

Motilal Oswal Financial Services Limited
CIN: L67190MH2005PLC153397
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Opp. Parel ST Depot,
Prabhadevi, Mumbai – 400025
Board: +91 22 7193 4200 / 4263
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October 28, 2024

To

BSE Limited

P. J. Towers,
Dalal Street, Fort,
Mumbai - 400001

Security Code: 532892

National Stock Exchange of India Limited

Exchange Plaza, Plot No. C/1, G Block,
Bandra-Kurla Complex, Bandra (E),
Mumbai - 400051

Symbol: MOTILALOF5

Sub.: Investor(s)/Analyst(s) Presentation – Financial Performance for Q2 FY 2024-25

Dear Sir/Madam,

This is with reference to our earlier letter dated October 21, 2024 regarding Earnings Conference Call with Investor(s)/Analyst(s) for discussing Q2 FY 2024-25 Financial Performance of the Company.

In this regard, please find enclosed herewith the Presentation to be made to Investor(s) / Analyst(s). The said Presentation will be uploaded on the Company's website at www.motilaloswalgroup.com.

Further, the Audio Recording & Transcript of Earning Con-Call will be made available on the Company's website i.e. www.motilaloswalgroup.com.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For Motilal Oswal Financial Services Limited

Kailash Purohit
Company Secretary & Compliance Officer

Encl.: As above



Investor Presentation
Q2FY25 & H1FY25



Safe Harbour

This earning presentation may contain certain words or phrases that are forward - looking statements. These forward-looking statements are tentative, based on current analysis and anticipation of the management of MOFSL. Actual results may vary from the forward-looking statements contained in this presentations due to various risks and uncertainties involved. These risks and uncertainties include volatility in the securities market, economic and political conditions, new regulations, government policies and volatility in interest rates that may impact the businesses of MOFSL. MOFSL has got all market data and information from sources believed to be reliable or from its internal analysis estimates, although its accuracy can not be guaranteed. MOFSL undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

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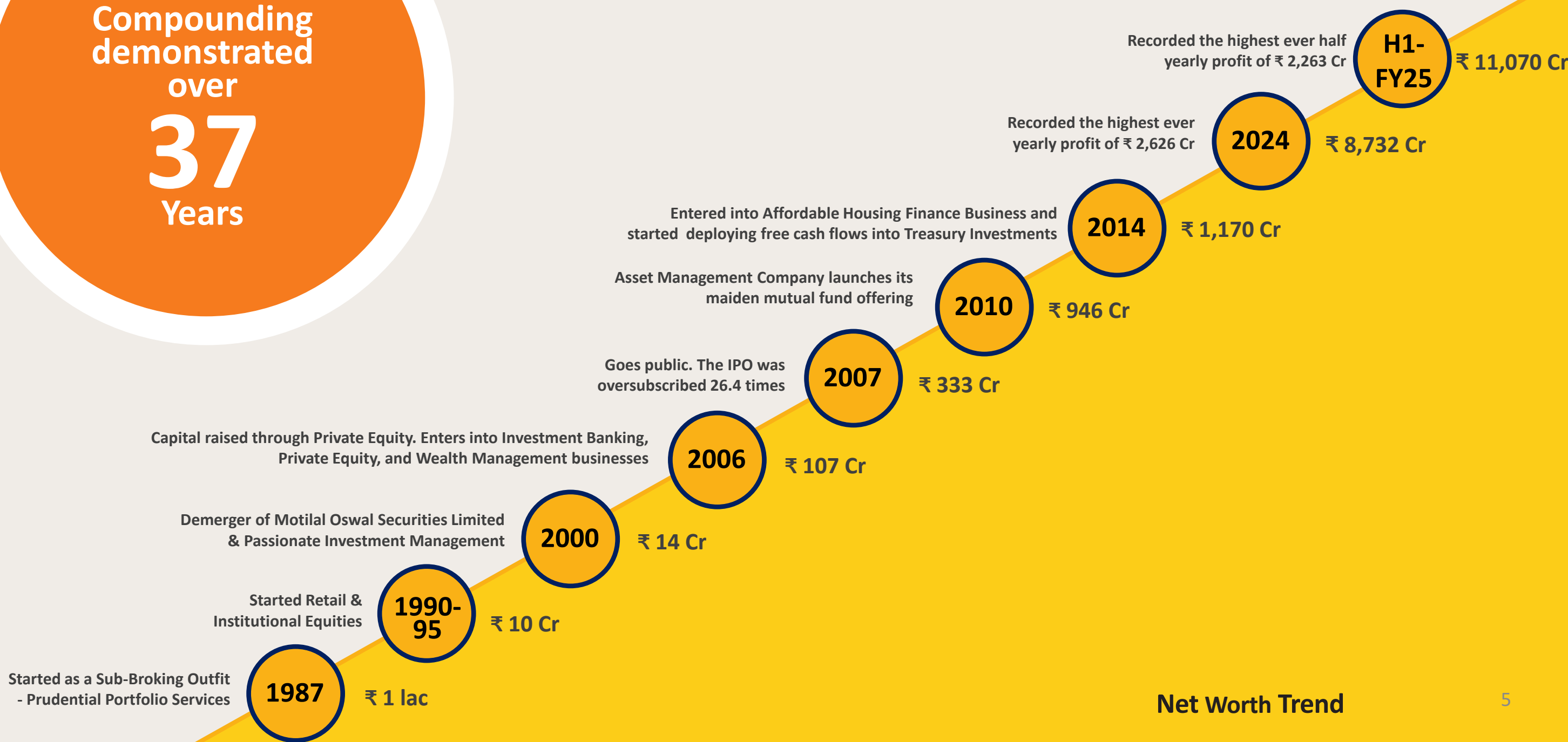
At MOFSL,
we believe that
companies
seeking to
consistently
outperform need
a simple, yet
effective strategy

Raamdeo Agrawal,

MOFSL Chairman &
Co-founder, explains the
compounded impact on the
company

“Compounding has been described as the eighth Wonder of the World. At MOFSL, we have designed the company around this concept. We have structured our business in a manner that would not only capitalize on the national economic growth but also generate compounded returns through reinvestment of surpluses (after paying dividend) into the business and treasury investments. In our first 37 years, we grew our net worth from ₹ 1 lakh to ₹ 11,070 cr. as on Sep’24. The upcoming years signify the convergence of our validated business model, the growing India story, the MOFSL brand, and our distribution capability. With this in mind, **the sky is the limit at MOFSL!**”

Power of Compounding demonstrated over **37** Years



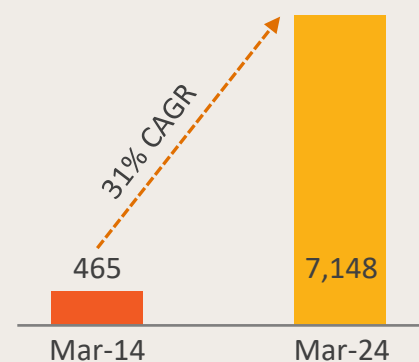
**MOFSL's
Compounding
Machine has
been extensively
validated over
the last decade**

Profits growth has been higher than revenue growth

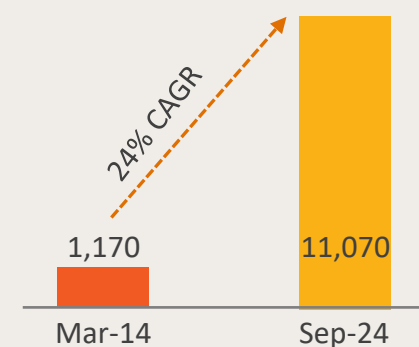
MOFSL's market cap has outperformed the Nifty 500 Index by 25% CAGR

Assets under Advice have posted 39% CAGR in the last decade

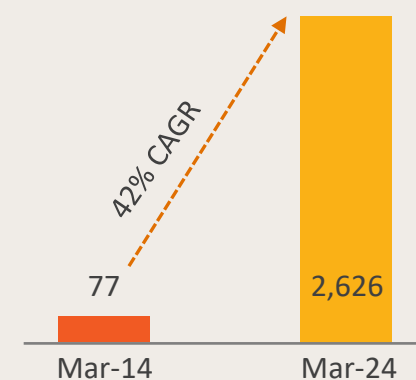
Total Revenue in ₹ Cr



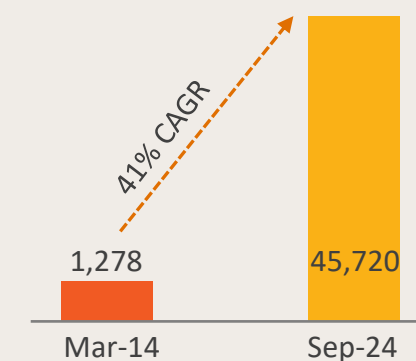
Net Worth in ₹ Cr



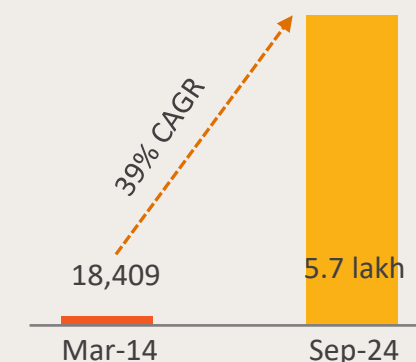
Total PAT (incl OCI) in ₹ Cr



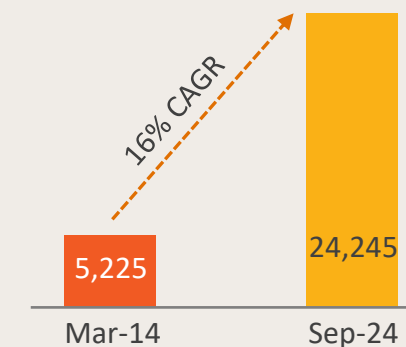
MOFSL Market Cap

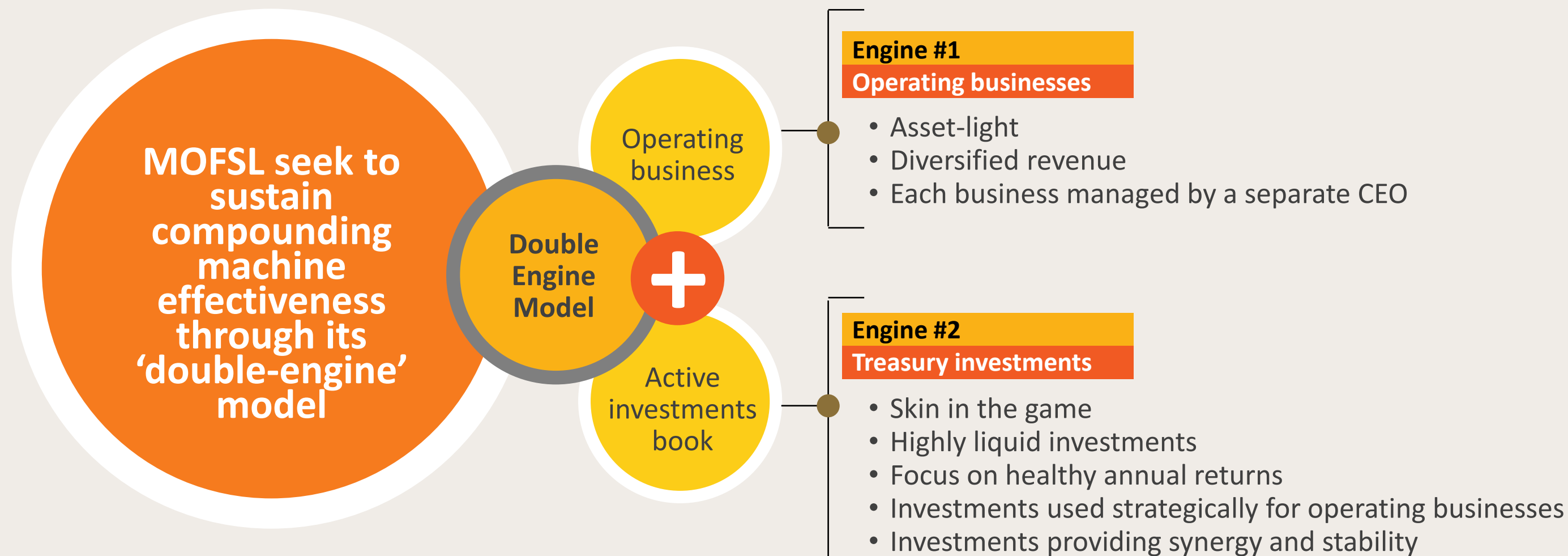


Assets under Advice (AUA) in ₹ Cr

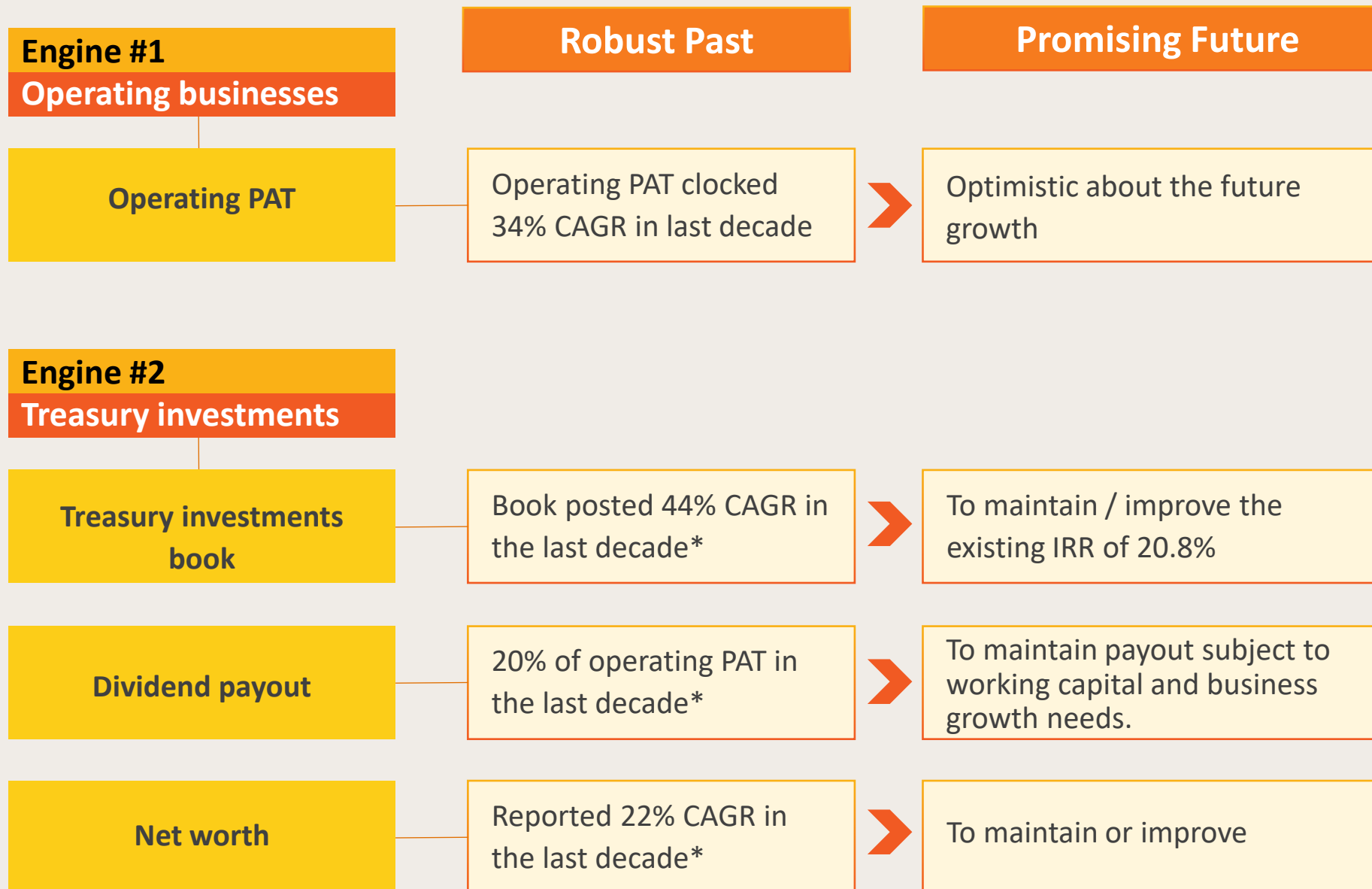


Nifty 500





**MOFSL:
Primed for
disproportionate
growth**



*from FY14 to FY24

MOFSL Value Proposition



Products

Strong manufacturing capabilities

- Research led Broking
- Loan Against Securities
- Mutual Funds
- PMS
- AIF (listed equities)
- Private Equity Funds
- Real Estate Funds
- Home Loans

Third-party product distribution

- Insurance
- Bonds
- Fixed Deposits
- MF
- AIF & PMS
- Unlisted Equities
- Loans



