

Motilal Oswal Financial Services Ltd

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Efforts into building “right-to-win”leading to tangible business results





Highlights

Business Updates

Industry Trends



MIZAL OSMIA


Highlights

Business Updates

Industry Trends

Specific KPIs in Q2FY17

Financial performance

Revenues
Rs 4.6 bn in Q2FY17
 **71% YoY**

PAT
Rs 1.0 bn in Q2FY17
 **134% YoY**

PAT Margin
22% in Q2FY17
vs **16% in Q2FY16**


ROE for Quarter*
26% in Q2FY17
vs **13% in Q2FY16**

**Unrealized gains
in MF investments****
Rs **2.7 bn** as of Sep

Aspire NIM*
~418 bp in Q2FY17
vs **~380 bp in Q1FY17**


Operational performance


Equity Market Share
2.2% in Q2FY17
vs **1.8% in Q2FY16**

AUM (AMC + PE)
Rs **181 bn**,
 **59% YoY**

Wealth AUM
Rs **86 bn**,
 **70% YoY**

AMC Rank (Equity AUM)
11 in Sep 2016
vs **14 in Sep 2015**

Depository AUM
Rs **358 bn**,
 **52% YoY**

Aspire Loan book
Rs **31 bn**,
 **210% YoY**

Robust growth in H1FY17; moving to annuity/stable income sources

Consolidated revenue was Rs 8.3 billion in H1FY17, a healthy growth of 72% YoY

Every biz fired in revenues in H1FY17, HFC up 274% YoY
Asset Mgt 54% YoY
Capital Mkt 36% YoY

Share of Capital mkt in revenue was ~43% vs ~54% in H1FY16, AMC ~18% vs ~20%
HFC ~30% vs ~14%

Strong liquidity in balance sheet (~Rs 8.8 bn) allows us to fund investments into Aspire

Full exit of IBEF I fund to also be a meaningful contributor in FY17/18

PAT of Rs 1.8 billion in H1FY17, up 152% YoY; Q2FY17 saw our highest-ever quarterly profits

ROE was 24% in H1FY17; this excludes unrealized gains of Rs 2.7 bn on our MF investments

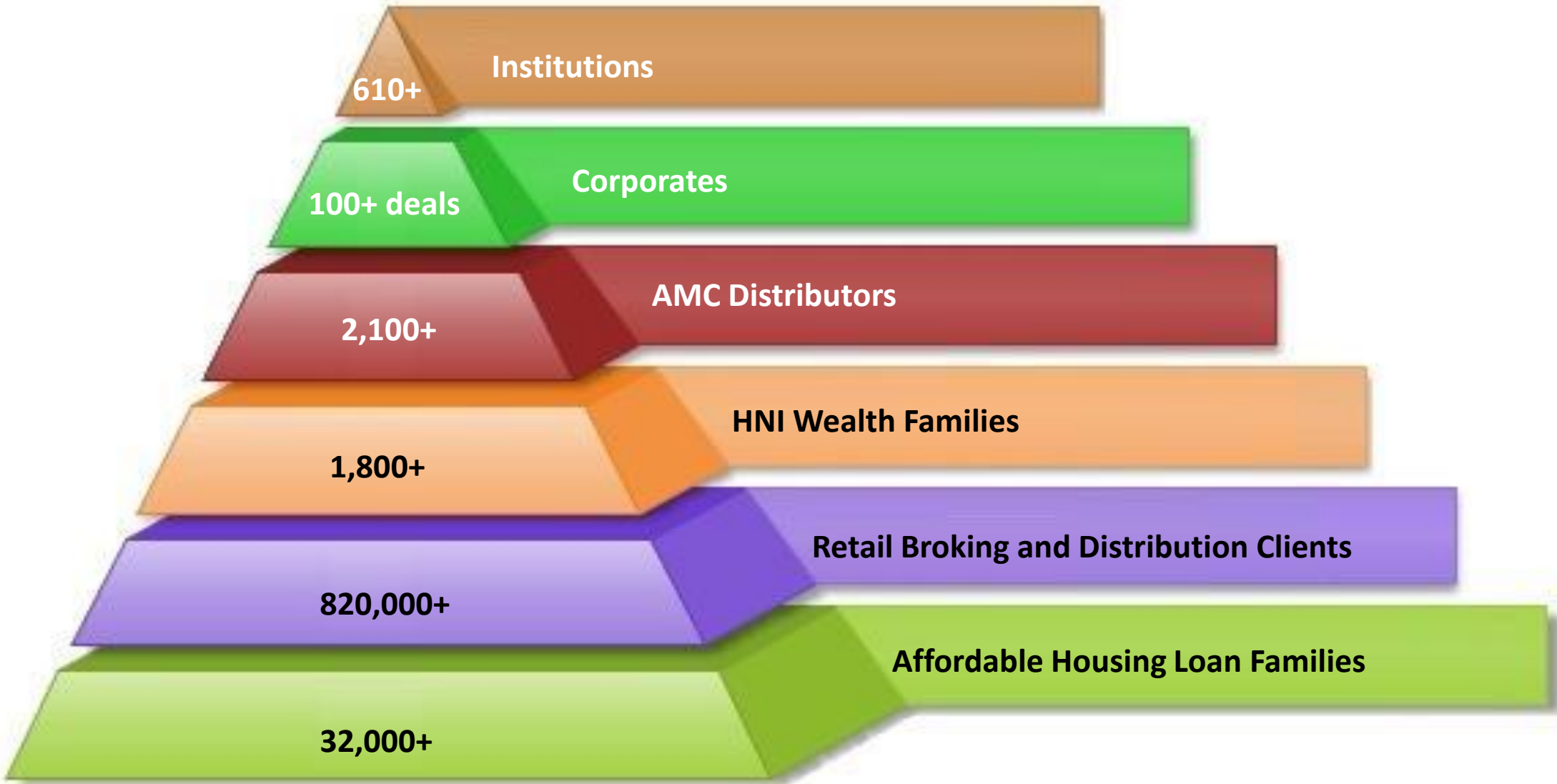
Share of Capital mkt biz in PAT coming down; it was ~26% in H1FY17 vs ~62% back in FY15

