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22.07.2026

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 Q1 FY27 - 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 – Q1FY27 is enclosed herewith.

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

GEOJIT FINANCIAL SERVICES LTD. KOCHI-24

Liju K Johnson
Company Secretary

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GEOJIT

FINANCIAL SERVICES

Q1FY27 | Investor Presentation

A Trusted Partner in Wealth Creation for four decades

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COMPANY OVERVIEW

A 39-Year Legacy Shaping Long term Wealth Relationships

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- **Geojit Financial Services Ltd.** is a leading **integrated investment services and wealth management firm**, serving retail, HNI and NRI clients
- Pioneer in **technology-led broking and advisory**, with a strong focus on **annuity-oriented revenue growth**
- Well-diversified presence across **India and GCC markets**, supported by a scalable digital-first platform

VISION

To be a trusted wealth partner by enabling smart, disciplined and sustainable investing for long-term wealth creation

MISSION

To empower customers with research-backed advisory, diversified investment solutions and technology-driven access, focusing on long-term, recurring wealth creation

20 states + **3** UTs

₹1.11 lakh crore + Customer Assets

39 Years Experience

525 offices across India & GCC

16.96 lakh + Clients

3,578 Employees

Why We Are Different — The Geojit Model

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Advice-Led
Platform-Enabled
Relationship-Built

Who We Serve

- India's aspirational savers — people who have trusted FDs, gold, and real estate, now seeking smarter financial pathways with guidance
- 79% of our branches and 77% of our clients are in Tier 2 & Tier 3 cities, where the advice gap is widest and the opportunity is greatest

How We Are Different

- For a broker, a transaction is the end
- For Geojit, a transaction is the means — the entry point into a long-term wealth relationship
- Financial Consultants and Dealers guide clients from fixed deposits to disciplined SIP investing

What This Creates

- Clients who stay and invest more over time
- Clients whose SIP ticket size grows because they trust the advice
- Our model is built for stability, not spikes. In volatile markets, our clients don't redeem.

"For a broker, transaction is the end. For Geojit, transaction is the means to the End."

How Geojit Is Different From Other Retail Broker

Geojit is increasingly positioned as an assisted, phygital wealth and distribution platform

(₹ in Crores)

Other broker lens	VS	Geojit lens
Transaction-led		Assisted-led
F&O / churn dependent		Cash / delivery-oriented
Digital-Only and Physical-Only		Phygital
Metro concentrated		Tier 2/3 rooted
Limited products		Cross-sell wealth platform
Limited NRI capability		Full-fledged NRI capability
Higher earnings cyclicality		Increasing recurring mix

A trusted local network, diversified product stack and growing recurring revenues create a differentiated platform for long-term wealth participation.

Our Differentiated Advantage

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Strong Research & Advisory Capability

Equity/commodity research + Advisory & PMS/AIF offerings

Robust Proprietary Technology Stack

In-house platforms Flip, Smartfolios, FundsGenie and STEPS driving growth, efficiency and client experience

Rapidly Scaling Recurring Revenue Businesses

~₹26,638 Cr AUM
₹63.28 Cr income (Q1FY27)

International Presence Supporting NRI & Global Wealth

GCC · DIFC
GIFT City access

Diversified, End-to-End Investment Services Platform

Broking, Lending, Product Distribution, Advisory, PMS, AIF

Trusted wealth platform blending advisory, tech & relationships for sustainable growth.

Strong Distribution-Led Franchise

500+ offices
Branches in Tier 2/3 locations

Digital + Physical Access Delivers Strongest Outcomes

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Digital Access (Anytime, Anywhere)

Long-term Wealth Creation (Stronger Outcomes)

Research & Insights (Data-backed Ideas)

Assisted Engagement. (Human Support)

Relationship Manager (Trusted Guidance)

Physical Presence (500+ Branch Network)

(₹ in Crores)

Built for Phygital India from Day One

DIGITAL PLATFORMS
Flip, FundsGenie, MyGeojit, Smartfolios
In-House Platform

PHYSICAL NETWORK
525 offices across India & GCC
79% of branches & 77% of clients are in Tier 2 & Tier 3 cities

Households using **both digital and physical channels** report the strongest financial outcomes

*Digital-only access **does not sustain** the highest outcome scores anywhere

*Survey base: **4,000** households across **18 districts** in **7 states**

Advice-led model supported by

16.96 lakh
clients

525
offices

79%
branches in Tier 2/3

*Source: https://www.moneycontrol.com/news/business/personal-finance/households-with-phygital-channels-demonstrate-stronger-financial-outcomes-report-13969148.html ; PwC India & Dvara Research.

Our People — Financial Consultants & Dealers: The Backbone of Client Trust

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Financial Consultants (FCs)

Wealth & distribution advisors

Primary relationship managers driving AUM growth and product penetration

5.4 Years

Average Experience

Dealers

Equity execution & advisory specialists

Execution specialists enabling trades and cross-sell opportunities

5.3 Years

Average Tenure with Company

BSE

Business Support Executive

Support execution, onboarding, and servicing workflows to enhance productivity and enable scalable operations

4.3 Years

Average Tenure with Company

Branch Managers

Sales leadership & performance drivers

Lead branch operations, drive team productivity, and ensure consistent AUM growth through effective sales management and client engagement

9.2 Years

Average Tenure with Company

8.54 Cr

Average AUM managed per sales person

Customer Stickiness - Moving From Account Ownership to Relationship Depth

The strategic opportunity is to convert acquisition into multi-product engagement

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(₹ in Crores)

1. Client acquisition
2. Active broking relationship
3. MF/SIP participation
4. Insurance and lending attachment
5. PMS/AIF/ wealth-management relationship

Geojit's human-assisted network provides a platform to deepen product penetration over time

16.96 lakh
clients

30,176
clients added in Q1FY27

1.11 lakh Crore+
customer assets

20% of the active clients have more than one product

Business Update

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MF Net-Inflow Share*

0.473% (Up from 0.415%)

Increased market share in Equity and Equity-oriented schemes compared to the previous quarter

Client Acquisition

30,176

New Clients

Equity MF Resilience

Significant outperformance against the Industry average that witnessed 5% decline in net-inflows during the quarter

Asset Management AUM Growth
(Geojit PMS & AIF AUM)

+23%

YoY Growth

Source – * AMFI Monthly Data (Official Source)

Our Evolution: From Transactions to Wealth Relationships

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1987
C J George founded M/s C J George and Co., a proprietary firm at Ravipuram, Kochi, Kerala

1988
Renamed Geojit and Co.

1995
Geojit and Co. becomes a Public Limited Company named Geojit Securities Ltd.

1997
Launched PMS (SEBI Registered)

2000
Launched India’s first internet trading facility

2001
UAE JV: Barjeel partnership

2005
The company sets up two subsidiaries Geojit Credits and Geojit Technologies

2006
BNP Paribas partnership

2010
FlipMe — India's 1st mobile trading

2012
New corporate office, Kochi

2015
Launched Selfie trading platform

2017
Renamed Geojit Financial Services

2018
Launched FundsGenie MF app

2019
Launched Smartfolios: curated stock baskets

2020
STEPS financial planning division

2022
Digital loan against shares

2023
Launched digital Loan Against Mutual Funds, Geojit IFSC at GIFT City, and FLIP mobile trading platform.

2024
Private Wealth division · Geojit Investments Ltd.

2025
Launched AIF (Yield Plus) & Non-Discretionary PMS

2026
Launched digital loan against Insurance Policy

Experienced & Professional Management

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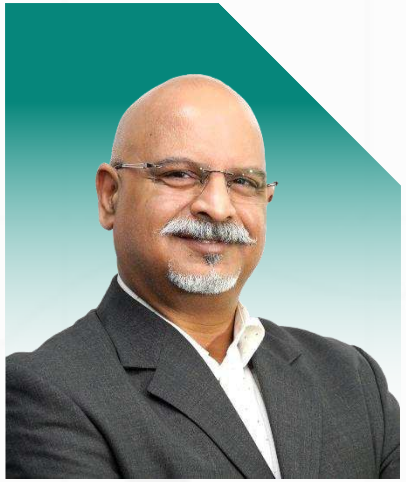
Mr. CJ George
Chairman & Managing Director
40+ years markets expertise across finance, governance, regulation, ESG, institutions



Mr. Satish Menon
Executive Director
Commerce graduate AICWA CFP leader since 1999, driving growth

Mr. Jones George
Executive Director
Leads digital transformation, CX, IFSC, NRI and Overseas Entities; LSE MSc, AGSM MBA

Ms. Mini Nair
Chief Financial Officer
CA with 22+ years in BFSI; former ED & CEO of Essel Home Loans and ex-EVP & CFO at Maybank Indonesia.

PAN India Presence

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500+ offices
across India

We have presence in
20 States and **3 Union Territories**

Geojit network
79% branch network and **77%** clientele are based in **Tier II** and **Tier III cities**

Strong Presence in the Gulf

Established Network in Key GCC Markets Enabling Strategic Synergies

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UAE
- **Barjeel Geojit Financial Services**
- First Indian UAE Asset Management Company
- HQ in Dubai, Branches in Abu Dhabi & Sharjah
- Geojit Private Wealth (DIFC) (P) Limited

Bahrain
- Partnership with the Bank of Bahrain & Kuwait since 2007

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

Oman
- Qurum Business Group (QBG) Geojit Securities LLC since 2011

Synergies from Established GCC Presence

First Mover Advantage: 1st Indian licensed brokerage in UAE

Tap into NRI Affluent Base

Leverage Network for Wealth Management

Drive USD & INR Wealth Flows towards India & GIFT City.

ESG & CSR Initiatives

Building Sustainable Growth (ESG)

- Green building accreditation & resource efficiency
- Low-carbon, biodiversity-friendly operations
- Diverse, inclusive & engaged workforce with strong safety culture
- Strong governance with Board oversight & ethical conduct

Empowering Communities (CSR)

- Digital Kerala history documentation program
- Free dementia day-care and rehabilitation support
- Chronic disease support & health camps
- CSR focus on women empowerment, education & health

Sustainability | Social Responsibility | Community Development

BUSINESS OVERVIEW

Diversifying Revenue Streams Enhancing Visibility & Stability

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SEGMENTAL REVENUE MIX*

A) TRANSACTION - BASED SERVICES INCOME

WEALTH MANAGEMENT

B) RECURRING INCOME

OTHER INCOME

EQUITY AND EQUITY RELATED

55.40%

- Brokerage Services 34.53%
- Interest from Clients 16.38%
- Depository Services 4.49%

FINANCIAL PRODUCTS INCOME

32.45%

- Mutual Fund Distribution 20.29%
- Insurance Distribution 10.80%
- Other Distribution Income 1.36%

