

**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

October 30, 2020

**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: MOTILALOFS**

**Sub: Unaudited Financial Results (Consolidated and Standalone) for the quarter & half year ended September 30, 2020**

Dear Sir/Madam,

Pursuant to the provisions of Regulation 33, Regulation 52 and Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (“Listing Regulations”) (as amended from time to time), we hereby inform the Exchange that the Board of Directors (“Board”) of the Company at its Meeting held on October 30, 2020 has, inter alia, approved the Unaudited Financial Results (Consolidated and Standalone) of the Company for the quarter & half year ended September 30, 2020.

In this regard, please find enclosed herewith the Unaudited Financial Results (Consolidated and Standalone) for the quarter & half year ended September 30, 2020 along with Limited Review Report(s) issued by the Statutory Auditors and Press Release for the quarter & half year ended September 30, 2020.

In compliance to Regulation 52(4) of the Listing Regulations, few line items specified in Listing Regulations are also included in the aforesaid financial results of the Company.

Further, all the Non-Convertible Debentures were redeemed on July 03, 2020.

The Board Meeting commenced at 04.00 p.m. and concluded at 05.30 p.m.

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

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**Walker Chandniok & Co LLP**

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One International Center,  
SB Marg, Prabhadevi (W)  
Mumbai – 400 013  
India

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**Independent Auditor's Review Report on Consolidated Unaudited Quarterly and Year to Date Financial Results of Motilal Oswal Financial Services Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)**

**To the Board of Directors of Motilal Oswal Financial Services Limited**

1. We have reviewed the accompanying statement of unaudited consolidated financial results of Motilal Oswal Financial Services Limited ('the Holding Company') and its subsidiaries (the Holding Company and its subsidiaries together referred to as 'the Group'), its associate and joint venture (refer Annexure 1 for the list of subsidiaries, associate and joint venture included in the Statement) for the quarter ended 30 September 2020 and the year to date consolidated unaudited financial results for the period 01 April 2020 to 30 September 2020 ('the Statement'), being submitted by the Holding Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including relevant circulars issued by the SEBI from time to time.
2. This Statement, which is the responsibility of the Holding Company's management and approved by the Holding Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting ('Ind AS 34'), prescribed under section 133 of the Companies Act, 2013 ('the Act'), and other accounting principles generally accepted in India and is in compliance with the presentation and disclosure requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including relevant circulars issued by the SEBI from time to time. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing specified under section 143(10) of the Act, and consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the SEBI Circular CIR/CFD/CMD1/44/2019 dated 29 March 2019 issued by the SEBI under Regulation 33 (8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), to the extent applicable.

**Motilal Oswal Financial Services Limited**

**Independent Auditor's Review Report on Consolidated Unaudited Quarterly and Year to Date Financial Results of Motilal Oswal Financial Services Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)**

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4. Based on our review conducted and procedures performed as stated in paragraph 3 above and upon consideration of the review reports of other auditors referred to in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in Ind AS 34, prescribed under Section 133 of the Act, and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended), including the manner in which it is to be disclosed, or that it contains any material misstatement.
5. We draw attention to Note 7 and Note 8 in the accompanying Statement which describes the uncertainties relating to the effects of the COVID 19 pandemic on the impact on expected credit loss recognised towards the housing loans to customers and carrying value of Investments in Real Estate Funds and Private Equity Funds amounting to ₹ 67,172 lakhs as at 30 September 2020. Our conclusion is not modified in respect of this matter.
6. We did not review the interim financial information of nine subsidiaries included in the Statement whose financial information reflects total assets of ₹ 52,130 lakhs as at 30 September 2020, and total revenues of ₹ 4644 lakhs and ₹ 7,934 lakhs, total net profit after tax of ₹ 1,202 lakhs and ₹ 1,551 lakhs, total comprehensive income of ₹ 1,177 lakhs and ₹ 1,574 lakhs, for the quarter and six-month period ended on 30 September 2020, respectively, and cash inflows (net) of ₹ 280 lakhs for the period ended 30 September 2020, as considered in the Statement. These interim financial information have been reviewed by other auditors whose review reports have been furnished to us by the Holding Company's management, and our conclusion in so far as it relates to the amounts and disclosures included in respect of these subsidiaries is based solely on the review reports of such other auditors and the procedures performed by us as stated in paragraph 3 above.

Further, of these subsidiaries, one subsidiary is located outside India, whose interim financial information have been prepared in accordance with accounting principles generally accepted in its country and which have been reviewed by other auditors under International Standards on Auditing applicable in its country. The Holding Company's management has converted the financial information of such subsidiary from accounting principles generally accepted in its country to accounting principles generally accepted in India. We have reviewed these conversion adjustments made by the Holding Company's management. Our conclusion, in so far as it relates to the balances and affairs of this subsidiary is based on the review report of other auditors and the conversion adjustments prepared by the management of the Holding Company and reviewed by us.

Our conclusion is not modified in respect of this matter with respect to our reliance on the work done by and the reports of the other auditors.

7. The Statement includes the interim financial information of two subsidiaries, which have not been reviewed by their auditors, whose interim financial information reflects total assets of ₹ 465 lakhs as at 30 September 2020 and total revenues of ₹ 63 lakhs and ₹ 119 lakhs, net loss after tax of ₹ 32 lakhs and ₹ 39 lakhs, total comprehensive loss of ₹ 32 lakhs and ₹ 39 lakhs for the quarter and six-month period ended 30 September 2020 respectively, cash outflow of ₹ 80 lakhs for the period ended 30 September 2020 as considered in the Statement. The Statement also includes the Group's share of net profit after tax of ₹ 6,326 lakhs and ₹ 6,745 lakhs for the quarter and six-month period ended on 30 September 2020 respectively, in respect of one associate and one joint venture based on their financial information, which have not been reviewed by their auditors, and have been furnished to us by the Holding Company's management. Our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of these subsidiaries, associate and joint venture are based solely on such management certified unreviewed financial information. According to the information and explanations given to us by the management, these interim financial information are not material to the Group.

**Motilal Oswal Financial Services Limited**  
**Independent Auditor's Review Report on Consolidated Unaudited Quarterly and Year to Date Financial Results of Motilal Oswal Financial Services Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)**

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Further these subsidiaries are located outside India, whose interim financial information have been prepared in accordance with accounting principles generally accepted in their respective countries and which have not been reviewed by other auditors. The Holding Company's management has converted the financial information of such subsidiary from accounting principles generally accepted in their respective countries to accounting principles generally accepted in India. We have reviewed these conversion adjustments made by the Holding Company's management. Our conclusion, in so far as it relates to the balances and affairs of these subsidiaries is based on the management certified unreviewed financial information and the conversion adjustments prepared by the management of the Holding Company and reviewed by us.

Our conclusion is not modified in respect of this matter with respect to our reliance on the financial information certified by the management.

**For Walker Chandniok & Co LLP**  
Chartered Accountants  
Firm Registration No:001076N/N500013

**MURAD D**  
**DARUWALLA**

Digitally signed by  
MURAD D DARUWALLA  
Date: 2020.10.30  
18:22:01 +05'30'

**Murad D. Daruwalla**  
Partner  
Membership No:043334

**UDIN:20043334AAAAAT9957**

Place: Mumbai  
Date: 30 October 2020

**Motilal Oswal Financial Services Limited**  
**Independent Auditor's Review Report on Consolidated Unaudited Quarterly and Year to Date Financial Results of Motilal Oswal Financial Services Limited pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended)**

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## Annexure 1

### List of entities included in the Statement

#### List of Subsidiaries

<b>Name of the Company</b>
Motilal Oswal Commodities Broker Private Limited
Motilal Oswal Investment Advisors Limited (Formerly known as Motilal Oswal Investment Advisors Private Limited)
MOPE Investment Advisors Private Limited
Motilal Oswal Fincap Private Limited (Formerly known as Motilal Oswal Insurance Brokers Private Limited)
Motilal Oswal Finvest Limited (Formerly known as Motilal Oswal Capital Markets Limited)
Motilal Oswal Wealth Management Limited
Motilal Oswal Asset Management Company Limited
Motilal Oswal Trustee Company Limited
Motilal Oswal Securities International Private Limited
Motilal Oswal Capital Markets (Hongkong) Private Limited
Motilal Oswal Capital Markets (Singapore) Pte. Limited
Motilal Oswal Real Estate Investment Advisors Private Limited
Motilal Oswal Real Estate Investment Advisors II Private Limited
Motilal Oswal Home Finance Limited (Formerly known as Aspire Home Finance Corporation Limited)
India Business Excellence Management Company
Motilal Oswal Asset Management (Mauritius) Private Limited
Motilal Oswal Capital Limited
Glide Tech Investment Advisory Private Limited
Motilal Oswal Finsec IFSC Limited
TM Investment Technologies Private Limited (w.e.f. 24 July 2020)

#### List of Associate

India Reality Excellence Fund II LLP
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#### List of Joint Venture

India Business Excellence Fund III (upto 29 September 2020)
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**Statement of Consolidated Financial Results for the quarter and half year ended 30 September 2020**

