



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

January 27, 2022

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 & nine months ended December 31, 2021

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 Thursday, January 27, 2022 has, inter alia, approved the Unaudited Financial Results (Consolidated and Standalone) of the Company for the quarter and nine months ended December 31, 2021.

In this regard, please find enclosed herewith the Unaudited Financial Results (Consolidated and Standalone) for the quarter & nine months ended December 31, 2021 along with Limited Review Report(s) issued by the Statutory Auditors and Press Release for the quarter & nine months ended December 31, 2021.

In compliance with SEBI circular dated October 22, 2019 in respect of Commercial Papers ("Cps") & in compliance with Regulation 52(4) of the Listing Regulations in respect of Non-Convertible Debt Securities ("NCD"), few line items are also included in the Standalone financial results of the Company.

Further, pursuant to Regulation 52(7) of Listing Regulations, the Company hereby confirm that there were no issuance of Non-Convertible Securities during the quarter ended December 31, 2021 and hence requirement of Material deviations in the usage of proceeds of securities is not applicable for the said quarter.

The Board Meeting commenced at 03.00 p.m. and concluded at 04.15 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

Independent Auditor’s Review Report on Consolidated Unaudited Quarterly and Nine Months Financial Results of Motilal Oswal Financial Services Limited pursuant to Regulation 33 and Regulation 52 (2) 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 (refer Annexure 1 for the list of subsidiaries and associate included in the Statement) for the quarter and nine months ended December 31, 2021 (‘the Statement’), being submitted by the Holding Company pursuant to the requirements of Regulation 33 and Regulation 52 (2) 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 and Regulation 52 (2) 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.
4. Based on our review conducted and procedures performed as stated in paragraph 3 above and upon consideration of the review reports of the 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 and Regulation 52 (2) 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.

Emphasis of Matter

5. We draw attention to Note 5, in the accompanying statement which describes the management's assessment of the Covid-19 pandemic on the results of two of its subsidiary companies, on expected credit loss recognised in those subsidiary companies towards the housing loans to customers and loan against shares outstanding as at December 31, 2021 and the extent to which Covid-19 will affect company's operation is dependent upon future developments, which remains uncertain. Our conclusion on the statement is not modified in respect of this matter.

Other Matters

6. We did not review the interim financial information of ten subsidiaries included in the Statement, whose financial information reflects total revenues of Rs. 18,190 Lakh and Rs. 48,785 Lakh, total net profit after tax of Rs. 6,369 Lakh and Rs. 20,438 Lakh, total comprehensive income of Rs. 6,714 Lakh and Rs. 23,248 Lakh for the quarter and nine months ended on December 31, 2021 respectively. 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.

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 three subsidiaries, which have not been reviewed by their auditors, whose interim financial information reflects total revenues of Rs. 806 Lakh and Rs. 1,195 Lakh, net profit after tax of Rs. 399 Lakh and Rs. 425 Lakh and total comprehensive income of Rs. 399 Lakh and Rs. 425 Lakh for the quarter and nine months ended December 31, 2021 respectively. The Statement also includes the Group's share of net profit after tax of Rs. 77 Lakh and Rs. 119 Lakh for the quarter and nine months ended December 31, 2021 respectively in respect of one associate, based on its interim financial information, which have not been reviewed by its auditor, 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 and associate are based solely on such management certified unreviewed interim financial information. According to the information and explanations given to us by the management, these interim financial information are not material to the Group.

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

Singhi & Co.

Chartered Accountants

8. Attention is drawn to the fact that the comparative financial results of the Group as stated in statement for the quarter and nine months ended December 31, 2020 were reviewed and for the year ended March 31, 2021 were audited by the predecessor auditor who expressed an unmodified conclusion/ opinion on those financial results on January 28, 2021 and April 29, 2021 respectively. Accordingly, we, do not express any conclusion/opinion, as the case may be, on the figures reported in the financial results for the quarter ended December 31, 2020, nine months ended December 31, 2020 and year ended March 31, 2021.

Our conclusion is not modified in respect of these matters.

For Singhi & Co.
Chartered Accountants
Firm Registration No: 302049E

Nikhil Singhi
Partner
Membership No. 061567
UDIN: 22061567AAAAAD9250

Place: Pune
Date: January 27, 2022

Annexure 1

List of subsidiaries and associates included in Statement for the quarter and nine months period ended December 31, 2021

Subsidiaries:

Motilal Oswal Commodities Broker Private Limited
MOPE Investment Advisors Private Limited
Motilal Oswal Investment Advisors Limited
MO Alternate Investment Advisors Private Limited (Formerly known as Motilal Oswal Fincap Private Limited)
Motilal Oswal Finvest Limited (Formerly known as Motilal Oswal Capital Markets Ltd)
Motilal Oswal Wealth Limited
Motilal Oswal Asset Management Company Limited
Motilal Oswal Trustee Company Limited
Motilal Oswal Securities International Private Limited
Motilal Oswal Capital Markets (Singapore) Pte. Limited.
Motilal Oswal Capital Markets (Hong Kong) Private Limited
Motilal Oswal Home Finance Limited (Formerly known as Aspire Home Finance Corporation Limited)
Motilal Oswal Real Estate Investment Advisors Private Limited
Motilal Oswal Real Estate Investment Advisors II Private Limited
India Business Excellence Management Company
Motilal Oswal Asset Management (Mauritius) Private Limited
Motilal Oswal Capital Limited
Motilal Oswal Finsec IFSC Limited
Glide Tech Investment Advisory Private Limited
TM Investment Technologies Private Limited

Associate :

India Realty Excellence Fund II LLP

MOTILAL OSWAL FINANCIAL SERVICES LIMITED

Registered Office: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025
Tel: +91-22-71934200, Fax: +91-22-50362365 Email: shareholders@motilaloswal.com Website: www.motilaloswalgroup.com
CIN: L67190MH2005PLC153397