ASSET MANAGEMENT

5.00%

- Management Fees

TREASURY & INVESTMENT INCOME

4.19%

- Treasury Income

TECHNOLOGY & PLATFORM INCOME

1.79%

- Software Income

OTHER OPERATING INCOME

1.17%

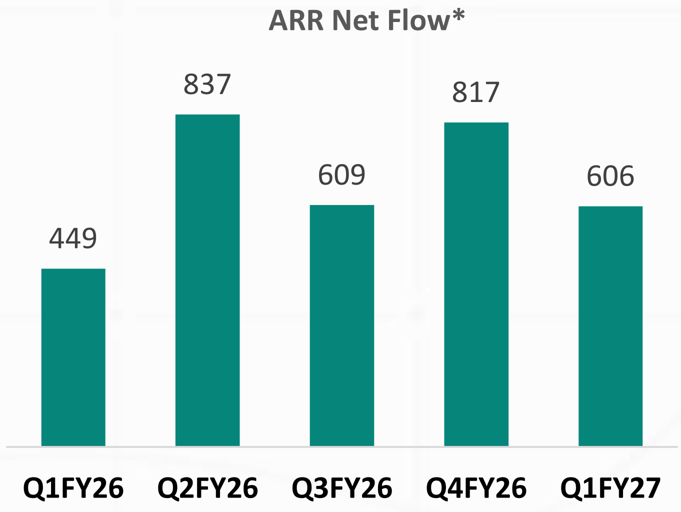
- Miscellaneous Operating Income

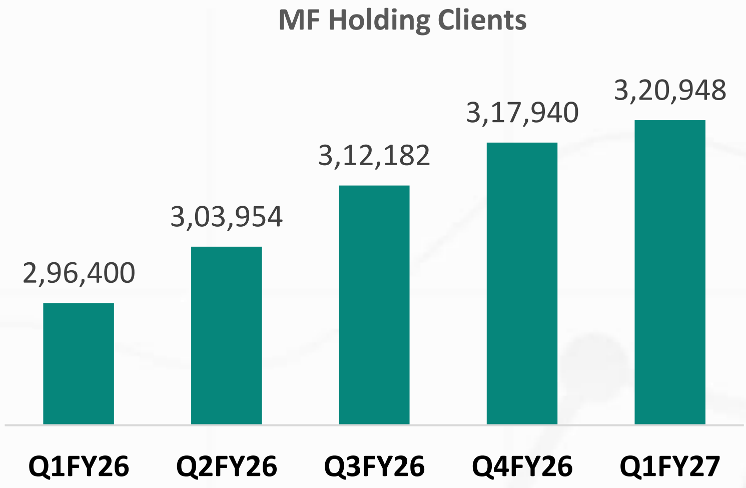
A well-diversified mix driving consistent growth, resilience, and long-term value.

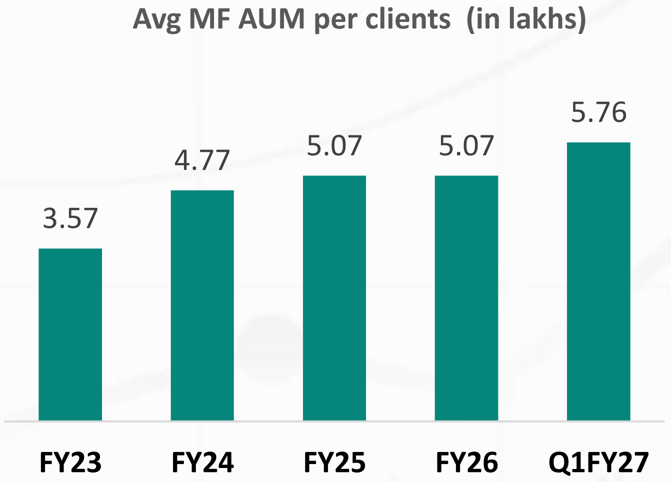
*Segmental Revenue Mix as on Q1FY27

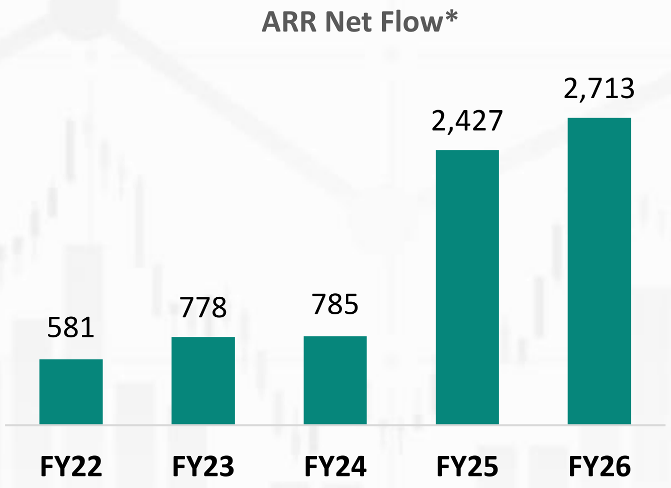
Wealth Management Key Metrics

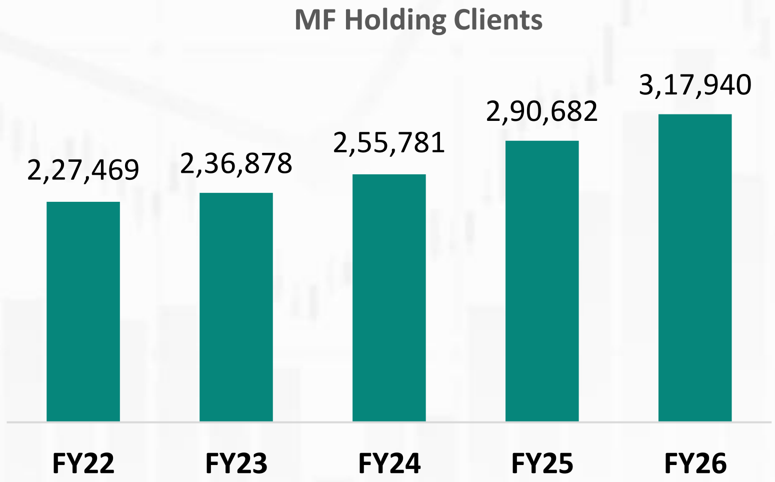
(₹ in Crores)

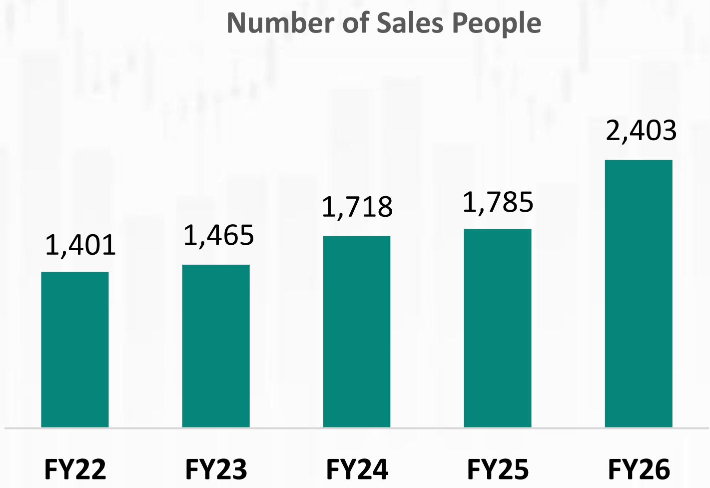












** ARR (Annual Recurring Revenue) Net flow = MF+Third Party Products+Insurance net flow*

Asset Management Key Metrics

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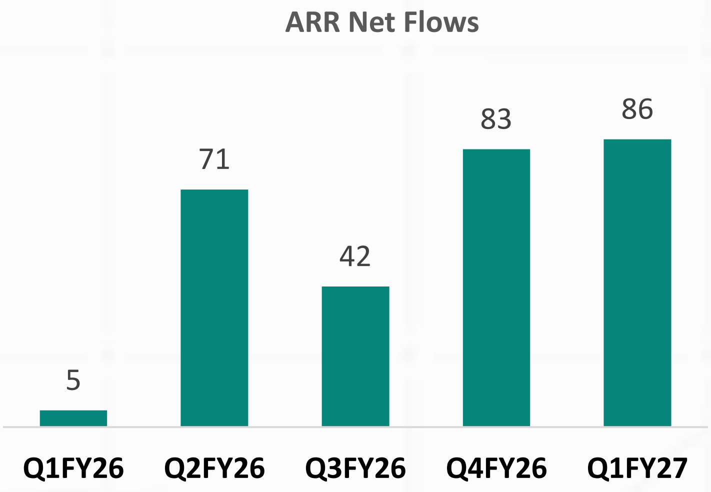
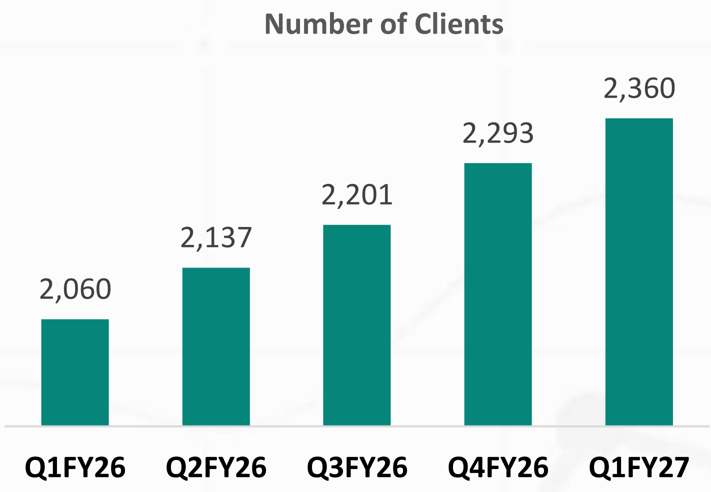
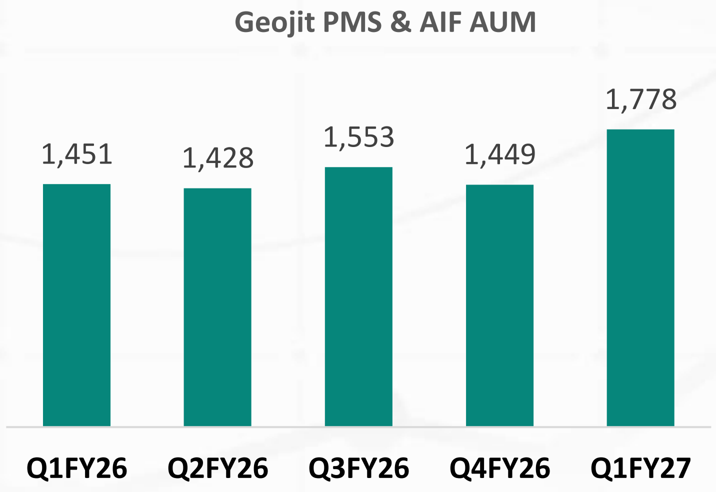
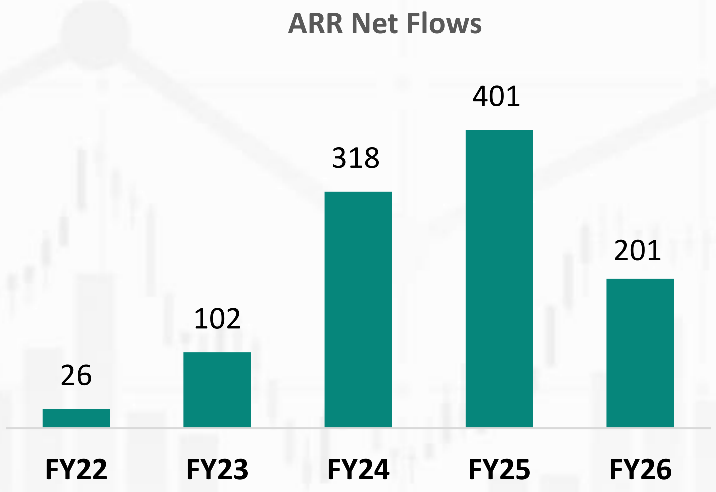
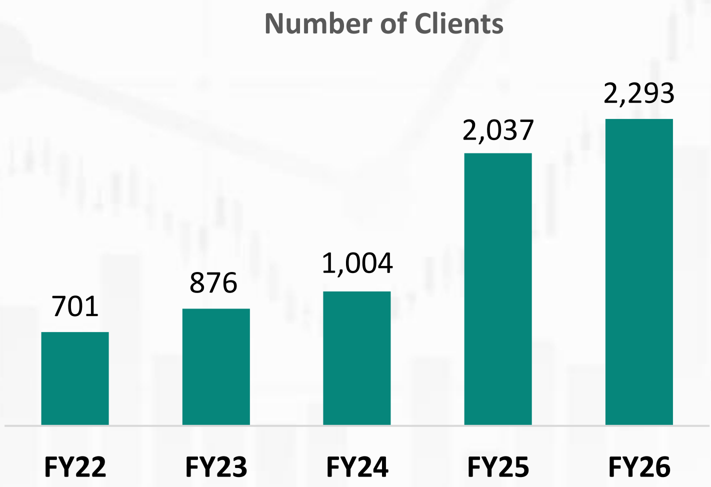
(₹ in Crores)

