

**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

April 27, 2023

To,

**BSE Limited**

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

**Security Code: 532892**

**National Stock Exchange of India Limited**

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

**Symbol: MOTILALOF5**

**Sub.: Outcome of the Board Meeting**

Dear Sir/ Madam,

Pursuant to the provisions of Regulation 30, 33 and 52 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations") (as amended from time to time), we hereby inform the Exchange that the Board of Directors ("the Board") of the Company at its Meeting held on Thursday, April 27, 2023 has, *inter alia*, considered and approved the following matters:

- 1) Audited Financial Results (Consolidated and Standalone) of the Company for the quarter and financial year ended March 31, 2023.

Accordingly, please find enclosed herewith Audited Financial Results (Consolidated and Standalone) along with Auditor's Report issued by the Statutory Auditors and Press Release of the Company for the quarter and financial year ended March 31, 2023.

In compliance with the SEBI Circular dated October 22, 2019 & August 10, 2021 (as amended from time to time), in respect of Commercial Papers and in compliance with the provisions of Regulation 52(4) of the Listing Regulations in respect of Non-Convertible Debt Securities, few line items are also included in the Standalone Financial Results of the Company.

Also find enclosed the declaration on Audit Reports with unmodified opinion on the aforesaid Audited Financial Results of the Company and disclosure pursuant to the SEBI circular SEBI/HO/DDHS/CIR/P/2018/144 dated November 26, 2018, on "Fund raising by issuance of Debt Securities by Large Entities".

We further confirm that:

- a) Pursuant to the provisions of Regulation 52(7) and 52(7A) of the Listing Regulations, there is no new issuance of Non-Convertible Securities during the quarter ended March 31, 2023 and there is no outstanding balance of proceeds of previous issuance, hence, requirement of disclosures under said Regulations are not applicable for the quarter ended March 31, 2023.
  - b) Pursuant to the provisions of Regulation 54 of the Listing Regulations, all secured Non-Convertible Debentures (“NCDs”) issued by the Company and remaining outstanding were fully secured. Further, the Company has maintained Security Cover as per the terms & conditions of Offer Documents/ Information Memorandum as on March 31, 2023. The details of Security Cover are included in the Standalone Financials Results.
- 2) Recommendation of Final Dividend on the Equity Shares of the Company for the financial year 2022-23 at the rate of Rs. 3/- per Equity Share of the face value of Re. 1/- each, out of the profits. The dividend, if approved by the members of the Company at the ensuing Annual General Meeting (“AGM”), will be paid within 30 days from the date of AGM.
  - 3) Re-appointment of the following Directors on the Board of the Company, subject to approval of the shareholders at the ensuing General Meeting of the Company.

Sr. No.	Name of the Director	DIN	Designation	Term	Effective from
1.	Mr. Ajay Menon	00024589	Whole-Time Director	5 years	August 21, 2023
2.	Mr. Chitradurga Narasimha Murthy (Mr. C. N. Murthy)	00057222	Independent Director	3 years	July 01, 2023
3.	Mr. Pankaj Bhansali	03154793	Independent Director	5 years	July 01, 2023
4.	Mrs. Divya Sameer Momaya	00365757	Independent Director	5 years	July 01, 2023
5.	Mr. Chandrashekhar Karnik	00003874	Independent Director	3 years	September 16, 2023
6.	Mrs. Swanubhuti Jain	09006117	Independent Director	5 years	December 24, 2023

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The aforesaid Directors are not debarred from holding the office of directors by virtue of any SEBI order or any other such authority.

The disclosures required to be given pursuant to the SEBI circular CIR/CFD/CMD/4/2015 dated September 9, 2015 are enclosed **as Annexure I to Annexure VI** respectively.

- 4) Alteration in the Articles of Association of the Company, subject to approval of the shareholders at the ensuing General Meeting of the Company, with respect to appointment of a person nominated by the Debenture Trustee(s) in terms of SEBI circular no. SEBI/HO/DDHS/DDHS-RACPOD1/CIR/P/2023/028 issued on February 02, 2023 (“**Nominee Director**”).

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

**Independent Auditor's Report on Consolidated Quarterly Financial Results and Year to date results of Motilal Oswal Financial Services Limited pursuant to Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended**

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

**Report on the Audit of the Consolidated Financial Results**

**Opinion**

1. We have audited the accompanying consolidated annual financial results of **Motilal Oswal Financial Services Limited** (the "Holding Company") and its subsidiaries (Holding company and its subsidiaries together referred to as "the group") and its associate for the year ended March 31, 2023 attached herewith, being submitted by the Holding Company pursuant to the requirement of Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, (as amended) ("Listing Regulations").
2. In our opinion and to the best of our information and according to the explanations given to us and based on the consideration of reports of other auditors on separate audited financial results of the subsidiaries and associate, as referred to in paragraph 10, the aforesaid consolidated financial results:
  - (i) include the annual financial results of the entities listed in Annexure 1;
  - (ii) are presented in accordance with financial results in accordance with the requirements of Regulation 33 of the Listing Regulations in this regard; and
  - (iii) gives a true and fair view conformity with the applicable Indian Accounting Standard ("IND AS") prescribed under section 133 of the Companies Act, 2013 ("the Act") read with the relevant rules issued thereunder, other accounting principles generally accepted in India, of the consolidated net profit after tax and other comprehensive income and other financial information of the Group and its associate for the year ended March 31, 2023.

**Basis for Opinion**

3. We conducted our audit in accordance with the Standards on Auditing (SAs) specified under Section 143(10) of the Act. Our responsibilities under those Standards are further described in the Auditor's Responsibilities for the Audit of the Consolidated financial results section of our report. We are independent of the Group and its associate in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India ("the ICAI") together with the ethical requirements that are relevant to our audit of the financial statements under the provisions of the Companies Act, 2013 ("the Act") and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidences



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obtained by us and other auditors in terms of their reports referred to in the paragraph 10 of "Other Matter" paragraph below, is sufficient and appropriate to provide a basis for our opinion.

## **Board of Directors' Responsibilities for the Consolidated Financial Results**

4. These consolidated financial results which is the responsibility of the Holding Company's Board of Directors has been prepared on the basis of consolidated financial results. The Holding Company's Board of Directors is responsible for the preparation and presentation of these consolidated financial results that gives a true and fair view of consolidated net profit or loss after tax and other comprehensive income, and other financial information of the Group and its associate in accordance with the accounting principles generally accepted in India, including the IND- AS prescribed under section 133 of the Act, read with relevant rules issued thereunder and other accounting principles generally accepted in India and in Compliance with Regulation 33 of the Listing Regulations. The Holding Company's Board of Directors is also responsible for ensuring accuracy of records including financial information consider necessary for the preparation of the consolidated financial results. Further, in terms of the provision of the Act, the respective Board of Directors/management of the companies including in the Group and its associate covered under the Act, are responsible for maintenance of adequate accounting records in accordance with the provisions of the act, for safeguarding of the assets of the group and its associate, and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgement and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of financial results, that gives a true and fair view and are free from material misstatement, whether due to fraud or error. These financial results have been used for the purpose of preparation of the consolidated financial results by the Directors of the Holding Company, as aforesaid.
5. In preparing the consolidated financial results, the respective Board of Directors of the companies included in the Group and of its associate, are responsible for assessing the ability of the group and of its associate, to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting, unless the respective Board of Directors either intends to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

The respective Board of Directors of the companies included in the Group and of its associate, are responsible for overseeing the financial reporting process of the Companies included in the Group and of its associate.

## **Auditor's Responsibilities for the Audit of the Consolidated Financial Results**

6. Our objectives are to obtain reasonable assurance about whether the consolidated financial results as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is high level of assurance but is not a guarantee that an audit conducted in accordance with Standards on Auditing, specified under section 143(10) of the Act, will always detect a material misstatement, when it exists. Misstatements can arise from fraud or error, and



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are considered material if, individually, or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this consolidated financial results.

7. As part of an audit in accordance with the Standards on Auditing, we exercise professional judgement and maintain professional skepticism throughout the Audit. We also:
  - Identify and assess the risks of material misstatement of the consolidated financial results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
  - Obtain an understanding of internal controls relevant to the audit in order to design audit procedures that are appropriate in the circumstances. Under section 143(3)(i) of the Act, we are also responsible for expressing our opinion on whether the Company has adequate internal financial controls system in place and the operating effectiveness of such controls.
  - Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors.
  - Conclude on the appropriateness of the Board of Directors use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the ability of the Group and its associate, to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the consolidated financial results or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group and its associate to cease to continue as a going concern.
  - Evaluate the overall presentation, structure and content of the consolidated financial results, including the disclosures, and whether the consolidated financial results represent the underlying transactions and events in a manner that achieves fair presentation.
  - Obtain sufficient and appropriate audit evidence regarding the financial results of the entities within the Group and its associate to express an opinion on the consolidated financial results. We are responsible for the direction, supervision and performance of the audit of financial information of such entities included in the consolidated financial results, which have been audited by other auditors, such other auditors remain responsible for the direction, supervision and performance of the audits carried out by them. We remain solely responsible for our audit opinion.
8. We communicate with those charged with governance of the Holding Company and such other entities included in the consolidated financial results of which we are the



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independent auditors, regarding among other matters the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

9. We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable related safeguards.

### **Other Matters**

10. a) We did not audit the annual financial results of eight subsidiaries included in the Statement, whose financial information reflects total assets of Rs. 5,62,858 lakhs as at March 31, 2023, total revenue of Rs. 16,604 lakhs and Rs. 59,414 lakhs, total net profit after tax of Rs. 1,958 lakhs and Rs. 12,461 lakhs for the quarter ended March 31, 2023 and year ended March 31, 2023 respectively, total comprehensive income of Rs. 351 lakhs for the quarter ended March 31, 2023 and Rs. 11,210 lakhs for the year ended March 31, 2023, as considered in the Statement. Our opinion in so far as it relates to the amounts and disclosures included in respect of these subsidiaries is based solely on the audit reports of such other auditors, and the procedure performed by us as stated in the paragraph 3 above.

b) The consolidated financial results include the annual financial results of four subsidiaries which have not been audited, whose annual financial results reflect total assets of Rs. 4,448 lakhs as at March 31, 2023, total revenue of Rs. 585 lakhs and Rs. 1,349 lakhs, total net profit after tax and total comprehensive income of Rs. (80) lakhs and Rs. (217) lakhs for the quarter ended March 31, 2023 and for the year ended March 31, 2023 respectively, as considered in the Statement. These financial results have been furnished to us by the Holding Company's management. The Statement also includes the Group's share of the net profit after tax and total comprehensive income of Rs. 262 lakhs for the year ended March 31, 2023, in respect of one associate, whose management accounts have been furnished to us by the Company. Our opinion is so far as it relates to the amounts and disclosures included in respect of aforesaid subsidiaries / associate is based solely on such unaudited financial statements. In our opinion, and accordance to the information and explanation given to us by the management, unaudited financial statements of aforesaid subsidiaries / associate are not material to the Group.

11. As described in Note 8 of the consolidated financial results, the figures for the quarter ended March 31, in each of the respective financial year are the balancing figure between the audited consolidated figures in respect of the full financial year and the published reviewed year-to-date consolidated figure up to the third quarter of the respective financial year.



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12. Our opinion on the consolidated financial results is not modified in respect of the above matters with respect to our reliance on the work done and the reports of the other auditors and the financial results/financial information certified by the Board of Directors.