Statement of Consolidated Financial Results for the quarter and nine months ended 31 December 2021

(Rs. in Lakhs, unless otherwise stated)

Particulars	For the quarter ended			For nine months ended		For the year ended
	31 Dec 2021	30 Sep 2021	31 Dec 2020	31 Dec 2021	30 Dec 2020	31 March 2021
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Revenue from operations						
(i) Interest income	31,397	24,862	18,789	77,457	54,250	75,306
(ii) Dividend income	144	9,701	45	9,858	119	153
(iii) Rental income	7	9	-	17	2	18
(iv) Fee and commission income	69,167	62,554	48,494	1,88,473	1,35,959	1,94,948
(v) Net gain on fair value change	874	33,499	25,393	44,980	53,607	86,041
(vi) Other operating income	907	1,676	2,041	3,746	4,527	6,094
(I) Total revenue from operations	1,02,496	1,32,301	94,762	3,24,531	2,48,464	3,62,560
(II) Other Income	938	575	55	1,907	261	544
(III) Total Income (I)+(II)	1,03,434	1,32,876	94,817	3,26,438	2,48,725	3,63,104
Expenses						
(i) Finance cost	14,434	11,259	10,330	36,312	32,118	43,028
(ii) Fees and commission expense	23,840	22,870	15,626	66,386	43,860	63,583
(iii) Impairment on financial instruments	2,948	2,702	3,385	9,898	7,357	9,761
(iv) Employee benefits expenses	22,685	21,001	16,407	61,722	45,768	64,358
(v) Depreciation and amortisation expenses	1,272	1,314	1,171	3,711	3,369	4,727
(vi) Other expenses	8,193	7,825	5,883	23,867	16,244	23,163
(IV) Total expenses	73,372	66,971	52,802	2,01,896	1,48,716	2,08,620
(V) Profit before exceptional items and tax (III)-(IV)	30,062	65,905	42,015	1,24,542	1,00,009	1,54,484
(VI) Exceptional items	-	-	-	-	(8,896)	(8,810)
(VII) Profit before tax and after exceptional items (V)+(VI)	30,062	65,905	42,015	1,24,542	91,113	1,45,674
Tax expense/(credit)						
(1) Current tax	6,511	7,137	4,722	18,812	13,866	16,067
(2) Deferred tax expense/(credit)	(363)	3,795	3,705	4,835	3,540	10,750
(3) Short/(excess) provision for earlier years	-	26	(4)	22	76	(912)
(VIII) Total tax expenses	6,148	10,958	8,423	23,669	17,482	25,905
(IX) Profit after tax (VII)-(VIII)	23,914	54,947	33,592	1,00,874	73,631	1,19,769
(X) Share of profit/(loss) from associate and joint venture (net of taxes)	67	(70)	93	108	6,839	6,177
(XI) Profit after tax and share in profit/(loss) of associate & joint venture (IX)+(X)	23,981	54,877	33,685	1,00,982	80,470	1,25,946
(XII) Other comprehensive income						
(i) Items that will not be reclassified to profit or loss						
- Remeasurement of the defined employee benefit plans	(120)	148	44	(91)	309	311
- Fair value gain/(loss) of investment held through fair value through other comprehensive income	(3,503)	7,187	10,130	(629)	18,790	32,706
(ii) Tax expenses relating to items that will not be reclassified to profit or loss	430	(863)	(1,168)	95	(2,231)	(3,825)
Total other comprehensive income (XII)	(3,193)	6,472	9,006	(625)	16,868	29,192
(XIII) Total comprehensive income (XI)+(XII)	20,788	61,349	42,691	1,00,357	97,338	1,55,138
(XIV) Net profit attributable to:						
Owners of parent	23,828	53,651	33,387	99,583	79,731	1,24,545
Non-controlling interests	152	1,226	298	1,398	739	1,401
(XV) Other comprehensive income/(loss) attributable to:						
Owners of parent	(3,193)	6,471	9,005	(626)	16,865	29,189
Non-controlling interests	0	1	1	1	3	3
(XVI) Total comprehensive income attributable to: (XIV)+(XV)						
Owners of parent	20,635	60,122	42,392	98,957	96,596	1,53,734
Non-controlling interests	152	1,227	299	1,399	742	1,404
(XVII) Paid up equity share capital (Face value Re.1 per share)	1,472	1,470	1,465	1,472	1,465	1,466
(XVIII) Earning per share (EPS)*						
Basic EPS (Amount in Rs.)	16.20	36.56	22.84	67.82	54.12	84.65
Diluted EPS (Amount in Rs.)	15.88	35.97	22.34	66.53	52.95	82.71

*EPS for the quarters / period is not annualized

(Page 1 of 3)

Statement of Consolidated Financial Results for the quarter and nine months ended 31 December 2021

Consolidated notes:

- 1) The consolidated financial results have been reviewed by the Audit Committee and subsequently approved by the Board of Directors of the Motilal Oswal Financial Services Limited (the 'Company') at its Meeting held on Thursday 27 January 2022, in terms of Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations").
- 2) The consolidated results of the Company include 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 (100%), Motilal Oswal Wealth Limited (formerly known as Motilal Oswal Wealth Management Limited) (100%), MO Alternate Investment Private Limited (formerly known as Motilal Oswal Fincap Private Limited) (100%), Motilal Oswal Asset Management Company Limited (100%), 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 (78.44%), Motilal Oswal Home Finance Limited (formerly known as Aspire Home Finance Corporation Ltd) (97.73%), Motilal Oswal Capital Limited (100%), Motilal Oswal Finsec IFSC Limited (100%), Glide Tech Investment Advisory Private Limited (100%), TM Investment Technologies Pvt. Ltd (63.83%), and management certified of the subsidiaries - Motilal Oswal Asset Management (Mauritius) Private Limited (100%), India Business Excellence Management Company (87.16%), Motilal Oswal Capital Markets (Hongkong) Private Limited (100%), Motilal Oswal Capital Markets (Singapore) Pte. Limited (100%), and Associate, India Realty Excellence Fund II LLP (20.44%)
- 3) Consolidated segment results for the nine months ended 31 December 2021 is as follows:

