

**FORM C**

**SECURITIES AND EXCHANGE BOARD OF INDIA  
(PORTFOLIO MANAGERS) REGULATIONS, 1993.**

Name of the Portfolio Manager: GEOJIT FINANCIAL SERVICES LIMITED  
(formerly known as Geojit BNP Paribas  
Financial Services Limited)  
34/659-P, Civil Line Road,  
Padivattom, Kochi - 682024.  
Ph: 0484 - 2901000  
Fax: 0484 - 2979695.  
CIN:L67120KL1994PLC008403

Ref: SEBI Reg. No. INP000003203

We confirm that:

- i. the Disclosure Document forwarded to the Board is in accordance with the SEBI (Portfolio Managers) Regulations, 1993 and the guidelines and directives issued by the Board from time to time;
- ii. the disclosures made in the document are true, fair and adequate to enable the investors to make a well informed decision regarding entrusting the management of the portfolio to us/investment in the Portfolio Management Scheme;
- iii. the Disclosure Document has been duly certified by an independent chartered accountant on 25th October, 2017.

**Date: 25.10.2017**

**Place: Kochi**

1



A handwritten signature in black ink, appearing to read "Unnikrishnan K.D.", written over a horizontal line.

**UNNIKRISHNAN K.D.  
AGM-OPERATIONS  
Geojit Financial Services Ltd.  
Civil Line Road, Padivattom  
Kochi-682 024**

## DISCLOSURE DOCUMENT

- 1 This document has been filed with the Board along with the certificates in the prescribed format in terms of Regulation 14 of the SEBI (Portfolio Managers) Regulations, 1993.
- 2 The purpose of the document is to provide essential information about the portfolio services in a manner to assist and enable the investors in making decisions for engaging a Portfolio Manager.
- 3 The necessary information about the Portfolio Manager required by an investor before investing and the investor may also be advised to retain the document for future reference.
- 4 All the intermediaries involved in the scheme are registered with SEBI as on the date of the document.
- 5 Details of the Principal Officer:

Name: Unnikrishnan K D  
Address: 34/659 – P, Civil Line Road,  
Padivattom, Kochi – 682 024.  
Phone No.: 0484 – 2901000.

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UNNIKRISHNAN K.D.  
AGM-OPERATIONS  
Geojit Financial Services Ltd.  
Civil Line Road ,Padivattom  
Kocni-682 024

### **I. Disclaimer clause**

The Document has been prepared in accordance with the SEBI (Portfolio Managers) Regulations, 1993 and filed with SEBI. Document has neither been approved nor disapproved by SEBI nor has SEBI certified the accuracy or adequacy of the contents of the Document.

### **II. Definitions**

- a)DOCUMENT Document refers to the disclosure document.
- b)GFSL GFSL shall mean Geojit Financial Services Limited
- c)HUF HUF shall mean the Hindu Undivided Family as defined in Section 2(31) of the Income Tax Act, 1961.
- d)NRI NRI shall mean Non-resident Indian as defined in Section 2 (30) of the Income Tax Act, 1961.
- e)NAV NAV shall mean Net Asset Value, which is the price; that the investment would ordinarily fetch on sale. in the open market on the relevant date, less any receivables and fees due.
- f)OCB OCB shall mean Overseas Corporate Bodies.
- g)PMS PMS shall mean Portfolio Management Services offered by Geojit.
- h)RBI RBI shall mean the Reserve Bank of India
- i)SEBI SEBI shall mean the Securities and Exchange Board of India.

### **III Company Profile**

#### **About the Company**

Geojit Financial Services Limited today is a leading investment services company in India with a growing strategic presence in the Middle East. The company rides on its rich experience in the capital market to offer its clients a wide portfolio of savings and investment solutions. The gamut of value-added products and services offered ranges from equities and derivatives to Mutual Funds, Life and General Insurance and third party Fixed Deposits. The needs of over 8,50,000 clients are met via multichannel services, a countrywide network of 511 offices, dedicated Customer Care centre, Internet and also through the state of the art Mobile Trading platform. Geojit also has membership in the National Stock Exchange of India Limited (NSE), the Bombay Stock Exchange Limited (BSE) and Metropolitan Stock Exchange of India Limited (MSEIL) and is listed in the NSE and BSE. In 2007, global banking major BNP Paribas joined the company's other major shareholders -

