

**Motilal Oswal Financial Services Limited**

CIN: L67190MH2005PLC153397

Regd. Off.: Motilal Oswal Tower,  
Rahimtullah Sayani Road,

Opp. Parel ST Depot,  
Prabhadevi, Mumbai – 400025

Board: +91 22 7193 4200 / 4263

Fax: +91 22 5036 2365

July 27, 2023

**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: MOTILALOSF

**Sub.: Investor(s) / Analyst(s) Presentation – Financial Performance for Q1 FY 2023-24**

Dear Sir/ Madam,

This is with reference to our earlier letter dated July 21, 2023 regarding Earnings Conference Call with Investor(s)/ Analyst(s) for discussing Q1 FY 2023-24 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](http://www.motilaloswalgroup.com).

Further, the Audio recording and transcript of earning con-call will be made available on the Company's Website i.e. [www.motilaloswalgroup.com](http://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



MOTILAL OSWAL

# Motilal Oswal

## Financial Services

### Earnings Presentation

Q1FY24



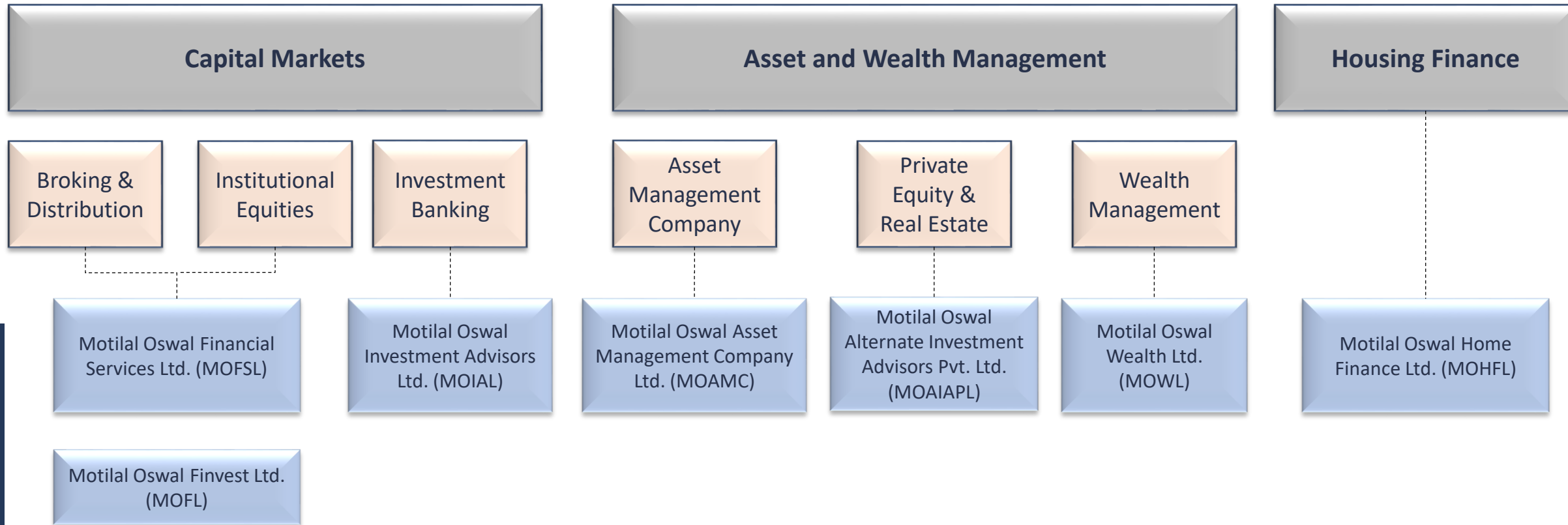
**BUSINESSES  
BUILDING SCALE**

**FOCUS ON SUSTAINABLE  
GROWTH**

**ALL BIZ OFFER HUGE  
HEADROOM FOR GROWTH**

# Group Structure

## MOFSL Group



# Key Highlights for Q1FY24



Assets under advice

₹ 3.8 tn  31% YoY



Revenue

₹ 12.6 bn  32% YoY



Operating profit

₹ 2.4 bn  28% YoY



Total PAT

₹ 5.3 bn



Net Worth

₹ 69.3 bn  23% YoY



Lending Book\*

₹ 91.1 bn  49% YoY



ROA (incl. OCI)\*\*

10.6%



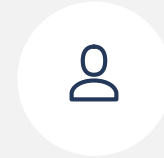
ROE\*\*

36.3%



Clients

5.6 mn  12% YoY



Employees

9,807

\*Average lending book

\*\*ROA and ROE are annualized

# Business Updates



## Capital Markets

- MOFSL is amongst the top 3 broking houses in terms of gross brokerage revenue
- Capital Markets business reported all-time high profit of ₹ 1.55 bn in Q1FY24, up 63% YoY
- Retail Cash market share was up 110 bps QoQ to 6.2%
- Retail F&O Premium market share stood at 7.2% compared to turnover market share of 4.3%
- Distribution AUM grew 20% YoY to ₹ 223 bn
- Completed 6 IB deals worth ₹ 37.3 bn in Q1FY24



## Asset & Wealth Management

- Overall AUM crossed ₹ 1.25 tn mark; AMC AUM crossed ₹ 500 bn mark
- Strong performance in Active MF schemes resulted in 89% YoY growth in Gross Sales
- Successfully launched Microcap 250 Index Fund garnering ₹ 1.2 bn from 26,000+ investors
- Achieved Wealth net sales of ₹ 18.8 bn in Q1FY24. AUM grew to ₹ 664 bn
- Added gross 22 Wealth RMs in Q1FY24, total RM count stands at 197



## Home Finance

- Appointed Sukesh Bhowal, having 27 years of experience in mortgage lending, as Chief Executive Officer. Also appointed Shobhit Doru & Rajesh Maiya as Chief Operating Officer & Chief Business Officer respectively
- AUM grew by 6% YoY to ₹ 37.8 bn. Robust NIM of 7.6% and spread of 6.1%



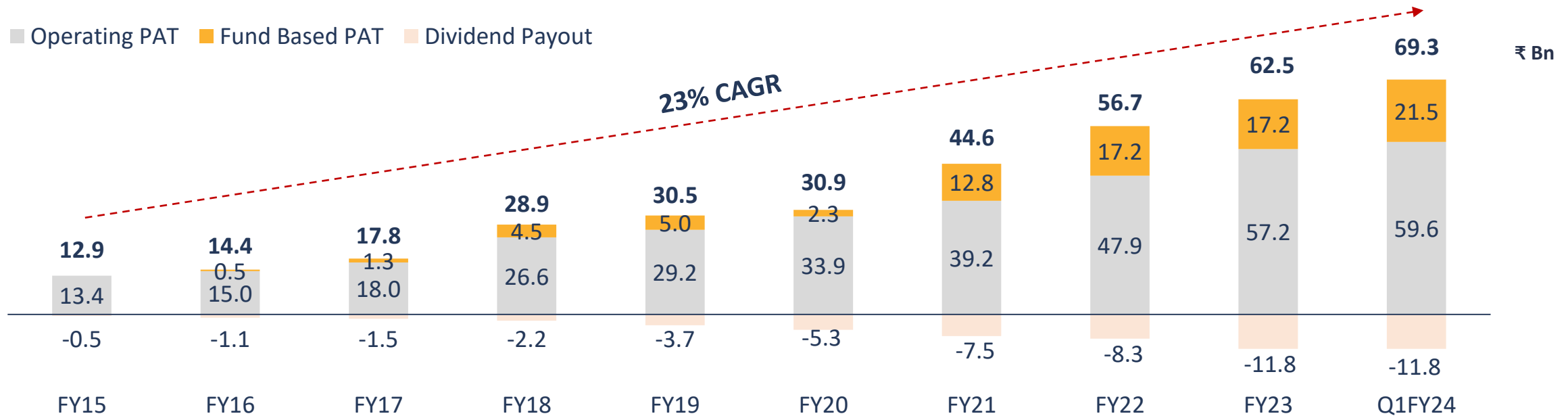
## Fund Based Investments

- Investment book of ₹ 50.8 bn; XIRR of 17% since inception
- Reported healthy PAT of ₹ 2.9 bn



# 23% Net Worth CAGR

Operating PAT and Fund Based Investments PAT driving robust Net Worth growth at 23% CAGR post 28% Dividend Payouts



19%  
Avg. Operating PAT  
ROE

28%  
Dividend Payout<sup>(1)</sup>



10%  
Avg. Fund Based PAT  
ROE<sup>(2)</sup>



23%  
Net Worth CAGR

1. Dividend Payout includes buyback and is calculated on operating profit

2. XIRR of 17% since inception

FY18 figures are adjusted for INDAS transition

# Consolidated P&L

PARTICULARS (₹ Mn)	Q1FY24	Q1FY23	YoY (%)	Q4FY23	QoQ (%)
Capital Markets (Broking, Distribution & IB)	8,794	6,107	44%	7,448	18%
Asset and Wealth Management	2,407	2,192	10%	2,517	-4%
Housing Finance	1,436	1,262	14%	1,386	4%
<b>Total Revenues</b>	<b>12,637</b>	<b>9,561</b>	<b>32%</b>	<b>11,350</b>	<b>11%</b>
Total Revenues after Intercompany adj.	11,891	9,152	30%	10,707	11%
Operating Expense	2,167	2,223	-2%	2,028	7%
Employee Expense	3,121	2,300	36%	2,680	16%
Interest Expense	2,057	1,034	99%	1,773	16%
Other Expense <sup>(1)</sup>	1,380	1,092	26%	1,159	19%
<b>Total Expense</b>	<b>8,725</b>	<b>6,648</b>	<b>31%</b>	<b>7,639</b>	<b>14%</b>
PBT	3,166	2,504	26%	3,068	3%
<b>Operating PAT</b>	<b>2,396</b>	<b>1,872</b>	<b>28%</b>	<b>2,326</b>	<b>3%</b>
Operating PAT incl. PE & RE profit share	2,413	1,872	29%	2,355	2%

1. Other Expense was up due to increase in standard provisions on lending book.

# Consolidated Profit After Tax

Particulars (₹ Mn)	Q1FY24	Q1FY23	YoY (%)	Q4FY23	QoQ (%)
Capital Markets (Broking, Distribution & IB)	1,554	956	63%	1,355	15%
Asset & Wealth	641	583	10%	660	-3%
Home Finance	286	321	-11%	315	-9%
Intercompany adj.	-86	6	-	-2	-
<b>Operating PAT</b>	<b>2,396</b>	<b>1,872</b>	<b>28%</b>	<b>2,326</b>	<b>3%</b>
Operating PAT incl. PE & RE profit share	2,413	1,872	29%	2,355	2%
Fund Based PAT	2,856	-1,559	-	-708	-
<b>PAT</b>	<b>5,269</b>	<b>313</b>	<b>-</b>	<b>1,647</b>	<b>-</b>
Other Comprehensive Income (OCI)	1,447	-495	-	-507	-
<b>Total PAT</b>	<b>6,716</b>	<b>-182</b>	<b>-</b>	<b>1,140</b>	<b>-</b>



# Consolidated Balance Sheet

PARTICULARS (₹ Bn)	Jun 30, 2023	Mar 31, 2023
<b>SOURCES OF FUNDS</b>		
Net Worth	69.3	62.5
Borrowings	105.5	103.1
Minority Interest	0.3	0.3
<b>Total Liabilities</b>	<b>175.1</b>	<b>165.9</b>
<b>APPLICATION OF FUNDS</b>		
Fixed assets (net block)	4.8	4.7
Investments	52.1	47.9
Loans and Advances	94.9	72.2
Net Current Assets <sup>(1)</sup>	23.2	41.2
<b>Total Assets</b>	<b>175.1</b>	<b>165.9</b>

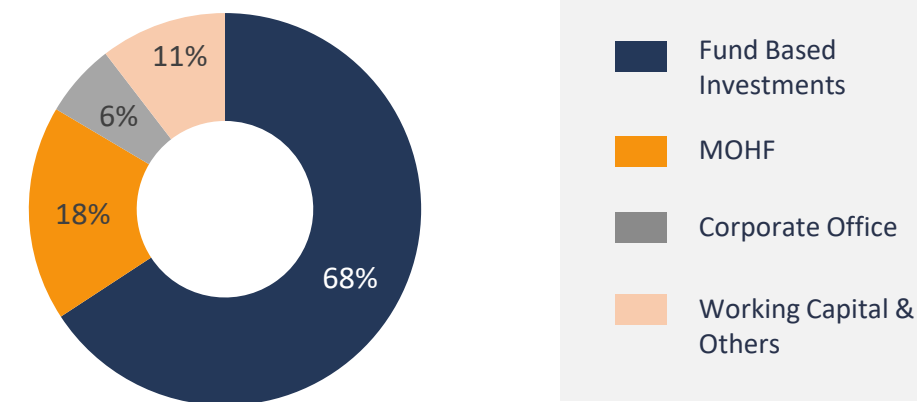
1. Net Current Asset includes cash and cash equivalents and bank balance of ₹ 13.8 bn in Jun-23.