Particulars	(Rs. in Lakhs, unless otherwise stated)					
	For the quarter ended			For the half year ended		For the year ended
	30 September 2020	30 June 2020	30 September 2019	30 September 2020	30 September 2019	31 March 2020
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
<b>Revenue from operations</b>						
(i) Interest income	18,198	17,262	19,412	35,460	39,098	76,754
(ii) Dividend income	65	10	122	75	138	194
(iii) Rental income	1	1	4	2	4	39
(iv) Fee and commission income	48,321	39,144	38,045	87,465	73,844	1,54,922
(v) Net gain on fair value change	13,262	14,953	4,029	28,214	8,892	-
(vi) Other operating income	1,276	1,210	1,107	2,486	2,333	3,846
<b>(I) Total revenue from operations</b>	<b>81,123</b>	<b>72,580</b>	<b>62,719</b>	<b>1,53,702</b>	<b>1,24,309</b>	<b>2,35,755</b>
(II) Other income	39	167	54	206	435	786
<b>(III) Total Income (I)+(II)</b>	<b>81,162</b>	<b>72,747</b>	<b>62,773</b>	<b>1,53,908</b>	<b>1,24,744</b>	<b>2,36,541</b>
<b>Expenses</b>						
(i) Finance cost	10,910	10,879	12,455	21,789	24,850	49,447
(ii) Fees and commission expense	15,912	12,322	11,041	28,235	22,046	46,911
(iii) Net loss on fair value change	-	-	-	-	-	21,902
(iv) Impairment on financial instruments	2,380	1,592	5,063	3,972	6,360	9,130
(v) Employee benefits expenses	15,063	14,299	14,308	29,362	27,212	53,980
(vi) Depreciation and amortisation expenses	1,140	1,058	996	2,197	1,945	3,971
(vii) Other expenses	5,707	4,653	5,465	10,360	10,233	22,681
<b>(IV) Total expenses</b>	<b>51,112</b>	<b>44,803</b>	<b>49,328</b>	<b>95,915</b>	<b>92,646</b>	<b>2,08,022</b>
<b>(V) Profit/(loss) before exceptional items and tax (III)-(IV)</b>	<b>30,050</b>	<b>27,944</b>	<b>13,445</b>	<b>57,993</b>	<b>32,098</b>	<b>28,519</b>
(VI) Exceptional items	-	(8,896)	-	(8,896)	-	-
<b>(VII) Profit/(Loss) before tax and after exceptional items (V)+(VI)</b>	<b>30,050</b>	<b>19,048</b>	<b>13,445</b>	<b>49,097</b>	<b>32,098</b>	<b>28,519</b>
<b>Tax expense/(credit)</b>						
(1) Current tax	5,538	3,606	2,409	9,143	7,992	13,371
(2) Deferred tax expense/(credit)	866	(1,031)	(3,925)	(165)	(4,689)	(6,424)
(3) Short/(excess) provision for earlier years	80	-	0	80	(1)	32
<b>(VIII) Total tax expenses</b>	<b>6,484</b>	<b>2,575</b>	<b>(1,516)</b>	<b>9,058</b>	<b>3,302</b>	<b>6,979</b>
<b>(IX) Profit/(Loss) after tax (VII)-(VIII)</b>	<b>23,566</b>	<b>16,473</b>	<b>14,961</b>	<b>40,039</b>	<b>28,796</b>	<b>21,540</b>
(X) Share of profit/(loss) from associate and joint venture (net of taxes)	6,326	420	(732)	6,745	(1,293)	(2,582)
<b>(XI) Profit/(Loss) after tax and share in profit/(loss) of associate &amp; joint venture (IX)+(X)</b>	<b>29,892</b>	<b>16,893</b>	<b>14,229</b>	<b>46,784</b>	<b>27,503</b>	<b>18,958</b>
<b>(XII) Other comprehensive income</b>						
(i) Items that will not be reclassified to profit or loss						
- Remeasurement of the defined employee benefit plans	43	222	390	265	264	201
- Fair value gain/(loss) of investment held through fair value through other comprehensive income	5,420	3,240	(1,209)	8,660	2,396	(6,914)
(ii) Tax expenses relating to items that will not be reclassified to profit or loss	(630)	(433)	60	(1,063)	(347)	727
<b>Total other comprehensive income/(loss) (XII)</b>	<b>4,833</b>	<b>3,029</b>	<b>(759)</b>	<b>7,862</b>	<b>2,313</b>	<b>(5,986)</b>
<b>(XIII) Total comprehensive income/(loss) (XI)+(XII)</b>	<b>34,725</b>	<b>19,922</b>	<b>13,470</b>	<b>54,646</b>	<b>29,816</b>	<b>12,972</b>
<b>(XIV) Net profit/(loss) attributable to:</b>						
Owners of parent	29,646	16,699	14,235	46,340	27,177	18,337
Non-controlling interests	246	194	(6)	444	326	621
<b>(XV) Other comprehensive income/(loss) attributable to:</b>						
Owners of parent	4,833	3,026	(761)	7,864	2,311	(5,983)
Non-controlling interests	(0)	3	2	(2)	2	(3)
<b>(XVI) Total comprehensive income/(loss) attributable to: (XIV)+(XV)</b>						
Owners of parent	34,479	19,725	13,474	54,204	29,488	12,354
Non-controlling interests	246	197	(4)	442	328	618
<b>(XVII) (a) Paid up equity share capital (Face value Re.1 per share)</b>	<b>1,469</b>	<b>1,480</b>	<b>1,473</b>	<b>1,469</b>	<b>1,473</b>	<b>1,481</b>
<b>(b) Other Equity</b>						<b>3,07,149</b>
<b>(XVIII) Earning per share (EPS)*</b>						
Basic EPS (Amount in Rs.)	20.07	11.28	9.73	31.34	18.59	12.47
Diluted EPS (Amount in Rs.)	19.65	11.05	9.59	30.69	18.31	12.20

\*EPS for the quarters / half-years is not annualized

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**MOTILAL OSWAL FINANCIAL SERVICES LIMITED**

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**Consolidated Statement of Assets and Liabilities**

**(Rs. in Lakhs)**

PARTICULARS	As at	As at
	30 September 2020	31 March 2020
	(Unaudited)	(Audited)
<b>I. ASSETS</b>		
<b>1 Financial assets</b>		
(a) Cash and cash equivalents	1,17,642	84,352
(b) Bank balance other than (a) above	1,17,634	53,443
(c) Receivables		
(I) Trade receivables	76,005	74,553
(II) Other receivables	120	145
(d) Loans	4,15,660	4,07,947
(e) Investments	2,59,232	3,08,850
(f) Other financial assets	72,223	14,925
<b>Sub - total financial assets</b>	<b>10,58,516</b>	<b>9,44,215</b>
<b>2 Non-financial asset</b>		
(a) Current tax assets (net)	4,097	4,043
(b) Deferred tax assets (net)	10,963	12,428
(c) Investment property	3,438	3,465
(d) Property, plant and equipment	27,317	27,321
(e) Other Intangible assets	2,836	2,548
(f) Other non-financial assets	14,149	17,040
<b>Sub - total non - financial assets</b>	<b>62,800</b>	<b>66,845</b>
<b>Total Assets</b>	<b>11,21,316</b>	<b>10,11,060</b>
<b>II. LIABILITIES AND EQUITY</b>		
<b>Liabilities</b>		
<b>1 Financial liabilities</b>		
(a) Payables		
(I) Trade payables		
(i) total outstanding dues of micro enterprises and small enterprises	-	-
(ii) total outstanding dues of creditor other than micro enterprises and small enterprises	2,28,804	1,79,798
(b) Debt securities	2,81,727	2,82,326
(c) Borrowings (Other than debt securities)	1,81,787	1,80,355
(d) Deposits	16	12
(e) Other financial liabilities	51,625	37,464
<b>Sub - total financial liabilities</b>	<b>7,43,959</b>	<b>6,79,955</b>
<b>2 Non - financial liabilities</b>		
(a) Current tax liabilities (net)	6,944	955
(b) Provisions	9,307	12,538
(c) Deferred tax liabilities (net)	2,909	2,699
(d) Other non - financial liabilities	4,514	2,624
<b>Sub - total non - financial liabilities</b>	<b>23,674</b>	<b>18,816</b>
<b>3 Equity</b>		
(a) Equity share capital	1,469	1,481
(b) Other equity	3,47,562	3,07,149
(c) Non-controlling interests	4,652	3,659
<b>Sub - total equity</b>	<b>3,53,683</b>	<b>3,12,289</b>
<b>Total Liabilities and Equity</b>	<b>11,21,316</b>	<b>10,11,060</b>

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**Consolidated Statement of Cash Flow**

(Rs. in Lakhs)

