



Geojit BNP Paribas Financial Services

March 2015



**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 : 1205 Crores (USD 193 Mn) as of end March 2015

Number of Staff:

- 2,637 as of end of March 2015

Company Profile:

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

- Over 28 years of in-depth broking experience in the Indian Capital Market
- 733,000 clients, 483 offices
- 8th largest broker and third largest non bank broker in India (Based on UCC of Active clients during FY 2014-15 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 38,000 clients and more than 2,426 crores of AuM (47% equities)
- Retail Brokerage B2B agreements with Federal Bank, South Indian Bank and Corporation Bank



MD of the company :

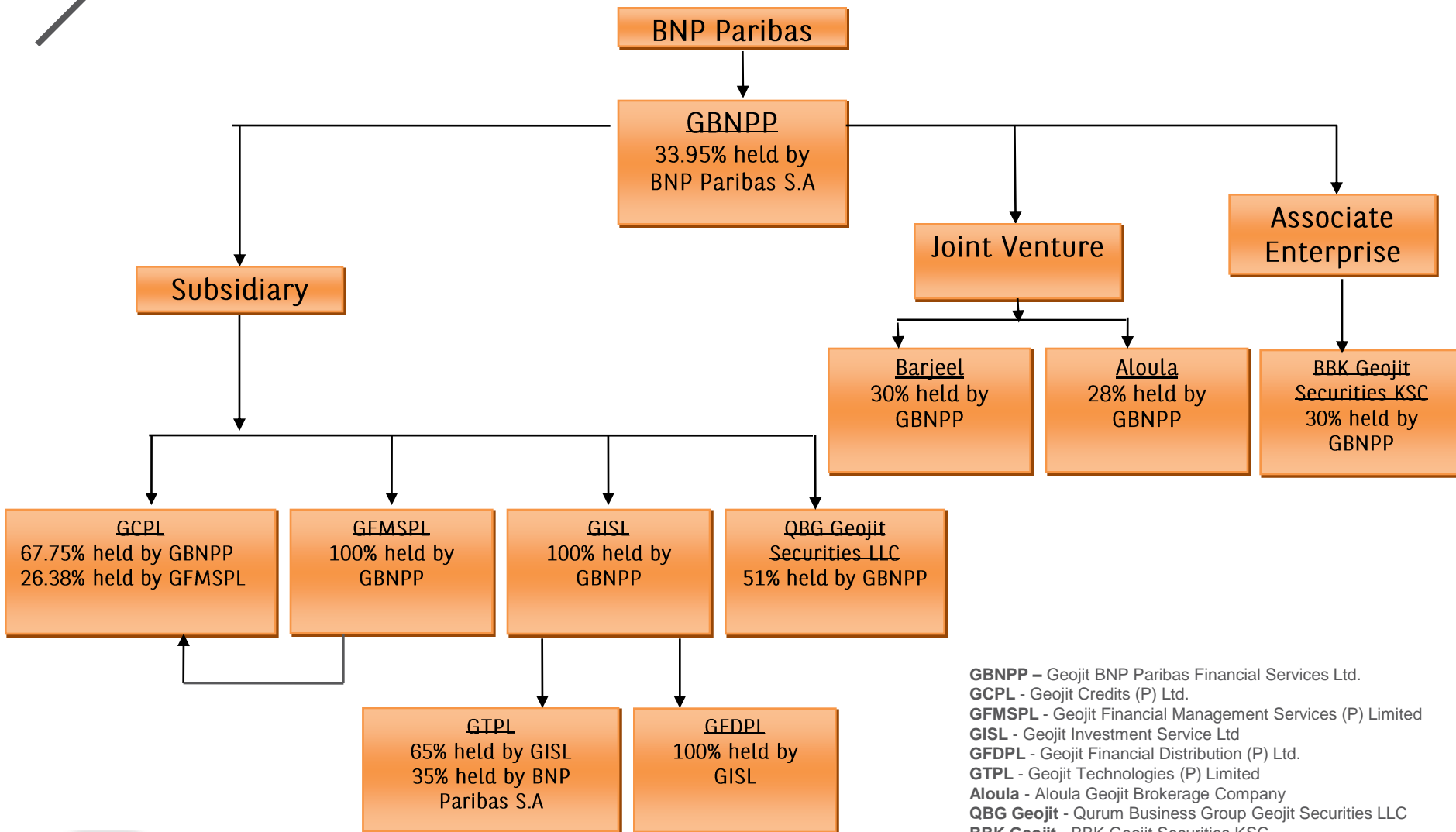
- CJ George (founder of the company in 1987)

Board Directors of the Group:

- A.P Kurian— **Chairman and Independent Non Executive Director**
- C. J George – Managing Director and Promoter
- Rakesh Jhunhunwala - **Non Executive Director**
- Mahesh Vyas - **Independent Non Executive Director**
- R. Bupahty - **Independent Non Executive Director**
- Punoose George - **Non Executive Director**
- Franciska Decuypere - **Non Executive Director**
- Jean Christophe Gougeon - **Non Executive Director**
- Dr. M Beena - **Non Executive Director**



