

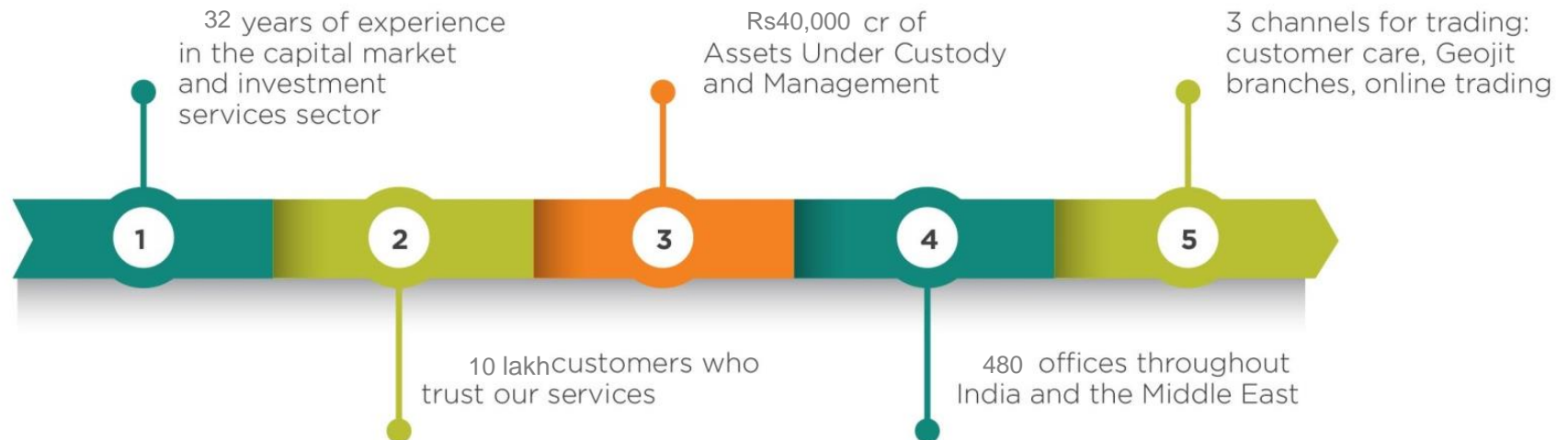
AN INSIGHT INTO GEOJIT FINANCIAL SERVICES LTD.

EARNINGS UPDATE QIV FY 19



Geojit – At a glance

- Established in 1987, Geojit is a leading investment services company in India with

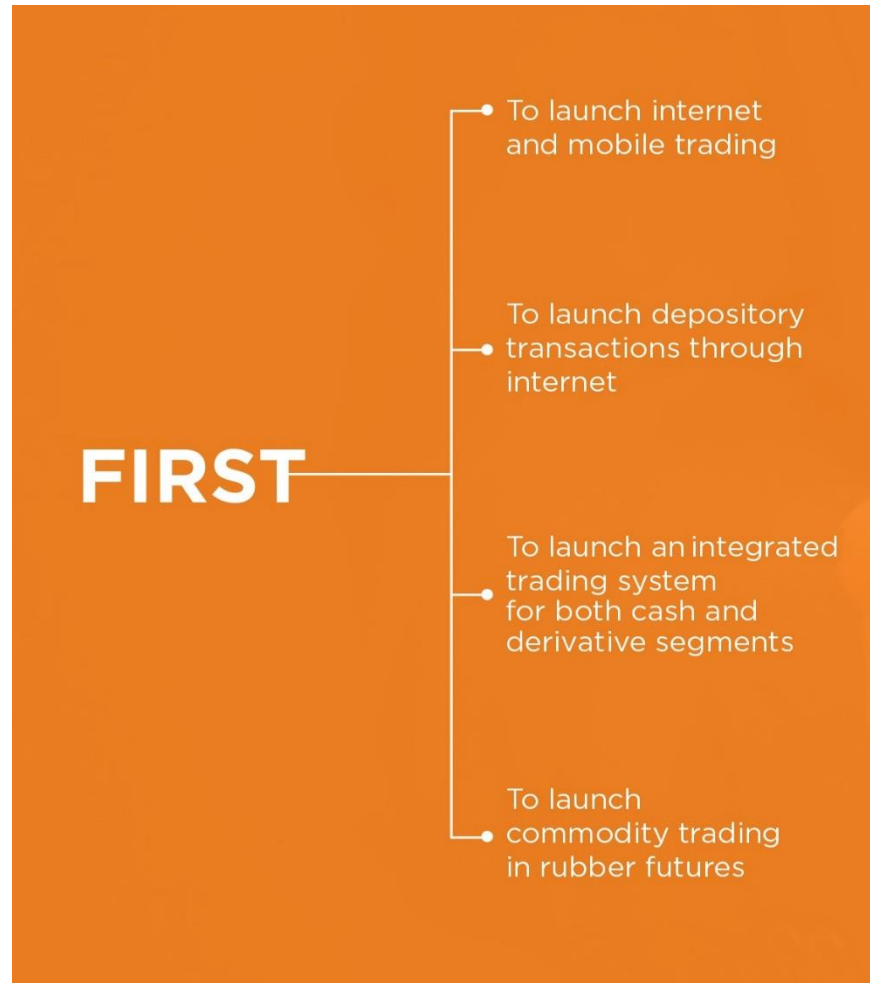


- Has retail brokerage B2B partnership with leading banks in India
- Reputed for transparent processes and brokerage structure
- Corporate governance with unblemished record of compliance and one of the lowest percentage of unresolved Customer Grievances

