



Geojit BNP Paribas Financial Services

March 2014



**GEOJIT
BNP PARIBAS**

| Savings & Investments

GEOJIT BNP PARIBAS

- CORPORATE HIGHLIGHTS
- MARKET STATISTICS
- PERFORMANCE AT A GLANCE
- AWARDS, ACHIEVEMENTS



- CORPORATE HIGHLIGHTS



Value of the company:

- Market Cap : 504 Crores (USD 84 Mn) as of end March 2014

Number of Staff:

- 2,495 as of end of March 2014

Company Profile:

One of the leading retail brokers in India with a strong presence in Middle East :

- Over 27 years of in-depth broking experience in the Indian Capital Market
- 700,000 clients, 491 offices
- 6th largest broker and third largest non bank broker in India (Based on UCC of Active clients during FY 2013-14 reported in NSE website)
- 4 to 4.5 million trades per month
- First Broker to introduce Internet Trading in India in 2000 and Mobile Trading in 2010. Currently around 44%+ of retail trading volumes are done via the Internet (including Mobile app).
- Very strong presence in South India (Kerala, Tamil Nadu, Karnataka, Andhra Pradesh)
- Non Resident Indians (NRIs) : Largest Indian broker in Middle East with 36 000 clients and more than EUR 234 million of AuM (47% equities)
- Retail Brokerage B to B agreements with Federal Bank, South Indian Bank and City Union Bank



PARTICIPATION, BOARD OF DIRECTORS

- Name of the company : Geojit BNP Paribas Financial Services Limited
- Participation of BNP Paribas : 33.58%
- BNP Paribas group holding entity : BNP Paribas SA & BNP Paribas India Holding Pvt Ltd

CEO/ MD of the company :

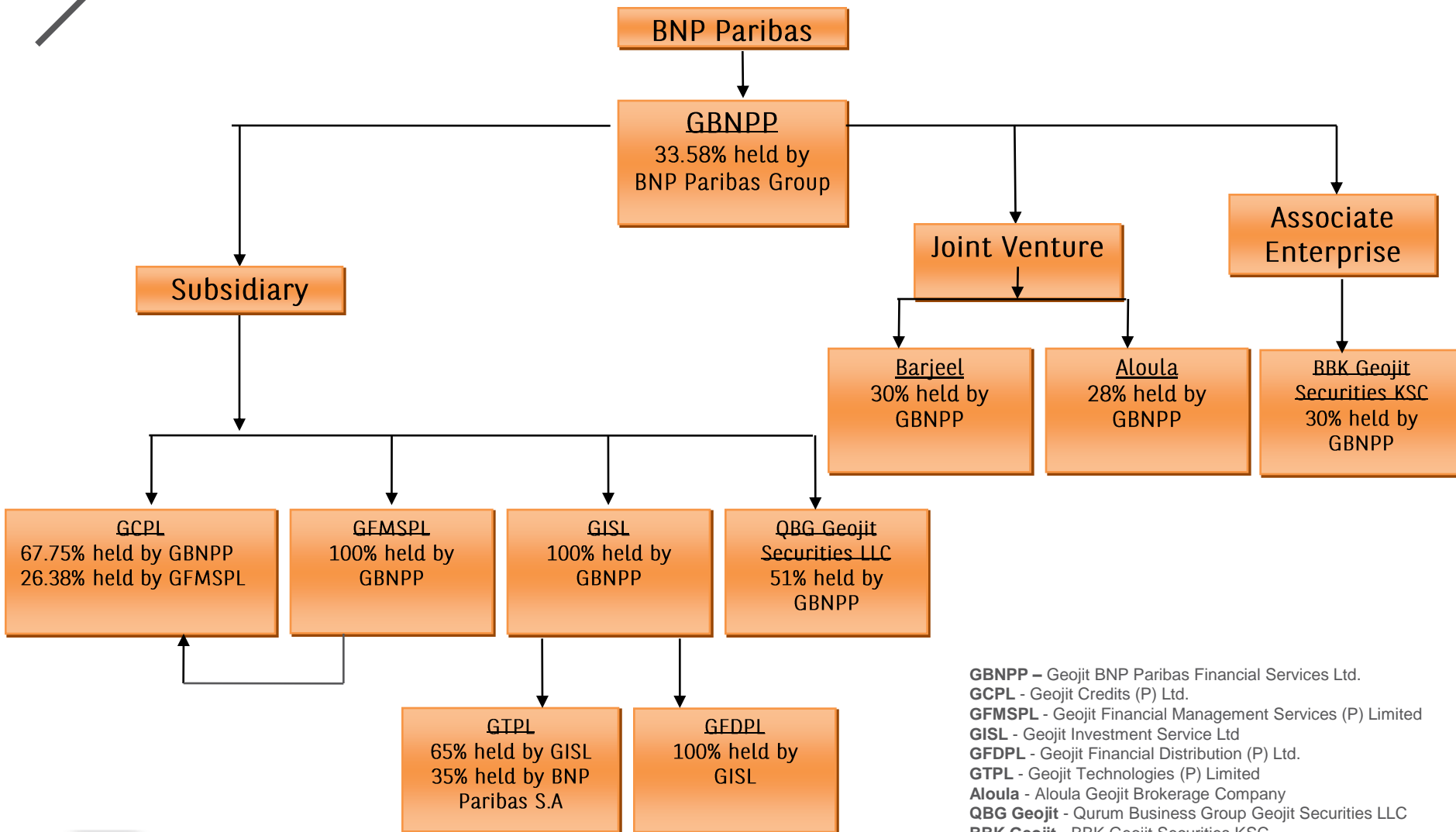
- CJ George (founder of the company in 1987)