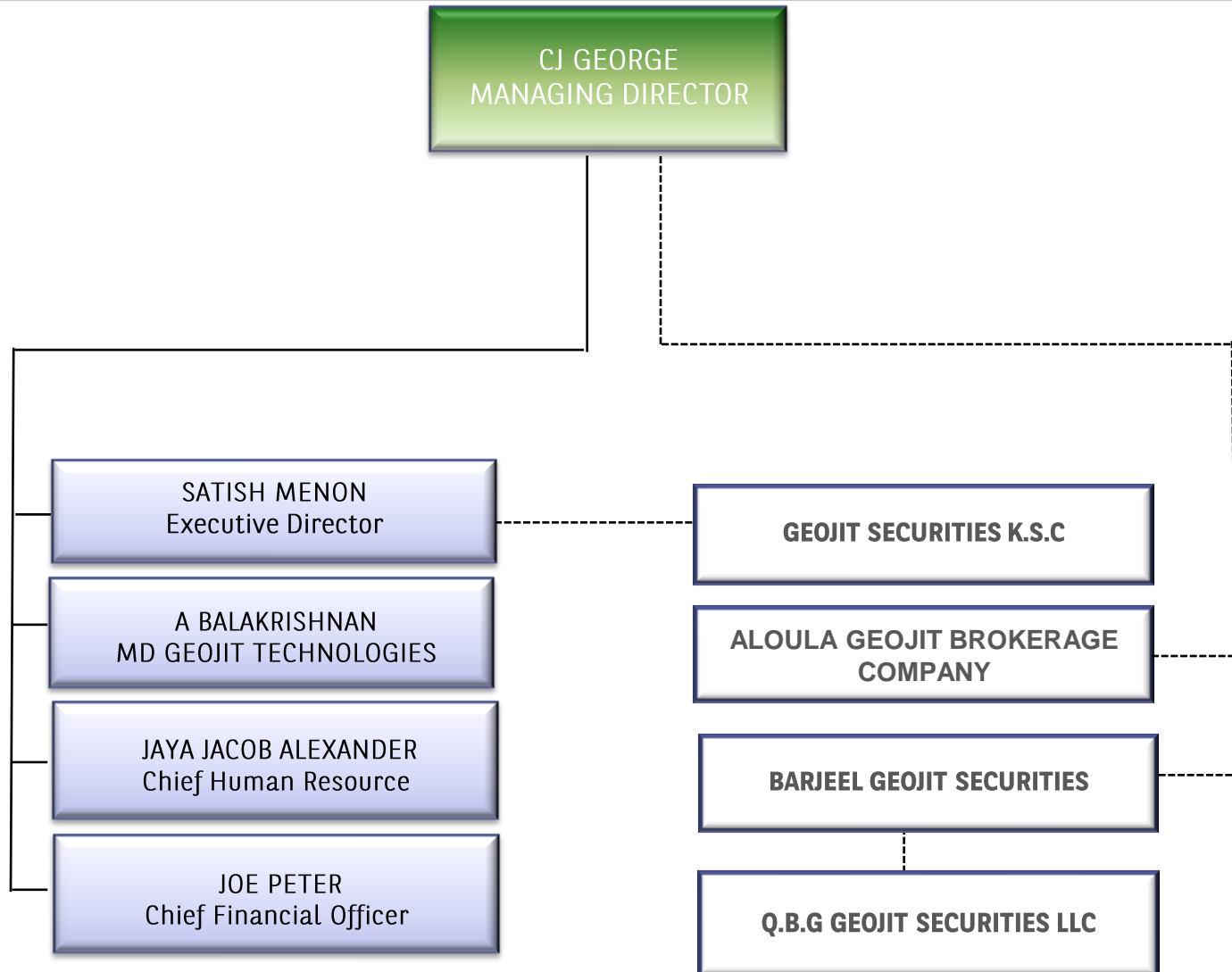
GROUP STRUCTURE



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



MANAGEMENT TEAM



MAIN PRODUCTS & SERVICES

Key Products and Services:



Equities



Property Services



IPOs



Derivatives



Loan against shares



Portfolio
Management
Services



Currency Futures



Mutual Funds



Margin Trading



Custody Accounts



Life Insurance &
General Insurance

Distribution Channels :

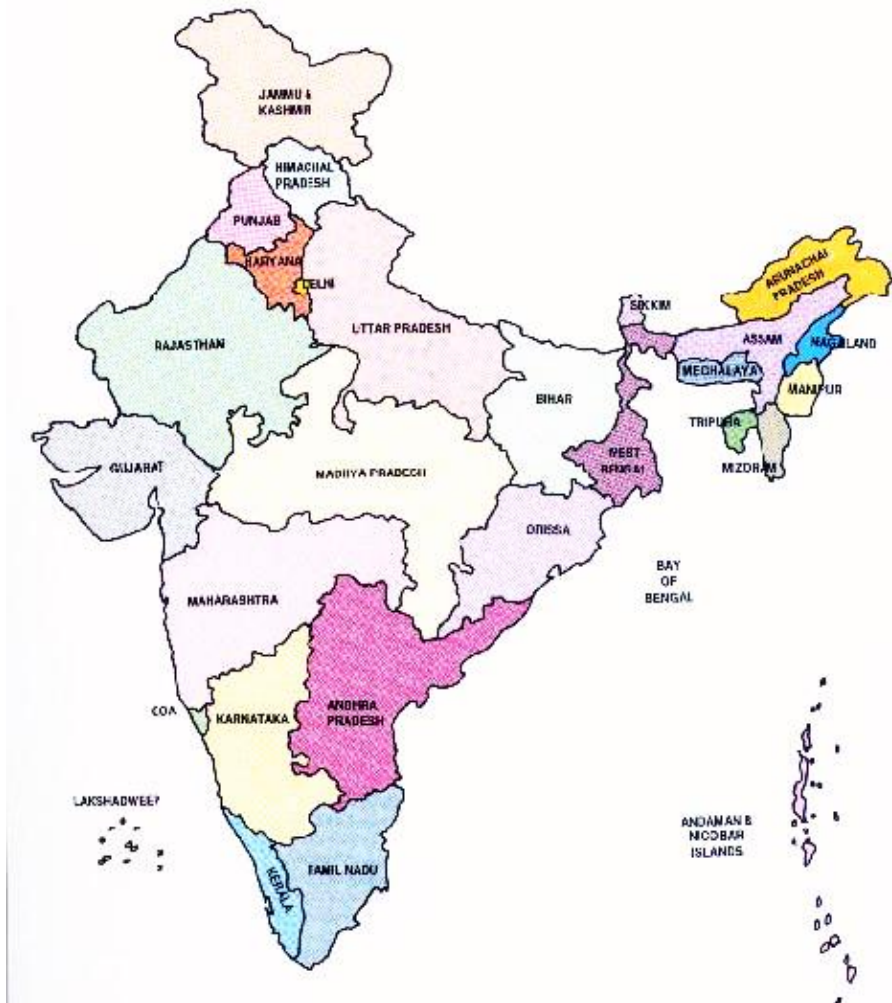
- Branches, Internet, Phone including a 100 seats call centre (6 different languages spoken)