PARTICULARS	For the half year ended 30 September 2020	For the half year ended 30 September 2019
<b>A. Cash flow from operating activities</b>		
<b>Profit before taxation</b>	<b>49,098</b>	<b>32,098</b>
Adjustments for:		
Impairment on financial instruments	3,972	6,361
Depreciation and amortisation expense	2,197	1,945
Provision for gratuity	366	409
Employee stock option expenditure	1,166	1,190
Profit / (loss) from partnership gain and joint venture	7,531	72
Net loss/(gain) on fair value change	(28,214)	(8,891)
Interest income	(35)	(44)
Dividend income	(75)	(138)
Interest expense pertaining to lease liability	174	159
<b>Operating profit</b>	<b>36,180</b>	<b>33,161</b>
<b>Adjustment for working capital changes:</b>		
(Increase) / decrease in trade receivables	(2,185)	47,757
(Increase) / decrease in other receivables	24	(40)
(Increase) in other financial assets	(57,298)	(9,155)
Decrease in other non financial assets	2,891	783
(Increase) / decrease in loans	(10,952)	40,043
Investment in Fixed deposit having maturity more than 3 months (net of maturity)	(64,191)	(33,949)
Decrease in liquid investments	94,239	37,937
Increase in trade payables	49,006	10,439
Increase in deposit	4	(5)
Increase in other financial liabilities	14,161	30,623
Increase in other non financial liabilities	1,890	707
(Decrease) in provision	(3,331)	(3,756)
Increase / (decrease) in borrowings	1,432	(61,110)
Increase / (decrease) in debt securities	(600)	17,067
<b>Cash generated from operations</b>	<b>61,270</b>	<b>1,10,502</b>
Direct taxes paid net (including utilisation of MAT credit)	(3,304)	(10,433)
<b>Net cash generated from Operating activities (A)</b>	<b>57,966</b>	<b>1,00,069</b>
<b>B. Cash flow from investing activities</b>		
Purchase of Property, plant and equipment	(2,455)	(5,124)
Purchase of Investments	(18,703)	(32,860)
Sale of Investments	10,957	4,979
Sale of Property, plant and equipment	2	-
Interest received	35	44
Dividend received	75	138
<b>Net cash (used in)/generated from Investing activities (B)</b>	<b>(10,089)</b>	<b>(32,823)</b>
<b>C. Cash flow from financing activities</b>		
Issue of Share capital including Securities premium	92	1,577
Buyback of shares	(14,861)	-
Payment of Dividend and Dividend Distribution Tax	-	(7,799)
Increase / (Decrease) in unpaid dividend	-	(3)
Cash payment of lease liability and interest	(174)	(159)
Foreign Currency Translation Reserve	(152)	1
Investment by/ (purchase) from Minorities	508	23
<b>Net cash (used in)/generated from Financing activities (C)</b>	<b>(14,587)</b>	<b>(6,360)</b>
<b>Net increase/(decrease) in cash and cash equivalents during the period (A+B+C)</b>	<b>33,290</b>	<b>60,886</b>



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CIN: L67190MH2005PLC153397

**Statement of Consolidated Financial Results for the quarter and half year ended 30 September 2020**

PARTICULARS	(Rs. in lakhs)	
	For the half year ended	
	30 September 2020	30 September 2019
<b>Cash and cash equivalents as at beginning of the period</b>		
Cash on hand	76	236
Schedule bank - In Current accounts	47,666	26,344
Cheques in hand	-	-
Fixed Deposit with original maturity within 3 months	36,610	10,788
<b>Cash and cash equivalents as at beginning of the period</b>	<b>84,352</b>	<b>37,368</b>
<b>Cash &amp; Cash equivalents comprise of as at end of the period</b>		
Cash on hand	166	244
Schedule bank - In Current accounts	1,09,328	77,278
Cheques in hand	131	-
Fixed Deposit with original maturity within 3 months	8,017	20,732
<b>Cash and cash equivalents as at end of the period</b>	<b>1,17,642</b>	<b>98,254</b>
<b>Components of cash and cash equivalents</b>		
Cash on hand	166	244
In Current accounts	1,09,328	77,278
Cheques in hand	131	-
Fixed Deposit with original maturity within 3 months	8,017	20,732
<b>Total</b>	<b>1,17,642</b>	<b>98,254</b>

**Notes :**

(i) The above Statement of Cash Flow has been prepared under indirect method as set out in Ind AS 7, 'Statement of Cash Flow', as specified under section 133 of the Companies Act, 2013 read with the Companies (Indian Accounting Standard) Rules, 2015 (as amended).

(ii) Figures in brackets indicate cash outflows.

**Consolidated notes:**

1) The consolidated financial results have been reviewed by the Audit Committee and subsequently approved by the Board of Directors at its meeting held on 30 October 2020, in terms of Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations").

2) The consolidated results of the Company include limited reviewed results of the subsidiaries – Motilal Oswal Investment Advisors Limited (formerly known as Motilal Oswal Investment Advisors Private Limited) (100%), MOPE Investment Advisors Private Limited (87.16%), Motilal Oswal Commodities Broker Private Limited (100%), Motilal Oswal Finvest Limited (formerly known as Motilal Oswal Capital Markets Limited) (100%), Motilal Oswal Wealth Management Limited (100%), Motilal Oswal Fincap Private Limited (formerly known as Motilal Oswal Insurance Brokers Private Limited) (100%), Motilal Oswal Asset Management Company Limited (98.64%), Motilal Oswal Trustee Company Limited (100%), Motilal Oswal Securities International Private Limited (100%), Motilal Oswal Real Estate Investment Advisors Private Limited (87.16%), Motilal Oswal Real Estate Investment Advisors II Private Limited (78.444%), Motilal Oswal Home Finance Limited (formerly known as Aspire Home Finance Corporation Ltd) (97.87%), India Business Excellence Management Company (87.16%), Motilal Oswal Capital Limited (98.64%), Motilal Oswal Finsec IFSC Limited (100%), Glide Tech Investment Advisory Private Limited (100%), TM Investment Technologies Pvt. Ltd (63.83%) and unaudited results of the subsidiaries - Motilal Oswal Capital Markets (Hongkong) Private Limited (100%), Motilal Oswal Asset Management (Mauritius) Private Limited (98.64%), Motilal Oswal Capital Markets (Singapore) Pte. Limited (100%), Associate, India Realty Excellence Fund II LLP (20.44%)

3) During the quarter, CRISIL has re-affirmed the credit rating on the non-convertible debentures and long term bank facilities at 'CRISIL AA-/Stable', commercial paper rating at 'CRISIL A1+' and long term Principal Protected Market Linked Debentures rating at 'CRISIL PP-MLD AA-r/Stable' of Motilal Oswal Home Finance Limited.

ICRA has re-affirmed the credit rating on the non-convertible debentures at 'ICRA AA(CE)/Stable', commercial paper rating at 'ICRA A1+' and long term Principal Protected Market Linked Debentures rating at 'PP-MLD ICRA A+/stable' of Motilal Oswal Home Finance Limited.

India Ratings has assigned the credit rating on the short term instruments at 'Ind A1+' of Motilal Oswal Home Finance Limited.

Also, CRISIL has re-affirmed the credit rating on the commercial paper rating at 'CRISIL A1+', ICRA has re-affirmed the credit rating on the non-convertible debentures rating at 'ICRA AA/Stable' of Motilal Oswal Financial Services Limited.

Also, CRISIL has re-affirmed the credit rating on the non-convertible debentures at 'CRISIL AA-/Stable', commercial paper rating at 'CRISIL A1+' and assigned long term Principal Protected Market Linked Debentures rating at 'CRISIL PP-MLD AA-r/Stable' of Motilal Oswal Finvest Limited.

4) As per IndAS 109 the group has unrealised gain of Rs.12,985 lakhs and Rs.24,294 lakhs for the quarter and half-year ended 30 September 2020 respectively which has been included in net gain on fair value changes. Further, the group has investment designated as 'Fair value through other comprehensive income' on which unrealised gain has been classified under 'Other comprehensive income' amounting to Rs.5,420 lakhs and Rs.8,660 lakhs for the quarter and half-year ended 30 September 2020 respectively.

**MOTILAL OSWAL FINANCIAL SERVICES LIMITED**

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CIN: L67190MH2005PLC153397

**Statement of Consolidated Financial Results for the quarter and half year ended 30 September 2020**

5) Consolidated segment results for the half year ended 30 September 2020 is as follows:

(Rs. in Lakhs)