Board Directors of the Group:

- A.P Kurian— **Chairman and Independent Non Executive Director**
- C. J George – Managing Director and Promoter
- Franciska Decuypere - **Non Executive Director** (Olivier Le Grand - till March 31, 2014)
- Jean Christophe Gougeon - **Non Executive Director**
- R. Bupahty - **Independent Non Executive Director**
- Punoose George - **Non Executive Director**
- Rakesh Jhunjunwala - **Non Executive Director**
- Aruna Sundararajan - **Non Executive Director**
- Mahesh Vyas - **Independent Non Executive Director**



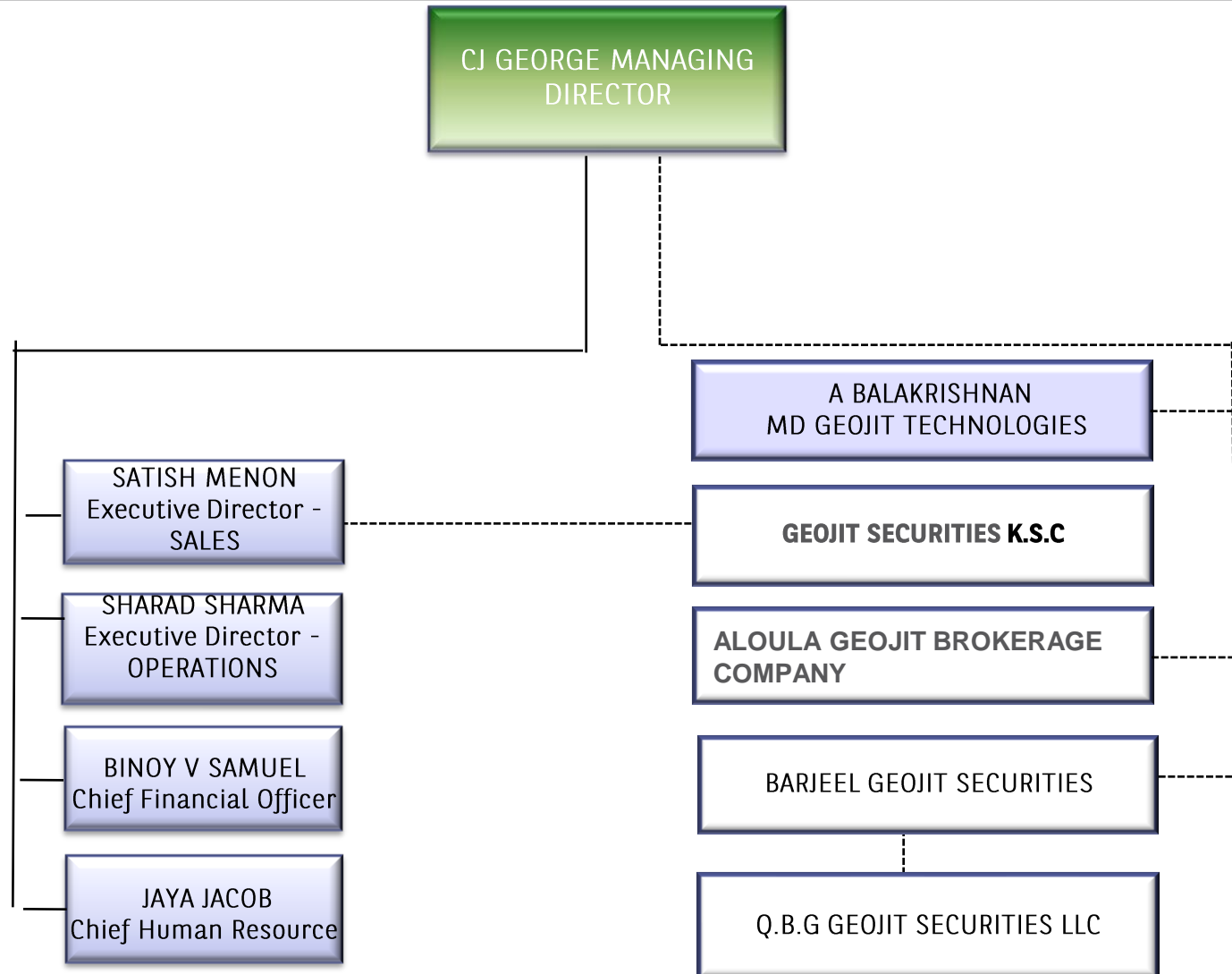
GEOJIT BNP PARIBAS & GROUP COS



GBNPP – Geojit BNP Paribas Financial Services Ltd.
GCPL - Geojit Credits (P) Ltd.
GFMSPL - Geojit Financial Management Services (P) Limited
GISL - Geojit Investment Service Ltd
GFDPL - Geojit Financial Distribution (P) Ltd.
GTPL - Geojit Technologies (P) Limited
Aloula - Aloula Geojit Brokerage Company
QBG Geojit - Qurum Business Group Geojit Securities LLC
BBK Geojit - BBK Geojit Securities KSC



ORGANISATIONAL STRUCTURE



MAIN PRODUCTS & SERVICES

Main products & Services :