Share of Asset and Wealth Mgt in PAT was ~47% in H1FY17, up from ~14% in FY15

Share of HFC in PAT was ~19% in H1FY17, while Fund based biz was ~8%



Well-positioned across the client pyramid



Consolidated financials

Particulars <i>Rs million</i>	Q2 FY17	Q2 FY16	Change (%) Y-o-Y	Q2 FY17	Q1 FY17	Change (%) Q-o-Q	6M FY17	6M FY16	Change (%) Y-o-Y	FY16
	Sep 30, 2016	Sep 30, 2015		Sep 30, 2016	Jun 30, 2016		Sep 30, 2016	Sep 30, 2015		Mar 31, 2016
Total Revenues	4,608	2,692	71%	4,608	3,650	26%	8,258	4,808	72%	10,937
Operating expenses	915	652	40%	915	711	29%	1,625	1,126	44%	2,325
Personnel costs	940	574	64%	940	687	37%	1,627	1,156	41%	2,510
Other costs	488	424	15%	488	396	23%	885	787	12%	1,639
Total costs	2,343	1,651	42%	2,343	1,794	31%	4,136	3,070	35%	6,474
EBITDA	2,265	1,042	117%	2,265	1,856	22%	4,122	1,738	137%	4,463
Depreciation	81	83	-3%	81	73	11%	154	160	-4%	349
Interest	1,126	368	206%	1,126	832	35%	1,958	594	230%	1,738
Exceptional items	429	0	nm	429	112	284%	540	1	67973%	-
PBT	1,486	590	152%	1,486	1,063	40%	2,549	984	159%	2,376
Reported PAT	1,016	434	134%	1,016	792	28%	1,807	718	152%	1,691
EPS - Basic	7.1	3.1		7.1	5.5		12.7	5.1		11.9
EPS - Diluted	7.0	3.0		7.0	5.5		12.5	5.0		11.7
No.of shares outstanding (million) - FV Rs 1/share	143	141		143	142		143	141		142

- Revenues up 71% YoY in Q2FY17 due to traction in housing finance, as well as in broking, AMC and investment banking
- Operating costs up 40% YoY in Q2FY17, mainly owing to increase in brokerage sharing and AMC distribution commission
- Employee costs up 64% YoY in Q2FY17 due to hiring in retail broking, wealth management and housing finance businesses
- Other costs were up 15% YoY in Q2FY17 owing to higher advertising costs in AMC, and rent/legal costs in housing finance
- Exceptional items includes revenue from share in profit on sale of investments (carry share) made in the 1st PE growth fund, as well as the impact of a write-off on account of doubtful NPA. PAT impact of carry share was Rs 627 million in H1FY17; of this Rs 372 million was earned in Q2FY17

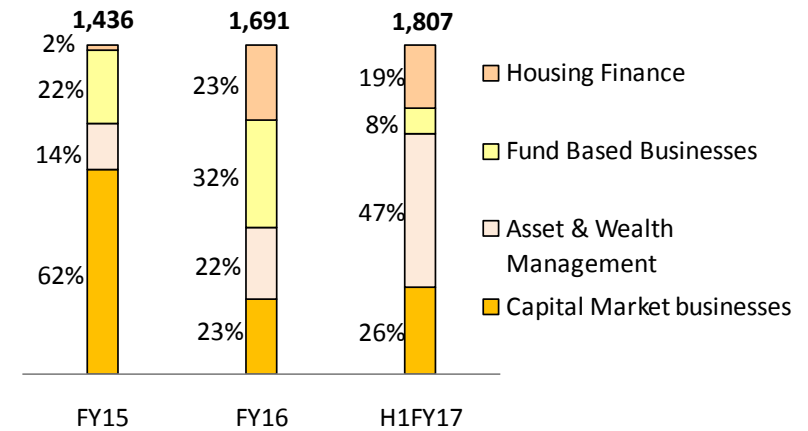
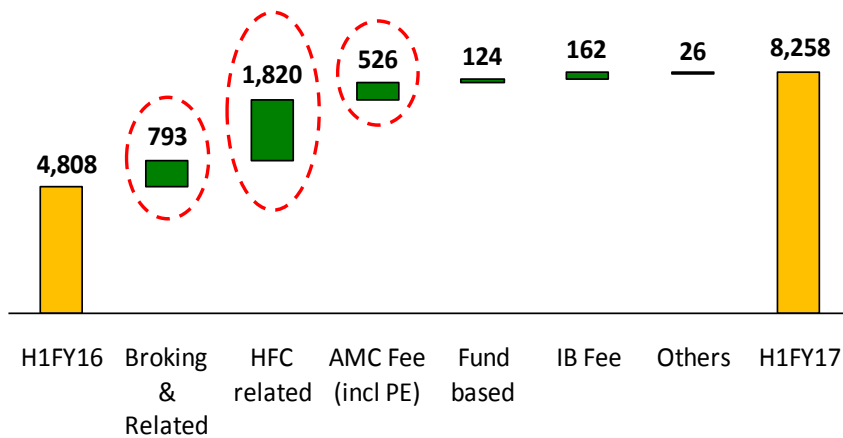
Segment-wise results

Particulars Rs million	Q2FY17		Q2FY16			Q1FY17			6MFY17		6MFY16			FY16	
	Sep 30, 2016	Mix %	Sep 30, 2015	Mix %	Change Y-o-Y	Jun 30, 2016	Mix %	Change Q-o-Q	Sep 30, 2016	Mix %	Sep 30, 2015	Mix %	Change Y-o-Y	Mar 31, 2016	Mix %
Brokerage & operating	1,858	40%	1,333	50%	39%	1,431	39%	30%	3,289	40%	2,496	52%	32%	5,091	47%
Housing finance related	1,482	32%	460	17%	222%	1,002	27%	48%	2,484	30%	664	14%	274%	2,195	20%
Asset management fees	854	19%	578	21%	48%	653	18%	31%	1,506	18%	981	20%	54%	2,235	20%
Fund based Income	194	4%	245	9%	-21%	459	13%	-58%	653	8%	529	11%	23%	1,124	10%
Investment banking fees	202	4%	73	3%	177%	82	2%	145%	284	3%	122	3%	133%	242	2%
Other income	18	0%	3	0%	464%	23	1%	-20%	41	0%	15	0%	169%	50	0%
Total Revenues	4,608	100%	2,692	100%	71%	3,650	100%	26%	8,258	100%	4,808	100%	72%	10,937	100%

Apart from the above, there is also an exceptional item this quarter which includes revenue from share in profit on sale of investments made in the 1st PE growth fund (carry share)

