

12th June, 2020

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,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001.
Ph. No.022 22721233
Scrip Code : 532285

Dear Sir/Madam,

Sub: Earnings Update Q4 FY20 - Shareholders' Presentation

Pursuant to Regulation 30 and 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 a copy of the presentation on Earnings Update – Q4FY20 is enclosed herewith.

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



Liju K Johnson
Company Secretary



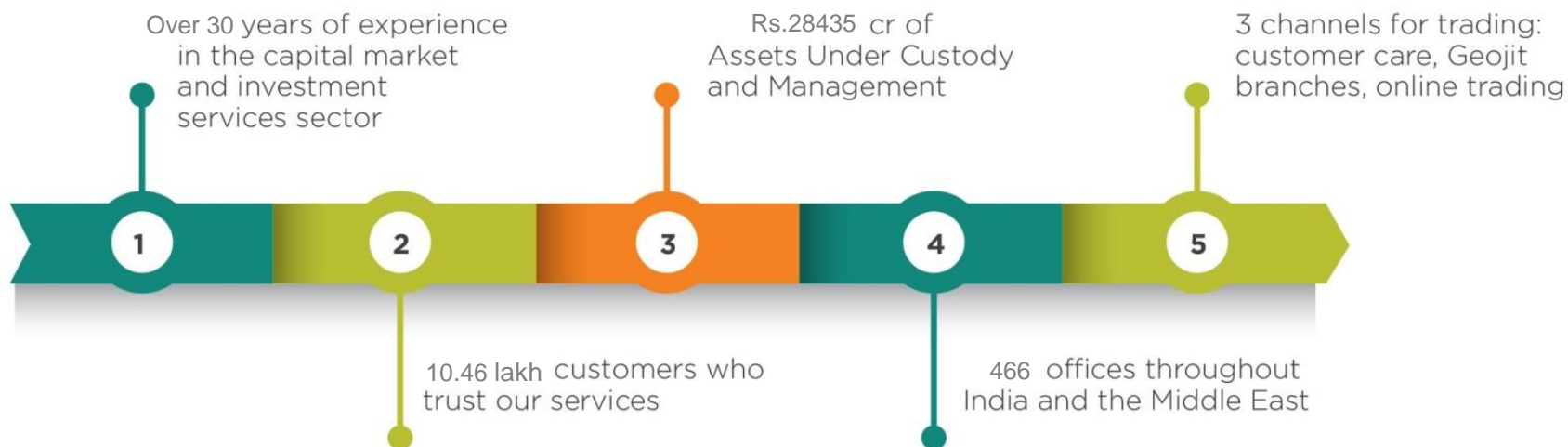
AN INSIGHT INTO GEOJIT FINANCIAL SERVICES LTD.

EARNINGS UPDATE Q4FY20



Geojit at a glance

- Established in 1987, Geojit is a leading investment services company in India with strong presence in the Middle East.



- 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 31st Mar 2020. Currency: INR

Geojit at a glance

FIRST

- To launch internet and mobile trading

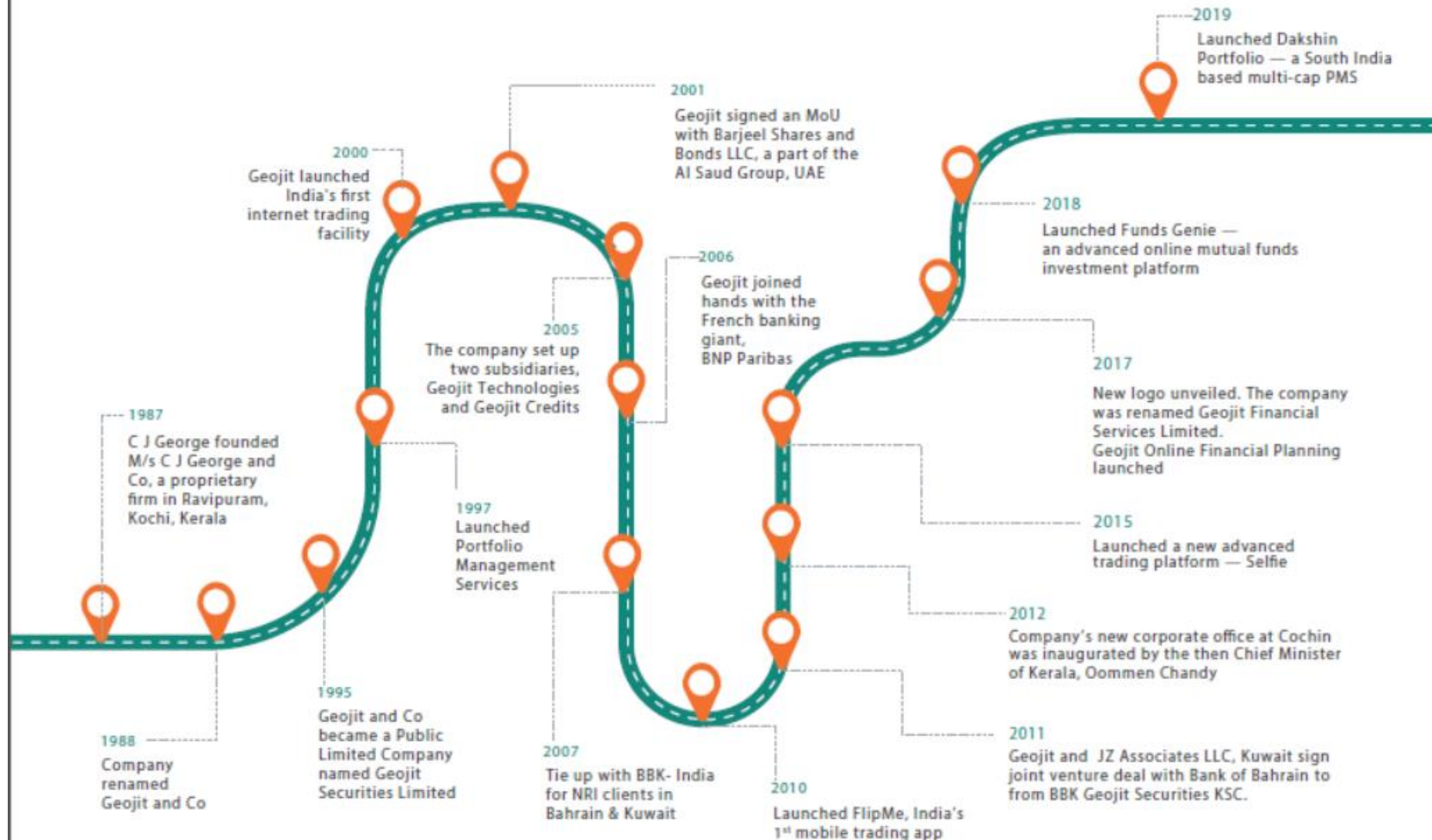
- To launch depository transactions through internet