Please note: All figures are as on 31 March 2019. Currency: INR



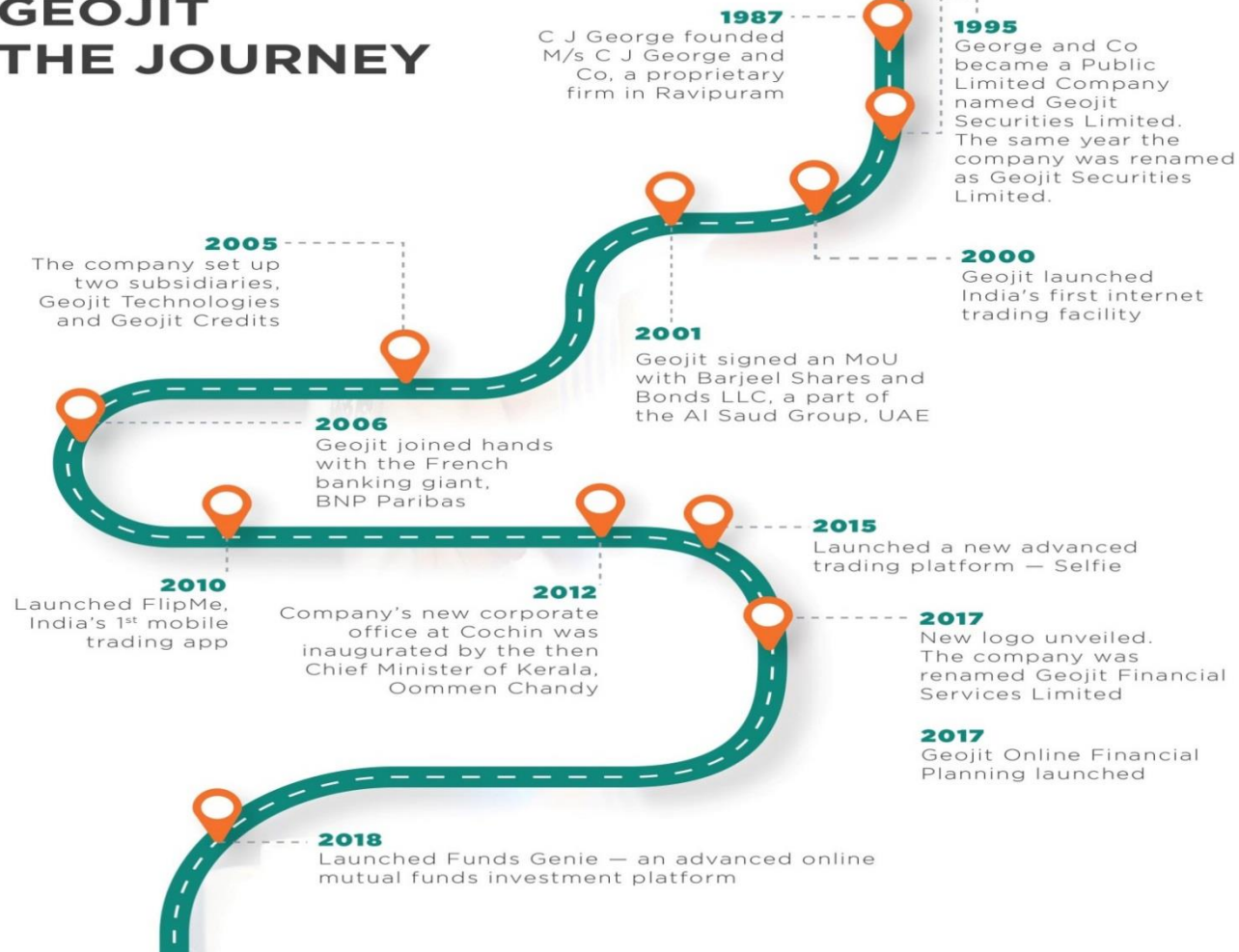
Geojit – At a glance



Currently over 60% of retail trading volumes are done via the internet (including mobile app)

Geojit - At a glance

GEOJIT THE JOURNEY



Leading investment service company with strong presence in India and Middle East



480 Offices



10,07,325
Customers



₹40,158 Crores
Assets under Custody & Management



₹172 Crores
SIP Book Size *



₹989 Crores
Market capitalization



2,724
Employees

* SIP Book includes 21 crores of STP
All numbers are pertaining to 31st March 2019



Earning Update Q4 FY2019

Consolidated result

*INR in Crores

	Q4 FY18	Q3 FY19	Q4 FY19	Q4 FY19 Vs Q4 FY18	Q4 FY19 Vs Q3 FY19	FY18	FY19	FY19 vs FY18
Operational income	87.10	68.29	71.17	-18%	4%	334.19	287.67	-14%
Other income	8.57	8.16	6.71	-22%	-18%	33.76	30.54	-10%
Total Income	95.67	76.45	77.88	-19%	2%	367.95	318.21	-14%
Total Expenses	65.58	60.59	64.41	-2%	6%	252.74	249.67	-1%
Profit before tax	30.09	15.85	13.47	-55%	-15%	115.21	68.54	-41%
Profit after tax	19.27	10.22	7.41	-62%	-27%	73.24	35.46	-52%

Total expenses for the current quarter (Q4 FY19) include 2.51 crores towards provision against a litigation in Aloula Geojit Capital Company (Joint venture abroad)