Housing Finance, along with Asset Mgt and Broking have led the YoY growth in revenues this half-year

PAT - Mix change; rising proportion of Housing Finance and Asset Management



- Capital Markets includes broking and investment banking
- Asset and Wealth Management includes asset management, private equity and wealth mngmt
- Housing Finance includes Aspire Home Finance
- Fund Based Business includes sponsor commitments to our AMC funds and LAS book

Balance sheet and ROE Attribution

Rs million	As on Sep 30, 2016	As on Mar 31, 2016
Sources of Funds		
Networth	16,343	14,365
Loan funds	47,144	25,891
Minority interest	265	162
Deferred tax liability	114	62
Total	63,866	40,480

Application of Funds		
Fixed assets (net block)	2,761	2,921
Investments	20,880	12,311
Deferred tax asset	-	-
Current Assets (A)	52,827	35,674
- Sundry debtors	11,176	7,099
- Cash & Bank Balances	5,223	2,867
- Loans & Advances	35,118	24,610
- Other Assets	1,310	1,098
Current liabilities (B)	12,601	10,426
Net current assets (A-B)	40,226	25,248
Total	63,866	40,480

As on Sep 30, 2016	Reported PAT	
Group Networth (Rs million)	16,343	
Deployment	%-NW	RoE%*
Aspire Home Finance	35%	15%
Capital Markets #	14%	36%
Asset and Wealth Management # &	4%	272%
Fund based business	47%	4%
Group RoE - Annualised for H1FY17 @	100%	24%

* RoE calculated for H1FY17 on Average network and annualised for FY17

Treasury gains in Agency business P&L has been classified under Long Term Investments

& Net carry earned on PE exists shown under Asset & Wealth Management

@ Does not include Unrealised gains is on Mutual Funds is Rs 2.7 billion



MIZAL OSMIA

Highlights

Business Updates

Industry Trends

Building an integrated financial services business model

Capital Market Businesses

- Retail Broking and Distt.
- Institutional Equities
- Investment Banking

Housing Finance

- Aspire Home Finance



Asset & Wealth Businesses

- Asset Management
- Private Equity
- Wealth Management

Fund Based Business

- Sponsor commitments to our AMC and PE funds
- NBFC LAS book

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Broking activities (MOSL)

Particulars <i>Rs million</i>	Q2 FY17	Q2 FY16	Change (%) Y-o-Y	Q2 FY17	Q1 FY17	Change (%) Q-o-Q	6M FY17	6M FY16	Change (%) Y-o-Y	FY16
	Sep 30, 2016	Sep 30, 2015		Sep 30, 2016	Jun 30, 2016		Sep 30, 2016	Sep 30, 2015		Mar 31, 2016
Total Revenues	1,877	1,406	34%	1,877	1,505	25%	3,382	2,715	25%	5,496
EBITDA	571	384	49%	571	497	15%	1,068	744	43%	1,485
PBT	349	225	55%	349	316	10%	665	477	39%	794
PAT	235	155	51%	235	241	-3%	475	353	35%	605

Market ADTO
 **27% YoY**

MOSL ADTO
 **59% YoY**

Eq. Market Share
2.2% in Q2FY17
vs 1.8% in Q2FY16

- During Q2FY17, MOSL revenue was up 34% YoY and 25% QoQ. PAT was up 51% YoY and flattish on QoQ basis. Q1FY17 included profit on sale of mutual funds of Rs 77 million. Excluding this, the operating PAT in Q2FY17 was up 43% QoQ
- In the market, retail cash volumes were up 37% YoY to Rs 138 billion in Q2FY17 and institution cash volumes were up 11% to Rs 70 billion
- MOSL's overall volume grew 59% YoY to Rs 88 billion in the quarter. Our overall equity market share improved from 1.8% in Q2FY16 to 2.2% in Q2FY17. This market share gain is across cash and F&O, which is an outcome of critical investments we have been making over the last 2 years in this direction. Our blended yield in Q2FY17 was 3.4 bps
- We have invested in manpower (up 63% from Mar-2015), brand and technology in the Broking business. Some of the operating leverage from these investments is bearing fruit now, and the coming years should see their full benefit

Broking business - Significant operating leverage exists

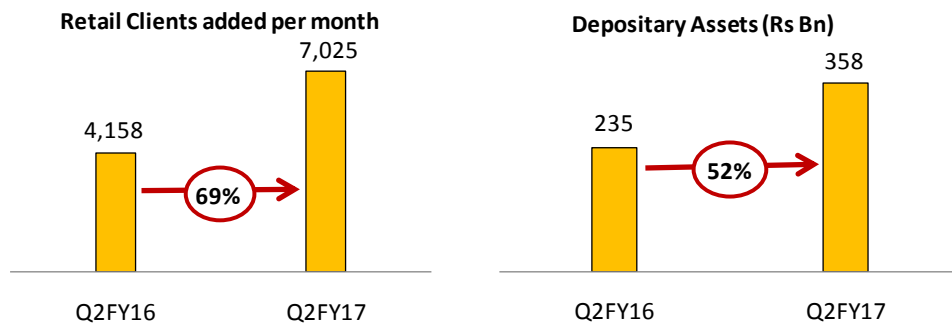


Retail Broking

Improved our retail market share in cash & F&O on YoY basis

Investments into sales, advisory & tech are now bearing fruit

- DP AUM was up by 52% YoY in Q2FY17, while monthly addition of retail clients was up 69% YoY in Q2FY17
- Continued investing in Advisors (up 22% YoY)
- Our vast network of 2,200+ outlets is being leveraged to deepen product-penetration. Financial products AUM was up 64% YoY, and this will help build a sustainable annuity revenue stream
- Our new tech-platforms focused on speed, convenience and user experience. They have evinced increased client interest. Online business was ~41% of our retail volumes in Q2FY17, up from ~27% in Q2FY16. Mobile app comprised ~8% of business in Q2FY17 and it has been steadily rising