(Rs. in Lakhs, unless otherwise stated)

Particulars	For the quarter ended			For nine months ended		For the year ended
	31 Dec 2021	30 Sep 2021	31 Dec 2020	31 Dec 2021	30 Dec 2020	31 March 2021
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1. Segment revenue						
(a) Capital market	72,534	60,836	43,085	1,84,352	1,19,820	1,71,173
(b) Fund based activities	872	33,633	25,226	45,932	60,434	90,723
(c) Asset management and advisory	26,048	40,248	19,161	86,621	52,250	77,047
(d) Home finance	12,900	13,275	13,690	39,861	40,617	54,552
(e) Unallocated	58	45	28	117	35	44
Total	1,12,412	1,48,037	1,01,190	3,56,883	2,73,155	3,93,539
Less: Inter segment revenue	(8,870)	(15,278)	(6,244)	(30,279)	(16,585)	(23,507)
Total segment revenue (inclusive of revenue from associate and joint venture)	1,03,542	1,32,759	94,946	3,26,604	2,56,570	3,70,032
2. Segment results						
(a) Capital market	19,626	16,518	9,952	47,031	29,478	40,179
(b) Capital market exceptional item	-	-	-	-	(8,896)	(8,810)
(c) Fund based activities	627	32,701	24,502	43,841	57,835	87,311
(d) Asset and wealth management	10,734	15,546	7,446	33,827	17,951	27,936
(e) Home finance	2,620	2,793	1,544	6,545	5,644	9,086
(f) Unallocated	(3,438)	(1,769)	(1,299)	(6,538)	(3,054)	(3,099)
Total	30,169	65,789	42,145	1,24,706	98,958	1,52,603
Total segment results (inclusive of share of profit from associate and joint venture)	30,169	65,789	42,145	1,24,706	98,958	1,52,603
3. Segment assets						
(a) Capital market	7,54,598	8,33,147	5,78,531	7,54,598	5,78,531	6,59,371
(b) Fund based activities	3,83,537	3,65,426	2,90,709	3,83,537	2,90,709	3,44,025
(c) Asset and wealth management	46,656	37,910	29,741	46,656	29,741	33,240
(d) Home finance	3,64,264	3,53,026	3,74,337	3,64,264	3,74,337	3,83,905
(e) Unallocated	14,448	10,242	13,631	14,448	13,631	11,801
Less : Inter segment assets	(36,396)	(27,958)	(34,396)	(36,396)	(34,396)	(20,655)
Total segment assets	15,27,107	15,71,793	12,52,552	15,27,107	12,52,552	14,11,687
4. Segment liabilities						
(a) Capital market	6,75,142	7,49,775	5,36,987	6,75,142	5,36,987	6,23,365
(b) Fund based activities	17,776	18,436	22,629	17,776	22,629	20,032
(c) Asset and wealth management	15,396	13,171	12,399	15,396	12,399	14,545
(d) Home finance	2,72,128	2,63,449	2,92,160	2,72,128	2,92,160	2,98,666
(e) Unallocated	25,065	23,189	16,829	25,065	16,829	17,653
Less : Inter segment liabilities	(21,706)	(16,675)	(26,449)	(21,706)	(26,449)	(11,350)
Total segment liabilities	9,83,801	10,51,344	8,54,555	9,83,801	8,54,555	9,62,911

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 four reportable segments, namely i) Capital market ii) Fund based activities, iii) Asset and wealth management and iv) Home finance. The balance is shown as unallocated items.

MOTILAL OSWAL FINANCIAL SERVICES LIMITED

Registered Office: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025
Tel: +91-22-71934200, Fax: +91-22-50362365 Email: shareholders@motilaloswal.com Website: www.motilaloswalgroup.com
CIN: L67190MH2005PLC153397

Statement of Consolidated Financial Results for the quarter and nine months ended 31 December 2021

4) As per IndAS 109 the group has unrealised gain/(loss) of Rs (1,044) lakhs and Rs. 32,878 lakhs for the quarter and nine months ended 31 December 2021 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/(loss) has been classified under 'Other comprehensive income' amounting to Rs.(3,503) lakhs and Rs.(629) lakhs for the quarter and nine months ended 31 December 2021.

5) The second and third wave of Covid-19 pandemic had resulted in significant increase of new cases in India. The impact of the same is uncertain and will depend on on-going as well as future developments. Motilal Oswal Housing Finance Limited ("MOHFL") has recognised provisions as on 31 December 2021 towards its loans based on the information available at this point of time including economic forecasts, in accordance with the Expected Credit Loss method. MOHFL believes that it has taken into account all the possible impact of known events arising out of COVID 19 pandemic in the preparation of these results. However the impact assessment of COVID 19 is a continuing process given its nature and duration. MOHFL will continue to monitor for any material changes to future economic conditions.

6) Exceptional item in the year ended 31 March 2021 comprises of bad debts of Rs. 8,810 Lakhs on account of outstanding dues from client towards settlement obligation. MCX vide its circular dated 21 April 2020 has considered the negative price for settlement of futures contract on expiry. Thus the customers who entered on the buy side of the contract had to settle for negative price on expiry. While entering into the contract, the customers were required to pay only the margin as was required by the exchange including mark to market losses. Since MCX has effected the settlement of such contract upon expiry at negative price, the client's account was debited with above amount as settlement obligation on account of negative price settlement in respect of its outstanding contract. Since the client have defaulted to honour the settlement obligation required by MCX, Company has paid the said amount to MCX on behalf of its clients. For recovering the said amount from client, Company has filed an arbitration claim for recovery of outstanding dues, against the clients before Arbitral Tribunal of MCX, and the Company has received arbitration awards amounting to Rs. 8,676 Lakhs in its favour. However the clients have filed an appellate arbitrations before Appellate Arbitral Tribunal of MCX, challenging the awards passed in favour of the Company. Client's appeal has been dismissed vide order dated 25 October 2021. The client has filed an application u/s 34 of Arbitration Act to challenge the Award of Appellate Arbitral Tribunal and the same is currently pending. Further, the Company has filed petition u/s 9 of Arbitration Act before the courts and the courts have directed the clients not to dispose of their assets till the next date of hearing.

