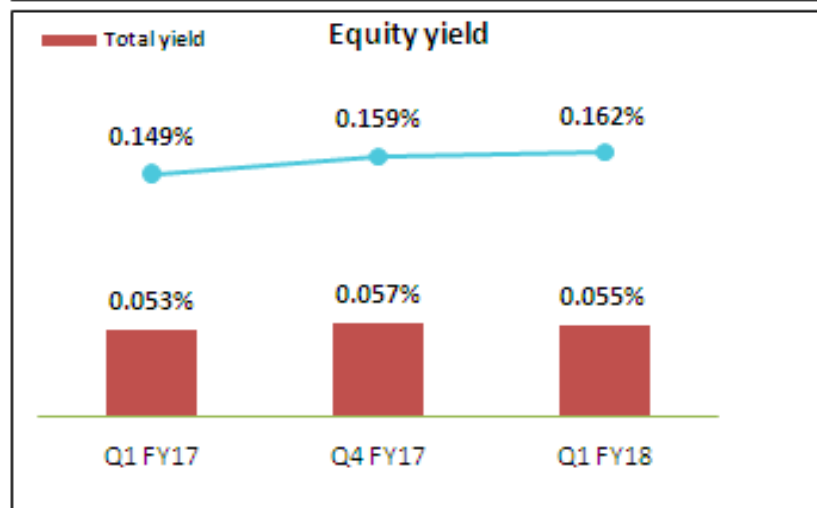
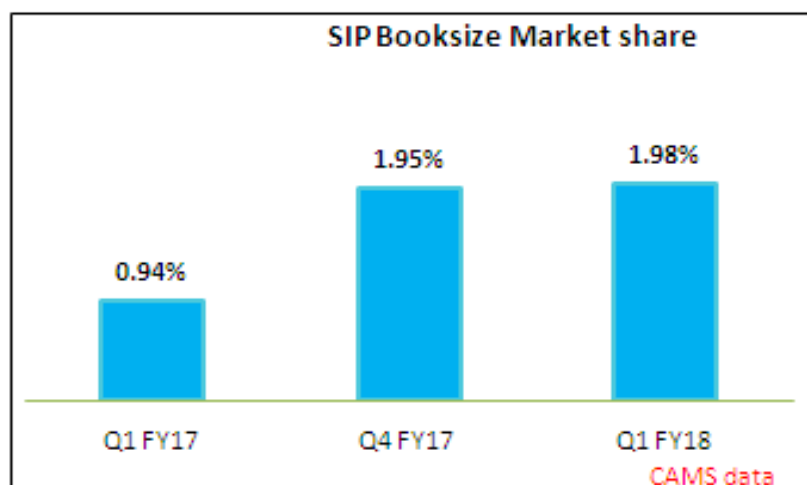
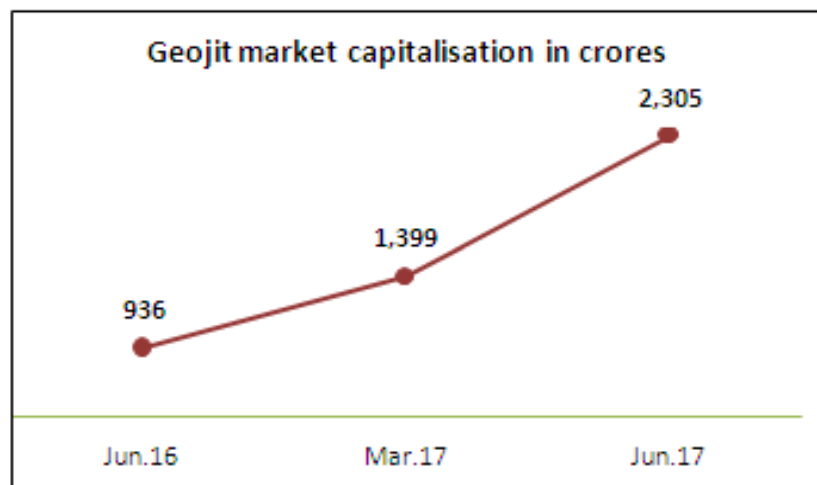
Offices



Employees



## Market capitalisation, SIP Market share, Yield & ADTO





## GEOJIT'S NATIONAL PRESENCE

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## 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