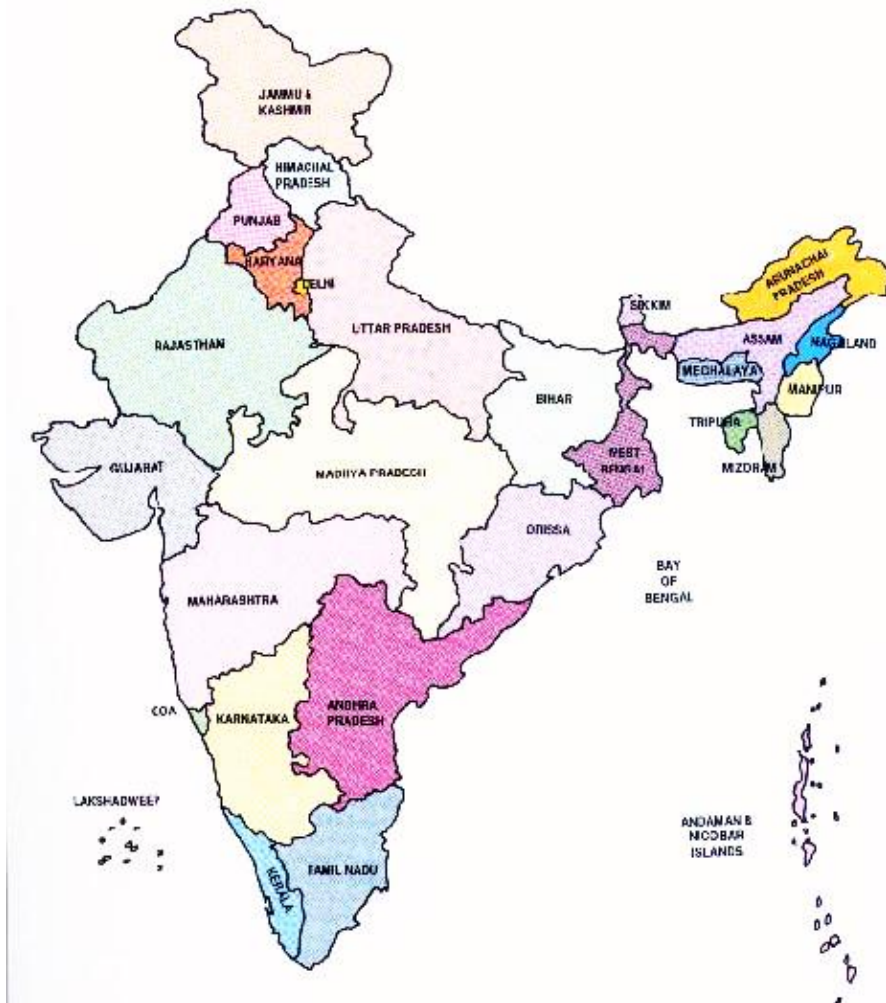
- Retail Brokerage: Cash equities, Futures & Options and Currency derivatives
- Custody services
- Margin Funding and Loans against Shares
- Mutual Funds (open architecture 42 Asset Managers o/w 14 within our MF Advisory representing 42 funds)
- Life Insurance (Distribution of MetLife products) & General Insurance (Bajaj Allianz)
- Portfolio Management

Distribution Channels :

- Branches, Internet, Phone including a 100 seats call centre (6 different languages spoken)



A GROWING PAN-INDIA PRESENCE



PAN INDIAN 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
- Uttar Pradesh
- Uttaranchal
- West Bengal

- GBNPP network (491 offices) is mostly composed by branches (67%).11 offices in Gulf countries
- GBNPP is especially present in South India -75% of the offices .(o/w 43% located in Kerala).



STRONG PRESENCE IN THE GULF



BARJEEL GEOJIT SECURITIES LLC (UAE) (Since 2001)

- Joint Venture with the Al Saud Group
- 1st Indian licensed stock brokerage in UAE
- Headquarters at Dubai
- Branches in Abu Dhabi, Al Ain and Sharjah,
- Has over 40,000 clients

ALOULA GEOJIT CAPITAL CO. (SAUDI ARABIA) (Since 2008)

- Joint Venture with the Al Johar Group
- 2nd largest online non-banking broker
- Headquarters at Riyadh
- Branch in Dammam
- Made GeoJit BNP Paribas the first Indian stock broking company to commence domestic retail brokerage operations in any foreign country

BUSINESS PARTNERSHIPS with BANK of BAHRAIN and KUWAIT (BBK) (Since 2007)

- GeoJit BNP Paribas has entered into a business partnership with BBK to provide investment services to NRIs
- BBK is one of the largest retail banks in Bahrain and Kuwait

QBG GEOJIT FINANCIAL SERVICES LLC (OMAN) (Since 2012)

A subsidiary of GeoJit BNP Paribas and other partners are, Qurum Business Group (QBG) and National Securities Co.