- To launch an integrated trading system for both cash and derivative segments

- To launch commodity trading in rubber futures



Geojit at a glance



Geojit at a glance



466 Offices



10,46,500
Customers



₹28,345 Crores
Assets under Custody & Management



₹176 Crores
SIP Book Size *



₹434 Crores
Market capitalization



2,354
Employees

* SIP Book includes 12 crores of STP
All numbers are pertaining to 31st Mar. 2020

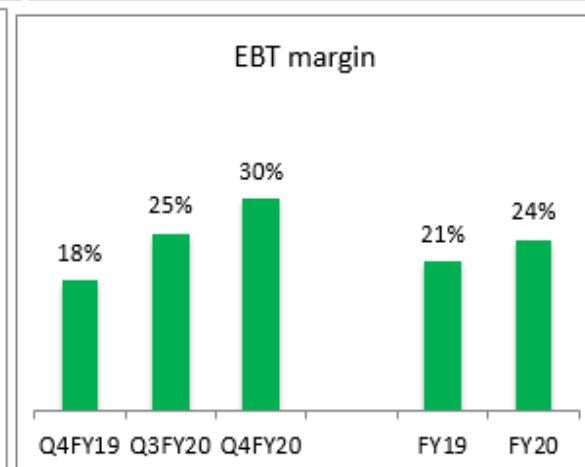
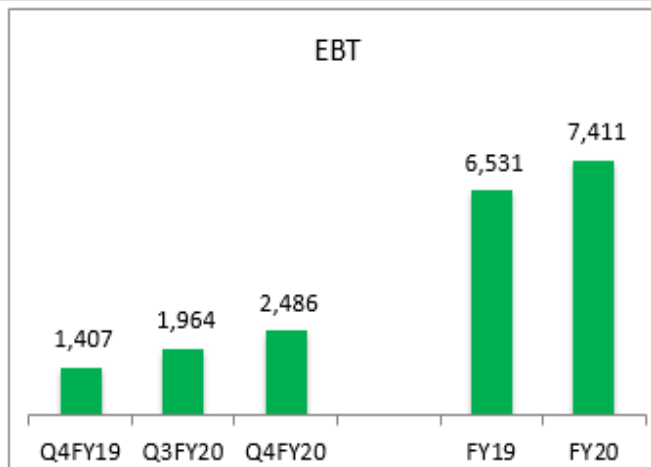
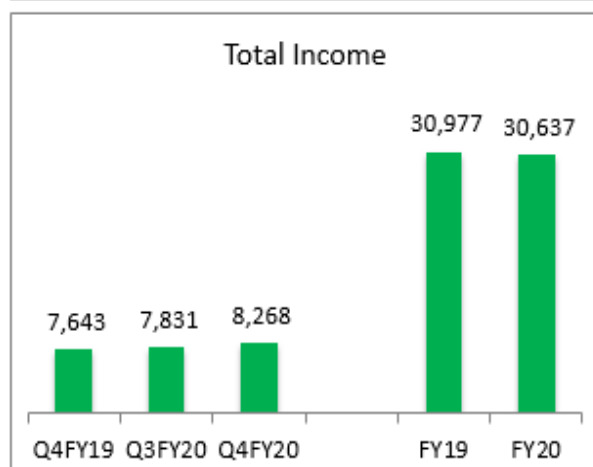


Earning Update Q4 FY2020

Consolidated result

INR in Lakhs

| | Q4FY19 | Q3FY20 | Q4FY20 | YoY growth | QoQ growth | FY19 | FY20 | YoY growth |
|---|--------------|--------------|--------------|-------------|------------|---------------|---------------|-------------|
| Operational income | 7,598 | 7,789 | 8,231 | 8% | 6% | 30,785 | 30,534 | -1% |
| Other income | 45 | 42 | 37 | -18% | -11% | 192 | 103 | -47% |
| Total Income | 7,643 | 7,831 | 8,268 | 8% | 6% | 30,977 | 30,637 | -1% |
| Total Expenses | 6,236 | 5,867 | 5,782 | -7% | -1% | 24,446 | 23,226 | -5% |
| EBT | 1,407 | 1,964 | 2,486 | 77% | 27% | 6,531 | 7,411 | 13% |
| Profit after tax (after minority interest) | 607 | 1,583 | 1,883 | 210% | 19% | 2,322 | 4,694 | 102% |