7) Pursuant to the exercise of Employee Stock Options under various Employee Stock Options Scheme, the Company has allotted 1,84,850 and 5,55,700 equity shares to the employees during the quarter and nine months ended 31 December 2021 respectively.

8) The Board of Directors of the Company at its Meeting held on 24 December 2020 has, inter-alia, subject to approval of shareholders of the Company and other applicable statutory and regulatory approvals including the approval of National Company Law Tribunal, Mumbai Bench, approved the Scheme of Arrangement between Passionate Investment Management Private Limited ("PIMPL" or "the Transferor Company 1") and MOPE Investment Advisors Private Limited ("MOPE" or "the Transferee Company 2" or "the Demerged Company 1" or "the Transferor Company 3") and Motilal Oswal Real Estate Investment Advisors Private Limited ("MORE" or "the Transferor Company 2") and Motilal Oswal Real Estate Investment Advisors II Private Limited ("MORE II" or "the Demerged Company 2" or "the Transferor Company 4") and MO Alternate Investment Advisors Private Limited (erstwhile Motilal Oswal Fincap Private Limited) ("MO Alternate" or "the Resulting Company") and Motilal Oswal Financial Services Limited ("MOFSL" or "the Transferee Company 1" or "the Holding Company of the Resulting Company" or "the Company") and their respective shareholders ("the Scheme") under Sections 230-232 of the Companies Act, 2013. Further, pursuant to the provisions of Regulation 37 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Company has received No Objection Certificate from Stock Exchanges. Subsequently, the Company had filed an application with National Company Law Tribunal (NCLT), Mumbai Bench and accordingly, pursuant to the directions issued by NCLT, the Meeting of equity shareholders was scheduled on 16 December 2021 and the Scheme was approved by shareholders with requisite majority. Consequently, petition was filed with NCLT on 22 December 2021 and the same was admitted for hearing on 20 January 2022. The appointed date subject to NCLT approval is 01 April 2020.

9) The Board of Directors at its meeting held on 27 January 2022 has declared an interim dividend of Rs. 7/- per equity share (on face value of Rs.1/- per equity share) for the financial year 2021-22.

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

11) The figures for the quarter ended 31 December 2021 represents the balance between unaudited financial in respect of the half year ended 30 September 2021 and unaudited year-to-date figures upto 31 December 2021 which were subjected to limited review.

12) Previous quarter/nine months and year ended figures have been regrouped/reclassified, wherever found necessary, to confirm to the current quarter/nine months ended presentation.

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

Motilal Oswal
Managing Director and Chief Executive Officer
DIN : 00024503

Place: Mumbai
Date: 27 January 2022

Independent Auditor’s Review Report on Standalone Unaudited Quarterly and Nine Months Financial Results of Motilal Oswal Financial Services Limited, pursuant to Regulation 33 and Regulation 52 (2) 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 standalone unaudited financial results of **Motilal Oswal Financial Services Limited** (‘the Company’) for the quarter and nine months ended December 31, 2021 (‘the Statement’), being submitted by the Company pursuant to the requirements of Regulation 33 and Regulation 52 (2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, 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 (2) 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.
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 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 and Regulation 52 (2) 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.

Other Matter

5. Attention is drawn to the fact that the comparative financial results of the Company as stated in statement for the quarter and nine months ended December 31, 2020 were reviewed and for the year ended March 31, 2021 were audited by the predecessor auditor who expressed an unmodified conclusion/ opinion on those financial results on January 28, 2021 and April 29, 2021 respectively. Accordingly, we, do not express any conclusion/opinion, as the case may be, on the figures reported in the financial results for the quarter ended December 31, 2020, nine months ended December 31, 2020 and year ended March 31, 2021.

Our conclusion is not modified in respect of this matters.

For Singhi & Co.
Chartered Accountants
Firm Registration No: 302049E

Nikhil Singhi
Partner
Membership No. 061567
UDIN: 22061567AAAAAC9534

Place: Pune
Date: January 27, 2022

MOTILAL OSWAL FINANCIAL SERVICES LIMITED

Registered office:- Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025
Tel: +91-22-71934200, Fax: +91-22-50362365 Email:shareholders@motilaloswal.com, Website : www.motilaloswalgroup.com
CIN: L67190MH2005PLC153397

Statement of Standalone Financial Results for the quarter and nine months ended 31 December 2021

(Rs. in lakhs, unless otherwise stated)