BBK GEOJIT SECURITIES KSCC (KUWAIT) (Since 2012)

Joint Venture with Bank of Bahrain and Kuwait and IZA



GEOJIT
BNP PARIBAS

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- MARKET STATISTICS

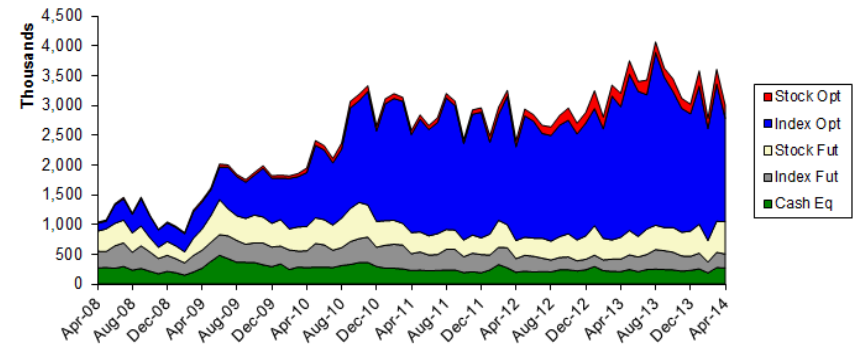


Market Statistics

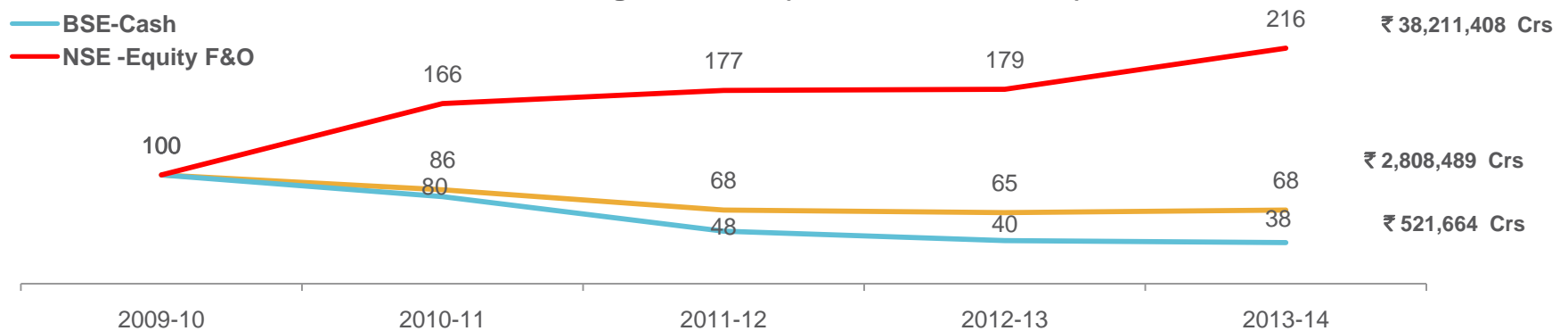
S&P BSE SENSEX



Monthly Market Volumes Evolution (NSE)



Exchange Turnover (Base 100 : 2009/2010)



- Sensex performed better in 3rd and 4th quarter compared to 1st and 2nd quarter of FY 2013-14
- Explosion of derivatives volumes continued in 2013-14 fueled by Index Options.

Source: SEBI, NSE & BSE

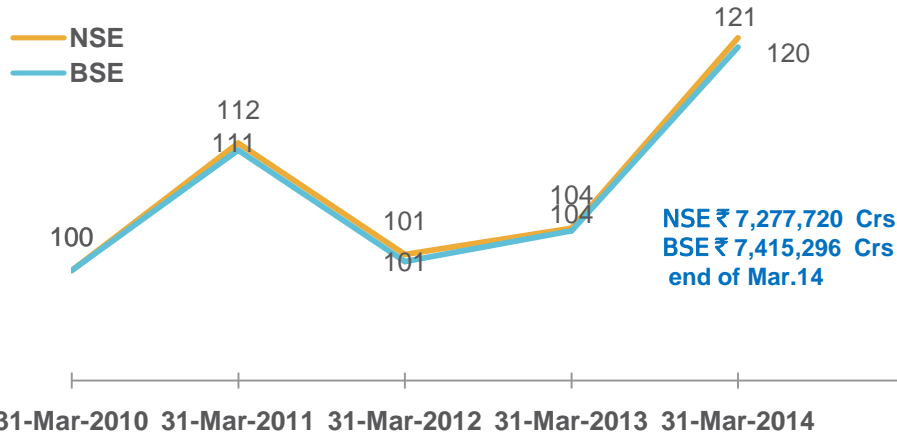


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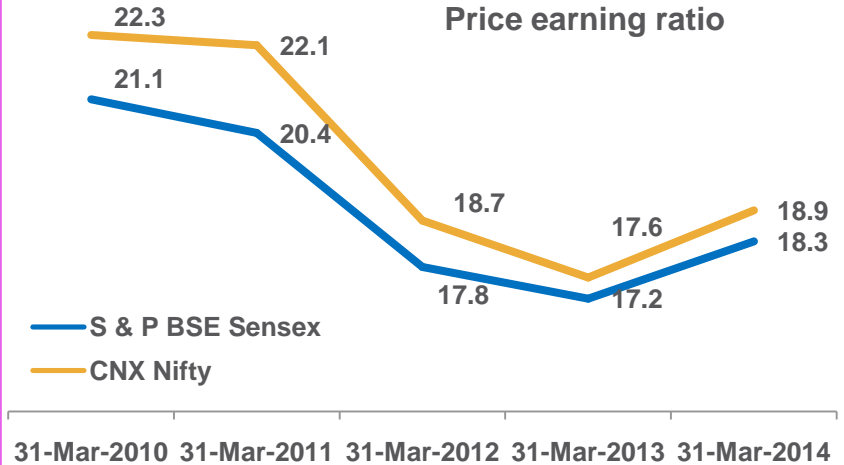
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Market Statistics (contin.....)

