

Ref : GFSL/SEC/LKJ/2017-18/NSE & BSE/014
Date: 26th July, 2017

To,
The Manager,
Listing Department,
National Stock Exchange of India Limited,
'Exchange Plaza', C-1, Block – G,
Bandra-Kurla Complex,
Bandra (E), Mumbai – 400 051
Ph. No. 022-26598100
Scrip Code : GEOJITFSL - EQ

To,
The Manager,
Listing Department,
Bombay Stock Exchange Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001.
Ph. No.022 22721233
Scrip Code : 532285

Dear Sir/Madam,

Sub : Updates - Analyst/ Institutional Investor Meeting Presentation

Pursuant to Regulation 30 and 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 a copy of the presentation on Earnings Update - Q1FY2017-18 is enclosed herewith.

Thanking you,
For **Geojit Financial Services Limited**


Liju K Johnson
Company Secretary





EARNINGS UPDATE-Q1FY2018



Geojit - Overview

- 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 30th June 2017
All Figures are in INR*





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
- 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

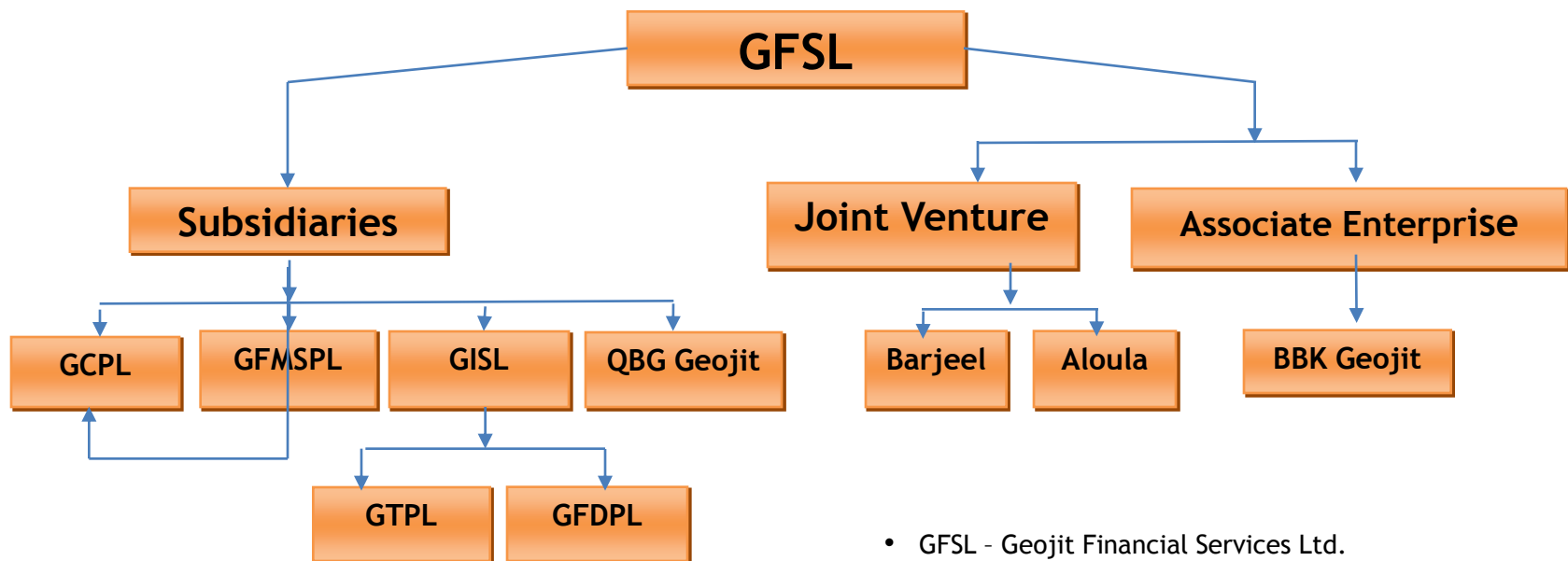




GEOJIT GROUP STRUCTURE



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

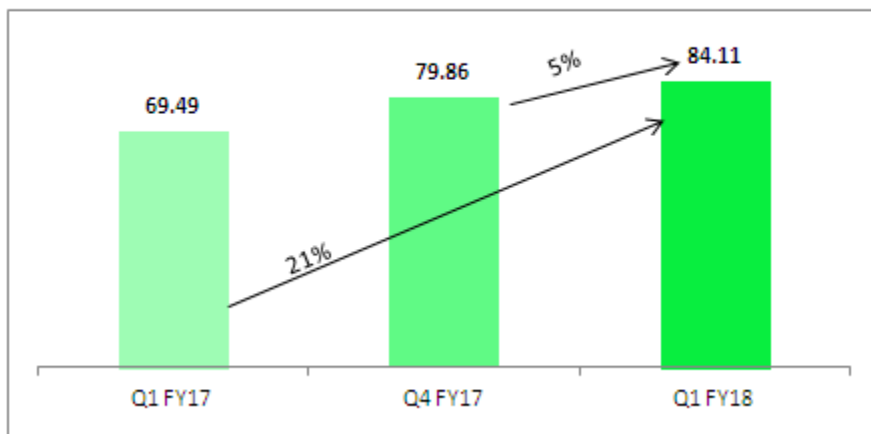


EARNING UPDATES

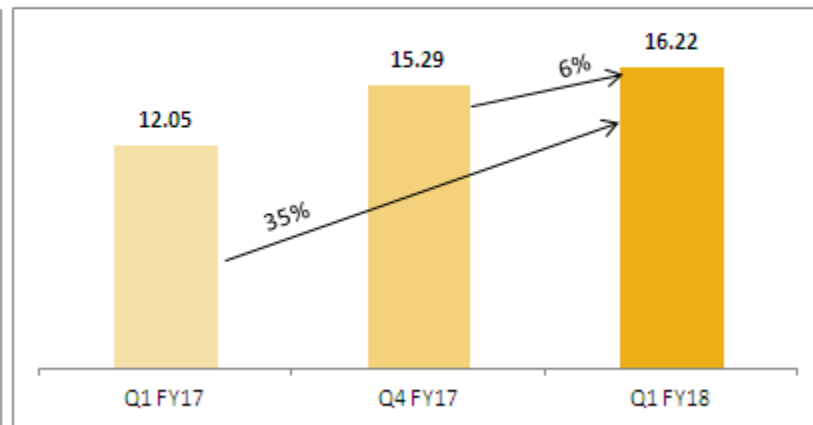
Consolidated Financials

	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%
Total Income	69.49	79.86	84.11	21%	5%
Total Expenses	49.58	54.98	58.21	17%	6%
Profit before tax	19.92	24.88	25.90	30%	4%
Profit after tax	12.05	15.29	16.22	35%	6%