Particulars	For the quarter ended			For the period ended		For the year ended
	31 December 2021	30 September 2021	31 December 2020	31 December 2021	31 December 2020	31 March 2021
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
Revenue from operations						
(i) Interest income	8,889	8,200	4,705	23,715	12,660	18,538
(ii) Dividend income	67	6,139	108	6,207	137	2,299
(iii) Rent income	475	478	378	1,422	1,406	1,890
(iv) Fees and commission income						
-Brokerage income	43,620	40,419	30,898	1,21,300	87,537	1,24,161
-Other commission income	6,760	4,163	2,672	14,230	6,777	10,157
(v) Net gain on fair value changes	1,458	19,005	14,092	26,954	36,698	53,748
(vi) Other operating revenue	405	1,362	1,782	2,653	4,125	5,354
(I) Total revenue from operations	61,674	79,766	54,635	1,96,481	1,49,340	2,16,147
(II) Other income	1,204	966	497	2,790	2,021	2,284
(III) Total income (I+II)	62,878	80,732	55,132	1,99,271	1,51,361	2,18,431
Expenses						
(i) Finance cost	4,477	3,486	3,001	11,456	9,086	12,770
(ii) Fees and commission expense	20,291	18,271	12,965	55,294	36,134	52,380
(iii) Impairment on financial instruments	770	670	519	1,944	1,253	1,640
(iv) Employee benefit expenses	14,682	12,189	9,937	37,895	27,243	38,588
(v) Depreciation and amortisation expense	998	1,019	893	2,854	2,550	3,651
(vi) Other expenses	5,898	5,795	4,245	17,690	11,363	16,857
(IV) Total expenses (IV)	47,116	41,430	31,560	1,27,133	87,629	1,25,886
(V) Profit before exceptional items and tax (III-IV)	15,762	39,302	23,572	72,138	63,732	92,545
(VI) Exceptional items (Refer note 3)	-	-	-	-	8,896	8,810
(VII) Profit before tax (V-VI)	15,762	39,302	23,572	72,138	54,836	83,735
Tax expense/(credit)						
(1) Current tax	3,799	4,720	2,631	11,830	8,938	8,975
(2) Deferred tax/(credit)	(644)	1,175	1,866	1,034	(202)	3,474
(3) (Excess)/ short provision for earlier years	-	-	-	-	47	46
(VIII) Total tax expenses / (credit)	3,155	5,895	4,497	12,864	8,783	12,495
(IX) Profit after tax (VII-VIII)	12,607	33,407	19,075	59,274	46,053	71,240
Other comprehensive income						
(i) Items that will not be reclassified to profit or loss						
(a) Remeasurement of the defined employee benefit plans	(108)	97	26	(166)	170	163
(b) Changes in fair value gain/(loss) of FVOCI equity instruments	(3,899)	5,562	7,992	(3,785)	14,442	27,411
(ii) Deferred tax related to items that will not be reclassified to profit and loss account	473	(661)	(921)	475	(1,695)	(3,177)
(X) Other comprehensive income/(loss)	(3,534)	4,998	7,097	(3,476)	12,917	24,397
(XI) Total comprehensive income/(loss) (IX+X)	9,073	38,405	26,172	55,798	58,970	95,637
(XII) (a) Paid-up equity share capital (Face value of Re. 1)	1,472	1,470	1,465	1,472	1,465	1,466
(b) Other equity						3,51,673
Earnings per share (EPS)						
(Face value Re. 1 per equity share) (not annualised)						
Basic (amount in Rs.)	8.57	22.77	13.05	40.37	31.26	48.42
Diluted (amount in Rs.)	8.40	22.39	12.76	39.60	30.58	47.60

MOTILAL OSWAL FINANCIAL SERVICES LIMITED

Registered office:- Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025
Tel: +91-22-71934200, Fax: +91-22-50362365 Email:shareholders@motilaloswal.com, Website : www.motilaloswalgroup.com
CIN: L67190MH2005PLC153397

Notes to Statement of Standalone Financial Results for the quarter and nine months ended 31 December 2021**Standalone Notes:-**