## ROE\*

Q1FY24#	FY23
36%	18%

\*Basis Reported PAT excl. OCI  
# Annualized

## Net Worth Deployment



# Focus on building recurring revenues....

Particulars	NSE Active clients			Total ARPU (₹)		
	Q1FY23	Q4FY23	Q1FY24	Q1FY23	Q4FY23	Q1FY24
Broking	930,588	8,05,125	7,61,297	24,043	24,708	25,443

*NSE Active Clients market share stable at 2.5% across quarters*

Particulars	AUM/Loan Book (₹ Bn)			Net Yield/NIM			Net Revenue (₹ Mn)		
	Q1FY23	Q4FY23	Q1FY24	Q1FY23	Q4FY23	Q1FY24	Q1FY23	Q4FY23	Q1FY24
Asset Management	434	456	515	0.75%	0.75%	0.77%	867	859	906
Wealth Management*	327	393	441	0.54%	0.65%	0.56%	448	634	593
Private Equity	85	103	99	1.16%	2.02%	1.31%	272	501	331
<b>Total Asset and Wealth Management</b>	<b>846</b>	<b>952</b>	<b>1,056</b>	<b>0.71%</b>	<b>0.84%</b>	<b>0.74%</b>	<b>1,586</b>	<b>1,994</b>	<b>1,830</b>
Distribution Assets	186	213	223	0.58%	1.16%	0.74%	267	612	403
Margin & Debtors Funding Book	26	44	53	6.86%	5.44%	4.95%	449	595	658

• *Wealth Management figures are excluding custody assets*

# Revenue from Businesses catering to HNI clients

Q1FY24 (₹ mn)	Wealth Management	Broking & Distribution	Total
Revenue	643	765	1,408
PBT	203	436	639

- Wealth Management business offers financial products and solutions across asset classes to HNI / Ultra-HNI clients
- Broking and Distribution (B&D) business offers the same financial products and solutions to 8,000+ HNI / Ultra-HNI families with a DP balance of ₹ 450 bn.
- The above numbers of Revenues & PBT form part of the overall B&D financials.

# Capital Markets

**7.2%**

Retail F&O premium market share

**6.2%**

Retail cash market share; +110 bps QoQ

**₹ 25,000+**

One of the highest ARPUs in the industry

**₹ 223 Bn**

Distribution AUM; +20% YoY

**₹ 3.2 Bn**

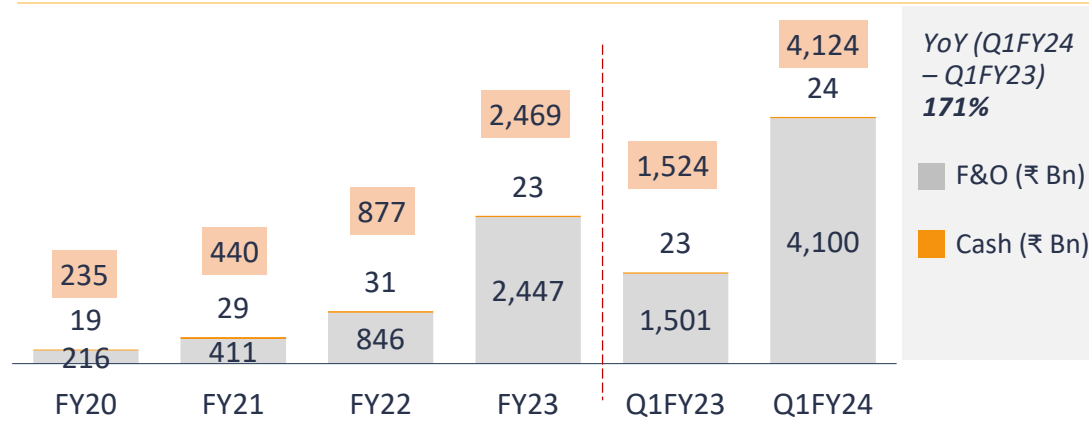
Distribution Net Sales in Q1FY24

PARTICULARS (₹ Mn)	Q1FY24	Q1FY23	YoY (%)	Q4FY23	QoQ (%)
<b>Revenues</b>	<b>8,794</b>	<b>6,107</b>	<b>44%</b>	<b>7,448</b>	<b>18%</b>
• Brokerage	4,521	3,888	16%	4,099	10%
• Distribution	448	376	19%	538	-17%
• Interest	2,617	1,341	95%	2,237	17%
• IB	496	6	-	53	-
• Other Operating Income	711	496	43%	521	36%
<b>Total Expense</b>	<b>6,750</b>	<b>4,827</b>	<b>40%</b>	<b>5,733</b>	<b>18%</b>
• Employee Expense	2,137	1,506	42%	1,650	29%
• Commission Expense	2,028	1,835	11%	1,928	5%
• Interest Expense	1,489	588	153%	1,270	17%
• Other Expense	1,097	898	22%	885	24%
PBT	2,043	1,280	60%	1,715	19%
<b>PAT</b>	<b>1,554</b>	<b>956</b>	<b>63%</b>	<b>1,355</b>	<b>15%</b>

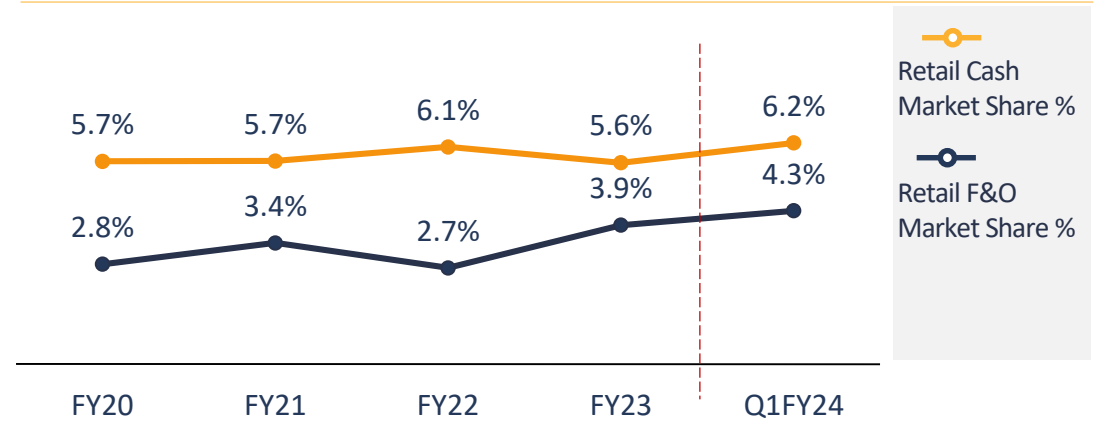
- ADTO grew by 171% YoY/28% QoQ to ₹ 4,124 bn.
- Retail F&O ADTO market share grew by 44 bps QoQ to 4.3%.
- Acquired 1 lakh new clients in Q1FY24.
- Share of brokerage income emanating from 2-5 year vintage clients has grown to 44% in Q1FY24 vis-à-vis 35% in FY20 showcasing stickiness of the clients.
- NSE active client market share stable at 2.5%.
- Tie up with IndusInd Bank for 3-in-1 account.
- Institutional equity business ADTO grew 67% YoY/62% QoQ.
- IB has completed 6 deals worth ₹ 37.3 bn in Q1FY24.
- Currency market share improved by 415 bps QoQ to 22.7%.

# Broking and Distribution – Gaining Market Share

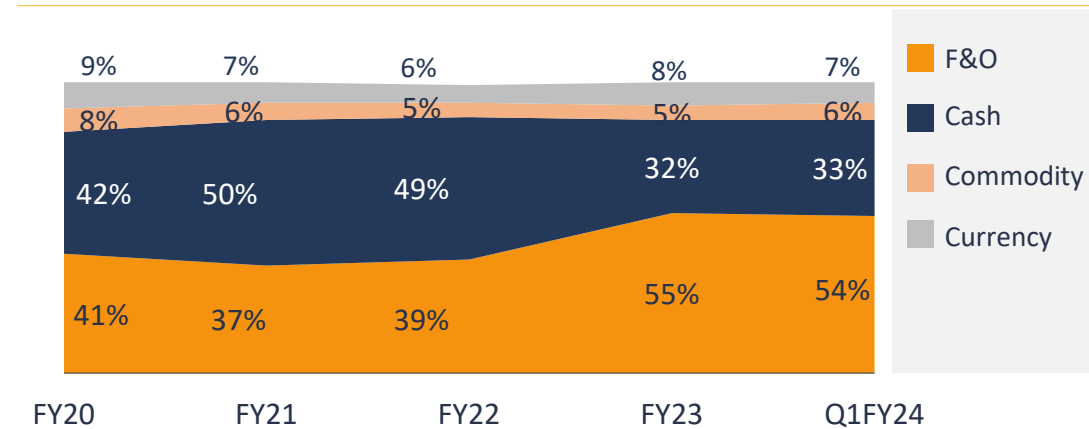
## ADTO continue to rise



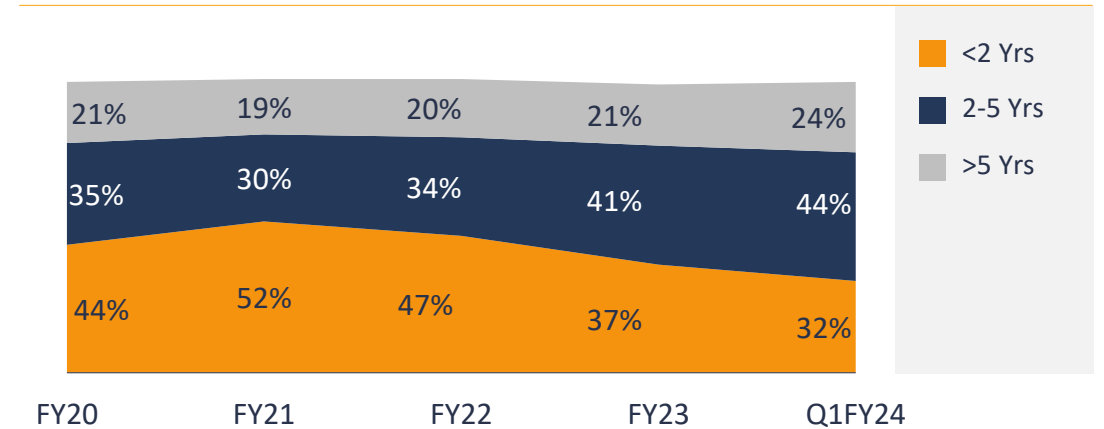
## Gaining F&O market share\*



## Rising share of F&O brokerage



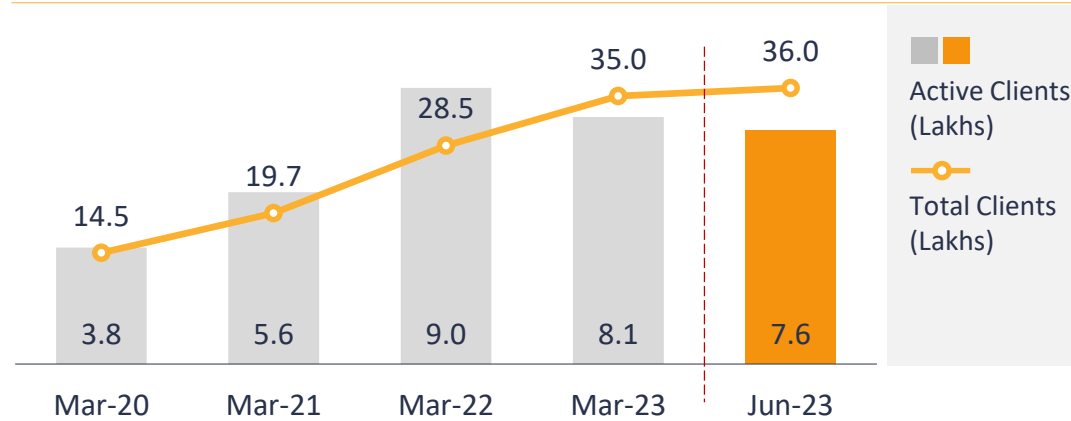
## Rising share of vintage clients



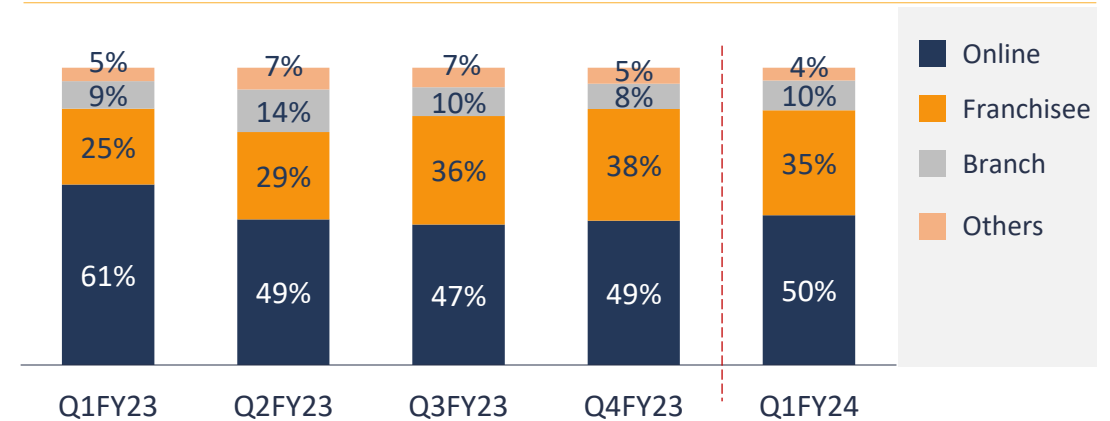
\*Q1FY24 retail cash segment market share is now being calculated considering the retail turnover data shared by NSE.