Total income in Crores



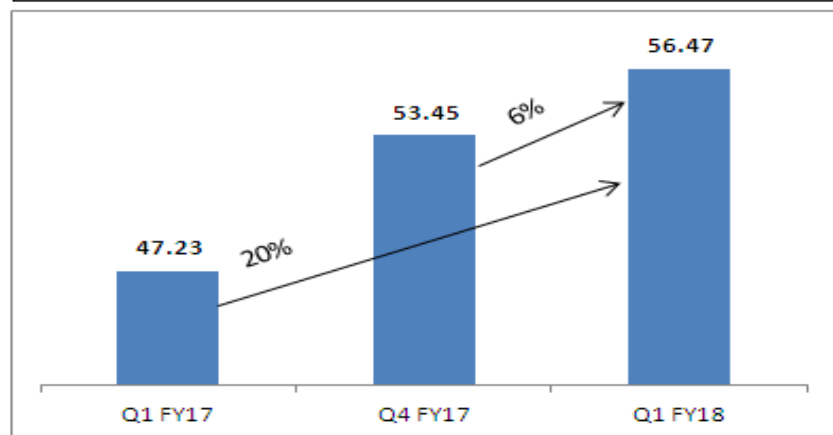
Profit after tax in Crores



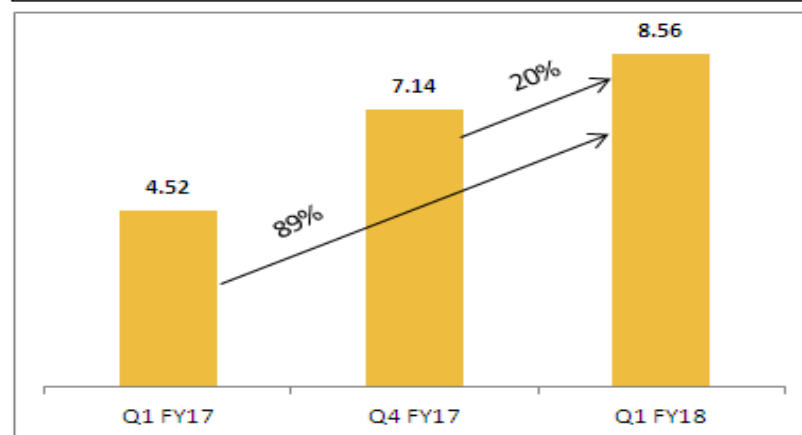
Consolidated Financials - Product wise Revenue

	Amount in Crores				
	Q1 FY17	Q4 FY17	Q1 FY18	Q1 FY17 Vs Q1 FY18	Q1 FY17 Vs Q4 FY17
Equity and Equity related	47.23	53.45	56.47	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	5.56	6.35	7.11	28%	12%