Consolidated result – Product wise revenue

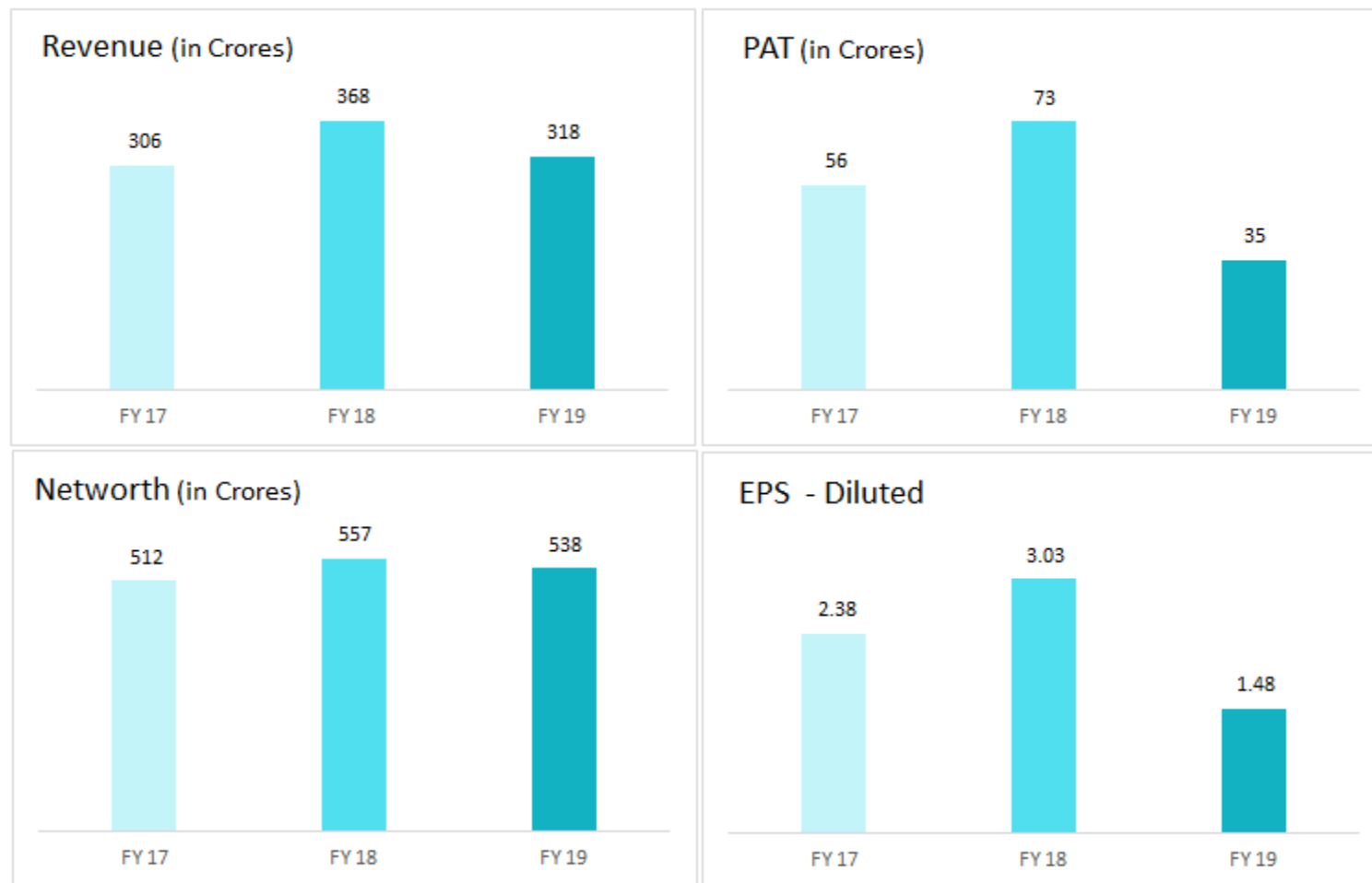
*INR in Crores

	Q4 FY18	Q3 FY19	Q4 FY19	Q4 FY19 Vs Q4 FY18	Q4 FY19 Vs Q3 FY19	FY18	FY19	FY19 vs FY18
Equity and Equity related	66.14	54.66	56.05	-15%	3%	259.84	222.72	-14%
Financial Product income	12.75	8.82	9.49	-26%	8%	43.45	41.34	-5%
Brokerage Mutualfund	12.46	8.51	8.71	-30%	2%	42.64	39.69	-7%
Brokerage Insurance	0.24	0.21	0.73	200%	239%	0.66	1.26	90%
Other distribution income	0.04	0.09	0.05	25%	-40%	0.15	0.39	161%
Software Income	4.31	2.59	3.18	-26%	23%	17.28	12.21	-29%
Other Operating income	3.90	2.23	2.45	-37%	10%	13.62	11.41	-16%
Total Operational income	87.10	68.29	71.17	-18%	4%	334.19	287.67	-14%
Other non operational Income	8.57	8.16	6.71	-22%	-18%	33.76	30.54	-10%
Total income	95.67	76.45	77.88	-19%	2%	367.95	318.21	-14%

In Q4 FY18 the upfront income including B30 commission was 5.34 Crores (after tax) which has come down to 42 lakhs in the current quarter. In the full year FY18 the Upfront income including B30 commission was 17.95 crores which has come down to 7.50 crores in FY19. This is due to the implementation of full trail model of commission from October.18 onwards



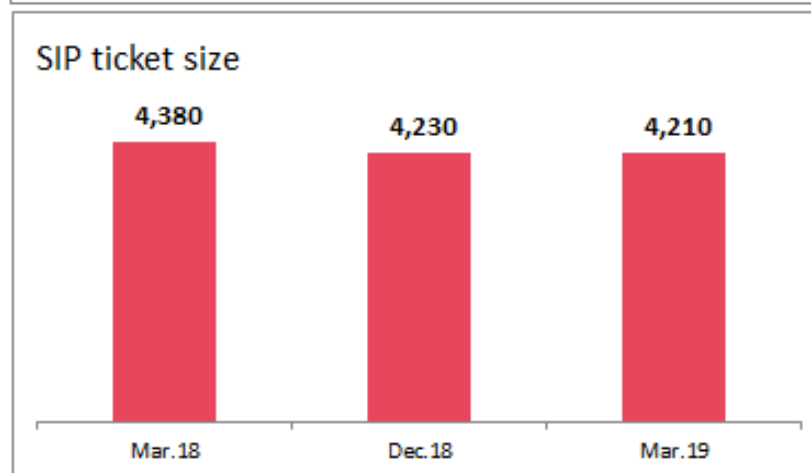
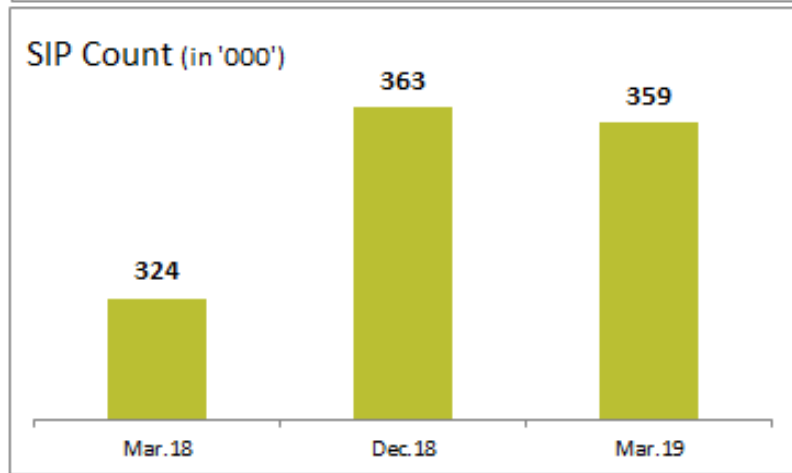
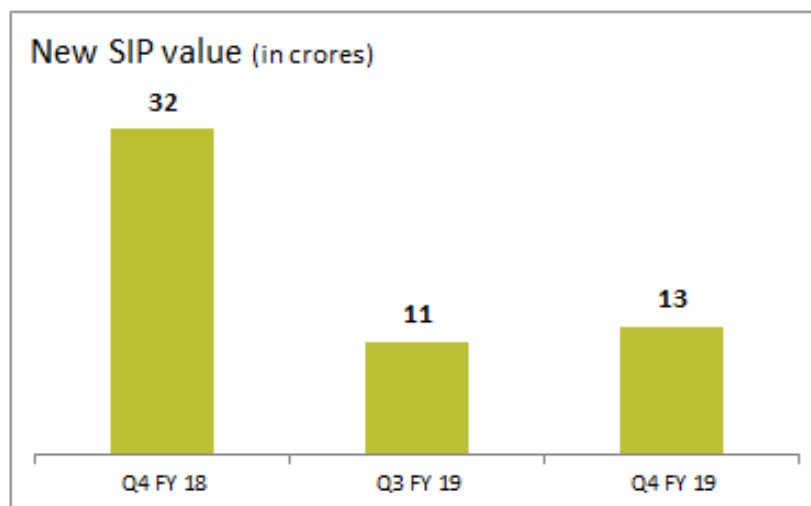
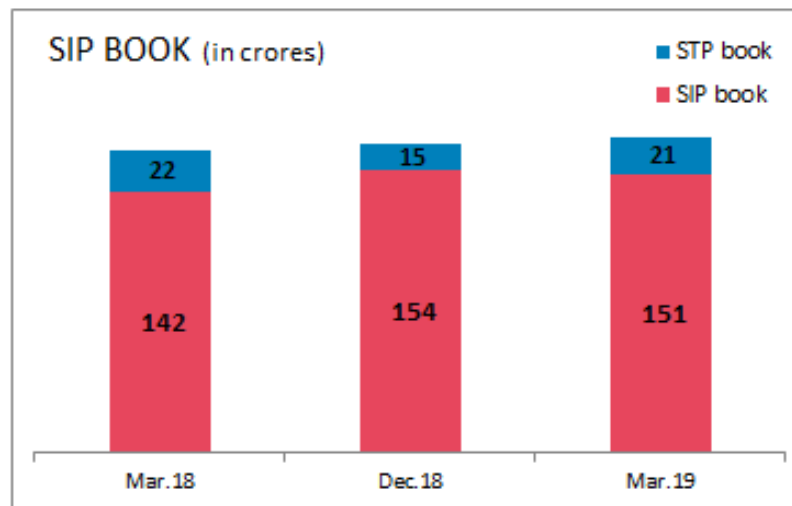
Consolidated Financials - YoY growth