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A GROWING PAN-INDIA PRESENCE



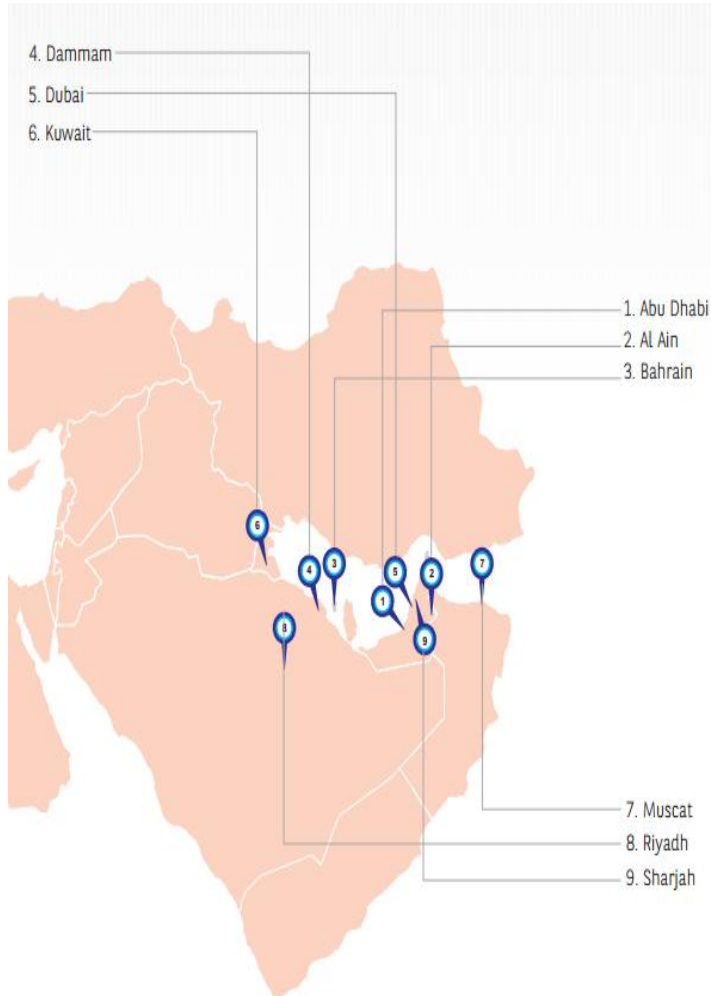
PAN INDIAN PRESENCE

- 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 (483 offices) is mostly composed by branches (68%). 9 offices in Gulf countries
- GBNPP is especially present in South India - 73% of the offices (o/w 45% 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 JZA