**For Singhi & Co.**

Chartered Accountants

Firm Registration No.: 302049E

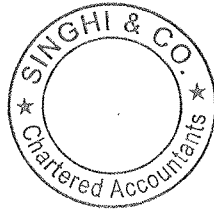


**Nikhil Singhi**

Partner

Membership No. 061567

UDIN: 23061567BGYHLJ9108



Place: Mumbai

Date: April 27, 2023



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*Chartered Accountants*

**Annexure 1**

**List of subsidiaries and associate included in the Statement for the quarter and year ended March 31, 2023**

**Subsidiaries:**

1	Motilal Oswal Home Finance Limited
2	Motilal Oswal Asset Management Company Limited
3	MO Alternate Investment Advisors Private Limited
4	Motilal Oswal Capital Limited
5	Motilal Oswal Trustee Company Limited
6	Motilal Oswal Investment Advisors Limited
7	Motilal Oswal Commodities Broker Private Limited
8	Motilal Oswal Finvest Limited
9	Motilal Oswal Wealth Limited
10	Motilal Oswal Securities International Private Limited
11	Motilal Oswal Capital Markets (Singapore) Pte. Limited.
12	Motilal Oswal Capital Markets (Hong Kong) Private Limited
13	Motilal Oswal Asset Management (Mauritius) Private Limited
14	India Business Excellence Management Company
15	Motilal Oswal Finsec IFSC Limited
16	Glide Tech Investment Advisory Private Limited
17	TM Investment Technologies Private Limited
18	MO Alternative IFSC Private Limited

**Associate:**

1	India Realty Excellence Fund II LLP
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MOTILAL OSWAL FINANCIAL SERVICES LIMITED

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Tel: +91-22-71934200, Fax: +91-22-50362365 Email: sharcholders@motilaloswal.com Website: www.motilaloswalgroup.com

CIN: L67190MH2005PLC153397

Statement of Consolidated Financial Results for the quarter and year ended 31 March 2023

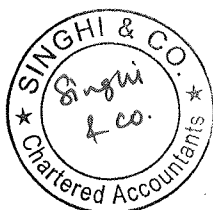
(Rs. in Lakhs, unless otherwise stated)

Particulars	For the quarter ended			For the year ended	
	31 March 2023	31 December 2022	31 March 2022	31 March 2023	31 March 2022
	(Audited)#	(Unaudited)	(Audited)#	(Audited)	(Audited)
<b>Revenue from operations</b>					
(i) Interest income	35,324	33,783	25,050	1,22,829	1,02,526
(ii) Dividend income	456	54	353	882	10,211
(iii) Rental income	1	2	1	26	17
(iv) Fee and commission income	68,754	69,769	72,257	2,73,342	2,60,730
(v) Net gain on fair value change	(3,992)	1,970	4,610	13,876	49,593
(vi) Gain on derecognition of financial assets	-	-	899	-	899
(vi) Other operating income	2,194	1,848	1,961	6,757	5,707
<b>(I) Total revenue from operations</b>	<b>1,02,737</b>	<b>1,07,426</b>	<b>1,05,131</b>	<b>4,17,712</b>	<b>4,29,683</b>
(II) Other Income	617	624	82	2,000	1,958
<b>(III) Total Income (I)+(II)</b>	<b>1,03,354</b>	<b>1,08,050</b>	<b>1,05,213</b>	<b>4,19,712</b>	<b>4,31,641</b>
<b>Expenses</b>					
(i) Finance cost	18,957	16,944	11,197	59,583	47,477
(ii) Fees and commission expense	20,336	22,146	22,900	86,131	89,285
(iii) Impairment on financial instruments	534	1,001	(433)	4,279	9,466
(iv) Employee benefits expenses	27,198	26,067	25,028	1,00,838	87,821
(v) Depreciation and amortisation expenses	1,275	1,670	1,115	5,838	4,826
(vi) Other expenses	10,306	9,547	8,384	38,818	31,185
<b>(IV) Total expenses</b>	<b>78,606</b>	<b>77,375</b>	<b>68,191</b>	<b>2,95,487</b>	<b>2,70,060</b>
<b>(V) Profit before exceptional items and tax (III)-(IV)</b>	<b>24,748</b>	<b>30,675</b>	<b>37,022</b>	<b>1,24,225</b>	<b>1,61,581</b>
(VI) Exceptional items	-	-	-	-	-
<b>(VII) Profit before tax and after exceptional items (V)+(VI)</b>	<b>24,748</b>	<b>30,675</b>	<b>37,022</b>	<b>1,24,225</b>	<b>1,61,581</b>
Tax expense/(credit)					
(1) Current tax	7,141	7,864	4,772	29,062	23,588
(2) Deferred tax expense/(credit)	894	247	2,274	1,823	7,109
(3) Short/(excess) provision for earlier years	17	6	(211)	58	(189)
<b>(VIII) Total tax expenses</b>	<b>8,052</b>	<b>8,117</b>	<b>6,835</b>	<b>30,943</b>	<b>30,508</b>
<b>(IX) Profit after tax (VII)-(VIII)</b>	<b>16,696</b>	<b>22,558</b>	<b>30,187</b>	<b>93,282</b>	<b>1,31,073</b>
(X) Share of profit/(loss) from associate (net of taxes)	(147)	172	64	196	172
<b>(XI) Profit after tax and share in profit/(loss) of associate (IX)+(X)</b>	<b>16,549</b>	<b>22,730</b>	<b>30,251</b>	<b>93,478</b>	<b>1,31,245</b>
<b>(XII) Other comprehensive income</b>					
Items that will not be reclassified to profit or loss					
' (a) Remeasurement of the defined employee benefit plans	107	(7)	267	169	176
' (b) Changes in fair value gain/(loss) of FVOCI equity instruments	(6,237)	1,867	5,117	(5,467)	4,488
' (c) Deferred tax related to items that will not be reclassified to profit and loss account	1,063	(455)	(653)	650	(558)
<b>Total other comprehensive income (XII)</b>	<b>(5,067)</b>	<b>1,405</b>	<b>4,731</b>	<b>(4,648)</b>	<b>4,106</b>
<b>(XIII) Total comprehensive income (XI)+(XII)</b>	<b>11,482</b>	<b>24,135</b>	<b>34,982</b>	<b>88,830</b>	<b>1,35,351</b>
<b>(XIV) Net profit attributable to:</b>					
Owners of parent	16,472	22,645	29,956	93,169	1,30,978
Non-controlling interests	77	85	295	309	267
<b>(XV) Other comprehensive income/(loss) attributable to:</b>					
Owners of parent	(5,068)	1,405	4,731	(4,649)	4,103
Non-controlling interests	1	0	0	1	3
<b>(XVI) Total comprehensive income attributable to: (XIV)+(XV)</b>					
Owners of parent	<b>11,404</b>	<b>24,050</b>	<b>34,687</b>	<b>88,520</b>	<b>1,35,081</b>
Non-controlling interests	<b>78</b>	<b>85</b>	<b>295</b>	<b>310</b>	<b>270</b>
<b>(XVII) (a) Paid up equity share capital (Face value Re.1 per share)</b>	<b>1,479</b>	<b>1,479</b>	<b>1,491</b>	<b>1,479</b>	<b>1,491</b>
(b) Other Equity				<b>6,23,744</b>	<b>5,65,946</b>
<b>(XVIII) Earning per share (EPS)*</b>					
Basic EPS (Amount in Rs.)	11.35	15.45	20.35	62.89	89.14
Diluted EPS (Amount in Rs.)	11.31	15.33	20.14	62.66	88.38

#Refer note 8

\*EPS for the quarters / period is not annualized

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**MOTILAL OSWAL FINANCIAL SERVICES LIMITED**

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Tel: +91-22-71934200, Fax: +91-22-50362365 Email: shareholders@motilaloswal.com Website: www.motilaloswalgroup.com  
CIN: L67190MH2005PLC153397

**Consolidated Statement of Assets and Liabilities**

Particulars	(Rs. in Lakhs)	
	As at 31 March 2023	As at 31 March 2022
	(Audited)	(Audited)
<b>I. ASSETS</b>		
<b>1 Financial assets</b>		
(a) Cash and cash equivalents	2,57,631	2,13,754
(b) Bank balance other than (a) above	6,26,060	3,17,771
(c) Receivables		
(I) Trade receivables	1,02,909	1,00,309
(II) Other receivables	3	23
(d) Loans	7,21,764	4,90,452
(e) Investments	4,78,696	4,68,491
(f) Other financial assets	29,168	35,594
<b>Sub - total financial assets</b>	<b>22,16,231</b>	<b>16,26,394</b>
<b>2 Non-financial assets</b>		
(a) Current tax assets (net)	3,487	3,381
(b) Deferred tax assets (net)	6,067	6,353
(c) Property, plant and equipment	42,651	32,367
(d) Other Intangible assets	3,930	3,299
(e) Other non-financial assets	28,628	20,540
<b>Sub - total non - financial assets</b>	<b>84,763</b>	<b>65,940</b>
<b>Total Assets</b>	<b>23,00,994</b>	<b>16,92,334</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	3,44,842	3,70,086
(b) Debt securities	6,96,512	3,96,880
(c) Borrowings (Other than debt securities)	3,31,080	2,18,271
(d) Deposits	170	98
(e) Other financial liabilities	2,45,478	83,800
<b>Sub - total financial liabilities</b>	<b>16,18,082</b>	<b>10,69,135</b>
<b>2 Non - financial liabilities</b>		
(a) Current tax liabilities (net)	3,666	3,166
(b) Provisions	23,644	24,422
(c) Deferred tax liabilities (net)	21,046	18,797
(d) Other non - financial liabilities	6,238	6,749
<b>Sub - total non - financial liabilities</b>	<b>54,594</b>	<b>53,134</b>
<b>3 Equity</b>		
(a) Equity share capital	1,479	1,491
(b) Other equity	6,23,745	5,65,946
(c) Non-controlling interests	3,094	2,628
<b>Sub - total equity</b>	<b>6,28,318</b>	<b>5,70,065</b>
<b>Total Liabilities and Equity</b>	<b>23,00,994</b>	<b>16,92,334</b>

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**MOTILAL OSWAL FINANCIAL SERVICES LIMITED**

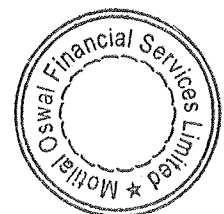
Registered Office: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025  
Tel: +91-22-71934200, Fax: +91-22-50362365 Email: shareholders@motilaloswal.com Website: www.motilaloswalgroup.com  
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**Consolidated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