Total Operational income	62.75	70.87	76.39	22%	8%
Other non operational Income	6.74	8.99	7.72	15%	-14%
Total income	69.49	79.86	84.11	21%	5%

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

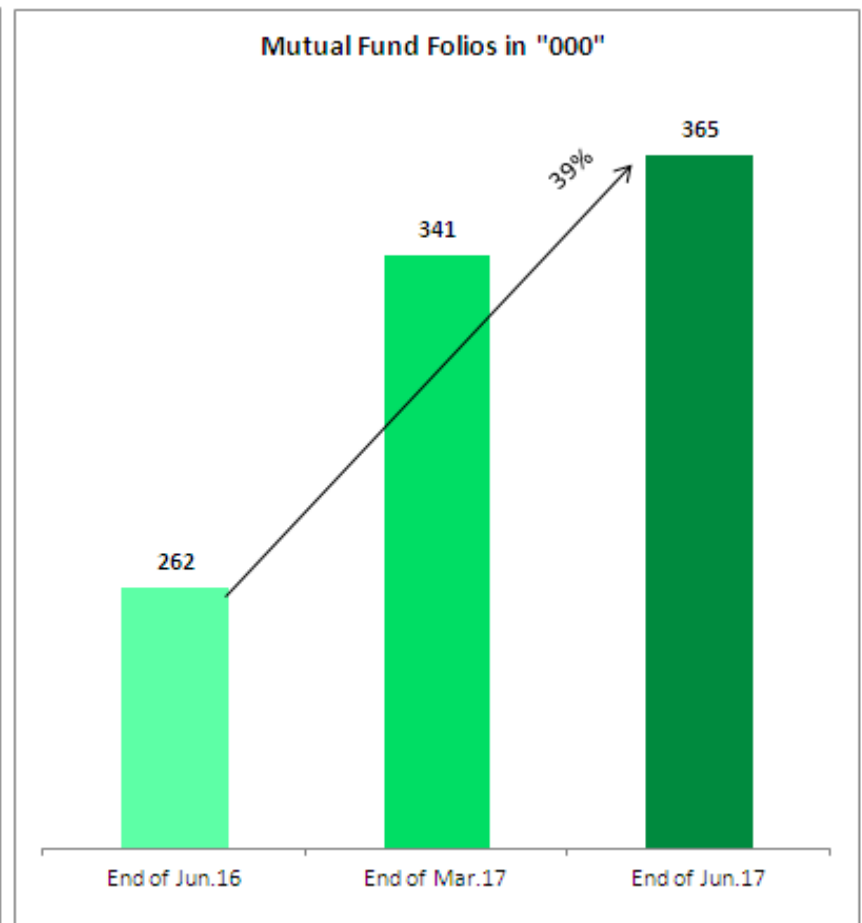
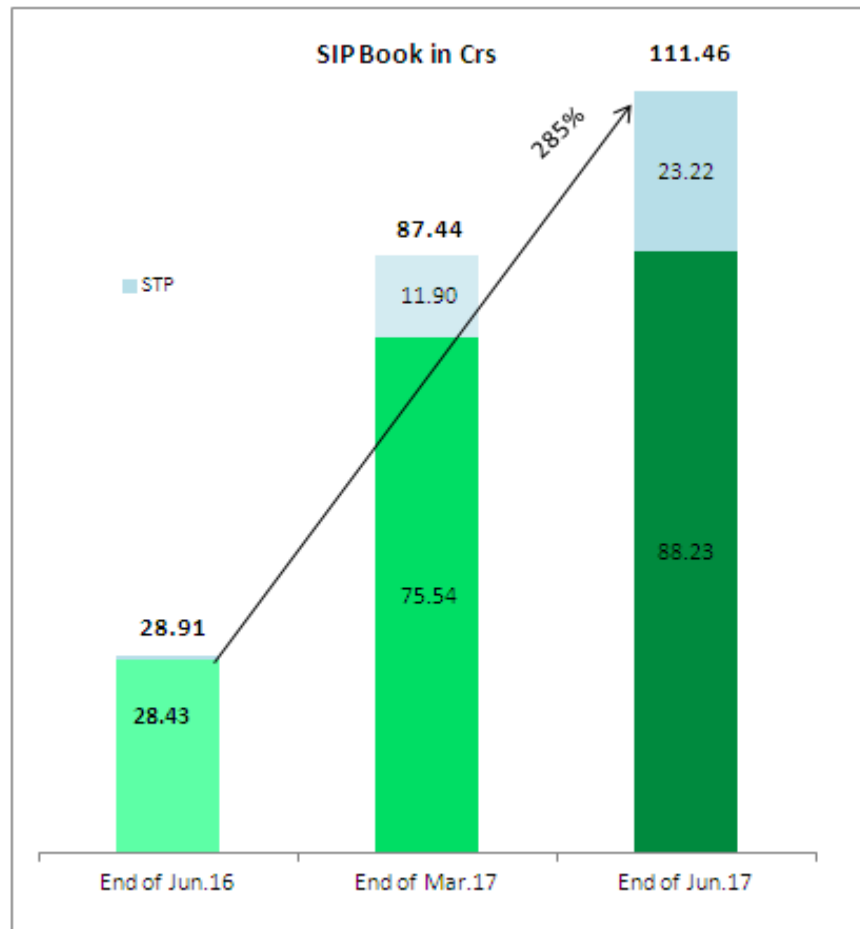
PMS income regrouped, earlier considered in equity and equity related income now regrouped under Other operational income