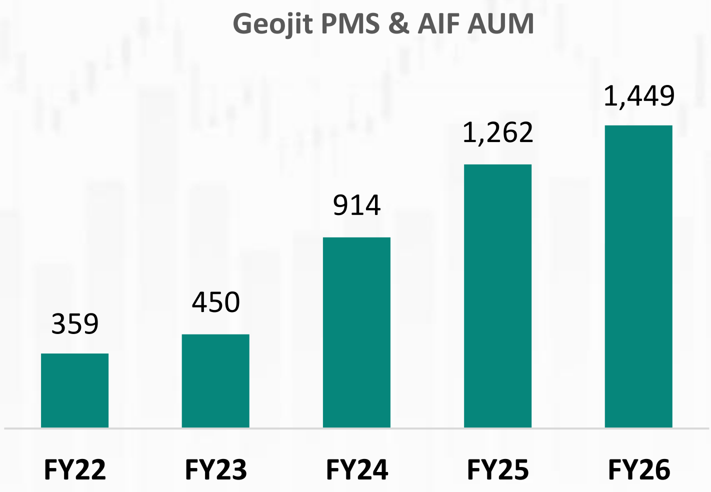












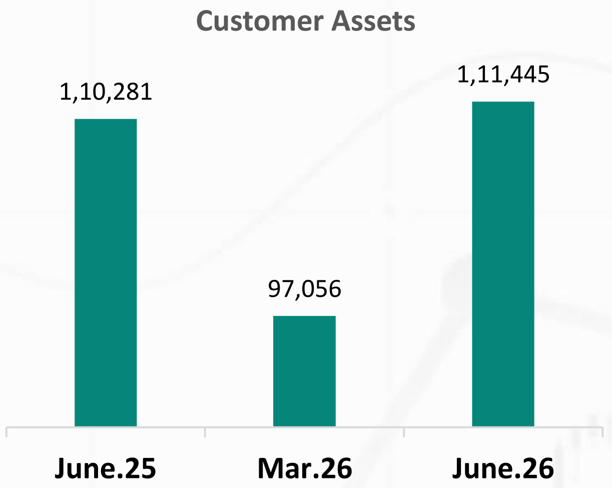
Transaction-Based Services Income – Equity & Equity Related

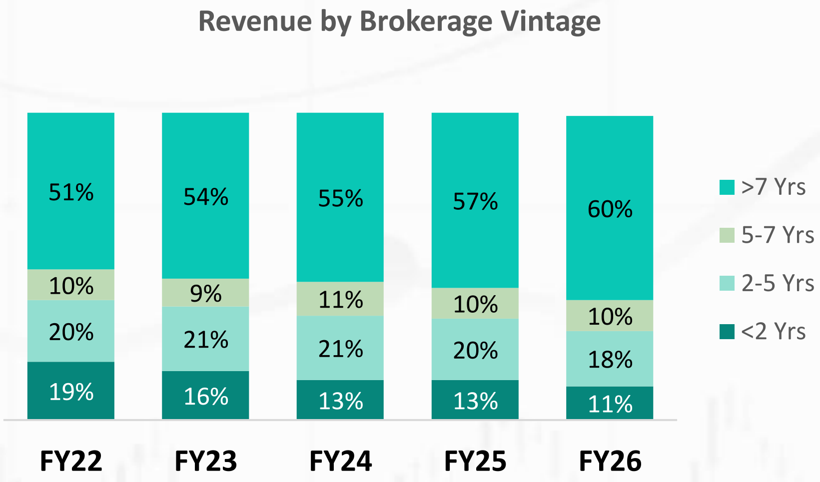
Brokerage Services

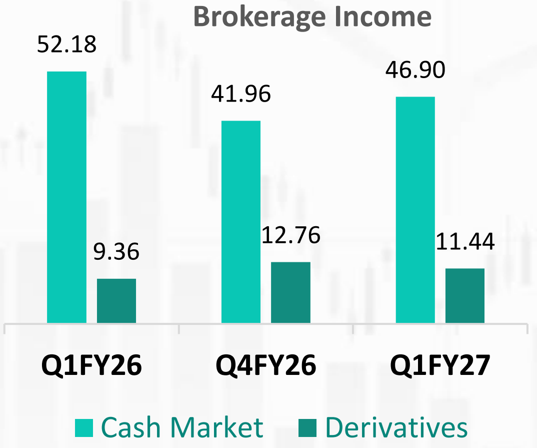
Hybrid Reach: Digital platforms and 500+ branch network

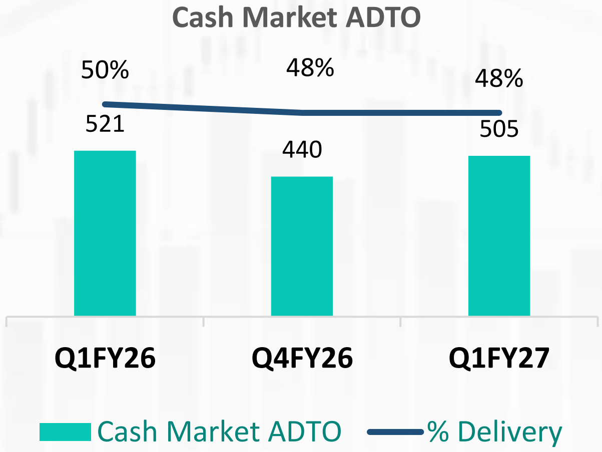
Research Advantage: Institutional-Grade Real-Time Research

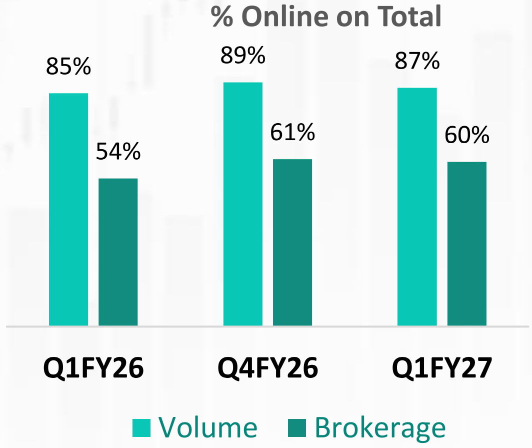
Settlement & Leverage: 4× Leverage with integrated settlement

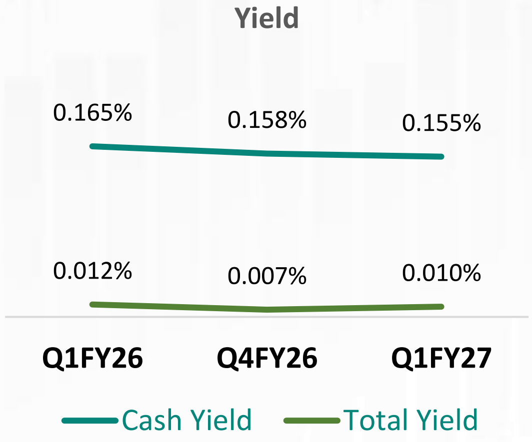












Broking Business – B2B & Institutional Partnerships

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Through Geojit's Online Trading Platform, partner **banks'** clients can:

- Set aside funds in their bank account to purchase shares
- View their bank balance & demat holdings
- Contact exclusive Call Centre team & toll-free number dedicated to partner banks' clients

3-in-1 Integrated Account: Bank, Demat and Trading

IDFC FIRST Bank (only NRE accounts)
punjab national bank
Karur Vysya Bank
Union Bank of India
FEDERAL BANK
SOUTH INDIAN Bank
SVC BANK
CSB Bank
ESAF SMALL FINANCE BANK

Through Geojit's online trading platform clients can trade seamlessly by:

- Blocking and transferring funds in their bank account to purchase shares
- Blocking and transferring shares in the DP account for clearing & settlement

NRI Repatriable (NRE) PIS

FEDERAL BANK
IndusInd Bank
BBK
HDFC BANK
IDFC FIRST Bank
SOUTH INDIAN Bank
IDBI BANK
AXIS BANK

Interest Income from Clients

MTF-driven interest income benefits from rising retail participation, higher trading intensity, and a growing secured lending book.