Advisory

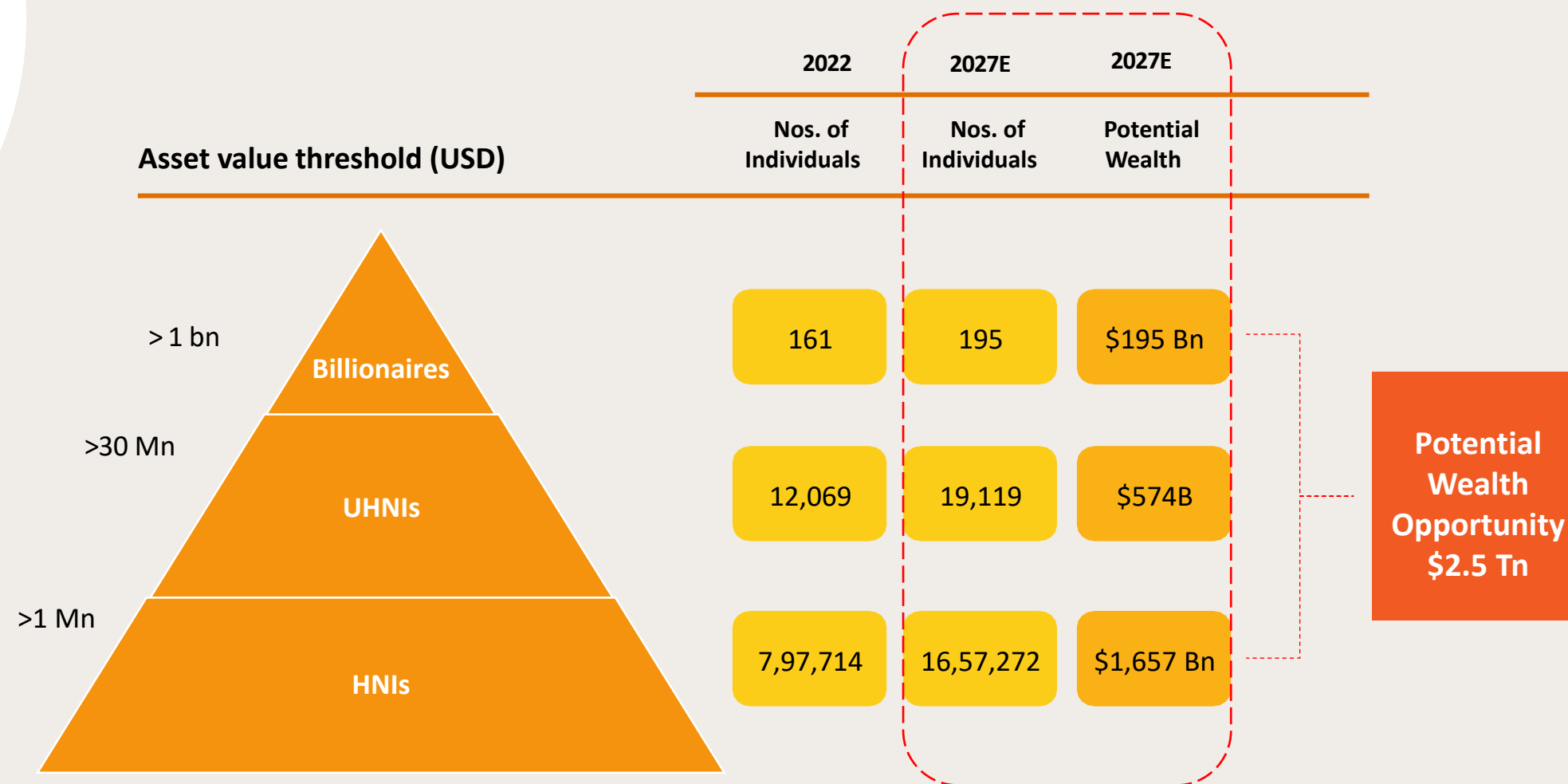
Wealth Advisory

- Investment charter
- Alternate assets
- Credit solutions
- Treasury solutions
- Estate planning

Corporate Advisory

- IPO
- M&A
- QIP
- Block Deals

MOFSL well geared to tap growing wealth opportunity in India



Source: Knight Frank Wealth Report 2023

**BIG
NUMBERS
AT
MOFSL**

**Distribution
Network**

9,400+ External
Wealth
Managers

**Geographical
reach**

2,500+ business
locations
98% Indian pin
codes covered

**Relationship
Managers &
Research Team**

2,500+ RMs
100+ research
team

**Assets under
Advice**

5.7 lakh+ Cr

Clients

94,00,000+

Transitioning from Broking & Distribution to Wealth Management

Needs

Addressing customer
needs beyond
transactions

Need for personalized
and holistic investment
advice

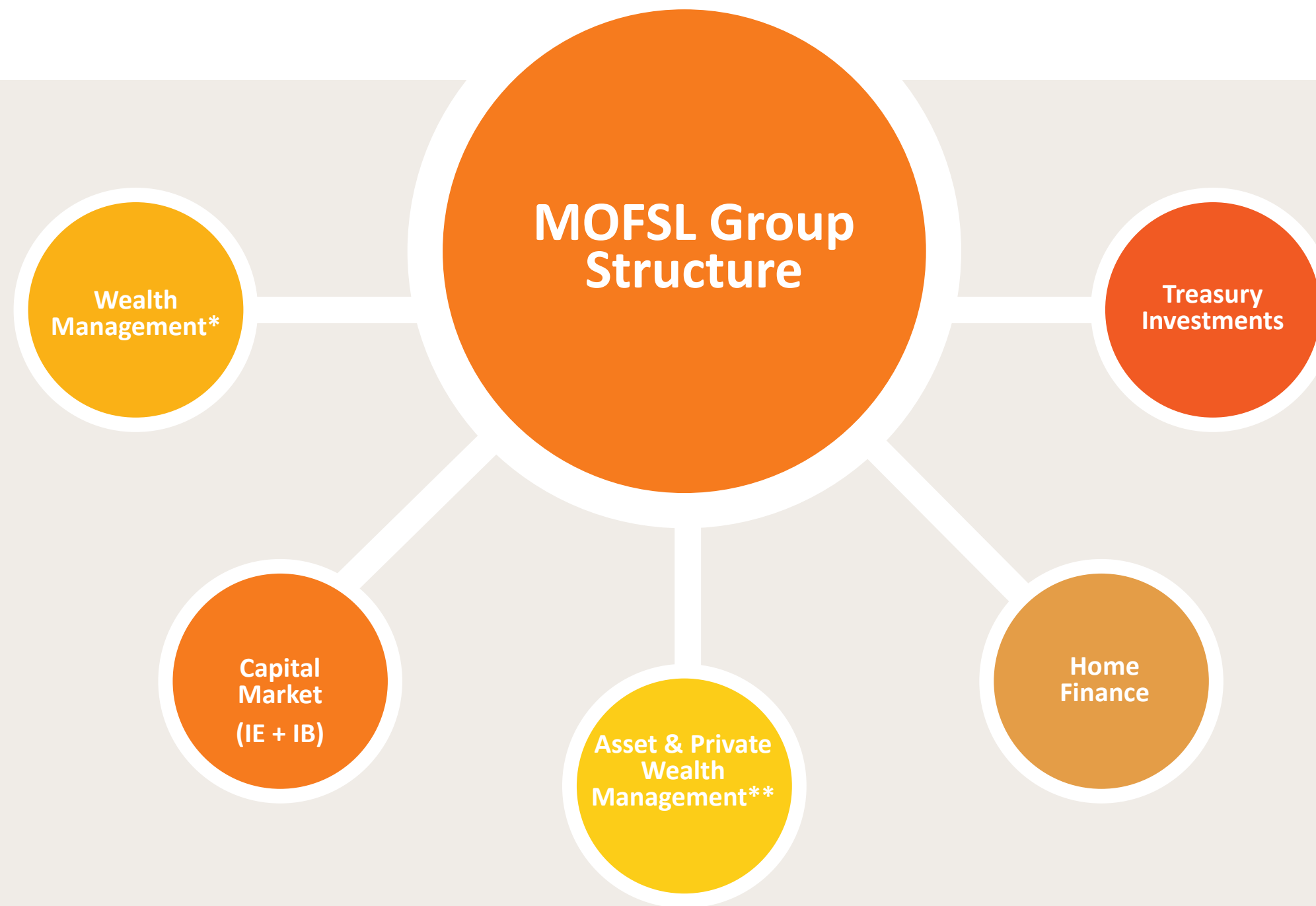
Need to cover diverse
asset classes

Outcomes

Emergence as trusted
advisors

Addressing the
sophisticated needs of
modern investors

Graduation from
products to investment
solutions



**includes retail broking & distribution business*

*** includes AMC, PE/RE & PWM business*

IE = Institutional Equities, IB – Investment Banking

Strong financial performance in Q2FY25

Assets under advice

₹ 5.7 lakh cr.

82% YoY growth



Net Operating Revenue

₹ 1,366 cr.

46% YoY growth



Operating PAT

₹ 541 cr.

53% YoY growth



Total PAT (incl. OCI)

₹ 1,242 cr.

123% YoY growth



Net Worth

₹ 11,070 cr.

48% YoY growth



Lending book*

₹ 12,879 cr.

54% YoY growth



*Incl. HFC

ROE

48%



No. of External Wealth Managers

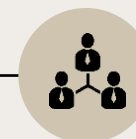
9,400+



Clients

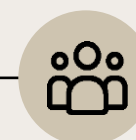
94+ lakh

57% growth



Employees

~13,300



Trailing 12 months

Net Operating Revenue
₹ 4,648 cr.

Operating PAT
₹ 1,855 cr.

Total PAT (including OCI)
₹ 3,661 cr.

Market capitalization
₹ 52,226 cr*

FY24 PAT Ranking - 99 amongst listed entities

M-cap Rank – 168*

*as on Oct 25, 2024

CRISIL and India Ratings has upgraded the rating outlook from AA Stable to AA Positive.

**Momentum
continues in
Quarterly
Operating PAT**

Segmental PAT (₹ Cr)	Q2FY25	Q1FY25	Q4FY24	Q3FY24	Q2FY24
Wealth Management	225	177	211	165	132
<i>YoY Growth %</i>	<i>71%</i>	<i>69%</i>	<i>53%</i>	<i>35%</i>	<i>19%</i>
Capital Market	73	57	47	39	50
<i>YoY Growth %</i>	<i>45%</i>	<i>-4%</i>	<i>300%</i>	<i>85%</i>	<i>57%</i>
Asset & Private Wealth Management	213	157	210	145	131
<i>YoY Growth %</i>	<i>63%</i>	<i>29%</i>	<i>79%</i>	<i>20%</i>	<i>13%</i>
Housing Finance	27	29	31	36	33
<i>YoY Growth %</i>	<i>-19%</i>	<i>-4%</i>	<i>0%</i>	<i>0%</i>	<i>-2%</i>
Operating PAT*	541	431	502	380	353
<i>YoY Growth %</i>	<i>53%</i>	<i>41%</i>	<i>66%</i>	<i>32%</i>	<i>23%</i>
Treasury PAT (incl OCI)	701	590	129	394	203
Consolidated PAT	1,242	1,021	625	774	556
<i>YoY Growth %</i>	<i>123%</i>	<i>52%</i>	<i>448%</i>	<i>222%</i>	<i>1%</i>

*excluding intercompany adjustments

Consolidated
half yearly
profits at Rs.
2,263 Cr

Particulars (₹ Cr)	Q2FY25	Q2FY24	YoY (%)	Q1FY25	QoQ (%)	H1FY25	H1FY24	YoY (%)
Wealth Management	634	416	53%	531	19%	1,164	789	48%
Capital Market	174	114	52%	134	29%	308	251	23%
Asset and Private Wealth Management	490	323	52%	385	28%	875	616	42%
Housing Finance	87	83	4%	91	-4%	178	165	8%
Total Net Revenues¹	1,366	933	46%	1,133	21%	2,499	1,790	40%
Employee Expense	443	305	45%	387	15%	830	618	34%
Other Expense	195	157	24%	174	13%	369	295	25%
Total Expense	639	463	38%	560	14%	1,199	912	31%
PBT	727	470	55%	573	27%	1,300	878	48%
Operating PAT	541	353	53%	431	25%	972	660	47%
Treasury Investments PAT ^{2^}	701	203		590		1,291	567	
Total PAT^{2^}	1,242	556	123%	1,021	22%	2,263	1,227	84%
<i>PBT Margin on Net Revenue</i>	53%	50%		51%		52%	49%	

1. Net Revenue is calculated after excluding commission expenses, interest expenses and intercompany adjustments

2. Including Other Comprehensive income (OCI)

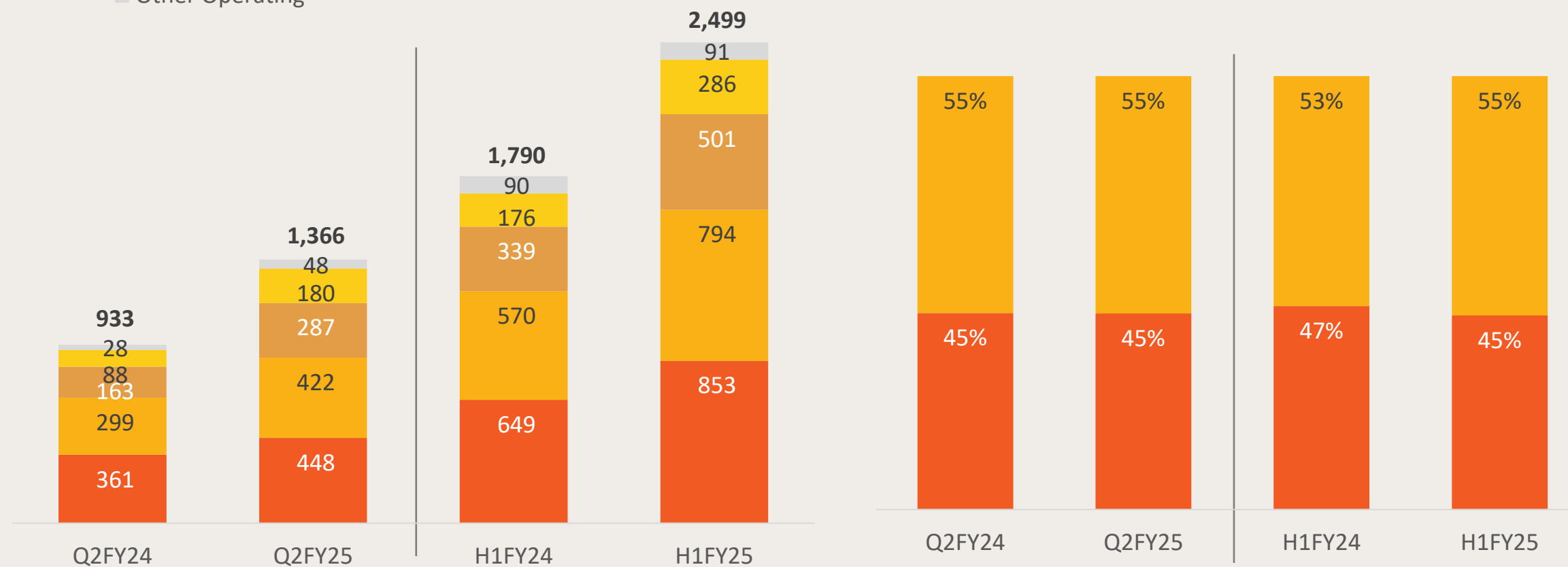
[^] As per amendment passed in the Finance Act, 2024, tax rates on capital gains have been revised. In accordance with Ind AS 12, the deferred tax liability from changes in the fair value of investments has increased by a cumulative one-time impact of Rs.84 Crs for the quarter and half year ended September 30, 2024.

Focus on building diversified & sustainable revenue streams

Consolidated Net Revenue Mix

- Brokerage
- NII
- Management Fees & Advisory
- Distribution
- Other Operating

- Annual Recurring Revenue (ARR)
- Transaction Based Revenue (TBR)



Leveraging strong
net-worth for
Operating
business growth

Particulars (₹ Cr)	H1FY25					
	Wealth Management	Capital Market	Asset & Private Wealth Management	HFC	Treasury	Total
Net Worth	3,231	635	2,283	1,318	3,602	11,070
Operating PAT	402	130	370	56	1,291	2,263
Operating RoE*	27%	43%	34%	9%	91%	46%

Note : Net worth has been allocated between operating business & treasury investments

*Operating RoE annualized based on average Net Worth

Particulars (₹ Cr)	Sep-24	Mar-24
SOURCES OF FUNDS		
Net Worth	11,070	8,732
Borrowings	15,575	13,752
Minority Interest	41	37
Total Liabilities	26,686	22,521
APPLICATION OF FUNDS		
Fixed assets (net block)	638	603
Investments	8,596	6,501
Loans and Advances	11,350	10,036
Net Current Assets ⁽¹⁾	6,103	5,381
Total Assets	26,686	22,521

1. Net Current Asset includes cash and cash equivalents and bank balance of ₹ 5,100 cr in Sep-24. Out of which unencumbered cash & cash equivalents is ₹ 2,381 cr



Wealth Management

Strong blend of 2,100+ internal Relationship Managers and 9,400+ External Wealth Managers

Clients having a DP balance of more than 1 Cr contribute more than 70% of the overall DP balance

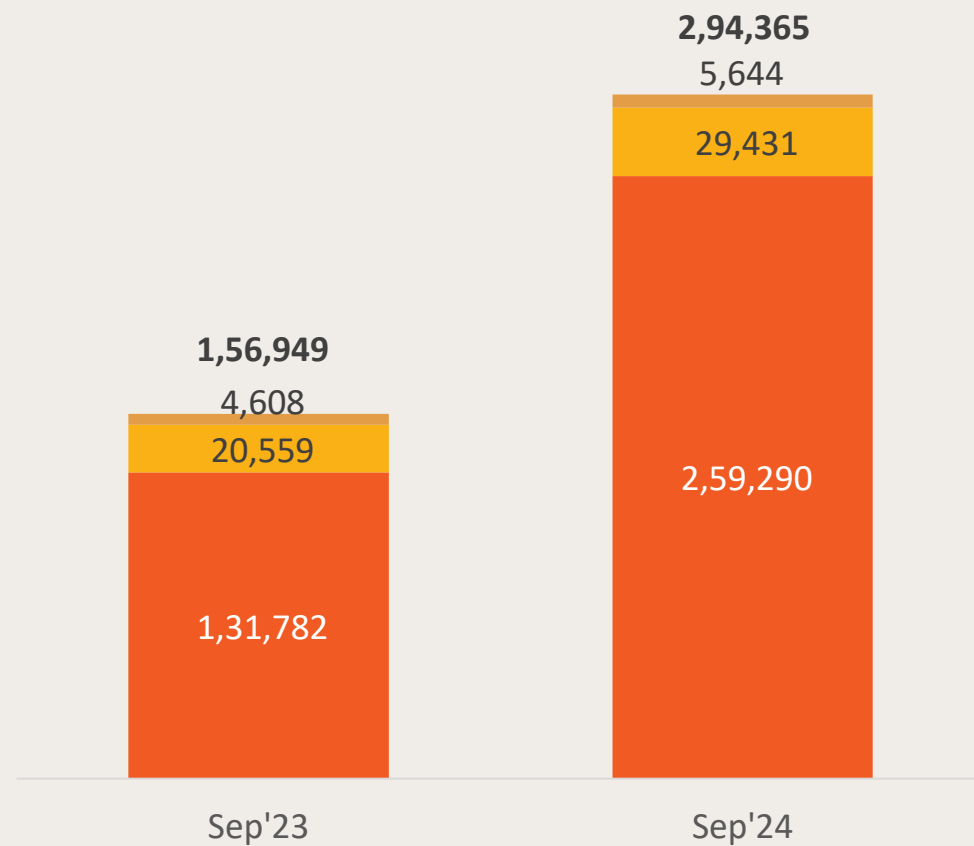
Extensive Geographical reach - 2,500+ business locations covering clients across 98% of the PIN codes