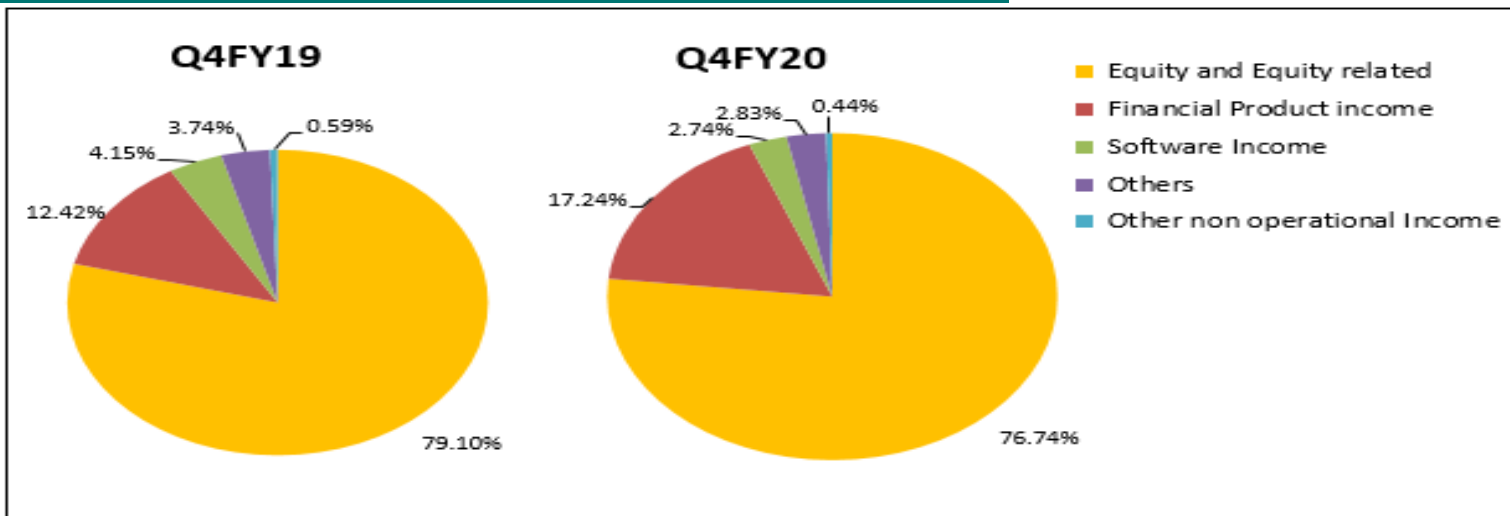
Consolidated result – Product wise revenue

INR in Lakhs

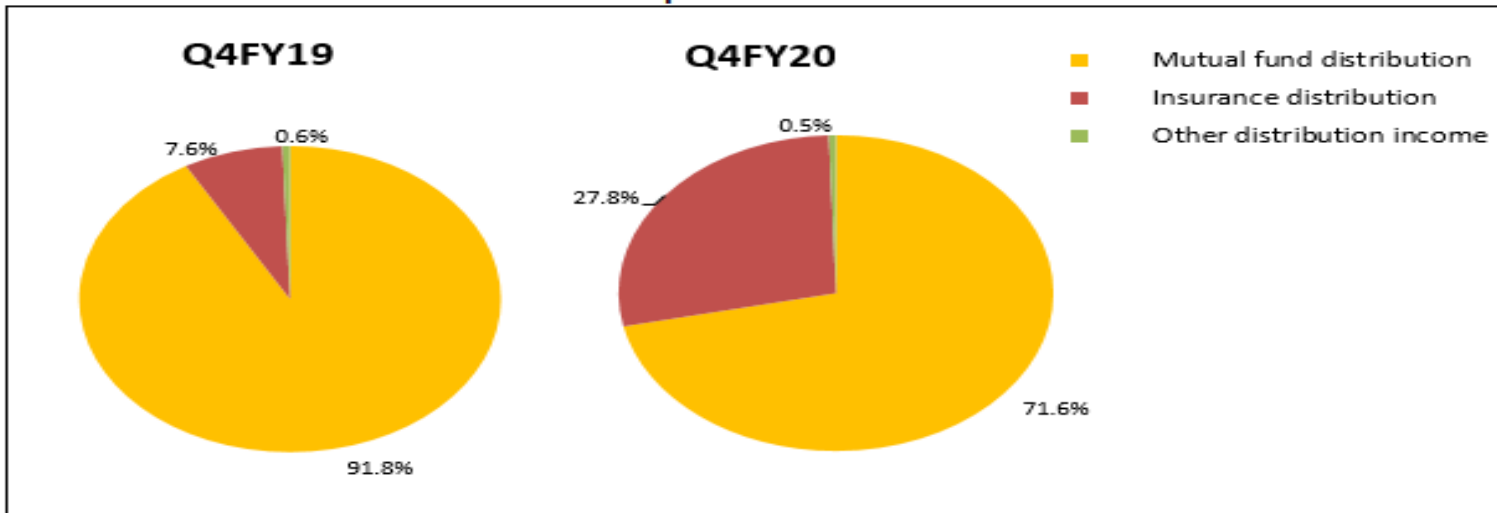
| | Q4FY19 | Q3FY20 | Q4FY20 | YoY growth | QoQ growth | FY19 | FY20 | YoY growth |
|---------------------------------|--------------|--------------|--------------|------------|------------|---------------|---------------|------------|
| Equity and Equity related | 6,045 | 5,876 | 6,345 | 5% | 8% | 24,024 | 23,631 | -2% |
| Financial Product income | 949 | 1,442 | 1,426 | 50% | -1% | 4,134 | 5,000 | 21% |
| Mutual fund distribution | 871 | 1,025 | 1,021 | 17% | 0% | 3,969 | 3,832 | -3% |
| Insurance distribution | 73 | 407 | 397 | 447% | -3% | 126 | 1,142 | 806% |
| Other distribution income | 5 | 9 | 8 | 38% | -20% | 39 | 26 | -32% |
| Software Income | 318 | 225 | 226 | -29% | 1% | 1,221 | 884 | -28% |
| Others | 286 | 246 | 234 | -18% | -5% | 1,407 | 1,019 | -28% |
| Total Operational income | 7,598 | 7,789 | 8,231 | 8% | 6% | 30,785 | 30,534 | -1% |
| Other non operational Income | 45 | 42 | 37 | -18% | -11% | 192 | 103 | -47% |
| Total income | 7,643 | 7,831 | 8,268 | 8% | 6% | 30,977 | 30,637 | -1% |