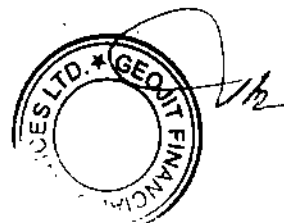


Mr. C. J. George, KSIDC (Kerala State Industrial Development Corporation) and Mr. Rakesh Jhunjhunwala - when it took a stake to become the single largest shareholder. Strategic joint ventures and business partnerships in the Middle East Asia have provided the company with access to the large Non-Resident Indian (NRI) population in the region. Geojit has an extensive presence in the Middle East region via joint ventures and partnerships. Barjeel Geojit Securities LLC, its joint venture with the Al Saud group is headquartered in Dubai, in the United Arab Emirates, and owns branches in Abu Dhabi, Al Ain and Sharjah. Al Oula Geojit Capital Co., the joint venture with the Al Johar group in Saudi Arabia is headquartered in Riyadh with a branch in Dammam. BBK Geojit Securities Co. K.S.C.C., located in Kuwait, is a joint venture with Bank of Bahrain and Kuwait and JZA. QBG Geojit Securities LLC is the joint venture with Qurum Business Group (QBG) and National Securities Co. and based in Oman. The company also has presence in Bahrain through a business partnership with Bank of Bahrain and Kuwait.

#### **Evolution of the company**

It all started in the year 1987 when Mr. C. J. George and Mr. Ranajit Kanjilal founded Geojit as a partnership firm. In 1993, Mr. Ranajit Kanjilal retired from the firm and Geojit became the proprietary concern of Mr. C. J. George. In 1994, it became a Public Limited Company named Geojit Securities Limited. The Kerala State Industrial Development Corporation Ltd. (KSIDC), in 1995, became a co-promoter of Geojit by acquiring a 24 percent stake in the company, the only instance in India even today, of a government entity-participating in the equity of a stock broking company. The year 1995 also saw Geojit being listed on the leading regional stock exchanges. Geojit listed at Bombay Stock Exchange, Mumbai (BSE) in the year 2000. The company's wholly owned subsidiary, Geojit Commodities Limited, launched Online Futures Trading in agri-commodities, precious metals and energy futures on multiple commodity exchanges in 2003.

This was also the year when the company was renamed as Geojit Financial Services Ltd. (GFSL). With effect from July 2005, the company is also listed at The National Stock Exchange (NSE). On December 31, 2007, the company closed its commodities business and surrendered its membership in the various commodity exchanges held by Geojit Commodities Ltd. Global banking major BNP Paribas took a stake in the year 2007 to become the single largest shareholder. Consequently, Geojit Financial Services Limited was renamed Geojit BNP Paribas Financial Services Ltd. In 2017, following a mutually agreed upon change in the shareholder agreement, Geojit reverted to its earlier name of Geojit Financial Services Limited. The Board consists of professional



directors; including a Kerala Government nominee. The Company is a charter member of the Financial Planning Standards Board of India and is one of the largest Depository Participant (DP) brokers in the country.

**Depository Services:**

Depository Participant of National Securities Depository Ltd. (NSDL) & CDSL. The services offered include dematerialization of securities, handling of demat transactions, pledging and hypothecation of securities.

**Distribution of Financial Products:**

A range of financial products like mutual funds, insurance, bonds and Initial Public Offering (IPO) are distributed through its network of branches and online capabilities. GFSL has a dedicated sale team for marketing and distribution of financial products.

**Derivatives Broking:**

Offers trading and clearing services for index futures index options, stock futures, stock options and currency on the NSE, BSE and MSEIL.

**NRI Services:**

Offers related services currently to NRIs in the UAE, through a joint venture with Barjeel Geojit Securities LLC, Dubai having offices at Dubai, Abu Dhabi, Ras Al Khaimah, Sharjah. In Saudi Arabia through Al Oula Geojit Capital Company having office at Riyadh, Jiddha, Damam

In Kuwait, BBK Geojit Securities Co. K.S.C.C and in Oman, Qurum Business Group Geojit Securities LLC.

**Portfolio Management Services:**

GFSL offers Portfolio Management Services to clients subject to SEBI guidelines and rules.

**Promoters of the Portfolio Manager, Directors and their background.**

**Mr. A.P. Kurian, Chairman and Independent Non-Executive Director** is the former Executive Trustee of Unit Trust of India. He is also on the Board of Granules India Limited, Muthoot Capital Services Ltd, Muthoot Fincorp Limited, Union Trustee Company Pvt Ltd and Geojit Credits Pvt. Ltd. He was also an Advisor to the Economic Department of Reserve Bank of India. Mr. A.P. Kurian, a post graduate in Economics and Statistics and is on the Board of Geojit Financial Services since February 1995.