# Broking and Distribution – Growing and Diversified Client Base

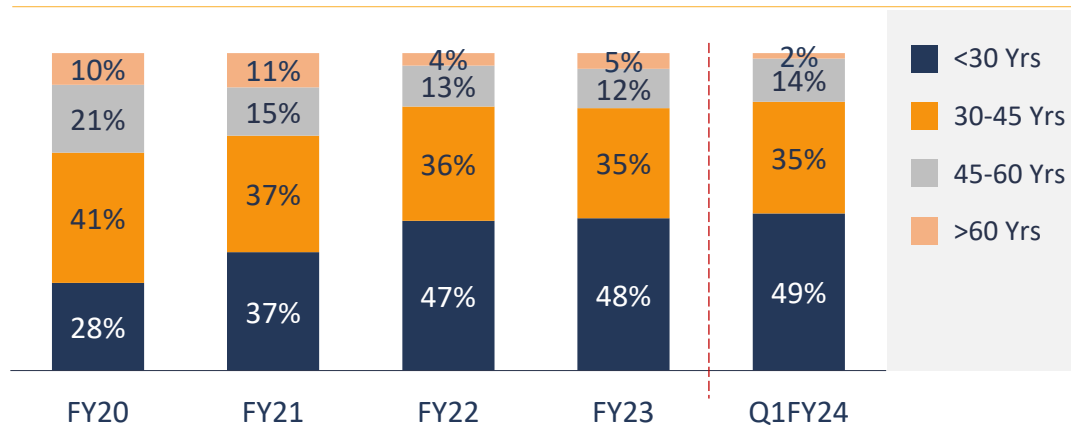
## Client base



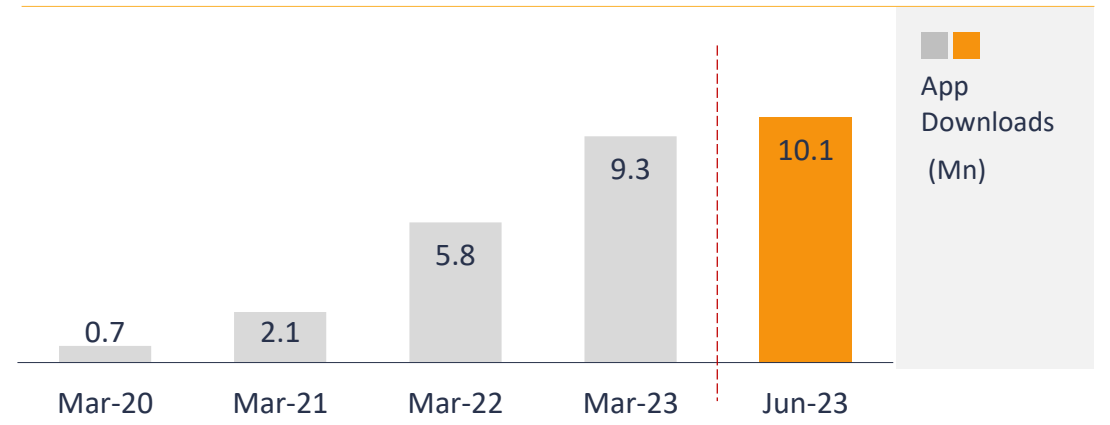
## Emphasis on diversified sourcing model



## Focus on acquiring mass affluent clients



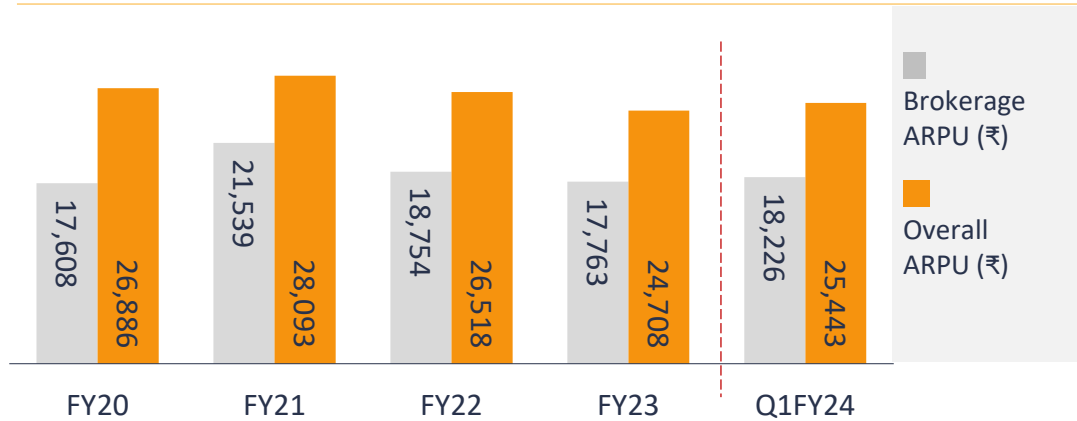
## Gaining traction in App Downloads



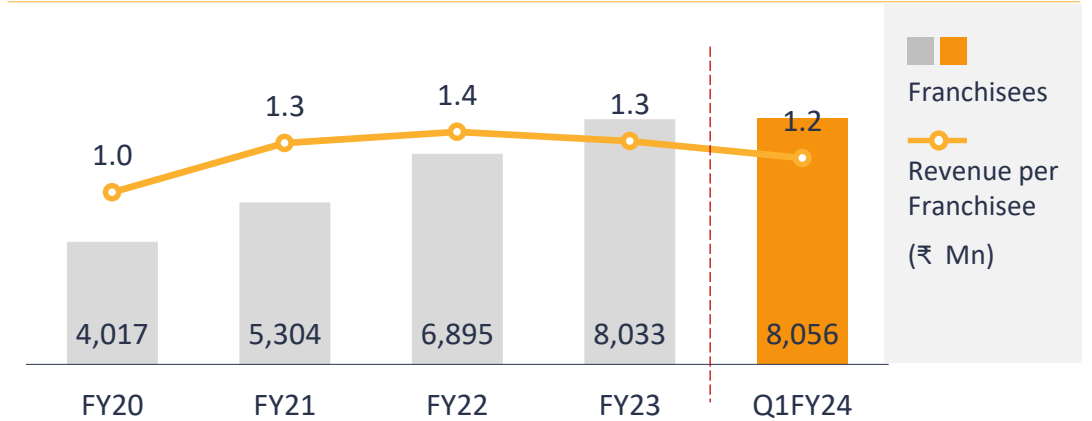


# Broking and Distribution – Emphasis on Revenue & Productivity

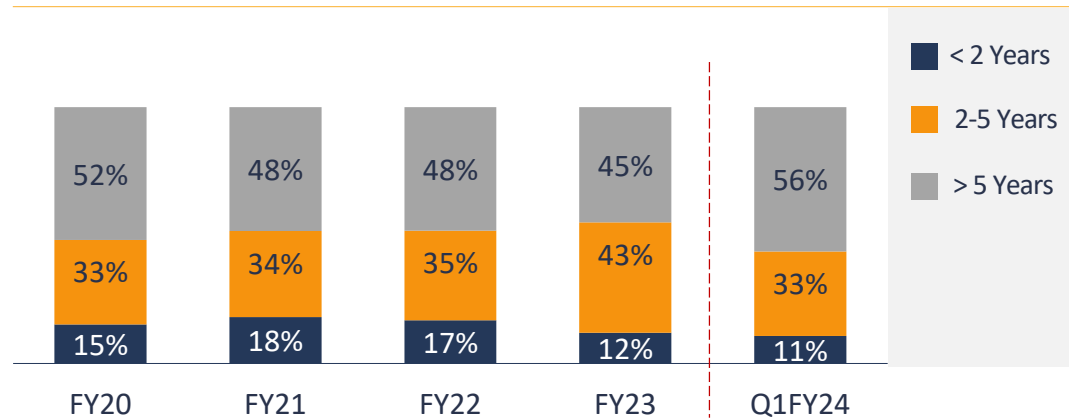
## One of the Highest ARPUs in the industry



## Franchisee Productivity



## 56% revenue contributed by 5 yrs+ vintage Franchisees



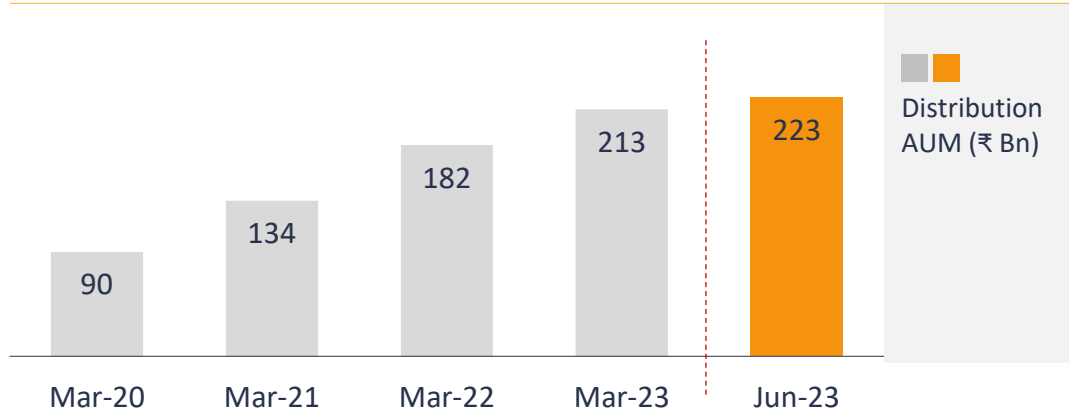
## Advisor Productivity



\*Advisor Count and Productivity for Direct Channels  
Revenue includes only Gross Brokerage

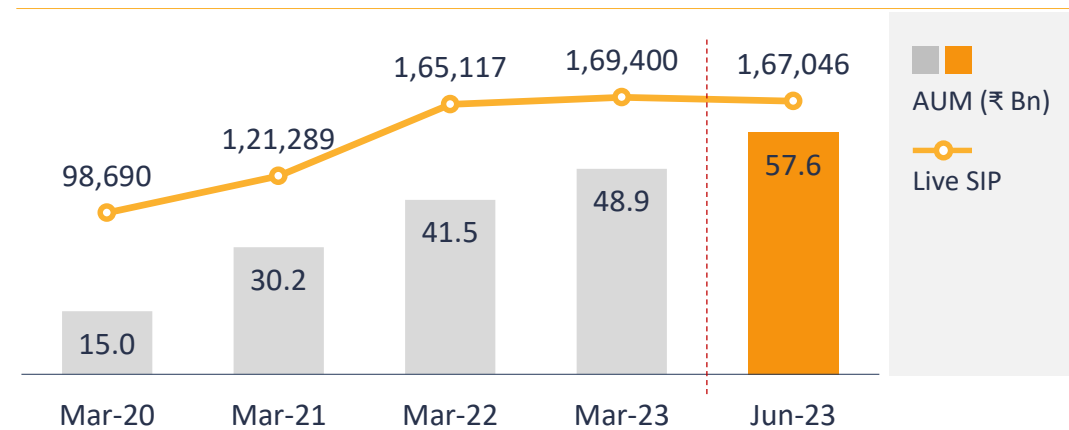
# Broking and Distribution – Large client assets under advice

## Rising Distribution (Mass Affluent) AUM

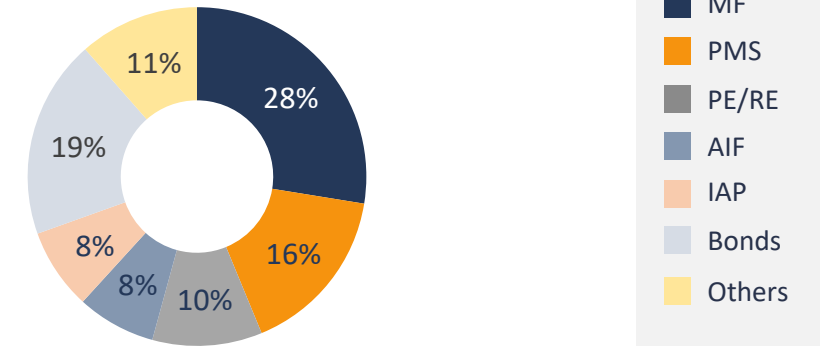


\*incl. Investment Advisory Portfolio (IAP) AUM

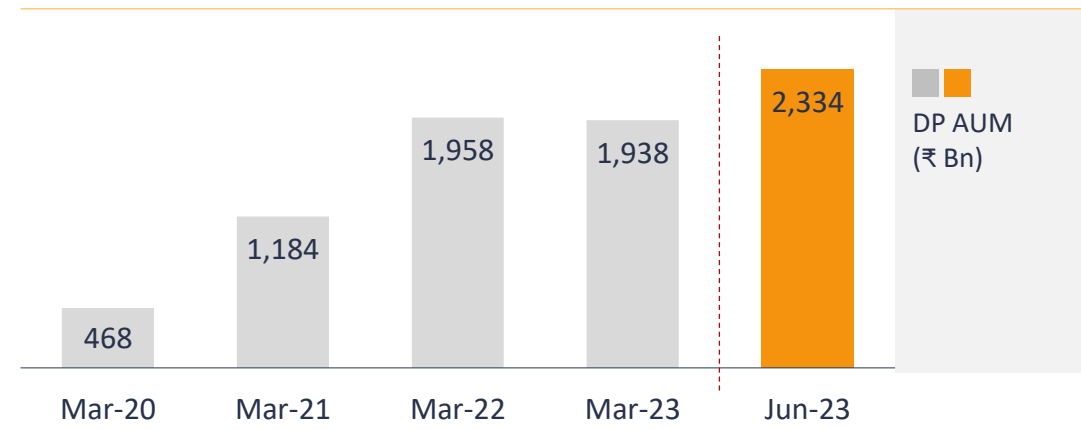
## SIP AUM and Live SIP Count



## Distribution AUM Mix



## DP AUM Growth Trend



# Capital Markets

## INSTITUTIONAL EQUITIES



- Focus driven differentiated research products with 250+ companies covering 21 sectors, catering to 830+ institutional clients.
- Strong focus on Offshore as FII activity picks up.
- Good pipeline of empanelment across geographies.
- Successfully organized BFSI Emerging Star and Retail Day Conferences
- Institutional team wins big in Asiamoney poll 2022.
- Ranked
  - #1 Corporate Access Team
  - #1 Sales Person,
  - #2 Overall Sales,
  - #2 Execution Team and
  - #3 Domestic Brokerage

## INVESTMENT BANKING



### Equity Capital Market mandates



IPO  
₹6.1 Bn



बैंक ऑफ महाराष्ट्र  
Bank of Maharashtra  
भारत सरकार का उद्यम

QIP  
₹10.0 Bn



OFS  
₹2.0 Bn

### Advisory Deals



Buyback  
₹10.2 Bn



Buyback  
₹0.6 Bn



Block Deal  
₹8.4 Bn

A strong pipeline of ECM mandates, expected to fructify in coming quarters.