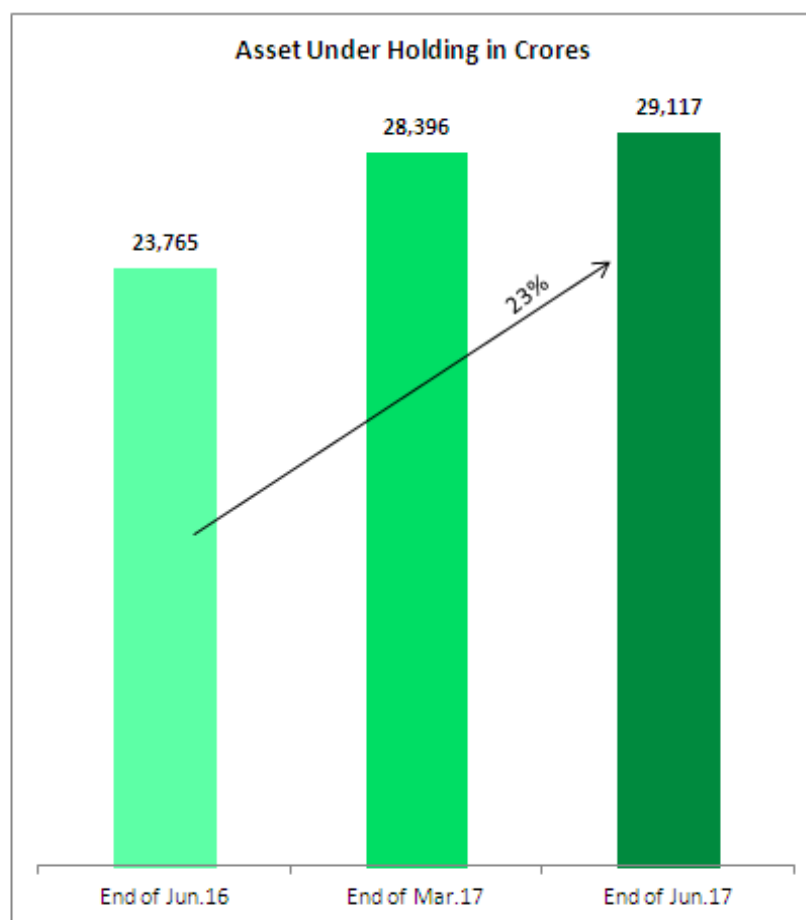
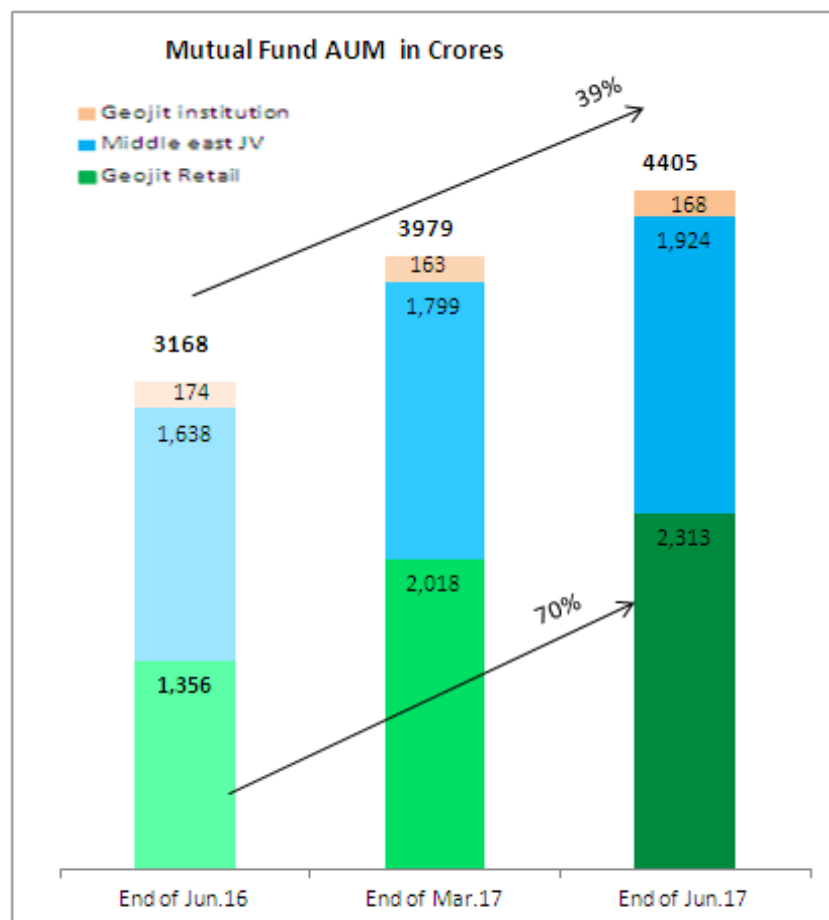