Consolidated result – Product mix

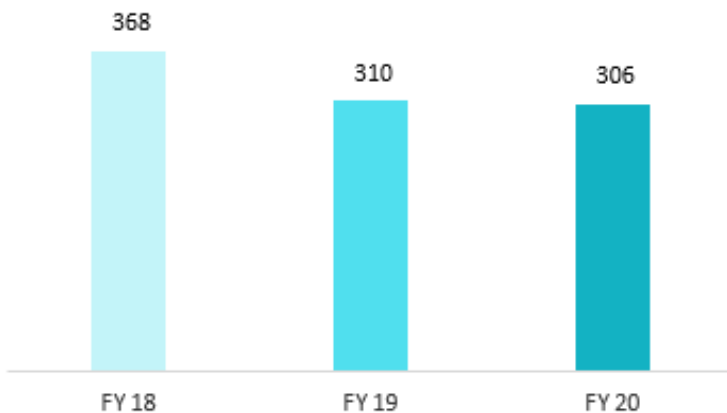


Financial product income

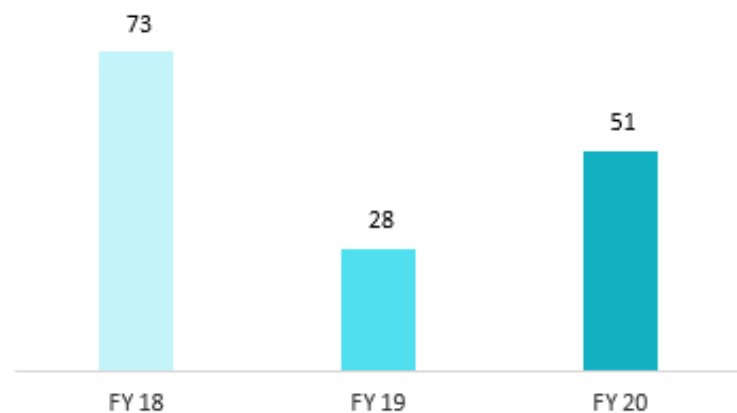


Consolidated Financials – YoY growth

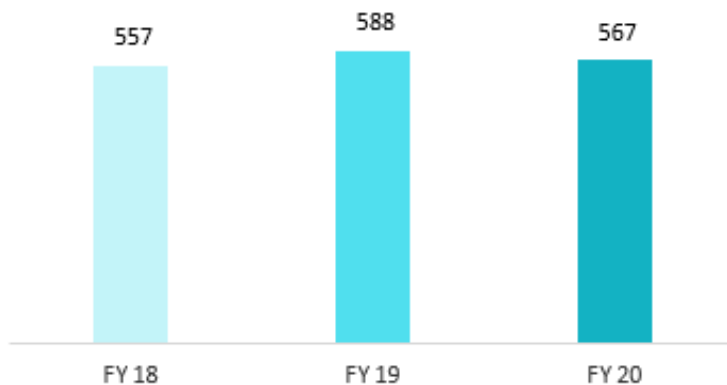
Revenue (in Crores)



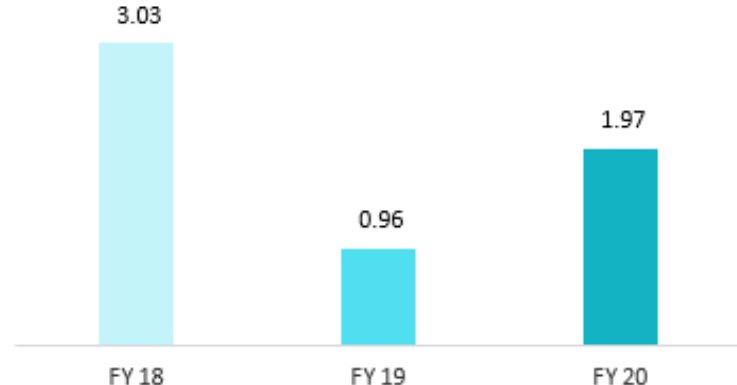
PAT (in Crores)



Networth (in Crores)