Particulars	(Rs. in Lakhs)	
	For the year ended 31 March 2023	For the year ended 31 March 2022
	(Audited)	(Audited)
<b>A. Cash flow from operating activities</b>		
Profit before taxation	1,24,225	1,61,581
Adjustments for:		
Impairment on financial instruments	4,279	9,466
Depreciation and amortisation expense	5,838	4,826
Provision for gratuity	1,152	857
Foreign currency translation reserve	402	177
Employee stock option expenditure	2,904	2,404
Profit from partnership gain	262	241
Net loss/(gain) on fair value change	(13,876)	(49,594)
Profit on sale of property, plant and equipment (Net)	-	(5)
Interest income	(64)	(122)
Dividend income	(882)	(10,211)
Interest expense pertaining to lease liability	424	412
<b>Operating profit</b>	<b>1,24,664</b>	<b>1,20,032</b>
<b>Adjustment for working capital changes:</b>		
(Increase) / decrease in trade receivables	(4,148)	(11,203)
(Increase) / decrease in other receivables	20	37
(Increase) / decrease in other financial assets	6,426	32,568
(Increase) / decrease in other non financial assets	(8,088)	(8,920)
(Increase) / decrease in loans	(2,34,043)	(45,865)
Investment in Fixed deposit having maturity more than 3 months (net of maturity)	(3,08,290)	(97,204)
(Increase) / decrease in liquid investments	10,868	27,444
Increase / (decrease) in trade payables	(25,245)	67,518
Increase / (decrease) in deposit	72	53
Increase / (decrease) in other financial liabilities	1,61,678	30,129
Increase / (decrease) in other non financial liabilities	(511)	2,443
Increase / (decrease) in provision	(1,761)	6,068
<b>Cash (used in)/ generated from operations</b>	<b>(2,78,358)</b>	<b>1,23,100</b>
Direct taxes paid net (including utilisation of MAT credit)	(27,432)	(22,034)
<b>Net cash (used in)/ generated from Operating activities (A)</b>	<b>(3,05,790)</b>	<b>1,01,066</b>
<b>B. Cash flow from investing activities</b>		
(Purchase)/sale of Property, plant and equipment	(16,754)	(5,454)
Purchase of Investments	(48,286)	(1,11,254)
Sale of Investments	35,346	61,636
Interest received	64	122
Dividend received	882	10,211
<b>Net cash (used in)/ generated from Investing activities (B)</b>	<b>(28,748)</b>	<b>(44,739)</b>
<b>C. Cash flow from financing activities</b>		
Issue of Share capital including Securities premium	1,064	3,398
Buyback of shares	(19,843)	-
Proceeds from issue of debentures	2,79,720	37,800
Repayment of debentures	-	(70,305)
Proceeds from/(Repayment) of commercial paper	19,912	79,661
Proceeds from borrowings other than bank	-	1,00,296
Repayment of borrowings other than bank	-	(84,589)
Proceeds from/(Repayment) of other borrowings	1,12,810	(16,996)
Dividend paid	(14,825)	(8,673)
Increase/ (Decrease) in unpaid dividend	1	3
Payment of lease liability and interest	(424)	(412)
Effect of schedule of arrangement	-	(9,278)
Investment by/ (purchase) from non controlling interest	-	(2,686)
<b>Net cash (used in)/ generated from Financing activities (C)</b>	<b>3,78,415</b>	<b>28,219</b>
<b>Net increase/(decrease) in cash and cash equivalents during the year (A+B+C)</b>	<b>43,877</b>	<b>84,546</b>



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CIN: L67190MH2005PLC153397

**Consolidated Statement of Cash Flow**

(Rs. in Lakhs)

Particulars	For the year ended 31 March 2023	For the year ended 31 March 2022
	(Audited)	(Audited)
Cash on hand	269	237
Schedule bank - In Current accounts	1,35,210	1,06,668
Cheques in hand	20	35
Fixed Deposit with original maturity within 3 months	78,255	22,268
<b>Cash and cash equivalents as at beginning of the year</b>	<b>2,13,754</b>	<b>1,29,208</b>
<b>Cash &amp; Cash equivalents comprise of as at end of the year</b>		
Cash on hand	249	269
Schedule bank - In Current accounts	1,92,217	1,35,210
Cheques in hand	85	20
Fixed Deposit with original maturity within 3 months	65,080	78,255
<b>Cash and cash equivalents as at end of the year</b>	<b>2,57,631</b>	<b>2,13,754</b>
<b>Components of cash and cash equivalents</b>		
Cash on hand	249	269
In Current accounts	1,92,217	1,35,210
Cheques in hand	85	20
Fixed Deposit with original maturity within 3 months	65,080	78,255
<b>Total</b>	<b>2,57,631</b>	<b>2,13,754</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).

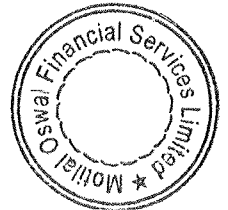
(ii) Figures in brackets indicate cash outflows.

(iii) Net cash flow from operating activities excluding increase/decrease in fixed deposits is Rs.2,502 lakhs and Rs.1,98,270 lakhs for the year ended 31 March 2023 and year ended 31 March 2022

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**Statement of Consolidated Financial Results for the quarter and year ended 31 March 2023**

**Consolidated notes:**

- 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 April 2023, in terms of Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations").
- The consolidated financial results of the Company include reviewed results of the subsidiaries – Motilal Oswal Investment Advisors Limited (100%), Motilal Oswal Commodities Broker Private Limited (100%), Motilal Oswal Finvest Limited (100%), Motilal Oswal Wealth Limited (100%), MO Alternate Investment 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 Home Finance Limited (97.60%), Motilal Oswal Capital Limited (100%), Motilal Oswal Finsec IFSC Limited (100%), Glide Tech Investment Advisory Private Limited (100%), TM Investment Technologies Pvt. Ltd (61.64%) and management certified results of the subsidiaries - Motilal Oswal Asset Management (Mauritius) Private Limited (100%), Motilal Oswal Capital Markets (Hongkong) Private Limited (100%), Motilal Oswal Capital Markets (Singapore) Pte. Limited (100%), MO Alternative IFSC Private Limited (100%), India Business Excellence Management Company (100%) and unaudited results of Associate, India Realty Excellence Fund II LLP (20.44%)
- Consolidated segment results for the quarter and year ended 31 March 2023 is as follows:

(Rs. in Lakhs, unless otherwise stated)

Particulars	For the quarter ended			For the year ended	
	31 March 2023	31 December 2022	31 March 2022	31 March 2023	31 March 2022
	(Audited)#	(Unaudited)	(Audited)#	(Audited)	(Audited)
<b>Revenue:</b>					
<b>1. Capital market</b>	<b>74,478</b>	<b>75,547</b>	<b>68,809</b>	<b>2,83,239</b>	<b>2,54,481</b>
a) External Revenue	51,871	54,420	55,174	2,10,250	2,01,223
b) Interest Income	22,607	21,128	13,635	72,989	53,258
<b>2. Fund based activities</b>	<b>(4,055)</b>	<b>2,080</b>	<b>6,131</b>	<b>14,252</b>	<b>50,494</b>
a) External Revenue	(4,176)	1,688	5,636	12,938	49,255
b) Interest Income	121	392	494	1,314	1,239
<b>3. Asset management and advisory</b>	<b>25,630</b>	<b>25,174</b>	<b>26,190</b>	<b>96,228</b>	<b>1,12,883</b>
a) External Revenue	25,585	24,508	25,669	94,410	1,12,012
b) Interest Income	45	667	521	1,818	871
<b>4. Home finance</b>	<b>13,857</b>	<b>13,567</b>	<b>12,980</b>	<b>53,193</b>	<b>52,841</b>
a) External Revenue	535	496	577	1,851	2,655
b) Interest Income	13,322	13,070	12,403	51,342	50,186
<b>5. Unallocated</b>	<b>10</b>	<b>9</b>	<b>-17</b>	<b>47</b>	<b>100</b>
a) External Revenue	10	9	-17	47	100
b) Interest Income	-	-	-	-	-
<b>6. Inter-Segment</b>	<b>(6,566)</b>	<b>(8,327)</b>	<b>(8,880)</b>	<b>(27,247)</b>	<b>(39,158)</b>
a) External Revenue	(5,795)	(6,854)	(7,775)	(22,613)	(36,130)
b) Interest Income	(771)	(1,473)	(1,105)	(4,634)	(3,028)
<b>7. Total</b>	<b>1,03,354</b>	<b>1,08,050</b>	<b>1,05,213</b>	<b>4,19,712</b>	<b>4,31,641</b>
a) External Revenue	68,030	74,267	79,264	2,96,883	3,29,115
b) Interest Income (Including gain on derecognition of financial assets)	35,324	33,783	25,949	1,22,829	1,02,526
<b>1. Capital market</b>					
a) Interest Expense	12,684	11,169	6,374	37,688	25,497
b) Net Interest Revenue	9,923	9,959	7,261	35,301	27,761
c) Depreciation and amortization	1,177	1,426	1,031	5,029	3,892
<b>2. Fund based activities</b>					
a) Interest Expense	1,230	1,319	630	3,886	2,204
b) Net Interest Revenue	(1,109)	(928)	(136)	(2,572)	(965)
c) Depreciation and amortization					
<b>3. Asset management and advisory</b>					
a) Interest Expense	89	557	246	1,417	495
b) Net Interest Revenue	(43)	110	274	400	376
c) Depreciation and amortization	126	112	108	440	465
<b>4. Home finance</b>					
a) Interest Expense	5,878	5,542	5,340	21,856	23,124
b) Net Interest Revenue	7,443	7,529	7,064	29,487	27,062
c) Depreciation and amortization	(28)	133	(24)	369	469

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**Statement of Consolidated Financial Results for the quarter and year ended 31 March 2023**

<b>5. Inter-Segment</b>					
a) Interest Expense	(924)	(1,643)	(1,394)	(5,264)	(3,843)
b) Net Interest Revenue	153	170	289	630	814
<b>6. Total</b>					
a) Interest Expense	18,957	16,944	11,197	59,583	47,477
b) Net Interest Revenue	16,367	16,839	14,752	63,246	55,049
c) Depreciation and amortization	1,275	1,670	1,115	5,838	4,826
<b>Profit before tax:</b>					
<b>2. Segment results</b>					
(a) Capital market	17,434	18,969	18,654	67,933	67,475
(b) Fund based activities	(6,230)	(190)	4,797	6,402	46,262
(c) Asset management and advisory	9,737	9,422	10,218	36,288	44,482
(d) Home finance	4,320	4,741	5,326	17,758	11,871
(e) Unallocated	(513)	(2,266)	(1,974)	(4,156)	(8,510)
<b>Total</b>	<b>24,748</b>	<b>30,675</b>	<b>37,022</b>	<b>1,24,225</b>	<b>1,61,581</b>
<b>Total segment results</b>	<b>24,748</b>	<b>30,675</b>	<b>37,022</b>	<b>1,24,225</b>	<b>1,61,581</b>
<b>Tax expense:</b>					
Current tax	7,141	7,864	4,772	29,062	23,588
Deferred tax	894	247	2,274	1,823	7,109
Short/(excess) provision for earlier years	17	6	(211)	58	(189)
Profit from ordinary activities	<b>16,696</b>	<b>22,558</b>	<b>30,188</b>	<b>93,282</b>	<b>1,31,073</b>
Add : Share of profit/(loss) from associate (net of taxes)	(147)	172	64	196	172
Profit after tax including share of associate	<b>16,549</b>	<b>22,730</b>	<b>30,252</b>	<b>93,478</b>	<b>1,31,245</b>
Less: Non controlling interest	77	85	295	309	267
Net profit/(loss) attributable to Owners of parent	<b>16,472</b>	<b>22,645</b>	<b>29,957</b>	<b>93,169</b>	<b>1,30,978</b>
<b>3. Segment assets</b>					
(a) Capital market	13,99,127	13,06,537	8,63,353	13,99,127	8,63,353
(b) Fund based activities	4,66,266	4,55,349	4,21,145	4,66,266	4,21,145
(c) Asset management and advisory	42,757	39,747	60,084	42,757	60,084
(d) Home finance	4,12,254	4,23,675	3,72,782	4,12,254	3,72,782
(e) Unallocated	10,647	13,596	12,600	10,647	12,600
Less : Inter segment assets	(30,058)	(30,697)	(37,630)	(30,058)	(37,630)
<b>Total segment assets</b>	<b>23,00,994</b>	<b>22,08,207</b>	<b>16,92,334</b>	<b>23,00,994</b>	<b>16,92,334</b>
<b>4. Segment liabilities</b>					
(a) Capital market	13,25,574	12,41,441	8,00,162	13,25,574	8,00,162
(b) Fund based activities	17,181	16,225	21,121	17,181	21,121
(c) Asset management and advisory	16,122	14,999	23,068	16,122	23,068
(d) Home finance	2,99,749	2,94,928	2,75,353	2,99,749	2,75,353
(e) Unallocated	26,681	27,429	24,730	26,681	24,730
Less : Inter segment liabilities	(12,631)	(12,858)	(22,165)	(12,631)	(22,165)
<b>Total segment liabilities</b>	<b>16,72,676</b>	<b>15,82,164</b>	<b>11,22,269</b>	<b>16,72,676</b>	<b>11,22,269</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 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.