What drives this income

MTF
Up to 4× leverage

Against pledged demat holdings

LAS

Loan against shares and mutual funds

T+5 charges

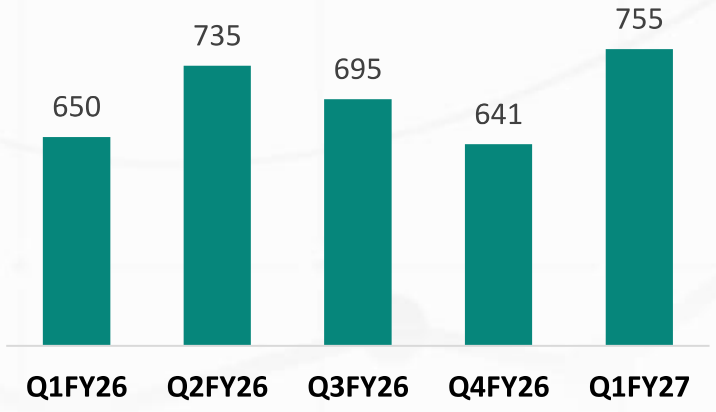
Delayed settlement fees

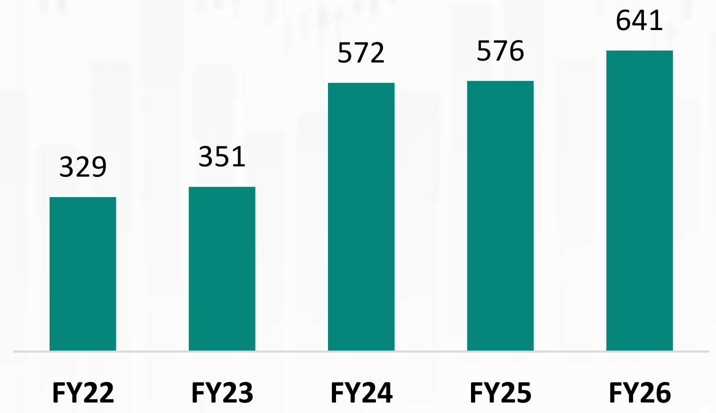
Lending book

₹576 Cr (FY25)
₹641 Cr (FY26)

Lending Book

(₹ in Crores)





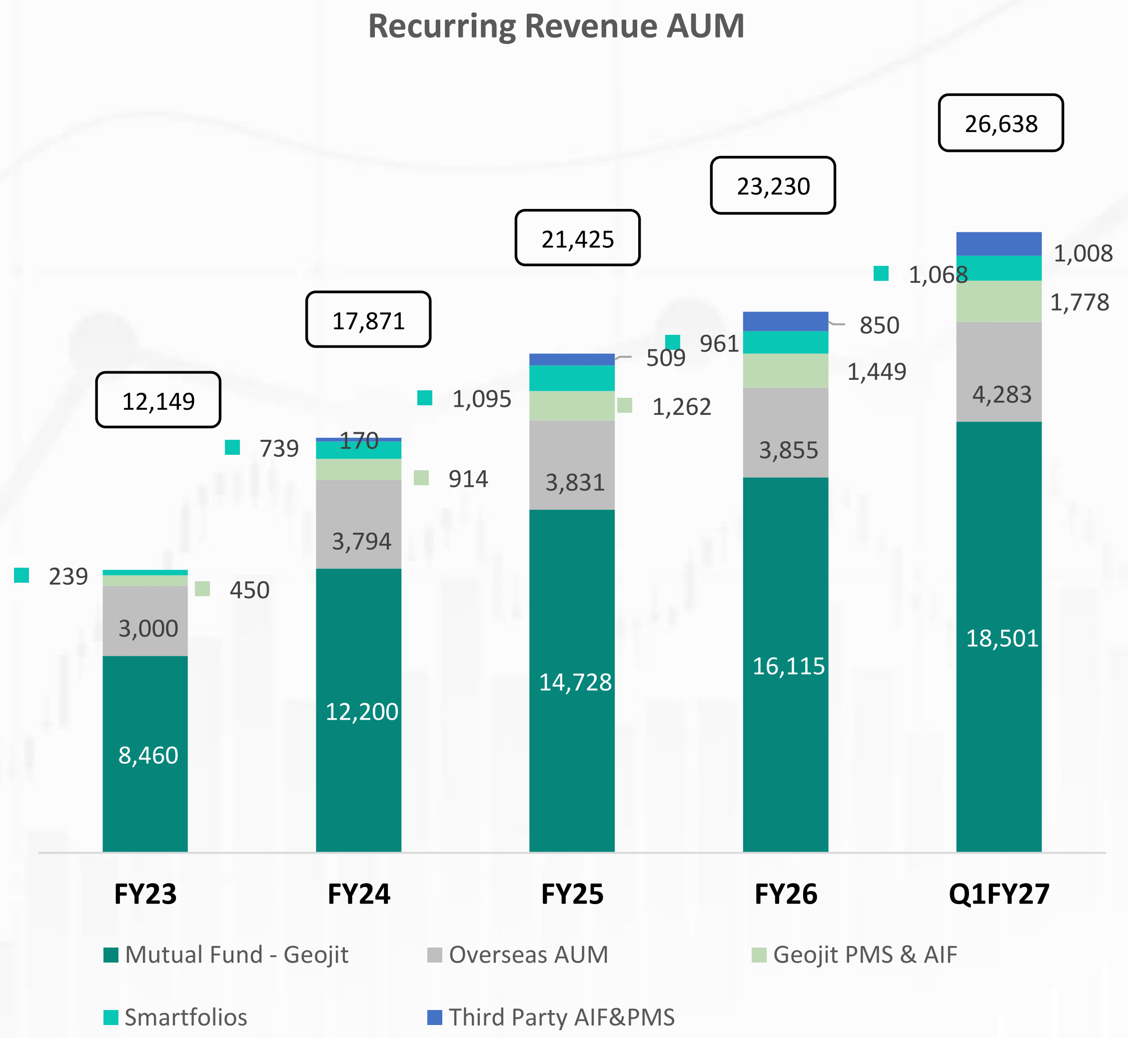
Recurring Income

Annuity-Led
Relationship-driven revenues with greater predictability vs. transaction-based revenues

Distribution & Advisory
Less dependent on short-term market volumes

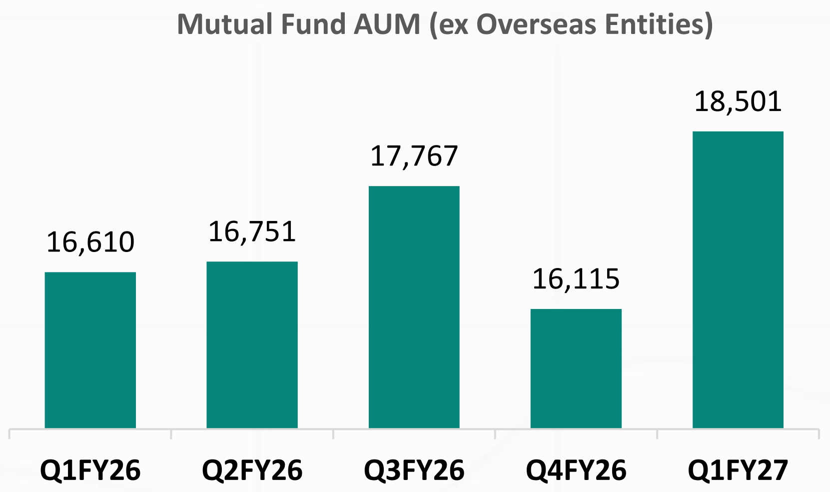
Asset-Linked:
Tied to client AUM, long-term investments and advisory relationships

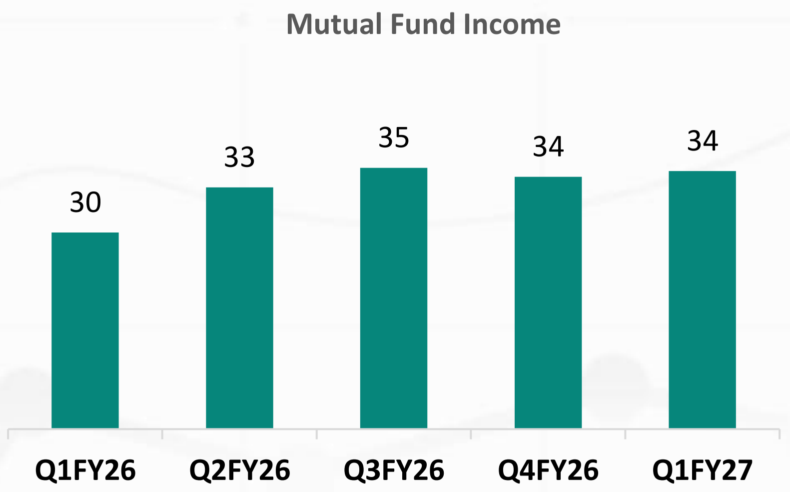
Growing Share
FY26 revenue — rising every year, supporting stable margins

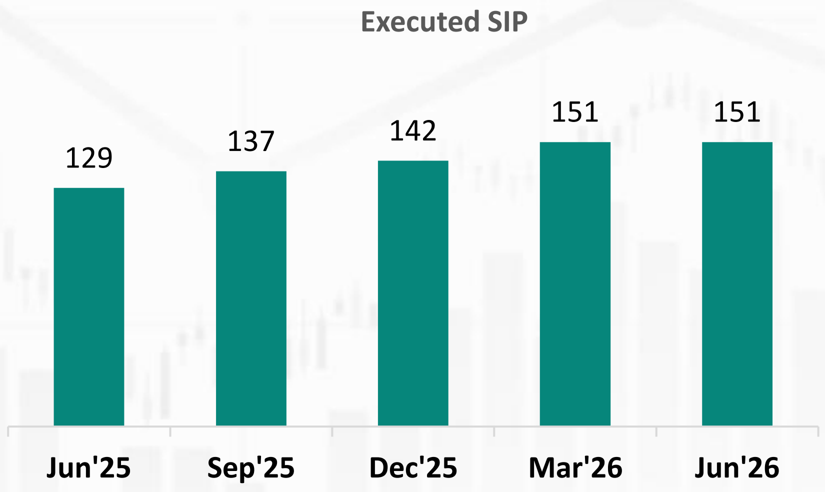


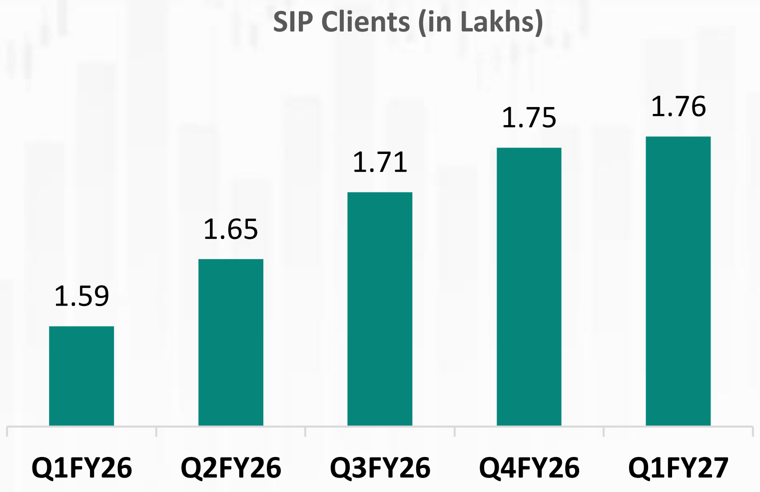
Mutual Fund Distribution

(₹ in Crores)





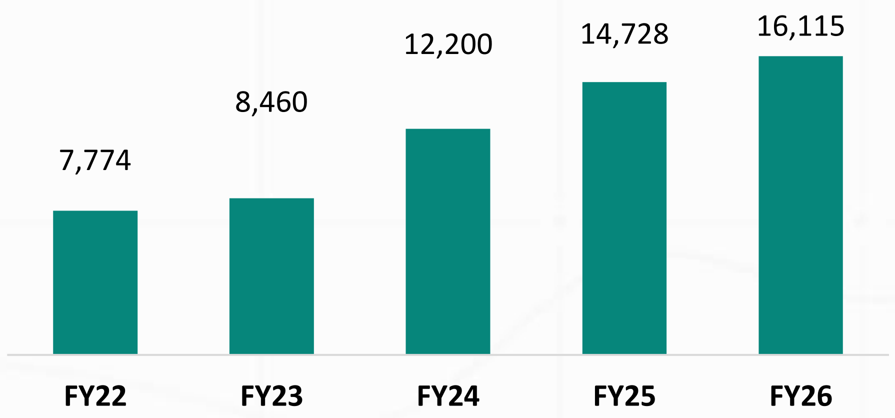




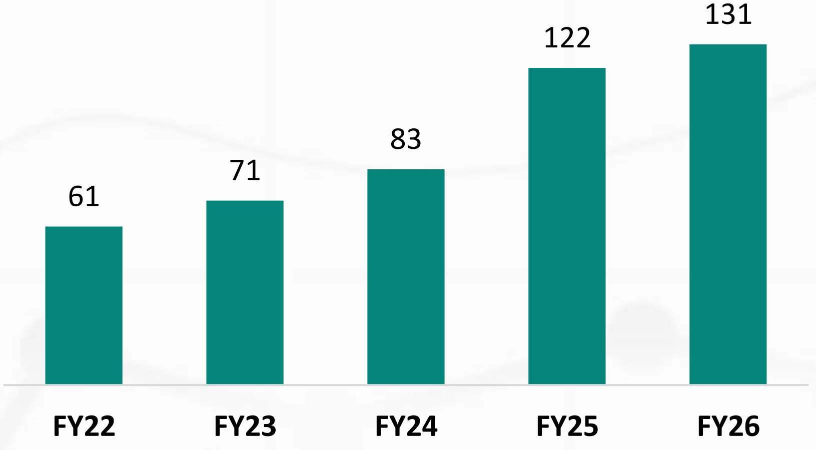
Mutual Fund Distribution

(₹ in Crores)