KEY BUSINESS FIGURES

SIP Book & Total Mutual fund folios



Mutual fund AUM & Asset under holding



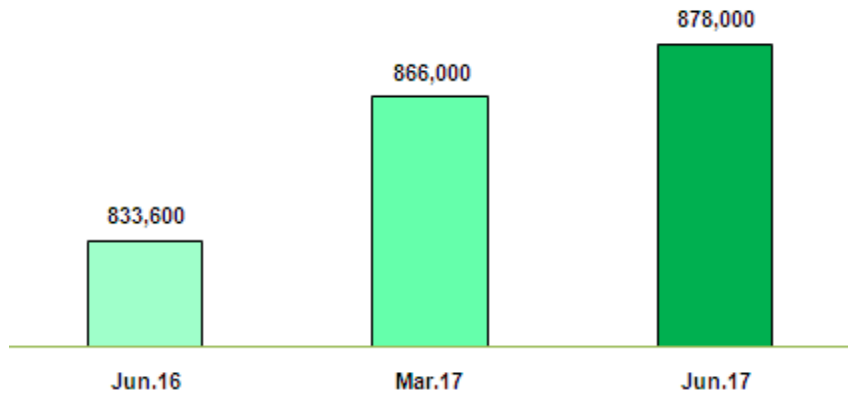
Significant growth in Geojit retail AUM mainly due to increase in SIP Business