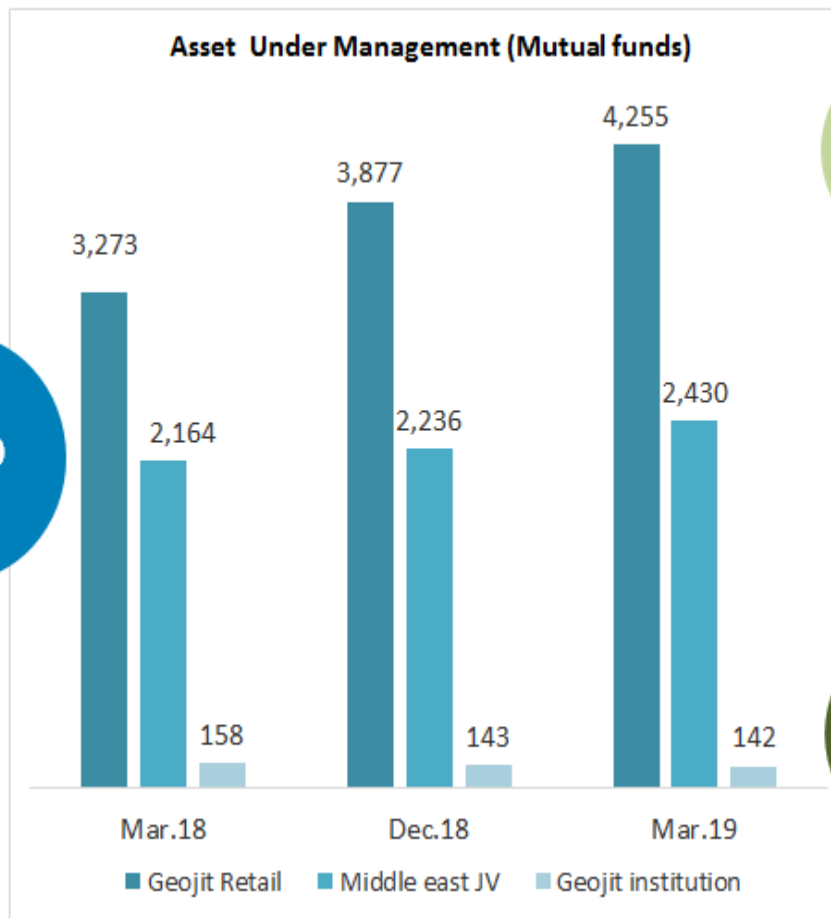
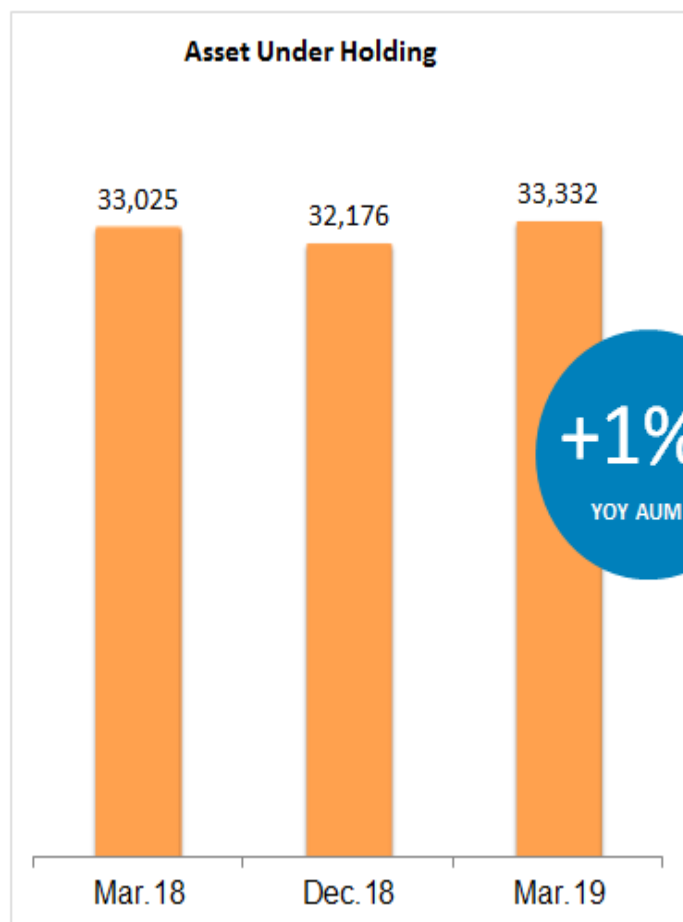