Particulars	For the quarter ended			For the half year ended		For the year ended
	30 September 2020	30 June 2020	30 September 2019	30 September 2020	30 September 2019	31 March 2020
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
<b>1. Segment revenue</b>						
(a) Broking and other related activities	42,160	34,340	30,066	76,500	57,831	1,22,461
(b) Fund based activities	20,354	14,854	2,946	35,208	6,336	3,559
(c) Asset management and advisory	18,082	15,006	19,151	33,089	38,567	78,865
(d) Investment banking	199	35	831	234	859	1,211
(e) Home finance	13,597	13,330	14,626	26,926	29,900	57,644
(f) Unallocated	2	5	16	7	44	33
<b>Total</b>	<b>94,394</b>	<b>77,570</b>	<b>67,636</b>	<b>1,71,964</b>	<b>1,33,537</b>	<b>2,63,773</b>
Less: Inter segment revenue	(5,895)	(4,447)	(5,692)	(10,341)	(10,396)	(22,717)
<b>Total segment revenue (Inclusive of revenue from associate and joint venture)</b>	<b>88,499</b>	<b>73,123</b>	<b>61,944</b>	<b>1,61,623</b>	<b>1,23,141</b>	<b>2,41,056</b>
<b>2. Segment results</b>						
(a) Broking and other related activities	11,789	8,444	6,739	20,233	12,869	26,122
(b) Broking exceptional item	0	(8,896)	-	(8,896)	-	-
(c) Fund based activities	19,336	13,996	2,282	33,333	5,289	(29,063)
(d) Asset management and advisory	6,314	4,192	6,381	10,505	13,155	26,391
(e) Investment banking	(198)	(516)	280	(714)	(262)	(1,019)
(f) Home finance	1,687	2,412	(1,741)	4,099	772	6,129
(g) Unallocated	(1,540)	(207)	(1,324)	(1,748)	(1,329)	(3,029)
<b>Total</b>	<b>37,388</b>	<b>19,425</b>	<b>12,617</b>	<b>56,812</b>	<b>30,494</b>	<b>25,531</b>
<b>Total segment results (Inclusive of share of profit from associate and joint venture)</b>	<b>37,388</b>	<b>19,425</b>	<b>12,617</b>	<b>56,812</b>	<b>30,494</b>	<b>25,531</b>
<b>3. Segment assets</b>						
(a) Broking and other related activities	4,37,476	4,32,473	3,70,627	4,37,476	3,70,627	3,97,315
(b) Fund based activities	2,48,862	2,13,607	2,41,968	2,48,862	2,41,968	2,04,668
(c) Asset management and advisory	26,981	26,846	31,014	26,981	31,014	28,411
(d) Investment banking	219	170	200	219	200	167
(e) Home finance	4,15,706	3,99,141	4,12,976	4,15,706	4,12,976	3,78,057
(f) Unallocated	15,223	16,504	26,023	15,223	26,023	16,848
Less : Inter segment assets	(23,151)	(22,832)	(23,093)	(23,151)	(23,093)	(14,406)
<b>Total segment assets</b>	<b>11,21,316</b>	<b>10,65,909</b>	<b>10,59,715</b>	<b>11,21,316</b>	<b>10,59,715</b>	<b>10,11,060</b>
<b>4. Segment liabilities</b>						
(a) Broking and other related activities	3,91,333	3,93,991	3,33,713	3,91,333	3,33,713	3,66,976
(b) Fund based activities	31,023	21,423	43,065	31,023	43,065	22,141
(c) Asset management and advisory	13,612	8,806	15,382	13,612	15,382	10,952
(d) Investment banking	1,366	1,229	1,164	1,366	1,164	725
(e) Home finance	3,35,134	3,20,297	3,42,010	3,35,134	3,42,010	3,01,649
(f) Unallocated	11,615	5,422	7,920	11,615	7,920	4,675
Less : Inter segment liabilities	(16,451)	(16,881)	(17,822)	(16,451)	(17,822)	(8,347)
<b>Total segment liabilities</b>	<b>7,67,632</b>	<b>7,34,287</b>	<b>7,25,432</b>	<b>7,67,632</b>	<b>7,25,432</b>	<b>6,98,771</b>

The group has reported segment information as per Indian Accounting Standard 108 on 'Operating Segments'. As per Ind AS 108, segments are identified based on management's evaluation of financial information for allocating resources and assessing performance. Accordingly, the Group has identified five reportable segments, namely i) Broking and other related activities, ii) Fund based activities, iii) Asset management and advisory, iv) Investment banking and v) Home finance. The balance is shown as unallocated items.

6) Total segment revenue (inclusive of revenue from associate and joint venture) includes Net gain on fair value change from Broking and other related activities, Asset management and advisory and Home finance segment of Rs 966 lakhs and Rs. 4,515 lakhs for the quarter and year ended 31 March 2020 respectively which has been classified under 'Net loss on fair value change' in Statement of Consolidated Financial Results .

7) The subsidiary company Motilal Oswal Home Finance Limited had offered moratorium in accordance with its Board approved policies read with the Reserve Bank of India (RBI) guidelines dated 27 March 2020, 17 April 2020 and 23 May 2020 relating to 'COVID-19 Regulatory Package', to its eligible customers based on requests received as well as on a suo-moto basis between 1 March 2020 to 31 August 2020. The moratorium period, wherever granted, was excluded for assets classification purpose for accounts classified as standard as of 29 February 2020, even if overdue.

During the quarter ended 30 September 2020, the Company made an expected credit loss (ECL) provision on stage 1 and 2 assets of Rs.539 lakhs, taking the overall ECL provision on stage 1 and 2 assets to Rs.4,474 lakhs as of 30 September 2020. The ECL provision on stage 1 and 2 assets as a percentage of underlying assets stands at 1.24% as of 30 September 2020 (0.74% as of 31 March 2020). The provision on loans made by the Company is more than requirement as per the RBI guideline dated 17 April 2020.

The Company has recognised provisions as on 30 September 2020 towards its assets including loans based on the information available at this point of time including estimates and assumptions specific to the impact of the COVID-19 pandemic, in accordance with the Expected Credit Loss method. Given the dynamic and evolving nature of the COVID-19 pandemic, these estimates and assumptions may be affected by the severity, duration of the pandemic and other variables.

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**Statement of Consolidated Financial Results for the quarter and half year ended 30 September 2020**

8) The SARS-CoV-2 virus responsible for COVID -19 has spread across the globe and India, which has contributed to a significant decline in the economic activities. Government have introduced a variety of measures to contain the spread of the virus. Governments have Introduced various lockdowns since March 2020. Such lockdowns have been lifted for activities in a phased manner by various governments at various points in time depending on the situation prevailing in their respective jurisdictions. The Company believes that it has taken into account the possible impact of known events arising out of COVID 19 pandemic in the preparation of financial results. The Company will continue to monitor for any material changes to future economic conditions.

The Company as a Sponsor/as a part of its Investment portfolio makes various investments in the Alternative Funds (Private Equity Funds & Real Estate Funds). The company fair values these investments at every Balance sheet date and the Mark to Market impact on the same is taken in the Statement of Profit & Loss for the reporting period. Fair valuation of these Investments amounting to Rs.67,172 lakhs are dependent on respective Fund's Fair value which is determined by Scheme's Investment Manager. They are required to make judgements, estimates and assumptions which are also based on historical experience and various other factors including the possible effects that may result from the pandemic, that are believed to be reasonable under the current circumstances. Given the dynamic nature of the pandemic situation, the carrying valuation of the Company's investment in Private Equity Funds and Real Estate Funds as at 30 September 2020, may be affected by the severity and duration of the outbreak; however the Company believes that it has taken into account all the possible impact of known events arising out of COVID 19 pandemic in the preparation of financial results resulting out of fair valuation of these investments. However the impact assessment of COVID 19 is a continuing process given its nature and duration. The Company will continue to monitor for any material changes to future economic conditions.

9) Exceptional item comprises of provision made by the Company of Rs.8,896 Lakhs on account of negative price settlement effected by MCX vide its circular dated 21 April 2020, in respect of Client positions entered by the company as a Commodity Broker. The customers who entered on the buy side of the contract had to settle for negative price on expiry. While entering the contract for taking exposure on the contract value, the customers were required to pay only the margin as required by the exchange including mark to market losses. In relation to such contracts, the Company has net receivables from the clients aggregating Rs 8,896 lakhs. The Company has filed writ petition before the Bombay High court (BHC) against the MCX circular and the said writ petition is pending. Moreover the Company has filed arbitration petition for interim relief before the BHC against the client where the court has directed the client not to dispose off its assets; Further the company has filed an arbitration claim for recovery of outstanding debits against the client. The company is hopeful of recovery as the client is reputed entity and has resources to pay, however pending the arbitration proceedings company had conservatively provided for the full outstanding amount in respect of its client positions in quarter ended 30 June 2020.

10) The Buy-back window of the Company commenced on 01 April 2020 and was closed from closure of trading hours of 30 September 2020. During the Buy-back period i.e. 01 April 2020 till 30 September 2020, the Company bought-back 19,09,144 Equity Shares of the Company out of which 11,78,182 equity shares were extinguished during quarter ended 30 September 2020 and balance 7,30,962 equity shares were extinguished on 06 October 2020. The Company has deployed Rs. 12,033 lakhs, representing 80.22% of the Maximum Buy-back Size of Rs. 15,000 lakhs.

11) The subsidiary company Motilal Oswal Home Finance Limited has elected to exercise the option permitted under section 115BAA of the Income Tax Act, 1961 as introduced through 'The Taxation Laws (Amendment) Act, 2019'. Accordingly, the Company has recognised provision for income tax for the half year ended 30 September 2020 and re-measured its deferred tax assets/ liability basis the rate prescribed in the aforesaid section. Accordingly, an amount of Rs.683 lakhs and Rs.1,366 lakhs for the quarter and half year ended 30 September 2020 respectively, is attributable to the effect of revising the annual effective income tax rate.

12) Disclosures as required by RBI circular dated 17 April 2020 on 'COVID-19 Regulatory Package - Asset Classification and Provisioning' is given below:

Particulars	Rs. in lakhs	
	30 September 2020	31 March 2020
Principal amount outstanding for all loan accounts where moratorium benefit was extended	1,85,211	57,712
Respective amounts in SMA/overdue categories, where the moratorium/deferment was extended, in terms of paragraph 2 and 3 of the circular (as of 29 February 2020)	40,752	37,028
Respective amount where asset classification benefit is extended	5,115	5,282
Provision made in terms of paragraph 5 of the circular (5% in March 2020 and 10% cumulative till June 2020, based on regulatory provisioning requirements) *	515	259
Provisions adjusted against slippages in terms of paragraph 6 of the circular	-	-
Residual provisions in terms of paragraph 6 of the circular	515	259

\* The provision included in these results has been determined in accordance with the Expected Credit Loss method.