- 1) The standalone financial results have been reviewed by the Audit Committee and approved by the Board of Directors of the Motilal Oswal Financial Services Limited (the 'Company') at its Meeting held on Thursday 27 January 2022. The results for the quarter and nine months ended 31 December 2021 have been reviewed by the Statutory Auditors of the Company.
- 2) This statement has been prepared in accordance with recognition and measurement principles of the Companies (Indian Accounting Standards) Rules, 2015 ('IndAS') prescribed under Section 133 of the Companies Act, 2013.
- 3) Exceptional item comprises of bad debts of Rs.8,810 Lakhs on account of outstanding dues from client towards settlement obligation. MCX vide its circular dated 21 April 2020, has Considered the negative price for settlement of futures contract on expiry. Thus the customers who entered on the buy side of the contract had to settle for negative price on expiry. While entering into the contract, the customers were required to pay only the margin as was required by the exchange including mark to market losses. Since MCX has effected the settlement of such contract upon expiry at negative price, the client's account was debited with above amount as settlement obligation on account of negative price settlement in respect of its outstanding Contract. Since the client have defaulted to honour the settlement obligation required by MCX, Company has paid the said amount to MCX on behalf of its clients. For recovering the said amount from client, Company has filed an arbitration claim for recovery of outstanding dues, against the clients before Arbitral Tribunal of MCX, and the company has received arbitration awards amounting to Rs.8,676 Lakhs in its favour. However the clients have filed an appellate arbitrations before Appellate Arbitral Tribunal of MCX, challenging the awards passed in favour of the Company. Client's appeal has been dismissed vide order October 25, 2021. The client has filed an application u/s 34 of Arbitration Act to challenge the Award of appellate arbitral tribunal and the same is currently pending. Further, the Company has filed petition u/s 9 of Arbitration Act before the courts and the courts have directed the clients not to dispose of their assets till the next date of hearing.
- 4) Pursuant to Regulation 52(4) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015 (Listing Regulations), SEBI's Operational circular SEBI/HO/DDHS/P/CIR/2021/613 dated August 10, 2021 to the extent applicable to Commercial Papers, information as required for nine months ended December 31, 2021 in respect of Non-convertible Debentures and Commercial Papers of the Company is enclosed as Annexure A. Details given in annexure A have been prepared by the management, which has not been reviewed by the auditor.
- 5) Pursuant to Regulation 54 of Listing Regulations, we would like to state that all secured Non-Convertible Debentures (NCDs) issued by the Company and outstanding as on December 31, 2021 are fully secured by first pari passu charge created over all present and future trade receivables and Margin Trading Facility receivables of the Company. Accordingly, the Company is maintaining the asset cover of 1x or such higher asset cover required as per the terms of offer document/information memorandum.
- 6) During the quarter, CRISIL Limited has reaffirmed its ratings at CRISIL A1+ on the Commercial Paper of the Company and ICRA Limited has reaffirmed [ICRA]AA (Stable) on Non-Convertible Debentures and assigned [ICRA]AA (Stable) on Unallocated Bank Lines of the Company. Further, on October 7, 2021, India Ratings & Research Private Limited, has affirmed credit rating of IND A1+ on Commercial Paper and assigned IND AA/Stable on Non-Convertible Debentures and IND PP-MLD AAemr/Stable on Principal Protected Market Linked Debentures of the Company.
- 7) The Board of Directors of the Company at its Meeting held on December 24, 2020 has, inter-alia, subject to approval of Shareholders of the Company and other applicable statutory and regulatory approvals including the approval of National Company Law Tribunal, Mumbai Bench, approved the Scheme of Arrangement between Passionate Investment Management Private Limited ("PIMPL" or "the Transferor Company 1") and MOPE Investment Advisors Private Limited ("MOPE" or "the Transferee Company 2" or "the Demerged Company 1" or "the Transferor Company 3") and Motilal Oswal Real Estate Investment Advisors Private Limited ("MORE" or "the Transferor Company 2") and Motilal Oswal Real Estate Investment Advisors II Private Limited ("MORE II" or "the Demerged Company 2" or "the Transferor Company 4") and MO Alternate Investment Advisors Private Limited (erstwhile Motilal Oswal Fincap Private Limited) ("MO Alternate" or "the Resulting Company") and Motilal Oswal Financial Services Limited ("MOFSL" or "the Transferee Company 1" or "the Holding Company of the Resulting Company" or "the Company") and their respective shareholders ("the Scheme") under Sections 230-232 of the Companies Act, 2013. Further, pursuant to the provisions of Regulation 37 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Company has received No Objection Certificate from Stock Exchanges. Subsequently, the Company had filed an application with National Company Law Tribunal (NCLT), Mumbai Bench and accordingly, pursuant to the directions issued by NCLT, the Meeting of Equity Shareholders was scheduled on December 16, 2021 and the Scheme was approved by shareholders with requisite majority. Consequently, the Company has filed the petition with NCLT on December 22, 2021 and the petition was admitted for hearing by NCLT on January 20, 2022. The appointed date subject to approval of NCLT is 1 April 2020.
- 8) The Board of Directors at its meeting held on 27 January 2022 has declared an interim dividend of Rs.7/- per equity share (on face value of Rs.1/- per equity share) for the financial year 2021-22.
- 9) 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.
- 10) As per IndAS 109 the Company has unrealised gain of Rs 70 lakhs and Rs 16,742 lakhs for the quarter ended 31 December 2021 and nine months ended 31 December 2021 which has been classified under head 'Net gain on fair value changes'. Further, unrealised gain/(loss) on investment in financial instruments designated as 'Fair value through other comprehensive income' is amounting to Rs. (3,899) lakhs and Rs.(3,785) lakhs for the quarter ended 31 December 2021 and nine months ended 31 December 2021.
- 11) Pursuant to the exercise of Employee Stock Options under various Employee Stock Options Scheme, the Company has allotted 1,84,850 and 5,55,700 equity shares to the employees during the quarter ended 31 December 2021 and nine months ended 31 December 2021 respectively.
- 12) The figures for the quarter ended 31 December 2021 represents the balance between unaudited financial in respect of the half year ended 30 September 2021 and unaudited year-to-date figures upto 31 December 2021 which were subjected to limited review.
- 13) The amounts reflected as "0" in the Financial Information are values with less than rupees one lakhs.
- 14) Previous quarter/nine months and year ended figures have been regrouped/reclassified, wherever found necessary, to confirm to the current quarter/nine months ended presentation.

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

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

Mumbai,
27 January 2022

Annexure A

Pursuant to Regulation 52(4) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015 (Listing Regulations), SEBI's Operational circular SEBI/HO/DDHS/P/CIR/2021 /613 dated August 10, 2021 to the extent applicable to Commercial Papers, information as required for nine months ended December 31, 2021 in respect of Non-convertible Debentures and Commercial Papers of the Company is as mentioned below:

Key Financial Information

Particulars	Period ended 31 December 2021
Debt Equity Ratio ¹	0.63
Debt Service Coverage Ratio ²	0.27
Interest Services Coverage Ratio ³	6.44
Net Worth ⁴ (Rs.in Lakhs)	4,06,256
Net Profit after tax (Rs.in Lakhs)	59,275
Earnings per share (Basic)	40.37
Earnings per share (Diluted)	39.60
Outstanding redeemable preference shares	Not Applicable
Capital Redemption Reserve (Rs.in Lakhs)	90
Debenture Redemption Reserve	Nil
Current Ratio	1.06
Long Term Debt to Working Capital Ratio ⁵	0.94
Bad Debts to Accounts Receivables Ratio ⁶	1.06%
Current Liability Ratio	0.94
Total Debts to Total Assets	0.25
Debtors Turnover Ratio ⁷	1.91
Inventory Turnover Ratio	Not Applicable
Operating Margin (%) ⁸	36.71%
Net Profit Margin (%) ⁹	30.17%

¹ Debt Equity Ratio = Debt (Borrowings + Accrued interest) / Equity (Equity share capital + Other Equity)

² Debt Service Coverage Ratio = Profit/Loss before exceptional items, interest and tax (excludes unrealized gains/losses and interest costs on leases as per IND AS 116 on Leases) / (Interest expenses(excludes interest costs on leases as per IND AS 116 on Leases)+Principal Repayments)

³ Interest Service Coverage Ratio = Profit/Loss before exceptional items, interest and tax (excludes unrealized gains/losses and interest costs on leases as per IND AS 116 on Leases)/Interest expenses(excludes interest costs on leases as per IND AS 116 on Leases)