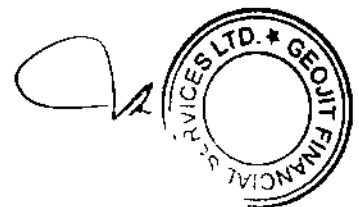
**Mr. C. J. George**, a financial services industry entrepreneur, has over 30 years of professional experience in the securities market. He has a Master's Degree in Commerce and is a Certified Financial Planner (CFPCM) from Financial Planning Standards Board, India.

His directorships other than in Geojit group companies include V-Guard Industries Ltd, Kerala Educational Ventures Ltd and CJG Holdings India Pvt Ltd. Mr. George has memberships in many professional bodies and is at present the Managing Committee Member of the Associated Chambers of Commerce & Industry of India (ASSOCHAM), New Delhi; the Advisory Committee Member of Indian Clearing Corporation Limited (ICCL), Bombay Stock Exchange, Mumbai. He was a member of the Executive Committee of National Stock Exchange (NSE), Mumbai and National Securities Depository Limited (NSDL), Mumbai. He is the past Chairman of Kerala State Council of CII and a recipient of Management Leadership Award of Kerala Management Association. He was on the Board of Directors of Kerala State Industrial Development Corporation Limited (KSIDC)

**Mr. Mahesh Vyas, Independent Non-Executive Director** is the Managing Director and CEO of the Centre for Monitoring Indian Economy Pvt. Ltd (CMIE) which is India's leading private sector and independent think tank. It provides economic and business information, analysis and forecasts. He joined CMIE in 1980. During his over 35 years at the CMIE, he has worked in most departments, ranging from macroeconomics to firm level studies. Most of the research work focused on integration of micro-economic observations with a macro economic forecasting framework. He is on the Board of Geojit Financial Services since July 2003.

**Mr. Ramanathan Bupathy, Independent Non-Executive Director** is a practicing Chartered Accountant for the last 40 years. He is a Director of RBCo Consultancy Pvt Ltd, Jubilant Industries Limited, Jubilant Agri and Consumer Products Limited, Geojit Credits Pvt Ltd and Geojit Technologies Pvt Ltd. Mr. R. Bupathy, a Graduate in Commerce and a Fellow Member of the Institute of Chartered Accountants of India, is on the Board of Geojit Financial Services since January, 2006.

**Mr. Punnoose George, Non-Executive Director** is an industrialist of repute with interests in manufacturing industries, plantations and educational institutions. He is the Executive Director of Kottukulam Group, Kottayam. Punnoose George, a Graduate in Engineering and an LLM holder is on the Board of Geojit Financial Services since April, 1995.



**Dr.M.Beena, Non-Executive Director** - Kerala State Industrial Development Corporation Limited (KSIDC) nominated Dr. M. Beena as its nominee on the Board of the Company. Born in Thiruvananthapuram, Dr. M. Beena, IAS is a medical doctor by profession. She joined the Indian Administrative Services from Kerala Cadre in the year 1999. She started her career as the Assistant Collector of Kottayam District in 2001 and later became the Sub Collector of the district in 2002. She served as the Deputy Secretary in the General Administration Department, Trivandrum during the year 2004. Currently Dr. M. Beena, IAS is the Managing Director of KSIDC Limited.

**Mr. Rakesh Jhunjhunwala** resigned from the post of Non-Executive Director of the Company w.e.f. 25<sup>th</sup> July, 2017.

**Broking Member, Investment Advisor for PMS Transactions:**

The Portfolio Manager, Geojit Financial Services Ltd., is also a Trading Member of NSE and BSE, all Buy/Sell transactions are done through Geojit Financial Services Ltd.

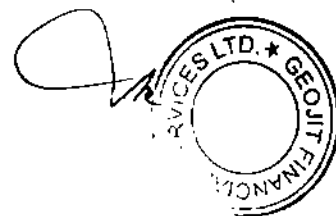
Sundaram Asset Management Co. Ltd was our Investment Advisor up to 30th June, 2017 for Advantage Portfolio and Freedom Portfolio.

From 1st July,2017 onwards, we get investment advices from Crest Wealth Management Pvt. Ltd. for the above mentioned portfolios.

**Key persons account details:**

Name	Designation	Enroll Date	Investment Amount	NAV As on 30.09.2017
Mr. Ramanathan Bupathy	Independent Non Executive Director	14.08.2015	25, 00, 000	30,99,864.43
Mrs. Jaya Jacob Alexander	Chief Human Resources	30.09.2010	5, 00, 000	10,51,904.99

Mr. Madhavan Nair Balachandran retired from the post of Vice President of Geojit Credits (P) Ltd. w.e.f. 31<sup>st</sup> March, 2017.