# Asset and Wealth Management

**₹ 515 Bn**

AMC AUM; +19%  
YoY

**35%**

Alternates Share in  
AMC AUM

**₹ 99 Bn**

PE & RE Fee Earning  
AUM

**₹ 664 Bn**

Wealth AUM; +93%  
YoY

**₹ 19 Bn**

Wealth Net Sales in  
Q1FY24; +51% QoQ

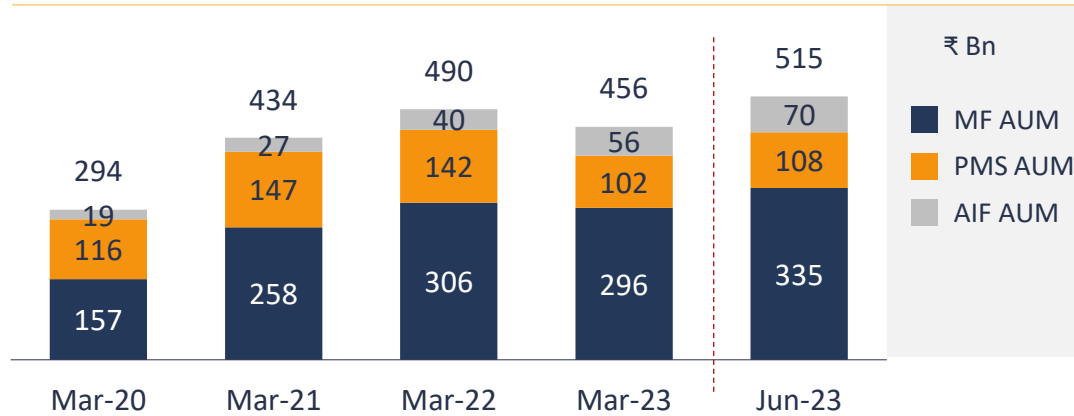
PARTICULARS (₹ Mn)	Q1FY24	Q1FY23	YoY (%)	Q4FY23	QoQ (%)
<b>Total Revenues</b>	<b>2,407</b>	<b>2,192</b>	<b>10%</b>	<b>2,517</b>	<b>-4%</b>
• AMC	1,376	1,398	-2%	1,308	5%
• PE & RE	388	318	22%	551	-30%
• Wealth	643	476	35%	657	-2%
<b>Total Expense</b>	<b>1,554</b>	<b>1,405</b>	<b>11%</b>	<b>1,592</b>	<b>-2%</b>
• Employee Expense	729	576	27%	787	-7%
• Commission Expense	551	588	-6%	516	7%
• Other Expense	274	241	14%	290	-5%
PBT	853	788	8%	924	-8%
<b>PAT</b>	<b>641</b>	<b>583</b>	<b>10%</b>	<b>660</b>	<b>-3%</b>

PE & RE revenue was down 30% QoQ due to recovery of 50 bps management fee on IBEF IV and higher NCD referral fee in Q4FY23.

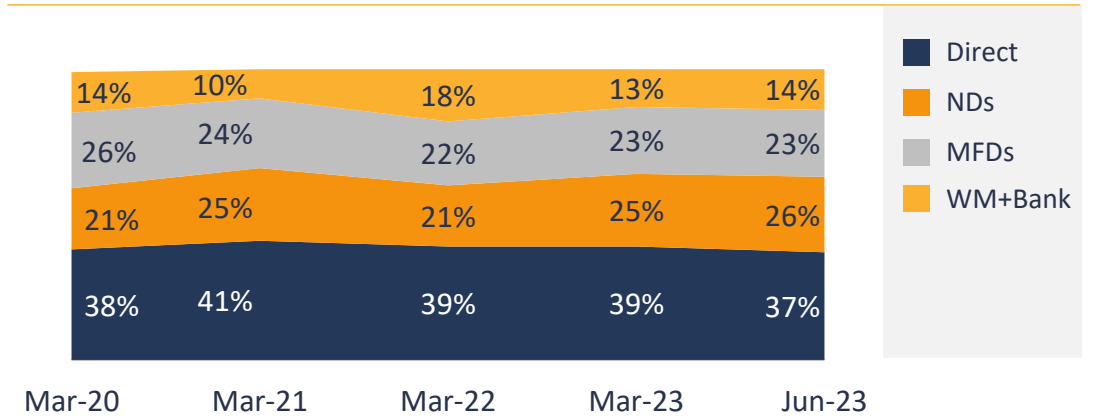
- AMC AUM stood at ₹ 515 bn, up 19% YoY/13% QoQ with MF AUM at ₹ 335 bn and Alternates AUM at ₹ 178 bn.
- MF Gross Sales market share improved by 30 bps QoQ/50 bps YoY in Q1FY24.
- Added around 130k new SIPs in Q1FY24, up 171% YoY/42% QoQ.
- SIP flows market share improved by 30 bps YoY.
- Launched Motilal Oswal Nifty Microcap 250 Index Fund, industry's first Microcap Fund. The NFO received overwhelming response from 26,000+ investors garnering ₹ 1.2 bn.
- Added net 54 Wealth RMs in last 12 months resulting into higher employee expense. We will continue to invest in this business by further RM additions.
- Plan to launch IREF VI with a fund size of ₹ 20 bn in Q2FY24.