⁴ Net Worth = Equity + Other Equity

⁵ Long Term Debt to Working Capital Ratio = Long Term Borrowing/Working Capital

⁶ Bad debt includes provision made on doubtful debts. Accounts receivable includes trade receivables and MTF

⁷ Debtors Turnover Ratio = Fee and Commission Income / Average Trade Receivables

⁸ Operating Margin = Profit before tax / Total Revenue from operations

⁹ Net Profit Margin= Profit after tax / Total Revenue from operations

INVESTOR UPDATE

Motilal Oswal Financial Services reports highest ever operating PAT of Rs 2.33 bn, +92% YoY in Q3FY22 and Rs 5.49 bn, +58% YoY in 9MFY22. Declares highest ever interim dividend of Rs 7 per share

Mumbai, January 27, 2022: Motilal Oswal Financial Services Ltd. announced its results for the quarter and nine month ended December 31, 2021 post approval by the Board of Directors at a meeting held in Mumbai on January 27, 2022.

Performance for the quarter and nine month ended December 31, 2021:

- In Q3FY22, consolidated revenues grew by 47% YoY at Rs 11.22 bn, Consolidated PAT stood at Rs 2.38 bn including gains on investments. Operating profit (excluding gains on investments & PE share of profit on investment) for the quarter was highest ever at Rs 2.33 bn, +92% YoY.
- In 9MFY22, Consolidated revenues grew by 38% YoY at Rs 29.5 bn, consolidated PAT grew by 25% YoY at Rs 9.96 bn. Operating profit for the nine month was highest ever at Rs 5.49 bn, +58% YoY.
- **Core business continues to fire all cylinders – Capital market** business PAT 22% QoQ / 99% YoY; **Asset & Wealth** +61% YoY led by +38% YoY AMC, +186% YoY Wealth Management and +46% YoY Private Equity business. Further, we have witnessed turnaround in **Housing finance** business.

Key highlights for the 9MFY22

- Most of our businesses have delivered strong and sustainable performance in Q3FY22 and 9MFY22.
- Our Asset under Advisory (AUA) has crossed Rs 3 tn mark led by all-time high AUM across AMC, Wealth and Distribution businesses.
- We have on-boarded Digital Head, Mr Vipul Nirwani (ex-Amazon, McKinsey) in Broking & Distribution business. Also, we have on-boarded Mr Ravikumar (Ex MD Vastu) on Housing Finance board.
- Our Net worth has touched all time high at Rs 53.8 bn.
- **Capital Markets** – Highest ever broking revenue and profit in Q3FY22 & 9MFY22, business has delivered consistent growth in profits over last several quarters, growth in client addition led by traction in digital acquisition channel, 92% YoY growth in ADTO, 20 bps QoQ rise in market share, strong growth in active clients, Investment banking mandate pipeline started fructifying.
- **Asset Management**– Highest ever AUM, gross & net sales gaining traction, strong response to AIF offerings, increase in SIP addition, continued traction in our international passive offerings. IREF V has raised Rs 10.9 bn. Our largest ever PE growth fund, IBEF-IV has achieved its 1st close at Rs 27 bn within 5 months of launch. It has a target size of Rs 45 bn.
- **Home Finance** – Strong pick-up in disbursements, traction in login/sanction pipeline, expansion in sales force and sharp reduction in cost of funds driving margin expansion.
- Consolidated net worth is at all-time high at Rs 53.8 bn, net debt is Rs 46 bn. Excluding Home finance, net debt is Rs 23.3 bn. Total D/E stood at 1x. Ex-MOHF D/E stood at 0.6x. Net of investments, we have a net cash balance sheet. RoE for 9MFY22 stands at 31%.
- The board has declared highest ever Interim dividend of Rs 7 per share (FV Re 1/share).
- Besides financial performance, recent time has been very eventful in terms of our successes in brand building, advertising and several other fronts. MOFSL ranked 1st in “**Best Local Brokerage**” category in Asia Money broker’s poll 2021. MOFSL once again recognized as a “**Great Place to Work**” - India certified organization, Motilal Oswal won “**Best PMS in 10 years performance**” across all categories at India’s Smart Money Manager Awards - 2021. Motilal Oswal Private Equity has been awarded as “**Growth Capital Investor of the Decade**” at the Venture Intelligence APEX PE-VC Awards. 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 *“All of our businesses have delivered strong & sustainable performance in Q3FY22 & 9MFY22. Last financial year was a landmark year for us with highest ever revenue and profit. This year also we are witnessing similar trend and we delivered highest ever quarterly & nine month operating profit. Our retail broking business which is our cash cow business has achieved new highs on various parameters and benefitting from market expansion and industry consolidation. Our Institutional Broking business has been ranked #1 local brokerage house consecutively for 2nd year in Asiamoney poll 2021. Our strategy to invest business profits in our own equity investment products led to highest ever profits and as a result our Net worth has touched new high. Moreover, our strategy to diversify our business model towards linear sources of earnings continue to deliver results. Our Asset Management business is likely to gain from process driven investing and its niche offerings. Our Wealth Management business has delivered stellar performance this year and on its way to achieve scale in this business. Our PE business has delivered on both successful exit of its investment and fund raise of its largest ever fund. Our Housing finance business is geared up for profitable growth. Each of our 7 businesses offers headroom for growth. “*

Performance of Business Segments for the quarter and nine month ended December 31, 2021