Share Holding of Promoter and Non Promoter				
Shareholding Pattern of Geojit Financial Services Ltd as on 30.09.2017				
Category Code	Category of Shareholder	No. of Shareholders	Total No. of Shares	% of Total Shareholding
<b>(A)</b>	<b>Shareholding of Promoter and Promoter Group</b>			
(1)	Indian			
(a)	Individuals/ Hindu Undivided Family	11	49198812	20.744
(b)	Bodies Corporate	2	21873650	9.223
(2)	Foreign			
(a)	Bodies Corporate	1	76688959	32.335
<b>(B)</b>	<b>Public Shareholding</b>			
(1)	Institutions			
(a)	Mutual Funds / UTI	5	2386005	1.006
(b)	Financial Institutions/ Banks	1	9702	0.004
(c)	Foreign Financial Institutions	-	-	-
(d)	Foreign Portfolio Investment – Individual	-	-	-
(e)	Foreign Portfolio Investment – Corporate	13	10443136	4.403
(f)	Alternate Investment Funds	2	1073835	0.453
(2)	Non – Institutions			
(a)	Bodies Corporate	332	4243972	1.789
(b)	i. Individual shareholders holding nominal share capital upto Rs.2 Lakh.	32282	23976100	10.110
(c)	ii. Individual share holders holding nominal share capital in excess of Rs.2 Lakh.	24	28562723	12.043
(d)	Trusts	2	40400	0.017
(e)	Directors & Their Relatives	3	10342600	4.361
(f)	Non Resident Indians	833	6735505	2.840
(g)	Clearing Members	281	697906	0.294
(h)	Hindu undivided families	537	897333	0.378
	<b>TOTAL (A) + (B)</b>	34329	237170638	100.00

#### Subsidiary Companies

**Geojit Credits (P) Ltd.** is registered with the Reserve Bank of India as a Non Banking Finance Company. It is engaged in the business of lending. The company does not accept deposits from the public





**Geojit Technologies (P) Ltd.** is engaged in providing software solutions with strong domain expertise in financial services such as Broking, Depository, Derivatives, Banking, etc. It also offers development, procurement assistance, implementation, guidance and support services.

**Geojit Investment Services Ltd.** engaged in the business of Corporate agency of Life and General insurance companies

**Geojit Financial Management Services (P) Ltd.** engaged in the business of insurance distribution.

**Geojit Financial Distribution (P) Ltd.** formerly engaged in the business of distribution of Mutual Funds and Insurance products

**Qurum Business Group Geojit Securities LLC** (QBG Geojit Securities LLC) formerly known as Geojit Qurum Business Group Financial Services LLC, is a tie up between Geojit Financial Services and Omani companies – Qurum Business Group and National Securities Co SAOG. QBG Geojit Securities is one of the licensed Financial Intermediary in Oman dealing in non Omani Securities which includes, Shares, Mutual Funds, Depository services etc.

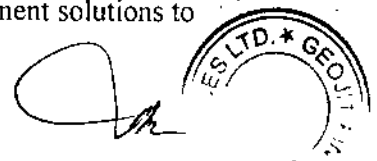
#### **Overseas Joint Ventures**

**Barjeel Geojit Securities LLC** is Geojit Financial Services' joint venture with the Al Saud Group. Barjeel Geojit is a financial intermediary and the first Indian licensed brokerage company in UAE which offers a wide range of financial products and services, from all the major markets in the world catering to the varied investment needs that suits investors multiple risk appetite. Barjeel is also a Broker/Clearing Member of the Dubai Gold & Commodities Exchange.

**Al Oula Geojit Capital Company** is Geojit Financial Services' joint venture in Saudi Arabia with the Al Johar Group. Al Oula Geojit Capital is a joint-stock company licensed by the Saudi Capital Market Authority, to trade as principal and agent, and underwriting as well as Portfolio Management Service (PMS) and Fund Management Service. The company also offers services of Arrangement, Advisory and Custody. Al Oula Geojit Capital is committed to provide high quality financial services to its customers.

#### **Associates**

**BBK Geojit Securities Co. K.S.C.C.**, formerly known as BBK Geojit Financials Brokerage Company K.S.C, is an associate between Geojit Financial Services, Bank of Bahrain and Kuwait (BBK) along with JZ Associates. BBK Geojit is the first India based equity brokerage firm to set up a branch and start operations in Kuwait to provide investment solutions to



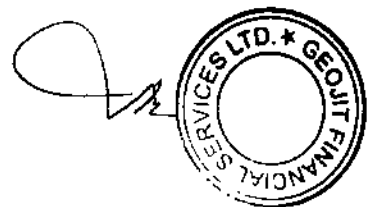
NRI clients in Kuwait.