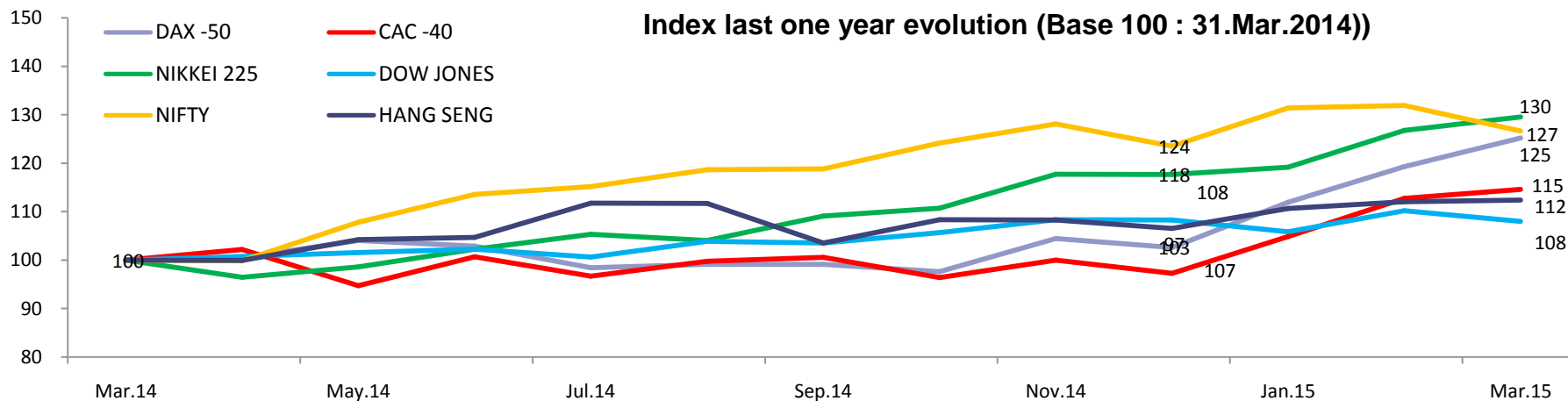


- MARKET STATISTICS

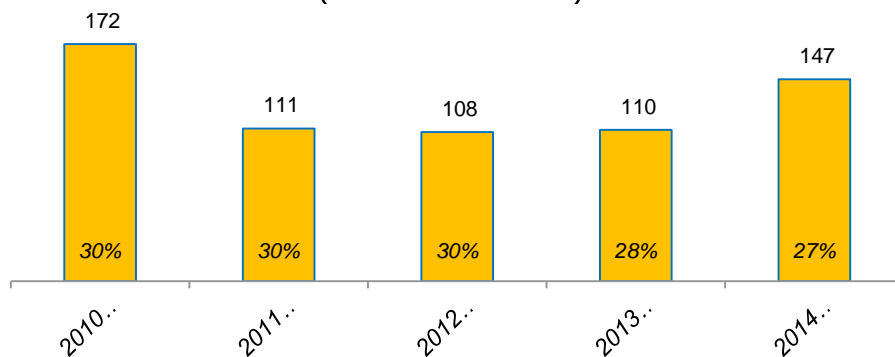


MARKET STATISTICS

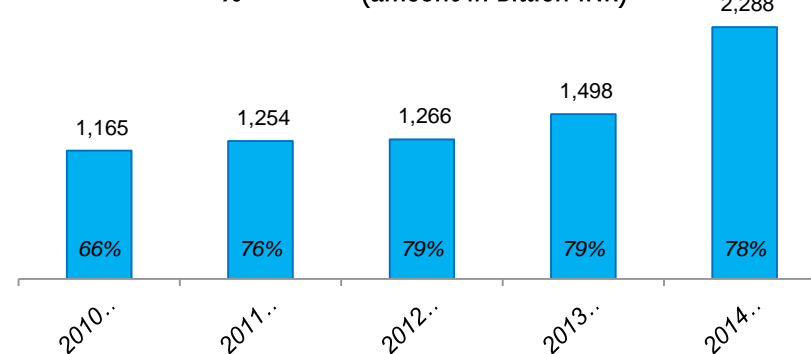
Index last one year evolution (Base 100 : 31.Mar.2014))



ADTO - NSE Cash market in figures and Delivery volume in %
(amount in Billion INR)



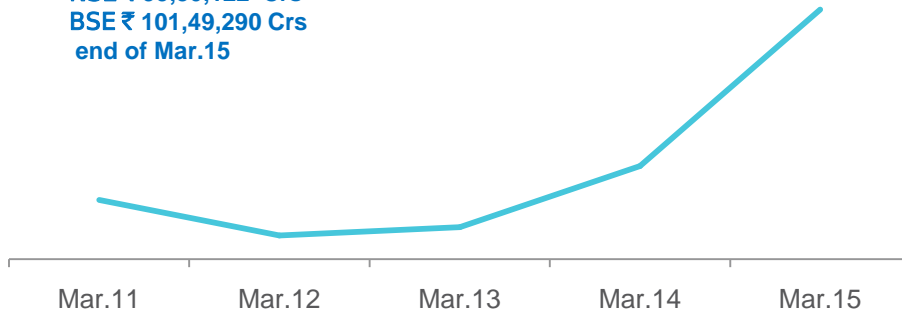
ADTO - NSE F&O market in figures and Option volume in %
(amount in Billion INR)



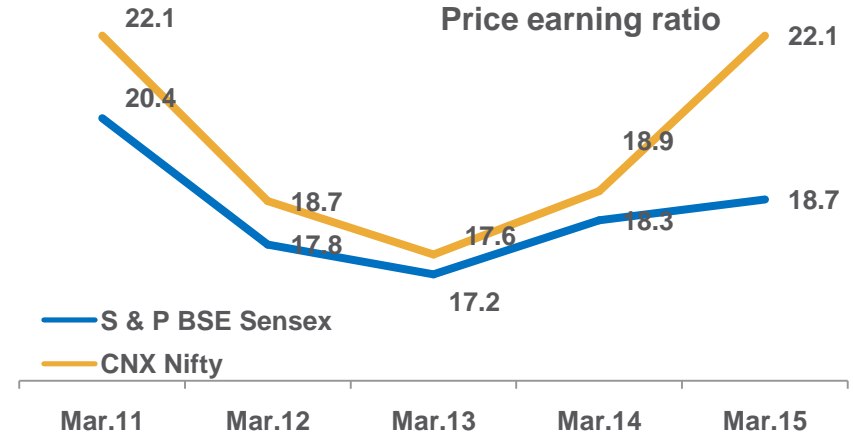
MARKET STATISTICS (CONT...)

Market Capitalisation of NSE Base 100 (31st Mar.11)

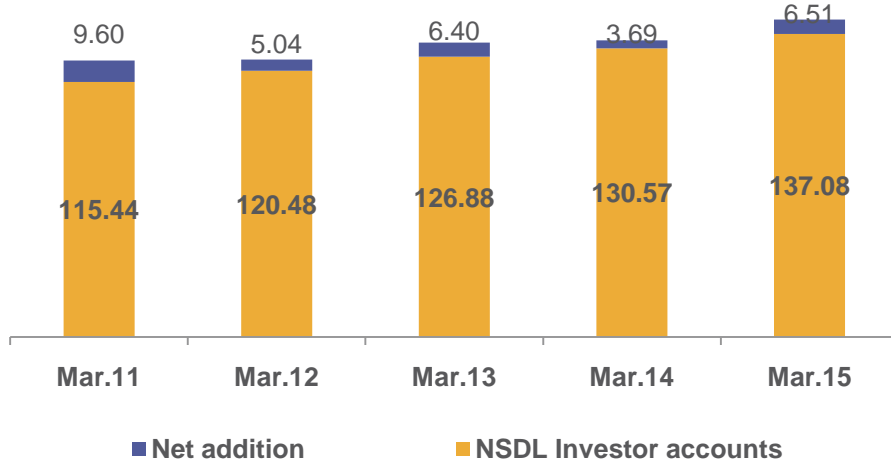
NSE ₹ 99,30,122 Crs
BSE ₹ 101,49,290 Crs
end of Mar.15