13) Hon'ble Supreme Court, in a public interest litigation (Gajendra Sharma vs. Union of India & Anr), vide an interim order dated 3 September 2020 (interim order), has directed that accounts which were not declared NPA till 31 August 2020 shall not be declared as NPA till further orders. Accordingly, the subsidiary company Motilal Oswal Home Finance Limited (formerly known as Aspire Home Finance Corporation Limited) has not classified any accounts as NPA after 31 August 2020 which were not NPA as of 31 August 2020. However, the Company continues to consider 90 days past due cases under Stage 3 and provisioned accordingly, as per Ind AS accounting guidelines.

14) The amounts reflected as "0" in the financial information are values with less than rupees fifty thousands.

15) Previous quarter and year ended figures have been regrouped/reclassified wherever necessary to confirm to the current quarter end presentation.

For and on behalf of the Board of  
**Motilal Oswal Financial Services Limited**


Digital Signatory: MOTILAL GOPILAL OSWAL  
 DIN: 00024503  
 Digitally signed by Motilal Oswal  
 DN: cn=Motilal Oswal, o=Motilal Oswal Financial Services Limited, email=motilal.oswal@motilaloswal.com, c=IN  
 Date: 2020.10.30 11:01:49 +05'30'

**Motilal Oswal**  
 Managing Director and Chief Executive Officer  
 (DIN - 00024503)

Mumbai, 30 October 2020

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**Independent Auditor's Review Report on Standalone Unaudited Quarterly and Year to Date Financial Results of Motilal Oswal Financial Services Limited pursuant to the Regulation 33 and Regulation 52 read with Regulation 63 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) and SEBI Circular SEBI/HO/DDHS/DDHS/CIR/P/2019/ 115 dated 22 October 2019 (as amended)**

**To the Board of Directors of Motilal Oswal Financial Services Limited**

1. We have reviewed the accompanying statement of standalone unaudited financial results of **Motilal Oswal Financial Services Limited** ('the Company') for the quarter ended 30 September 2020 and the year to date results for the period 01 April 2020 to 30 September 2020 ('the Statement'), being submitted by the Company pursuant to the requirements of Regulation 33 and Regulation 52 read with Regulation 63 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) and SEBI circular SEBI/HO/DDHS/CIR/P/2019/115 dated 22 October 2019 (as amended), including relevant circulars issued by the SEBI from time to time.
2. The Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting ('Ind AS 34'), prescribed under Section 133 of the Companies Act, 2013 ('the Act'), and other accounting principles generally accepted in India and is in compliance with the presentation and disclosure requirements of Regulation 33 and Regulation 52 read with Regulation 63 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) and SEBI circular SEBI/HO/DDHS/CIR/P/2019/115 dated 22 October 2019 (as amended), including relevant circulars issued by the SEBI from time to time. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing specified under section 143(10) of the Act, and consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

**Motilal Oswal Financial Services Limited  
Independent Auditor's Review Report on Standalone Unaudited Quarterly and Year to Date Financial Results  
of Motilal Oswal Financial Services Limited pursuant to the Regulation 33 and Regulation 52 read with  
Regulation 63 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as  
amended) and SEBI Circular SEBI/HO/DDHS/DDHS/CIR/P/2019/ 115 dated 22 October 2019 (as amended)**

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4. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the accounting principles laid down in Ind AS 34, prescribed under Section 133 of the Act, and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 and Regulation 52 read with Regulation 63 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (as amended) and SEBI circular SEBI/HO/DDHS/CIR/P/2019/115 dated 22 October 2019(as amended), including the manner in which it is to be disclosed, or that it contains any material misstatement.
5. We draw attention to Note 3 in the accompanying Statement relating to carrying value of Investments in Real Estate Funds and Private Equity Funds amounting to Rs. 37,198 lakhs as at 30 September, 2020. As described in the aforesaid note, the carrying value of such investments is subject to the uncertainties related to the impact of the COVID 19 pandemic. Our conclusion is not modified in respect of this matter.

For **Walker Chandniok & Co LLP**  
Chartered Accountants  
Firm Registration No:001076N/N500013

**MURAD D**  
**DARUWALLA**

Digitally signed by  
MURAD D DARUWALLA  
Date: 2020.10.30  
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**Murad D. Daruwalla**  
Partner  
Membership No:043334

**UDIN:20043334AAAAAS4763**

Place: Mumbai  
Date: 30 October 2020

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**Statement of Standalone Financial Results for the quarter and half year ended 30 September 2020**

(Rs. in lakhs, unless otherwise stated)

Particulars	For the quarter ended			For the half year ended		For the year ended
	30 September 2020	30 June 2020	30 September 2019	30 September 2020	30 September 2019	31 March 2020
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
<b>Revenue from operations</b>						
(i) Interest income	4,411	3,545	4,428	7,956	8,620	17,291
(ii) Dividend income	29	0	5,273	29	5,273	13,986
(iii) Rent income	514	514	515	1,028	1,025	2,084
(iv) Fees and commission income						
-Brokerage income	31,535	25,104	18,830	56,639	36,301	79,538
-Other commission income	2,443	1,662	2,969	4,105	5,134	10,937
(v) Net gain on fair value changes	11,526	11,080	2,889	22,606	5,917	-
(vi) Other operating revenue	1,182	1,161	936	2,343	1,943	3,113
<b>(I) Total Revenue from operations</b>	<b>51,640</b>	<b>43,066</b>	<b>35,840</b>	<b>94,706</b>	<b>64,213</b>	<b>1,26,949</b>
(II) Other income	642	882	886	1,524	1,772	3,690
<b>(III) Total Income (I+II)</b>	<b>52,282</b>	<b>43,948</b>	<b>36,726</b>	<b>96,230</b>	<b>65,985</b>	<b>1,30,639</b>
<b>Expenses</b>						
(i) Finance cost	2,920	3,165	3,194	6,085	5,982	12,924
(ii) Fees and commission expense	13,330	9,839	7,663	23,169	15,136	33,310
(iii) Impairment on financial instruments	418	316	194	734	367	1,439
(iv) Net loss on fair value changes	-	-	-	-	-	15,849
(v) Employee benefit expenses	8,984	8,322	8,137	17,306	15,626	31,171
(vi) Depreciation and amortisation expense	850	806	740	1,657	1,464	2,984
(vii) Other expenses	3,908	3,210	3,358	7,118	6,236	13,552
<b>(IV) Total Expenses (IV)</b>	<b>30,410</b>	<b>25,658</b>	<b>23,286</b>	<b>56,069</b>	<b>44,811</b>	<b>1,11,229</b>
<b>(V) Profit/(Loss) before exceptional items and tax (III-IV)</b>	<b>21,872</b>	<b>18,290</b>	<b>13,440</b>	<b>40,161</b>	<b>21,174</b>	<b>19,410</b>
<b>(VI) Exceptional items (Refer note 4)</b>	<b>-</b>	<b>8,896</b>	<b>-</b>	<b>8,896</b>	<b>-</b>	<b>-</b>
<b>(VII) Profit/(Loss) before tax (V-VI)</b>	<b>21,872</b>	<b>9,394</b>	<b>13,440</b>	<b>31,265</b>	<b>21,174</b>	<b>19,410</b>
<b>Tax expense/(credit)</b>						
(1) Current tax	3,970	2,337	1,216	6,307	4,107	7,056
(2) Deferred tax/(credit)	(116)	(1,952)	(2,992)	(2,068)	(4,461)	(7,326)
(3) (Excess)/ short provision for earlier years	47	-	-	47	-	-
<b>(VIII) Total tax expenses / (credit)</b>	<b>3,901</b>	<b>385</b>	<b>(1,776)</b>	<b>4,286</b>	<b>(354)</b>	<b>(270)</b>
<b>(IX) Profit/(Loss) after tax (VII-VIII)</b>	<b>17,971</b>	<b>9,009</b>	<b>15,216</b>	<b>26,979</b>	<b>21,527</b>	<b>19,680</b>
<b>Other Comprehensive income</b>						
A(i) Items that will not be reclassified to profit or loss						
(a) Remeasurement of the defined employee benefit plans	54	90	349	144	149	57
(b) Changes in fair value gain/(loss) of FVOCI equity instruments	4,377	2,072	(1,367)	6,450	2,325	(4,489)
(ii) Deferred tax related to items that will not be reclassified to profit and loss account	(514)	(260)	86	(774)	(304)	499
<b>(X) Other Comprehensive Income/(Loss)</b>	<b>3,917</b>	<b>1,902</b>	<b>(932)</b>	<b>5,820</b>	<b>2,171</b>	<b>(3,933)</b>
<b>(XI) Total Comprehensive Income/(Loss) (IX+X)</b>	<b>21,888</b>	<b>10,911</b>	<b>14,284</b>	<b>32,799</b>	<b>23,698</b>	<b>15,747</b>
<b>(XII) (a) Paid-up Equity Share Capital (Face value of Re. 1)</b>	<b>1,469</b>	<b>1,479</b>	<b>1,473</b>	<b>1,469</b>	<b>1,473</b>	<b>1,481</b>
<b>(b) Other Equity</b>						<b>2,74,933</b>
<b>Earnings/(loss) Per Share (EPS)</b> <b>(Face value Re. 1 per equity share) (not annualised)</b>						
Basic (amount in Rs.)	12.17	6.09	10.40	18.25	14.72	13.39
Diluted (amount in Rs.)	11.91	5.96	10.25	17.87	14.51	13.09