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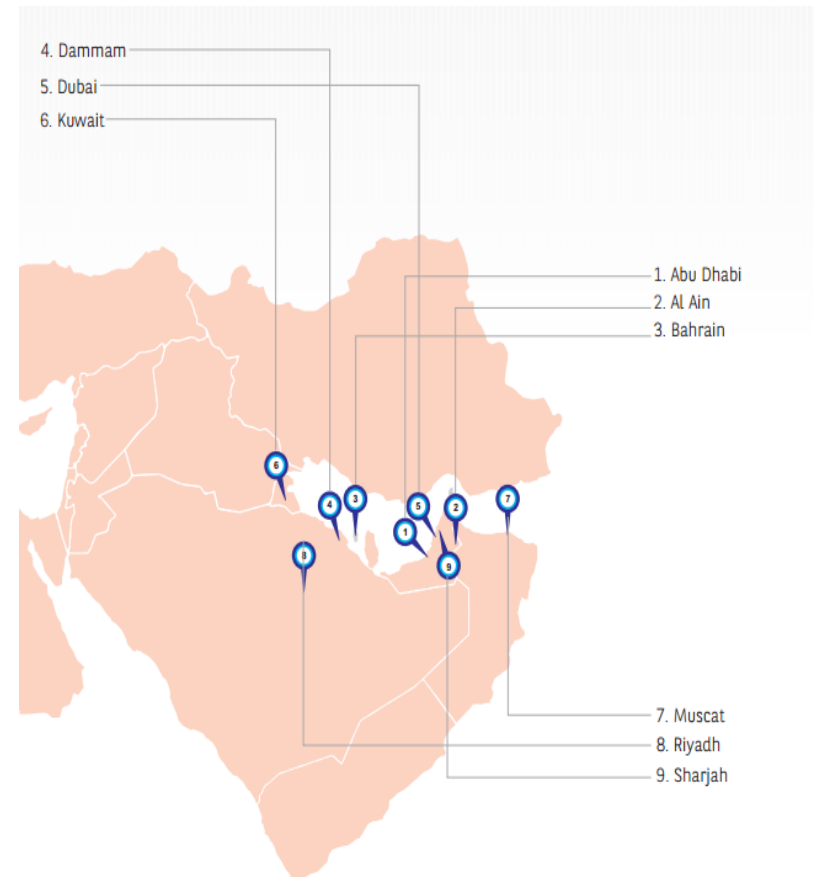
## Middle East presence

### 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

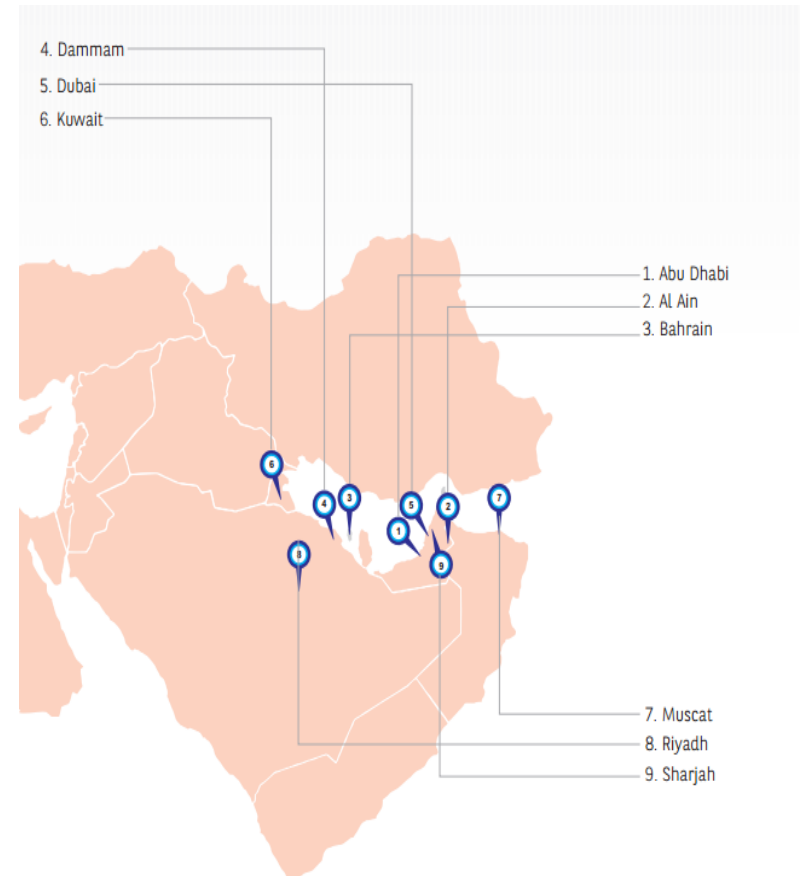
- Geojit entered into a business partnership with BBK in 2007
- Provides investment services to NRIs

### 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





## Thank You

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**GEOJIT FINANCIAL SERVICES LTD.\***

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\*Formerly known as Geojit BNP Paribas Financial Services Ltd.