Market share
Cash: 7.9%
(up 85 bps YoY)
F&O Premium Turnover: 9.0%
(up 150 bps YoY)

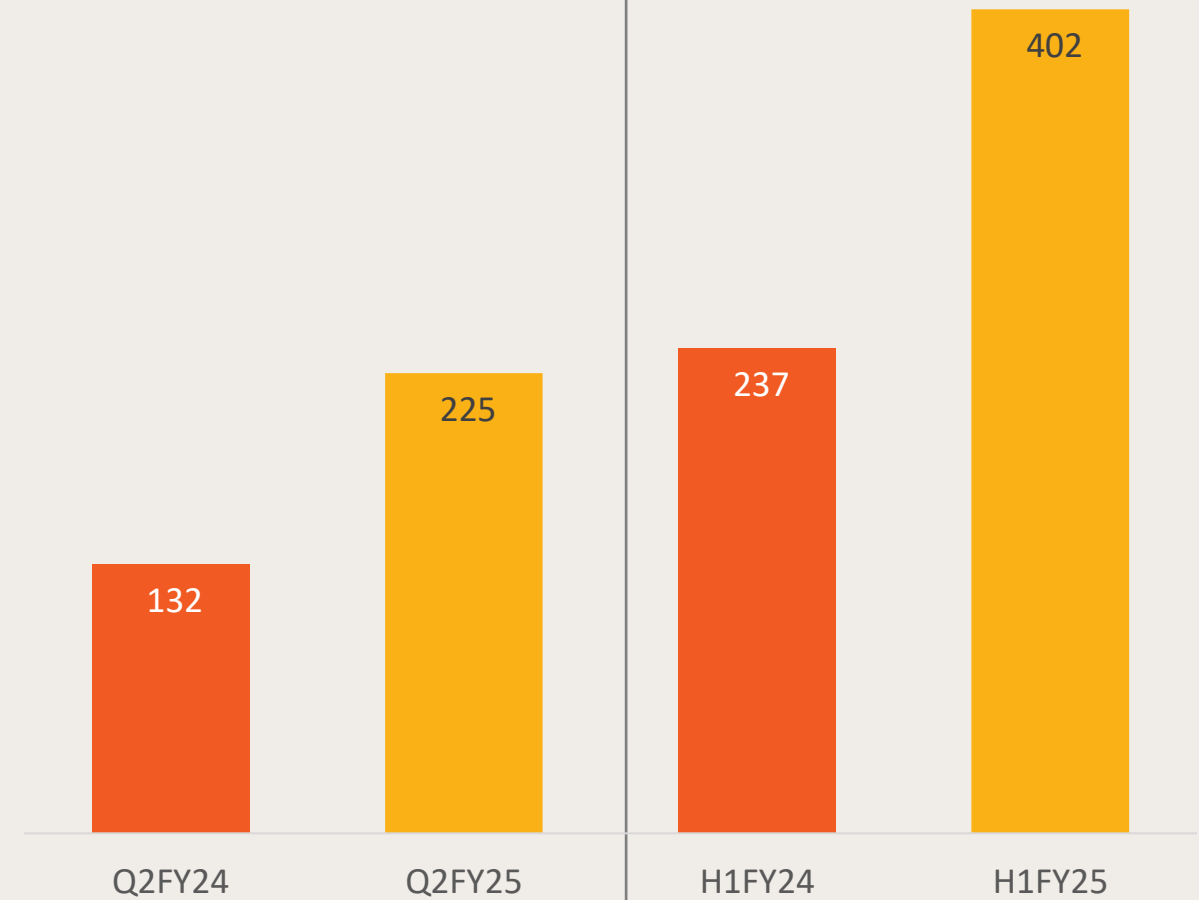
Wealth Management

AUM Break-up (₹ Cr.)

DP Distribution Lending Book

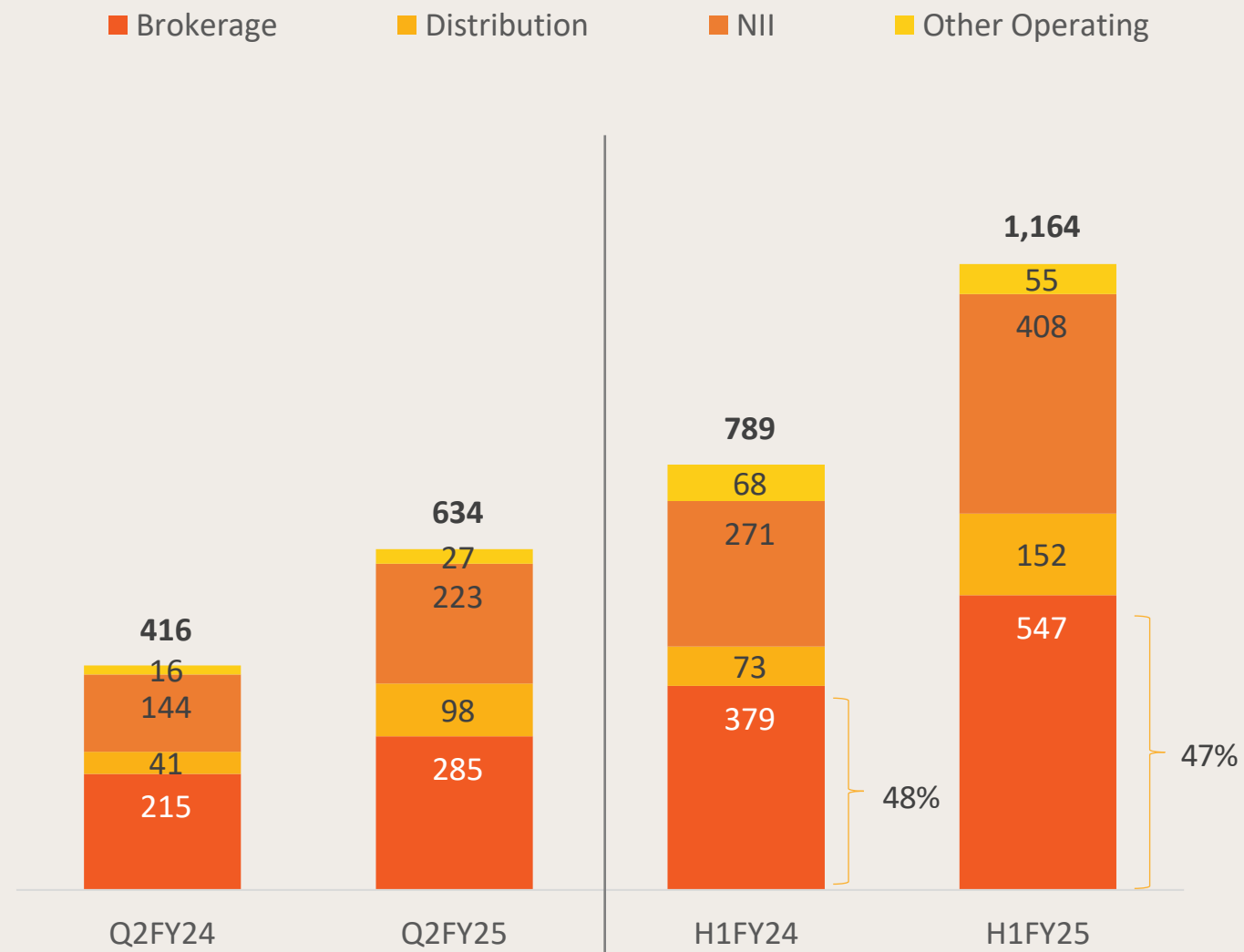


PAT (₹ Cr.)

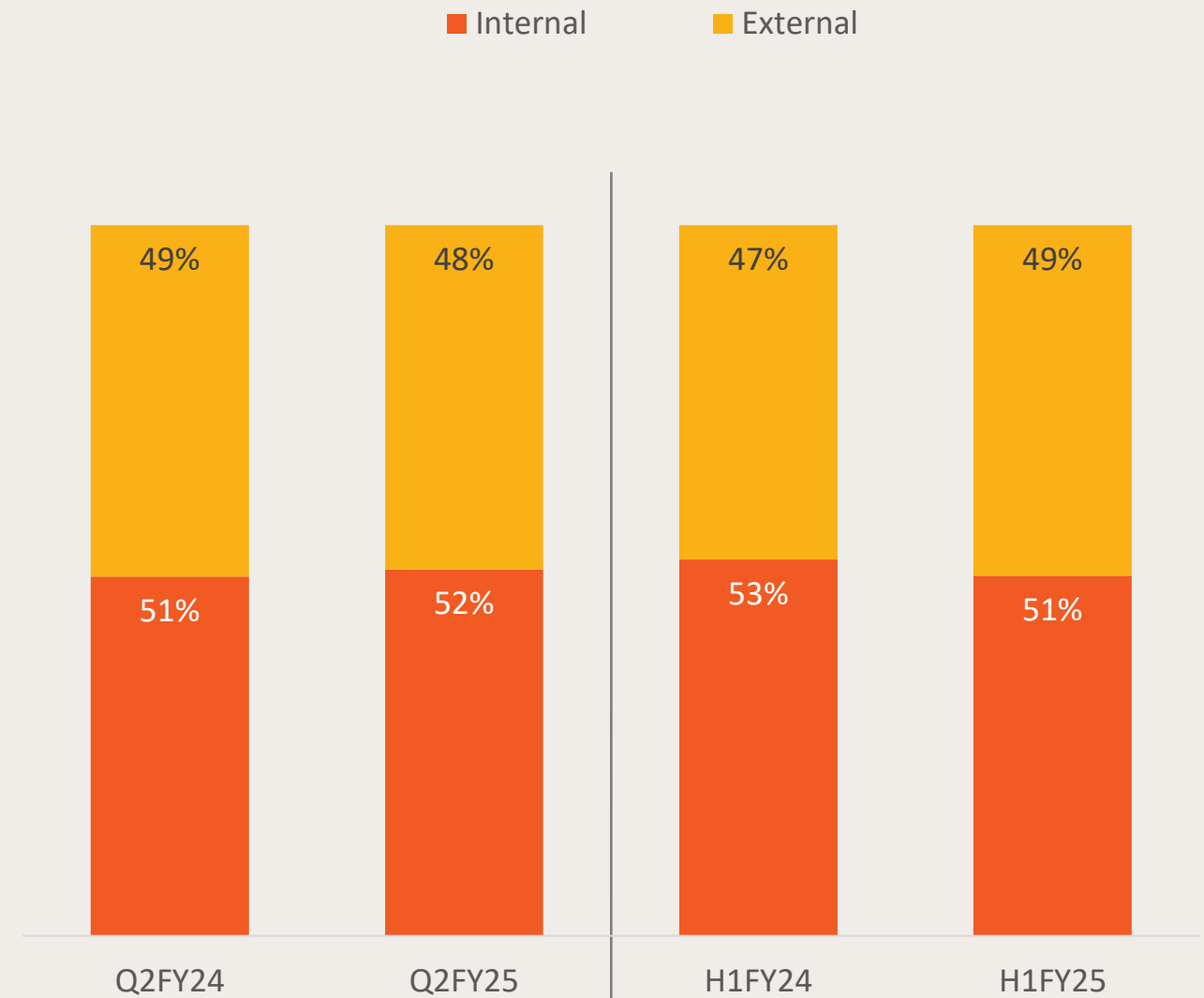


Wealth Management

Net Revenue Break-up by Products (₹ Cr.)



Net Revenue Break-up by Channels



Strength of Internal RMs and External Wealth Managers

2,120
Internal Relationship
Managers
76
Branches

9,438
External Wealth
Managers

1.5 mn+
Total Active Clients

Per Client
-AUM ₹ 2 mn.

Per RM
- AUM ₹ 22 cr.
-Clients 133

**Focus on building
the distribution
business
disproportionately**

To strengthen distribution business vertical

Teams aligned towards wealth solution-oriented services

Pioneering the move to Advisory with transparent and aligned interests with clients

RISE Super App – All in One SuperApp offering various internal & external products



Asset & Private Wealth Management

Blend of
manufacturing and
distribution
capabilities

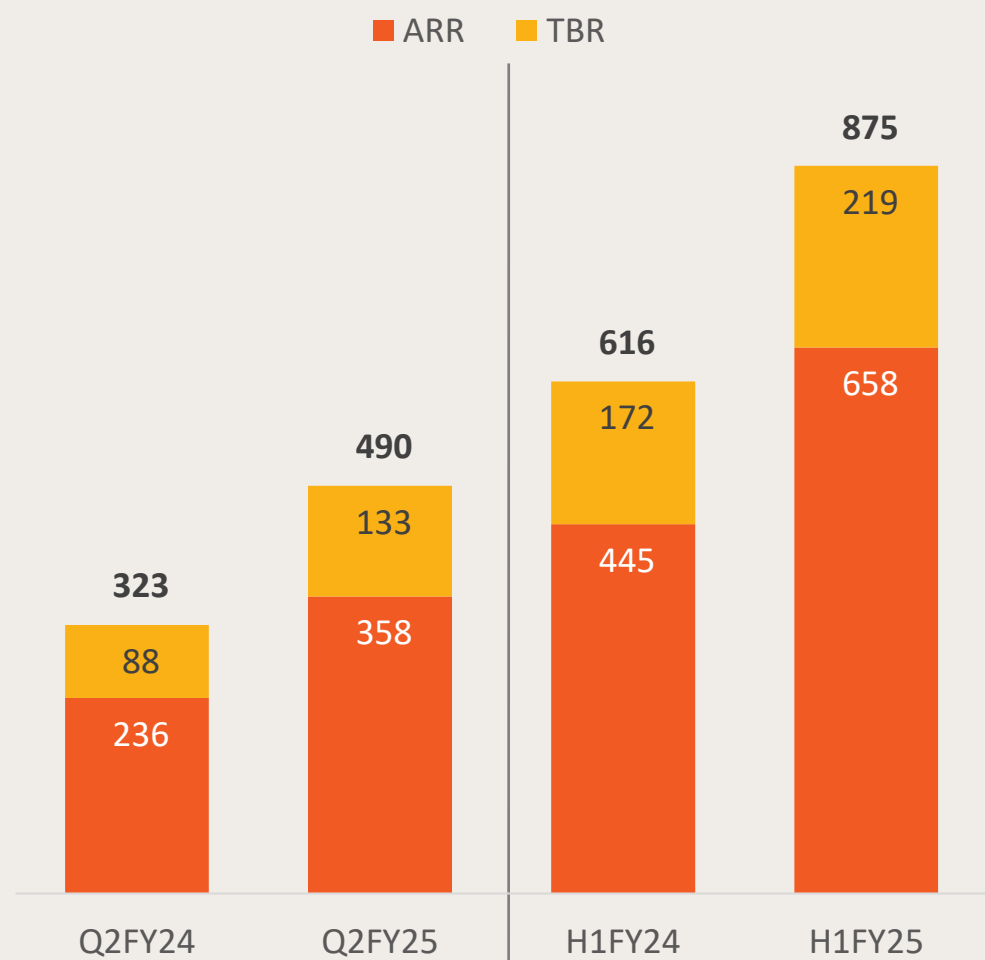
Focused and leading
player in alternate
assets

Robust Investment
and Risk
Management
process

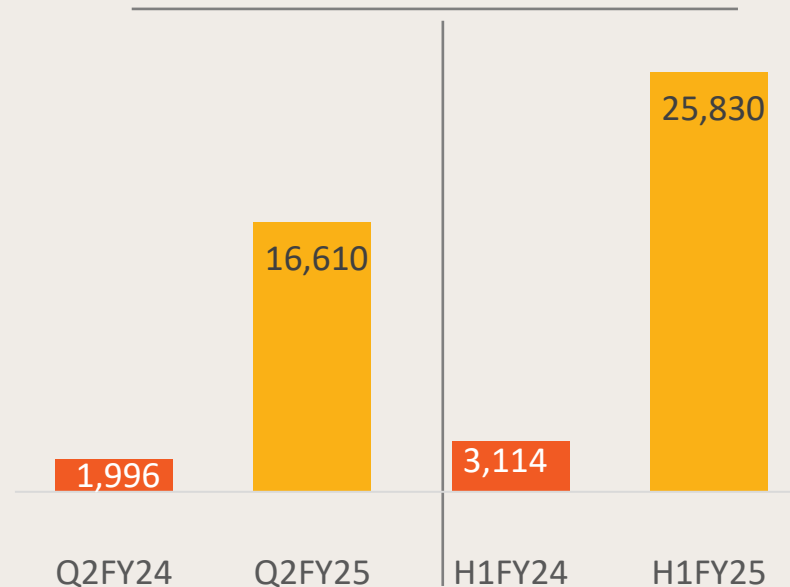
AUM of ₹ 2.8 lakh Cr
& Net sales of
₹25,000+ Cr in
H1FY25

Asset & Private Wealth contributes 35% of consolidated net revenue

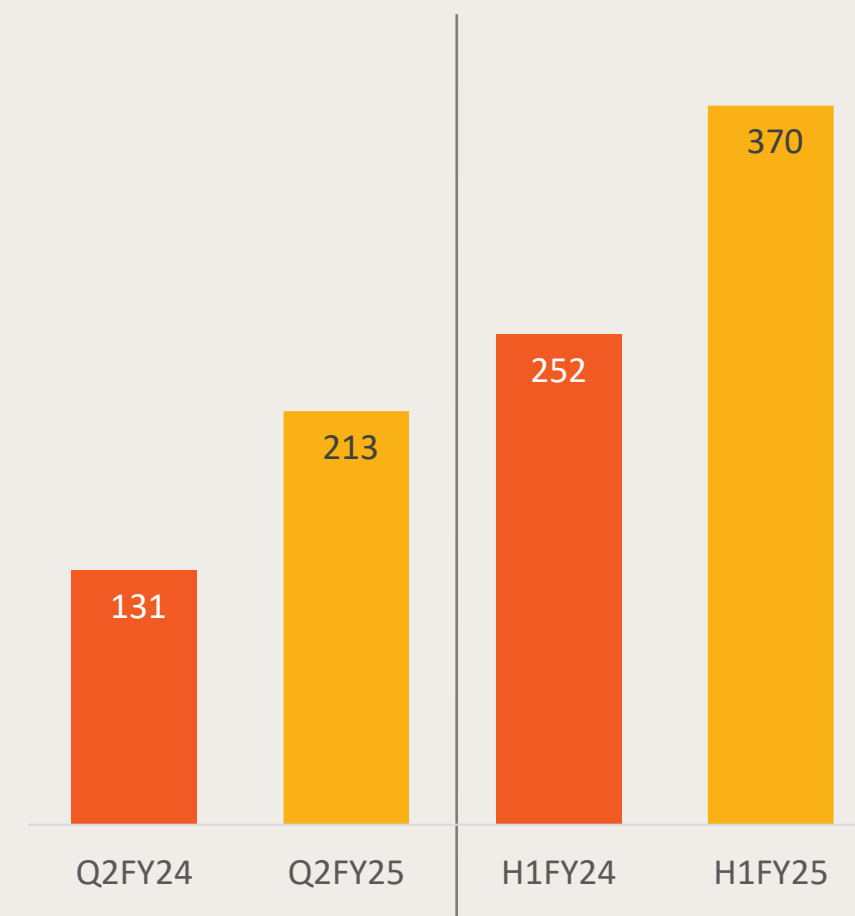
Net Revenue Break-up (₹ Cr.)