# Asset Management

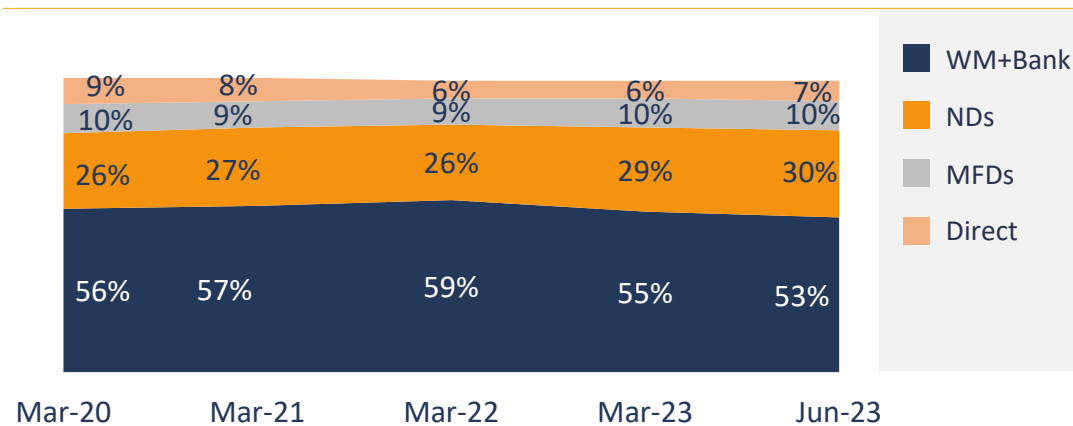
## AMC AUM Breakup and Growth trend



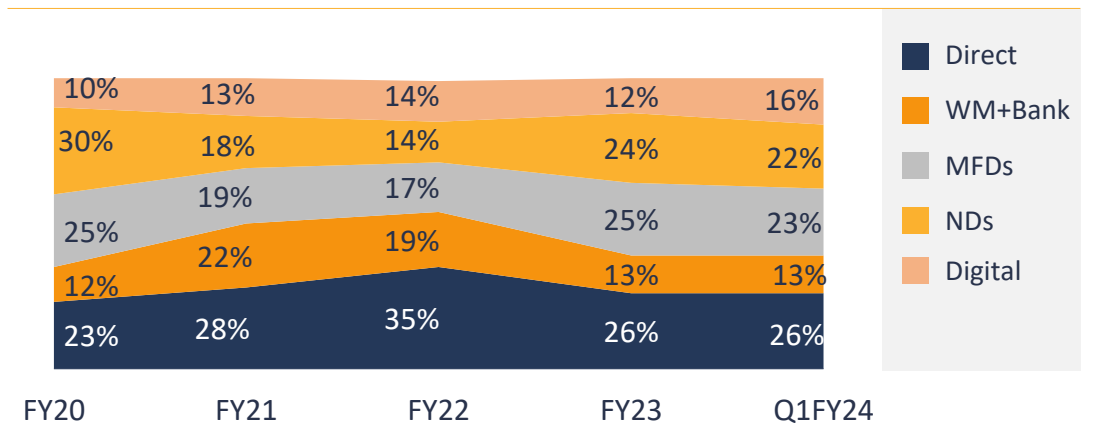
## AMC MF AUM mix



## AMC Alternates AUM mix

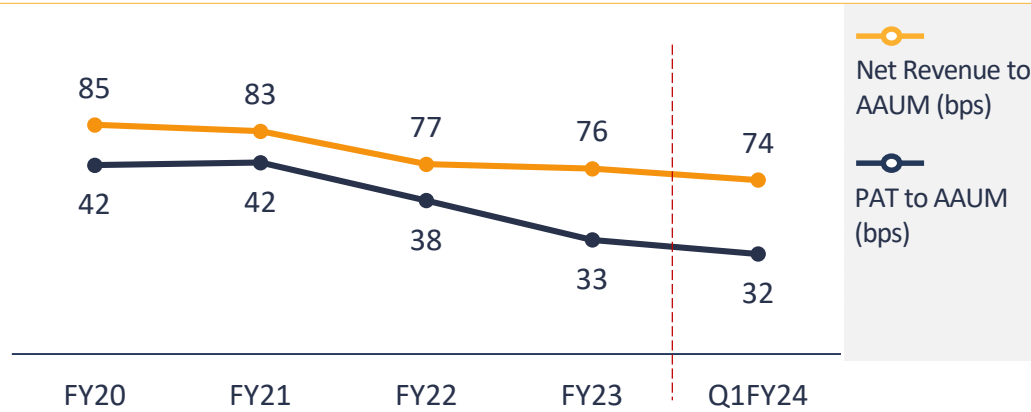


## AMC MF GS mix

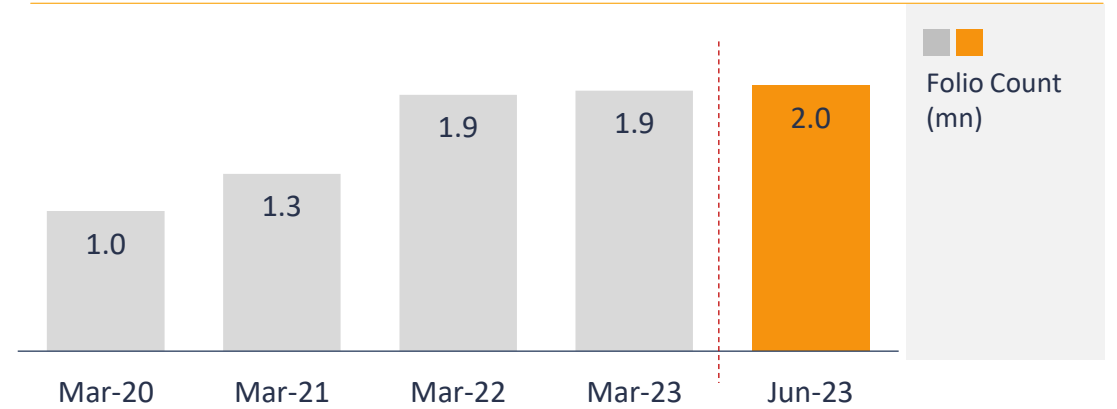


# Asset Management

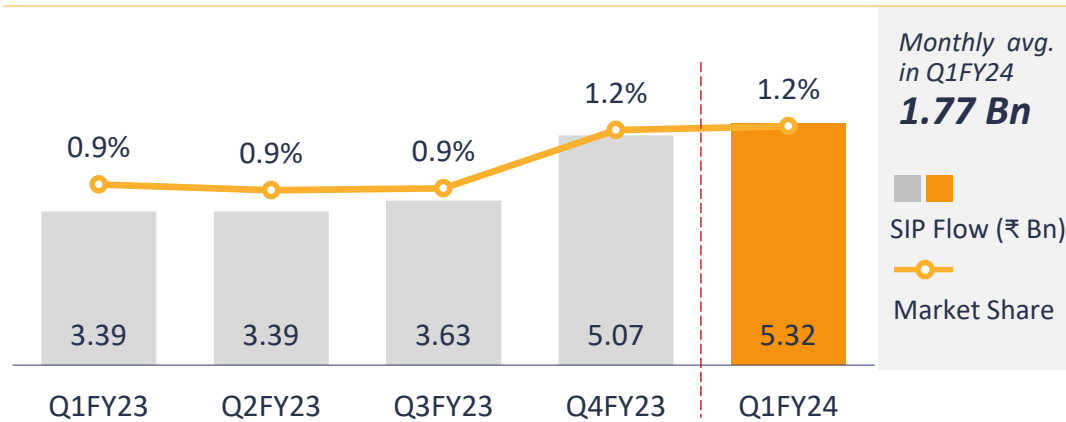
## AMC yields



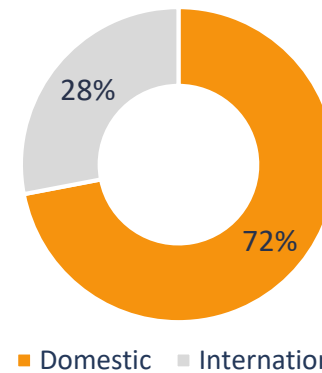
## AMC MF Folios



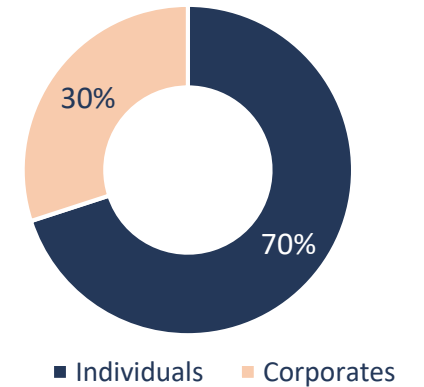
## AMC MF SIP flows



## High Share of International MF



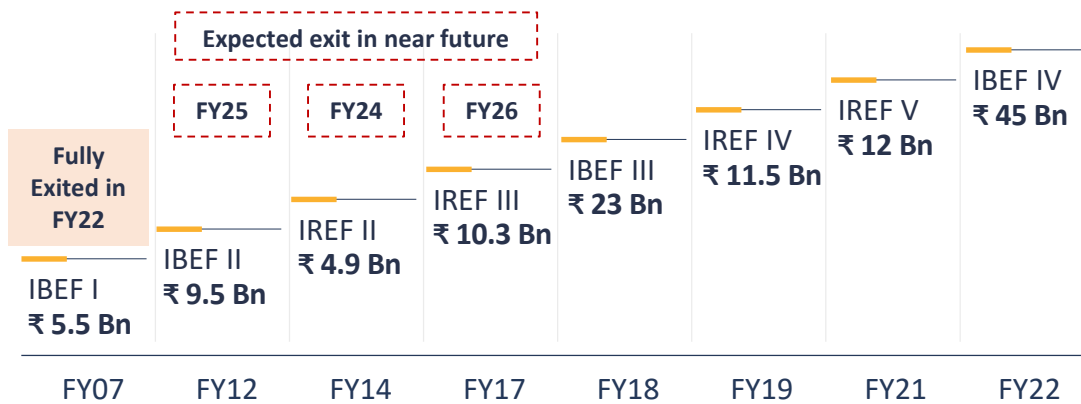
## High Share of Individuals



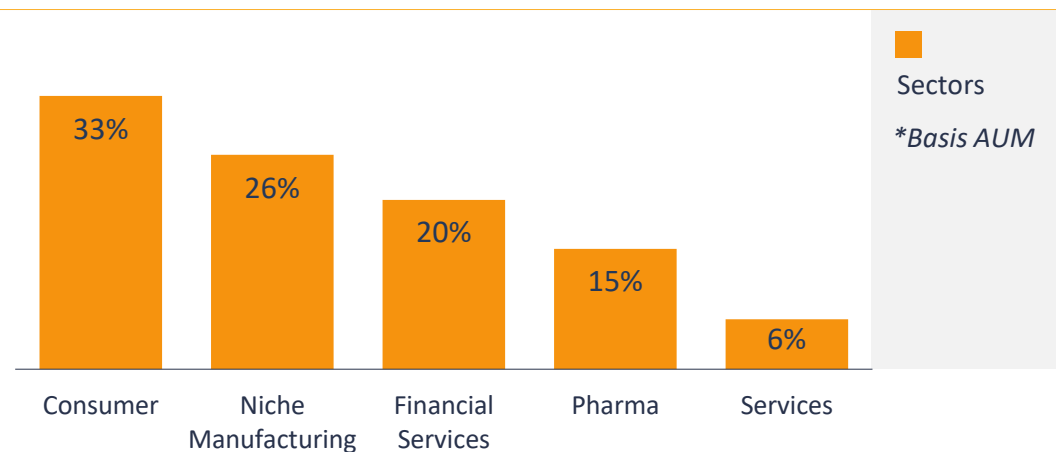


# Private Equity & Real Estate Funds

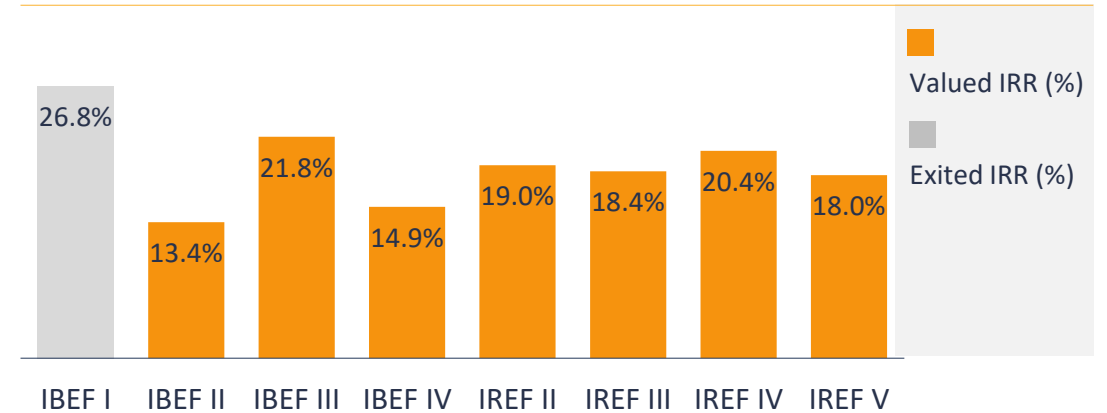
## Successful launch of PE & RE Funds over years



## Investments spread across sectors

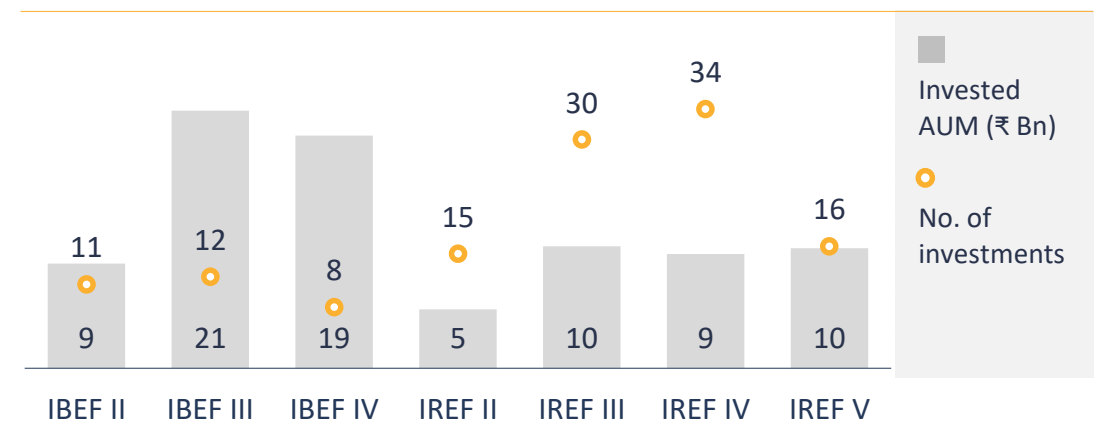


## PE & RE Fund Level IRR



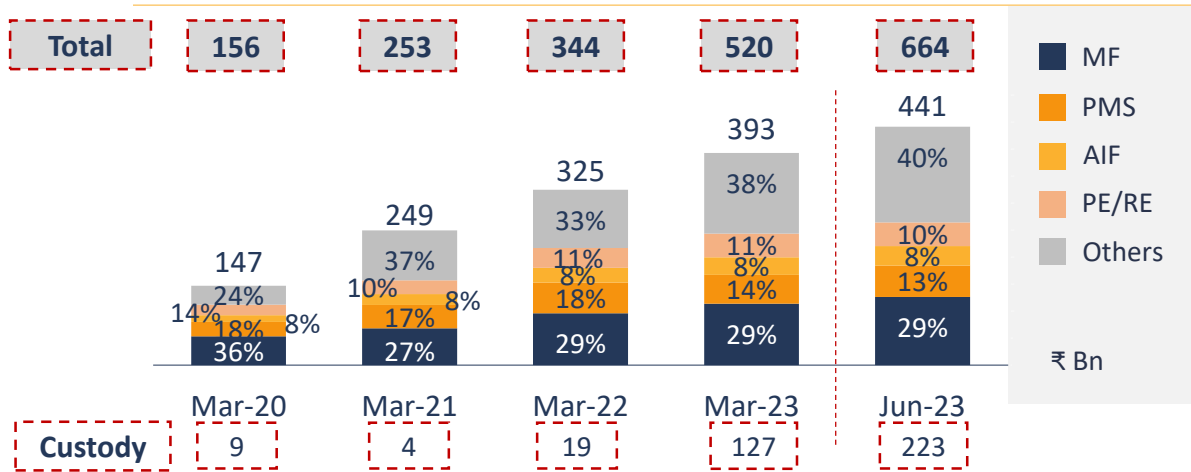
\*Valuations are done on half yearly basis