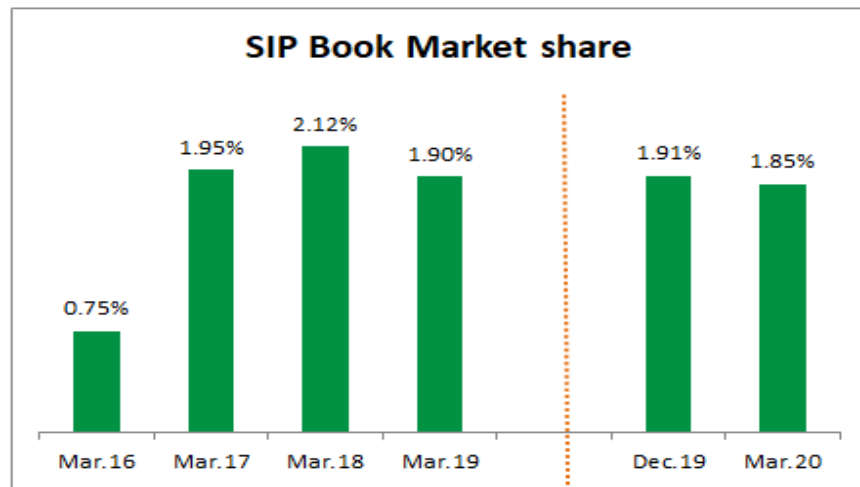
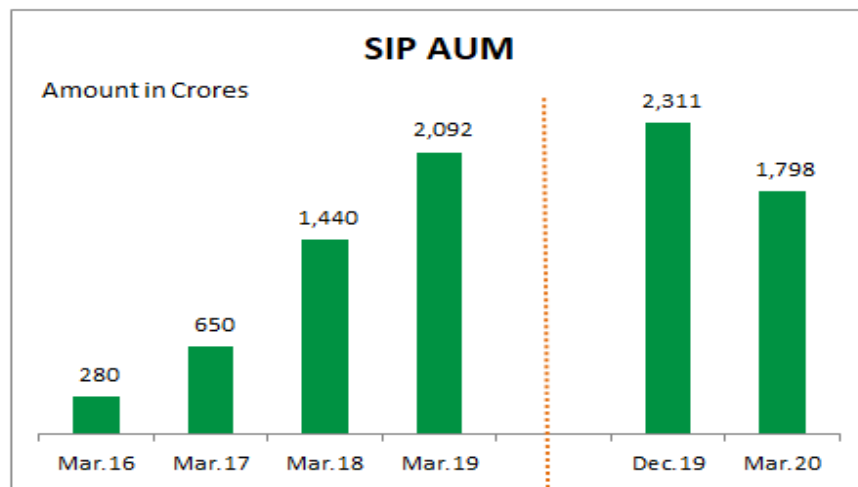
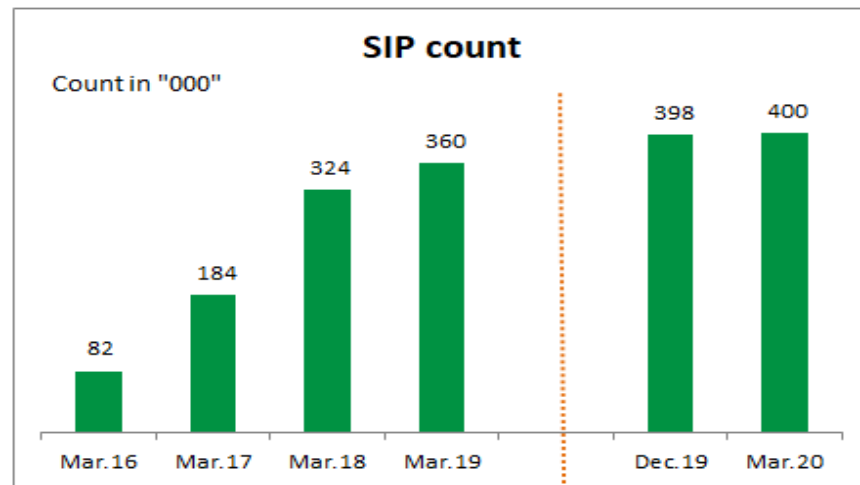
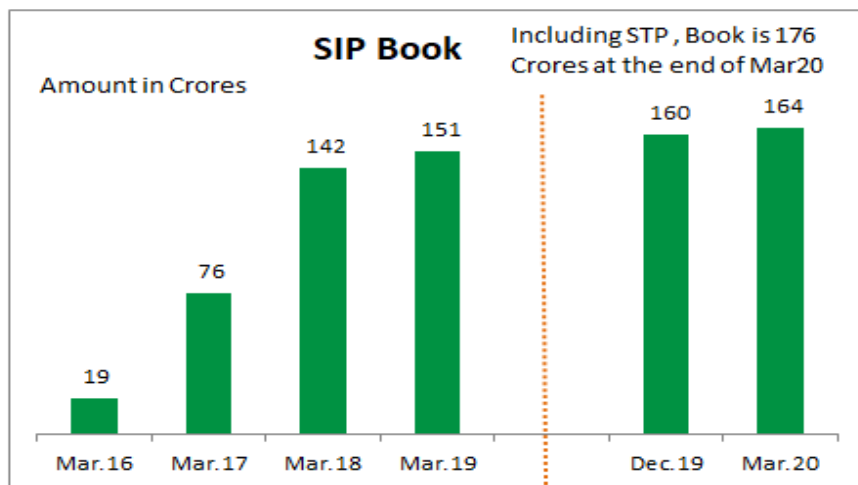
EPS - Diluted