Price earning ratio

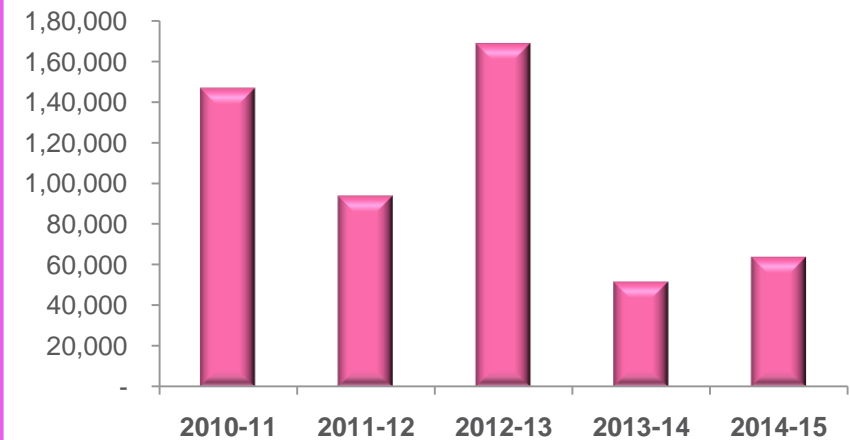


NSDL registered clients in lakhs



Net investment in Crores

Trends in FII investment



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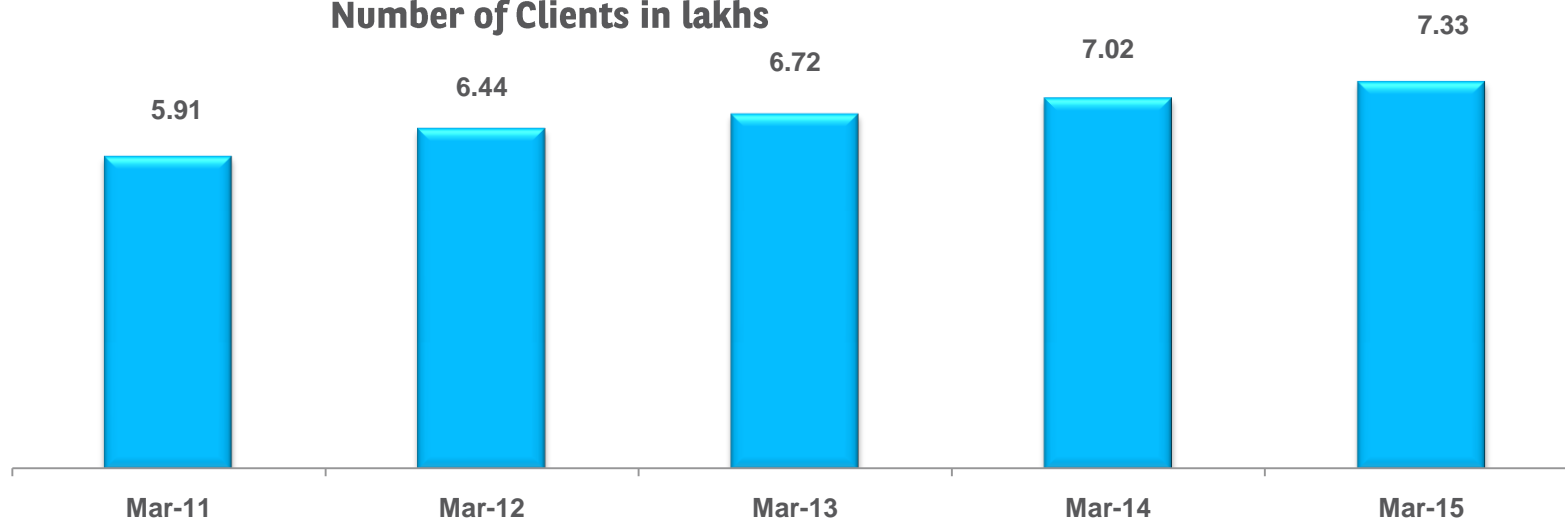
Source: NSDL, SEBI, NSE & BSE