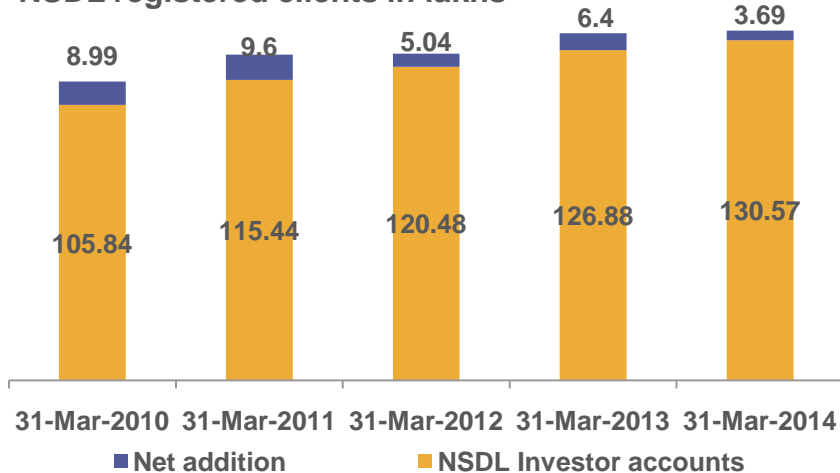
Market Capitalisation (Base 100 : 2009/2010)