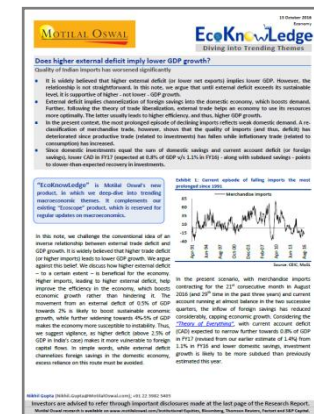
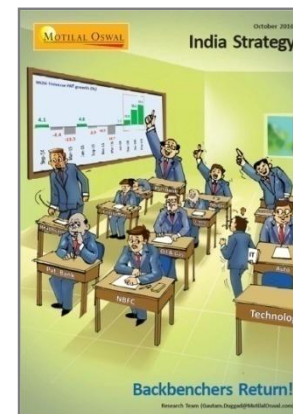


Institutional Broking

Research coverage
232

Inst. Clients
586 to 616 YoY

- The 12th Annual Global Investor Conference (AGIC) was one of the biggest format events in the industry
- It saw participation from 120+ companies and 750+ global investors, resulting in 4,000+ corporate investor meetings.
- The share of Blocks has steadily increased within our institutional volumes, given our focus on this segment



Investment Banking – Gaining definite momentum



Particulars <i>Rs million</i>	Q2 FY17	Q2 FY16	Change (%) Y-o-Y	Q2 FY17	Q1 FY17	Change (%) Q-o-Q	6M FY17	6M FY16	Change (%) Y-o-Y	FY16
	Sep 30, 2016	Sep 30, 2015		Sep 30, 2016	Jun 30, 2016		Sep 30, 2016	Sep 30, 2015		Mar 31, 2016
Total Revenues	202	76	167%	202	91	123%	293	126	133%	249
EBITDA	82	32	160%	82	39	111%	121	26	369%	32
PBT	81	28	186%	81	37	118%	118	19	512%	19
PAT	51	19	161%	51	32	59%	83	14	509%	8

- Our ECM business has gained definite momentum in recent quarters with deal closures and revenue growth
- This quarter was one of the strongest for the ECM business, as we successfully closed a QIP, IPO, OFS and Buy back
- Key transactions executed include Rs 7.5 billion QIP of Bharat Financial Inclusion, Rs 2.4 billion IPO of SP Apparels and OFS of Igarashi Motors Ltd
- Lower growth in PAT as compared to the topline is attributable to higher personnel cost provisions during Q2FY17
- The pipeline for this business looks promising and we are optimistic on the growth prospects for this business

Capital Market Businesses

- Retail Broking and Distt.
- Institutional Equities
- Investment Banking

Housing Finance

- Aspire Home Finance



Asset & Wealth Businesses

- Asset Management
- Private Equity
- Wealth Management

Fund Based Business

- Sponsor commitments to our AMC and PE funds
- NBFC LAS book

Asset Management – Adding scale with improving share

Particulars Rs million	Q2 FY17	Q2 FY16	Change (%) Y-o-Y	Q2 FY17	Q1 FY17	Change (%) Q-o-Q	6M FY17	6M FY16	Change (%) Y-o-Y	FY16
	Sep 30, 2016	Sep 30, 2015		Sep 30, 2016	Jun 30, 2016		Sep 30, 2016	Sep 30, 2015		Mar 31, 2016
AUM (Billion)	150	91	64%	150	123	22%	150	91	64%	105
Net Inflows	11	21	-48%	11	9	23%	19	33	-41%	52
Total Revenues	748	482	55%	748	584	28%	1,332	786	69%	1,852
EBITDA	140	87	60%	140	132	6%	271	139	96%	364
PBT	138	83	66%	138	130	6%	268	133	102%	354
PAT	92	70	31%	92	84	9%	176	120	47%	264

AUM (MF/PMS/AIF)
Rs 150 bn
64% YoY

Rank in Equity AUM
11 as of Q2FY17
vs 18 in FY14

Equity MF Net Sales
Market Share*
~4.0% in H1FY17

Equity MF Avg AUM
Market Share*
~1.3% in H1FY17

- During Q2FY17, revenue was up 28% QoQ but EBITDA was up only 6% QoQ. This was due to an incremental Rs 42 million in advertising expenses this quarter
- We are methodically building our positioning as “equity specialists” with our QGLP philosophy, which has consistently delivered on performance. Our longest-running Value PMS scheme has delivered ~26% CAGR in 13 years**
- Our market share in Equity MF Net Sales of ~4% in H1FY17 is significantly higher than that in Equity MF AAUM. Led by increasing financial savings, we expect the industry AUM to grow at a healthy pace and our market share to remain strong
- Our overall net inflows across MF and PMS remained strong at ~Rs 11 billion in Q2FY17 vs ~Rs 8.7 billion in Q1FY17 and ~Rs 20.9 billion in Q2FY16, as we deepened existing distributor relationships and added few large distributors
- Our new AIF platform mobilized a commitment of Rs 6 billion, with a drawdown of Rs 1.96 billion as of 30 Sep 2016
- Our new MOST Focused Dynamic Equity Fund raised Rs 3.3 billion in its offer period
- While MOAMC has built a strong positioning across domestic pools of capital, it is now in process of tapping global pools with its offshore business initiatives. This process is underway with the launch of Motilal Oswal India Fund (MOIF)

Private Equity – Traction in fund-raising and investments



Particulars <i>Rs million</i>	Q2 FY17	Q2 FY16	Change (%) Y-o-Y	Q2 FY17	Q1 FY17	Change (%) Q-o-Q	6M FY17	6M FY16	Change (%) Y-o-Y	FY16
	Sep 30, 2016	Sep 30, 2015		Sep 30, 2016	Jun 30, 2016		Sep 30, 2016	Sep 30, 2015		Mar 31, 2016
Total Revenues	129	104	25%	129	87	49%	216	211	2%	466
EBITDA	29	41	-29%	29	29	-2%	58	72	-19%	152
Exceptional items	400	0	nm	400	103	287%	503	(0)	nm	0
PBT	427	37	1047%	427	131	225%	559	65	763%	143
PAT	338	29	1077%	338	121	179%	459	51	796%	104

Consolidated results of the PE-entities. Exceptional Item includes revenue from share in profit on sale of investments (carry share) made in the 1st PE growth fund

AUA of Rs 30 billion across 2 growth capital PE funds and 3 real estate funds. The PE business has demonstrated extremely high profitability and the RE business has shown significant scalability. We expect these attributes to continue, going ahead