## PE & RE Investments

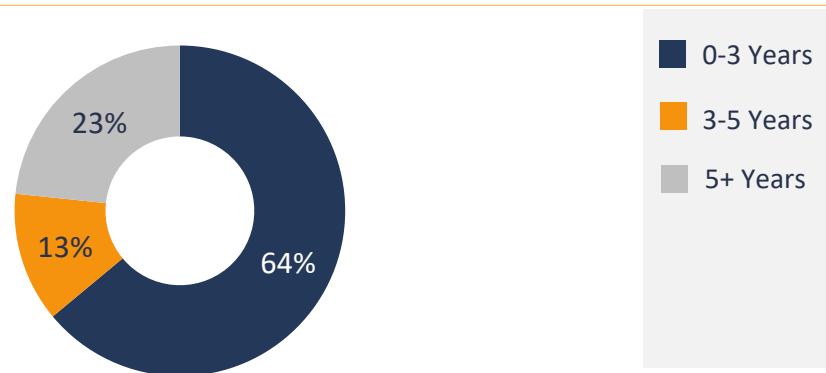


# Wealth Management

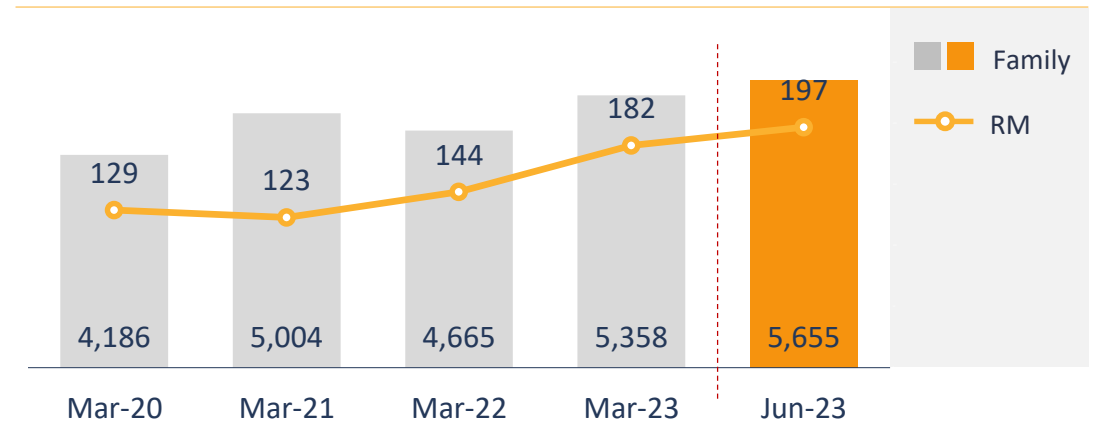
## AUM diversified across asset classes



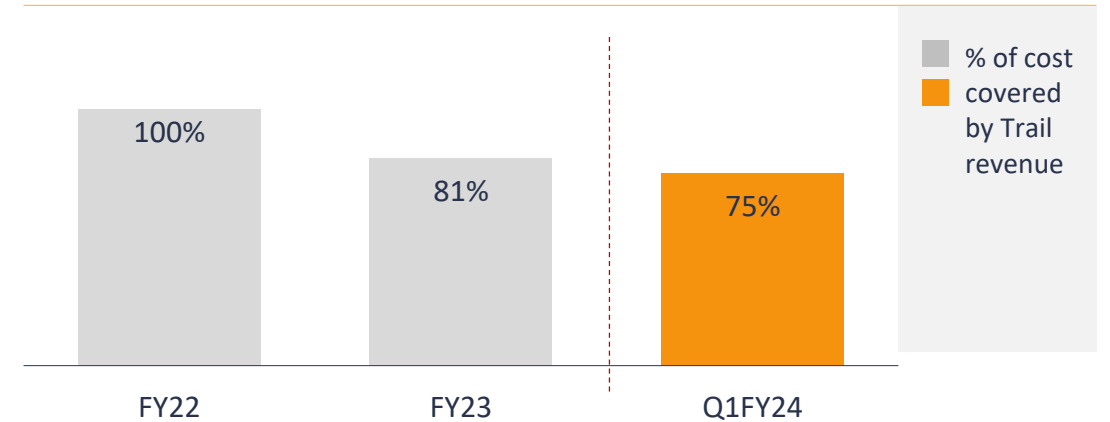
## 36% of RM with vintage of 3+ years



## Continued traction in RM addition

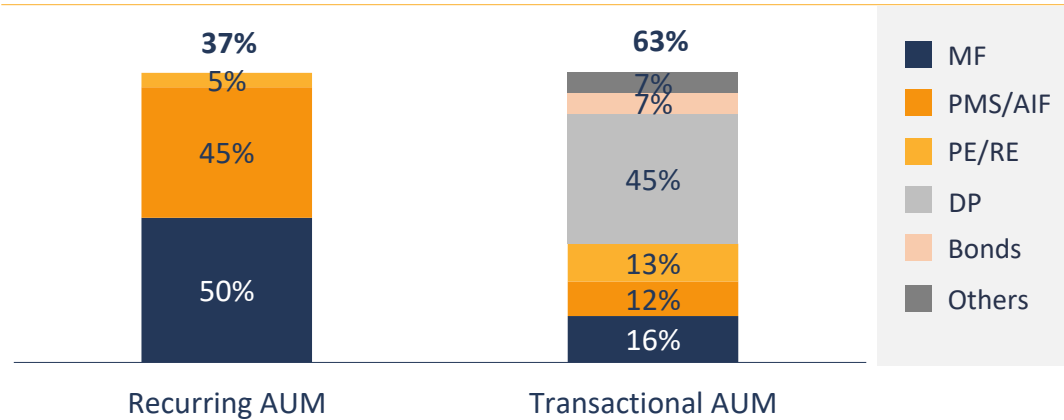


## Investment in RMs impacting margins in short term



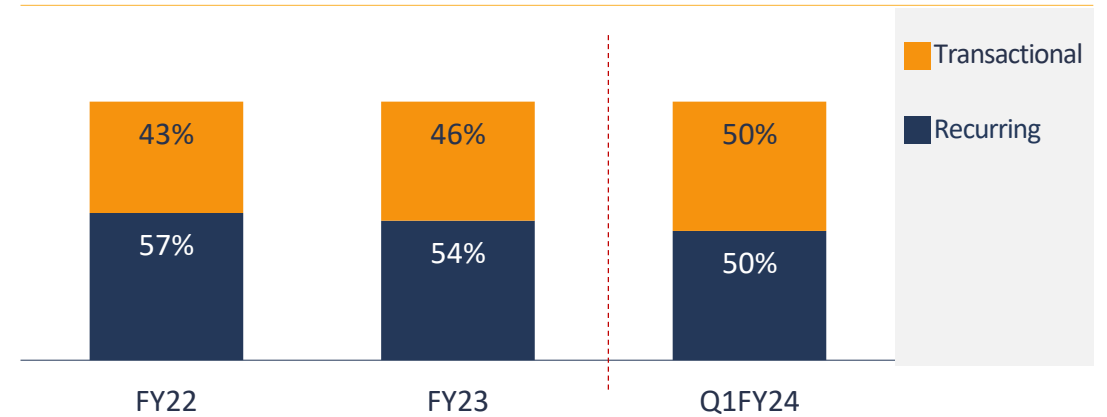
# Wealth Management

## AUM Mix

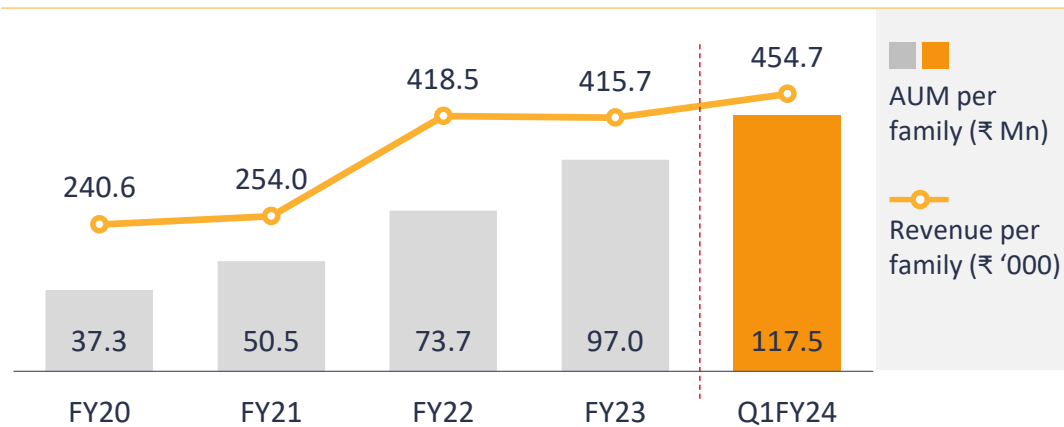


\* excl. Custody AUM

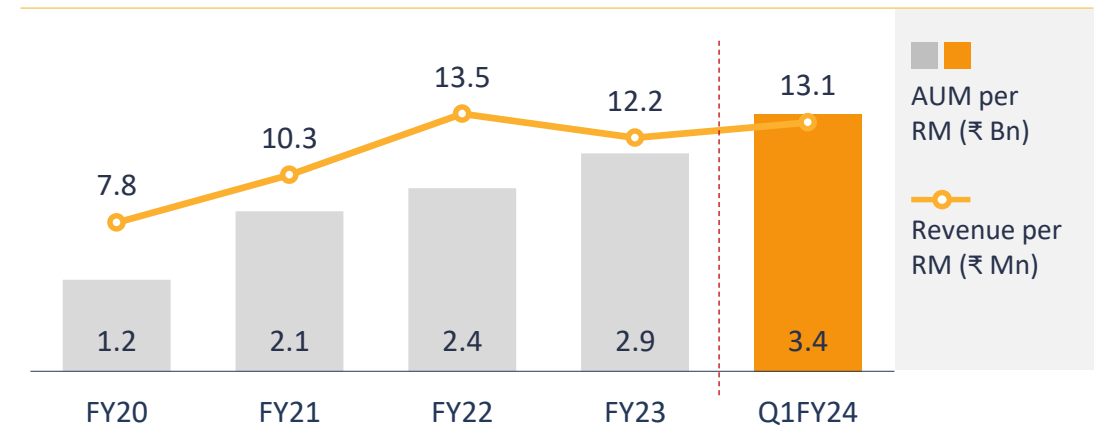
## Revenue mix



## AUM and Revenue per Family Trend



## RM Productivity



# Home Finance

**₹ 37.8 Bn**

AUM as on Jun-23

**₹ 930 Mn**

Disbursements in Q1FY24

**7.6%**

NIM in Q1FY24

**8.2%**

Incremental COF in Q1FY24

**3.0%**

ROA in Q1FY24

PARTICULARS (₹ Mn)	Q1FY24	Q1FY23	YoY (%)	Q4FY23	QoQ (%)
Interest Income	1,381	1,214	14%	1,342	3%
Interest Expense	623	506	23%	588	6%
<b>Net Interest Income (NII)</b>	<b>757</b>	<b>708</b>	<b>7%</b>	<b>755</b>	<b>0%</b>
<b>Total Income</b>	<b>813</b>	<b>750</b>	<b>8%</b>	<b>798</b>	<b>2%</b>
Operating Cost	336	285	18%	307	10%
- Employee Cost	255	218	17%	243	5%
- Other Cost	81	67	22%	64	28%
<b>Operating Profit</b>	<b>477</b>	<b>465</b>	<b>2%</b>	<b>491</b>	<b>-3%</b>
Provisioning	95	38	-	64	47%
PBT	382	427	-10%	427	-11%
<b>PAT</b>	<b>286</b>	<b>321</b>	<b>-11%</b>	<b>315</b>	<b>-9%</b>

- Strengthened senior management team through key leadership hiring including CEO, COO, CBO and CHRO.
- AUM grew by 6% YoY to ₹ 37.8 bn as at June 30, 2023 resulting in 7% YoY growth in NII in Q1FY24.
- Yield on advances increased to 14.5%, up 80 bps QoQ and spread stood at 6.1%.
- Share of NHB proportion in overall borrowings mix increased by 900 bps YoY to 21%.
- Net gearing stood at 2.1x, Tier 1 CRAR remained robust at 48%.
- Leveraging Real Estate team's expertise to build good quality Construction Finance book.

# Home Finance- Onboarded Experienced Leaders



**Chief  
Executive  
Officer**

**Sukesh Bhowal** has a rich experience of 27 years in Business Management, Sales & Distribution, Retail Lending, Mortgage Lending, Real Estate Lending and Retail Banking. He was associated with DCB Bank, where he headed the Mortgages, Micro-Mortgages, Construction Finance and Gold Loans segments and was responsible for starting and scaling up these businesses. He was also associated with HDB Financial Services, Citibank and HSBC. Sukesh has strong academic credentials of Bachelor of Technology from IIT Bombay and PGDM in Finance & Marketing from IIM Lucknow.



**Chief  
Operating  
Officer**

**Shobhit Doru** has a rich experience of 25 years in Sales, Product, Strategy and Analytics in Mortgage, SME Lending and LAP product. Previously, he was associated with Bajaj Finserv, where he was Head-Risk of the SME Business vertical. In his previous stints, he was also associated with Bajaj Housing Finance, Standard Chartered Bank and IDBI Bank. Shobhit has done an Accelerated Management Program at the Indian School of Business.

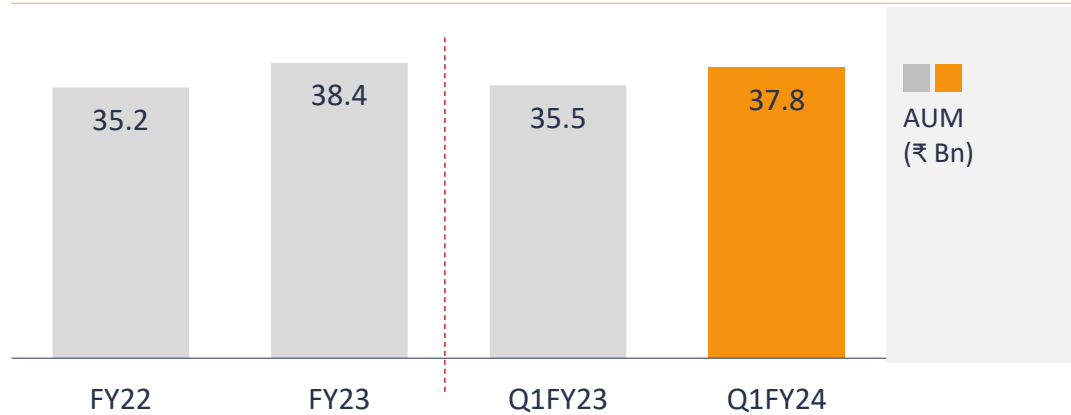


**Chief  
Business  
Officer**

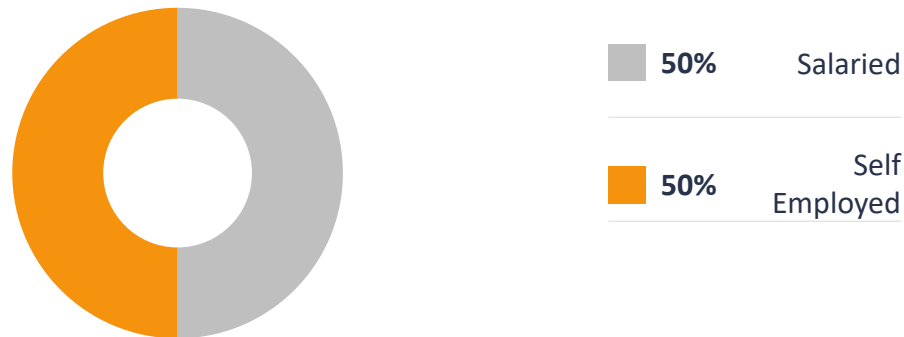
**Rajesh Maiya** has a rich experience of 25 years in Sales & Distribution, Channel Management and Customer Service. Prior to joining MOHFL, he was associated with Aavas Financiers, where he was National Sales Manager and was responsible for developing and managing Home loan and LAP business. He was also associated with ICICI Bank in his previous stint. Rajesh has done PGDM from Mangalore University.