Price earning ratio

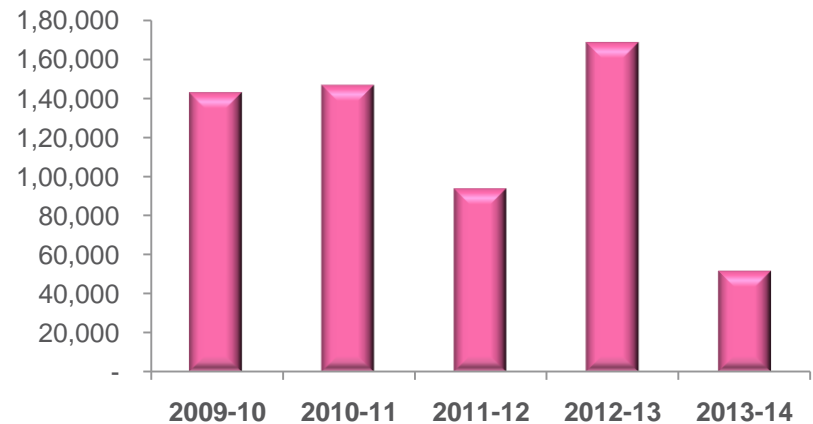


NSDL registered clients in lakhs



Net investment in Crores

Trends in FII investment

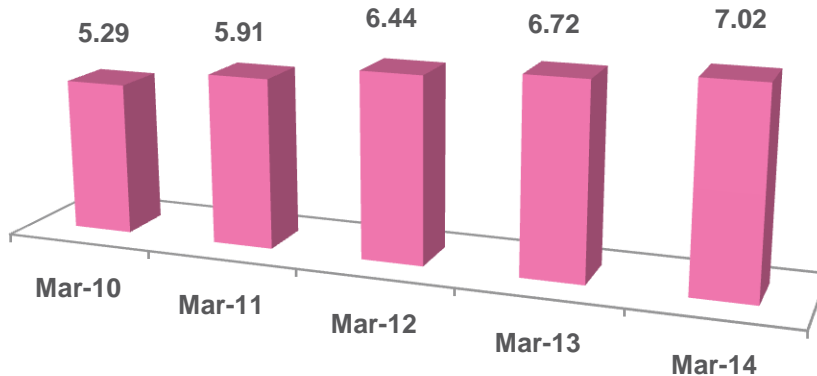


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- PERFORMANCE AT A GLANCE
 - GEOJIT BNP PARIBAS

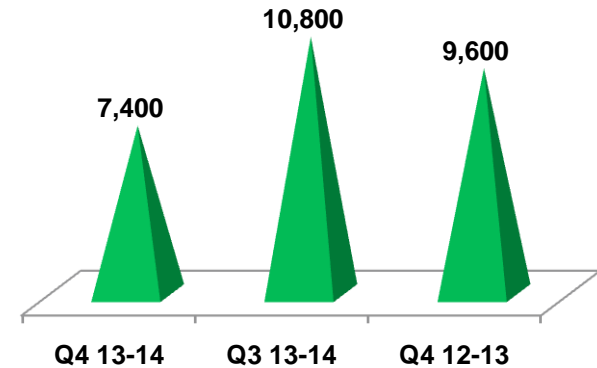


Clients, Offices

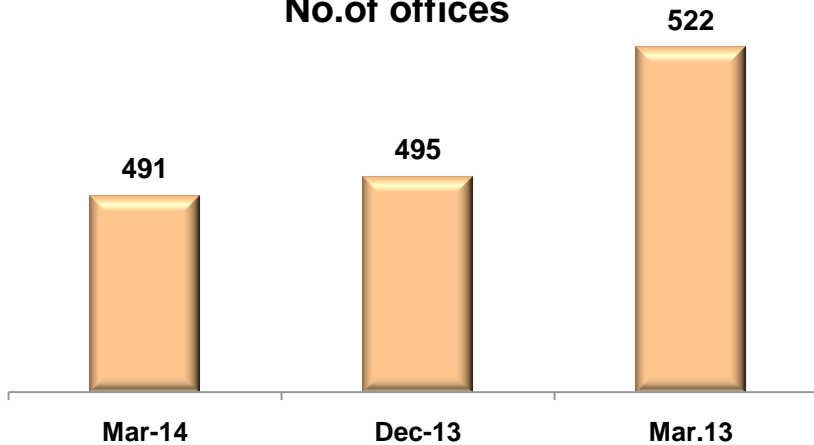
Number of Clients in lakhs



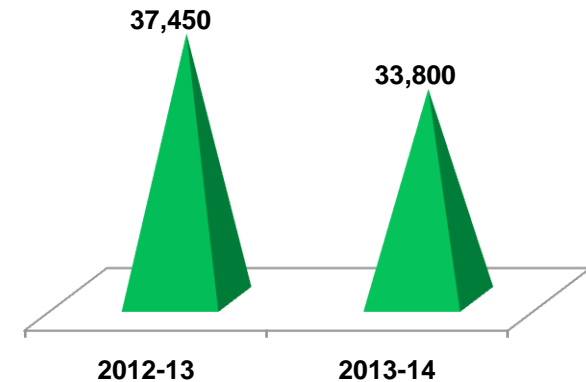
New Clients added -Quarter



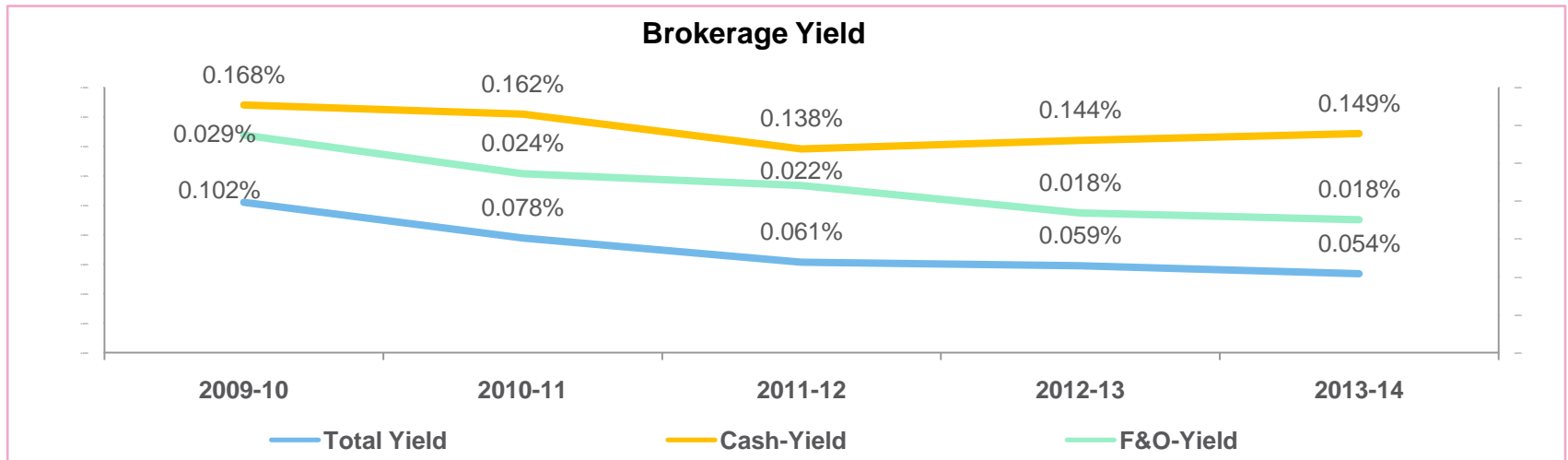
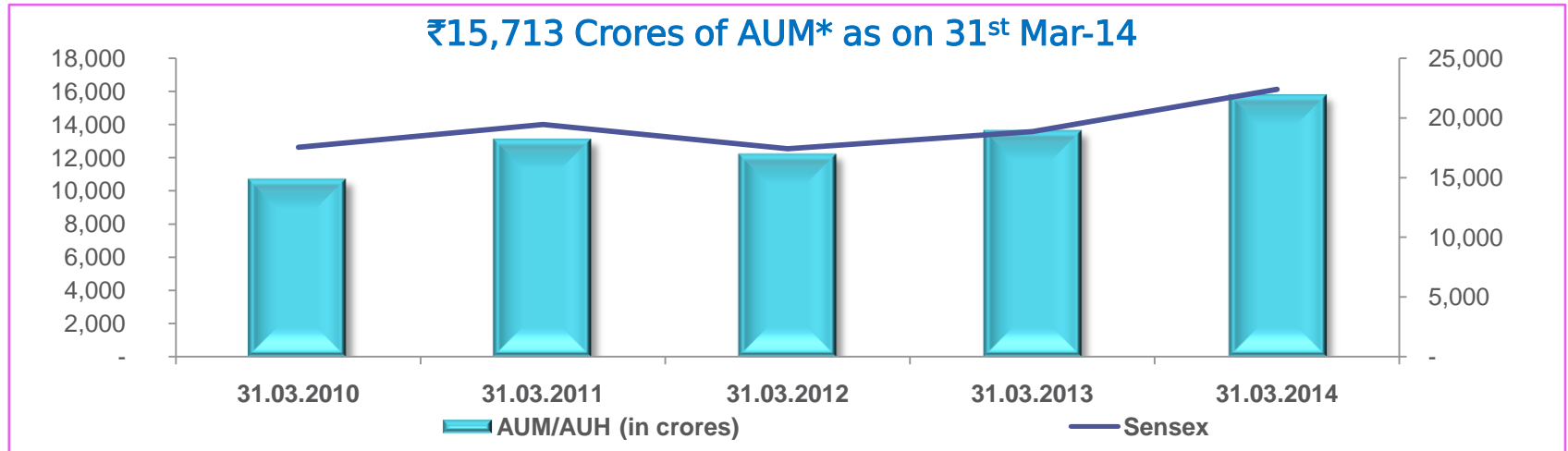
No.of offices



New Clients added for the FY



AUM, BROKERAGE YIELD



AUM: Asset under management includes value of Shares (Asset under holding) & Mutual fund of Geojit BNP Paribas & Joint venture companies clients.