Growth Capital PE Funds

- 1st growth fund, IBEF I, has seen 6 full-exits & 2 partial exits in 2 companies till-date, translating into ~201% capital returned (INR). It is in advanced stages for 1 exit in coming months, which may allow it to return an addl. ~14% capital. It is likely to deliver a gross multiple of ~3.5X
- 2nd growth fund, IBEF II, has committed ~89.5% across 9 investments so far, after raising commitments from marquee institutions like IFC Washington, Squadron Capital and Axiom

Real Estate Funds

- 1st real estate fund, IREF I, has seen full/partial exits from 6 projects so far, translating into ~86% capital returned to investors
- 2nd real estate fund, IREF II, has committed ~96% across established developers
- 3rd real estate fund, IREF III, is in fundraise stage with an AUM target of Rs 12.5 billion. It announced its 2nd close this quarter, and raised commitments of ~Rs 8.5 billion. It has committed ~27% from the fund


Private Wealth – Focus on client addition and wallet-share



Particulars <i>Rs million</i>	Q2 FY17	Q2 FY16	Change (%) Y-o-Y	Q2 FY17	Q1 FY17	Change (%) Q-o-Q	6M FY17	6M FY16	Change (%) Y-o-Y	FY16
	Sep 30, 2016	Sep 30, 2015		Sep 30, 2016	Jun 30, 2016		Sep 30, 2016	Sep 30, 2015		Mar 31, 2016
AUM (Billion)	86	50	70%	86	74	16%	86	50	70%	64
Net Inflows (Billion)	5	1	311%	5	5	-7%	10	9	15%	16
Total Revenues	174	105	66%	174	154	13%	328	192	71%	444
EBITDA	52	37	43%	52	36	46%	88	58	50%	139
PBT	46	28	62%	46	28	64%	74	49	52%	109
PAT	31	18	69%	31	19	64%	50	32	59%	71

Wealth AUM
Rs 86 bn,  **70% YoY**

Client Families
 **21% YoY**

RM-team
 **28% YoY**

**Improvement in product penetration
and client wallet-share**

**Gaining
significant
traction**

- Traction in RMs from 64 to 82, which is up 28% on a YoY basis
- We have seen good traction in deepening of client wallet-share and product penetration
- We continue to invest extensively into training of RMs to enhance knowledge and service levels
- We enjoy a high yield, due to the higher share of equity and real estate products in our AUM
- The business offers enormous scope for scalability as it builds synergies with the Group's other businesses to deepen its reach

Capital Market Businesses

- Retail Broking and Distt.
- Institutional Equities
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Housing Finance

- Aspire Home Finance



Asset & Wealth Businesses

- Asset Management
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Fund Based Business

- Sponsor commitments to our AMC and PE funds
- NBFC LAS book

Aspire – On course to build an affordable housing finance entity



Particulars Rs million	Q2 FY17	Q2 FY16	Change (%) Y-o-Y	Q2 FY17	Q1 FY17	Change (%) Q-o-Q	6M FY17	6M FY16	Change (%) Y-o-Y	FY16
	Sep 30, 2016	Sep 30, 2015		Sep 30, 2016	Jun 30, 2016		Sep 30, 2016	Sep 30, 2015		Mar 31, 2016
Sanctions (Billion)	8	6	37%	8	6	24%	14	8	67%	24
Disbursements (Billion)	7	4	51%	7	5	39%	11	6	78%	18
Loan Book (Billion)	31	10	210%	31	25	23%	31	10	210%	21
Gross NPL%	0.3%	0.0%		0.3%	0.2%		0.3%	0.0%		0.2%
Net Interest Income (NII)	322	81	299%	322	217	48%	539	134	303%	476
Other Income	279	150	86%	279	175	59%	455	212	115%	644
Total Income	601	230	161%	601	393	53%	994	345	188%	1,120
Operating Profit (Pre- Prov.)	375	152	147%	375	225	66%	600	208	188%	688
PAT	227	95	138%	227	134	69%	361	129	180%	400



HFC Loan Book
210% YoY

Banks given credit lines*
26 in Q2FY17
vs 11 in Q2FY16

Gross NPL
0.3% in Sep 2016
vs 0.2% in Jun 2016

Aspire NIM#
~418 bp in Q2FY17
vs ~380 bp in Q1FY17

- On the asset side, the HFC loan book grew 210% YoY to Rs 30.7 billion this quarter, across ~32,000 families
- Disbursements for Q2FY17 was Rs 6.7 billion vs Rs 4.8 billion in Q1FY17 (up 39%), and Rs 4.4 billion in Q2FY16 (up 51% YoY). Disbursements in H1FY17 stood at Rs 11.5 billion as compared to Rs 6.4 billion in H1FY16 (up 78% YoY)
- Traction in the book is in line with our strategy of deepening our network in existing geographies. The branch count was 74 as of Sep, up 100% YoY

- On the liabilities side, ~61% of borrowings are from capital markets. D/E ratio was 6.0x. Our ratings of Crisil A+/Stable and ICRA AA- (Stable) should augur well for future fund-raise
- Cumulative capital infusion by sponsors till-date is Rs 5 billion. The total infusion in H1FY17 was Rs 2 billion
- As of Q2FY17, our ROA was 3.6%# and ROE was 17%#
- Q2FY17 PAT was Rs 227 million vs Rs 134 million in Q1FY17 (up 69%) and Rs 95 million in Q2FY16 (up 138% YoY)

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Fund Based Business : Commitments to grow RoE

MOFSL Standalone

Particulars <i>Rs million</i>	Q2 FY17	Q2 FY16	Change (%) Y-o-Y	Q2 FY17	Q1 FY17	Change (%) Q-o-Q	6M FY17	6M FY16	Change (%) Y-o-Y	FY16
	Sep 30, 2016	Sep 30, 2015		Sep 30, 2016	Jun 30, 2016		Sep 30, 2016	Sep 30, 2015		Mar 31, 2016
Total Revenues	681	403	69%	681	370	84%	1,051	597	76%	1,109
EBITDA	636	322	97%	636	314	103%	950	471	101%	910
Exceptional items	29	0	nm	29	8	242%	37	0	nm	0
PBT	549	236	133%	549	203	170%	752	278	170%	535
PAT	569	236	141%	569	179	219%	748	252	197%	465

Exceptional items in this quarter includes share in profit on sale of investments (carry share) made in the 1st PE growth fund, as well as the impact of a write-off on account of doubtful NPA

MOFSL has made strategic allocation of capital to long term RoE enhancing opportunities to grow our RoE sustainably to 20%+.