# Home Finance – Portfolio Metrics

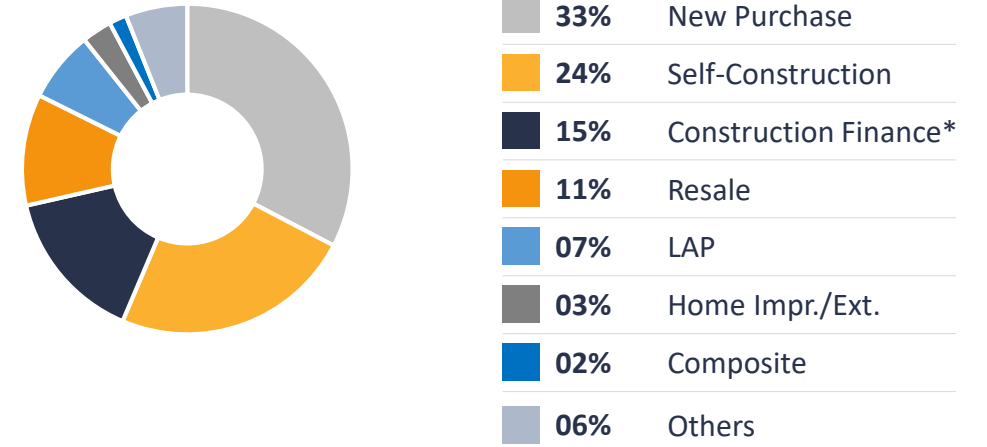
## AUM Trend



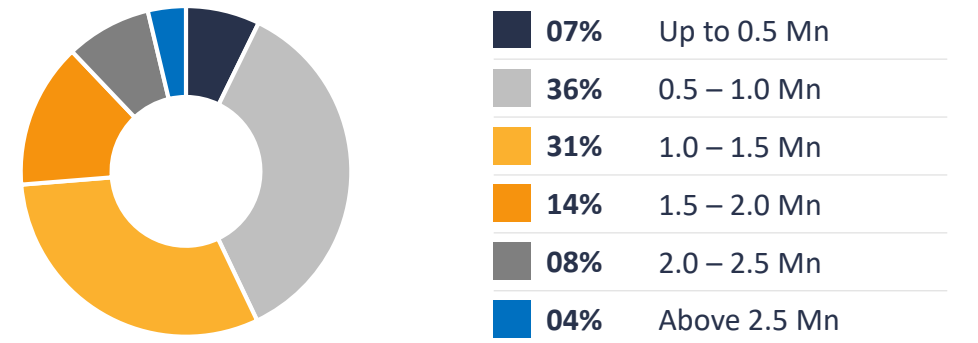
## Customer Mix



## Product Mix



## AUM by Ticket Size



**Note:**

\*Construction Finance with Motilal Oswal Real Estate (MORE); lending to CAT A builders



# Home Finance

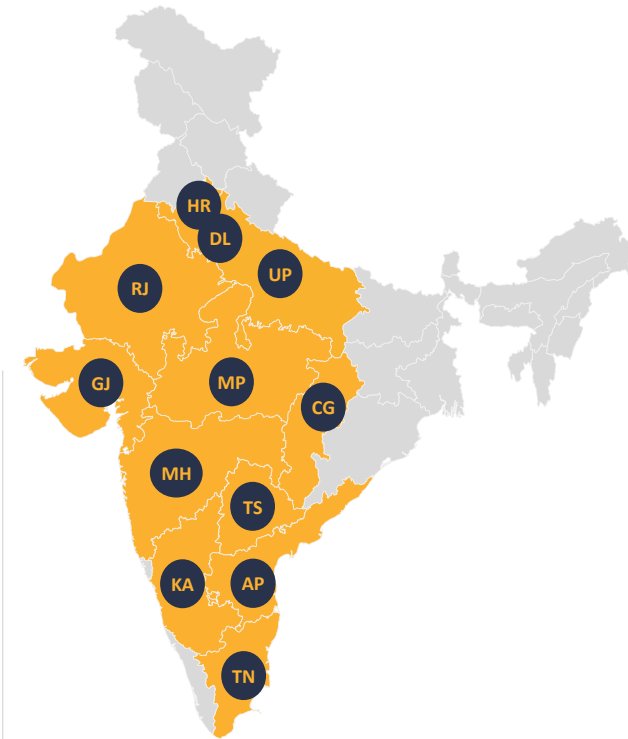
## ECL Provisioning Details

PARTICULARS (₹ Mn)	Q1FY24
Stage 1 & 2	36,791
% portfolio in stage 1 & 2	98.14%
<b>Stage 3</b>	<b>696</b>
% portfolio in Stage 3	1.86%
<b>ECL Provision % Stage 1 &amp; 2</b>	<b>1.42%</b>
<b>Total Assets</b>	<b>37,486</b>
ECL Provision	800
<b>ECL Provision %</b>	<b>2.13%</b>
<b>Stage 3 Provision Coverage Ratio</b>	<b>40%</b>
Total Provision Coverage Ratio	115%

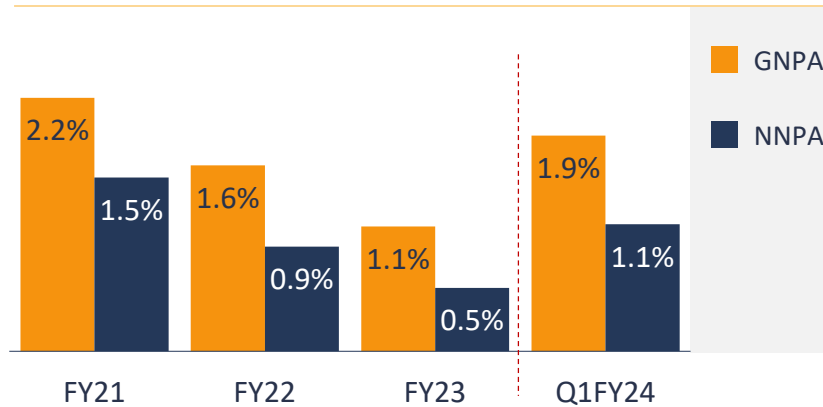
STATE	NOS. OF BRANCHES	
MH	Maharashtra	32
GJ	Gujarat	16
TN	Tamil Nadu	15
RJ	Rajasthan	11
KA	Karnataka	09
MP	Madhya Pradesh	09
HR	Haryana	07
AP	Andhra Pradesh	05
CG	Chhattisgarh	02
TS	Telangana	02
DL	Delhi	02
UP	Uttar Pradesh	01

## MOHFL's Geographic Reach

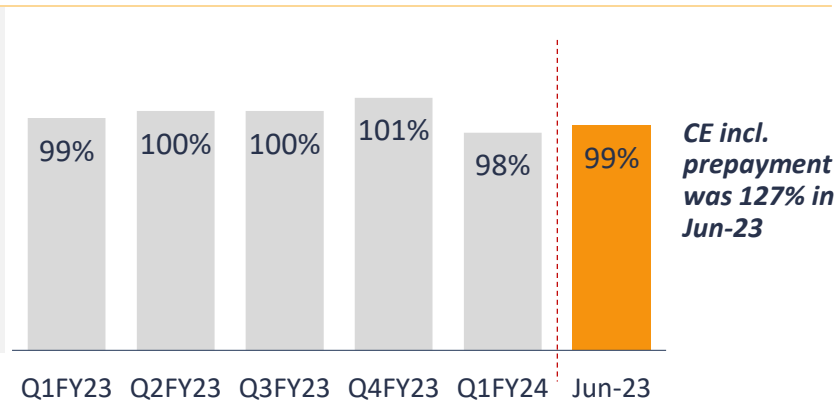
PRESENCE ACROSS  
**111 LOCATIONS IN 12 STATES/UTS**



## MOHFL's GNPA and NNPA Trend

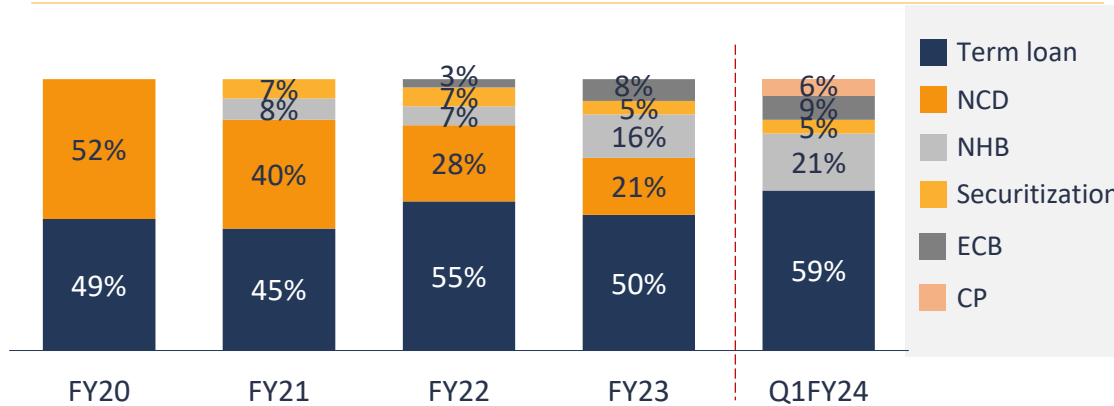


## Collection Efficiency Trend

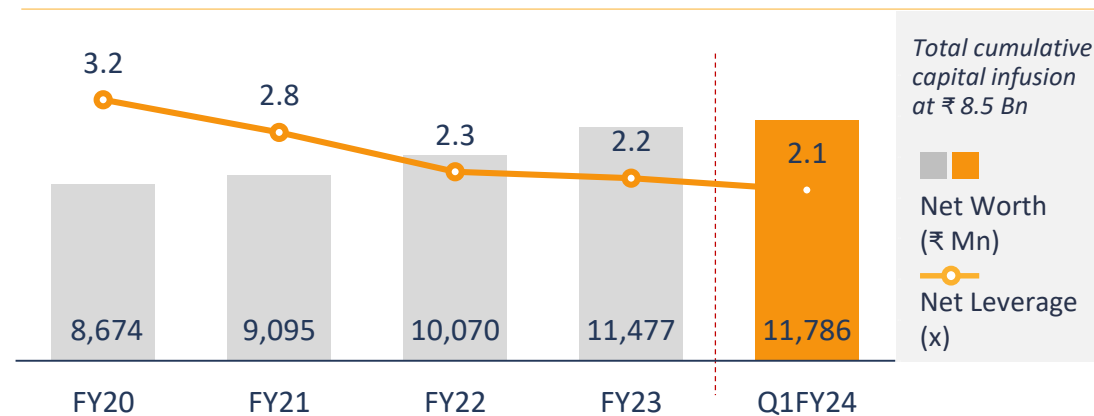


# Home Finance

## Diversified Liability Mix



## Net Worth and Net D/E



## Key Ratios

Parameters	Q1FY24	Q1FY23
Yield	14.5%	13.7%
COF	8.3%	7.9%
Spread	6.1%	5.9%
NIM	7.6%	7.6%
Cost/Income	41.4%	38.0%
ROA	3.0%	3.6%
ROE	10.1%	13.0%
CRAR	49.5%	51.0%

\*All ratios are annualized

# Fund Based Investments

**₹ 50.8 Bn**

Total investments

**₹ 47.3 Bn**

Total equity investment including alternate funds

**17%**

Cumulative XIRR on total investments

**19%**

XIRR on PE/RE investments

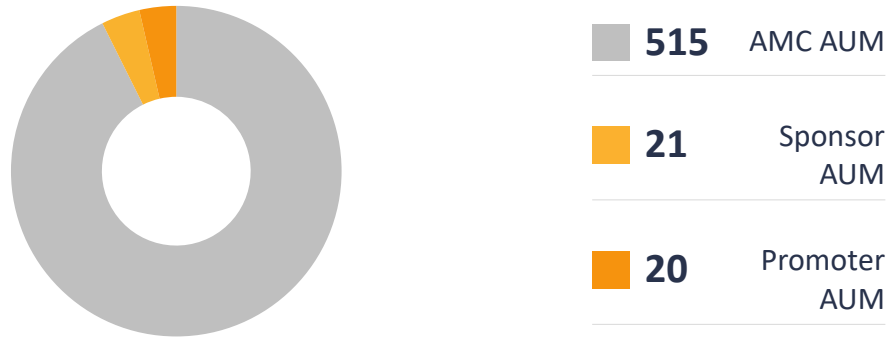
- Fund based book includes sponsor commitments cum investments in equity MF, PE funds, Real estate funds, AIF and strategic equity investments.
- Total equity investment including alternate funds was at ₹ 47.3 bn as of Jun-23, MTM of these gains are included in earnings under Ind-AS reporting.
- Cumulative XIRR on total investments is 17%, whereas XIRR on PE/RE investments stood at 19%.
- These investments have helped “seed” our new businesses, which are scalable, high-RoE opportunities. They also serve as highly liquid “resources” available for future investments in business, if required.