**GEOJIT
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Savings & Investments

FIVE YEAR REVIEW –P&L

in Crores

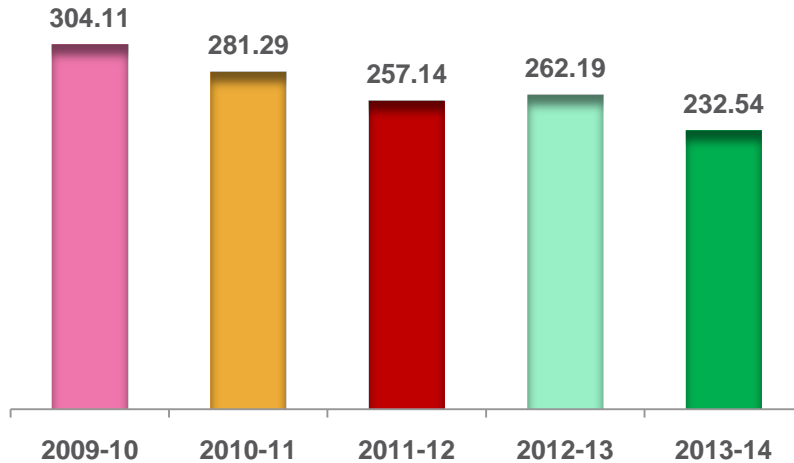
CONSOLIDATED FINANCIAL SUMMARY					
Particulars	2009-10	2010-11	2011-12	2012-13	2013-14
Income from operations	280.11	257.29	226.59	238.34	208.29
Other Income	24.00	24.00	30.55	23.85	24.25
Total income	304.11	281.29	257.14	262.19	232.54
Total Expenditure	(227.31)	(231.04)	(209.55)	(195.21)	(166.49)
Profit Before Tax	76.80	50.25	47.59	66.98	66.05
Tax	(28.42)	(18.80)	(24.27)	(22.48)	(21.98)
Profit After Tax	48.38	31.45	23.32	44.50	44.07
Extraordinary & Exceptional item	-			42.78	(121.32)
Share of Profit in associates	-			(0.53)	(0.40)
Minority interest	(2.20)	(2.43)	(3.87)	(4.95)	4.41
Net Profit After Tax	46.18	29.02	19.45	81.80	(73.24)

One of the company's subsidiary has funded exposure in National Spot Exchange (NSE) which faced a payment crisis. Accordingly a net provision of Rs.128.26 crore was made in accordance with RBI prudential norms, which is included in exceptional item of FY 2013-14

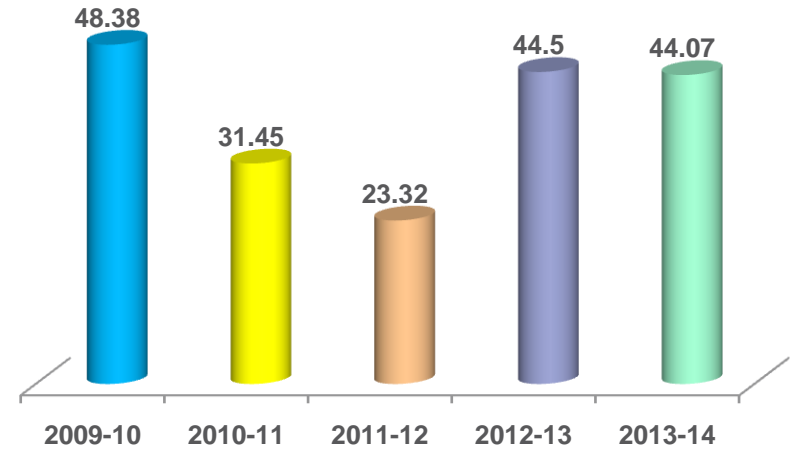


CONSOLIDATED RESULT

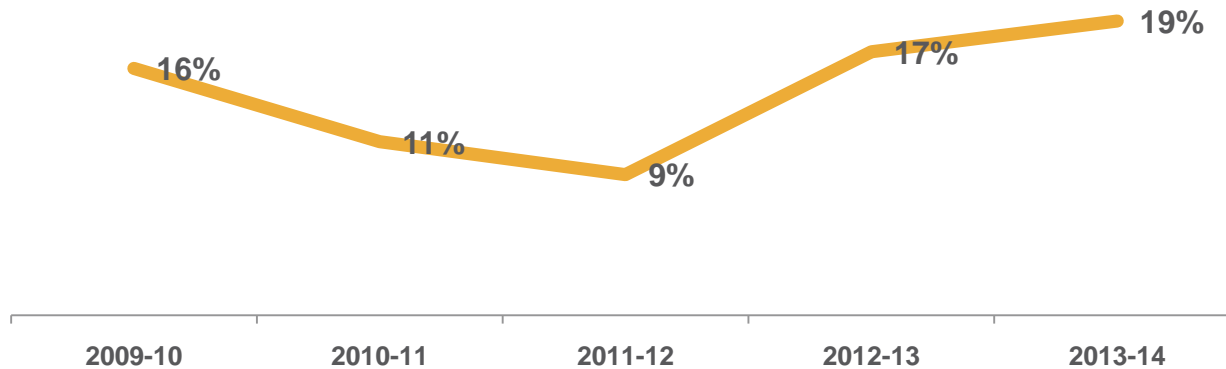
Consolidated Revenues (` Crores)