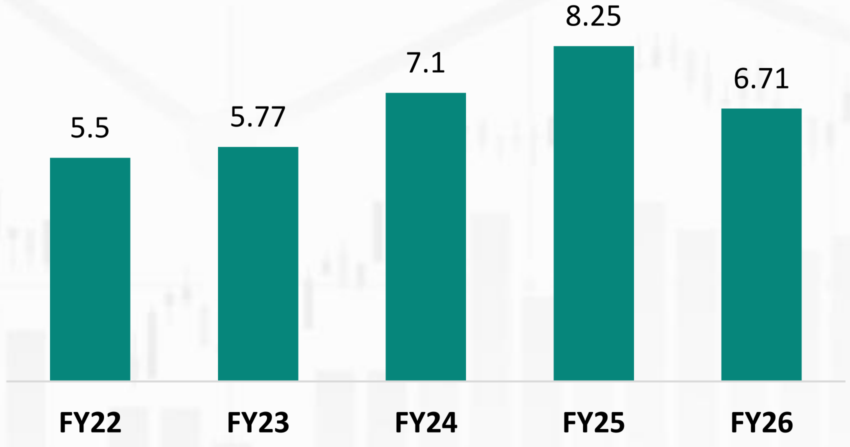
Mutual Fund AUM (ex Overseas Entities)



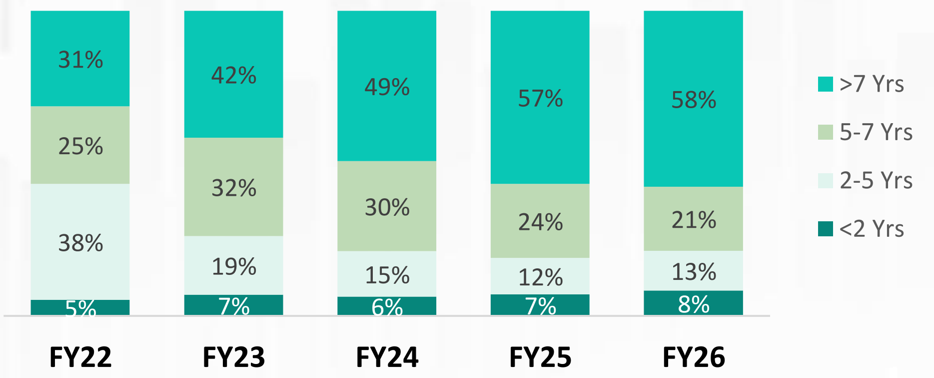
Mutual Fund Income



AUM Per Feet on Street



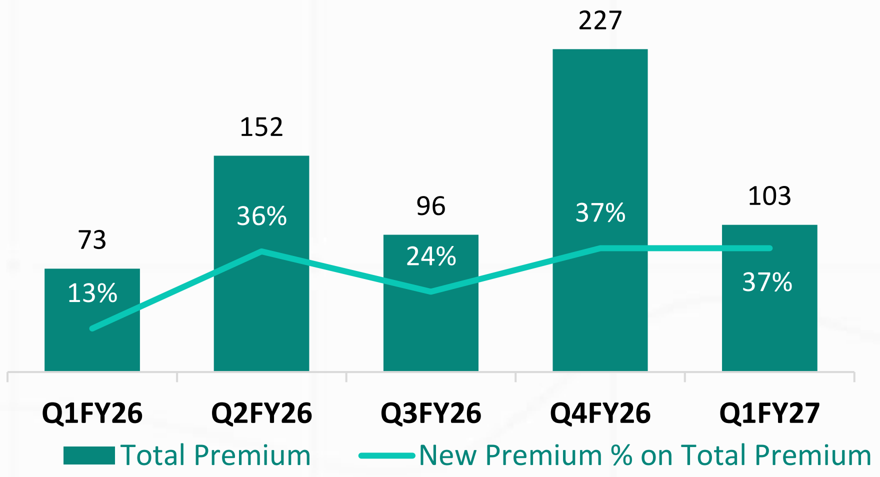
MF Income by Client Vintage



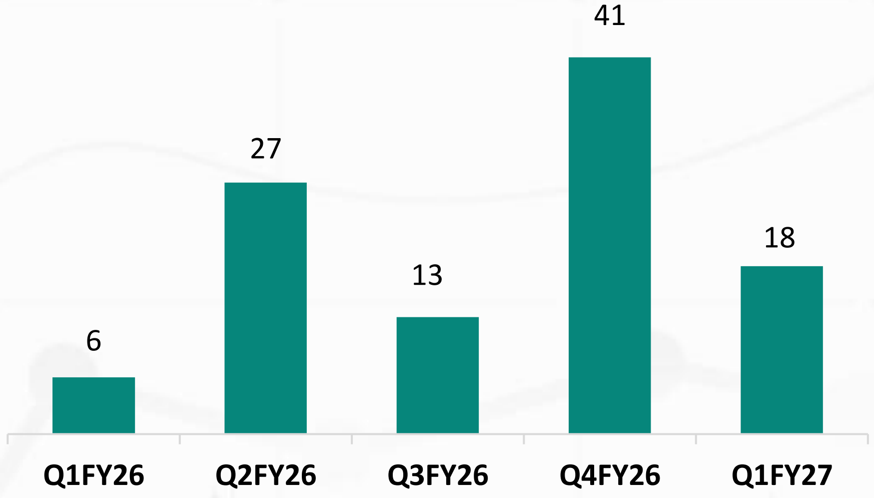
Insurance Distribution

(₹ in Crores)