**MOTILAL OSWAL FINANCIAL SERVICES LIMITED**

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Tel: +91-22-39804200/71934200, Fax: +91-22-38462365 Email:shareholders@motilaloswal.com, Website :www.motilaloswalgroup.com

CIN: L67190MH2005PLC153397

**Standalone Statement of Assets and Liabilities**

(Rs. in lakhs, unless otherwise stated)

Particulars	As at 30 September 2020 (Unaudited)	As at 31 March 2020 (Audited)
<b>I ASSETS</b>		
<b>1. Financial assets</b>		
Cash and cash equivalents	82,051	67,668
Bank balance other than above	1,14,302	52,640
Receivables		
(i) Trade receivables	48,121	47,831
(ii) Other Receivables	357	820
Loans	35,145	19,963
Investments	2,75,094	3,78,019
Other financial assets	70,467	13,325
<b>Sub - total financial assets</b>	<b>6,25,537</b>	<b>5,80,266</b>
<b>2. Non - financial assets</b>		
Current tax assets (net)	1,780	1,338
Deferred tax assets (net)	133	-
Investment Property	7,785	7,813
Property, plant and equipment	20,562	20,785
Other intangible assets	2,389	2,139
Other non - financial assets	2,197	4,249
<b>Sub - total non - financial assets</b>	<b>34,846</b>	<b>36,324</b>
<b>Total assets</b>	<b>6,60,383</b>	<b>6,16,590</b>
<b>II LIABILITIES AND EQUITY</b>		
<b>Liabilities</b>		
<b>1. Financial liabilities</b>		
Payables		
(i) Trade payables		
(i) total outstanding dues of micro enterprise and small enterprise	-	-
(ii) total outstanding dues of creditors other than micro enterprise and small enterprise	2,06,536	1,56,675
Debt securities	71,576	1,06,659
Borrowings(Other than debt securities)	38,230	36,313
Deposits	16	12
Other financial liabilities	34,980	29,199
<b>Sub - total financial liabilities</b>	<b>3,51,338</b>	<b>3,28,858</b>
<b>2. Non - financial liabilities</b>		
Current tax liabilities	4,043	583
Provisions	5,919	7,999
Deferred tax liabilities (net)	-	1,161
Other non - financial liabilities	3,640	1,575
<b>Sub - total non - financial liabilities</b>	<b>13,602</b>	<b>11,318</b>
<b>3. Equity:</b>		
Equity share capital	1,469	1,481
Other equity	2,93,974	2,74,933
<b>Sub - total equity</b>	<b>2,95,443</b>	<b>2,76,414</b>
<b>Total liabilities and equity</b>	<b>6,60,383</b>	<b>6,16,590</b>

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**Standalone Statement of Cash Flow**

(Rs. in lakhs, unless otherwise stated)

Particulars	For the half year ended 30 September 2020	For the half year ended 30 September 2019
<b>A. Cash flow from operating activities</b>		
Profit before taxation	31,263	21,174
<b>Adjustment for:</b>		
Net loss/(gain) on fair value change	(14,665)	5,702
Employee stock option scheme cost	1,086	1,072
Interest expense	128	114
Depreciation, amortisation and impairment	1,657	1,464
Dividend income	(29)	(5,273)
Profit on sale of investment	(7,941)	(11,619)
Gain on partnership firm	(11)	-
Impairment on financial instruments	733	367
<b>Operating profit</b>	<b>12,221</b>	<b>13,001</b>
<b>Adjustment for working capital changes</b>		
Adjustment for working capital changes		
1) Increase/(decrease) in provision	(1,935)	(1,994)
2) Increase/(decrease) in borrowings	1,917	(59,606)
4) Increase/(decrease) in other financial liabilities	6,162	2,767
5) Increase/(decrease) in trade payables	49,861	12,454
6) (Increase)/decrease in loans	(15,181)	14,546
7) Increase/(decrease) in debt securities	(35,083)	59,275
8) (Increase)/decrease in other non financial liabilities	2,065	1,051
9) (Increase)/decrease in other financial assets	(57,142)	(14,597)
10) (Increase)/decrease in other non financial asset	2,051	471
11) (Increase)/decrease in trade receivables	(559)	45,207
12) (Increase)/decrease in fixed deposit	(61,662)	(34,028)
13) (Increase)/decrease in liquid investment	1,12,568	26,499
<b>Cash generated/(used) from operations</b>	<b>15,283</b>	<b>65,046</b>
Direct taxes paid (net)	(3,337)	(4,289)
<b>Net cash generated/(used) from operating activities (A)</b>	<b>11,946</b>	<b>60,757</b>
<b>B. Cash flow from investing activities</b>		
Proceeds from sale of investment	32,045	9,686
Purchase of equity shares in subsidiary company	(574)	(22,039)
Purchase of Investments	(12,047)	(4,928)
Purchase of Property, plant and equipment and intangible asset	(1,659)	(1,073)
Sale of Property, plant and equipment	2	-
Dividend Income	29	5,273
<b>Net cash generated/(used) from investing activities (B)</b>	<b>17,796</b>	<b>(13,081)</b>
<b>C. Cash flow from financing activities</b>		
Cash Payment of lease liability and interest	(510)	(649)
Proceeds from issue of equity shares	-	4
Premium on issue of equity shares	-	1,188
Proceeds from deposits received	4	-
Dividend paid (including Dividend distribution tax)	-	(6,555)
Buyback of shares(including buyback tax)	(14,853)	-
Increase/(decrease) in unpaid dividend	-	(3)
<b>Net cash generated/(used) from financing activities (C)</b>	<b>(15,359)</b>	<b>(6,015)</b>
<b>Net increase/(decrease) in cash and cash equivalents during the year (A +B +C)</b>	<b>14,383</b>	<b>41,661</b>



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CIN: L67190MH2005PLC153397  
Standalone Statement of Cash Flow

(Rs. in lakhs, unless otherwise stated)

Particulars	For the half year ended 30 September 2020	For the half year ended 30 September 2019
<b><u>Cash and cash equivalents as at beginning of the year</u></b>		
Cash in hand	26	31
Cheque on hand	-	-
Scheduled bank - In current account	31,064	14,993
Fixed deposit with banks (Maturity within 3 months)	36,578	10,775
<b>Total</b>	<b>67,668</b>	<b>25,799</b>
<b><u>Cash and cash equivalents as at end of the year :</u></b>		
Cash in hand	44	18
Cheque on hand	-	-
Scheduled bank - In current account	74,022	46,723
Fixed deposit with banks (Maturity within 3 months)	7,985	20,719
<b>Total</b>	<b>82,051</b>	<b>67,460</b>
<b><u>Reconciliation of cash and cash equivalents as above with cash and bank balances</u></b>		
Cash and cash equivalents as at end of the year as per above	74,066	46,741
Add:- Fixed deposit with banks (Maturity within 3 months)	7,985	20,719
<b>Total Cash and bank balances equivalents as at end of the year</b>	<b>82,051</b>	<b>67,460</b>

**Notes :**

(i) The above Statement of Cash Flows has been prepared under indirect method as set out in Ind AS 7, 'Statement of Cash Flows', as specified under section 133 of the Companies Act, 2013 read with the Companies (Indian Accounting Standard) Rules, 2015 (as amended).

(ii) Figures in brackets indicate cash outflows.

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**Notes to Statement of Standalone Financial Results for the quarter and half year ended 30 September 2020**

**Standalone Notes:-**

1) The standalone financial results have been reviewed by the Audit Committee and taken on record by the Board of Directors of the Motilal Oswal Financial Services Limited (the 'Company') at its Meeting held on Friday 30 October 2020. The results for the quarter and half year ended 30 September 2020 have been reviewed by the Statutory Auditors of the Company.

2) This statement has been prepared in accordance with the Companies (Indian Accounting Standards) Rules, 2015 ('IndAS') prescribed under Section 133 of the Companies Act, 2013.

3) The SARS-CoV-2 virus responsible for COVID -19 has spread across the globe and India, which has contributed to a significant decline in the economic activities. Government have introduced a variety of measures to contain the spread of the virus. Governments have Introduced various lockdowns since March 2020. Such lockdowns have been lifted for activities In a phased manner by various governments at various points in time depending on the situation prevailing in their respective jurisdictions. The Company believes that it has taken into account the possible impact of known events arising out of COVID 19 pandemic in the preparation of financial results. The Company will continue to monitor for any material changes to future economic conditions.