PAT (` Crores)



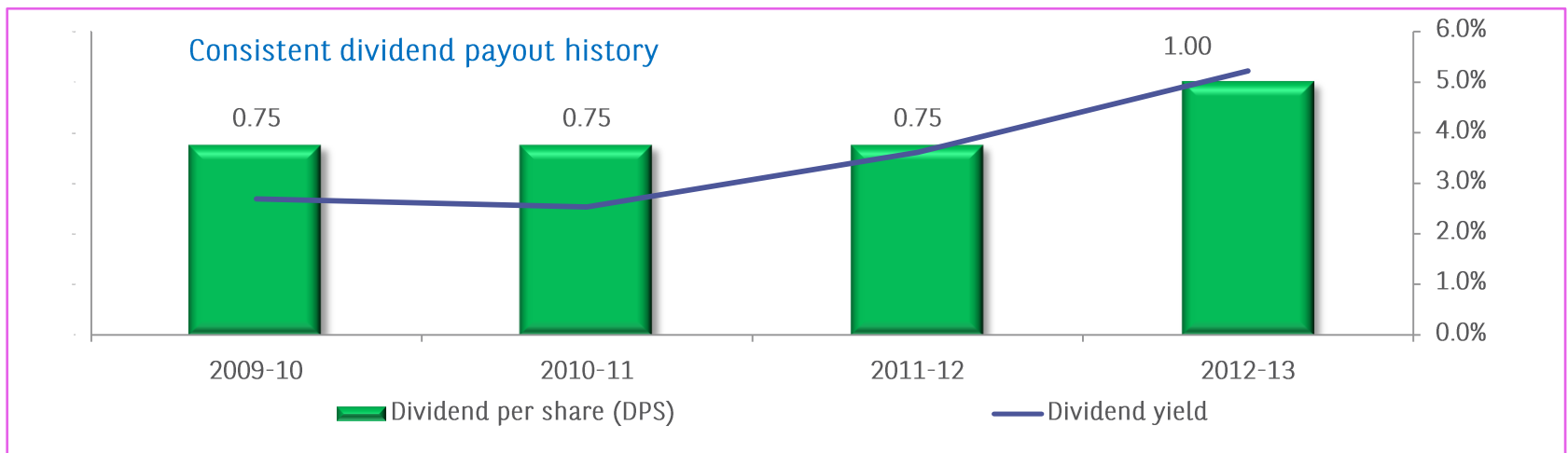
PAT Margin %



PAT without
exceptional
items



MARKET PRICE & DIVIDEND YIELD



Dividend yield = $\text{DPS} / \text{Average market price in NSE}$

Average market price = $(\text{Opening} + \text{Closing}) / 2$

The AGM for the FY 2013-14 will be held on 15th July 2014. The said meeting will consider Dividend for the year 2013-14 if any.



AWARDS, ACHIEVEMENTS

- **Achievement Award for Technology 2010** of WBR's Trade Tech India Excellence Awards for the Mobile Trading Platform
- Named one among 7 '**Brands that Emerged**' in the past decade (2000-2010) by The Economic Times Newspaper
- **CIO100 Award 2011 & 2013** from IDG India's CIO Magazine
- **Innovation Award 2011** for FLIP-ME from BNP Paribas
- 15th Rank in Moneylife Magazine's **Top 100 Wealth Creators** of the decade(2001-2011)
- **CNBC – TV 18 - Financial Advisor Awards 2012 & 2013** for Barjeel Geojit Securities, LLC.
- Award for **top performer in new accounts opened** (non-bank category) and best performer in account growth rate (top DP category) in respect of NSDL DPs in Chennai region.
- **Best Financial Analyst Award** to Alex Mathew, Head of Research in the F&O Segment by Zee Business, leading business channel . (2013)
- In a bid to attract young investors to the Indian capital markets, GBNPP has launched "Flip Social", India's first **stock trading application suite for Facebook**.



CORPORATE SOCIAL RESPONSIBILITY

Major Project

- Education Support to 450 underprivileged children of 4 villages since 2006

Initiatives of 2013-14

- Educational Support to 10 poor students pursuing Engineering
- Donated used Computers and Peripherals to the Alzheimer' Society, Kochi
- Provided books general knowledge books CD's to the students of 6 Government Schools in Kochi

Employee Participation in the CSR Initiatives of 2013-2014

- Blood Donors Data Bank contributed blood to about 100 people
- Contributions to the cochlear surgery of the baby girl of a colleague, for the heart surgery of a student aged 18 and for the kidney transplantation of a daily waged worker aged 45 years
- Support for the flood relief operations in Uttarakhand
- Participated in the "One Billion Rising" global campaign to end violence on women and girls and for gender justice and gender equality.
- Participated in the symbolic run initiated for the first time in Kochi by NSE and CNBC TV-18 as an investor support movement and for the economy. A portion of the proceeds went to education of children



THANK YOU!

GEOJIT BNP PARIBAS FINANCIAL SERVICES LTD
34/659-P, Civil Line Road, Padivattom, Kochi-682024
Toll Free: 1800-425-5501 / 1800-103-5501
geojitbnpparibas.com

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