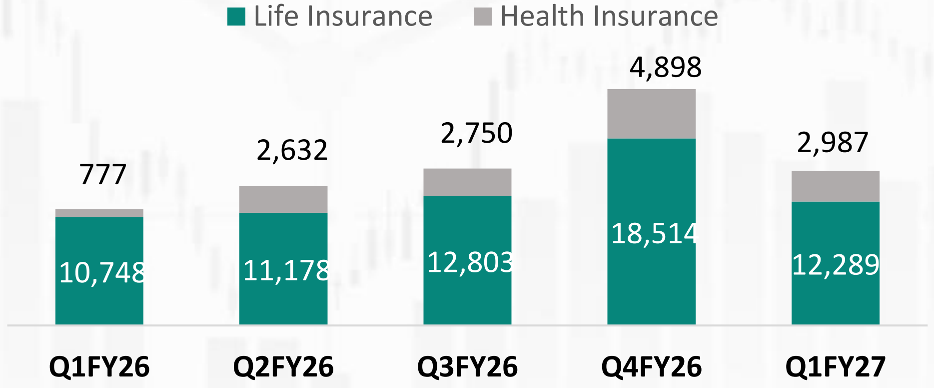
Total Premium



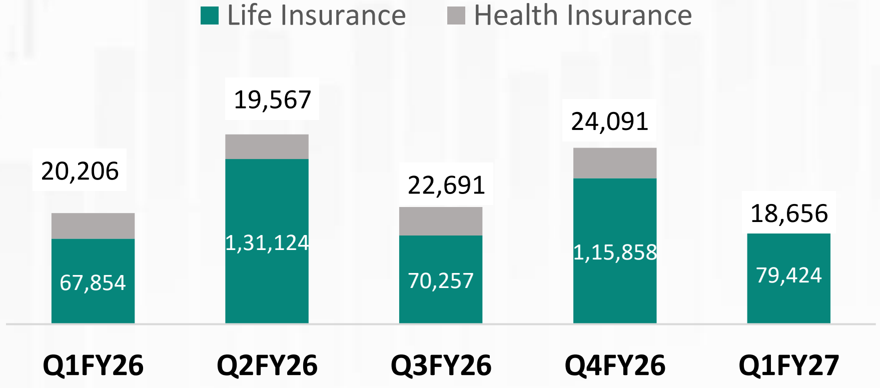
Total Commission



Number of Insurance Policies

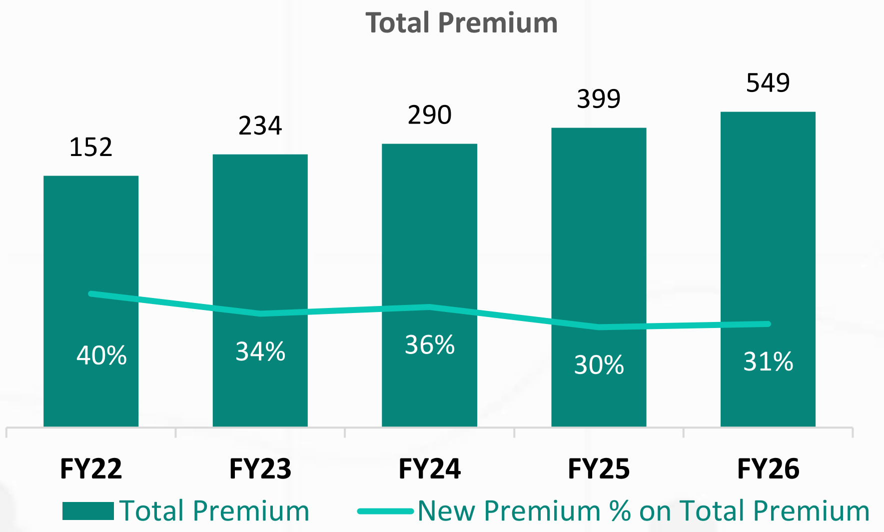


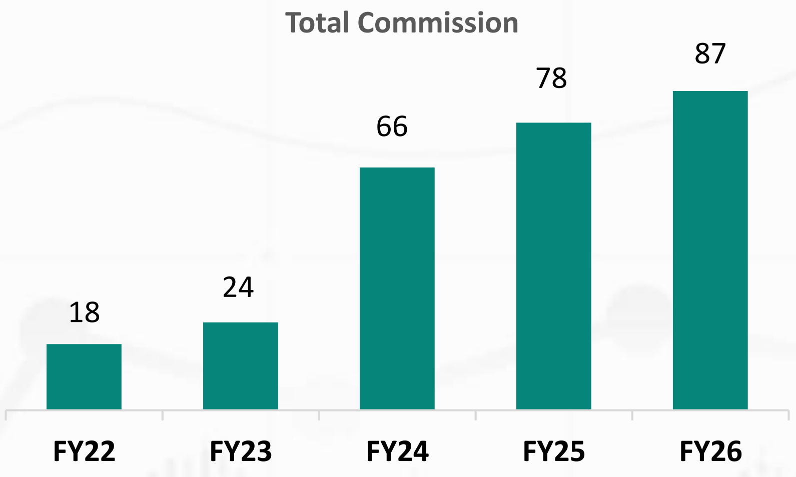
Average Premium Per Policy

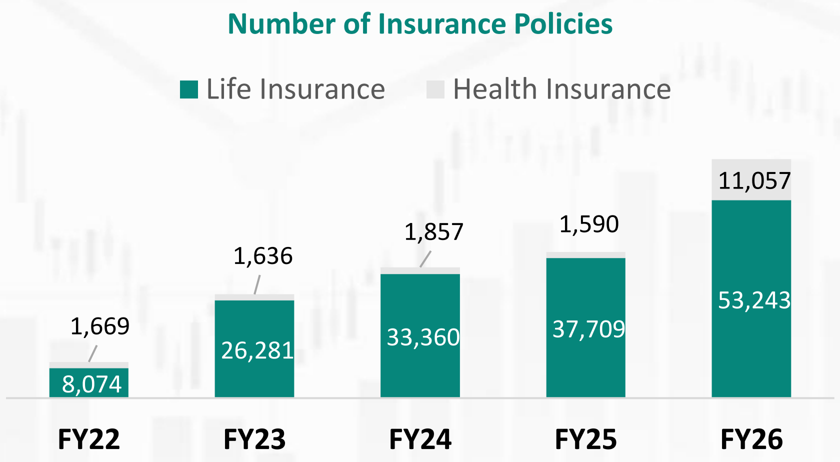


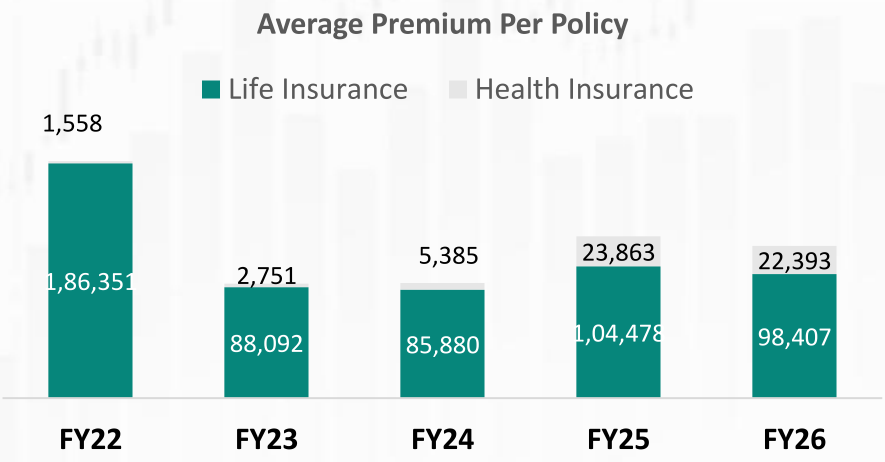
Insurance Distribution

(₹ in Crores)









Asset Management

Portfolio Management Services (PMS)

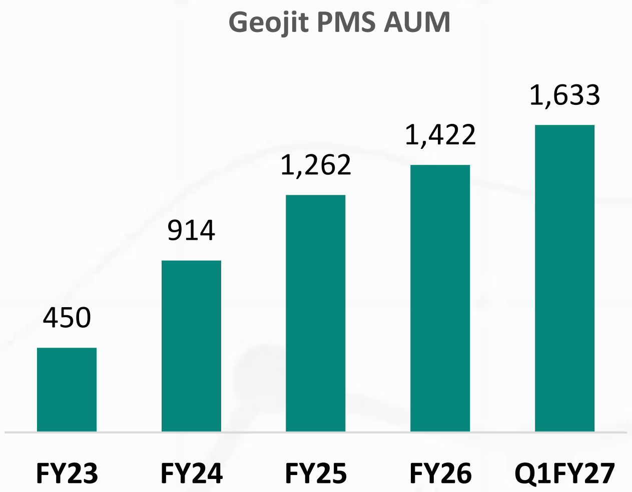
(₹ in Crores)

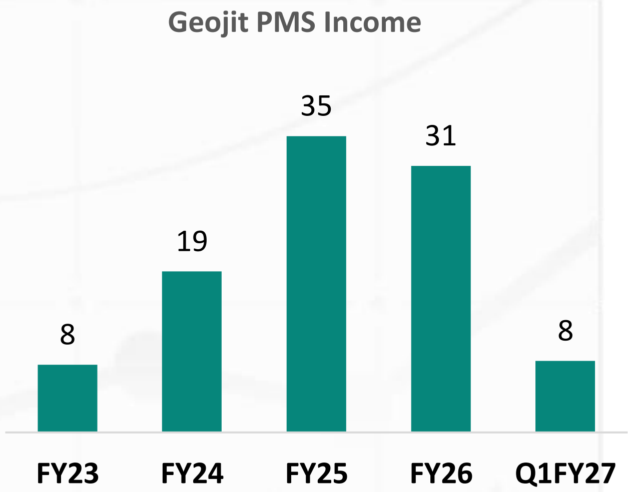
AUM Growth:

₹359 Cr (FY22) → ₹1,422 Cr (FY26) | +4 times growth

Income Growth:

₹17 Cr (FY22) → ₹31 Cr (FY26) | +1.8 times growth





5 Distinct Portfolios

- Advantage Portfolio
- Ethical Portfolio
- Freedom Portfolio
- Beacon Portfolio
- Dakshin Portfolio

Asset Management

Geojit Alternate Investment Fund

GEOJIT YIELD Plus

Geojit launched its Alternate Investment Fund offering, Geojit Yield Plus - A Cat III AIF with an absolute return strategy

About the product

Returns
Target an Alpha of **~150-200 bps** over benchmark

Strategies
Use multi-strategy approach aligned to risk-return objectives

Financial Instruments
Invest in Equity derivatives using quant & technical strategies

Risk Profile
Maintain a low-risk approach with dynamic exposure management

Ranked **1st** among long-short AIFs in India over a 6-month period and **2nd** over a 1-month period

Source – PMS/AIF world

Technology-Driven Investment Platforms

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Enables business models that enhance ease of use and drive operational efficiency

Smartfolios By Geojit

27 pre-curated stock baskets

- Designed by SEBI-registered analysts
- Zero charges beyond brokerage

FundsGenie

Discover, track & analyse mutual funds

- Portfolio insights
- Fund comparison
- External investment tracking

Flip / **TRADERX** By Geojit

Advanced trading: real-time data & analytics

- Heatmaps
- Watchlists
- Options chains

MYGEOJIT

360° portfolio management & client engagement

Access to

- Statements
- Tax P&L
- Participate in IPO/OFS/Buyback

GEOJIT CREDITS

100% digital lending platform

- Loans against shares & MFs Competitive rates
- Flexible repayment

Industry Overview

India's Wealth Management & Distribution: A Multi-Decade Growth Opportunity

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Wealth Management

$1.1 trillion → $2.3 trillion
Wealth AUM FY24 to FY29 (BCG 2025)

55% HNI growth
HNI population to 2029

10.8% CAGR
UHNI wealth accumulation

Only 5%
Household savings in equities (vs 30%+ in US)

Mutual Fund Distribution

₹80L Cr+ AUM
Industry AUM — 6x growth in 10 years

9.72 Cr
Active SIP accounts as of Mar 2026

₹32,087 Cr
Monthly SIP inflows (Mar 2026)

<5% penetration
Of Indian households — massive runway

Insurance Distribution

4% of GDP
India's insurance penetration vs 7% global avg

87% gap
Life insurance protection gap

31% gap
Health insurance gap

Pull market
Post-pandemic shift from push (selling) to pull buying (buying)

Underpenetrated retail markets need trusted advice, not just products

Source: https://www.amfiindia.com/articles/indian-mutual ; https://www.techsciresearch.com/report/india-wealth-management-market/42218html ; https://web-assets.bcg.com/89/d4/676a2c534cf2aa485011edbc0200/2025-global-wealth-report-june-2025.pdf ; https://timesofindia.indiatimes.com/business/india-business/new-era-for-indias-capital-markets-young-investors-and-tier-2-cities-drive-change-retail-investing-to-be-big-player-in-10-trillion-economy-dream/articleshow/125894529.cms

Tier 2 & 3 Cities: India's Wealth Growth Story

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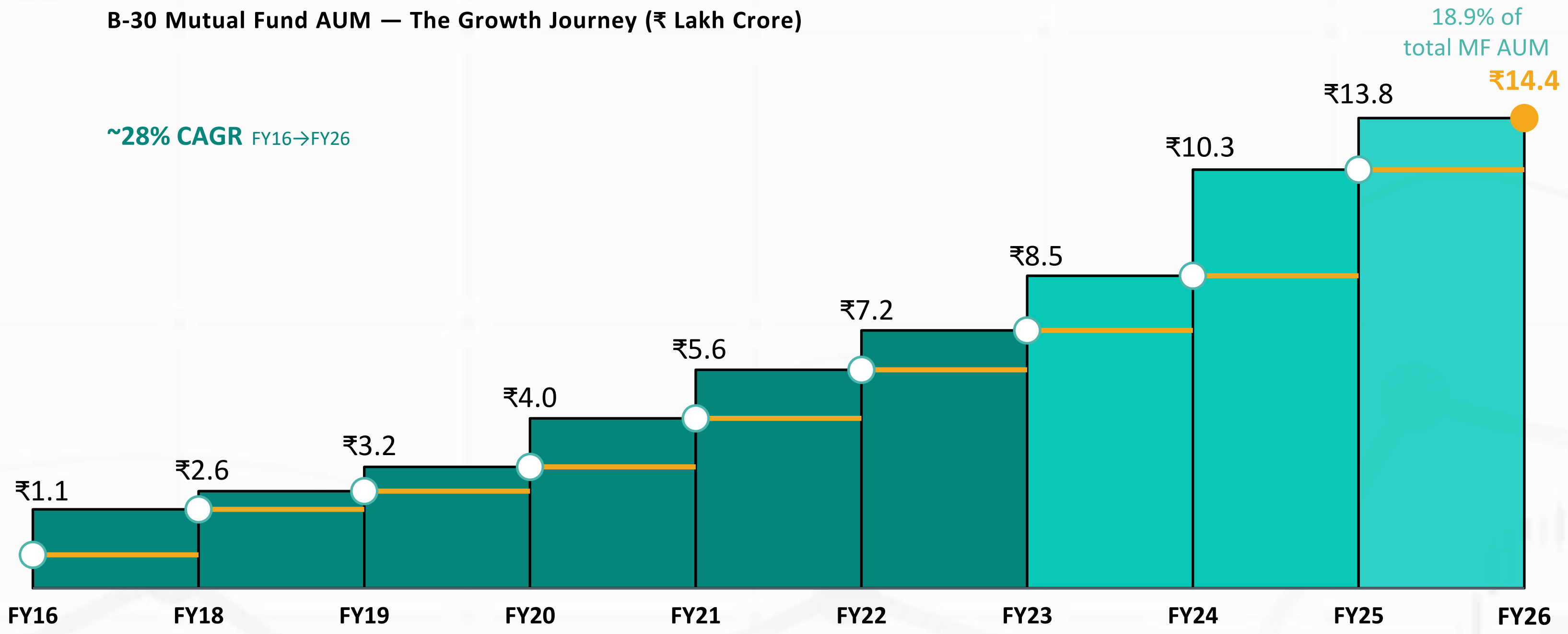
From ₹1.1 Lakh Crore (2016) to ₹15.5 Lakh Crore (2026) — A Decade of Unstoppable B-30 Growth