**IV Litigation and penalties**

Penalties, pending litigations or proceedings, findings of inspection or investigations for which action may have been taken or initiated by any regulatory authority:

Cases of penalties imposed by SEBI or the Directions issued by SEBI under the SEBI Act or Rules or Regulations made there under.	1. During the SEBI Inspection Jan 2006 certain observations were made which was subsequently rectified and reported to SEBI.
	2. Non – Compliance with regulation 9 (1) of the SEBI (Portfolio Managers) Regulations, 1993 and also SEBI Circular No. SEBI/IMD/DOF-1/SRP/Cir No.1/93251/2007 Dated: May 11, 2007.
	3. SEBI issued an administrative warning in November 2016 pertaining to our Stock Broking function for some deficiencies noted during its inspection held in 2015.
The nature of penalty / direction	Warning
Penalties imposed for any economic offence and / or for violation of any securities laws	None
Any pending material litigation/legal Proceedings against the portfolio manager/ key personnel with separate disclosure regarding pending criminal cases, if any.	None
Any deficiency in the systems and operations of the portfolio manager observed by the Board or any regulatory agency.	None
Any enquiry / adjudication proceedings initiated by the Board against the portfolio managers or its directors, principal officer or employee or any person directly or indirectly connected with the portfolio manager or its directors, principal officer or employee, under the act or Rules or Regulations made there under.	None

No penalties, pending litigations or proceedings, findings of inspection or investigations have been taken or initiated by any regulatory authority against the group companies.



## V Services offered

1. Discretionary Portfolio Management - This service provides discretionary portfolio management for capital appreciation through investment in equities. Presently two Products are offered:

•**PMS 1 (ADVANTAGE PORTFOLIO)** Positioned to invest predominantly in equities of Mid cap & Small cap companies.

The fund will normally invest in stocks of Mid cap & Small cap companies having sound track record, quality management, earnings and growth potential, strong fundamentals.

•**PMS 2 (FREEDOM PORTFOLIO)** To invest across a wide gamut of fundamentally strong business in the large cap, mid cap and small cap stocks. To identify mispriced stocks with high growth potential and available at reasonable valuations.

### Features

Portfolio may comprise of shares, bonds, mutual funds and cash in accordance with an agreed strategy with the portfolio manager and client. A dedicated, qualified portfolio manager is assigned. The portfolio manager has discretion to make investment decisions on the client's behalf.

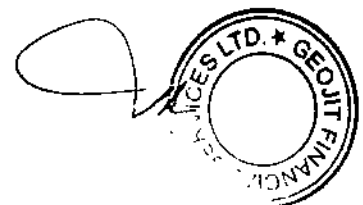
### Benefits

- Potential of long-term capital growth.
- Portfolio manager takes full charge of investment decisions.
- Ensures efficient management and swift reaction as circumstances dictate.
- Regular reports are provided.

### Eligibility

- Initial investment of Rs. 25, 00, 000/- (from 10th February 2012) for each account for residents and NRIs.
- Available to Resident and Non-Resident individuals, HUF and corporate investors.

Geojit will not invest PMS funds in its subsidiary or associate companies. The investment of PMS funds will not be made in derivative products. In the event of deciding to invest PMS funds in derivative products; necessary disclosures shall be made in the Disclosure Document.



#### VI. Risk associated with PMS

Investment under Portfolio Management Service's Scheme will be made only after detailed analysis of the market and also in accordance with the SEBI Rules and Regulations. However, Geojit does not give any assurance or guarantee that the objectives of the scheme will be achieved as investment in equity market is subject to market risks.

#### VII. Performance of the Portfolio Manager

##### Advantage Portfolio for the Last 3 Years

Weighted average Return	2016 - 17	2015 - 16	2014-15
Advantage Portfolio	21.316 %	0.024 %	62.645 %
Nifty Free float midcap 100	34.622 %	-3.233 %	56.276 %

##### Freedom Portfolio for the Last 3 Years

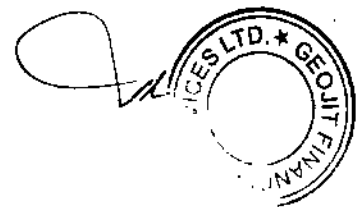
Weighted average Return	2016 - 17	2015 - 16	2014-15
Freedom Portfolio	19.822 %	-11.033 %	39.196 %
CNX 500	23.426 %	-8.106 %	30.702 %

The past performance of Geojit as a Portfolio Manager is not indicative and does not guarantee future performance of the scheme.