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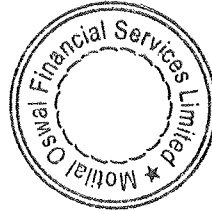


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**Statement of Consolidated Financial Results for the quarter and year ended 31 March 2023**

- 4) As per IndAS 109 the group has net gain/(loss) of Rs (3,992) lakhs and 13,876 lakhs for the quarter and year ended 31 March 2023 and 31 March 2022 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 net gain/(loss) has been classified under 'Other comprehensive income' amounting to Rs.(6,237) lakhs and (5,467) lakhs for the quarter and year ended 31 March 2023 and 31 March 2022 respectively.
- 5) CRISIL Limited has reaffirmed its ratings at CRISIL A1+ to the Commercial Paper Programme of the Motilal Oswal Financial Services Limited. ICRA Limited has reaffirmed [ICRA]AA (Stable) on Non-Convertible Debentures and [ICRA]AA (Stable) on Bank Lines and PP-MLD[ICRA]AA (Stable) on Principal Protected Market Linked Debentures of the Motilal Oswal Financial Services Limited. The ICRA Limited also assigned/reaffirmed [ICRA]A1+ to the Commercial Paper Programme of the Motilal Oswal Financial Services Limited. Further, India Ratings & Research Private Limited, has assigned and affirmed credit rating of IND A1+ on Commercial Paper and affirmed IND AA/Stable on Non-Convertible Debentures and IND PP-MLD AAemr/Stable on Principal Protected Market Linked Debentures of the Motilal Oswal Financial Services Limited.
- 6) Pursuant to the exercise of Employee Stock Options under various Employee Stock Options Schemes, the Company has allotted 72,010 and 3,38,752 equity shares to the employees during the quarter and year ended 31 March 2023 respectively.
- 7) The Company has bought back 14,54,545 equity shares amounting to Rs.19,843 lakhs under Tender Offer on July 18, 2022 (i.e. settlement date) and the said shares have been extinguished on 22 July 2022.
- 8) The figures for the quarter ended 31 March 2023 and 31 March 2022 represents the balance between audited financials in respect of the full financial year and those reviewed financials which were published till the third quarter of the respective financial years.
- 9) The Board of Directors at its meeting held on 27 April 2023 has declared an interim dividend of Rs. 3/- per equity share (on face value of Rs.1/- per equity share) for the financial year 2022-23
- 10) The Company acquired shares of MO Alternative IFSC Private Limited on December 12, 2022. From this date onwards, MO Alternative IFSC Private Limited has become a wholly owned subsidiary company. This business combination transaction is accounted for under acquisition method
- 11) The amounts reflected as "0" in the Financial Information are values with less than rupees one lakhs.
- 12) The previous quarter/year figures have been regrouped/reclassified wherever necessary to confirm to the current quarter/year 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 April 2023



**Independent Auditor's Report on Standalone Quarterly Financial Results and Year to date results of Motilal Oswal Financial Services Limited pursuant to Regulation 33 and Regulation 52 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended**

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

**Report on the Audit of the Standalone Financial Results**

**Opinion**

1. We have audited the accompanying standalone quarterly financial results of **Motilal Oswal Financial Services Limited** ("the Company") for the quarter and year ended March 31, 2023 attached herewith, being submitted by the Company pursuant to the requirement of Regulation 33 and Regulation 52 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("Listing Regulations").
2. In our opinion and to the best of our information and according to the explanations given to us these standalone financial results:
  - i) are presented in accordance with the requirements of Regulation 33 and Regulation 52 of the Listing Regulations in this regard; and
  - ii) gives a true and fair view in conformity with the recognition and measurement principles laid down in the applicable accounting standards and other accounting principles generally accepted in India of the net profit including other comprehensive income and other financial information for the quarter and year ended March 31, 2023.

**Basis for Opinion**

3. We conducted our audit in accordance with the Standards on Auditing ("SA's) specified under Section 143(10) of the Companies Act, 2013 ("the Act"). Our responsibilities under those Standards are further described in the Auditor's Responsibilities for the Audit of the standalone financial results section of our report. We are Independent of the Company in accordance with the Code of Ethics issued by the Institute of Chartered Accountants of India ('the ICAI') together with the ethical requirements that are relevant to our audit of the financial results under the provisions of the Companies Act, 2013 ("the Act") and the Rules thereunder, and we have fulfilled our other ethical responsibilities in accordance with these requirements and the Code of Ethics. We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

**Management's Responsibilities for the Standalone Financial Results**

4. These financial results have been prepared on the basis of the audited annual financial statements. The Company's Board of Directors is responsible for the preparation of these standalone financial results that give a true and fair view of the net profit including other



comprehensive income of the Company and other financial information in accordance with the applicable accounting standards prescribed under Section 133 of the Act read with the rules issued thereunder and other accounting principles generally accepted in India and in compliance with Regulation 33 and Regulation 52 of the Listing Regulations. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding of the assets of the Company and for preventing and detecting frauds and other irregularities; selection and application of appropriate accounting policies; making judgments and estimates that are reasonable and prudent; and design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the standalone financial results that give a true and fair view and are free from material misstatement, whether due to fraud or error.

5. In preparing the standalone financial results, the Board of Directors are responsible for assessing the Company's ability to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the Board of Directors either intends to liquidate the Company or to cease operations, or has no realistic alternative but to do so.
6. The Board of Directors are also responsible for overseeing the Company's financial reporting process.

#### **Auditor's Responsibilities for the Audit of the Standalone Financial Results**

7. Our objectives are to obtain reasonable assurance about whether the standalone financial results as a whole are free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance but is not a guarantee that an audit conducted in accordance with Standards on auditing will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of these financial results.
8. As part of an audit in accordance with Standards on auditing, we exercise professional judgment and maintain professional skepticism throughout the audit. We also:
  - Identify and assess the risks of material misstatement of the standalone financial results, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
  - Obtain an understanding of internal financial controls relevant to the audit in order to design audit procedures that are appropriate in the circumstances. Under section 143(3)(i) of the Act, we are also responsible for expressing our opinion on whether the Company has adequate internal financial controls system in place and the operating effectiveness of such controls.
  - Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the Board of Directors.



# *Singhi & Co.*

*Chartered Accountants*

- Conclude on the appropriateness of the Board of Director's use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Company's ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the standalone financial results or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Company to cease to continue as a going concern.
  - Evaluate the overall presentation, structure and content of the standalone financial results, including the disclosures, and whether the standalone financial results represent the underlying transactions and events in a manner that achieves fair presentation.
9. We communicate with those charged with governance regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.
10. We also provide those charged with governance with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

## **Other Matters**

11. Share of profit from investment in a limited liability partnership aggregating to Rs. (147) lakhs for the quarter ended March 31, 2023 and Rs. 196 lakhs for the year ended March 31, 2023, included in the Statement, is based on the audited financial statements of such entity. These financial statements have been furnished to us by the Management and our opinion on the Statement, in so far as it relates to the amounts and disclosures included in respect of this entity, is based solely on the report of the other auditor.
12. As described in Note 12 of standalone financial results, the figures for the quarter ended March 31, in each of the respective financial year are the balancing figure between the audited figures in respect of the full financial year and the published reviewed year-to-date figures up to the third quarter of the respective financial year.

Our opinion is not modified in respect of these matters.

**For Singhi & Co.**

Chartered Accountants

Firm Registration No.: 302049E



**Nikhil Singhi**

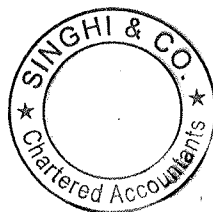
Partner

Membership No. 061567

UDIN: 23061567BGYHLI4049

Place: Mumbai

Date: April 27, 2023



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CIN: L67190MH2005PLC153397

**Statement of Standalone Financial Results for the quarter and year ended 31 March 2023**

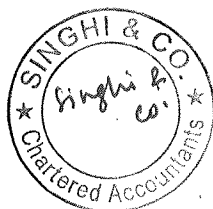
(Rs. in lakhs, unless otherwise stated)

Particulars	For the quarter ended			For the year ended	
	31 March 2023	31 December 2022	31 March 2022	31 March 2023	31 March 2022
	(Audited)#	(Unaudited)	(Audited)#	(Audited)	(Audited)
<b>Revenue from operations</b>					
(i) Interest income	14,236	13,227	9,412	47,291	33,145
(ii) Dividend income	475	24	1,181	591	7,387
(iii) Rent income	469	470	469	1,900	1,891
(iv) Fees and commission income					
-Brokerage income	42,530	45,958	44,367	1,75,649	1,65,667
-Other commission income	5,378	4,933	4,375	18,449	18,605
(v) Net gain/(loss) on fair value changes	(2,400)	4,189	(1,727)	17,546	26,453
(vi) Other operating revenue	1,732	1,321	1,583	5,200	4,780
<b>(I) Total revenue from operations</b>	<b>62,420</b>	<b>70,122</b>	<b>59,660</b>	<b>2,66,626</b>	<b>2,57,928</b>
<b>(II) Other income</b>	<b>707</b>	<b>615</b>	<b>858</b>	<b>2,645</b>	<b>3,618</b>
<b>(III) Total income (I+II)</b>	<b>63,127</b>	<b>70,737</b>	<b>60,518</b>	<b>2,69,271</b>	<b>2,61,546</b>
<b>Expenses</b>					
(i) Finance cost	6,223	6,162	4,791	21,733	16,216
(ii) Fees and commission expense	19,201	20,022	20,403	77,886	76,205
(iii) Impairment on financial instruments	25	400	48	1,548	1,992
(iv) Employee benefit expenses	15,753	15,590	15,022	61,095	53,768
(v) Depreciation and amortisation expense	1,171	1,420	1,021	5,006	3,876
(vi) Other expenses	7,658	7,194	6,232	29,473	23,076
<b>(IV) Total expenses (IV)</b>	<b>50,031</b>	<b>50,788</b>	<b>47,517</b>	<b>1,96,741</b>	<b>1,75,133</b>
<b>(V) Profit before tax (III-IV)</b>	<b>13,096</b>	<b>19,949</b>	<b>13,001</b>	<b>72,530</b>	<b>86,413</b>
<b>Tax expense/(credit)</b>					
(i) Current tax	3,794	4,693	2,969	15,829	14,807
(ii) Deferred tax/(credit)	566	72	(50)	35	1,123
(iii) (Excess)/ short provision for earlier years	(225)	-	(199)	(225)	(199)
<b>(VI) Total tax expenses / (credit)</b>	<b>4,135</b>	<b>4,765</b>	<b>2,720</b>	<b>15,639</b>	<b>15,731</b>
<b>(VII) Profit after tax (V-VI)</b>	<b>8,961</b>	<b>15,184</b>	<b>10,281</b>	<b>56,891</b>	<b>70,682</b>
<b>Other comprehensive income</b>					
(i) Items that will not be reclassified to profit or loss					
(a) Remeasurement of the defined employee benefit plans	68	(27)	139	64	(27)
(b) Changes in fair value gain/(loss) of FVOCI equity instruments	(4,080)	1,003	6,107	(3,976)	2,324
(c) Tax related to items that will not be reclassified to profit and loss account	520	(108)	(734)	446	(259)
<b>(VIII) Other comprehensive income/(loss)</b>	<b>(3,492)</b>	<b>868</b>	<b>5,512</b>	<b>(3,466)</b>	<b>2,038</b>
<b>(IX) Total comprehensive income/(loss) (VII+VIII)</b>	<b>5,469</b>	<b>16,052</b>	<b>15,793</b>	<b>53,425</b>	<b>72,720</b>
<b>(X) (a) Paid-up equity share capital (Face value of Re. 1)</b>	<b>1,479</b>	<b>1,479</b>	<b>1,491</b>	<b>1,479</b>	<b>1,491</b>
<b>(b) Other equity</b>				<b>4,45,354</b>	<b>4,22,720</b>
<b>Earnings per share (EPS)*</b> <b>(Face value Re. 1 per equity share)</b>					
Basic (amount in Rs.)	6.17	10.36	6.98	38.40	48.10
Diluted (amount in Rs.)	6.15	10.28	6.94	38.26	47.69