- **PERFORMANCE AT A GLANCE**
- **GEOJIT BNP PARIBAS**

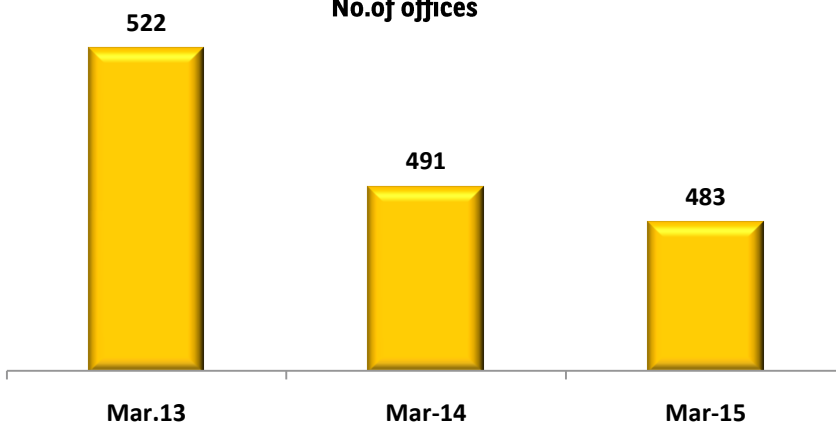


CLIENTS & OFFICES

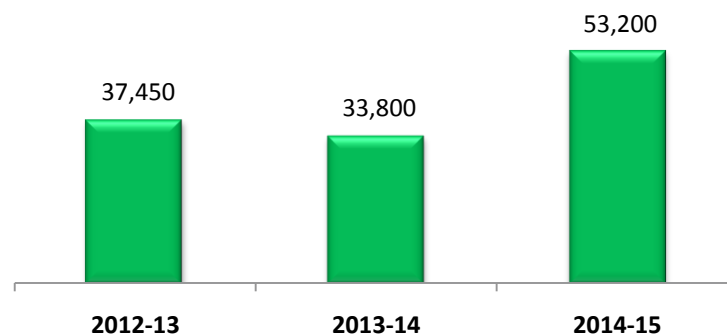
Number of Clients in lakhs



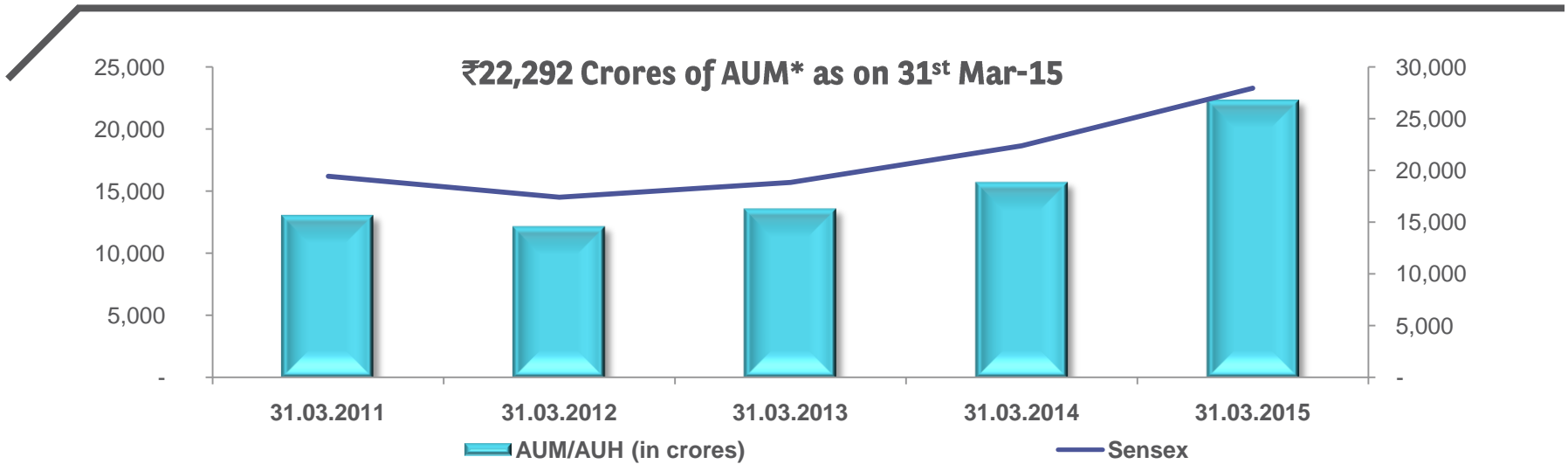
No. of offices



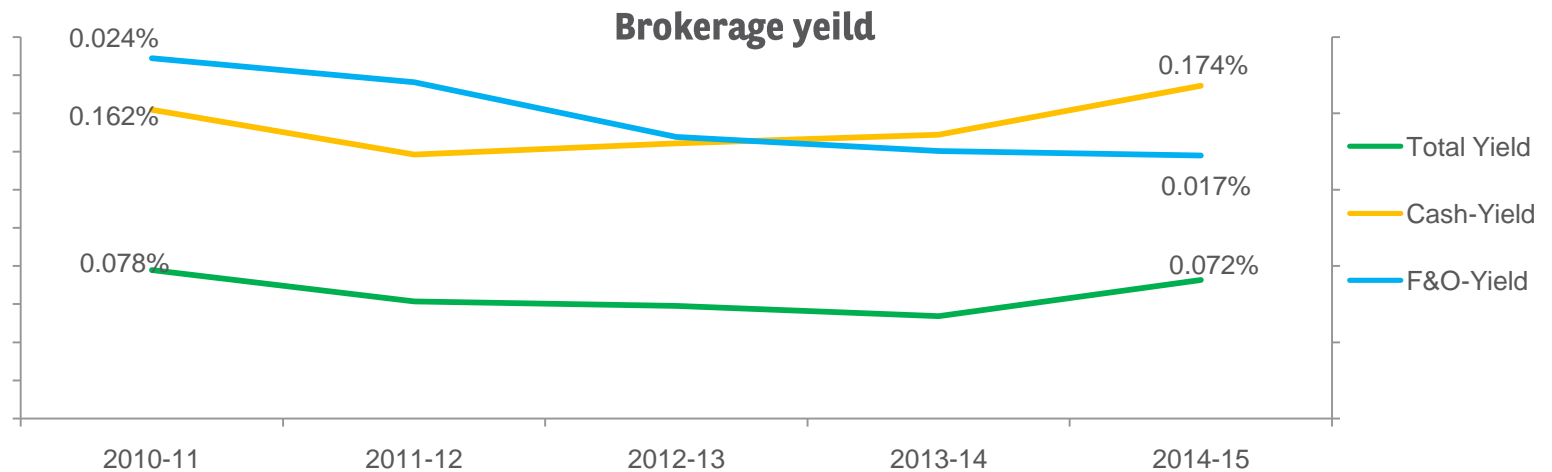
New Clients added for the FY



AUM, BROKERAGE YIELD



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



FIVE YEAR REVIEW –P&L

CONSOLIDATED FINANCIAL SUMMARY

(Amount in Cr)