Asset Under holding includes only Equity DP holding

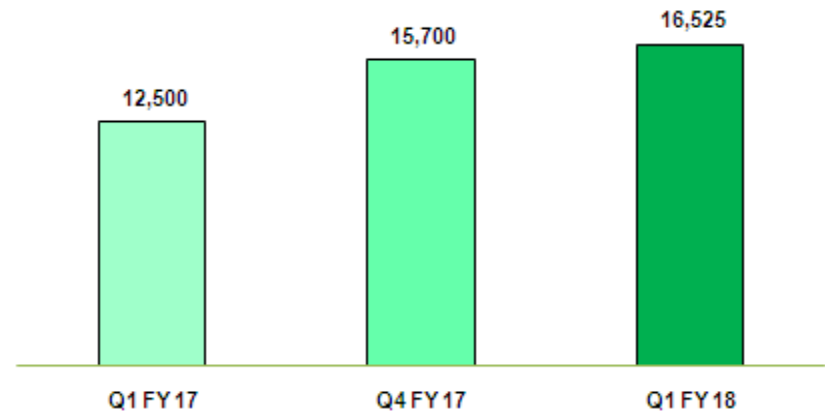


Clients, Office & Employee count

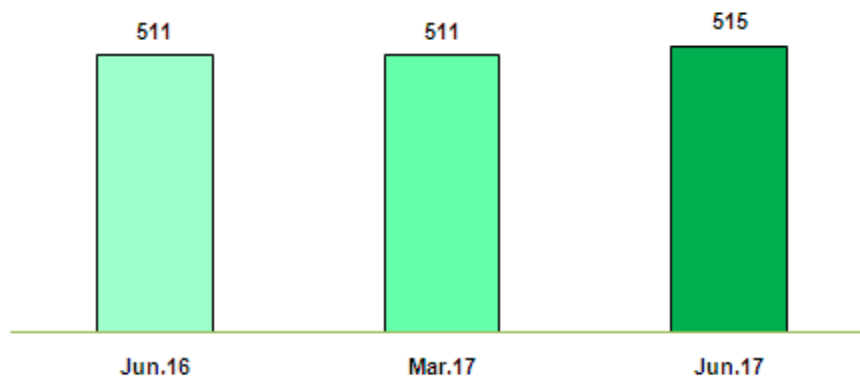
Clients



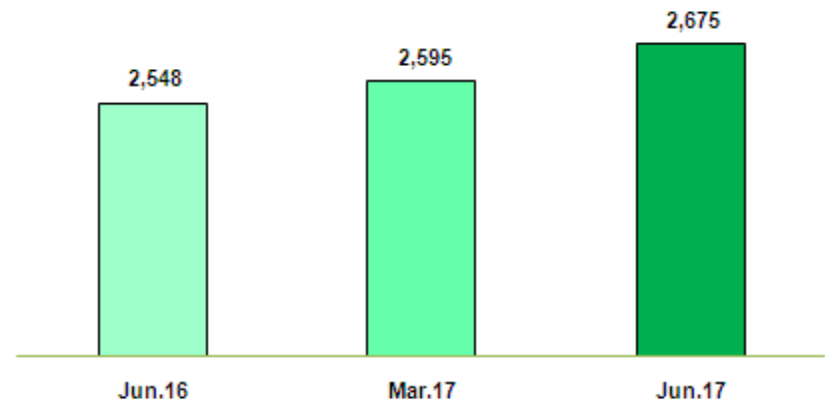
New clients



Offices

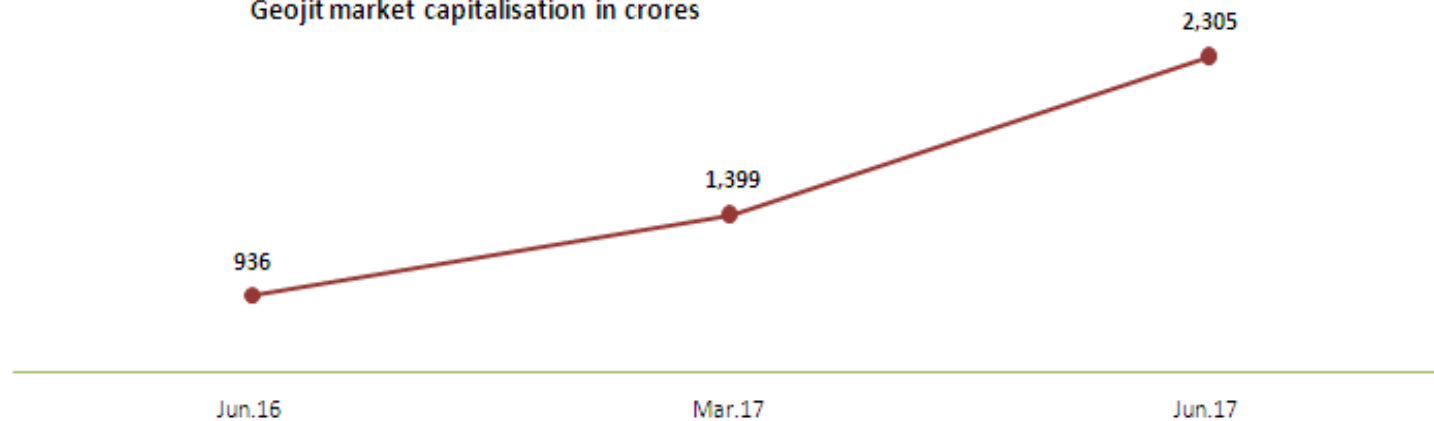


Employees

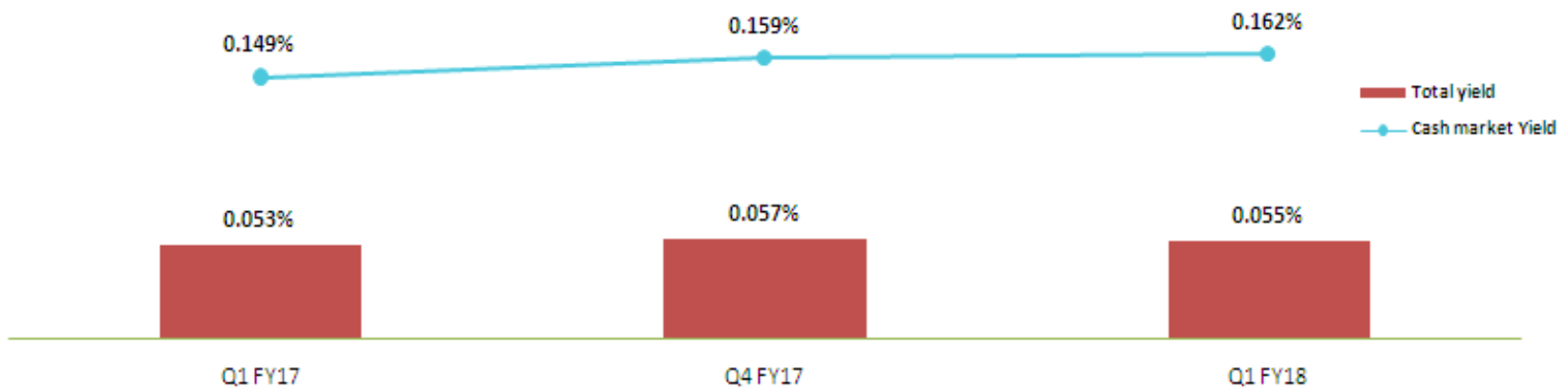