Key Business figures

SIP Business



Asset under holding and management



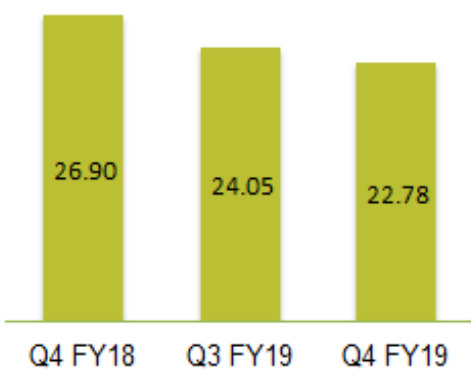
30% ↑
YOY Retail AUM

40% ↑
YOY Equity MFAUM

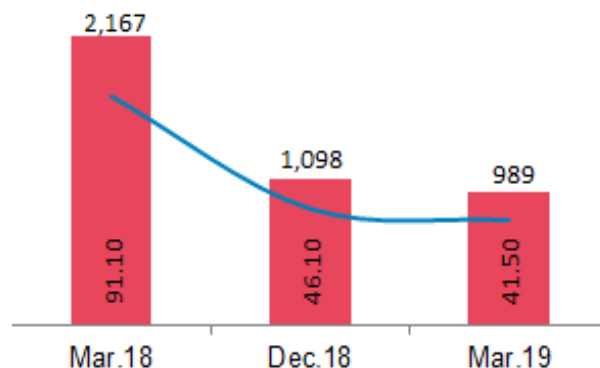


Other statistics

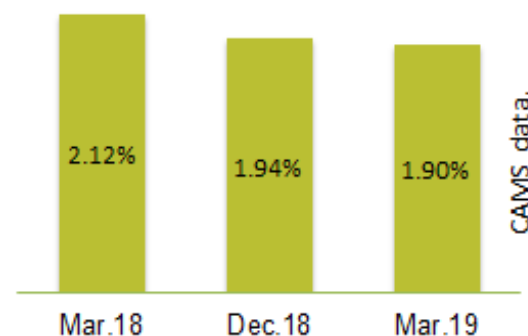
New Customers (in 000's)



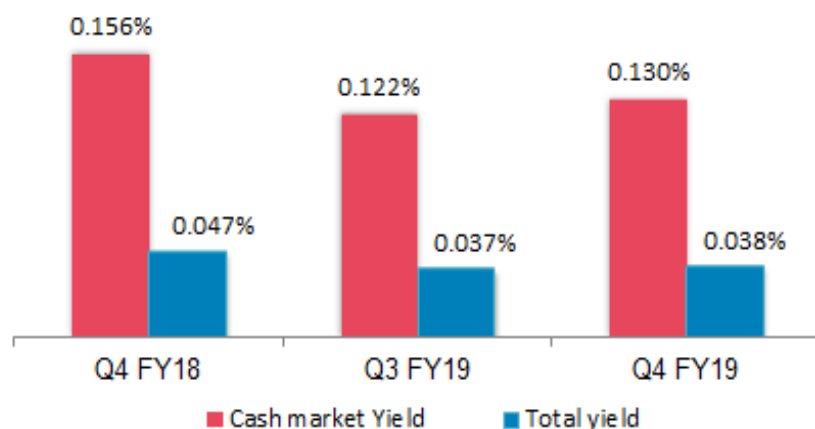
Geojit market capitalisation (in crores)



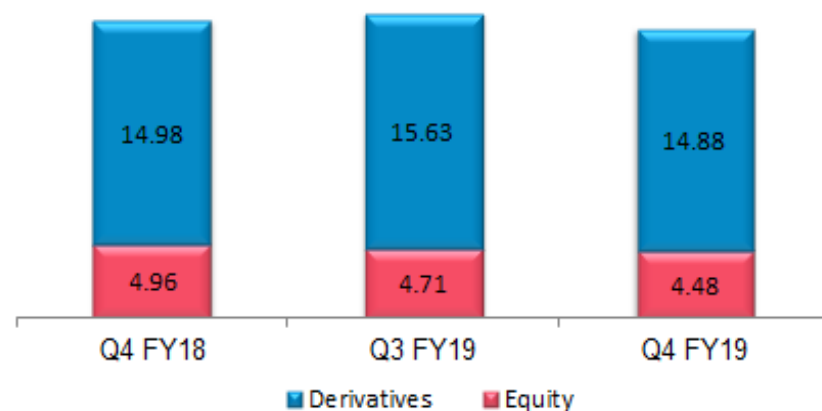
SIP Booksize Market share



Equity yield

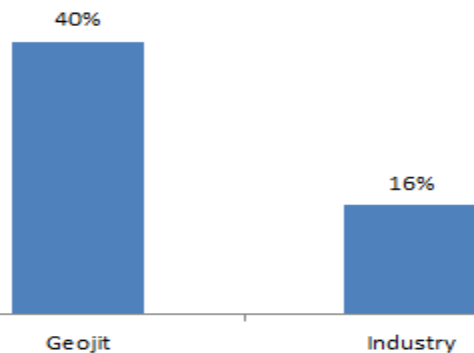


ADTO (in Billion INR)

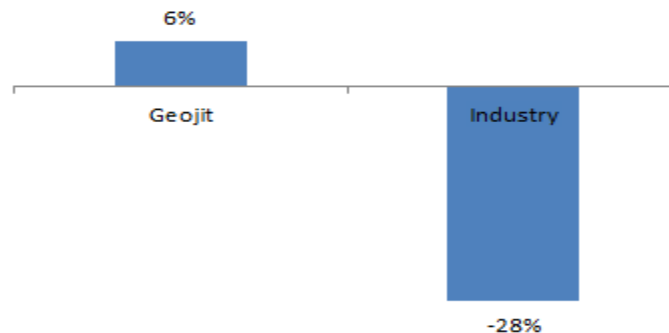


Mutual fund business statistics

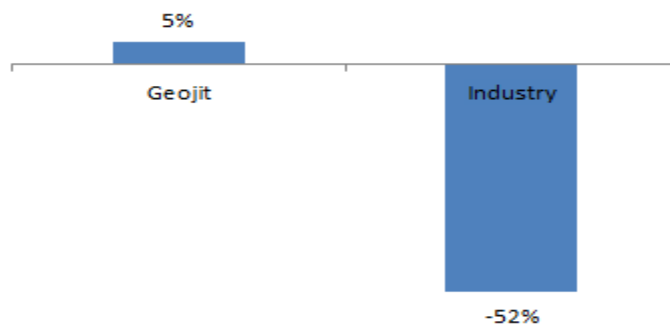
AUM- growth FY19 vs FY18
(Equity Oriented schemes Only)