The Company as a Sponsor/as a part of its Investment portfolio makes various investments in the Alternative Funds (Private Equity Funds & Real Estate Funds). The company fair values these investments at every Balance sheet date and the Mark to Market impact on the same is taken in the Statement of Profit & Loss for the reporting period. Fair valuation of these Investments amounting to Rs.37,198 lakhs are dependent on respective Fund's Fair value which is determined by Scheme's Investment Manager. They are required to make judgements, estimates and assumptions which are also based on historical experience and various other factors including the possible effects that may result from the pandemic, that are believed to be reasonable under the current circumstances. Given the dynamic nature of the pandemic situation, the carrying valuation of the Company's investment in Private Equity Funds and Real Estate Funds as at 30 September 2020, may be affected by the severity and duration of the outbreak; however the Company believes that it has taken into account all the possible impact of known events arising out of COVID 19 pandemic in the preparation of financial results resulting out of fair valuation of these investments. However the impact assessment of COVID 19 is a continuing process given its nature and duration. The Company will continue to monitor for any material changes to future economic conditions.

4) Exceptional item comprises of provision made by the Company of Rs.8,896 lakhs (post tax Rs.6,657 lakhs) on account of negative price settlement effected by MCX vide its circular dated 21 April 2020, in respect of Client positions. The customers who entered on the buy side of the contract had to settle for negative price on expiry. While entering the contract for taking exposure on the contract value, the customers were required to pay only the margin as required by the exchange including mark to market losses. In relation to such contracts, the Company has net receivables from the clients aggregating Rs.8,896 lakhs (post tax Rs.6,657 lakhs). The Company has filed writ petition before the Bombay High court (BHC) against the MCX circular and the said writ petition is pending. Moreover the Company has filed arbitration petition for interim relief before the BHC against the client where the court has directed the client not to dispose off its assets; Further the Company has filed an arbitration claim for recovery of outstanding debits against the clients. The Company is hopeful of recovery as the major clients are reputed entity / persons and have resources to pay, however pending the arbitration proceedings, the Company had conservatively provided for the full outstanding amount in respect of its client positions in quarter ended 30 June 2020.

5) Pursuant to SEBI circular SEBI/HO/DDHS/CIR/P/2019/115 dated October 22, 2019, on "Framework for listing of Commercial Paper", information as required under Regulation 52(4) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015 (the Regulations) and Additional Line Items pursuant to Regulation 52(4) of the Regulations in respect of Non-Convertible Debentures of the Company are as below:

a) During the quarter, CRISIL has reaffirmed the rating of "CRISIL A1+" to the Commercial Paper Programme of the Company for Rs. 1,30,000 lakhs, India Ratings & Research has affirmed the rating of "IND A1+" to the Commercial Paper Programme of the Company for Rs. 1,30,000 lakhs. The ratings indicate a very strong degree of safety regarding timely servicing of financial obligations.

b) Details of previous due date, next due date for the payment of interest and repayment of commercial papers:

Sr No.	Commercial Paper Date of Issue	Redemption Amount	Previous due date (01 April 2020 to 30 September 2020)	Whether paid or not	Next due date
		(Rs. in lakhs)	Principal & Interest		Principal & Interest
1	28-Jan-20	30,000	28-Apr-20	Yes	NA
2	31-Jan-20	17,500	30-Apr-20	Yes	NA
3	28-Feb-20	20,000	28-May-20	Yes	NA
4	06-Mar-20	25,000	04-Jun-20	Yes	NA
5	29-Apr-20	5,000	26-Jun-20	Yes	NA
6	29-Apr-20	10,000	26-Jun-20	Yes	NA
7	28-May-20	2,500	21-Aug-20	Yes	NA
8	22-May-20	40,000	21-Aug-20	Yes	NA
9	10-Jun-20	20,000	28-Aug-20	Yes	NA
10	19-Jun-20	15,000	17-Sep-20	Yes	NA
11	31-Jul-20	10,000	NA	-	28-Oct-20
12	31-Jul-20	10,000	NA	-	28-Oct-20
13	21-Aug-20	25,000	NA	-	19-Nov-20
14	28-Aug-20	7,500	NA	-	26-Nov-20
15	01-Sep-20	30,000	25-Sep-20	Yes	NA
16	01-Sep-20	12,500	25-Sep-20	Yes	NA
17	08-Sep-20	10,000	NA	-	19-Mar-21
18	08-Sep-20	10,000	NA	-	19-Mar-21

c) Assets Cover available in case of Non Convertible Debt Securities : NA.

d) Credit rating, previous due date, next due date for payment of interest/repayment of principal of non convertible debentures

ISIN	Series	Credit rating	Issue size (In lakhs)	Previous due date		Next due date	
				Principal	Interest	Principal	Interest
INE886I07030	C	ICRA AA	15,000	03-Jul-20	03-Jul-20	NA	NA

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**Notes to Statement of Standalone Financial Results for the quarter and half year ended 30 September 2020**

e) Financial Key Ratios :

Particulars	Quarter ended			Half year ended		Year ended
	30 September 2020	30 June 2020	30 September 2019	30 September 2020	30 September 2019	31 March 2020
Debt Equity Ratio	0.37	0.45	0.49	0.37	0.49	0.52
Debt Service Coverage Ratio	0.16	0.10	0.16	0.28	0.25	0.40
Interest Service Coverage Ratio	6.90	4.96	6.93	5.91	5.84	5.04

f) Debenture Redemption Reserve as at 30 September 2020: NA.

g) Net worth of the Company (As per section 2 (57) of the Companies Act,2013) for the half year ended 30 September 2020 is Rs.2,95,443 lakhs.

6) As per Ind AS 108 'Operating Segments', Segment has been disclosed in consolidated financial results, Hence no separate disclosure has been given in standalone financial results of the Company.

7) As per IndAS 109 the Company has unrealised gain of Rs 6,910 lakhs and Rs 14,665 lakhs for the quarter ended 30 September 2020 and half year ended 30 September 2020 respectively which has been classified under head 'Net gain on fair value changes'. Further, the Company has investment in financial instruments designated as 'Fair value through other comprehensive income' amounting to Rs. 4,377 lakhs and Rs 6,450 lakhs for the quarter ended 30 September 2020 and half year ended 30 September 2020.

8) The Buy-back window of the Company commenced on 01 April 2020 and was closed from closure of trading hours of 30 September 2020. During the Buy-back period i.e. 01 April 2020 till 30 September 2020 the Company bought-back 19,09,144 Equity Shares of the Company out of which 11,78,182 equity shares were extinguished during quarter ended 30 September 2020 and balance 7,30,962 equity shares were extinguished on 06 October 2020. The Company has deployed Rs. 12,033 lakhs, representing 80.22% of the Maximum Buy-back Size of Rs. 15,000 lakhs.

9) The amounts reflected as "0" in the Financial Information are values with less than rupees one lakhs.

10) Previous quarter and half year ended figures have been regrouped/reclassified, wherever found necessary, to confirm to the current quarter/half year/year end presentation.

For and on behalf of the Board of  
**Motilal Oswal Financial Services Limited**

**MOTILAL** Digital signed by MOTILAL  
**GOPILAL** DIN: 00024503  
**OSWAL** Digitally signed by MOTILAL

**Motilal Oswal**  
Managing Director and Chief executive officer  
(DIN 00024503)

Mumbai,  
30 October 2020

## INVESTOR UPDATE

### **Motilal Oswal Financial Services reports Highest ever Q2FY21 PAT of Rs 2.97 bn, +108% YoY and Rs 4.63 bn, +70% YoY in H1FY21.**

**Mumbai, October 30, 2020:** Motilal Oswal Financial Services Ltd. announced its results for the quarter and half year ended September 30, 2020 post approval by the Board of Directors at a meeting held in Mumbai on October 30, 2020.

#### **Performance for the quarter and half year ended September 30, 2020:**

- In Q2FY21, consolidated revenues grew by 14% YoY at Rs 7.47 bn, Operating Profit (PAT) grew by 33% YoY at Rs 1.23 bn, Consolidated PAT grew by 108% YoY at Rs 2.97 bn including MTM gains (Rs 1.7 bn, +246% YoY).
- Consolidated revenues in H1FY21 grew by 8% YoY at Rs 13.8 bn, Operating Profit (PAT) for H1FY21 grew by 18% YoY at Rs 2.26 bn and consolidated profit grew by 70% YoY at Rs 4.63 bn.

#### **Key highlights for the Q2FY21**

- Highest-ever Consolidated Quarterly Revenues & Profits. Strong Sequential growth revenues and profitability across businesses.
- **Broking** - Highest ever Revenues & PAT, market share gains 80 bps YoY & 10 bps QoQ, highest ever quarterly clients addition, significant investments made in last 12 months in expanding talent pool & distribution network.
- **AMC** - AUM back to pre-covid level, gross sales gaining traction, digitally launched NFO of S&P 500 index fund and Multi asset fund.
- **Home Finance** - Sharp reduction in cost of funds driving margin expansion, strong traction in collection efficiency during and post moratorium periods, aggressive covid-related provisions of Rs 230 mn, continued superior quality of new book underwritten, industry veterans on-boarded to run the business - Arvind Hali joined as MD & CEO and Amar Bahl joined as Deputy MD & COO.
- Consolidated net worth stood at Rs 34.9 bn, net debt is Rs 35.4 bn. Excluding Home finance, net debt is Rs 8.3 bn. Overall debt is down by 2% YoY. Total D/E declined to 1.3x. Ex-MOHF D/E stood at 0.4x. Net of investments, we have a net cash balance sheet. RoE for H1FY21 stands at 36% (ex-OCI & exceptional item).
- Company has completed Buyback of its equity shares amounting to Rs 1.5 bn (including tax) resulting in increase in promoter equity in the company by 1.3% to 70.67%.
- Besides financial performance, recent time has been very eventful in terms of our successes in brand building, advertising and several other fronts. MOFSL got inducted in **"Hall of Fame"** at 10<sup>th</sup> Financial Advisory Awards 2019. MOFSL rank 2<sup>nd</sup> **"Best Local Brokerage"** in Asia Money broker's poll 2019. Our latest Ad on **"Skin in the Game"** has received appreciation in various media. These and several other recognitions of Motilal Oswal as a preferred consumer and employee brand in financial services space.