Key Business figures

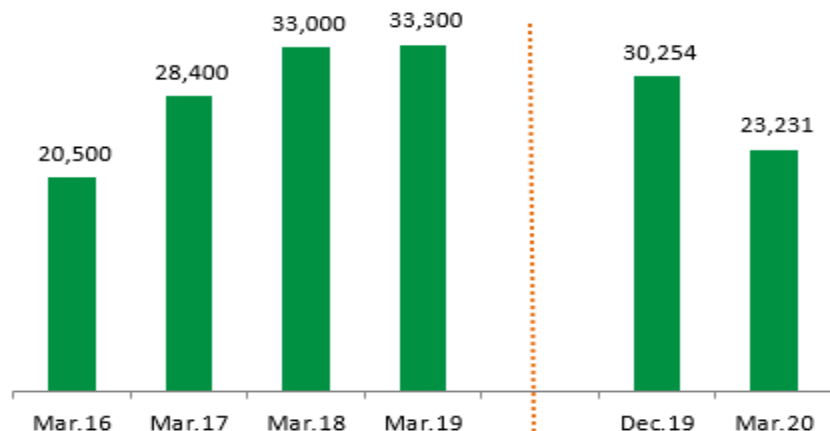
SIP Business



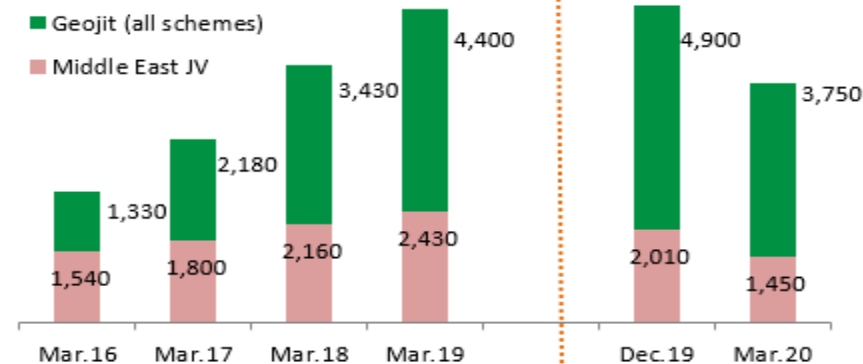
AUH, AUM and New Clients

Amount in Crores

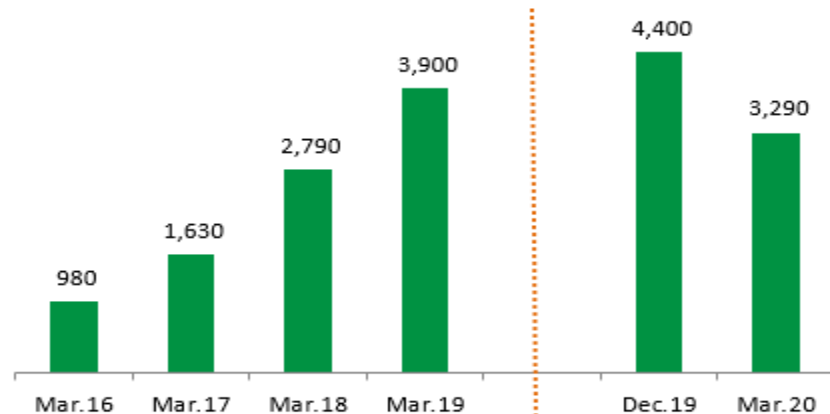
Asset Under Holding (DP)



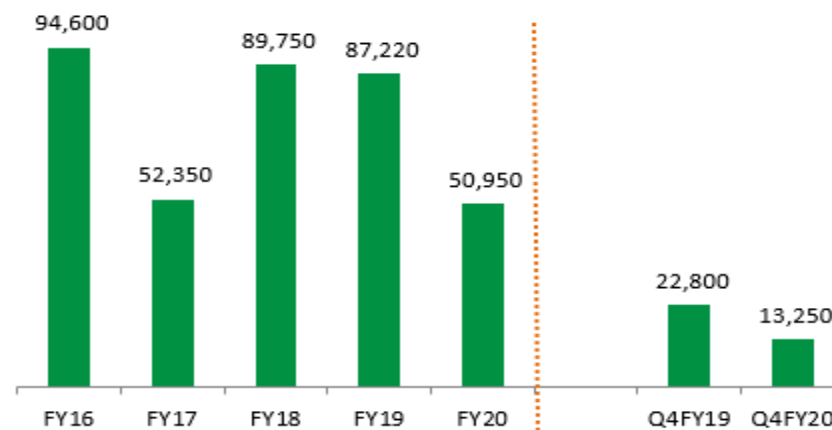
Total Mutual Fund AUM



Equity Schemes AUM (Geojit)