- Our investments in Motilal Oswal’s mutual fund products (at cost) stood at Rs 6.1 billion. The unrealized gain on these investments was Rs 2.7 billion. The same is not reflected in the P/L account. The XIRR of these investments (since inception) is ~25% and is significantly higher than the 7-9% post tax returns earned prior to the shift in capital allocation two years back. This validates the demonstrated long term performance track record of our QGLP investment philosophy (Value PMS delivered 26% CAGR* in 13 years)
- Our investments in Motilal Oswal’s alternative investment products stood at Rs 2.3 billion. The 1st Growth fund, which is in exit mode, has returned close to 2 times till date. The portfolio gains booked in H1FY17 is Rs 286 million; of which Rs 62 million was booked in Q2FY17
- These commitments have not only helped “seed” these new businesses by investing in highly scalable opportunities, but they also represent highly liquid “resources” available to use for future investments, if required.
- NBFC LAS lending book was Rs 2.6 billion, as of Sep 2016, which is run as a spread business
- PAT reported above in MOFSL Standalone includes dividend from Private Equity business on account of carry share; which being intercompany gets eliminated in consolidated financial statements

* Inception Date: 24/03/2003. These returns are of a Model Client as on 30th Sep 2016. Returns of individual clients may differ depending on time of entry in the strategy. Past performance may or may not be sustained in future and should not be used as a basis for comparison with other investments. Returns shown are post fees and expenses

Recent Awards Won



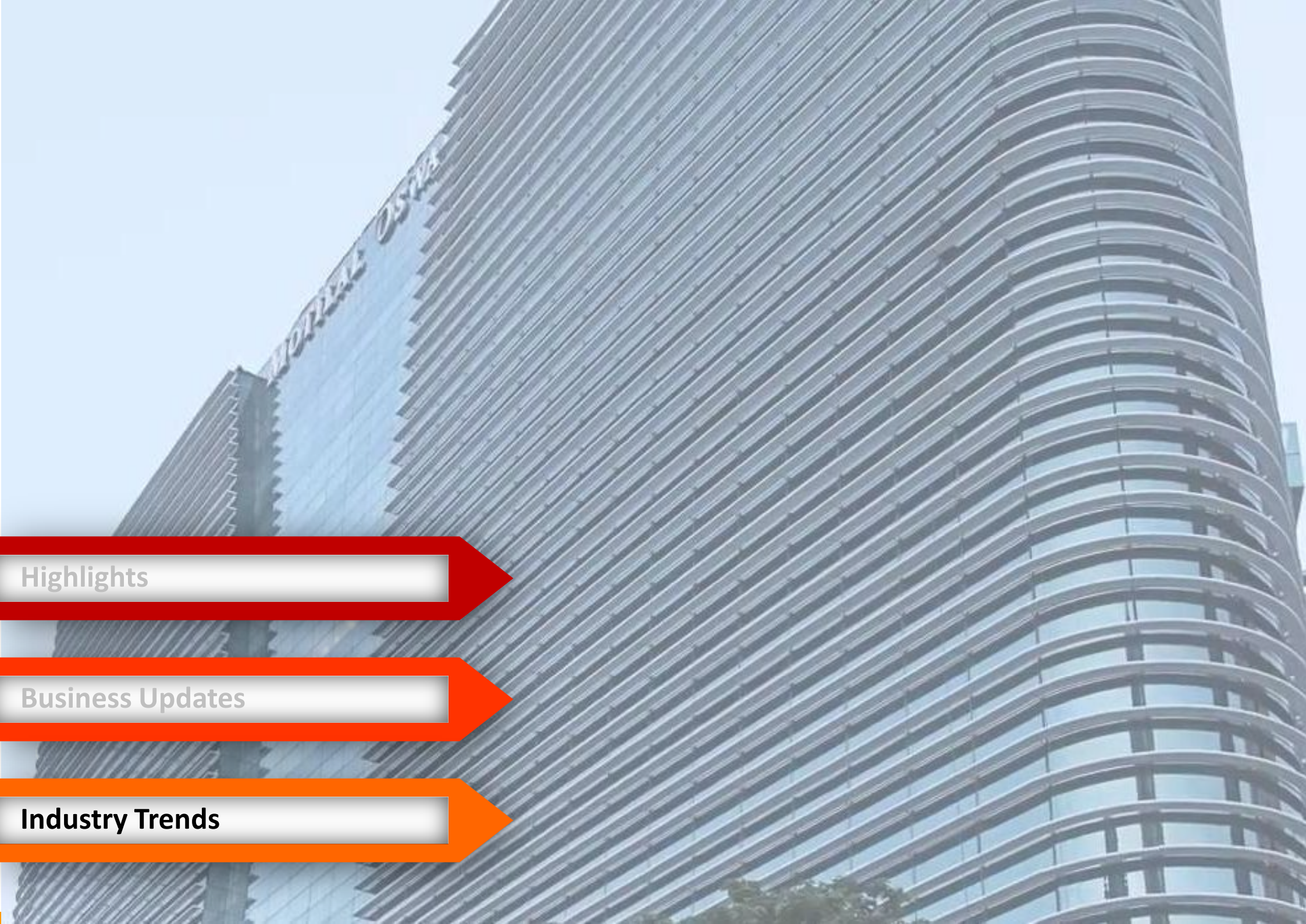
Honoured by Fortune India as “ONE OF THE GIANTS OF TOMORROW” at Fortune India the Next 500, 2016

Motilal Oswal Commodities won the Market Excellence Awards for Bullion at Zee Business Market Excellence Awards

Aspire was awarded “Most Admired Brand for Affordable Loans of the year by 24 MRC Network Private Ltd

Anil Sachidanand, CEO Aspire, won “Community Leadership Award” at 6th Intl. Conference & Game Changers Award

MOSL won at CII-National Excellence Practice 2016, for “Application of Tools & Methodologies for Process Excellence”