Net Sales (₹ Cr.)



PAT (₹ Cr.)





Asset Management

Listed Equities

MF + PMS
+ AIF (CAT III)

Unlisted

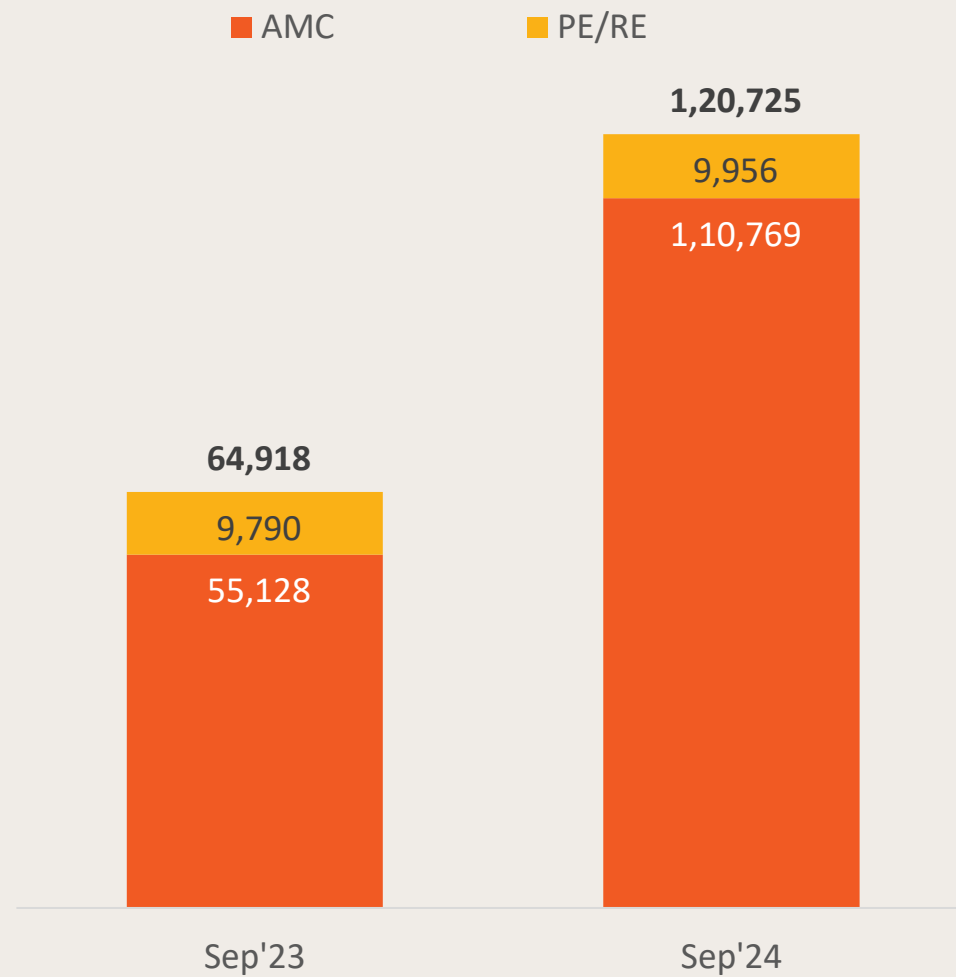
Private Equity
+ Real Estate Funds
(CAT II)

Fee earning AUM of
₹ 1,20,725 cr.

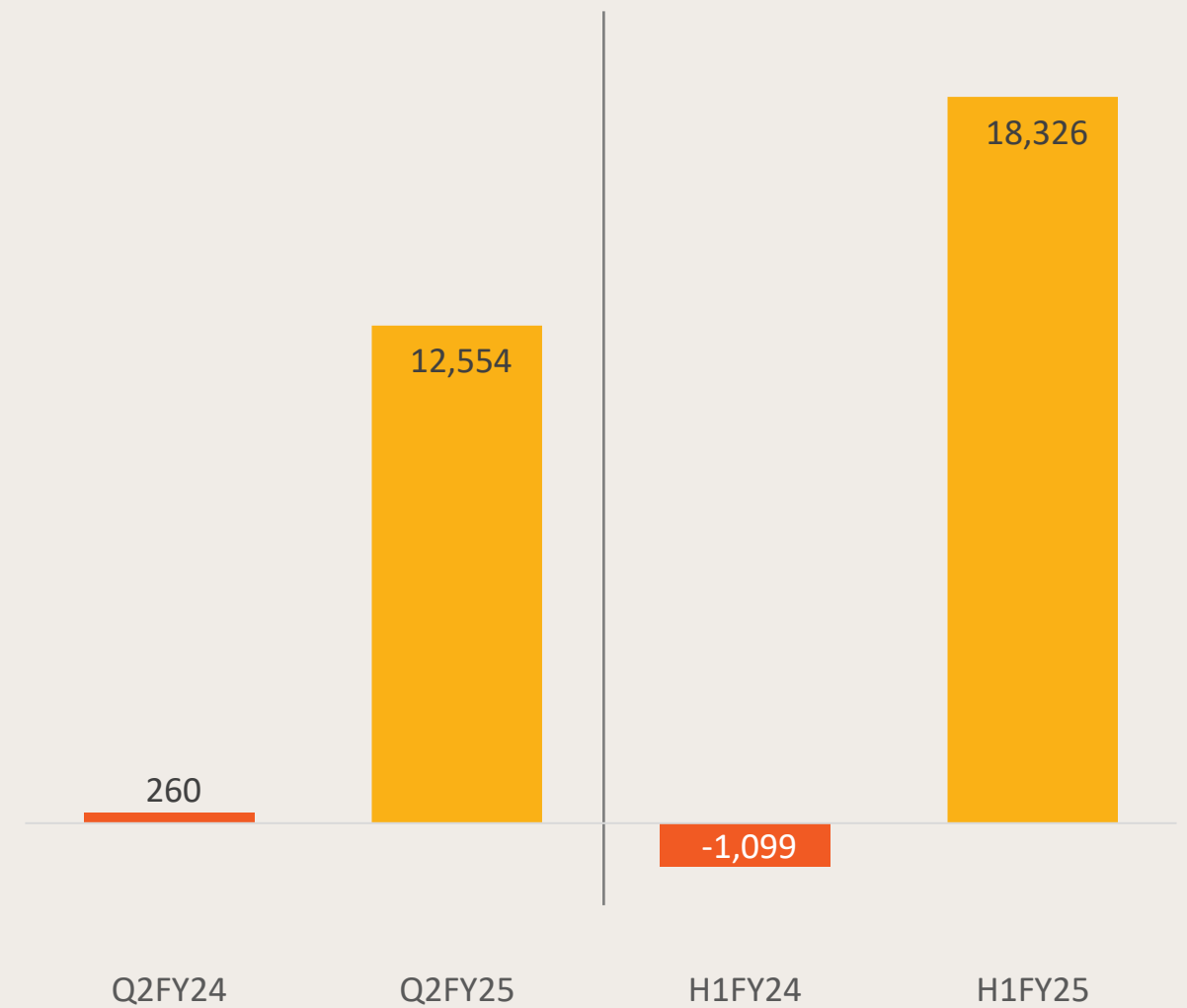
Quality Investment
Team with a
successful track
record

Asset Management

AUM Break-up (₹ Cr.)

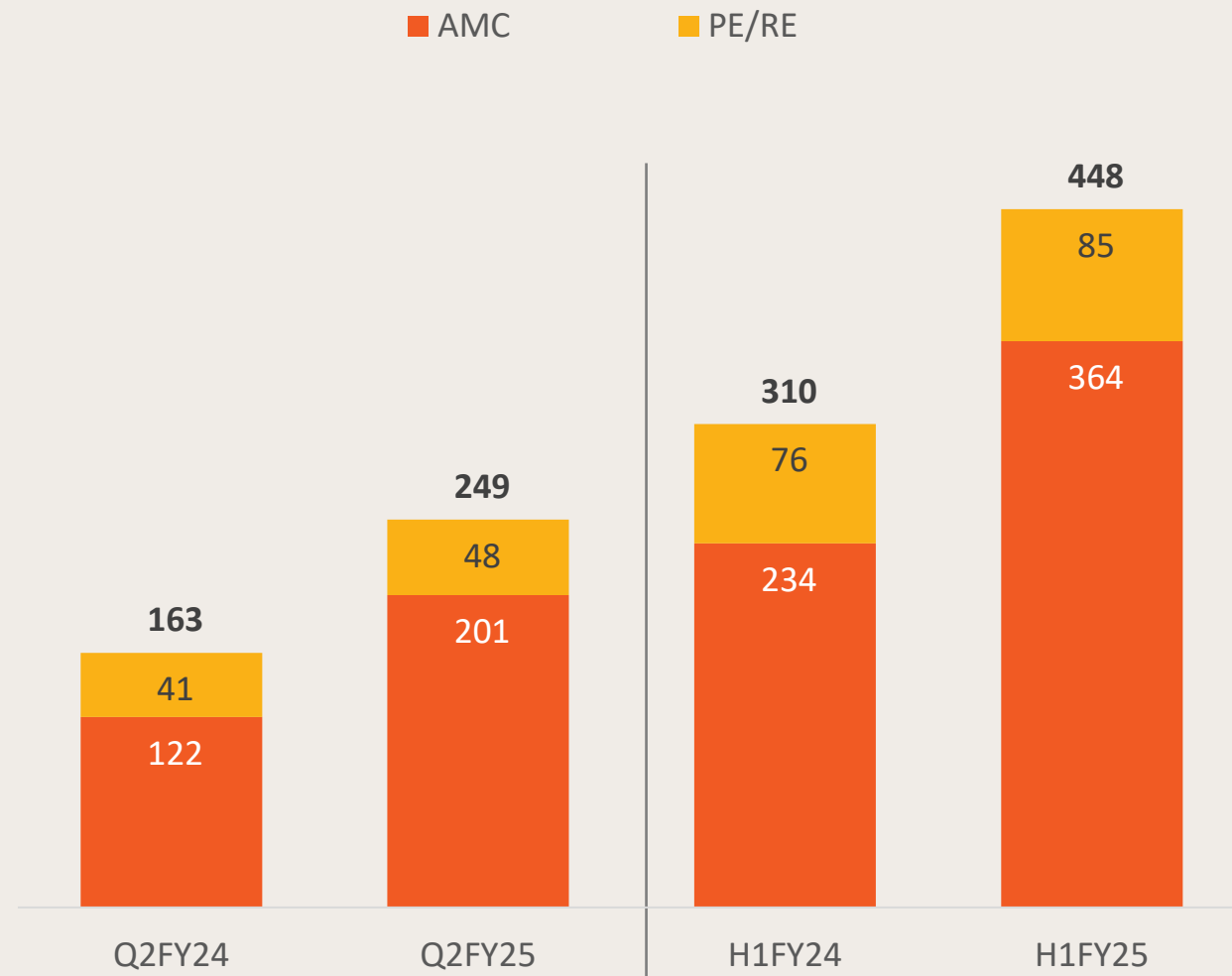


Net Sales (₹ Cr.)

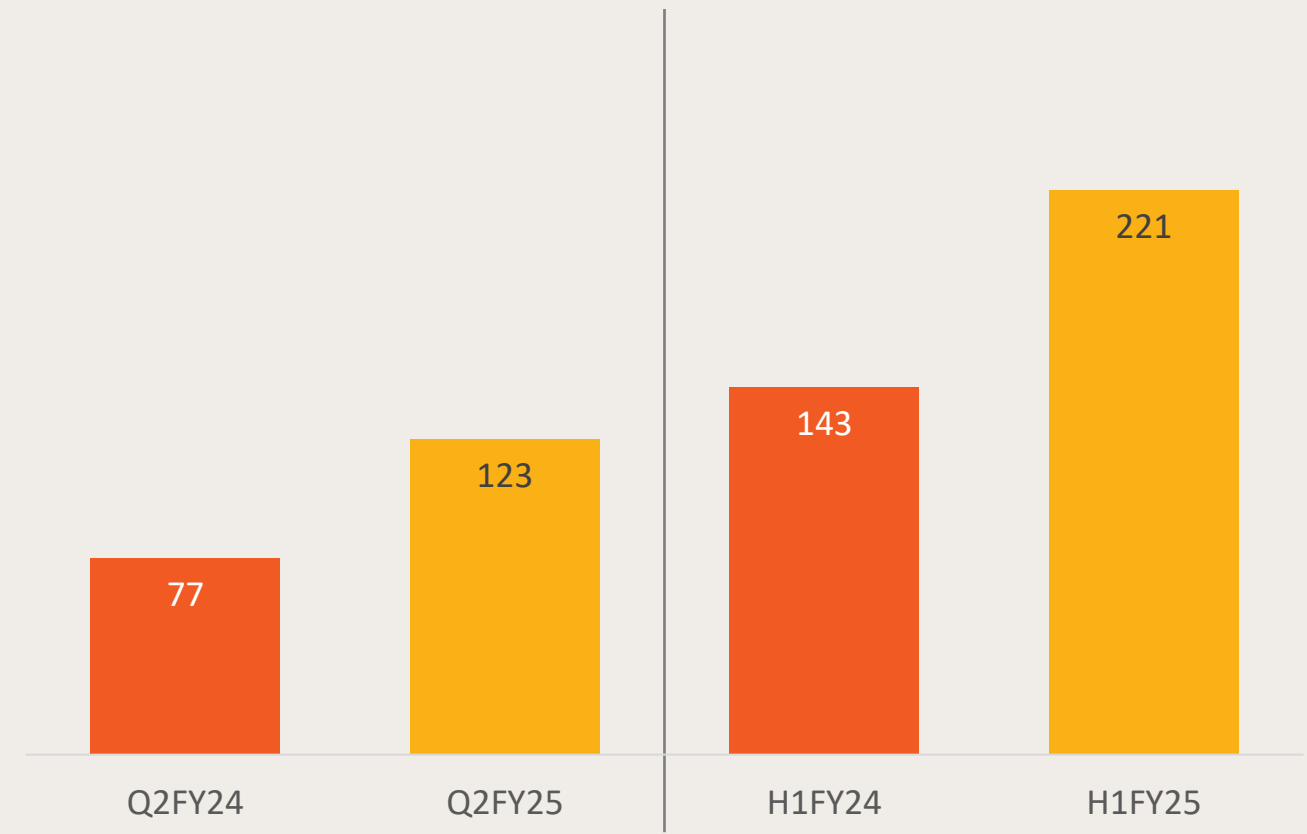


Asset Management

Net Revenue Break-up (₹ Cr.)



PAT (₹ Cr.)



Strong fund performance translating into higher net flow which will drive the strong MF AUM growth along with scale up in alternates. This provides visibility for higher PAT growth going forward

Continuous rise in flows market share

Asset Management

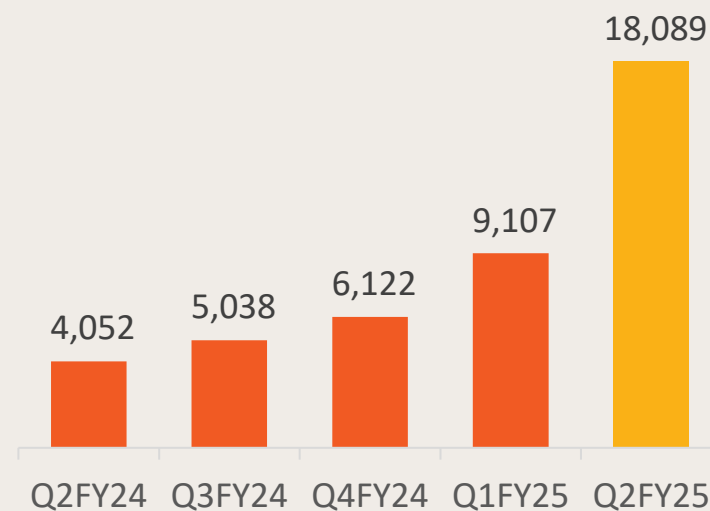
One year performance	
Total No. of Strategies (MF + PMS + AIF)	12
No. of strategies outperformed benchmark	9
<i>Mutual Fund</i>	4
<i>Alternates (PMS + AIF)</i>	5
Outperforming Strategies basis AUM (%)	95%

Performance as on 30th September 24

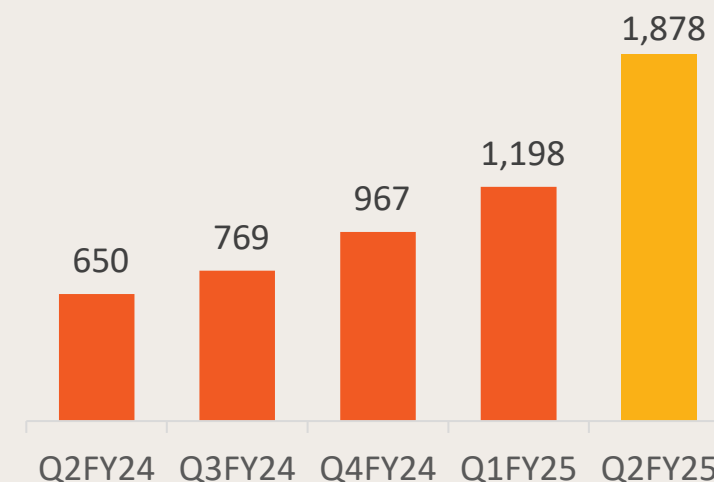
Particulars	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25
SIP Market Share*	1.4%	1.5%	1.7%	1.9%	2.6%
MF Gross Sales Market Share	1.4%	1.9%	1.7%	2.2%	4.4%
MF Net Sales Market Share	1.2%	3.1%	2.3%	3.0%	7.5%

*MOAMC realised SIP/Industry total SIP

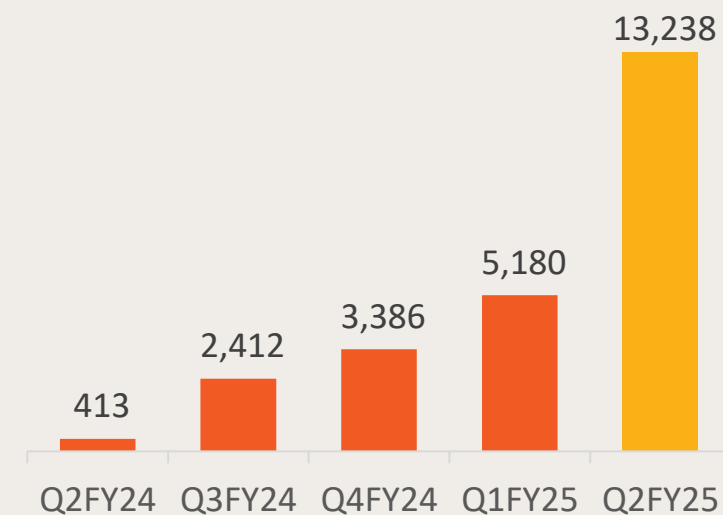
Gross Flows (₹ Cr.)