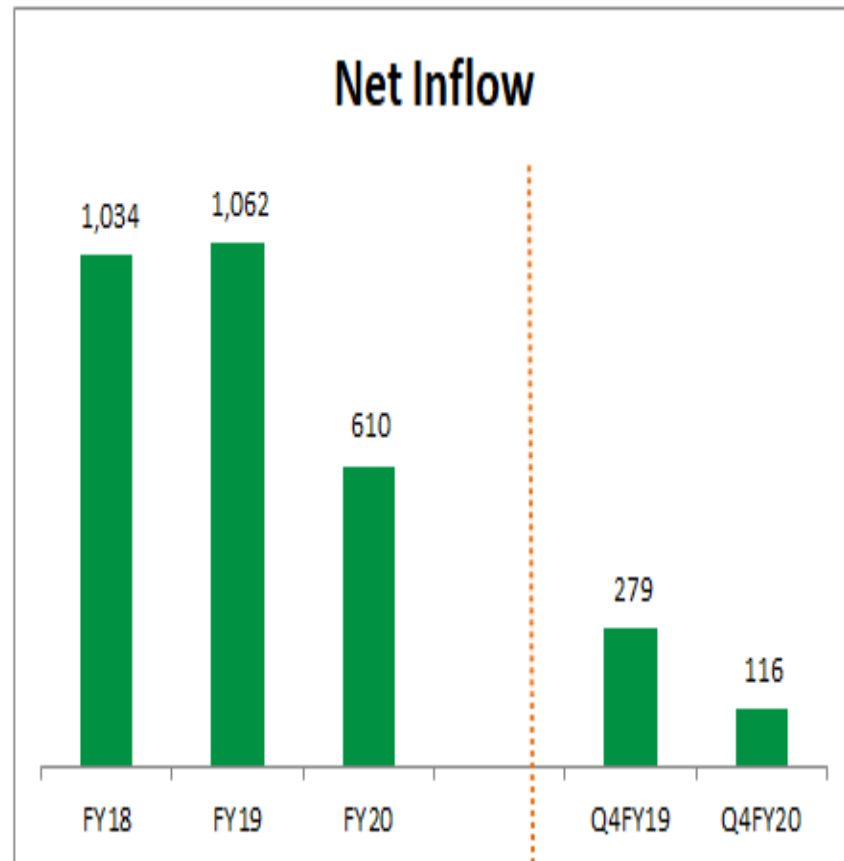
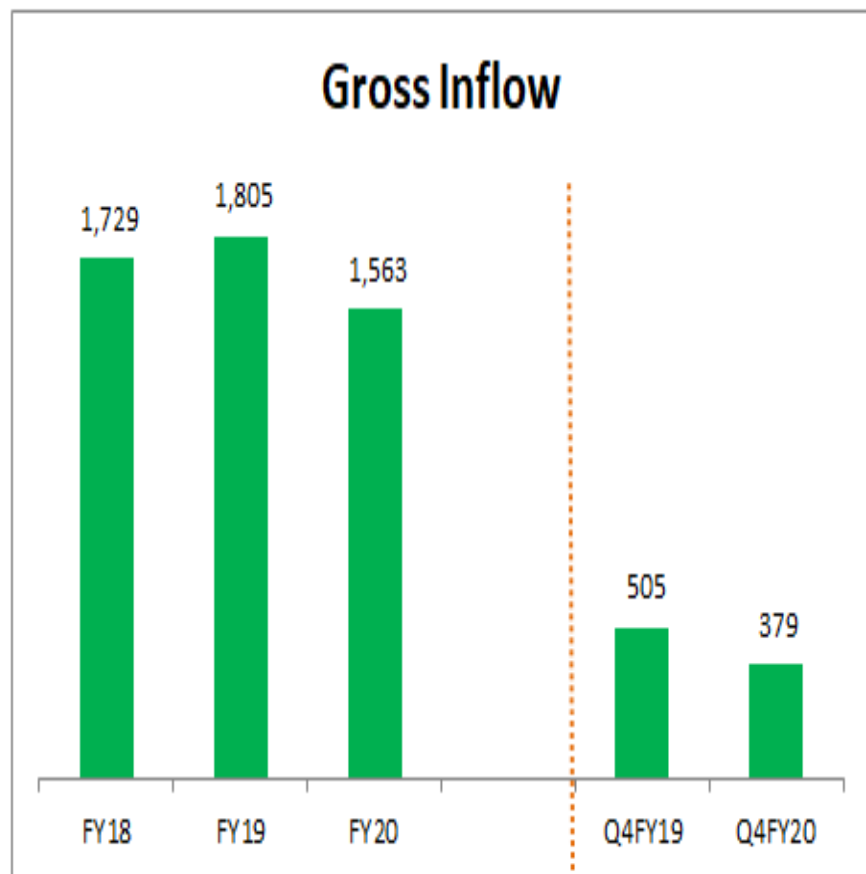


New Customers



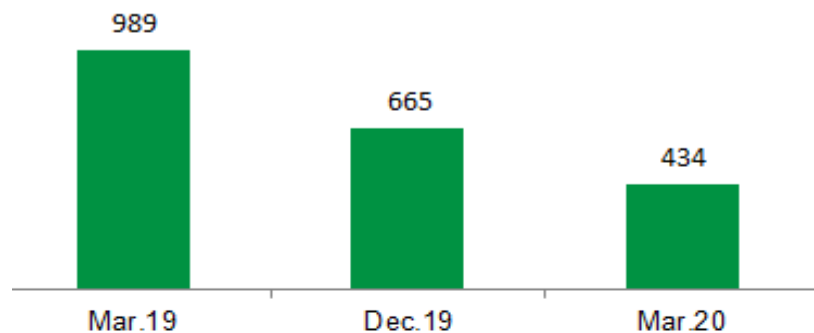
Mutual Fund Inflow (Equity + Hybrid Equity)

Amount in Crores

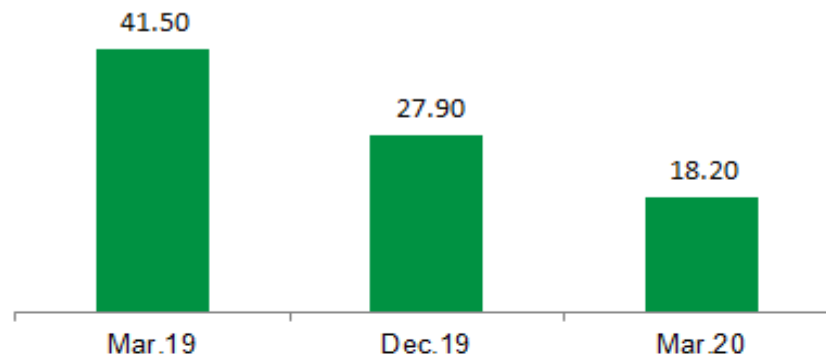


Other statistics

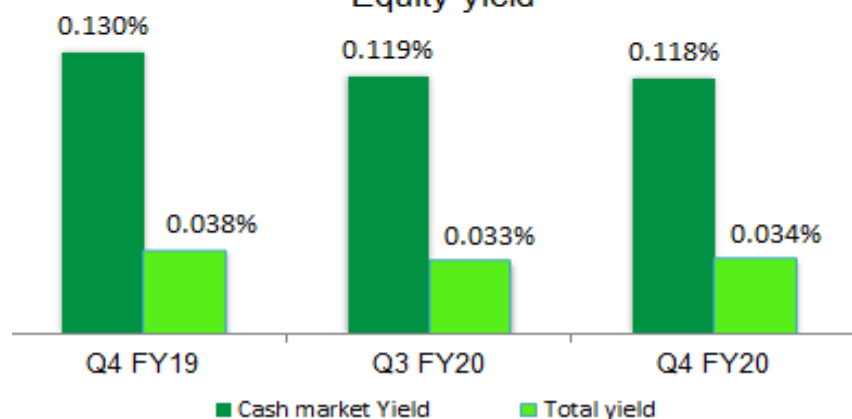
Geojit Market capitalization (Crores)