Gross Sales- growth FY19 vs FY18
(Equity Oriented schemes Only)



Net Sales- growth FY19 vs FY18
(Equity Oriented schemes Only)



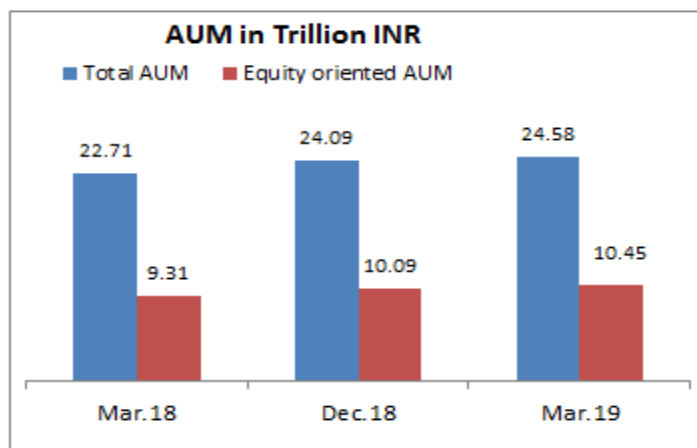
Gross sales means total MF Purchase by clients
Net Sales means Purchase minus redemption

Data Source :CAMS

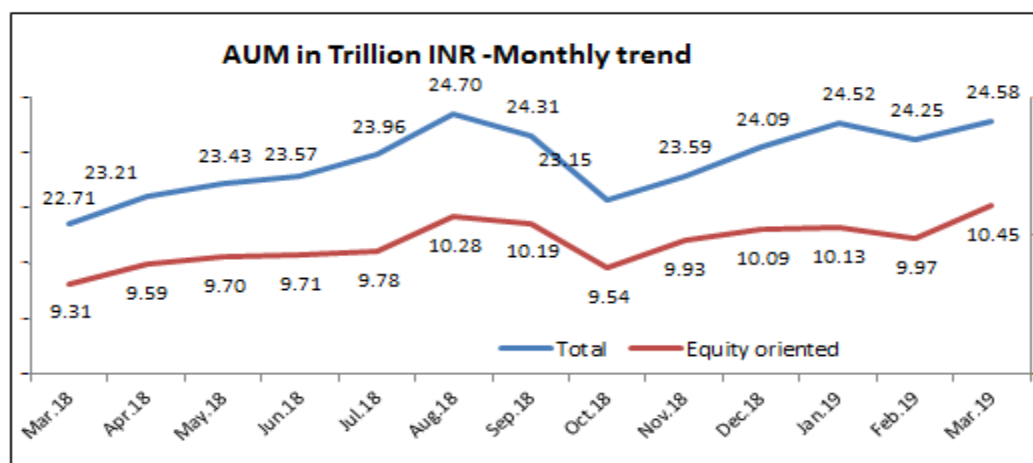


Penetration in Mutual Fund

Mutual fund -Industry statistics

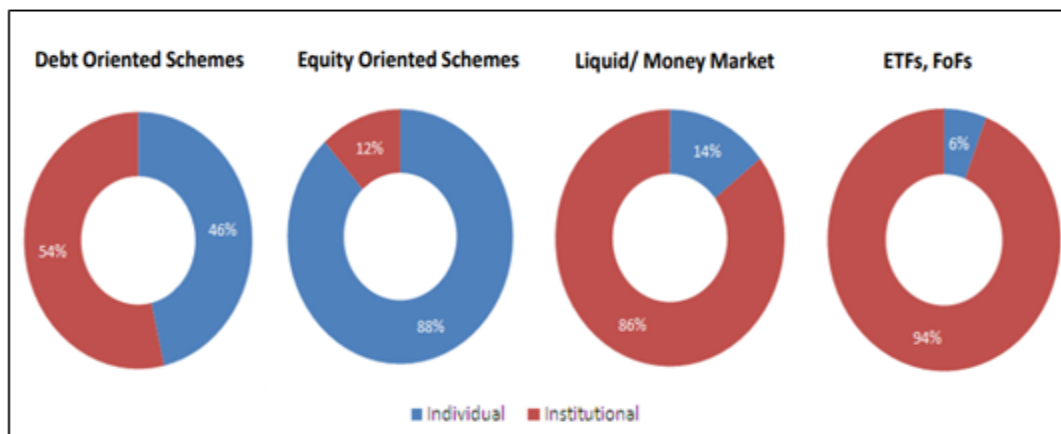
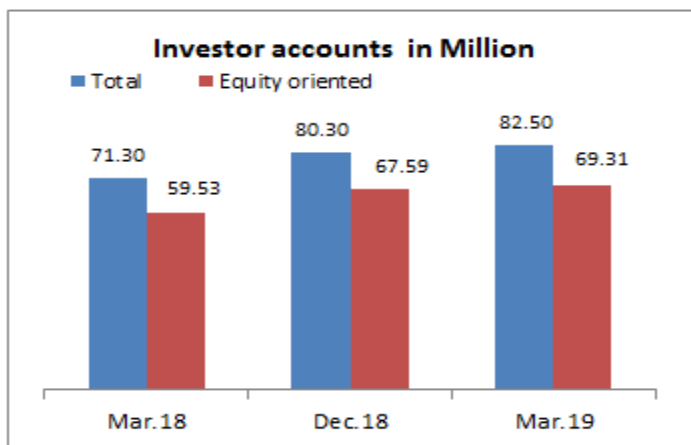