**Speaking on the performance of the company, Mr. Motilal Oswal, MD & CEO said** “During this unprecedented time, we have successfully migrated all of our employees to WFH and despite WFH we haven’t witnessed much impact on our businesses. In fact, in most of our fee based businesses we have seen strong traction; retail broking business which is our cash cow business has achieved new highs across every parameter. Our strategy to diversify our business model towards linear sources of earnings continues to deliver results. Our Asset Management business is likely to gain from strong product performance and its niche positioning. Our Housing finance business is geared up for profitable growth under new leadership. Our traditional broking business benefitted from industry consolidation with its knowledge driven phygital offerings. Each of our 7 businesses offers headroom for growth.

## **Performance of Business Segments for the quarter and half year ended September 30, 2020**

### **• Capital markets Businesses (Broking & Investment banking)**

- Capital markets comprises of Retail Broking, Institutional Equities and Investment Banking business. Revenues for this segment were Rs 4.24 bn, +37% YoY in Q2FY21 and Rs 7.67 bn in H1FY21, +31% YoY. Capital market businesses have contributed ~57% of consolidated revenues. Profits were Rs 797 mn, +44% YoY and contributed ~27% of consolidated PAT.
- Broking and distribution business profit grew by 51% YoY and 33% QoQ at Rs 815 mn in Q2FY21 led by healthy volume growth of 70% YoY and gain in market share. (PAT growth on YoY basis would have been 69% after excluding the impact of adoption to new tax regime in Q2FY20).
- In **Retail Broking & Distribution**, our Market share has improved by 80 bps on YoY basis to 3.1%. We have witnessed strong traction in new client addition driven by Franchisee and retail channel , total ~117,000 clients acquired in Q2FY21, +227% YoY. Active clients have also registered 35% YoY growth at 4.5 lacs as of September 2020.
- Our strategy to bring in linearity through the trail-based distribution business is showing results. Distribution AUM grew by 9% QoQ at Rs 111 bn as of Q2FY21. With only 14% of the 1.65 million client base tapped, we expect a continued increase in AUM and fee income as number of clients to whom we have cross sold and number of products per client cross sold rises.
- In **Institutional Broking**, Strong improvement in domestic client rankings in H1 with top 3 rank retained in most clients. This has been the result of focus driven differentiated research products with 250+ companies covering 21 sectors. We hosted two large conference in September, AGIC & Ideation conference where >200+ corporate participated. Frequency of arranging webinars and expert calls has gone up significantly.
- **Investment Banking** business continues to engage on a wide cross-section of mandated transactions across capital markets and advisory. In Q2, we participated in two large QIPs in BFSI space.

### **• Asset Management businesses (AMC, PE and PWM)**

- **Asset Management** business AUM across MF, PMS & AIF stood at Rs 386 bn, +10% QoQ. Our AMC ranks 15 by total equity assets; in PMS we maintain a leading position. PAT for the quarter stood at Rs 290 mn as AMC’s profit was impacted on account of lower average AUM post unprecedented market correction in March and also due to cut in TER in MF. However, this impact would be neutralised post TER revision in October month.
- Our Equity MF AUM of Rs 222 bn is just 1.9% of the Industry MF Equity AUM of Rs 10.2 tn. We have seen improvement in performance of several products. Several schemes rank top decile in performance since inception as well as over the last 1 year. We witnessed traction in gross flows.
- MOAMC digitally launched NFO of Multi Asset fund in Q2FY21.
- Our share of Alternate assets, comprising of PMS & AIF, is the highest among AMC’s at ~42%.

- **Private Equity** has committed investment AUM of Rs 65 bn across 3 growth capital PE funds and 4 real estate funds. In Q2FY21, revenues stood at Rs 268 mn and PAT stood at Rs 68 mn. The 1<sup>st</sup> growth fund (IBEF 1) has delivered an XIRR of ~27%. Average IRR on exited investments in Real estate funds is 21%+. Strong performance and positioning has also aided new fund raise, we have achieved final close of IREF IV fund at ~Rs. 11.5 bn in February 2020. The fund has deployed Rs 5.8 bn across 10 investments.
- **Wealth Management** business AUM grew by 13% QoQ at Rs 200 bn in Q2FY21. Wealth business revenue grew by 25% & 14% YoY in Q2FY21 & H1FY21 respectively led by strong net sales of +317% YoY at Rs 13.4 bn in H1FY21. Gross & Net sales were multi-quarter high. Yield has improved in Q2FY21 by 24bps at ~78 bps led by higher net sales of high yielding equity product during the quarter. RM count of this business stood at 128. Our trail revenues predominantly cover our fixed costs.
- Overall **Asset and Wealth Management** revenues were Rs 1.78 bn & Rs 3.26 bn in Q2FY21 & H1FY21 respectively. Asset & Wealth contributes 24% of consolidated revenues. Profits were Rs 440 mn & Rs 732 mn in Q2FY21 & H1FY21 respectively and contributed 15% of consolidated profits.
- **Housing finance business**
  - Motilal Oswal Home Finance (MOHFL) reported profit of Rs 57 mn in Q2FY21. Reported profit looks suppressed due to higher tax on account of reinstatement of deferred tax asset post migration to new regime. Excluding this, PAT for the quarter would have been Rs 125 mn.
  - MOHFL board has appointed Mr. Arvind Hali as MD & CEO and Mr. Amar Bahl as Deputy MD & COO. Both are industry veterans with over 20+ years of experience in mortgage industry.
  - NII grew by 3% YoY and NIM expanded 20 bps YoY at 5.2% in Q2FY21.
  - Yield on Advances improved by 10 bps YoY to 14.2% in Q2FY21 while of Cost of Funds is down by 50 bps QoQ / 120 bps YoY to 9.3%, resulting in expansion in Spread by 40bps QoQ to 4.9%.
  - We have raised Rs 10 bn in H1FY21 at average cost of 7.6%. We expect average CoF to trend lower in H2FY21.
  - Loan book stood at Rs 36.5 bn as of H1FY21. Disbursements in H1FY21 were Rs 835 mn. New book sourced from April'18 validates the new credit policy with only 1 case in NPA out of ~6700 loan cases.
  - GNPA at 1.6%, NNPA at 1.2%. We have further enhanced Covid provisioning in Q2FY21 to Rs 230 mn (~70 bps).
  - Opex was brought down to Rs 202 mn in Q2FY21 and is down ~30% from the high. As a result, Cost to Income ratio is down to 36% from 44% in Q2FY20.
  - Strong support from parent continues with total capital infusion to Rs 8.5 bn. Net Gearing stands at 3.1x and Tier 1 CAR remains robust at 44%.
  - Limited borrowing repayment for next 1 year, strong undrawn borrowing lines (Rs 7.2 bn), Cash on Balance sheet of Rs 5.1 bn places us in comfortable liquidity situation.
- **Fund based investments** includes sponsor commitments to our AMC & PE funds and strategic equity investments.
  - **Fund based** investments like commitments to our asset management products.
  - Total quoted equity investment including unrealised gains was Rs 14.3 bn as of Q2FY21. Cumulative XIRR of these investments is ~13.3% (since inception).
  - Total equity investment including alternate funds was at Rs 21.3 bn as of September-20. XIRR of 27.9% on alternate equity investments.

**About Motilal Oswal Financial Services Limited**

Motilal Oswal Financial Services Ltd. is a financial services company. Its offerings include capital markets businesses (Retail broking, Institutional broking & Investment banking), Asset & Wealth Management (Asset Management, Private Equity & Wealth Management), Housing Finance & Equity based treasury investments. Motilal Oswal Financial Service won the ‘Brand of the Year’ award at the IBLA CNBC TV 18. Motilal Oswal Securities won the ‘Best Performing National Financial Advisor Equity Broker’ award at the CNBC TV18 Financial Advisor Awards for the 6<sup>th</sup> time. It was ranked the Best in Events/Conferences, ranked amongst Top-2 for Overall Sales Services & Best Roadshows/Company Visits & amongst the Top-3 in Best Local Brokerage, Best Execution & Sales Trading Visits at the Asia Money Awards 2015. Motilal Oswal Private Equity won the ‘Best Growth Capital Investor-2012’ award at the Awards for PE Excellence 2013. Motilal Oswal Private Wealth Management won at the UTI-MF CNBC Financial Advisor Award in HNI Wealth Management category for 2015.

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**For Motilal Oswal Financial Services Limited**



**Motilal Oswal  
Managing Director & Chief Executive Officer  
(DIN: 00024503)**