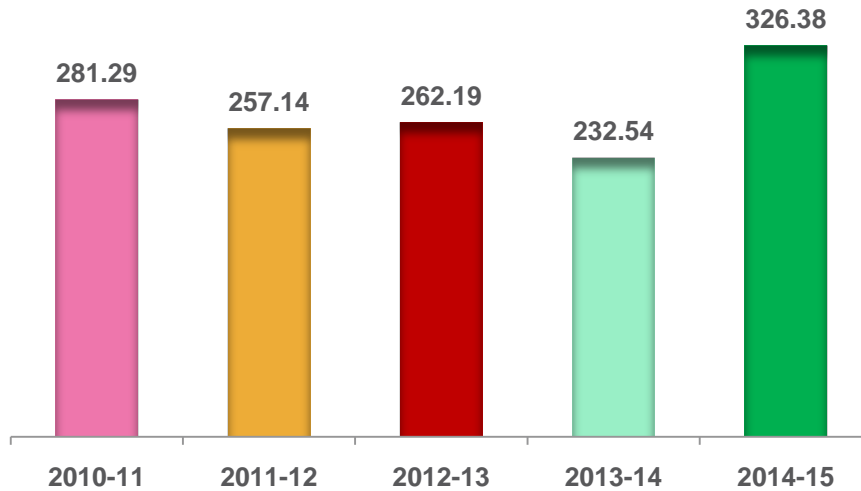
Particulars	2010-11	2011-12	2012-13	2013-14	2014-15
Income from operations	257.29	226.59	238.34	208.29	304.67
Other Income	24.00	30.55	23.85	24.25	21.72
Total income	281.29	257.14	262.19	232.54	326.38
Total Expenditure	(231.04)	(209.55)	(195.21)	(166.49)	(206.83)
Profit Before Tax	50.25	47.59	66.98	66.05	119.55
Tax	(18.80)	(24.27)	(22.48)	(21.98)	(37.43)
Profit After Tax	31.45	23.32	44.50	44.07	82.13
Extraordinary & Exceptional item			42.78	(121.32)	
Share of Profit in associates			(0.53)	(0.40)	(0.28)
Minority interest	(2.43)	(3.87)	(4.95)	4.41	(4.49)
Net Profit After Tax	29.02	19.45	81.80	(73.24)	77.36

One of the company's subsidiary has funded exposure in National Spot Exchange (NSEL) 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

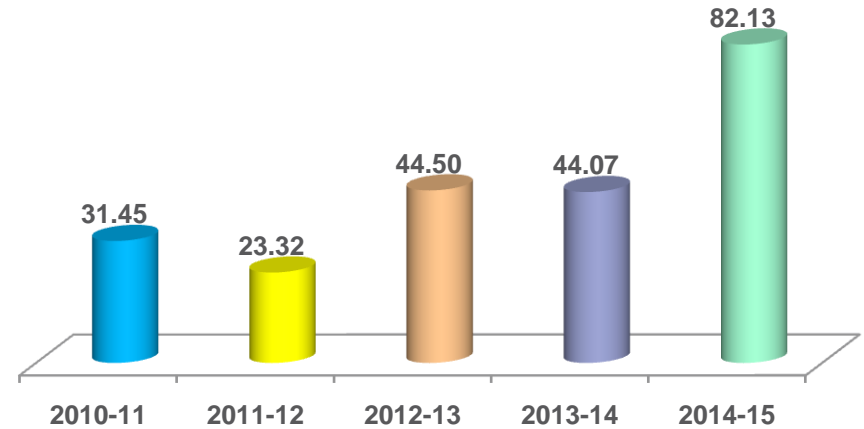


CONSOLIDATED RESULT

Consolidated Revenues (Rs Crores)