The value of investments may appreciate or depreciate as the case may be, depending upon the various external factors affecting the securities market. NAV of the scheme may be affected by asset allocation and diversification policies of the Portfolio Manager from time to time, and risk arising out of non-diversifications if any.

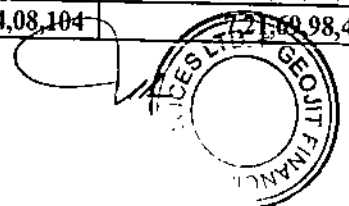
#### VIII. Client Representation

Category of Clients	No. of clients	Funds managed (Rs. In lakhs)
Associates/Group Companies	NIL	NIL
As on 31.03.15	534	9564
As on 31.03.16	648	13894
As on 31.03.17	586	15424
As on 30.09.17	540	15040



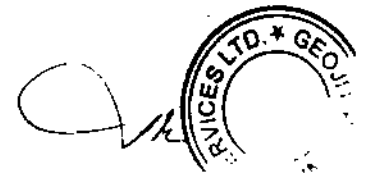
**IX. GEOJIT FINANCIAL SERVICES LIMITED**

<b>GEOJIT FINANCIAL SERVICES LIMITED</b>					
(Formerly known as Geojit BNP Paribas Financial Services Limited)					
Consolidated balance sheet as at 31 March 2017					
Particulars		Note No.	As at 31 March 2017	As at 31 March 2016	As at 31 March 2015
<b>A. EQUITY AND LIABILITIES</b>					
<b>1. Shareholders' funds</b>					
(a)	Share capital	3	23,55,44,665	23,48,98,476	23,13,83,195
(b)	Reserves and surplus	4	4,88,46,10,774	4,66,56,02,217	4,45,20,51,847
			<b>5,12,01,55,439</b>	<b>4,90,05,00,693</b>	<b>4,68,34,35,042</b>
2.	Share application money pending allotment	27	8,12,306	4,70,678	16,441
3.	Minority interests		53,22,00,597	47,97,27,447	40,39,37,831
4.	Capital reserve on consolidation		39,33,863	32,22,003	17,24,540
<b>5. Non-current liabilities</b>					
(a)	Long-term liabilities	5	1,41,25,040	1,68,79,891	2,44,81,610
(b)	Long-term provisions	6	6,73,79,611	2,63,99,923	1,55,87,146
			<b>8,15,04,651</b>	<b>4,32,79,814</b>	<b>4,00,68,756</b>
<b>6. Current liabilities</b>					
(a)	Short-term borrowings	7	5,50,00,000	-	-
(b)	Trade payables	8	-	-	4,54,16,000
(i)	Total outstanding dues of micro enterprises and small enterprises		-	-	-
(ii)	Total outstanding dues of creditors other than micro enterprises and small		10,44,03,441	11,06,81,279	23,66,97,301
(c)	Other current liabilities	9	2,26,81,96,450	1,52,31,43,071	1,28,58,98,515
(d)	Short-term provisions	10	1,64,27,281	73,83,119	51,98,04,038
			<b>2,44,40,27,172</b>	<b>1,64,12,07,469</b>	<b>2,08,78,15,854</b>
<b>TOTAL</b>			<b>8,18,26,34,028</b>	<b>7,06,84,08,104</b>	<b>7,21,69,98,464</b>
<b>B. ASSETS</b>					
<b>1. Non-current assets</b>					
(a)	Fixed assets				
(i)	Tangible fixed assets	11A	51,88,94,403	55,03,94,073	52,08,05,448
(ii)	Intangible fixed assets	11B	8,48,22,374	7,33,20,819	8,36,75,710
(iii)	Capital work-in-progress		-	32,79,833	-
			60,37,16,777	62,69,94,725	60,44,81,158
(b)	Goodwill on consolidation	41	-	34,88,52,742	34,88,52,742
(c)	Non-current investments	12	2,86,14,426	1,71,15,669	1,87,99,230
(d)	Deferred tax assets (net)	13	3,34,06,500	3,38,60,000	5,09,27,100
(e)	Long-term loans and advances	14	1,05,52,24,147	1,23,26,08,933	1,22,63,60,649
(f)	Other non-current assets	15	20,90,488	25,96,927	31,27,421
			<b>1,72,30,52,338</b>	<b>2,26,20,28,996</b>	<b>2,25,25,48,300</b>
<b>2. Current assets</b>					
(a)	Current investments	16	1,61,90,28,301	76,38,72,710	1,03,31,80,569
(b)	Trade receivables	17	1,45,89,40,295	1,08,15,90,424	1,24,53,98,310
(c)	Cash and cash equivalents	18	2,52,49,40,416	2,08,97,10,531	2,04,51,97,415
(d)	Short-term loans and advances	19	36,19,18,122	31,98,89,357	29,97,56,274
(e)	Other current assets	20	49,47,54,556	55,13,16,086	34,09,17,596
			<b>6,45,95,81,690</b>	<b>4,80,63,79,108</b>	<b>4,96,44,50,164</b>
<b>TOTAL</b>			<b>8,18,26,34,028</b>	<b>7,06,84,08,104</b>	<b>7,21,69,98,464</b>