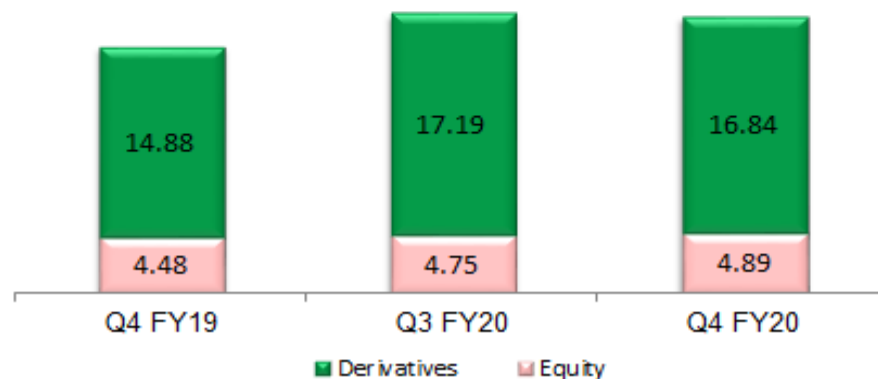
Share Price (NSE)



Equity yield



ADTO (in Billion INR)





Geojit Products and Services

Products and Services



Equity and
Currency
Derivatives



Portfolio
Management
Services



FPI Services



Loan Against
Shares



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



Online
Financial
Planning



Commodity
Derivatives



Margin
Trading

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.



Steps: A specialised financial planning and investment advisory department



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

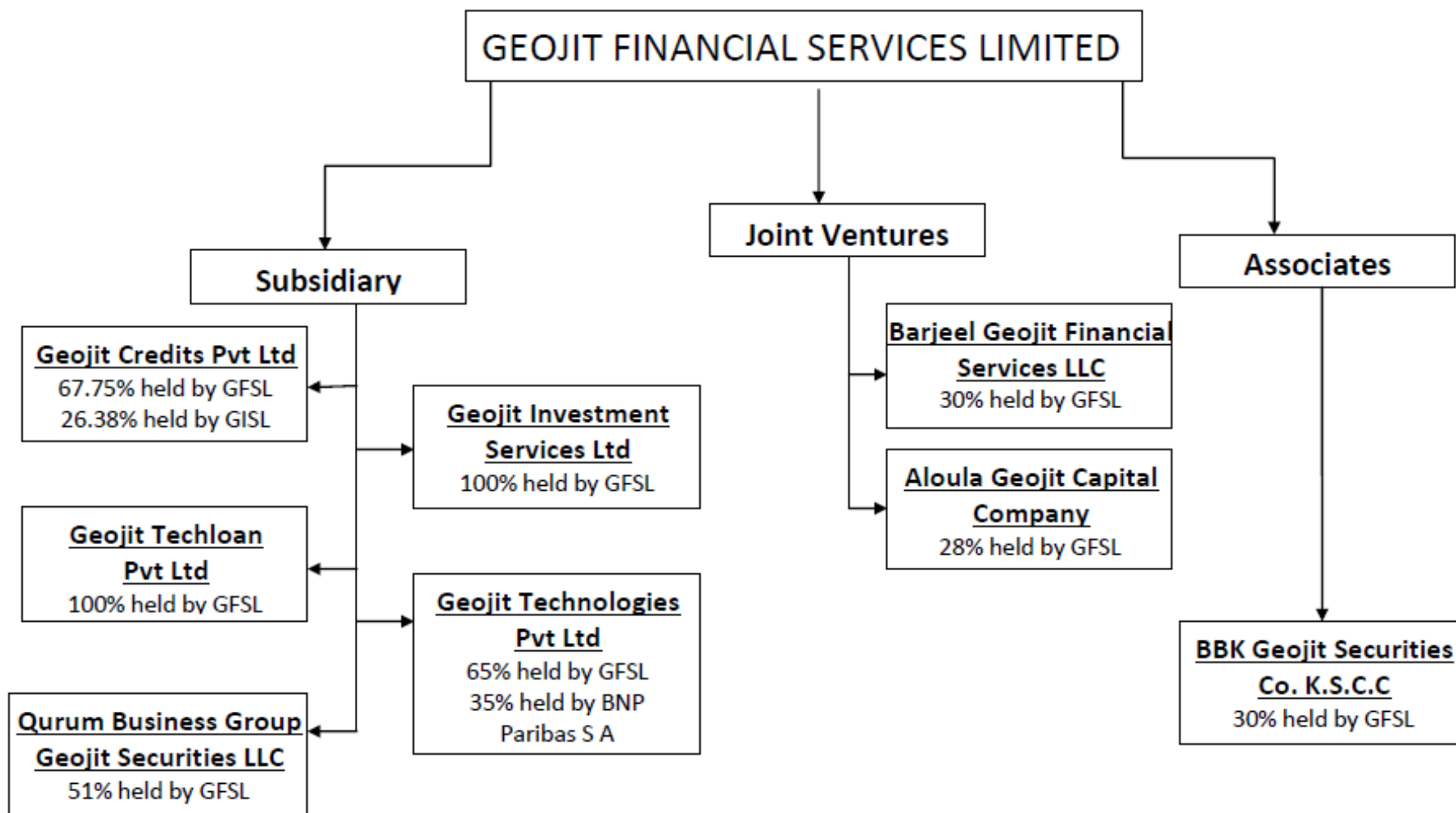
- ❖ Joint Venture with Bank of Bahrain & Kuwait and JZ Associates since 2011





Geojit Group Structure

Group structure





Awards & Recognition

Awards and Recognition

Geojit is the proud recipient of NSDL Star Performer Awards for the South Region. At the 34th DP Conference and NSDL Star Performer Awards - 2019 Geojit won the awards in following four categories:

- 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

Geojit was awarded Stock Broking Company of the Year Award at the Dhanam Banking, Finance and Investment Summit and Award Nite 2018



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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