B-30 Mutual Fund AUM — The Growth Journey (₹ Lakh Crore)



Demat Accounts from Non-Metros

- 2019 — 25%
- 2022 — 45%
- 2024 — 60%

Monthly SIP Inflows (₹ Crore)

- FY19 — ~₹7,119
- FY22 — ~₹11,305
- FY26 — ~₹32,087

Millionaire Households (India)

- 2017 — 1.6 Lakh
- 2021 — 4.6 Lakh
- 2026 — 8.7 Lakh

Today's Landscape & Tomorrow's Opportunity

₹14.4 L Cr
B-30 MF AUM (Mar 2026)
~18% of India MF industry

64.3%
Equity Share in B-30
vs 38.3% equity in T-30 cities

8.7 Lakh
Millionaire Households in India
+90% rise (2021–2026)

~60 Cities
Now produce HNI households
vs just 10–15 cities a decade ago

The Forward Opportunity

US$ 1.1 Trillion → US$ 2.3 Trillion

Wealth management AUM opportunity FY24→FY29. B-30 cities are the primary source of incremental investor additions.

Source: https://www.amfiindia.com/uploads/AMFI_Investor_Trends_Feb2026_e05e1dcb05.pdf ; https://www.amfiindia.com/Themes/Theme1/downloads/AMFI_AnnualMFReport2025.pdf ; https://nsearchives.nseindia.com/web/sites/default/files/2024-08/PR_cc_08082024.pdf ; https://www.deloitte.com/in/en/Industries/financial-services/research/financial-wealth-management.html ; https://hurunindia.com

GEOJIT 2.0

Re-shaping Geojit 2.0: The Transformation Story for the Next Phase of Growth

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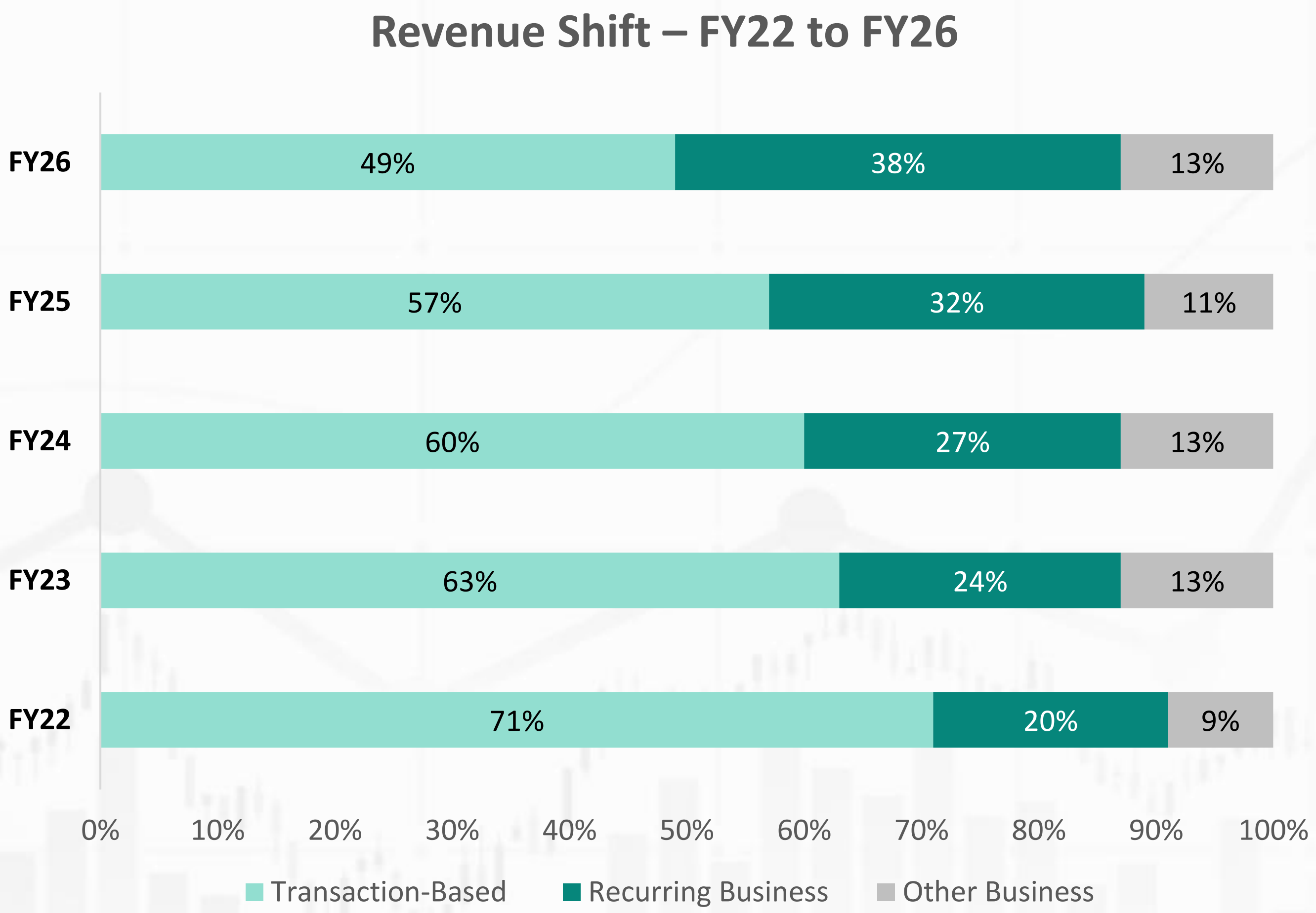

*The shift in revenue-mix reflects Geojit's strategy of scaling **recurring, wealth and distribution-led income streams,** while continuing to grow its transaction-based broking business*

Transformation Pillar 1: Transitioning from a Broking-Led Model to a Wealth & Distribution-Driven

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Shifting focus from past broking-led revenue dependence and aiming for a recurring income model, we seek to transform into a robust wealth and distribution-driven franchise prioritizing consistent revenue and scalability, ensuring sustainable growth and long-term client prosperity

STRATEGIC GOAL

Broking historically **~83%** of revenue

Recurring historically **~8%** of revenue

Broking now **~55%** of revenue

Recurring now **~37%** of revenue

2,204 sales professionals

EXISTING FOOTPRINT

Pan-India Presence with Strong Regional Anchors

Extensive Pan-India network of **more than 500 offices**, with extensive presence in South India, leveraging a deeply entrenched regional network—particularly in South India—to **cross-sell** and **upsell** wealth offerings to **Existing Broking Clients**

500+ BRANCHES & STRONG NETWORK

New Branches Planned (Tier 2 & Tier 3 cities)

Building a Scalable, Annuity-Led Wealth Distribution Franchise for Long-Term Growth.

Transformation Pillar 2: Strengthening Global NRI Wealth Funnels Across the Middle East & GIFT City Advantage

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Channeling NRI Wealth as a Growth Engine for India

1st Indian
licensed broker in UAE & Oman since 2001

25+ Years
in UAE · Dubai · Abu Dhabi · Sharjah

$1 Billion+
combined NRI AUM managed across GCC

50,000+ clients
across UAE, Oman, Kuwait, Bahrain

GIFT City IFSC
gateway for NRI flows into India

Barjeel Geojit (UAE)
· First Indian - UAE licensed AMC · Dubai, Abu Dhabi, Sharjah

Geojit DIFC (UAE)
HNI Wealth · USD-denominated products · Operational Q4 FY26

QBG Geojit (Oman)
Sole Licensed Indian Broker in Oman · Since 2011

BBK Geojit (Kuwait & Bahrain)
JV with Bank of Bahrain & Kuwait · Since 2007 / 2011

NRI Entities

UAE
Geojit DIFC (HNI Wealth)
Barjeel Geojit JV (Mass Affluent NRI wealth)

GIFT City
Gateway
NRIs Investing into India

JV with **Bank of Bahrain & Kuwait**

Oman
Sole Licensed
Indian Brokerage

Transformation Pillar 3: Digital-Led Distribution & Client Engagement

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Scaling Distribution Through Digital & AI

Leverage AI, data, and integrated platforms to accelerate acquisition, improve engagement, and drive scalable growth.

₹ **IT Transformation Opex** (FY26): **₹10.36 Cr**

AI-Led Advisory

- **AI** driven research
- Portfolio diagnostics

Data-Driven Decisions

- Real Time sentiment tracking
- Customer analytics

Real-Time Advantage

- AI onboarding
- Faster execution

Integrated Platforms

- **One unified app**
- **Seamless Journey**

Driving growth through AI, real-time capabilities and integrated customer experience

- Higher Acquisition & Retention
- Stronger Risk & Compliance Control
- Improved Client Revenue growth
- Better Operational Efficiency

Q1FY27 Financial Performance & Annual Highlights

Management Commentary – Q1FY27

"The investments we made during FY26 are beginning to translate into encouraging business outcomes. Our continued focus on strengthening technology, expanding our distribution network and enhancing client engagement has enabled us to build a more scalable, advice-led wealth platform, while maintaining financial discipline in a dynamic market environment.

During the quarter, Revenue from Operations grew 11% YoY to ₹160.40 crore, supported by healthy traction across our wealth and distribution businesses. While profitability continued to reflect the investments made over the past year and a relatively softer broking environment, we remain confident that these initiatives position us well for sustainable long-term growth and improved operating leverage over time.

Business momentum remained encouraging during the quarter. We added over 30,000 new clients, taking our total client base to nearly 17 lakh, while total customer assets crossed ₹1.11 lakh crore. Our mutual fund distribution franchise continued to outperform, with equity net-inflow market share improving to 0.473% from 0.415% in the previous quarter, significantly outperforming the broader industry. Our Asset Management business also continued its growth trajectory, with AUM increasing by 23% YoY.

Our differentiated phygital model continues to strengthen customer engagement and deepen cross-selling opportunities, particularly across Tier 2 and Tier 3 markets. With a scalable technology platform, a strong distribution franchise and growing recurring revenue businesses, we remain well positioned to benefit from India's long-term financialisation opportunity while creating sustainable value for all stakeholders.