SIP Flows (₹ Cr.)



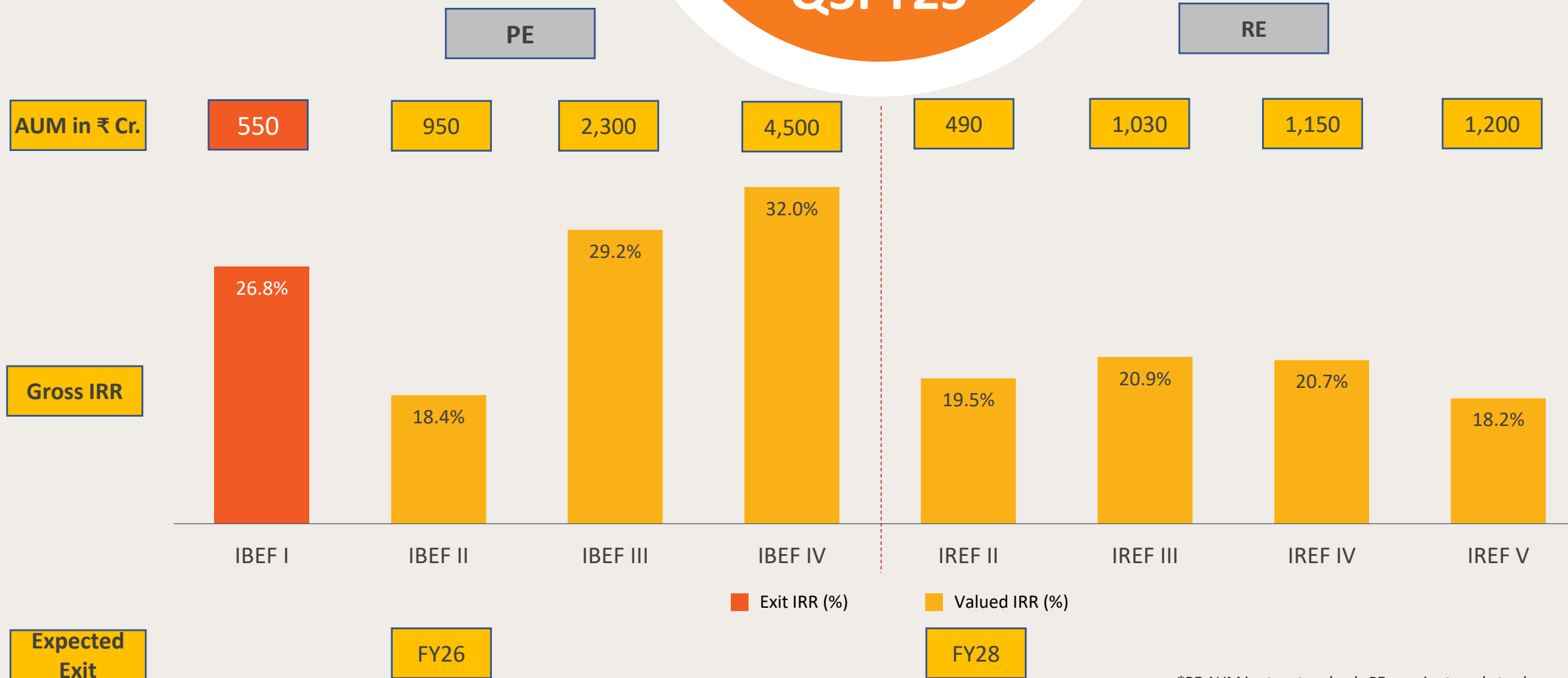
Net Flows (₹ Cr.)



6th Real Estate Fund raised ₹ 1,600 cr and final close is expected in Q3FY25

Total earning AUM - ₹ 13,675 Cr.

Market value* of AUM - ₹ 17,003 Cr.



*RE AUM is at cost and only PE aum is at market value



Private Wealth Management

Focus on catering to the UHNI clients with a networth of more than 25 Cr

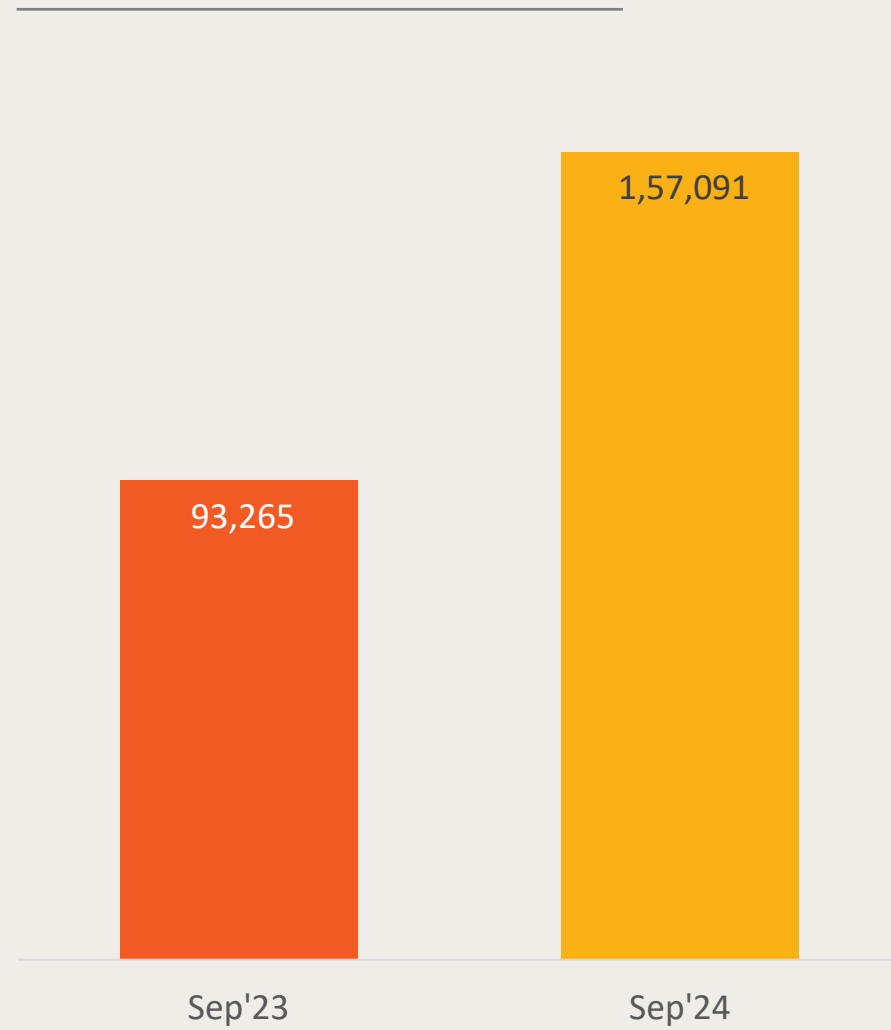
High quality team of 585 RMs; 3+ years vintage of 28%

Integrated platform with solutions offering across asset management, lending, investment banking and institutional equities

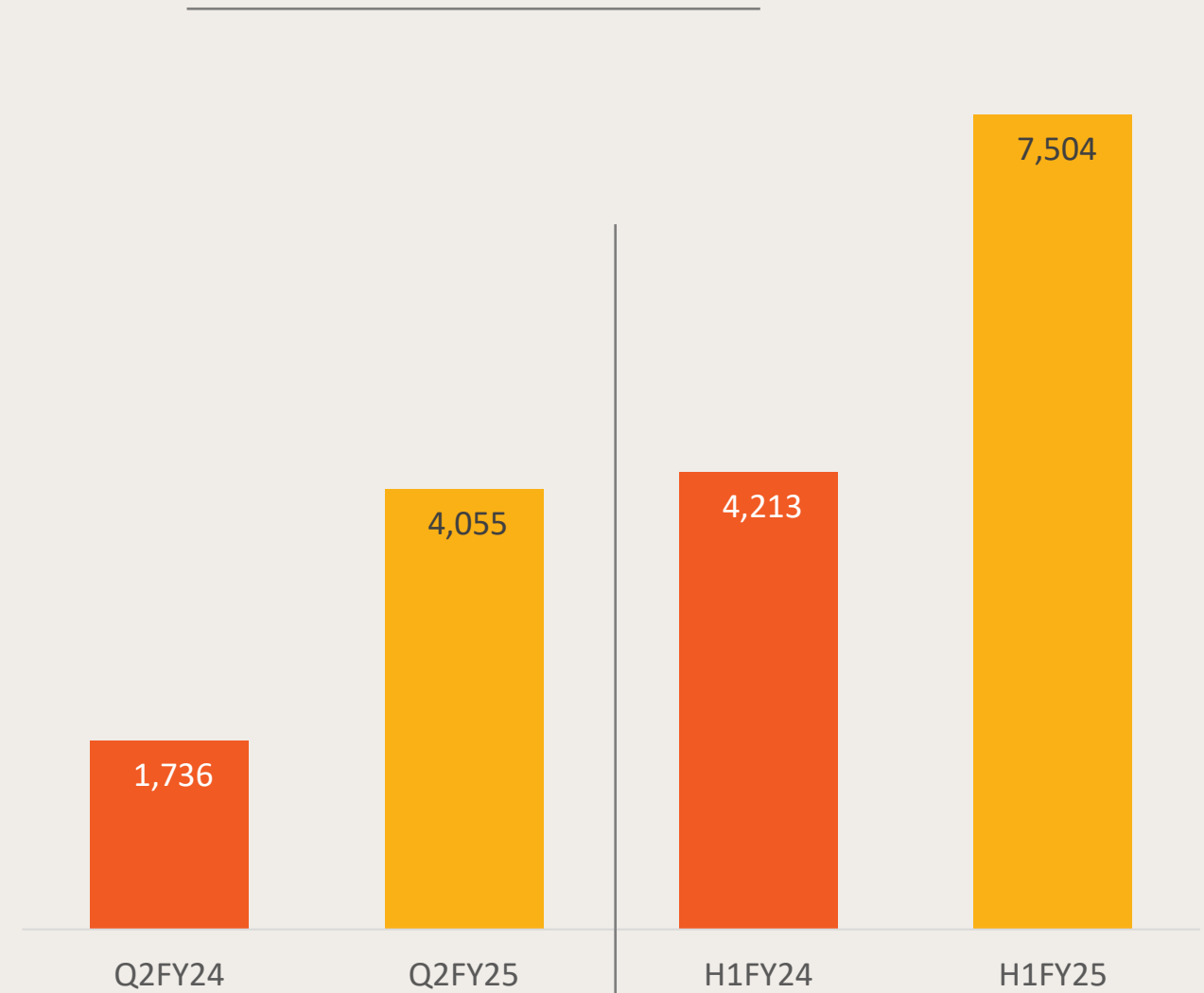
Growing clients assets under management of ₹ 1.6 lakh Cr

Private Wealth Management

AUM (₹ Cr.)

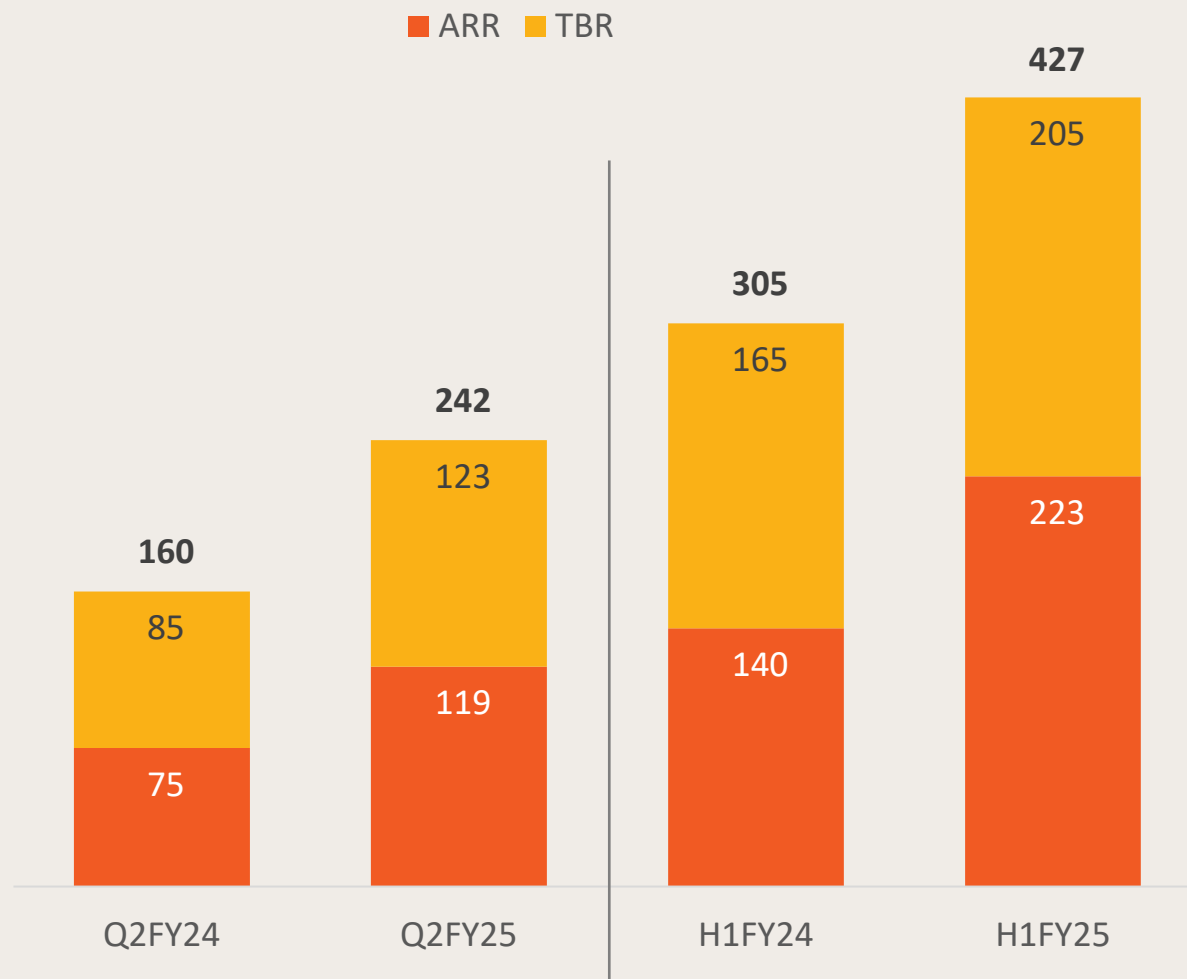


Net Sales (₹ Cr.)

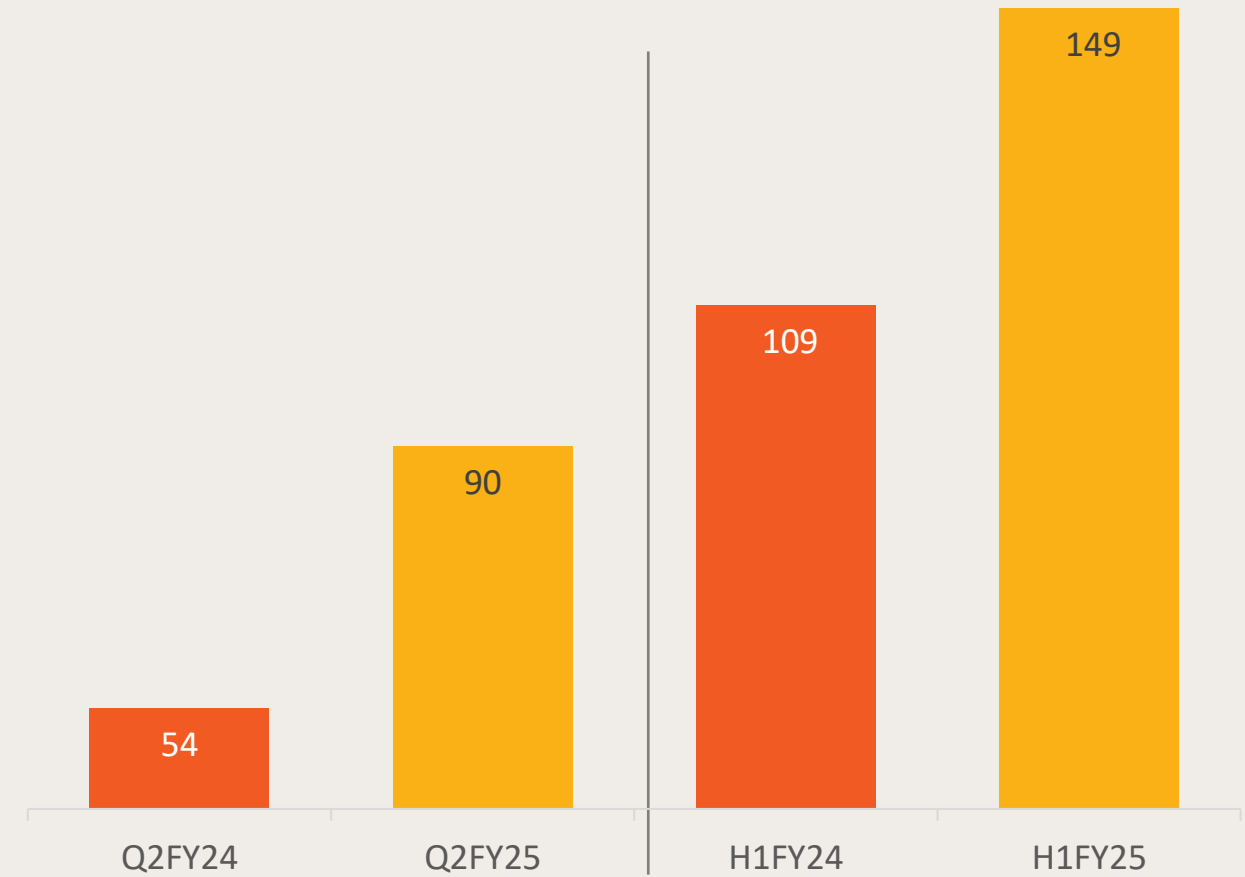


Private Wealth Management

Net Revenue Break-up (₹ Cr.)