MIZAL OSM

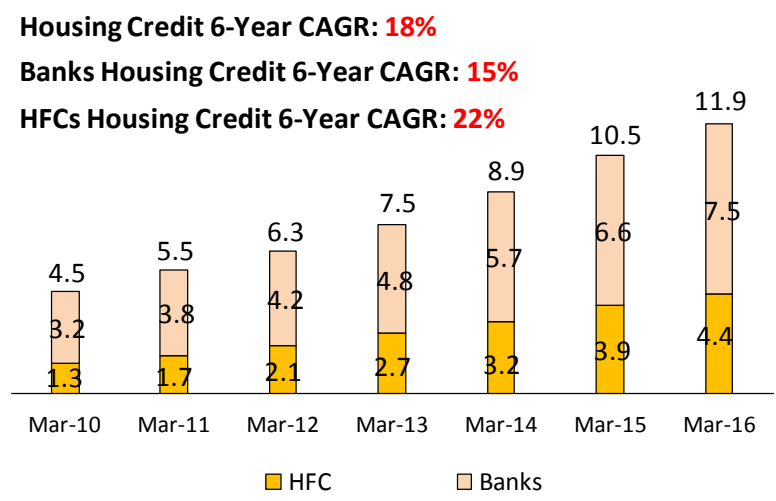
Highlights

Business Updates

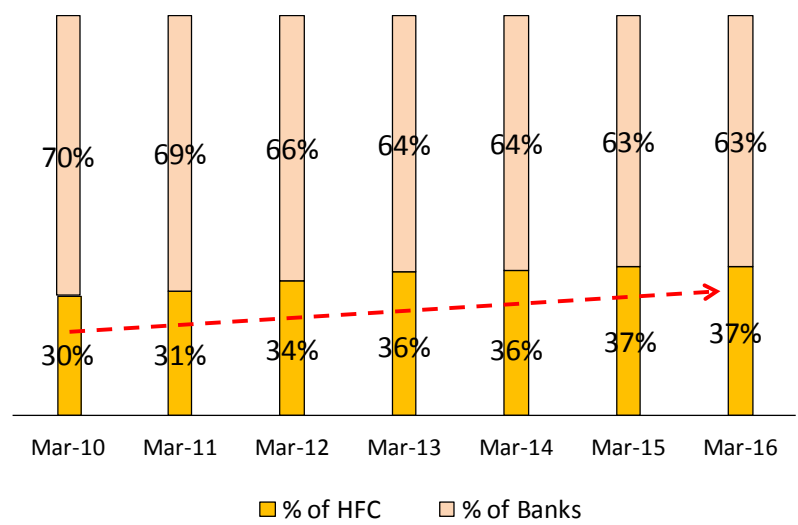
Industry Trends

Housing Finance holds ample potential; Moving from banks to HFCs

India's housing credit market grew significantly in recent years;
Within housing credit, HFCs grew at a faster pace than Banks (Rs Tn)



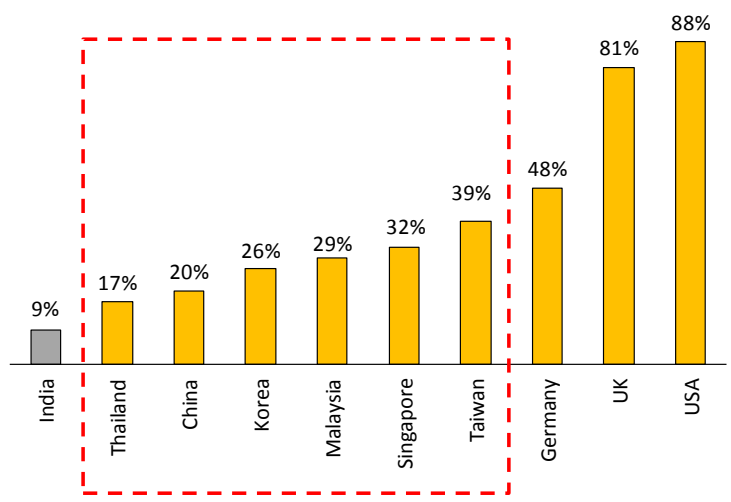
Due to the relatively faster growth in HFCs vs Banks, the share of HFCs within the Housing Credit mix also picked up



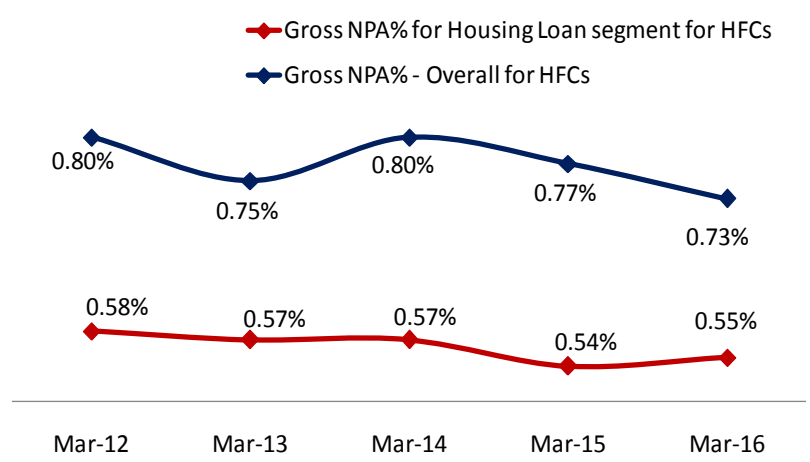
Source: ICRA

Source: ICRA

Mortgage penetration rates (approx.) show India is still relatively underpenetrated vs its Asian peers



Apart from the opportunity itself, this is also a lower-risk market, especially the pure housing loan segment