Financial Snapshot

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(₹ in Crores)

Q1FY27		FY26	
₹ 160.40 11% YoY	Revenue From Operations	₹ 640.79 (9.78%) YoY	Revenue From Operations
₹ 41.53 (15%) YoY	EBITDA	₹ 169.95 (41.68%) YoY	EBITDA
₹ 19.83 (31%) YoY	PAT	₹ 83.58 (51.54%) YoY	PAT

Treasury Income moved from Operation income to Other Income

Quarterly Performance

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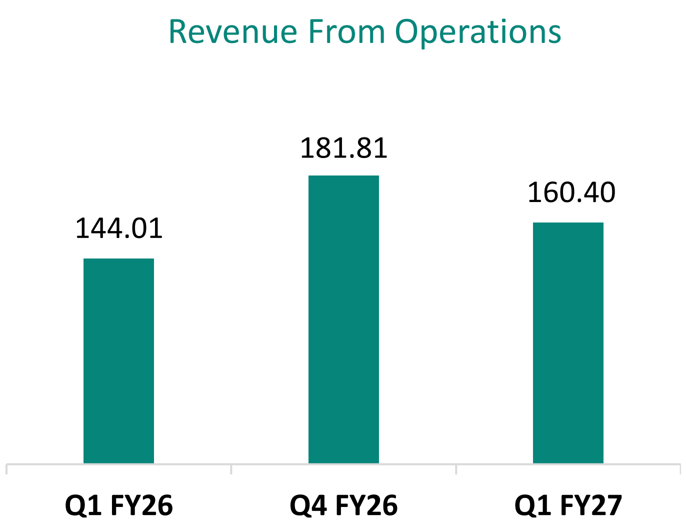
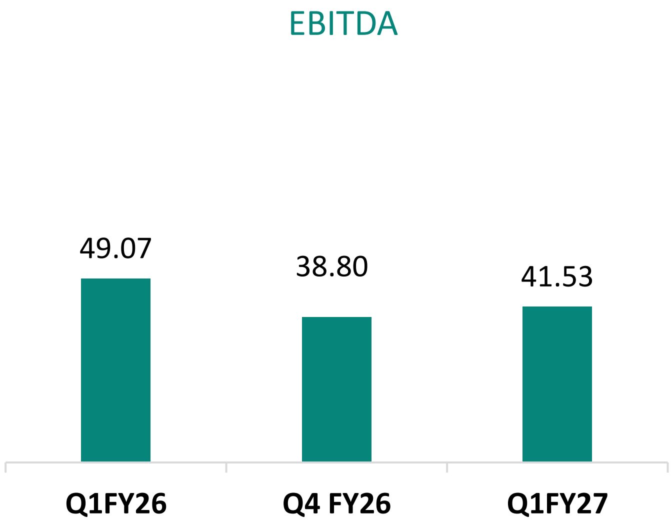
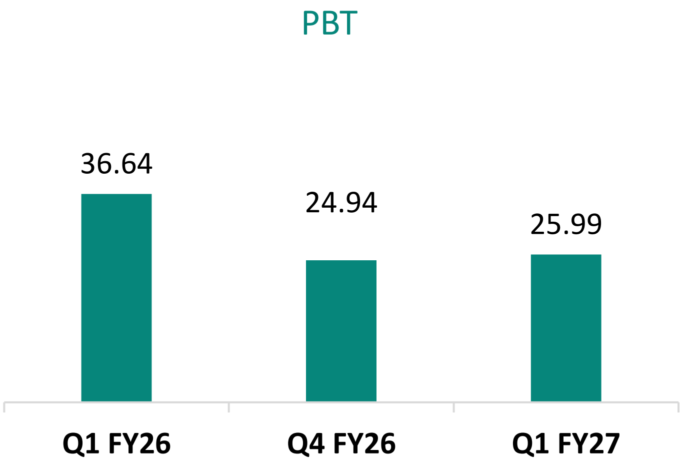
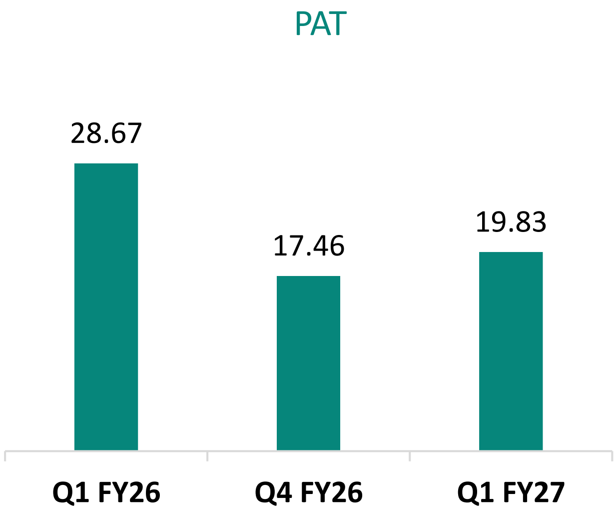
(₹ in Crores)





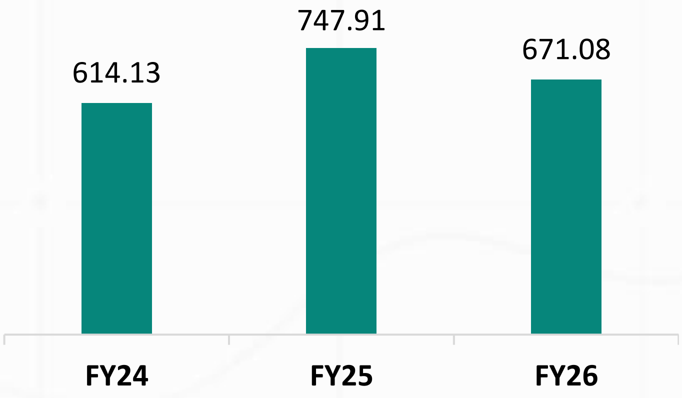




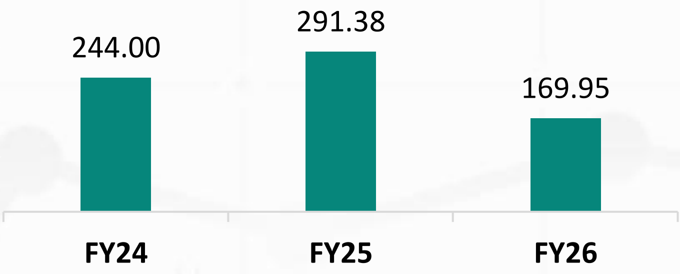
FY26 Performance

(₹ in Crores)

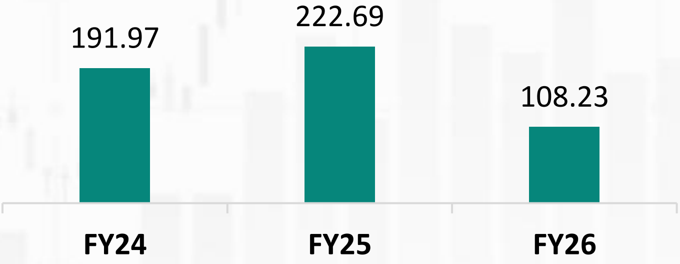
Revenue From Operations



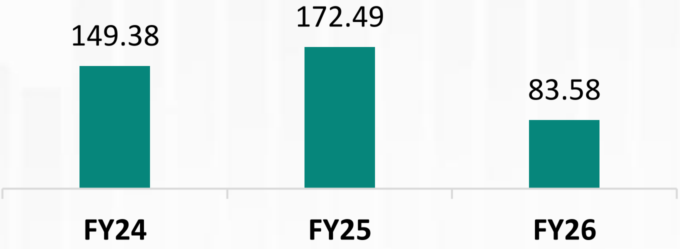
EBITDA



PBT



PAT



Profit & Loss Statement – Q1 & FY27

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(₹ in Crores)

PARTICULARS	Q1 FY27	Q1 FY26	Y-o-Y	Q4 FY26	Q-o-Q
A) Wealth Management Business	**148.44**	**132.90**	**11.69%**	**168.78**	**(12.06%)**
Transaction Based Services Income					
Brokerage Services	58.34	61.54		54.66	
Interest From Clients	27.68	25.54		29.22	
Depository Services	7.59	8.20		7.66	
Recurring Income					
Mutual Fund Distribution	34.28	29.69		33.85	
Insurance Distribution	18.26	6.18		40.89	
Other Distribution Income	2.29	1.75		2.50	
B) Asset Management Business	**8.45**	**7.22**	**16.92%**	**8.09**	**4.35%**
Recurring Income					
Geojit PMS Income	8.45	7.22		8.09	
C) Other Business	**3.52**	**3.89**	**(9.40%)**	**4.93**	**(28.61%)**
Technology & Platform Income	3.03	3.44		4.43	
Other Operational Income	0.49	0.45		0.50	
Total Operational Income	**160.40**	**144.01**	**11.39%**	**181.81**	**(11.77%)**
D) Other Income	**8.57**	**9.29**	**(7.82%)**	**7.76**	**10.35%**
Treasury & Investment Income	7.08	9.15		6.20	
Non-Operational Income	1.49	0.14		1.56	
Total Income	**168.97**	**153.30**	**10.22%**	**189.57**	**(10.87%)**

Note: In Q1 FY26, interest income from client funds amounting to Rs. 6.22 crores was removed from Treasury Income and included under Interest Income from Clients. Additionally, interest income from Loans Against Shares & MF was removed from Other Operational Income and included under Interest Income from Clients. In Q4 FY26, the corresponding amounts were Rs. 7.37 crores and Rs. 2.86 crores, respectively.
Treasury Income moved from Operation income to Other Income

Profit & Loss Statement – Q1 & FY27

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(₹ in Crores)

PARTICULARS	Q1 FY27	Q1 FY26	Y-o-Y	Q4 FY26	Q-o-Q
Revenue from Operations	**160.40**	**144.01**	**11.39%**	**181.81**	**(11.77%)**
Other incomes	8.57	9.29		7.76	
Total Income	**168.97**	**153.30**	**10.22%**	**189.57**	**(10.87%)**
Fees and commission expense	20.41	19.62		20.67	
Impairment of financial instruments	0.54	0.06		0.62	
Employee benefit expenses	77.05	58.84		96.97	
Other expense	30.66	27.08		33.19	
Depreciation & amortisation expenses	11.37	8.42		11.01	
Finance cost	2.95	2.64		2.27	
Total Expenses	**142.98**	**116.66**	**22.56%**	**164.73**	**(13.20%)**
PBT Before Exceptional Items	**25.99**	**36.64**	**(29.07%)**	**24.84**	**4.63%**
Exceptional Items	0	0		0.10	
PBT	**25.99**	**36.64**	**(29.07%)**	**24.94**	**4.21%**
PBT Margin %	***15.38%***	***23.90%***		***13.16%***	
Tax expense	7.38	9.34		8.06	
PAT	**18.61**	**27.30**	**(31.85%)**	**16.88**	**10.22%**
Share in profit of associate and joint venture	1.22	1.37		0.58	
Profit for the period/ year	**19.83**	**28.67**	**(30.84%)**	**17.46**	**13.55%**
PAT Margin %	***11.74%***	***18.70%***	***(696) bps***	***9.21%***	***253 bps***
EPS	**0.71**	**0.99**		**0.63**	
EBITDA*	**41.53**	**49.07**		**38.80**	
EBITDA Margin %	***24.58%***	***32.01%***	***(743) Bps***	***20.47%***	***412 bps***
EBIT*	**30.16**	**40.65**		**27.79**	
EBIT Margin %	***17.85%***	***26.52%***	***(867) bps***	***14.65%***	***320 bps***

***Note:** EBITDA & EBIT is calculated including the share of profit from associates and joint ventures.
Treasury Income moved from Operation income to Other Income

Thank You

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