PAT (₹ Cr.)



Strengthened PWM leadership team

- Mr. Akash Hariani brings in a quarter century experience complementary to our Private Wealth business. He headed the Family Office vertical of India's largest private wealth platform

Focus on
improving
productivity and
margins

Strengthening
product capabilities,
targeting UHNI and
Family Offices

Expanding
presence in Tier 2
locations

13,000+
Families

Per Family
-AUM ₹ 12 cr

Per RM
-AUM ₹ 269 cr.
-Families 23



Capital Markets

Institutional Equities

Investment Banking

Covering 280+ companies across 24 sectors, valuing 70% of India's market-cap

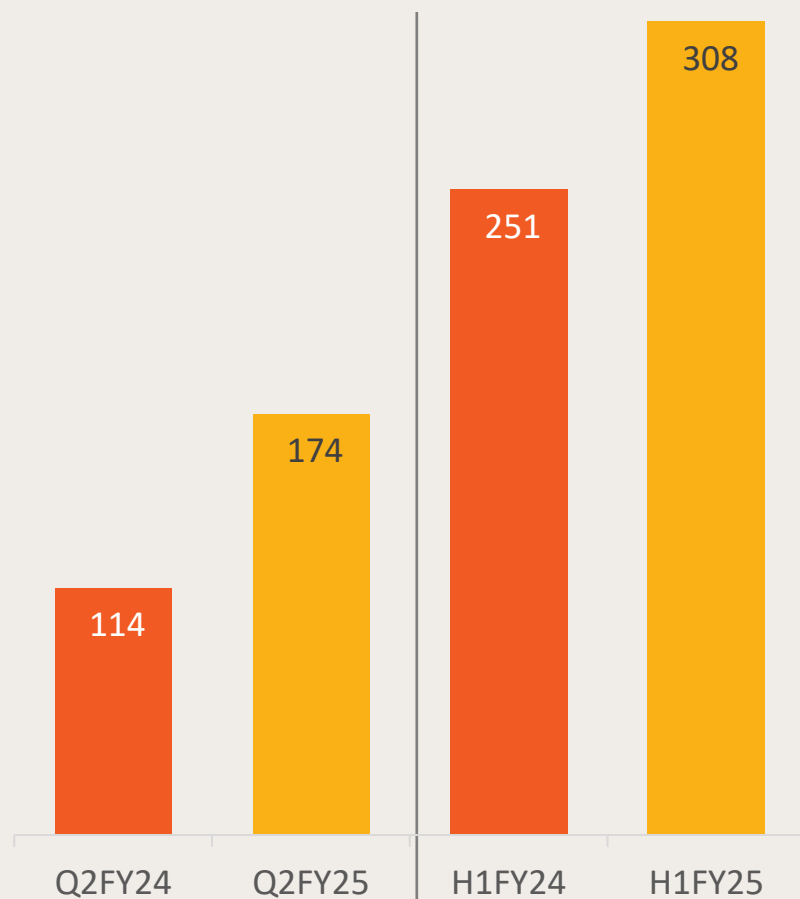
Strong team of 140+ employees catering to 870+ institutional clients

Completed 22 deals with total issue size of ₹25,000+ cr. during H1FY25













With new Leadership team and best ever mandate pipeline, share in IB league table to improve

Ranked No. 2
on QIP
League Table
in H1FY25

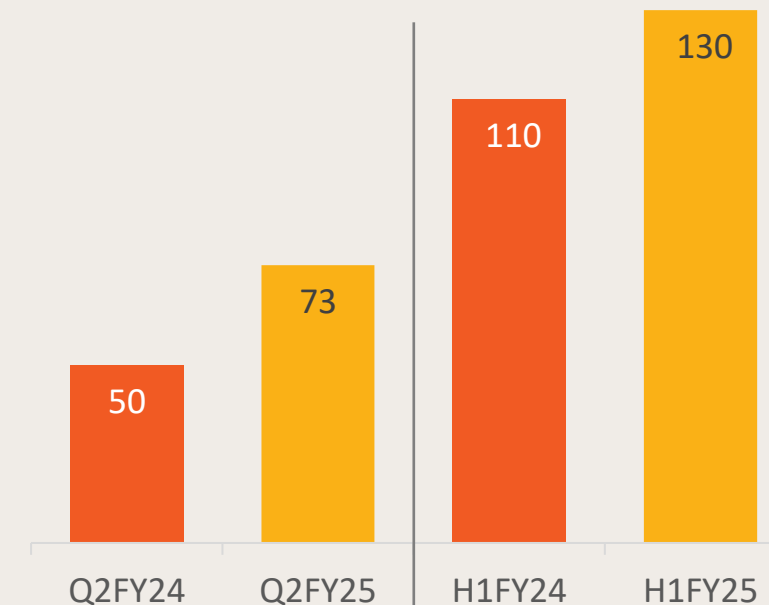
Net Revenue (₹ Cr.)



Few Major Deals in H1FY25

 PNB ₹ 5,000 cr (QIP)	 Five Star Finance ₹ 4,500 cr (Block Deal)	 PNB Housing Finance ₹ 2,576 cr (Block Deal)
 Angel One ₹ 1,500 cr (QIP)	 IIFL Finance ₹ 1,272 cr (Rights)	 PNG Gadgil ₹ 1,100 cr (IPO)
 Sterlite Technologies ₹ 1,000 cr (QIP)	 ZEN Technologies ₹ 1,000 cr (QIP)	 Metro Brands ₹ 750 cr (Block Deal)
 Cello ₹ 737 cr (QIP)	 MAS Financial Services ₹ 500 cr (QIP)	 IIHL – Invesco M&A

PAT (₹ Cr.)





Home Finance

Building retail granular book with wide geographical distribution

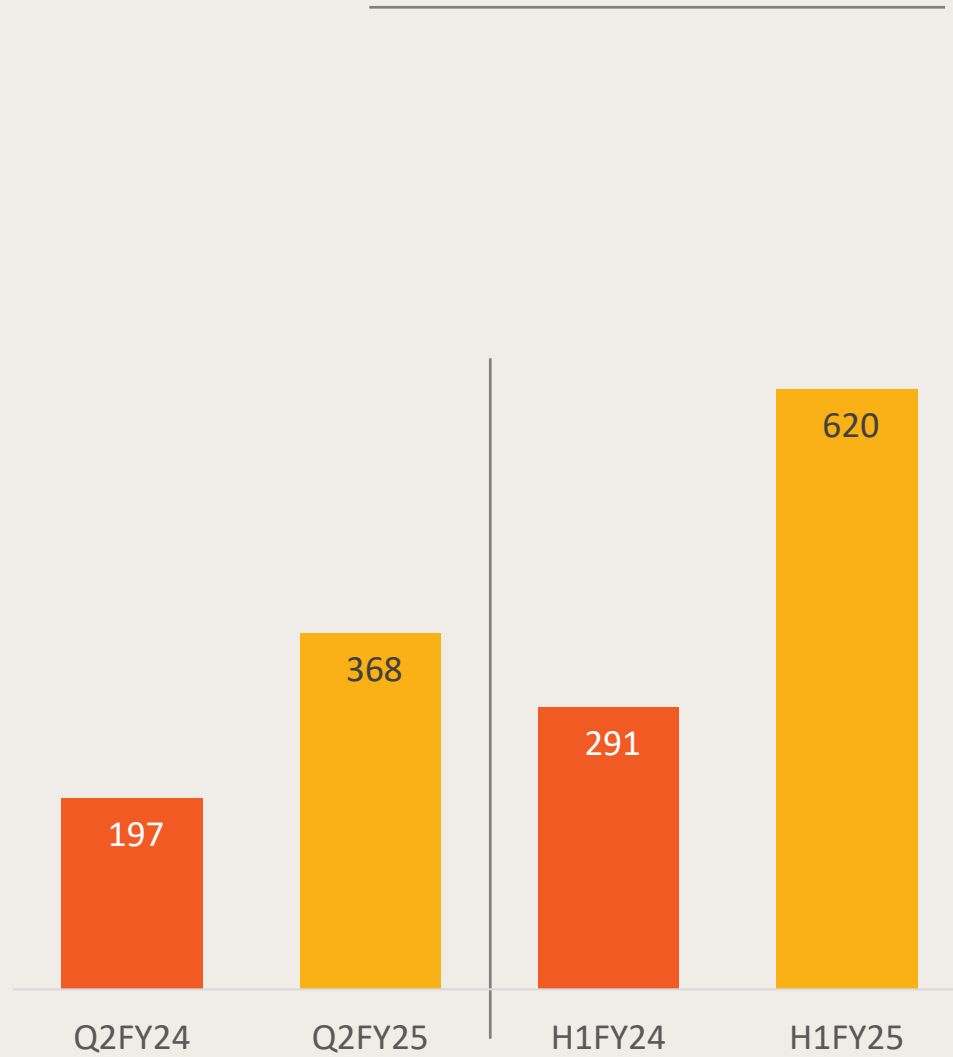
Expanding RM strength to drive disbursement growth

Scalable operating model built on Holistic Technology Usage

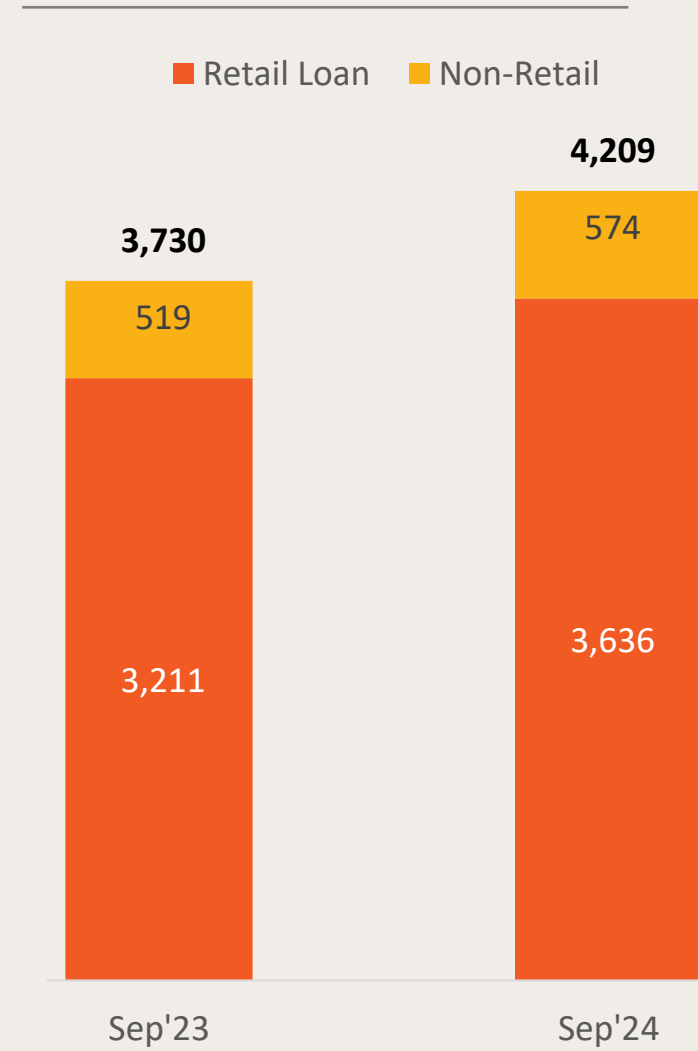
Credit rating outlook upgraded to AA Positive (from AA Stable) by all three leading rating agencies

Home Finance

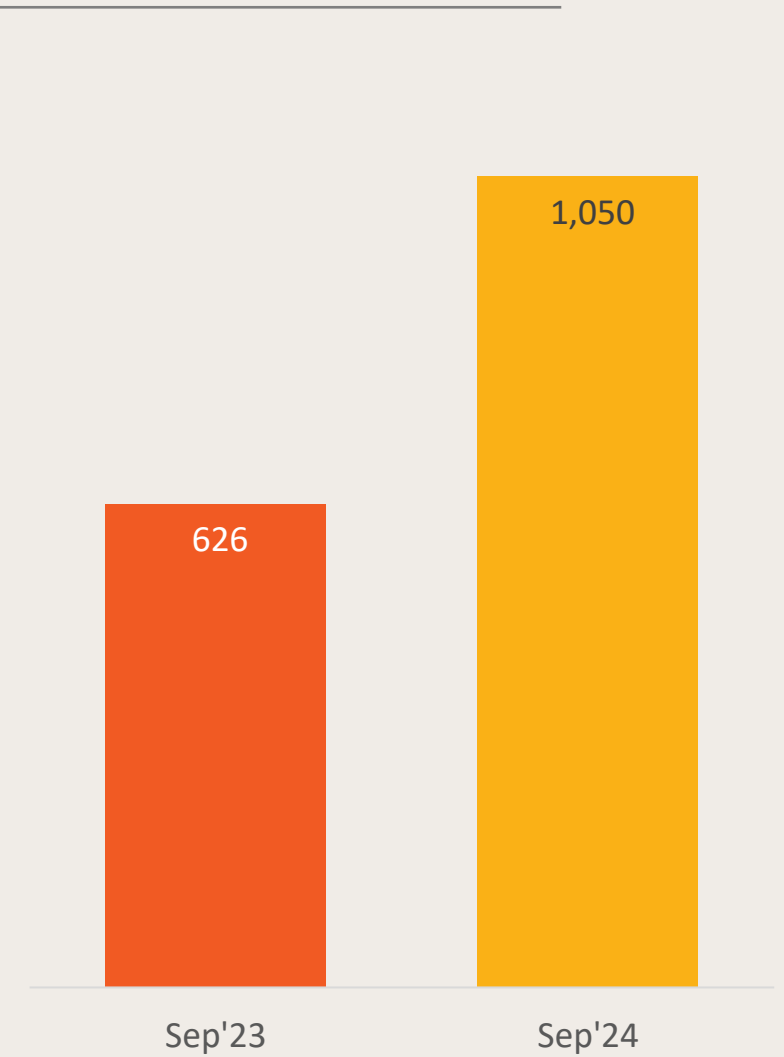
Disbursement (₹ Cr.)



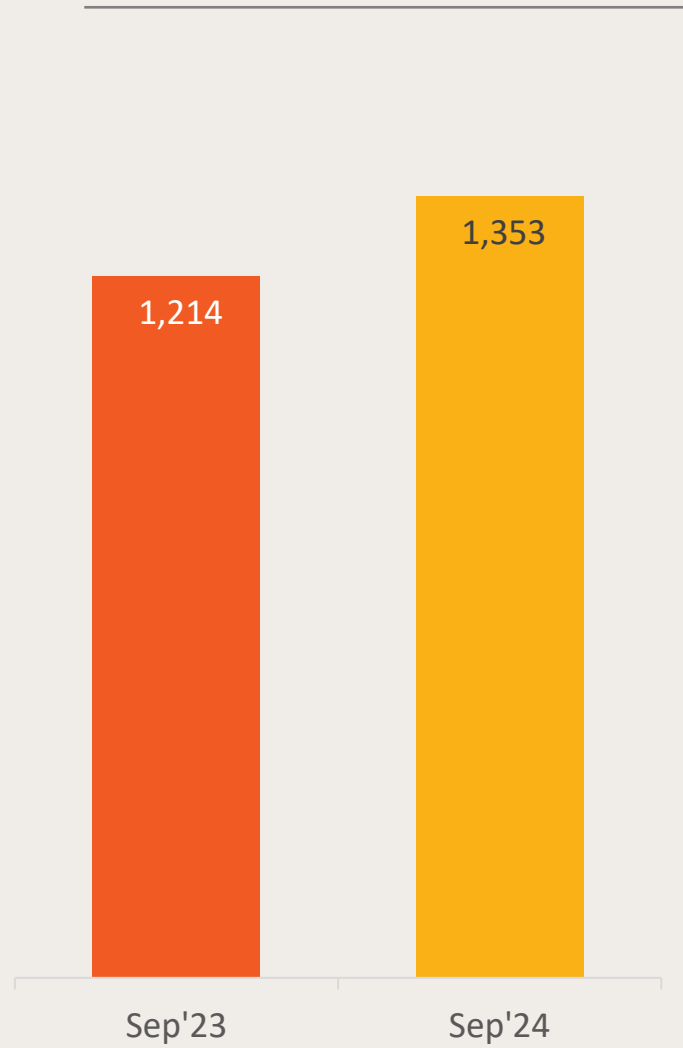
Loan Book (₹ Cr.)