PARTICULARS (₹ Mn)	Q1FY24	Q1FY23	Q4FY23
<b>Revenues</b>	<b>3,415</b>	<b>-1,562</b>	<b>-425</b>
-MF/Alternates	3,262	-1,447	-931
-PE/RE	13	-184	199
-Unlisted Shares/Others	140	69	307
<b>Expenses</b>	<b>219</b>	<b>124</b>	<b>216</b>
<b>PAT</b>	<b>2,856</b>	<b>-1,559</b>	<b>-708</b>
OCI	1,473	-484	-515
<b>TCI</b>	<b>4,328</b>	<b>-2,043</b>	<b>-1,223</b>

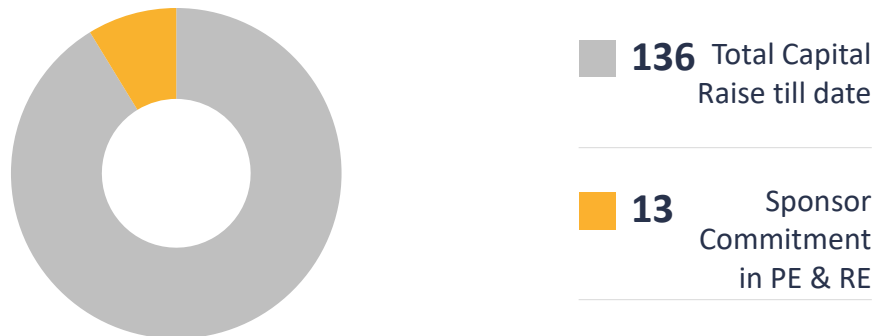
**Note:** Unlisted investments' (incl. PE/RE funds) are fair valued and recognized on half yearly basis

# Fund Based Investments – Skin in The Game

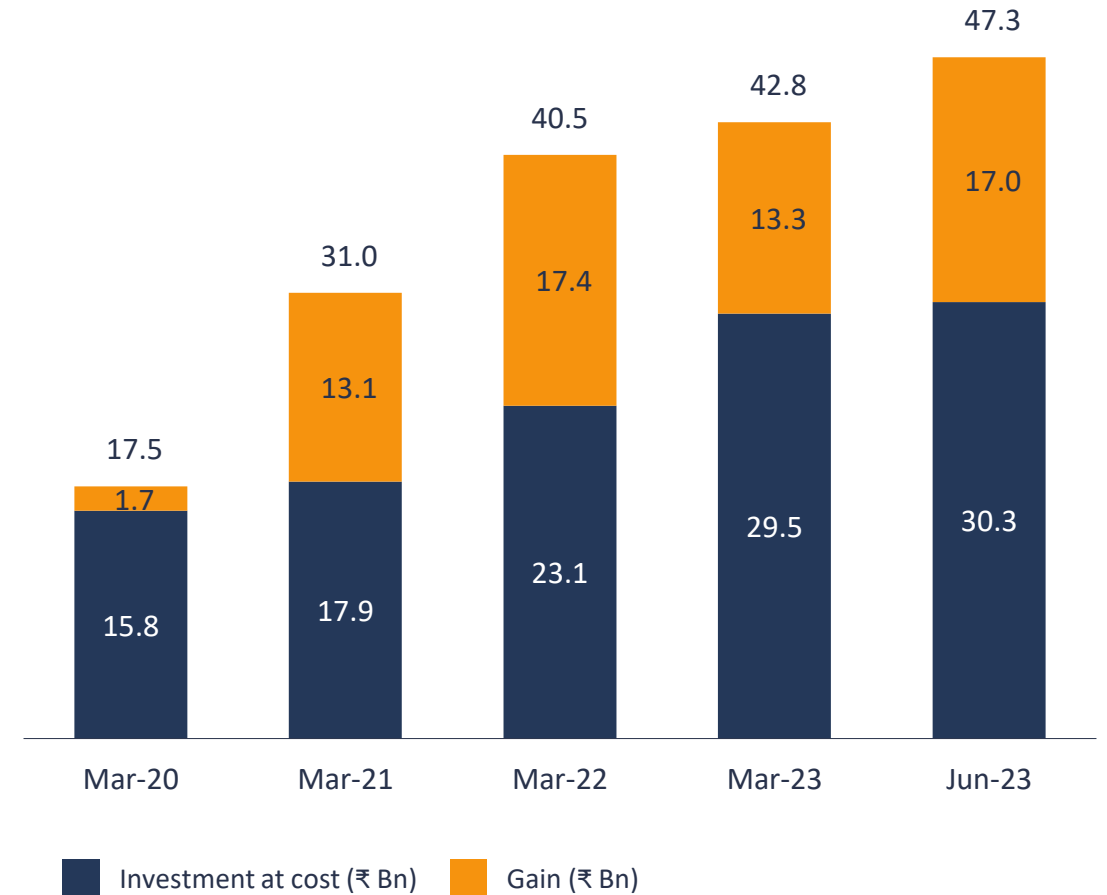
## Skin in the Game in AMC (₹ Bn)



## Skin in the game in PE & RE (₹ Bn)



## Strong Growth in investments over the years



# Internal Group Restructuring- Objectives and Rationale



- Comply with the NSE Circular which states that broking company is not permitted to engage in any business other than that of securities i.e. broking company cannot have Motilal Oswal Home Finance Limited (MOHFL) and Motilal Oswal Fininvest Limited (MOFL) as its subsidiaries



- Accordingly broking business is proposed to transfer to a separate subsidiary of MOFSL; MOHFL and MOFL will continue to be subsidiaries of MOFSL
- Wealth business Undertaking of Motilal Oswal Wealth Limited (MOWL) will be transferred to MOFSL



- Flexibility to expand into newer segments/ line of businesses
- Concentrated management focus on the business in a more professional and regulatory manner

**The proposed restructuring is between the Holding & Subsidiaries and has no implication at the Consolidated level**

# Restructuring Steps

## Step 1: Composite Scheme of Arrangement u/s 230 to 232 of the Companies Act, 2013



Slump Sale of B&D Undertaking of MOFSL into New B&D Co. at Tax FMV



Demerger of Wealth Business Undertaking from MOWL into MOFSL

## Step 2: Itemized Sale of identified investments



MOFSL to transfer by way of an itemized sale of identified investments held by it to New B&D Co.

### Step 1 - Key Points:

- Appointed Date: April 1, 2023
- Effective Date: Receipt of all requisite regulatory approvals

#### Part A:

- New B&D Co. is WOS of MOFSL
- New B&D Co. will issue equity shares to MOFSL on Slump Sale

#### Part B:

- MOWL is WOS of MOFSL
- No issue of shares on demerger of Wealth Business from MOWL into MOFSL

### Step 2 - Key Points:

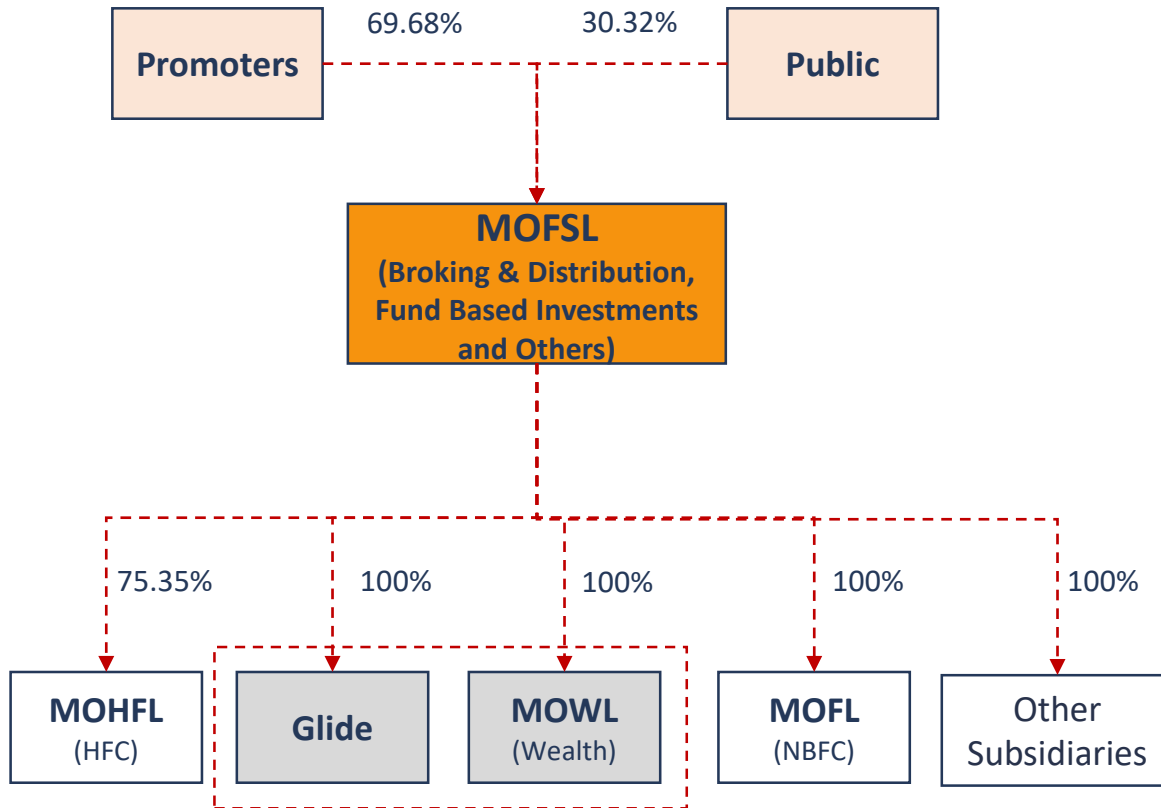
#### Part C:

- New B&D Co. to issue shares as consideration equivalent to the FMV as on the actual date of transfer
- Effective after requisite approval from the shareholders and immediately prior to the Scheme coming into effect.

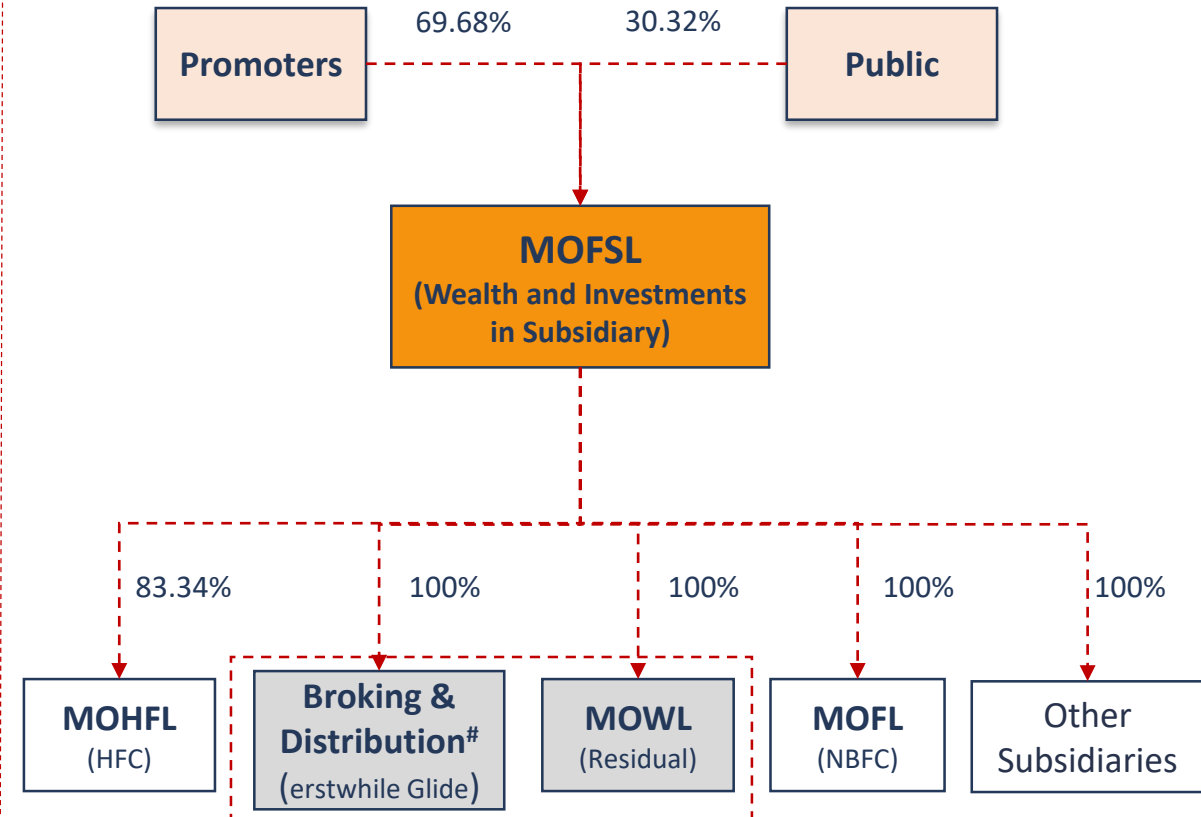
**Step 2 to be undertaken immediately prior to Scheme of Arrangement being effective**

# Internal Group Restructuring

## Current Structure



## Proposed Structure



Other Subsidiaries include MOAMC, MOIAPL, MOAIAPL etc.

#Name change in process

# MOFSL - ESG Initiatives

CRISIL has assigned “**STRONG**” rating to MOFSL in its Sustainability Yearbook 2022

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

## ENVIRONMENTAL



- More than 80% of servers are in virtual environment which reduces electricity cost & 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 head office
- We ensure that we fund to projects which is on non agriculture land & non forest land and having all environmental clearance.
- MOHF follows International Finance Corporation (IFC) Performance Standard

## SOCIAL



- Physical & emotional wellbeing assistance program
- Employee engagement programs- sports events & festival celebrations
- Set standard practices is followed across all branches to ensure safety of employees
- Dedicated Talent Development Program for developing High Potentials, fast-tracking for Hi-Pos
- Company has formed 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.

## GOVERNANCE



- 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





# Safe Harbour

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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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MOTILAL OSWAL

# Thank You

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