## X. Related Party Disclosures

Nature of Relationship	Name of Related Party	Nature of Transaction	For the year ended 31 March 2017	Receivable / (Payable) as on 31 March 2017	For the year ended 31 March 2016	Receivable / (Payable) as on 31 March 2016	For the year ended 31 March 2015	Receivable / (Payable) as on 31 March 2015			
Entity having Significant Interest in the Company	BNP Paribas SA	Bank charges	4,137	5,07,66,915	4,995	3,38,64,129	6,657	2,42,37,696			
		Rent received	1,20,000		1,20,000		75,000				
		Rent Paid	4,64,486		28,82,575		30,91,993				
		Software Income	15,40,80,616		12,98,23,428		5,89,54,945				
		Expenses recovered	-		1,48,695		2,54,622				
		Dividend paid	-		21,08,94,637		76,68,896				
Key Management Person - Managing Director of Geojit Financial Services Limited	Mr. C. J. George	Salary and allowances *	1,97,03,019	(59,02,000)	1,61,23,620	(16,80,000)	2,18,52,646	(63,66,055)			
		Brokerage income	-		-		3,800				
		Dividend paid	-		11,90,18,999		43,26,964				
Relative of Key Management Person - Sons of Mr. C. J. George	Mr. Jones George	Salary and allowances	5,000	(1)	2,83,303	-	3,33,211	-			
		Brokerage income	7,368		10,000		-				
		AMC Income	-		766		-				
	Dividend paid	-	3,75,000		10,000						
	Mr. Jyothis Abraham George	Brokerage income	30,900		-		3,061		-	1,503	-
		AMC Income	515		-		350		-	-	-
Dividend paid		-	-	3,05,976	-	8,840	-				
Relative of Key Management Person - Wife of Mr. C. J. George	Ms. Shiny George	Dividend paid	-	-	1,38,54,500	-	5,03,800	-			
Relative of Key Management Person - Sisters of Mr. C. J. George	Susan Raju	AMC Income	115	-	-	(53)	1,339	83			
		Dividend paid	-		8,250		-				
	Sally Sampath	AMC Income	1,467		-		-	(11)	426	53	
		Brokerage Income	-		-		450				
		Dividend paid	-		13,750		-				
		-	-		-		-				
Entity over which Relative of Key Management Person has Control	Geofin Comtrade Limited	Expenses reimbursed	2,035	(7,86,652)	4,57,274	(3,77,964)	23,88,315	(14,00,000)			
		Expenses recovered	15,10,875		14,48,935		21,76,667				
		Warehouse Charges (Agri-Products) Recovered	8,34,147		17,48,863		-				
		Cost recovery for shared services	24,50,559		39,39,323		1,67,75,160				
		Royalty income	-		-		39,10,763				
		Referral fees	-		14,11,468		26,48,594				
		Remiser commission	-		1,00,474		481				
		Distribution Commission paid	2,000		-		-				
		-	-		-		-				



		Rent deposit refunded	-		22,450		71,346	
		Rent received	32,39,448		30,99,318		29,61,740	
		Deposit given	-		-		-	
		Deposit refunded	-		20,000		-	
		Purchase of fixed assets	-		-		-	
		Sale of fixed assets	-		-		-	
	Geofin Capital Services Limited	Rent received	52,794	(5,79,459)	23,764	(14,42,642)	30,286	
		Rent deposit accepted	-		22,450		-	
		Deposit Accepted	-		10,00,000		-	
		Commission Paid	50,30,198		11,85,486		-	
		Cost recovery for shared services	2,279		-		-	
		Exchange penalties recovered	6,65,850		-		-	
		Expenses recovered	2,47,505		1,035		-	
	C J G Holdings India Private Limited	Loan Taken	5,50,00,000	(5,50,00,000)	-		-	
		Interest on Loan taken	5,29,657		-		-	
Trust under the control of the Company	Geojit Foundation	Contribution given	1,70,25,580	-	24,28,040		-	
Entity having significant influence in one of the subsidiary Companies (Geojit Technologies Private Limited)	Cortal Consors S.A	Software Income	-	-	-		8,52,73,021	
		Expenses recovered	-	-	-		1,61,030	
	BNP Paribas India Solutions Private Limited	Software Income	4,32,395	-	5,77,577	6,59,520	14,16,960	
		Advance Software Income	-	-	-	(4,32,395)	-	6,47,194
								(4,33,972)

\* The amounts does not include provision for gratuity and compensated absences as the same is determined for the Company as a whole based on an actuarial valuation.