Data Source : AMFI



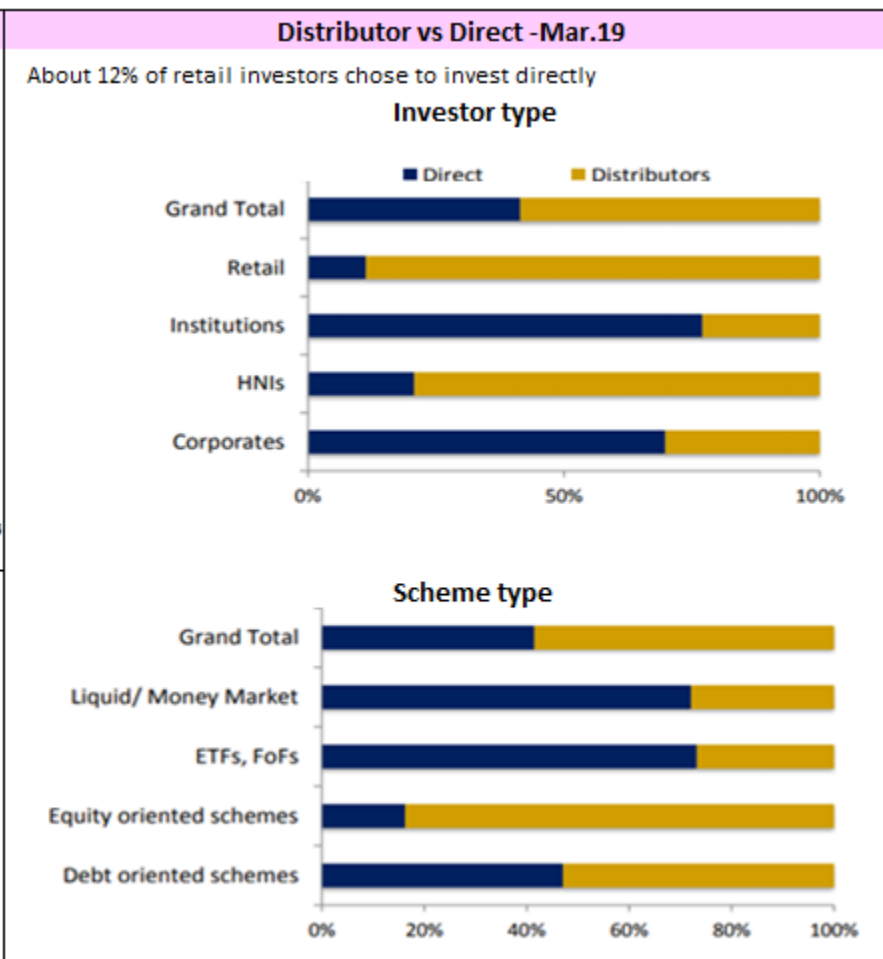
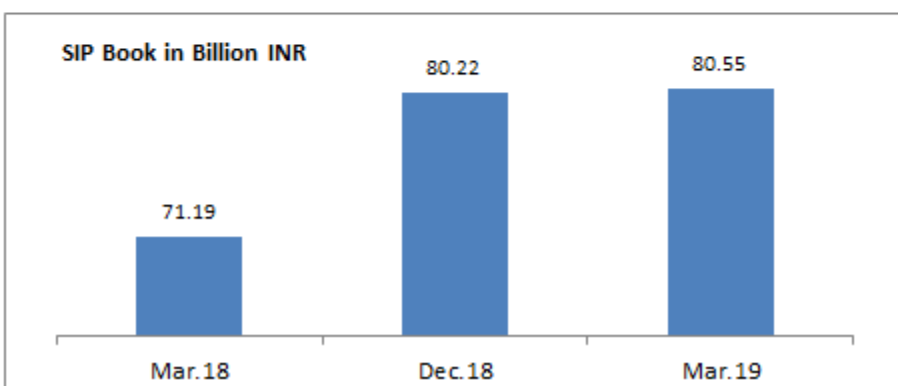
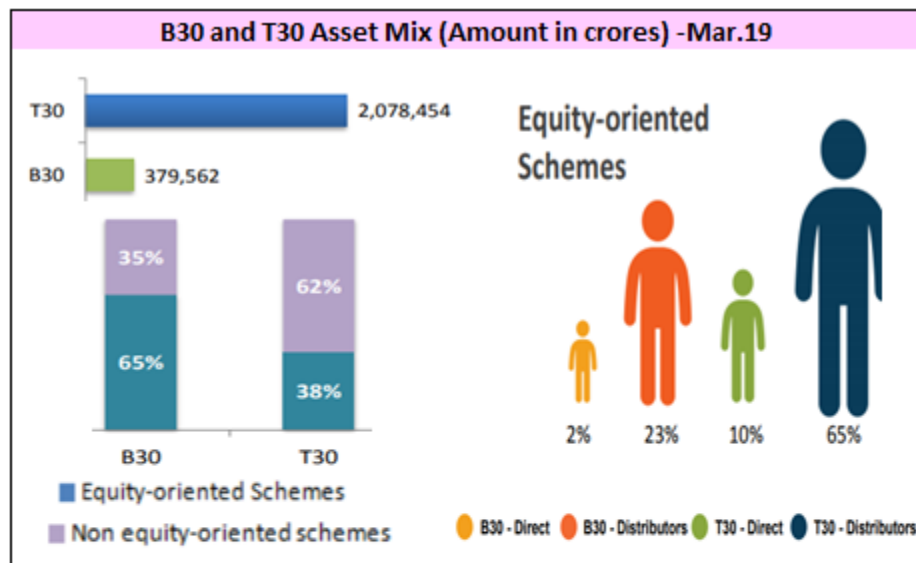
Data Source : AMFI

Investors category across scheme (Mar.19)



• Account refers to a folio. An investor may have multiple accounts in a single fund or across funds. This is therefore not a count of number of investors, but number of accounts

Mutual fund -Industry statistics





Geojit Products and Services

Products and Services



Equity and
Currency
Derivatives



Portfolio
Management
Services



Margin
Trading



Loan Against
Shares



Distribution of:
Life Insurance,
General
Insurance, Mutual
Funds and
Systematic
Investment Plans



Online
Financial
Planning



Commodity
Derivatives



Products and Services



Selfie: Advanced trading platform- developed in-house, it offers clients a host of features to enhance their investment experience



Online Financial Planning Tool: It allows one to plan their finances on their own to reach their financial aspirations.



Funds Genie: A mutual funds application that enables one to invest in a few easy steps.