# See Note 12

\* EPS for the quarters / period is not annualized

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**MOTILAL OSWAL FINANCIAL SERVICES LIMITED**

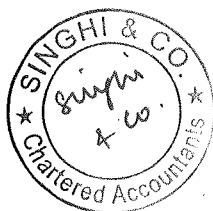
Registered office:- Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025  
Tel: +91-22-39804200/71934200, Fax: +91-22-38462365 Email:shareholders@motilaloswal.com, Website :www.motilaloswalgroup.com  
CIN: L67190MH2005PLC153397

**Standalone Statement of Assets and Liabilities**

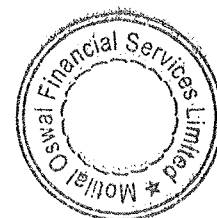
(Rs. in lakhs, unless otherwise stated)

Particulars	As at 31 March 2023 (Audited)	As at 31 March 2022 (Audited)
<b>I ASSETS</b>		
<b>1. Financial assets</b>		
Cash and cash equivalents	94,958	1,03,955
Bank balance other than above	6,21,157	3,13,004
Receivables		
(i) Trade receivables	66,918	66,621
(ii) Other receivables	882	1,060
Loans	1,32,782	88,462
Investments	4,05,604	4,34,651
Other financial assets	17,849	34,033
<b>Sub - total financial assets</b>	<b>13,40,150</b>	<b>10,41,786</b>
<b>2. Non - financial assets</b>		
Current tax assets (net)	-	821
Investment Property	7,643	7,699
Property, plant and equipment	32,813	23,143
Other intangible assets	2,999	2,160
Other non - financial assets	5,670	3,934
<b>Sub - total non - financial assets</b>	<b>49,125</b>	<b>37,757</b>
<b>Total assets</b>	<b>13,89,275</b>	<b>10,79,543</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	3,09,979	3,44,641
Debt securities	2,74,163	1,78,402
Borrowings (Other than debt securities)	99,387	38,691
Deposits	115	98
Other financial liabilities	2,34,062	65,428
<b>Sub - total financial liabilities</b>	<b>9,17,706</b>	<b>6,27,260</b>
<b>2. Non - financial liabilities</b>		
Current tax liabilities	1,242	1,206
Provisions	13,387	15,507
Deferred tax liabilities (net)	8,483	8,894
Other non - financial liabilities	3,103	2,465
<b>Sub - total non - financial liabilities</b>	<b>26,215</b>	<b>28,072</b>
<b>3. Equity</b>		
Equity share capital	1,479	1,491
Other equity	4,43,875	4,22,720
<b>Sub - total equity</b>	<b>4,45,354</b>	<b>4,24,211</b>
<b>Total liabilities and equity</b>	<b>13,89,275</b>	<b>10,79,543</b>

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CIN: L67190MH2005PLC153397

**Standalone Statement of Cash Flow**

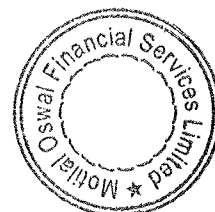
(Rs. in lakhs, unless otherwise stated)

Particulars	For the year ended 31 March 2023	For the year ended 31 March 2022
	(Audited)	(Audited)
<b>A. Cash flow from operating activities</b>		
Profit before taxation	72,530	86,413
<b>Adjustment for:</b>		
Unrealized (gain)/loss	16,345	(15,981)
Employee stock option scheme cost	2,640	2,339
Interest expense on lease	358	302
Depreciation, amortisation and impairment	5,005	3,875
Dividend income	(591)	(7,387)
Profit on sale of investment	(33,891)	(10,472)
Gain on partnership firm	(470)	(255)
Profit on sale of Property, plant and equipment	-	(5)
Impairment on financial instruments	1,548	1,992
<b>Operating profit</b>	<b>63,474</b>	<b>60,821</b>
<b>Adjustment for working capital changes</b>		
Increase/(decrease) in provision	(2,055)	4,565
Increase/(decrease) in other financial liabilities	1,66,610	28,466
Increase/(decrease) in trade payables	(34,662)	64,862
Increase/(decrease) in other non financial liabilities	638	(508)
(Increase)/decrease in loans	(44,320)	(11,204)
(Increase)/decrease in other financial assets	16,184	31,745
(Increase)/decrease in other non financial asset	(1,736)	(1,440)
(Increase)/decrease in trade receivables	(1,667)	(7,903)
(Increase)/decrease in fixed deposit (Original maturity of more than 3 months)	(3,08,154)	(98,163)
(Increase)/decrease in liquid investment	27,218	28,263
<b>Cash generated/(used) from operations</b>	<b>(1,18,470)</b>	<b>99,504</b>
Direct taxes paid (net)	(14,746)	(11,562)
<b>Net cash generated/(used) from operating activities (A)</b>	<b>(1,33,216)</b>	<b>87,942</b>
<b>B. Cash flow from investing activities</b>		
Proceeds from sale of investment	86,828	18,094
Proceeds from sale of equity shares in subsidiary company	12,000	-
Purchase of equity shares in subsidiary company	(5)	(26,534)
Purchase of Investments	(84,189)	(30,349)
Purchase of Property, plant and equipment	(13,715)	(3,664)
Purchase of intangibles and intangible asset under development	(1,743)	(625)
Dividend Income	591	7,387
<b>Net cash generated/(used) from investing activities (B)</b>	<b>(233)</b>	<b>(35,691)</b>
<b>C. Cash flow from financing activities</b>		
Cash Payment of lease liability and interest	(1,552)	(1,081)
Increase in lease liabilities (net)	3,218	-
Proceeds / (repayment) of borrowings (Other than debt securities)	1,89,837	1,383
Proceeds from issuance of debt securities	-	7,800
Repayment of debt securities	(33,380)	-
Proceeds from issue of equity shares	3	6
Premium on issue of equity shares	975	3,185
Proceeds from deposits received	17	53
Dividend paid	(14,823)	(7,365)
Buyback of shares(including buyback expense and tax)	(19,843)	-
Effect of scheme of arrangement	-	(9,303)
Increase/(decrease) in unpaid dividend	0	3
<b>Net cash generated/(used) from financing activities (C)</b>	<b>1,24,452</b>	<b>(5,319)</b>
<b>Net increase/(decrease) in cash and cash equivalents during the period (A+B+C)</b>	<b>(8,997)</b>	<b>46,932</b>

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CIN: L67190MH2005PLC153397

**Standalone Statement of Cash Flow**

(Rs. in lakhs, unless otherwise stated)

Particulars	For the year ended 31 March 2023	For the year ended 31 March 2022
	(Audited)	(Audited)
<b>Cash and cash equivalents as at beginning of the period :</b>		
Cash in hand	32	32
Scheduled bank - In current account	65,700	34,750
Bank balance acquired pursuant to merger	-	6
Fixed deposit with banks (Maturity within 3 months)	38,223	22,235
<b>Total</b>	<b>1,03,955</b>	<b>57,023</b>
<b>Cash and cash equivalents as at end of the period :</b>		
Cash in hand	23	32
Scheduled bank - In current account	39,991	65,700
Fixed deposit with banks (Maturity within 3 months)	54,944	38,223
<b>Total</b>	<b>94,958</b>	<b>1,03,955</b>

**(A) Changes in liabilities arising from financing activities**

Particulars	For the year ended 31 March 2023	For the year ended 31 March 2022
<b>Opening balance of debt securities, borrowings (other than debt securities) and subordinated liabilities</b>	<b>2,17,093</b>	<b>2,07,910</b>
Proceeds / (repayment) of borrowings (Other than debt securities)	1,89,837	1,383
Proceeds from issuance of debt securities	-	7,800
Repayment of debt securities	(33,380)	-
<b>Closing balance of debt securities, borrowings (other than debt securities) and subordinated liabilities</b>	<b>3,73,550</b>	<b>2,17,093</b>

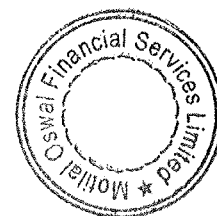
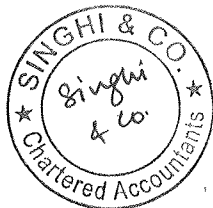
**(B) Cashflow from operating activities includes:**

Particulars	For the year ended 31 March 2023	For the year ended 31 March 2022
Interest received	47,291	33,145
Interest paid	18,510	14,217

**Notes :**

- 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).
- Figures in brackets indicate cash outflows.
- Net cash flow from operating activities excluding Increase/decrease in fixed deposit is Rs.1,74,938 lakhs and Rs.1,86,105 lakhs for the year ended 31 March 2023 and year ended 31 March 2022 respectively

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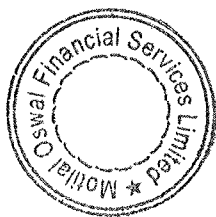
**Statement of Standalone Financial Results for the quarter and year ended 31 March 2023**

**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 April 2023. The results for the quarter and year ended 31 March 2023 have been reviewed by the Statutory Auditors, M/s. Singhi & Co., Chartered Accountants.
- 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) 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 10 August 2021 to the extent applicable to Commercial Papers, information as required for year ended 31 March 2023 in respect of Non-convertible Debentures and Commercial Papers of the Company is enclosed as Annexure A.
- 4) 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 31 March 2023 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 & conditions given in the offer document/information memorandum. The Details of security cover as per prescribed format under Regulation 54(3) of Listing Regulation is enclosed as Annexure B.
- 5) CRISIL Limited has reaffirmed its ratings at CRISIL A1+ to the Commercial Paper Programme of the Company. ICRA Limited has reaffirmed [ICRA]AA (Stable) on Non-Convertible Debentures and [ICRA]AA (Stable) on Bank Lines of the Company and PP-MLD[ICRA]AA (Stable) on Principal Protected Market Linked Debentures of the Company. The ICRA Limited also assigned/reaffirmed [ICRA]A1+ to the Commercial Paper Programme of the Company. Further, India Ratings & Research Private Limited, has assigned and affirmed credit rating of IND A1+ on Commercial Paper and affirmed IND AA/Stable on Non-Convertible Debentures and IND PP-MLD AAemr/Stable on Principal Protected Market Linked Debentures of the Company.
- 6) The Board of Directors at its meeting held on 27 April 2023 has declared a final dividend of Rs. 3/- per equity share (on face value of Rs.1/- per equity share) for the financial year 2022-23.
- 7) 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.
- 8) As per IndAS 109 the Company has net gain/(loss) of Rs (2,400) lakhs and Rs 17,546 lakhs for the quarter ended 31 March 2023 and year ended 31 March 2023 respectively which has been classified under head 'Net gain on fair value changes'. Further, net gain/(loss) on investment in financial instruments designated as 'Fair value through other comprehensive income' is amounting to Rs. (4,080) lakhs and Rs.(3,976) lakhs for the quarter ended 31 March 2023 and year ended 31 March 2023 respectively.
- 9) Pursuant to the exercise of Employee Stock Options under various Employee Stock Options Schemes, the Company has allotted 72,010 and 3,38,752 equity shares to the employees during the quarter and year ended 31 March 2023 respectively.
- 10) The Company has bought back 14,54,545 equity shares under Tender Offer on July 18, 2022 (i.e. settlement date) and the said shares have been extinguished on 22 July 2022.
- 11) The Company acquired shares of MO Alternative IFSC Private Limited on December 12, 2022. From this date onwards, MO Alternative IFSC Private Limited has become a wholly owned subsidiary company.
- 12) The figures for the quarter ended 31 March 2023 and 31 March 2022 represents the balance between audited financials in respect of the full financial year and those reviewed financials which were published till the third quarter of the respective financial years.
- 13) The amounts reflected as "0" in the Financial Information are values with less than rupees one lakhs.
- 14) The previous quarter/year figures have been regrouped/reclassified wherever necessary to confirm to the current quarter/year presentation.