Market capitalisation & Yield

Geojit market capitalisation in crores



Equity yield





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



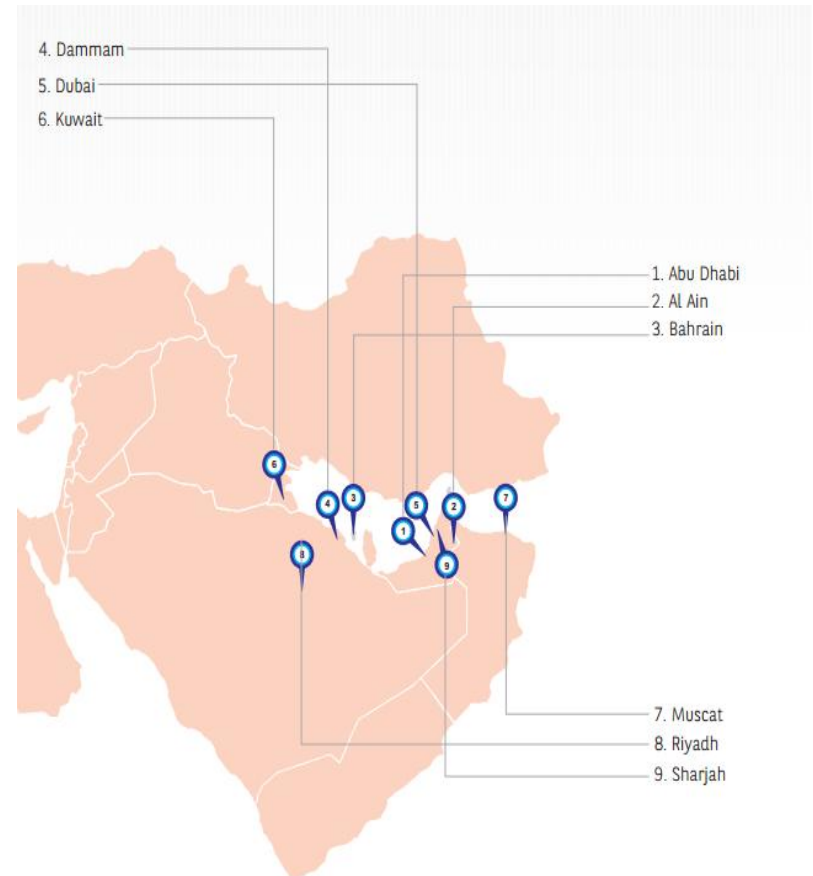
Middle East presence

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

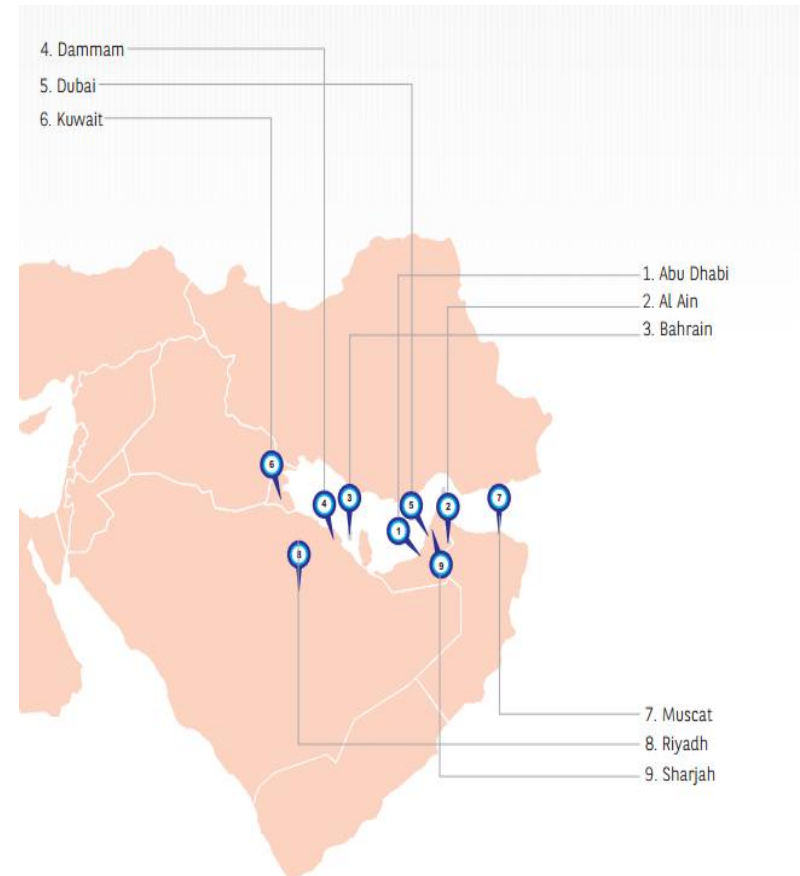
- Geojit entered into a business partnership with BBK in 2007
- Provides investment services to NRIs

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

GEOJIT FINANCIAL SERVICES LTD.*

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www.geojit.com

*Formerly known as Geojit BNP Paribas Financial Services Ltd.