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 (70%) including offices in Gulf countries



Geojit's Middle East Presence

Middle East presence

BARJEEL GEOJIT FINANCIAL SERVICES 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
- ❖ 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

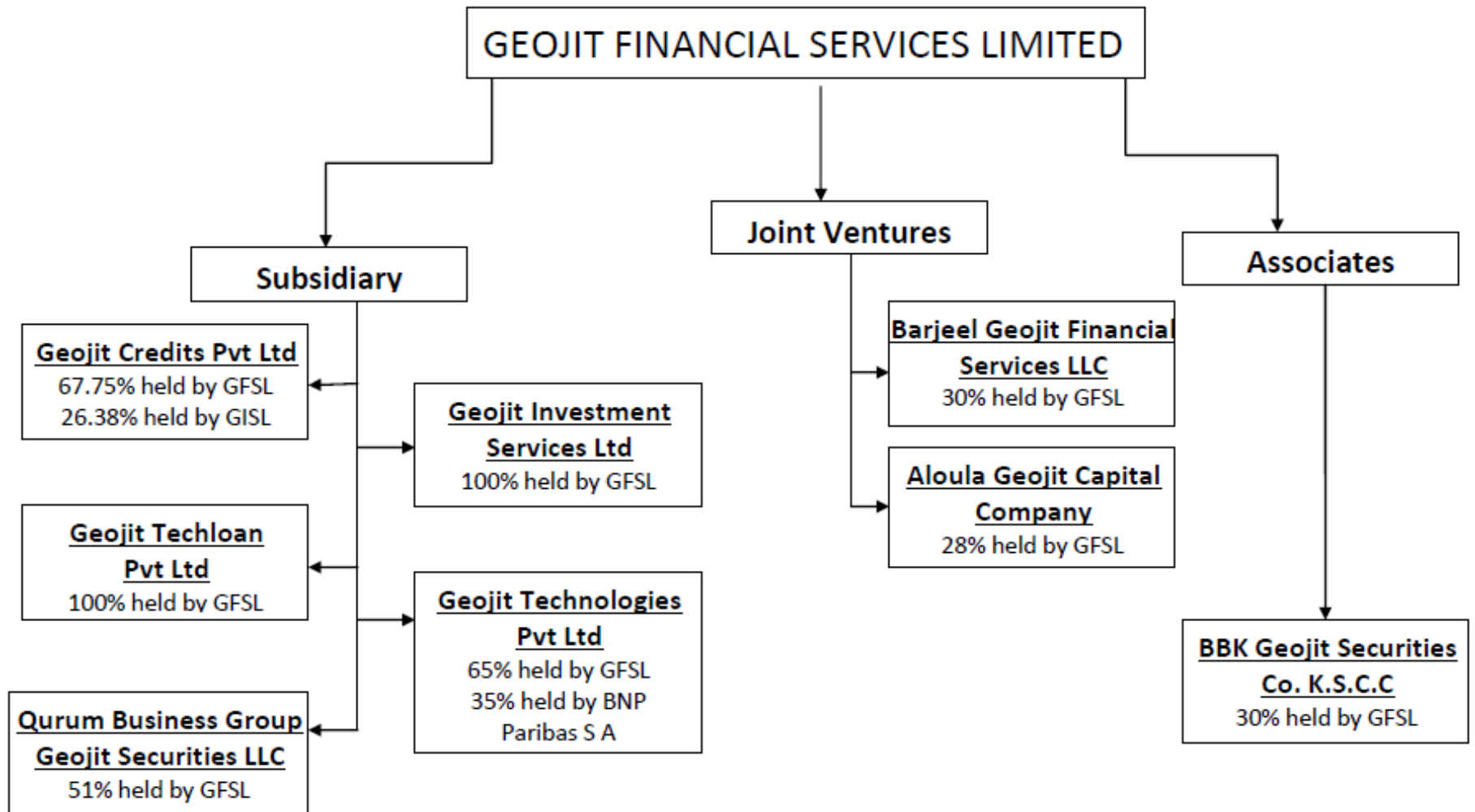
- ❖ Joint Venture with Bank of Bahrain & Kuwait and JZ Associates since 2011





Geojit Group Structure

Group structure





Awards & Recognition

Awards and Recognition

- Geojit was awarded Stock Broking Company of the Year Award at the Dhanam Banking, Finance and Investment Summit and Award Nite 2018
- Sixth year in a row, Geojit won NSDL awards in four categories at the 33rd DP Conference and NSDL Star Performer Awards-2018
 - Top DP in new accounts opened – Non-Banking Category – 1st position
 - Best Performer in Account Growth Rate – TOP DPs – 1st position
 - Top Performer in Active Accounts – Top DPs – 1st Position
 - Leader in Go Green Initiative – 1st position



Awards and Recognition

- Geojit received Regional Retail Member of the Year – South Region Award at the NSE Market Achievers 2018
- Manager of the Year 2016 Award of the Kerala Management Association to Satish Menon, Executive Director
- 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 2018) 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)





Geojit's CSR Activities

CSR Activities

Geojit Foundation offered to support the most deserving among them with household goods such as furniture, electronic goods and utensils . The Indian Merchants Chamber (IMC), Mumbai, has joined hands with Geojit Foundation and together the Foundation would be in a position to bring normalcy in life to about 75 families. The first family in this Project at Parakkadavu village, whose owner is a widow with a partially deaf son and family, was given household items on their house warming day.



CSR Activities

Geojit team coordinating the flood relief activities during Kerala floods



Geojit extended solidarity with the flood-affected people by donating Rs. 1.5 Crore towards Chief Minister's Distress Relief Fund. C J George, MD Geojit handed over the cheque to Pinarayi Vijayan, the Hon'ble Chief Minister of Kerala.



CSR Activities

EDUCATION SUPPORT

For 665 underprivileged children in five villages of Kerala State for their upliftment.

VIDHYADHANAM

Scholarship scheme for Professional education given to deserving students from financially deprived backgrounds.

STUDENT POLICE CADET PROJECT

Support three schools in Ernakulam District to make youngsters committed to Family, Community and Environment



CSR Activities

LIVELIHOOD ENHANCEMENT PROJECT FOR VISUALLY IMPAIRED WOMEN

With the support given by us the blind women at Vocational Training Centre, Pothanikkad is leading a better quality life with new engagements such as file making, candle making and chalk production.

BLIND CRICKET ASSOCIATION

Affiliated to the Cricket Association for the Blind in India, the cricket Association for the Blind in Kerala is a registered society to promote and organize cricket for the blind in Kerala. They have organized the first Asia cup T-20 tournament for the blind.



Safe Harbour

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Thank You

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