Mumbai,  
27 April 2023



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

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

(Page 5 of 5)



**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 the year ended March 31, 2023 in respect of Non-convertible Debentures and Commercial Papers of the Company is as mentioned below:

**Key Financial Information**

Particulars	Year ended 31 March 2023	Year ended 31 March 2022
Debt Equity Ratio <sup>1</sup>	0.84	0.51
Debt Service Coverage Ratio <sup>2</sup>	0.26	0.42
Interest Services Coverage Ratio <sup>3</sup>	5.80	5.95
Net Worth <sup>4</sup> (Rs.in Lakhs)	4,45,354	4,24,211
Net Profit after tax (Rs.in Lakhs)	56,891	70,682
Earnings per share (Basic)	38.40	48.10
Earnings per share (Diluted)	38.26	47.69
Outstanding redeemable preference shares	Not Applicable	Not Applicable
Capital Redemption Reserve (Rs.in Lakhs)	104	90
Debenture Redemption Reserve	Nil	Nil
Current Ratio	1.01	1.04
Long Term Debt to Working Capital Ratio <sup>5</sup>	0.47	1.72
Bad Debts to Accounts Receivables Ratio <sup>6</sup>	0.77%	1.26%
Current Liability Ratio	0.99	0.94
Total Debts to Total Assets	0.27	0.20
Debtors Turnover Ratio <sup>7</sup>	2.91	2.87
Inventory Turnover Ratio	Not Applicable	Not Applicable
Operating Margin (%) <sup>8</sup>	27.20%	33.60%
Net Profit Margin (%) <sup>9</sup>	21.34%	27.48%

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

<sup>2</sup> 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)

<sup>3</sup> 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)

<sup>4</sup> Net Worth = Equity + Other Equity

<sup>5</sup> Long Term Debt to Working Capital Ratio = Long Term Borrowing/ Working Capital

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

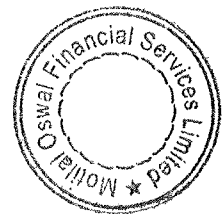
<sup>7</sup> Debtors Turnover Ratio = Fee and Commission Income / Average Trade Receivables

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

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



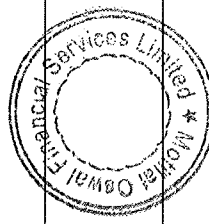
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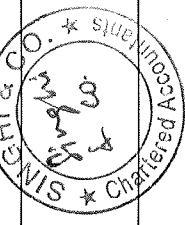
Annexure I - Statement of security cover as on March 31, 2023 (the "Statement")

Column A	Column B	Column C	Column D	Column E	Column F	Column G	Column H	Column I	Column J	Column K	Column L	Column M	Column N	Column O
Particulars	Exclusive Charge	Per- Passu Charge	Per- Passu Charge	Per- Passu Charge	Per- Passu Charge	Per- Passu Charge	Per- Passu Charge	Per- Passu Charge	Book Value	Book Value	Book Value	Book Value	Book Value	Book Value
Description of assets for which this certificate is issued	Debt for which this certificate is issued	Debt for which this certificate is issued	Debt for which this certificate is issued	Debt for which this certificate is issued	Debt for which this certificate is issued	Debt for which this certificate is issued	Debt for which this certificate is issued	Debt for which this certificate is issued	Debt for which this certificate is issued	Debt for which this certificate is issued	Debt for which this certificate is issued	Debt for which this certificate is issued	Debt for which this certificate is issued	Debt for which this certificate is issued
	Book Value	Yes/No	Yes/No	Yes/No	Yes/No	Yes/No	Yes/No	Yes/No	Yes/No	Yes/No	Yes/No	Yes/No	Yes/No	Yes/No
<b>ASSETS</b>														
Property, Plant and Equipment	25,148.00	No	No	No	No	No	No	No	32,813.02					
Capital Work-in-Progress		No	No	No	No	No	No	No						
Right of Use Assets		No	No	No	No	No	No	No						
Goodwill		No	No	No	No	No	No	No						
Intangible Assets		No	No	No	No	No	No	No	2,995.12					
Intangible Assets under Development		No	No	No	No	No	No	No						
Investments	16,000.00	No	No	No	No	No	No	No						
Loans		Yes	Yes	Yes	Yes	Yes	Yes	Yes	4,05,604.10					
Inventories		No	No	No	No	No	No	No	1,32,782.06					4,784.89
Trade Receivables		No	No	No	No	No	No	No	66,917.75					
Cash and Cash Equivalents		No	No	No	No	No	No	No	94,958.15					
Bank Balances other than Cash and Cash Equivalents		No	No	No	No	No	No	No	6,21,157.19					
Others		No	No	No	No	No	No	No	32,043.79					
<b>Total</b>	<b>41,148.00</b>								<b>13,89,775.18</b>					<b>4,784.89</b>
<b>LIABILITIES</b>														
Debt securities to which this certificate pertains														
Other debt sharing pari-passu charge with above debt														
<b>Other Debt</b>														
Subordinated debt														
Borrowings														
Bank														
Debt Securities														
Others (Securitization)														
Trade payables														
Lease Liabilities														
Provisions														
Others - Interest Accrued														
<b>Total</b>	<b>31,900.00</b>								<b>4,420.00</b>					<b>4,420.00</b>
Cover on Book Value	1.29													
Cover on Market Values														
Exclusive Security Cover Ratio														
Peri-Passu Security Cover Ratio														

i. This column shall include book value of assets having exclusive charge and outstanding book value of debt for which this certificate is issued.  
 ii. This column shall include book value of assets having exclusive charge and outstanding book value of all corresponding debt other than column C.  
 iii. This column shall include debt for which this certificate is issued along with pari-passu charge - Mention Yes/No.  
 iv. This column shall include a) book value of assets having pari-passu charge b) outstanding book value of debt for which this certificate is issued and c) other debt sharing pari-passu charge along with debt for which certificate is issued.  
 v. This column shall include book value of all other assets having pari-passu charge and outstanding book value of corresponding debt.  
 vi. In order to match the liability amount with financials, it is necessary to eliminate the debt which has been covered more than once (included under exclusive charge column as also under pari-passu). On the assets side, there shall not be the elimination as there is no overlap.  
 vii. Assets which are considered as: Market Value like Land, Building, Residential/ Commercial Real Estate to be stated at Market Value/Carrying Value.  
 viii. The Market value shall be calculated as per the total value of assets mentioned in Column C.



For Motilal Oswal Financial Services Limited  
 Shaikhbilal Shah  
 Chief Financial Officer



Place: Mumbai  
 Date: April 27, 2023

**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  
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## **INVESTOR UPDATE**

### **Motilal Oswal Financial Services reports operating PAT of Rs 8.79 bn for FY23, +6% YoY Declares final dividend of Rs 3 per share; total dividend of Rs 10 per share**

**Mumbai, April 27, 2023:** Motilal Oswal Financial Services Ltd. announced its results for the quarter & year ended March 31, 2023 post approval by the Board of Directors at a meeting held in Mumbai on April 27, 2023.

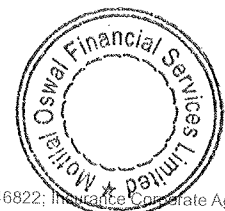
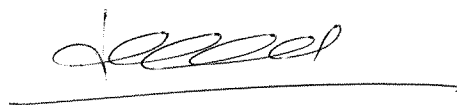
#### **Performance for the quarter and year ended March 31, 2023:**

- Consolidated revenue stood at Rs 11.35 bn, up 5% YoY in Q4FY23 and Rs 43.19 bn, up 8% YoY in FY23.
- Consolidated operating profit after tax for Q4FY23 was Rs 2.33 bn, up 2% QoQ in Q4FY23 and Rs 8.79 bn, up 6% YoY in FY23.
- **Capital market business** PAT was Rs 1.35 bn in Q4FY23 and Rs 5.05 bn in FY23.
- **Asset & Wealth businesses** PAT was Rs 660 mn in Q4FY23 and Rs 2.58 bn in FY23.
- **Housing finance business** profit was Rs 315 mn in Q4FY23 and Rs 1.33 bn, up 44% YoY in FY23.
- Declared final dividend of Rs 3 per share; total dividend of Rs 10 per share for FY23

**Speaking on the performance of the company, Mr. Motilal Oswal, MD & CEO said** “We have delivered sustainable performance in FY23 despite of market headwinds. Our retail broking business continued to consolidate its market position during FY23 by adding net 1,100+ franchisees and improving its market share through digital initiatives and benefitting from market expansion and industry consolidation. We continue to focus on our strategy to diversify our businesses towards linear sources of earnings. Our Asset and Wealth Management AUM has crossed Rs 1 lakh cr milestone. Our Asset Management business has seen improvement in performance and is likely to gain from process driven investing and its niche offerings. Our Wealth Management business is on its way to achieve scale as we have strengthened our leadership team and continued investments in Relationship Managers. Our PE business has successfully achieved fund raise of its largest ever equity growth fund. Our Housing finance business has witnessed turnaround by improving disbursements and profitability parameters and is now geared up for sustainable growth. There is immense potential and opportunities in the market for each of our businesses to flourish.”

#### **Performance of Business Segments for the quarter and year ended March 31, 2023**

- **Capital markets Businesses (Broking & Investment banking)**
  - Capital markets comprise of Retail Broking and Distribution, Institutional Equities and Investment Banking business. Revenues for this segment were Rs 7.45 bn, +8% YoY in Q4FY23 and Rs 28.33 bn, +11% YoY in FY23.



## Motilal Oswal Financial Services Limited

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- Profit stood at Rs 1.35 bn in Q4FY23 and Rs 5.05 bn in FY23.
  - In **Retail Broking & Distribution**, Retail F&O market share improved by 116 bps YoY to 3.9%. Overall ADTO grew 162% YoY / 10% QoQ.
  - NSE active clients stood at 8.1 lakhs as of March 2023. MOFSL's ranks improved to 8th position, in terms of active clients. Acquired 6,50,000 clients in FY23 with traction witnessed in digital channel.
  - Distribution AUM grew by 17% YoY at Rs 212.92 bn as of March 31, 2023. Distribution Net Sales of Rs 12.81 bn during FY23.
  - Added net 1,100+ franchisees during FY23, taking total franchisee count to 8,033.
  - Insurance premium increased by 120% YoY to Rs 1.2 bn in FY23.
  - Currency market share improved to 18.5%, +700 bps YoY/360 bps QoQ.
  - **Institutional Equities** team wins big in Asia Money Brokers Poll 2022. Ranked #1 Corporate Access Team and #2 Sales Team and Execution Team.
  - **Investment Banking** successfully completed multiple marquee deals with total fund raise of Rs 25.9 bn in FY23. Further, there is a strong pipeline of signed IPO mandates which is expected to fructify in coming quarters.
- **Asset & Wealth Management businesses (AMC, PE and PWM)**
- **Total Assets under management across AMC, Wealth & PE crossed Rs 1 tn mark.** Net yield of 75 bps for FY23.
  - Overall **Asset and Wealth Management** revenues were Rs 2.52 bn in Q4FY23 and Rs 9.55 bn for FY23. Profits were Rs 660 mn in Q4FY23 and Rs 2.58 bn in FY23.
  - **Asset Management** business AUM across MF, PMS & AIF stood at Rs 456.2 bn. Revenues for Q4FY23 stood at Rs 1.31 bn and Rs 5.55 bn for FY23.
  - MF AUM stood at Rs 295.6 bn. We have seen turnaround in performance across active MF schemes (5 out of 7 schemes are in top quartile) which has led to improvement in gross sales and decline in redemptions.
  - Added around 91k new SIPs in Q4FY23, up 38% QoQ. SIP flows market share improved by 30 bps QoQ.
  - Our share of Alternate assets, comprising of PMS & AIF, is one of the highest among AMC peers at ~35%.
  - **Private Equity** business fee earning AUM of Rs 102.8 bn across 3 growth capital PE funds and 4 real estate funds. In Q4FY23, revenues grew by 18% YoY/8% QoQ at Rs 551 mn and Rs 1.77 bn, +36% YoY for FY23. The 1st growth fund (IBEF I) has delivered an XIRR of 26%+.
  - **Wealth Management** business AUM grew by 51% YoY/26% QoQ at Rs 520.0 bn as on March 31, 2023. Strong net sales of Rs 58.1 bn in FY23, +8% YoY.
  - Wealth business revenue grew by 37% YoY/13% QoQ to Rs 657 mn in Q4FY23 and Rs 2.23 bn, +14% YoY for FY23.
  - Added gross 63 RMs in last 12 months, taking total count to 182 RMs as on March 31, 2023. We will continue to invest in this business by further RM additions.