## XI. Nature of Expenses

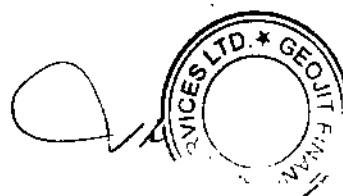
GFSL offers two fee structures to the investors to choose from:

**Option 1** - Flat fee of 3% p.a. charged on a quarterly basis on the average of the beginning and ending NAV.

**Option 2** - Flat fee of 1 % p.a. charged on a quarterly basis on the average of the beginning and ending NAV. An additional performance fee @ 20% is charged on gain in NAV over and above 12% p.a. This is based on the high watermark concept charged at the end of the year or on withdrawal.

### Other Expenses

0.25 percent brokerage to Resident clients and 0.35 percent brokerage to NRI clients are charged on every transaction. The Buy/Sell prices are shown net of cost. Custodial and other transaction related expenses would be charged at actual.



## **XII. Tax provisions**

Clients will be responsible and liable for taxes under the provisions of the Income Tax Act; 1961 for any income generated out of the investment made in the Portfolio Management Scheme. Presently, Geojit will not deduct tax on the capital gains generated out of the investment made in the Portfolio Management Scheme. However, this will be subject to any of the provisions of the Income Tax Act, 1961 or the Finance Bill, as applicable. Geojit shall provide adequate statements to the clients for accounting purpose.

For Non-Resident clients, the short-term capital gains tax is deducted at source by the bank.

## **XIII. Accounting policies**

a) Profit or loss on sale of investment is calculated by using the 'first in first out' method.

b) Geojit is complying with the following accounting standards issued to the extent applicable to us by the Institute of the Chartered Accountants of India.

- Investments are valued in accordance with Accounting Standard 2 - Valuation of Inventories.
- Revenue arising from interest and dividend are accounted in accordance with Accounting Standard 9 - Revenue Recognition.

c) The investments under the Portfolio Management Scheme (PMS) are made on behalf of and in the respective names of the investors. Hence, Separate bank accounts and Demat, accounts are opened in the name of the investors, which are operated by the portfolio manager duly authorized by a Power of Attorney. However, the portfolio manager may maintain a common pool account for handling the funds and securities of the investors. For, this purpose, the portfolio manager may open a common bank account to be named as "Geojit Financial Service Ltd. - PMS A/C" and a common Demat Account to be named as "Geojit Financial Services Ltd. - PMS A/C" for Advantage Portfolio and Freedom Portfolio.



UNNIKRISHNAN K.D.  
AGM-OPERATIONS  
Geojit Financial Services Ltd.  
Civil Line Road, Padivattom  
Kochi-682 024



**XIV. Grievance redressal and dispute settlement mechanism**

Geojit shall ensure timely and prompt redress of any grievances or dispute with the client. Name, address and telephone no. of person in charge of customer support services.

**Mr. K R Ramanan**

General Manager- Compliance & Ethics

Geojit Financial Services Ltd.

34/659P, Civil Line Road, Padivattom, Kochi – 682 024.

Tele: 0484 2901362, Fax: 0484 - 2979695.

**Email: grievances@geojit.com**

Any grievances which are not attended within 15 days of hoist can be escalated to the next level. The name, address and telephone no. of person in charge of compliance:

**Mr. Zacharia K G,**

Compliance Officer,

Geojit Financial Services Ltd.

34/659P, Civil Line Road, Padivattom, Kochi – 682 024.

Tele: 0484 2901330, Fax: 0484 - 2979695.

**Email: zacharia@geojit.com**

Any unresolved dispute between Geojit and the client shall be settled through arbitration as per the terms of the agreement, under the Arbitration & Conciliation Act 1996.

**Investors can also raise their complaints through "Scores".** SCORES facilitates you to lodge your complaint online with SEBI and subsequently view its status.

<http://scores.gov.in/>

**Dated this 25th day of October 2017 at Kochi.**

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