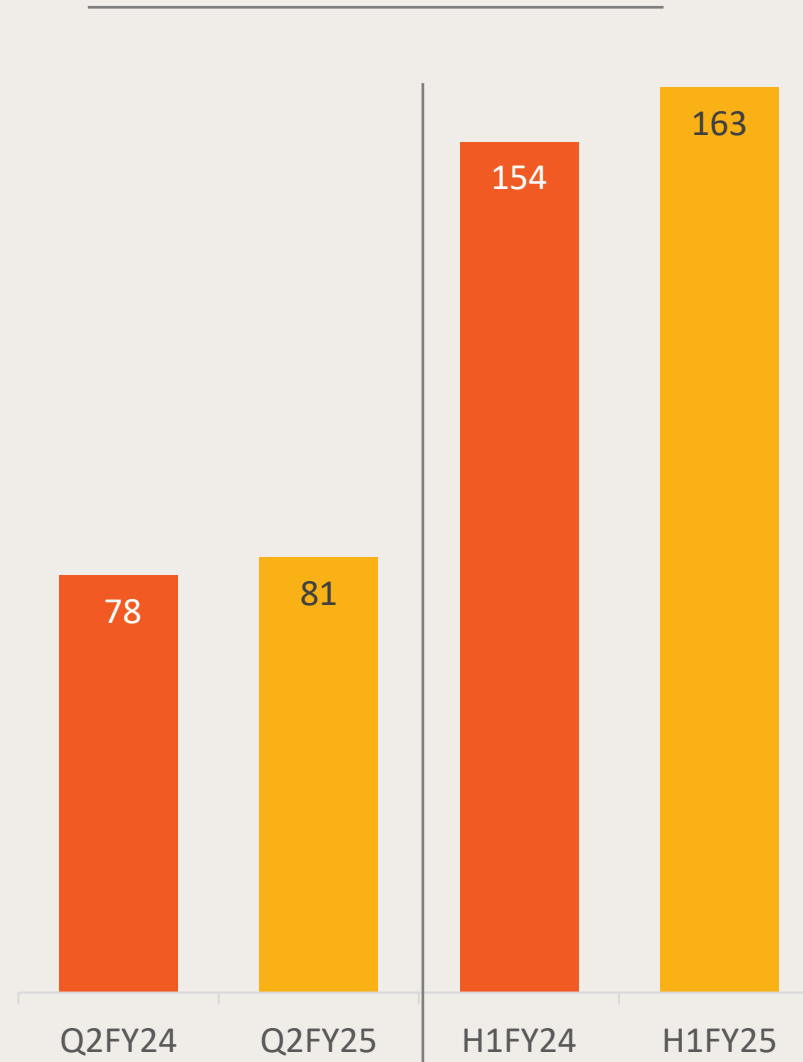
Sales RM Count



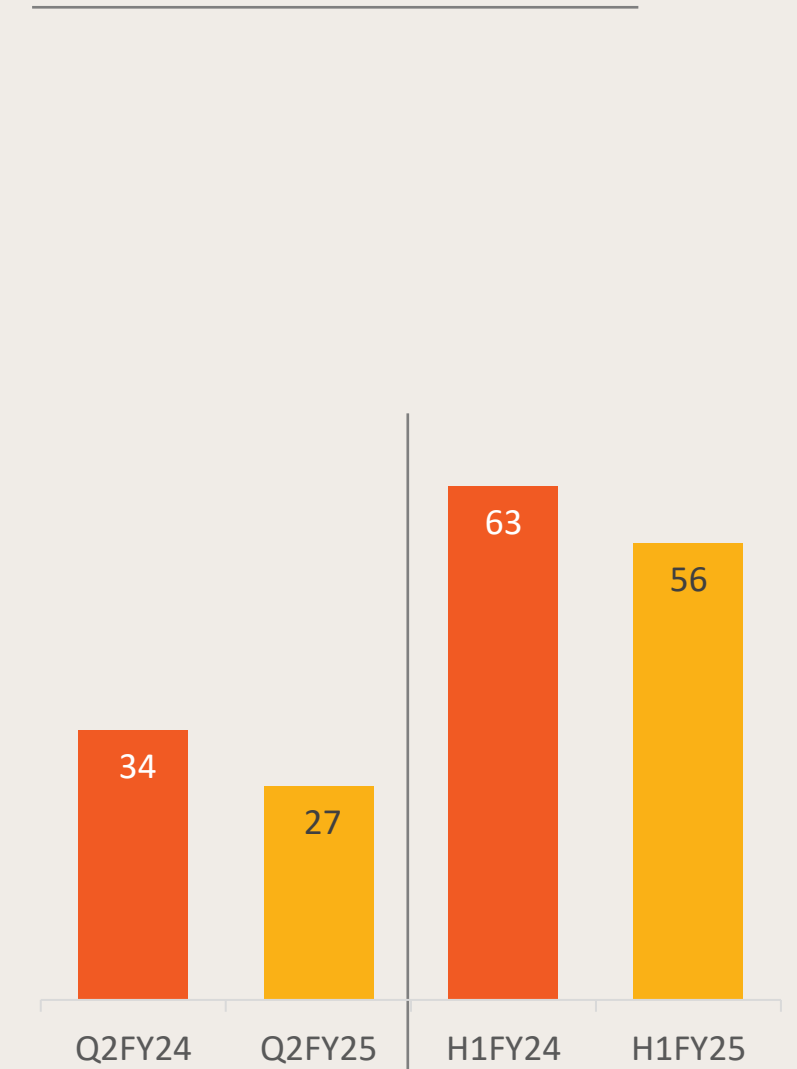
Net Worth (₹ Cr.)



Net Interest Income (₹ Cr.)



PAT* (₹ Cr.)



*investment in RMs impacted the PAT

Home Finance - Financial Parameters

Parameters	H1FY25	H1FY24
AUM (₹ Cr)	4,233	3,779
Yield	13.8%	14.4%
COF	8.4%	8.3%
Spread	5.4%	6.1%
NIM	7.1%	7.7%
Cost/Income	55.8%	42.9%
ROA	2.5%	3.1%
ROE	8.5%	10.6%
CRAR	45.6%	47.4%
Net Leverage	1.9x	2.0x
GNPA	1.3%	2.1%
NNPA	0.7%	1.3%



Treasury Investments

Healthy returns at
20.8% XIRR since
FY14

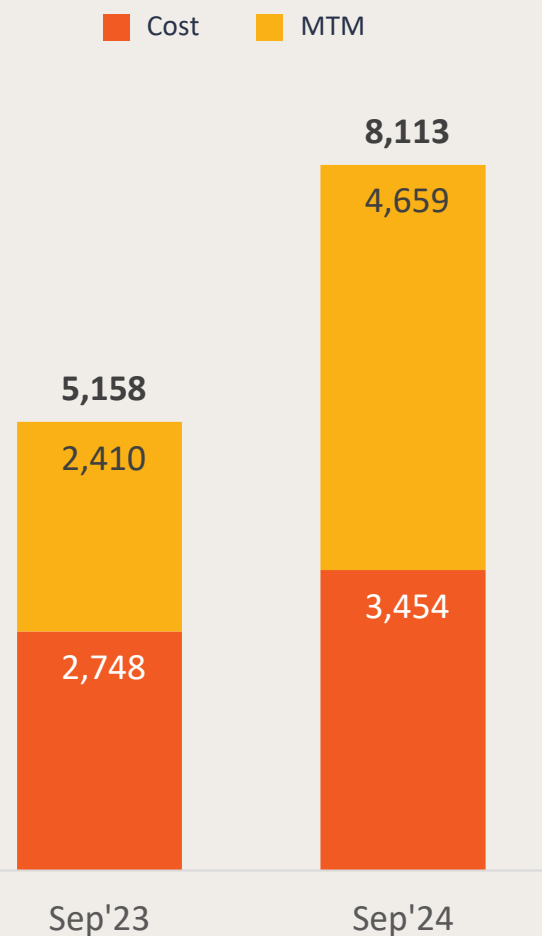
Helps in absorbing
shocks in an
uncertain
environment

Helps to grab new
opportunities and
foster the existing
businesses

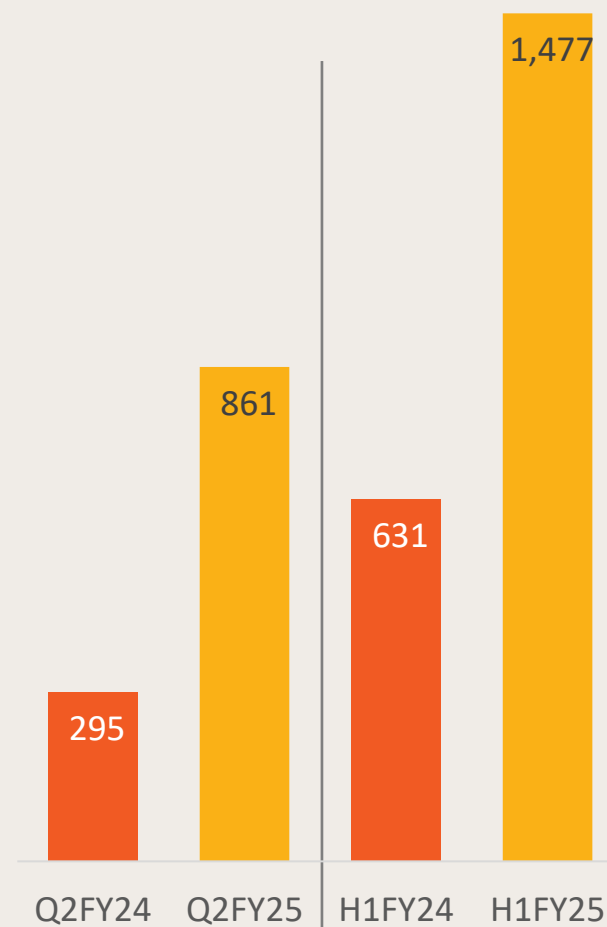
Skin in the game

**Skin in the
game*
₹10,500+ Cr.**

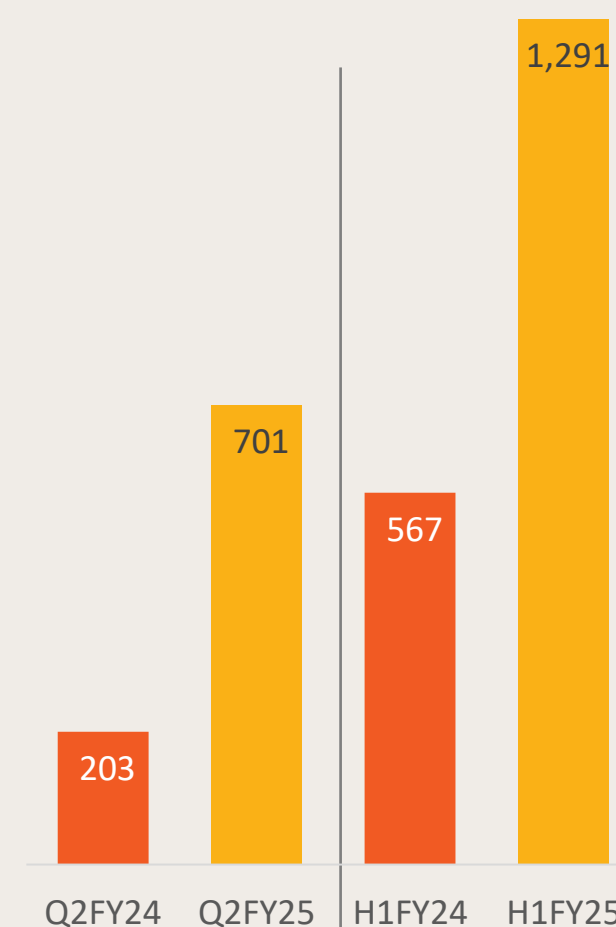
Treasury Investments (₹ Cr.)



Gross Revenue (₹ Cr.)



PAT incl. OCI (₹ Cr.)



*include sponsor and promoters' investments

Highly experienced and pedigreed management team



RAAMDEO AGRAWAL
Chairman

- Chartered Accountant
- Four decades of rich experience in research and wealth creating study
- Co-Promoter of Motilal Oswal



Motilal Oswal
MD & CEO

- Chartered Accountant
- Four decades of rich experience in operations
- Co-Promoter of Motilal Oswal



NAVIN AGARWAL
Group MD - MOFSL

- CA, ICWA, CS, and CFA
- Three decades of rich experience in building and running businesses
- Joined the group in 2000



AJAY MENON
CEO – Wealth Management

- Chartered Accountant
- Over 24 years of experience in Capital Markets
- Joined the Group in 1998.



PRATEEK AGARWAL
MD & CEO – Asset Management

- PGDM, from XLRI and B.E. in Electronics from NIT
- Possesses over 30 years of experience in fund management and asset management.
- Joined MOAMC in 2023



RAJAT RAJGARHIA
CEO – Institutional Equities

- CA and MBA
- Over two decades of rich experience in capital markets
- He joined MOFSL in 2001



AMIT RAMCHANDANI
CEO – Investment Banking

- MBA from JBIMS
- Over two decades of rich experience in financial sectors across Investment Banking role.
- He joined MOFSL Group in 2024

Highly experienced and pedigreed management team(Contd.)



VISHAL TULSYAN
CEO – Private Equity

- Chartered Accountant
- More than 25 years of experience in Financial Services.
- Joined MOFSL in 2006 and is the founder MD & CEO, of Motilal Oswal Alternates.



SUKESH BHOWAL
CEO- Housing Finance

- Bachelor of Technology from IIT Mumbai and PGDM in Finance & Marketing from IIM Lucknow
- Over 27 years of experience in Sales & Distribution, Retail & Mortgage Lending, Real Estate Lending, etc.
- Joined MOHFL in 2023



ASHISH SHANKER
CEO- Private Wealth Management

- Management Graduate from University of Bangalore and an alumni of Harvard Business School
- Over 25 years of experience.
- He joined MOPWM in 2012



SHALIBHADRA SHAH
Chief Financial Officer

- Chartered Accountant
- 22 years of experience in Finance and Strategy
- He joined the MOFSL Group in 2006.



PANKAJ PUROHIT
Chief Technology Officer

- Bachelor in Engineering
- More than 26 years of experience.
- He joined the MOFSL Group in 2004.



NIREN SRIVASTAVA
Chief Human Resource Officer

- Postgraduate in HR and graduate in Political Science and Sociology.
- More than 20 years of experience.
- He joined the MOFSL Group in 2023



SANDEEP WALUNJ
Chief Marketing Officer

- PDGM from IIM Ahmedabad
- Over 28 years of rich experience in Marketing, digital, products, and innovation across various industries.
- He joined the MOFSL Group in 2024

MOFSL's ESG Initiatives

Rating assigned by CRISIL has assigned to MOFSL in its Sustainability Yearbook 2024 "ADEQUATE" – Rating Category "VERY GOOD" – Disclosure level

Launched an online ESG profile platform, which adheres to international frameworks such as IFC, GRI, SASB, CDP, etc. [Link](#)



- More than 80% of servers are in virtual environment, which reduces electricity costs & carbon foot print
- Main office building is equipped with rainwater harvesting system and recycled waste water is reused as flush water and in watering plants
- Planted and maintaining trees in & around the

office premises.

- Food wastage awareness drive in the head office
- We ensure that we fund projects that are on non-agricultural and/or non-forest lands, with all environmental clearances in place
- MOHF follows International Finance Corporation (IFC) Performance Standard



- Physical & emotional wellbeing assistance program
- Employee engagement programs –sports events & festival celebrations
- Set standard practices are followed across all branches to ensure safety of employees
- Dedicated Talent Development Programs for developing and fast-tracking high potential talents

- We have formed a committee, W-I-N-G-S (Women Initiative to Nurture, Grow & Succeed), to ensure substantial women representation in mid-senior level of the organization
- Offers home loan at concessional rate to women borrowers
- Employee Diversity – ~27% of the company's permanent employees are women



- Diverse Board composition
- 50% Independent Director in Holding Company and at least 50% in material subsidiary
- Average Board experience >30 years
- Remuneration policy recommended by Nomination & Remuneration Committee
- Corporate Governance

- Code of Conduct Policy
- Risk Management Policy
- Data Privacy Policy
- Business Responsibility Reporting
- Policy for prohibition of Insider Trading
- Prevention of Sexual Harassment at Workplace – policy & awareness

Philanthropy

Institution Building Activities



MoU with IIT Bombay for MO Research Centre



MoU with IIM Mumbai for MO Knowledge Centre



Krishikul Inauguration – Beed, Maharashtra

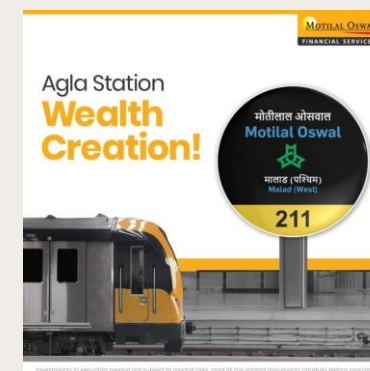


Donation to Plaksha University – Mohali Panjab

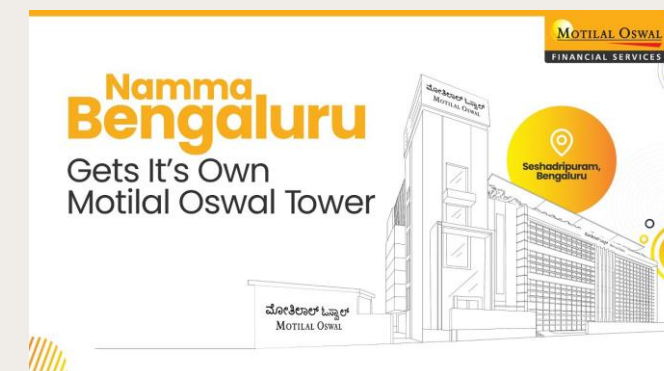
Strategic Brand Leadership Initiatives



Man from Motilal Oswal Campaign
Positioned research and advisory as key brand differentiators.



Motilal Oswal Malad West Metro Station
Landmark association with Malad, a suburb that houses over 4,000+ employees.



New Motilal Oswal Tower in Bengaluru
Inaugurated a cutting-edge facility in Bengaluru, commencing our plan to have a tower in every major city.



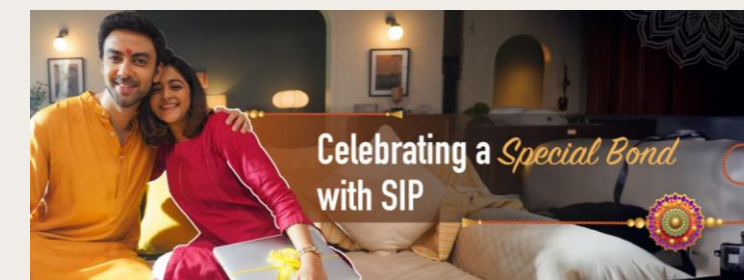
Impactful NFO Launches with Record-breaking Success
The Defence fund secured ₹1,676 Cr in NFO collections, while the Momentum 50 fund ranked #1 in B2C digital collections.



AI- Driven 'Growth Ka Chashma'
Empowered investors with quick and easy pictorial search of growth sectors and stocks; with their mobile phone.



Dadvice on Father's Day
Honoured timeless investment wisdom received from fathers, strengthening our connection with investors.



Raksha Bandhan SIP Drive
Encouraged brothers to be financial ready for the growing needs of their sisters. Celebrating relationships and long-term growth.