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**• Housing finance business**

- Motilal Oswal Home Finance reported profit of Rs 315 mn in Q4FY23 and Rs 1.33 bn, +44% YoY in FY23.
- NII grew by 9% YoY in Rs 2.96 bn and NIM expanded by 37 bps YoY to reach 7.7% for FY23.
- Yield on Advances stood at 13.9% in FY23 while Cost of Funds was down by 24 bps YoY to 8.0%, resulting in expansion of spread by 21 bps to 5.9%.
- RPLR is increased by 50 bps with effect from April 1, 2023. Cumulatively raised 100 bps RPLR till date.
- Disbursements grew by 57% YoY to Rs 10.1 bn in FY23.
- Improvement in collection efficiency coupled with decline in bounce rate aided in improvement in asset quality. GNPA stood at 1.1% as of March 31, 2023 with collection efficiency of 101% during Q4FY23.
- Net Gearing stands at 2.2x and Tier 1 CAR remains robust at 50%.

**• Fund based investments** includes sponsor commitments to our AMC, PE funds, RE funds and strategic equity investments.

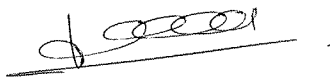
- Total investment including unrealised gains was Rs 46.3 bn as of March 31, 2023.
- Total equity investment including alternate funds was at Rs 42.8 bn as of March 31, 2023. XIRR of 19% on PE/RE investments.

**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 employs ~10,000 employees serving to 5.5 mn clients via distribution reach in 550+ cities. MOFSL has AUA of Rs 3.2 tn.

**For further details, contact:**

Mrs. Rohini Kute Head of Corporate Communication Mob- +91-9820196838	Mr. Shalibhadra Shah Chief Financial Officer Mob- +91-9819060032	Mr. Chetan Parmar Head of Investor Relations Mob- +91-7400312700
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**For Motilal Oswal Financial Services Limited**

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



**Motilal Oswal Financial Services Limited**

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April 27, 2023

To,  
**BSE Limited**  
P. J. Towers,  
Dalal Street, Fort,  
Mumbai - 400001  
**Security Code: 532892**

**National Stock Exchange of India Limited**  
Exchange Plaza, Plot No. C/1, G Block,  
Bandra-Kurla Complex, Bandra (E),  
Mumbai - 400051  
**Symbol: MOTILALOFS**

**Sub.: Declaration regarding Audit Reports with unmodified opinion for the Audited Financial Results (Consolidated and Standalone)**

Dear Sir/ Madam,

Pursuant to the provisions of Regulation 33 and Regulation 52 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations") (as amended from time to time), we hereby declare that M/s. Singhi & Co., Chartered Accountants, the Statutory Auditors of the Company, have issued Audit Reports with unmodified opinion on the Audited Financial Results (Consolidated and Standalone) of the Company for the financial year ended March 31, 2023.

Kindly take the same on record.

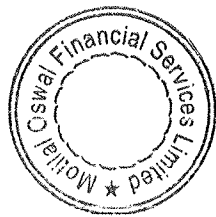
Thanking you,

Yours faithfully,

**For Motilal Oswal Financial Services Limited**



**Shalibhadra Shah**  
**Chief Financial Officer**



**Motilal Oswal Financial Services Limited**

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**Initial Disclosure to be made by an entity identified as a Large Corporate**

Sr. No.	Particulars	Details
1	Name of the company	Motilal Oswal Financial Services Limited
2	CIN	L67190MH2005PLC153397
3	Outstanding borrowing of company as on March 31, 2023 (Rs. in Crore)	44.20
4	Highest Credit Rating During the previous FY along with name of the Credit Rating Agency	[ICRA]AA (Stable) rated by ICRA Limited PP-MLD[ICRA]AA (Stable) rated by ICRA Limited
5	Name of Stock Exchange* in which the fine shall be paid, in case of shortfall in the required borrowing under the framework	National Stock Exchange of India Limited

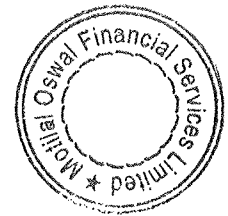
We confirm that we are not a Large Corporate ("LC") as per the applicability criteria given under the Chapter XII of the SEBI Operational Circular no. SEBI/HO/DDHS/P/CIR/2021/613 dated August 10, 2021 (as amended from time to time) ("Circular").

**For Motilal Oswal Financial Services Limited**

**Kailash Purohit**  
Company Secretary & Compliance Officer  
Tel - 022-71992334  
E-mail - [corpsec@motilaloswal.com](mailto:corpsec@motilaloswal.com)



**Shalibhadra Shah**  
Chief Financial Officer  
Tel - 022-71934917  
E-mail - [corpsec@motilaloswal.com](mailto:corpsec@motilaloswal.com)



Date - April 27, 2023

\*In terms paragraph of 2.2(d) of the circular, beginning FY2022, in the event of shortfall in the mandatory borrowing through debt securities, a fine of 0.2% of the shortfall shall be levied by Stock Exchanges at the end of the two-year block period. Therefore, an entity identified as LC shall provide, in its initial disclosure for a financial year, the name of stock exchange to which it would pay the fine in case of shortfall in the mandatory borrowing through debt markets.

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**Annexure B2****Annual Disclosure to be made by an entity identified as a LC<sup>s</sup>**

1.	Name of the Company	Motilal Oswal Financial Services Limited
2.	CIN	L67190MH2005PLC153397
3.	Report Filed for FY	FY 2022-23

**4. Details of the Current block (all figures in Rs. Crore):**

Sr. No.	Particulars	Details
i.	3-year block period (Specify financial years)	FY 2022-23 (T) and FY 2023-24 (T+1) FY 2024-25 (T+2)
ii.	Incremental borrowing done in FY (T) (a)	28.40
iii.	Mandatory borrowing to be done through debt securities in FY (T) (b) = (25% of a)	7.10
iv.	Actual borrowing done through debt securities in FY (T) (c)	28.40
v.	Shortfall in the borrowing through debt securities, if any, for FY (T-1) carried forward to FY (T). (d)	Nil
vi.	Quantum of (d), which has been met from (c) (e)	Nil
vii.	Shortfall, if any, in the mandatory borrowing through debt securities for FY (T) {after adjusting for any shortfall in borrowing for FY (T-1) which was carried forward to FY (T)} (f) = (b) - [(c) - (e)] {If the calculated value is zero or negative, write "nil"}	Nil





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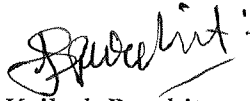
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**5. Details of penalty to be paid, if any, in respect to previous block (all figures in Rs. Crore):**

Sr. No.	Particulars	Details
i.	2-year Block period (Specify financial years)	FY 2021-22 (T-1) and FY 2022-23 (T)
ii.	Amount of fine to be paid for the block, if applicable Fine = 0.2% of {(d)-(e)}#	N.A.

For Motilal Oswal Financial Services Limited



**Kailash Purohit**

**Company Secretary & Compliance Officer**

Tel - 022-71992334

E-mail - [corpsec@motilaloswal.com](mailto:corpsec@motilaloswal.com)



**Shalibhadra Shah**

**Chief Financial Officer**

Tel - 022-71934917

E-mail - [corpsec@motilaloswal.com](mailto:corpsec@motilaloswal.com)



Date - April 27, 2023

\*In cases, where an entity is not categorised as LC for FY (T), however was LC for FY (T1), and there was a shortfall in the mandatory bond borrowing for FY (T-1), which was carried forward to FY (T), the disclosures as prescribed in this annexure shall be made by the entity for FY (T).

#(d) and (e) are the same as mentioned at Sr. No(s). v and vi in the table given at point no. 4 of this annexure.

**Annexure I**

Sr. No.	Particulars	Information
1.	Name of Director/ Nature of Directorship	Mr. Ajay Menon (DIN: 00024589) Whole-Time Director
2.	Reasons for change	Re-appointment
3.	Date of appointment/ cessation	Re-appointment w.e.f. August 21, 2023
4.	Term of Appointment	5 years i.e. from August 21, 2023 to August 20, 2028
5.	Brief profile (in case of appointment)	<p>Mr. Ajay Menon is the Whole-time Director &amp; CEO Broking and Distribution business of Motilal Oswal Financial Services Ltd. (MOFSL).</p> <p>Mr. Menon is a member of the Institute of Chartered Accountants of India from Nov.'1997 and is a graduate from N.M. College of Commerce, Mumbai. He is also certified in Series 7, 24 and 63 of FINRA Regulations. Mr. Menon has over 22 years of vast experience in Indian Capital Markets. He joined the MOFSL Group in 1998 as an Accounts Manager. Soon he was responsible for operations, compliance, legal, risk management, business process excellence and information technology. He has been the cornerstone of MOFSL's strong track record and a driving force behind the operational excellence of the group.</p> <p>Mr. Menon has always demonstrated his aptitude and passion for creating and building several cutting edge technology initiatives to provide the best experience to the customers and also the MOFSL team. He has been instrumental in laying the foundation of the group with a strong focus on Compliance and Risk Management. He has also engineered the development of several state-of-the-art technology initiatives to provide businesses a cutting edge and also a unique value proposition within the spaces they operate. Mr. Menon encouraged building on AI capabilities to improve productivity and introduce newer avenues of business.</p>

		<p>Under Mr. Menon’s leadership, many crucial initiatives took shape like a tie-up with banks, new training initiatives for business partners and launch of rob advisory products.</p> <p>Under Mr. Menon’s stewardship, MOFSL has excelled by delivering superior business results even during volatile market conditions. His multi-product strategy helped the organization sustain its revenue in the changing scenario. He has been highly instrumental in garnering various accolades and awards for the MOFSL group.</p> <p>He is an avid traveler and he loves playing various sports, especially cricket.</p>
6.	Disclosure of Relationship between Directors (in case of appointment)	Mr. Ajay Menon is not related to any Director of the Company
7.	Other Directorships/ memberships (in listed entities only in case of resignation of Independent Directors)	Not Applicable