- **Capital markets Businesses (Broking & Investment banking)**
 - Capital markets comprise of Retail Broking, Institutional Equities and Investment Banking business. Revenues for this segment were Rs 7.26 bn, +19% QoQ / 68% YoY in Q3FY22 and Rs 18.44 bn, +54% YoY in 9MFY22. Capital market businesses have contributed ~55% of consolidated revenues.
 - Profit grew by 22% QoQ / 99% YoY at Rs 1.48 bn in Q3FY22 and 64% YoY to Rs 3.46 bn in 9MFY22 led by healthy volume growth of 92% YoY / 29% QoQ.
 - In **Retail Broking & Distribution**, we have witnessed strong traction in new client addition driven by Franchisee and retail channel, total ~640,000 clients acquired in 9MFY22, +62% YoY. NSE active clients have also registered 59% YoY growth at 7.9 lacs as of Dec 2021.
 - Our strategy to bring in linearity through the trail-based distribution business is showing results. Distribution AUM grew by 39% YoY at Rs 166 bn as of Q3FY22. With only 16% of the ~2.6 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**, team wins big in Asiamoney poll 2021. Ranked #1 Best local brokerage House, Best sales and Best Execution and Corporate access. Strong improvement in domestic client rankings 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.
 - **Investment Banking** business has participated in 3 deals. Further, there is a strong pipeline of signed IPO mandates which has started entering the markets from Q4FY22 onwards, as a result revenue traction can be witnessed in coming quarters.
- **Asset Management businesses (AMC, PE and PWM)**
 - **Asset Management** business AUM across MF, PMS & AIF stood at Rs 507 bn, +20% YoY. Strong growth of 27% QoQ / 38% YoY in PAT at Rs 528 mn in Q3FY22 and 43% YoY at Rs 1.30 bn in 9MFY22.
 - Equity MF AUM stood at Rs 310 bn i.e. 1.5% of the Industry MF Equity AUM of Rs 21 tn. We have seen improvement in performance of several products. Our Gross sales and Net sales started improving.
 - Favourable response to alternate offerings under AIF strategy and international passive offerings.
 - We have added around 340,000 SIPs in 9MFY22, +57% YoY. New SIP count market share stood at 1.7% in 9MFY22.

- Our share of Alternate assets, comprising of PMS & AIF, is the highest among AMC's at ~37%.
- **Private Equity** has fee earning AUM of Rs 83 bn across 3 growth capital PE funds and 4 real estate funds. In Q3FY22, revenues stood at Rs 323 mn and PAT stood at Rs 100 mn. The 1st growth fund (IBEF 1) has delivered an XIRR of 26%+. Average IRR on exited investments in Real estate funds is 21%+. IREF V has raised Rs 10.9 bn. PE biggest fund launched with IBEF IV with a target size of Rs 45 bn, achieved its 1st close at Rs 27 bn.
- **Wealth Management** business AUM grew by 51% YoY at Rs 342 bn in Q3FY22. Wealth business revenue grew by 24% QoQ / 80% YoY to Rs 593 mn in Q3FY22 led by strong net sales at Rs 18.4 bn in Q3FY22. Yield stood at ~73 bps. RM count of this business stood at 139. Our trail revenues predominantly cover our fixed costs. Strong operating leverage is visible led by improvement in RM productivity. We continue to invest in this business by adding RMs.
- Overall **Asset and Wealth Management** revenues were Rs 2.59 bn, +37% YoY in Q3FY22 and Rs 6.83 bn, +33% YoY in 9MFY22. Asset & Wealth contributes 20% of consolidated revenues. Profits were Rs 852 mn, +40% QoQ / 61% YoY in Q3FY22 and Rs 1.99 bn, +58% YoY in 9MFY22 and contributed 21% of consolidated profits.
- **Housing finance business**
 - Motilal Oswal Home Finance (MOHFL) reported profit of Rs 188 mn in Q3FY22, +301% YoY and Rs 473 mn in 9MFY22, +121% YoY.
 - NII grew by 10% YoY and NIM expanded to 7.6% in Q3FY22.
 - Yield on Advances stood at 14% in Q3FY22 while Cost of Funds was down by 85 bps YoY to 8.1%, resulting in expansion in Spread by 65 bps YoY to 5.9%.
 - We have raised Rs 5.97 bn in 9MFY22 at an average cost of 7.06%.
 - Disbursements in Q3FY22 stood at Rs 1.9 bn, +19% QoQ. Business is geared up for stronger growth in disbursements. Sales force expansion is currently underway.
 - In Q3FY22 provisions were higher due to new NPA recognition norms by RBI which led to rise in GNPA by 120 bps QoQ to 3.4%. Excluding this new norm impact, GNPA would have been 1.3%. However, our collection efficiency in December has reached to ~100%.
 - IND AA rating assignment by India Ratings, outlook upgrade by CRISIL to CRISIL AA-/Positive and rating upgrade by ICRA to ICRA AA-/stable. These ratings upgrade will further benefit us in lowering incremental CoF.
 - Net Gearing stands at 2.4x and Tier 1 CAR remains robust at 47%.
- **Fund based investments** includes sponsor commitments to our AMC & PE funds and strategic equity investments.
 - Fund based investments have registered gains in a quarter of Rs 61 mn in Q3FY22 and Rs 3.6 bn in 9MFY22.
 - Total quoted equity investment including unrealised gains was Rs 26.9 bn as of 9MFY22. Cumulative XIRR of these investments is ~18% (since inception).
 - Total equity investment including alternate funds was at Rs 37.6 bn as of Dec-21. XIRR of 33% on PE/RE investments.



About Motilal Oswal Financial Services Limited

MOFSL 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. MOFSL won the 'Brand of the Year' award at the IBLA CNBC TV 18. MOFSL employs ~9000 employees serving to 4.4 mn clients via distribution reach in 700+ cities. MOFSL has AUA of Rs 3 trillion.

For further details contact:

Mrs. Rohini Kute (Head of Corporate Communication) Motilal Oswal Financial Services Mob- +91-9820196838	Mr. Shalibhadra Shah (Chief Financial Officer) Motilal Oswal Financial Services Mob- +91-9819060032	Mr. Rakesh Shinde (Head of Investor Relations) Motilal Oswal Financial Services Mob- +91-9920309311
--	--	--

For Motilal Oswal Financial Services Limited

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