Robust Digital Infrastructure

Data Science

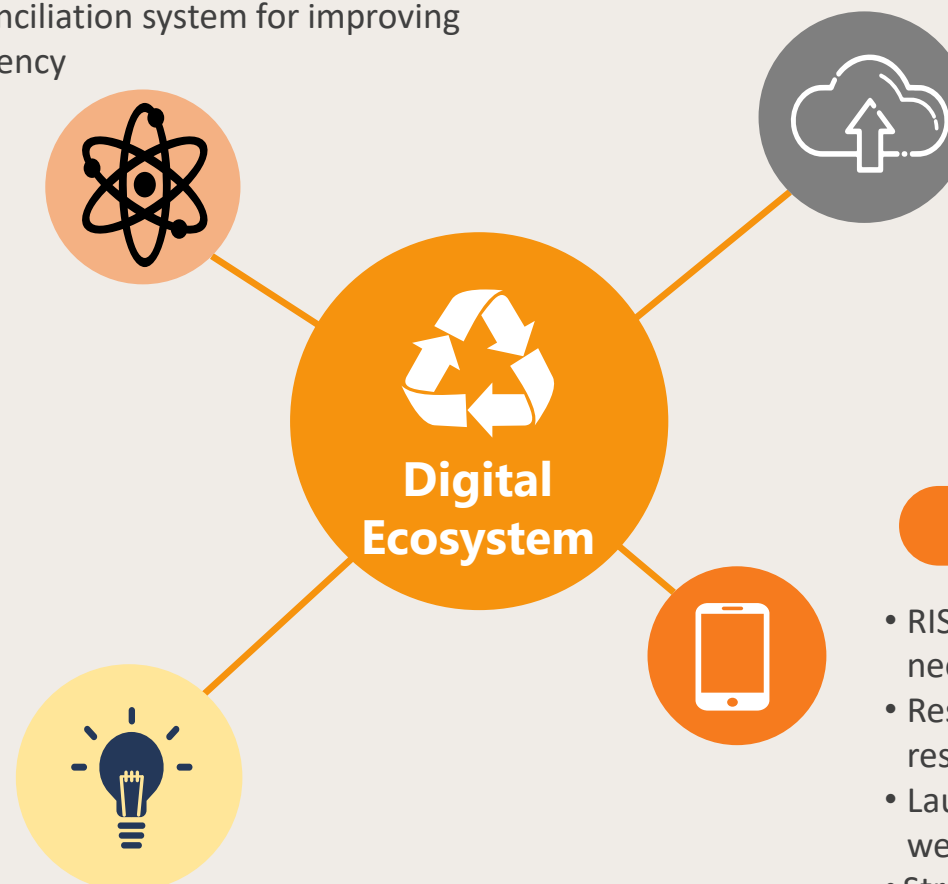
- AI enabled smart search on mobile apps
- Hyper personalization of all digital campaigns
- Alpha Generator - AI powered research recommendation system
- Smart trade reconciliation system for improving compliance efficiency

Digital Infrastructure

- Moving to cloud based modular architecture
- Rapid application development platform with new age technologies like Flutter (Google)
- Centralized platform for client and partner servicing
- Collaboration with Fintechs & Financial Institutions
- Integrating open source platforms
- Implemented Far Disaster Recovery (FDR) mechanism

Technology Powered Growth

- Research collaboration with IIT Mumbai
- Comprehensive customer onboarding process integrated with technologies like account aggregator, Reverse Penny Drop, advanced OCR etc.
- Digital Acquisitions & start-up collaborations



Digital Products

- RISE - Super app a one-stop shop for all financial needs
- Research 360 Subscriptions to monetize strong research capabilities
- Launched MO first – All new platform for external wealth managers
- StratX (Algo marketplace) – 7 Exchange Algo's listed in Q2FY25
- Launched Advisor Co-pilot (empowering advisor to provide high quality advise to clients)

Increasing investments in building MOFSL a Talent Powerhouse

An expanding employee base to support our aspirations



~13,000
strong employee base



4,800+ Gross hires in FY 25
200 + Senior hires in FY 25



~24%
Diversity levels across the group

With a focus on becoming a talent powerhouse through a bouquet of talent related interventions
Almost **4 Lac** learning hours clocked in FY 25

Signature Leadership Programmes



200 "Talent" employees being covered

Developing Managerial Capability



750 managers being covered

Building our Young Leadership Practice



Hiring 100 future leaders

Building a Future Ready & Best in Class Learning Infrastructure



Sprawling 17 Acre MO Learning Academy Campus being planned at Panvel

Thank You

For any query, please contact :

SHALIBHADRA SHAH

CHIEF FINANCIAL OFFICER

shalibhadrashah@motilaloswal.com

MANISH KAYAL

HEAD INVESTOR RELATIONS

manish.kayal@motilaloswal.com

investorrelations@motilaloswal.com

For more details refer data book published on our website. [Click here](#) to access.

Data Book Contents

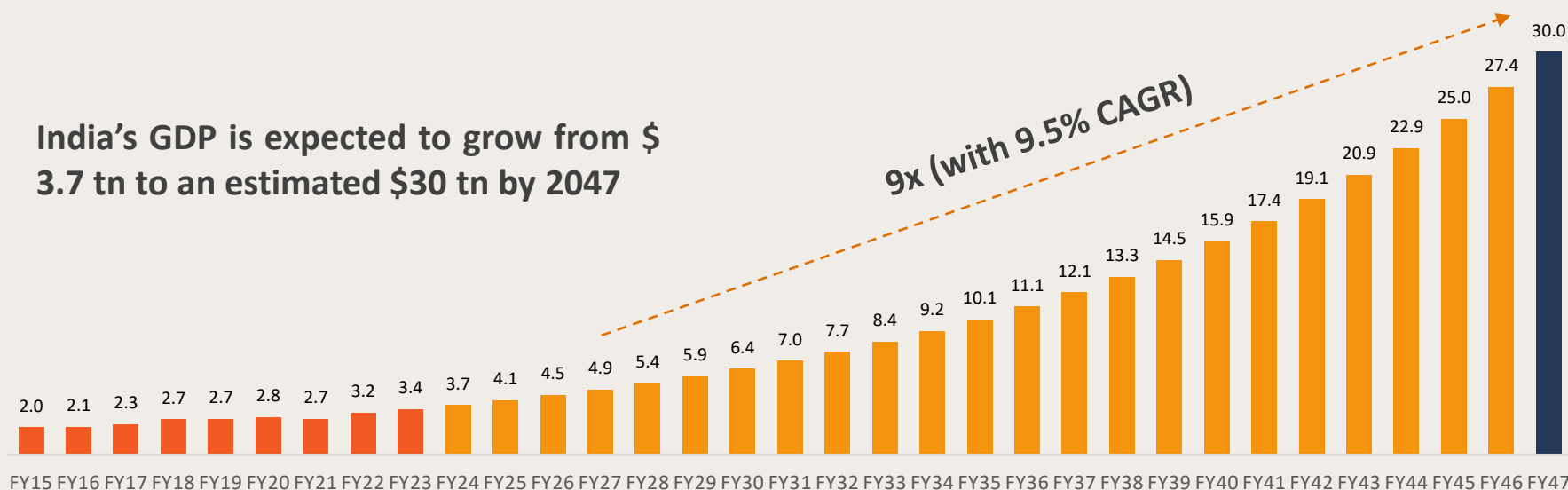
1. Consolidated Performance
2. Segmental Performance
 - a. Wealth Management
 - b. Private Wealth Management
 - c. Asset Management
 - d. Affordable Housing Finance
 - e. Treasury Investments
3. Reconciliation to Financial Statements

Company Website : <https://www.motilaloswalgroup.com>

‘Economic takeoff’: India likely to retain its position as the world’s fastest- growing major economy

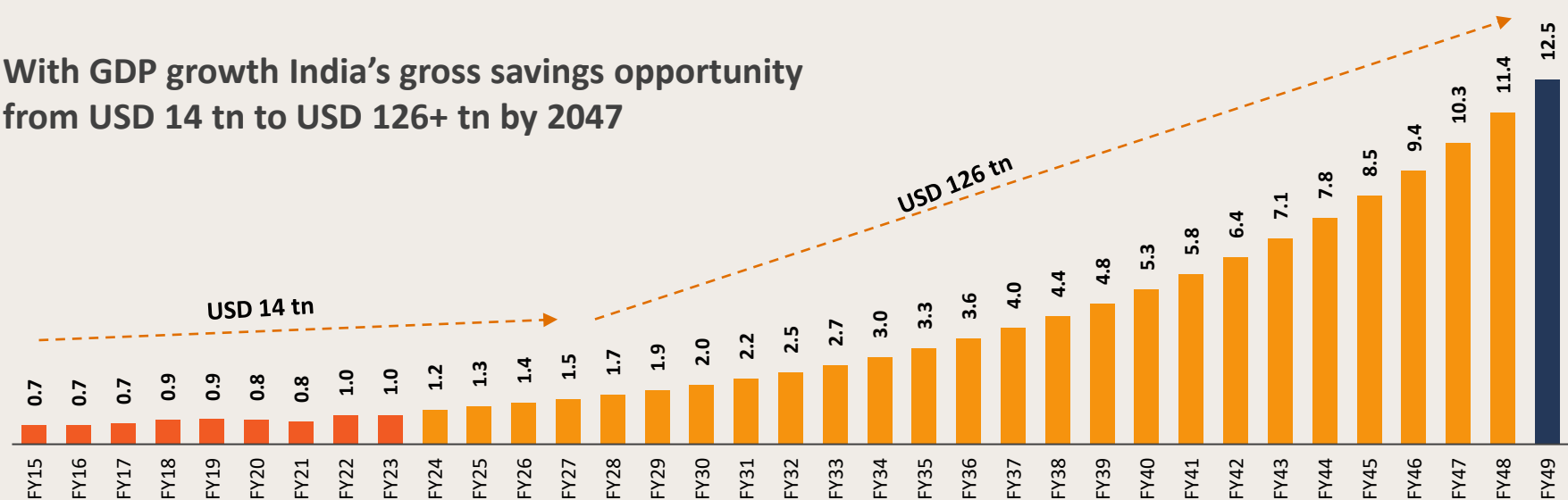
Gross Domestic Product (USD Bn.)

India’s GDP is expected to grow from \$ 3.7 tn to an estimated \$30 tn by 2047



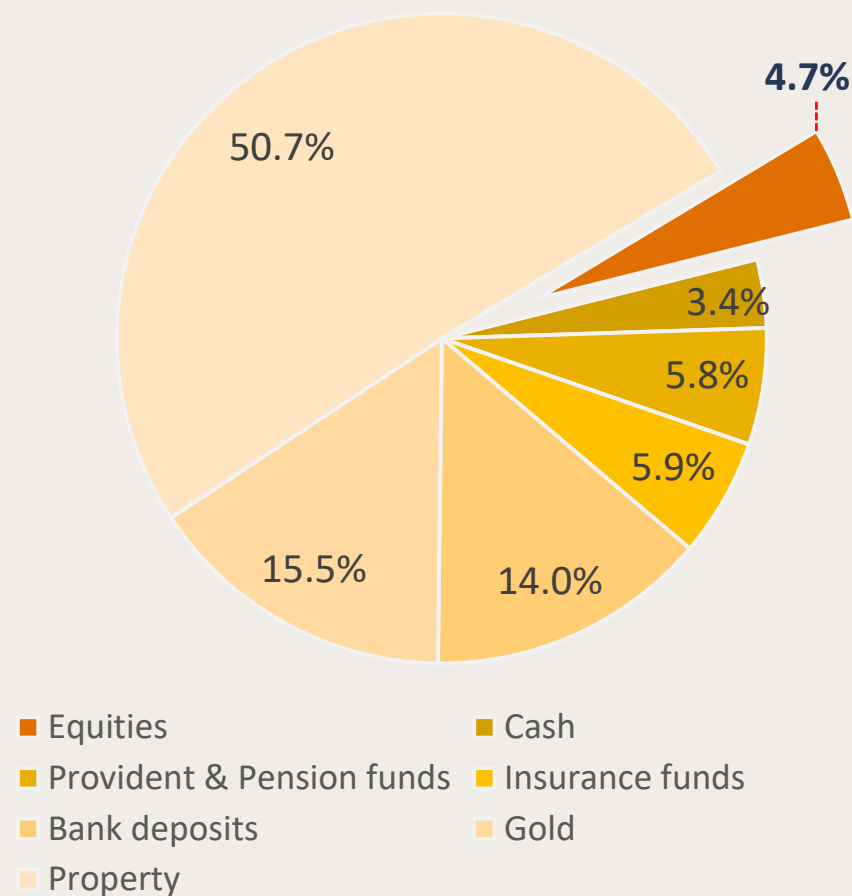
Gross Domestic Savings (USD Bn.)

With GDP growth India’s gross savings opportunity from USD 14 tn to USD 126+ tn by 2047

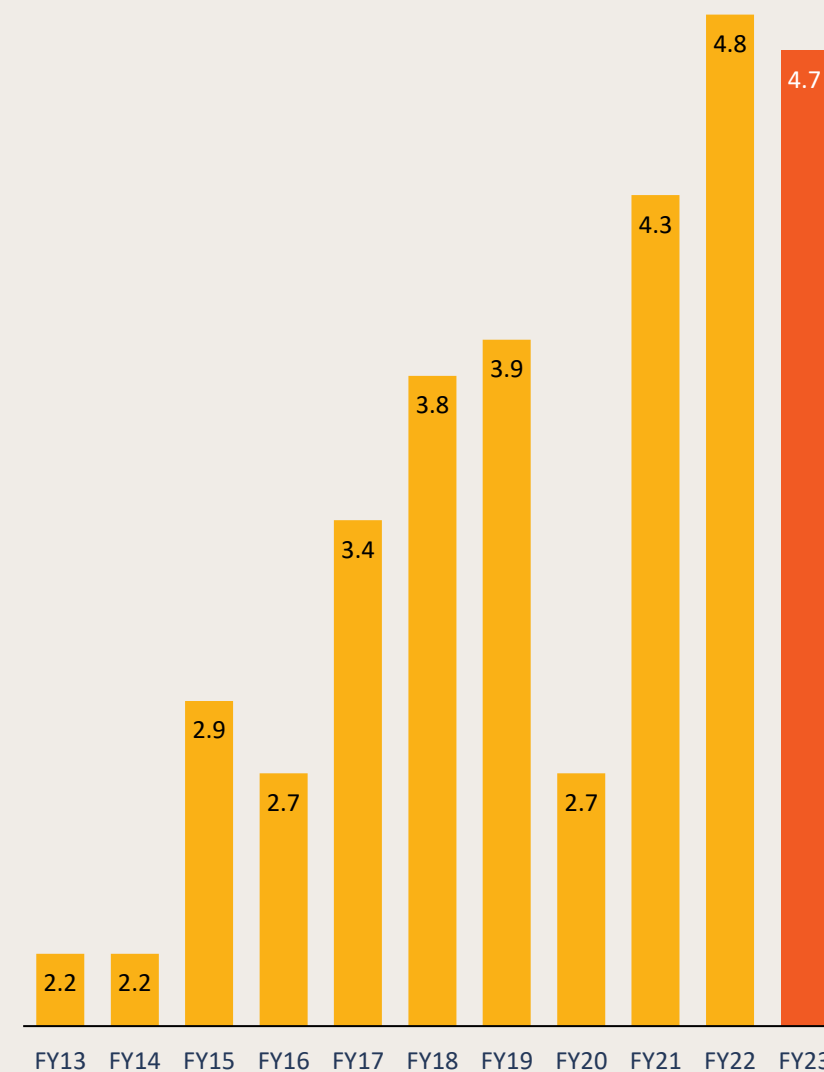


Financialization of Savings Propelling equities

Total Indian Household assets \$ 11.1 Tn (FY23)



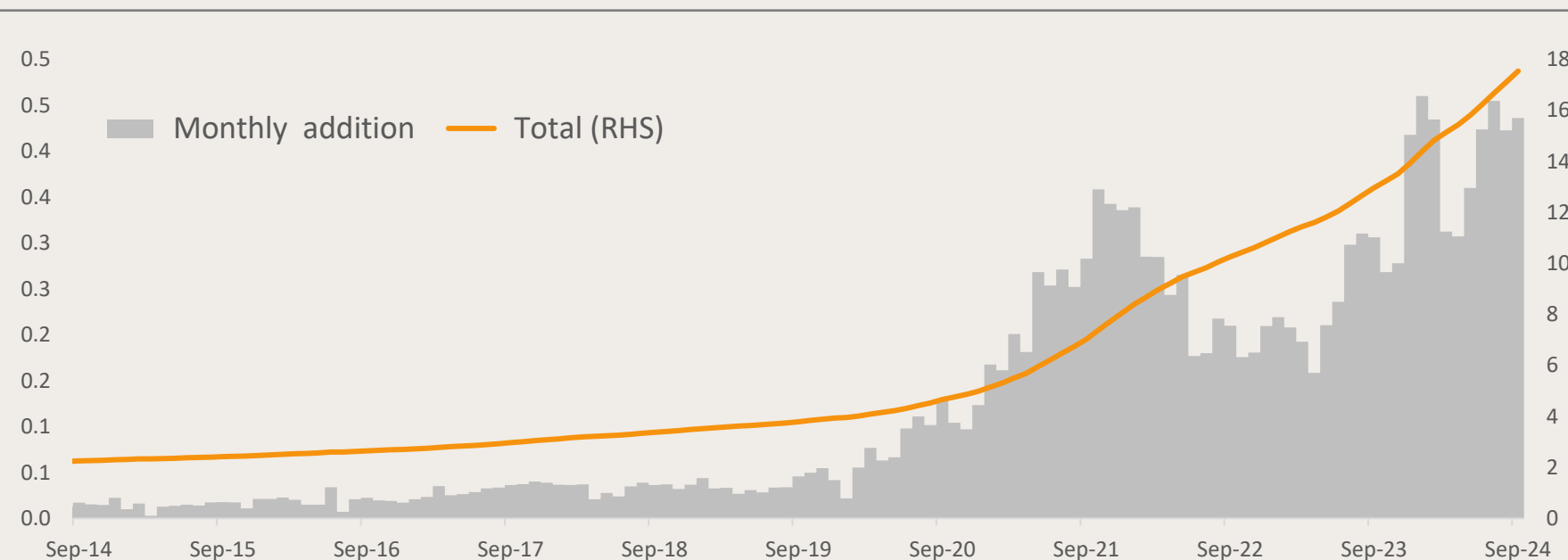
% of Household Assets in Equities



**Digitization
Driving
Exponential
Retail
participation**

Strong addition of Demat accounts and SIP flows signal a significant runway for sustained growth with projections indicating a trajectory over 30% for the medium term

Demat Accounts (in Cr)



SIP flows on a relentless rise, making the markets resilient