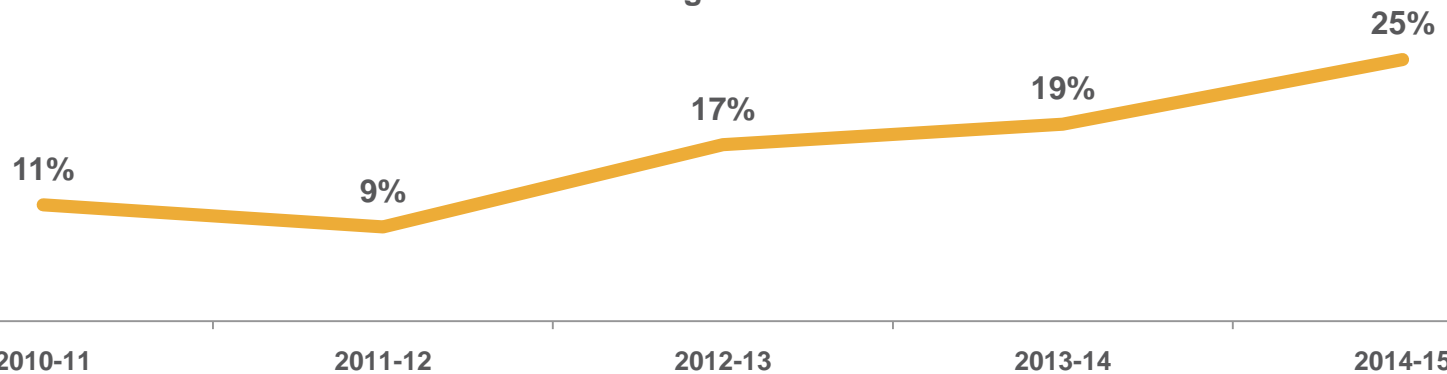


PAT in Rs Crores

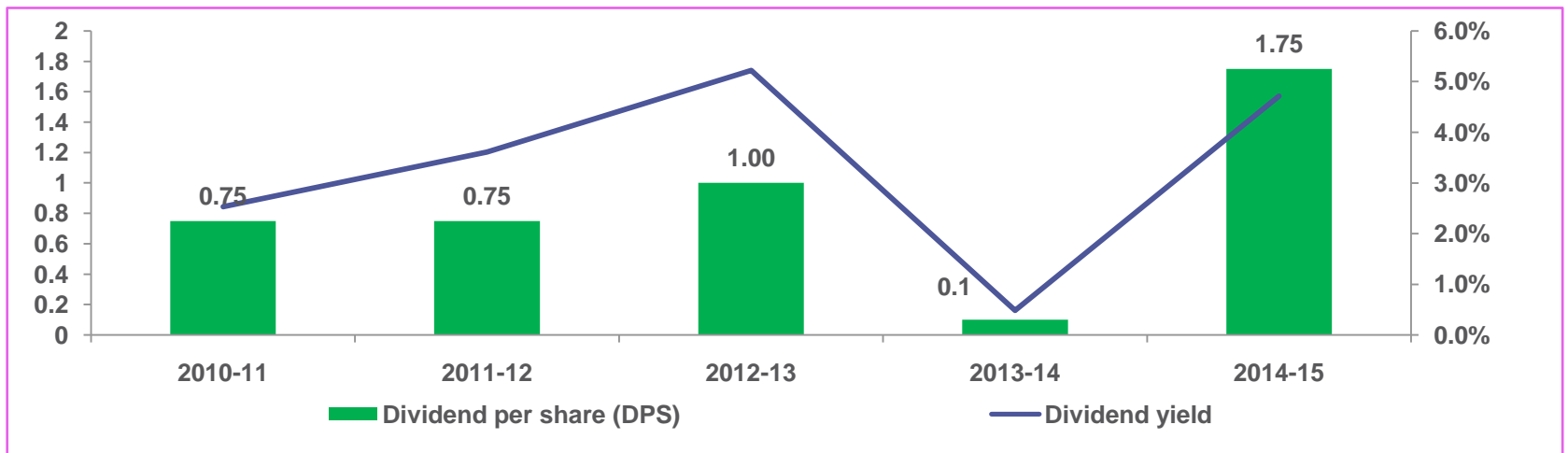
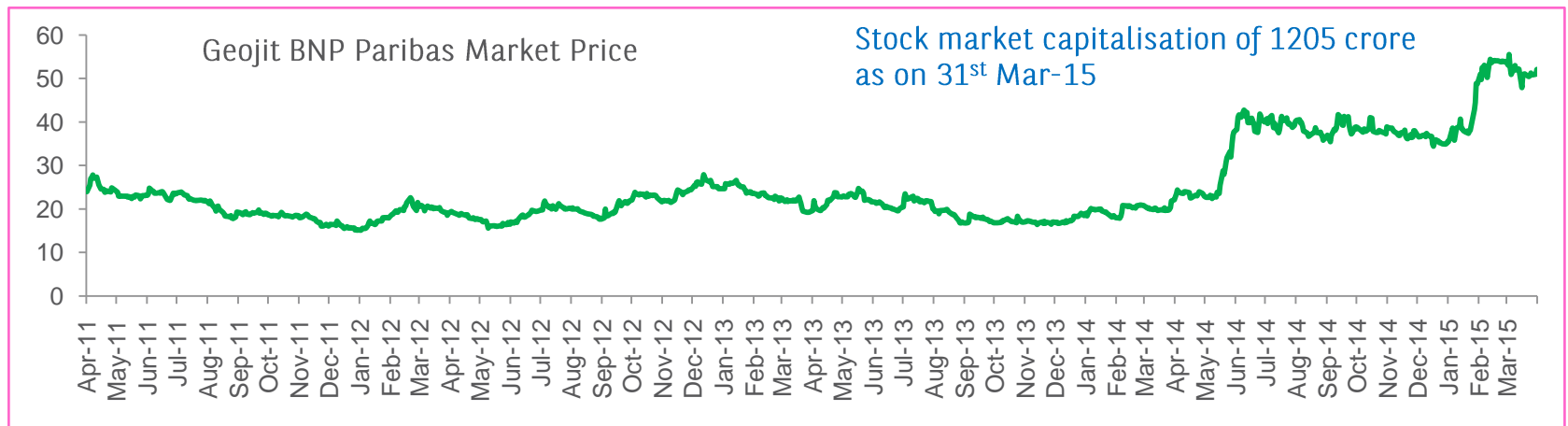


PAT without exceptional items

PAT Margin %




MARKET PRICE & DIVIDEND YIELD



Dividend yield = $\text{DPS} / \text{Average market price in NSE}$
 Average market price = $(\text{Opening} + \text{Closing}) / 2$



AWARDS, ACHIEVEMENTS

- 
- Geojit Corporate office (at Kochi, Kerala) received the prestigious **Leadership in Energy and Environment Design (LEED) India 'GOLD' rating under New Buildings category**. It is the first and the only building in Corporation of Kochi limits to be awarded this distinction.
 - **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

CORPORATE RESPONSIBILITY

The CSR initiatives of the Company mainly focus on education and health with the active participation of its employees. The Projects of 2014-15, some of which are continuing in the current year also, are:

EDUCATION:

- Gives educational support to 650 underprivileged students from five villages in Kerala and in the life style improvement of their families
- Scholarships to deserving students from financially deprived backgrounds for pursuing Professional courses
- Student Police Cadet Project (SPC) of three Government Schools in Kerala is supported by us
- Partners with the Additional Skill Development Program (ASAP) of the Govt of Kerala by providing training in our branches to undergraduate students
- Partnered with Malayala Manorama group of Publications to provide Life Skills program to Plus Two Students of selected higher secondary Schools to equip them for their future
- Promotes Financial literacy among the youth by conducting classes in Schools and Colleges across India
- "Joy of Giving " is an annual initiative of employees which collects books, stationery, used toys etc and distributes to children of orphanages



CORPORATE RESPONSIBILITY

HEALTH

- SPARSH - A community health project carried out with active employee participation, provides medical support to candidates deserving health care
- Hunger Free Project supplies meals once a day for the bystanders of poor patients in the Ernakulam District General Hospital
- The Employee Blood Donors Forum is an employee initiative that arranges blood for people in need



PROTECTION OF ARTS & HERITAGE

- Associated with Kochi-Muziris Biennale Foundation in their Music art therapy sessions to the patients of Government hospitals in Kerala, promoting art and artists studying in the Govt Fine Arts Colleges in India through the Student Biennale and engaging young learners especially the differently-abled through the Children's biennale
- The Police Museum at the Jews Street in Mattanchery, a world heritage zone, which houses artefacts, weapons, uniforms and curios related to the Police in Kerala dating to many decades, is maintained by the Company



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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