**Annexure II**

Sr. No.	Particulars	Information
1.	Name of Director/ Nature of Directorship	Mr. Chitradurga Narasimha Murthy (DIN: 00057222) (Mr. C. N. Murthy) Independent Director
2.	Reasons for change	Re-appointment
3.	Date of appointment/ cessation	Re-appointment w.e.f. July 01, 2023
4.	Term of Appointment	3 years i.e. from July 01, 2023 to June 30, 2026
5.	Brief profile (in case of appointment)	<p>Mr. C. N. Murthy is a B. Tech. (Mechanical) graduate from IIT Kharagpur with 1<sup>st</sup> class (Hons). He is a trained Professional Life/Executive Coach certified by Coaching &amp; Leadership Inc. Canada. He is also a Marshall Goldsmith Stake Holder Centred Coach, with certifications in the practice of DiSC and Lumina Spark personality assessments. He is a PCC Credentialed coach by International Coach Federation. He is a certified facilitator for Accountability training by Partners In Leadership, USA, for programs on Collaboration for Results by Dialogue Works, USA, and for facilitation of Business Simulation Exercises by Business Today, SA.</p> <p>He has nearly 40 years of experience in the packaging industry working with ITC Ltd. and with a global packaging major, Huhtamaki Oje, headquartered in Finland and with major operations worldwide. He possesses experience of handling Board level assignments as Executive Director &amp; Chief Operating Officer of HPPL.</p> <p>Mr. Murthy has 3000+ hours of coaching experience working with senior leadership teams across organizations in India and abroad. He is actively involved in executive leadership development activity in large business houses across industry segments in India and abroad, working with leaders at C Suite and senior leadership levels over the past 10 years. The assignments involved working with identified highly</p>

		<p>potential people (HIPOTs) and helping them develop self-awareness, and building the ability to manage greater complexity in their lives. He is a Certified Coach Supervisor who works with practicing coaches supporting them to increase their capacity to be in service of the clients they coach.</p> <p>Mr. Murthy is the Past President of ICF, Mumbai Chapter, and he has been invited as a Keynote and Motivational speaker by various organizations and Associations.</p>
6.	Disclosure of Relationship between Directors (in case of appointment)	Mr. C. N. Murthy is not related to any Director of the Company
7.	Other Directorships/ memberships (in listed entities only in case of resignation of Independent Directors)	Not Applicable

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**Annexure III**

Sr. No.	Particulars	Information
1.	Name of Director/ Nature of Directorship	Mr. Pankaj Bhansali (DIN: 03154793) Independent Director
2.	Reasons for change	Re-appointment
3.	Date of appointment/cessation	Re-appointment w.r.f. July 01, 2023
4.	Term of Appointment	5 years i.e. from July 01, 2023 to June 30, 2028
5.	Brief profile (in case of appointment)	<p>Mr. Pankaj Bhansali is a qualified Chartered Accountant with over 25 years of extensive experience in managing and running businesses into financial services. He has an extensive background of delivering results in complex and challenging environments with proven track record of setting up systems, establishing new divisions and creating synergies between various business lines.</p> <p>He has held the various positions in Religare Enterprise Limited, diversified financial services group, from June'2005 till April'2012 in India as well as in UK. He has worked with and was associated with several other financial services groups.</p> <p>He is currently the Founder and Chief Operating Officer at Eqaro Sureties Private Limited</p>
6.	Disclosure of Relationship between Directors (in case of appointment)	Mr. Pankaj Bhansali is not related to any Director of the Company
7.	Other Directorships/ memberships (in listed entities only in case of resignation of Independent Directors)	Not Applicable

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**Annexure IV**

Sr. No.	Particulars	Information
1.	Name of Director/ Nature of Directorship	Mrs. Divya Momaya (DIN: 00365757) Independent Director
2.	Reasons for change	Re-appointment
3.	Date of appointment/cessation	Re-appointment w.e.f. July 01, 2023
4.	Term of Appointment	5 years i.e. from July 01, 2023 to June 30, 2028
5.	Brief profile (in case of appointment)	<p>Mrs. Divya Momaya is B.com Graduate from Garware College of Commerce, University of Pune and a qualified member of Institute of Company Secretaries of India (ICSI) and Qualified Independent Director from IICA and a member of Institute of Directors (IOD).</p> <p>Mrs. Momaya is a founder mentor of D. S. Momaya &amp; Co. and possesses more than 20 years of industry experience. She has been into Whole-time Company Secretarial Practice for more than 15 years and is also a Board Mentor. Her Corporate Journey includes experience with Companies like BSEL Infrastructure Realty Limited and Bombay Stock Exchange Limited.</p> <p>Throughout her career, as a Company Secretary, Divya has played a pivotal role in advising the Boards in key areas to both listed and private sector companies under securities, corporate laws, strategy, leadership and corporate governance. Her expertise to consult owners and corporations encouraged her to build MentorMyBoard.</p> <p>In 2022, Divya marked another milestone. Amongst other initiatives, she launched the Women Director's Conclave which was graced by Hon'ble Union Minister of Finance</p>

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 Fax: +91 22 5036 2365

		<p>and Corporate Affairs, Government of India Nirmala Sitharaman. She has won accolades for her exemplary work in secretarial services and creating an integrated platform for board leaders, mentors and corporates. In addition to this, she also introduced innovative products like 'WOMB' (Women on Management and Boards) for rising women executives on how to be Board Ready.</p> <p>Along with this, Mrs. Divya also serves as Independent director on the boards of GTPL Hathaway Ltd, Blue Jet Healthcare Limited. She is also the Co-Chairperson of IMC Chamber of Commerce and Industry, Navi Mumbai member of JITO, FICCI-FLO and other prestigious organisations contributing for betterment of trade and industry.</p>
6.	Disclosure of Relationship between Directors (in case of appointment)	Mrs. Divya Momaya is not related to any Director of the Company
7.	Other Directorships/ memberships (in listed entities only in case of resignation of Independent Directors)	Not Applicable



**Annexure V**

Sr. No.	Particulars	Information
1.	Name of Director/ Nature of Directorship	Mr. Chandrashekhar Karnik (DIN: 00003874) Independent Director
2.	Reasons for change	Re-appointment
3.	Date of appointment/ cessation	Re-appointment w.e.f. September 16, 2023
4.	Term of Appointment	3 years i.e. from September 16, 2023 to September 15, 2026
5.	Brief profile (in case of appointment)	<p>Mr. Chandrashekhar Karnik, after completing his Bachelor of Science from Bombay University, has done Post Graduation in Business Management. He also holds Post Graduate Diploma in Industrial Relations and Personnel Management. In addition to this, he possesses degree in law with specialization in Labour Welfare.</p> <p>He retired as a Director-Human Resources of the Forbes Group. He is a Business focused and strategic HR leader with over 46 years of experience across different industry sectors and verticals in the areas of Human Resource Management. He has worked with corporates such as Forbes &amp; Company Ltd., Hotel Corporation of India Ltd., FER Electricals Ltd. and Bombay Oxygen Corporation Ltd.</p> <p>In an executive role, he was responsible for leading diverse and multicultural teams in a widely diversified Group. In these situations, he had intense involvement in strategic business decision making, planning as well as execution with regard to diversification, restructuring of businesses, driving Change Management etc. He has served as a Non-Executive Director on the Boards of numerous Forbes Group Companies &amp; has vast experience of handling Board level assignments.</p> <p>Mr. Karnik is a Certified Leadership Coach. He is a Board Member and Advisor to several companies, institutions, businesses and entrepreneur families. He is on the Board of</p>

		<p>Governors of a leading Private University. He is also an Advisor to a Family Business organization. He specializes in Leadership Coaching, Competency based Behavioural Assessments, Strategic Human Resource Management, Organization Building &amp; Structuring.</p> <p>Currently, he is actively engaged in</p> <ul style="list-style-type: none"> <li>(a) Coaching and mentoring of CEO/ CXOs</li> <li>(b) Leadership Behaviour Evaluation of Senior Leaders to assess their potential for higher roles</li> <li>(c) Advising corporates in crafting HR strategies with practicable implementation plans/ solutions.</li> </ul> <p>He held Chairmanship of Human Resource Committees of number of Management Organizations such as Employer's Federation of India, Bombay Chamber of Commerce &amp; Industry etc. He was Employer's Representative on the National Medical Benefit Council of Employees' State Insurance Corporation (ESIC).</p> <p>Mr. Karnik is a Life member of NIPM (National Institute of Personnel Management ) as well as NHRD (National Human Resource Development Network).</p>
6.	Disclosure of Relationship between Directors (in case of appointment)	Mr. Chandrashekhar Karnik is not related to any Director of the Company
7.	Other Directorships/ memberships (in listed entities only in case of resignation of Independent Directors)	Not Applicable

**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

**Annexure VI**

Sr. No.	Particulars	Information
1.	Name of Director/ Nature of Directorship	Mrs. Swanubhuti Jain (DIN: 09006117) Independent Director
2.	Reasons for change	Re-appointment
3.	Date of appointment/ cessation	Re-appointment w.e.f. December 24, 2023
4.	Term of Appointment	5 years i.e. from December 24, 2023 to December 23, 2028
5.	Brief profile (in case of appointment)	<p>Mrs. Swanubhuti Jain has a Post Graduate Diploma in Sales and Marketing Management from Narsee Monjee Institute of Management Studies (NMIMS) and MA in Philosophy from Mumbai University. In addition to this, she has done Graduation in Sanskrit medium in Logic, Philosophy &amp; Literature. i.e. Shastri, from Rajasthan University. She is also trained in Six Sigma Black Belt and Lean.</p> <p>She has 20+ years of widespread cross-functional experience from Start-up world to Multi-nationals balanced with business and Social impact.</p> <p>She has been associated with various organisations viz. Accenture Consulting India, Multi Commodity Exchange of India Ltd., Asit C. Mehta Investment Intermediates Ltd., ICICI Prudential Life Insurance Co. Ltd., Birla Sun Life Insurance Co. Ltd. And JITO Incubation and Innovation Foundation performing various roles of Business development (Hunting &amp; Mining), Client relationship management &amp; C-Sat, Marketing Strategy, Lead generation &amp; Sales (Retail, Institutional &amp; Corporate), Quality Ops (Lean Six Sigma).</p> <p>She spearheaded the JITO Incubation &amp; Innovation Foundation to become one of the fastest growing Angel Network &amp; Incubator. At ICICI Prudential Life Insurance Co. Ltd, she was the youngest Branch Manager, got promoted to Quality Function and to national role and successfully launched new business models like hub &amp; spoke with 40 branches &amp; 400 spokes within the short span</p>

		<p>of 4 months. She also won award for Process Excellence from Mr. K.V. Kamath in ICICI Group Forum (2007-08) for savings of INR 350 Million facilitating business optimization through Lean &amp; Six Sigma DMAIC Methodology for Sales related functions. Birla Sun Life Insurance Co. Ltd. Continuously ranked her amongst top 20 Managers in India at BSLI and youngest Manager to achieve highest business.</p> <p>She is an avid reader and speaker on practical spiritualism at international level, regular expert speaker at CNBC Awaaz Show “Startup Nation”, invited as Speaker at JAINA and JAANA USA during their Annual conferences and an Honorary lecturer at Mumbai University Dept. of Philosophy between 2001-2010.</p> <p>Currently, she is the Founder Director of Learn 2 Liberate Foundation since 2016 and runs multiple courses for various age groups on Practical Spiritual Science in everyday problem solving under the programs called Parmagam Honours (PH), Masters PH, Juniors PH and Super Juniors with 80+ batches and 5000+ students in 5 languages across US, Canada, UK, Dubai, Nairobi, Australia &amp; Singapore including India. (<a href="http://www.practicaljainism.com">www.practicaljainism.com</a>). This program is certified by Jain university, Bangalore (JGI) under UG and PG certification.</p> <p>She is also on the Board (as Independent Director) of Allied Digital Services Ltd. and Arihant Capital Markets Ltd. apart from Motilal Oswal group.</p>
6.	Disclosure of Relationship between Directors (in case of appointment)	Mrs. Swanubhuti Jain is not related to any Director of the Company
7.	Other Directorships/ memberships (in listed entities only in case of resignation of Independent Directors)	Not Applicable