Source: ICRA

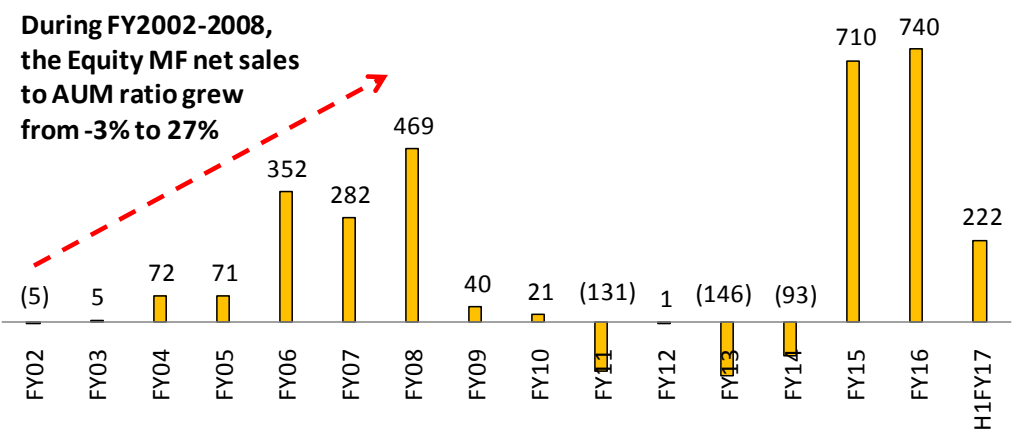
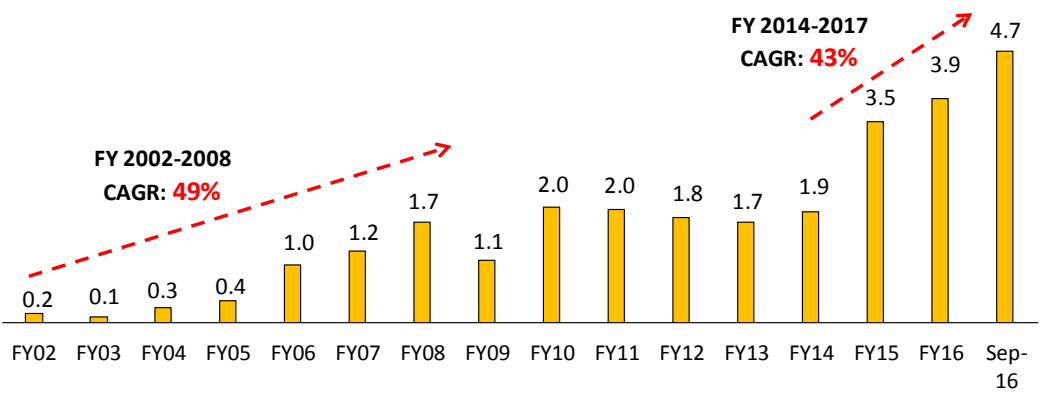
Source: ICRA



Equity MF spike up just like FY02-08 cycle; HNI wealth picking up

The last upcycle from FY02-08 saw a significant spike in Equity MF AUM; It has again seen rapid traction from FY14 onwards, and can increase further if India is at the cusp of another upcycle now (Rs Tn)

The last cycle from FY02-08 saw a significant rise in net sales which added to AUM; It is seeing traction since FY14 (Rs Bn)

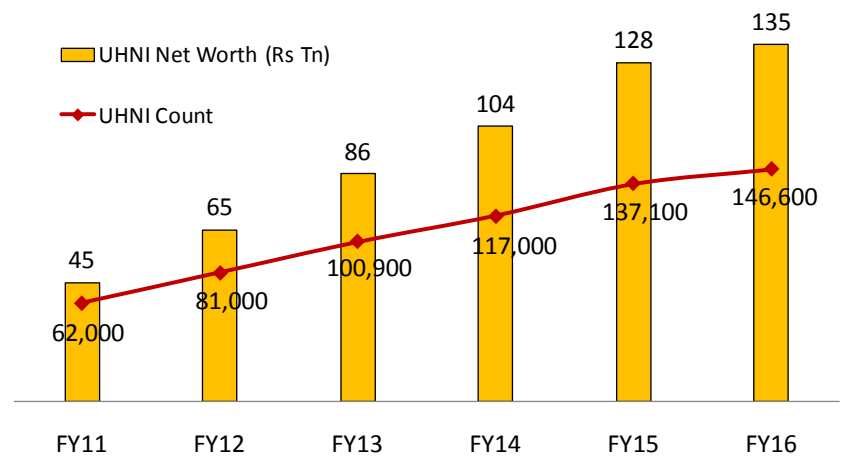
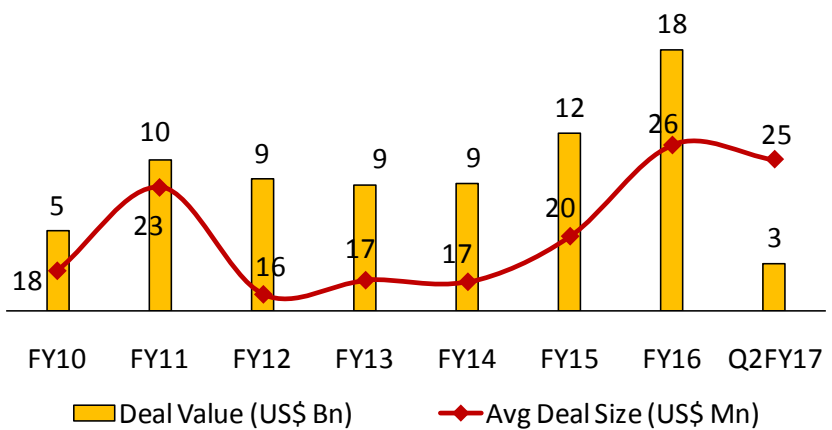


Source: AMFI

Source: AMFI

PE deal values slowed down this quarter, as the number of deals in the IT/Ecommerce space slowed down this year

India is home to ~0.2 mn HNIs, out of which ~0.15 mn are UHNIs; UHNI growth and count has seen steady growth last 6 years



Source: Venture Intelligence

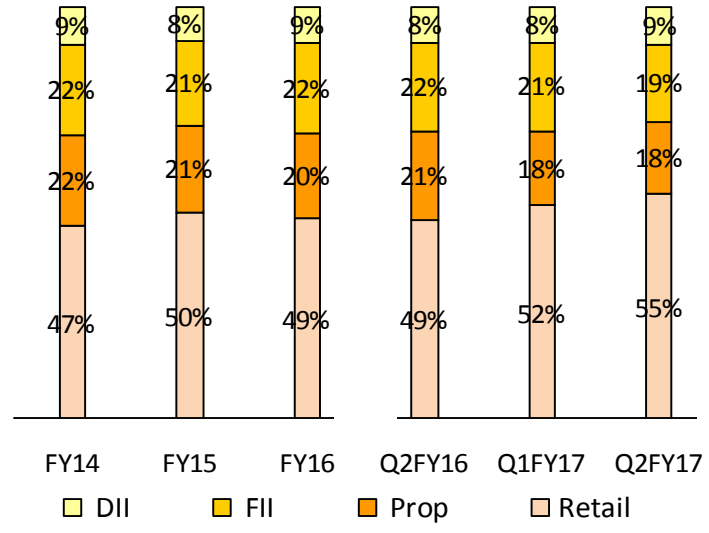
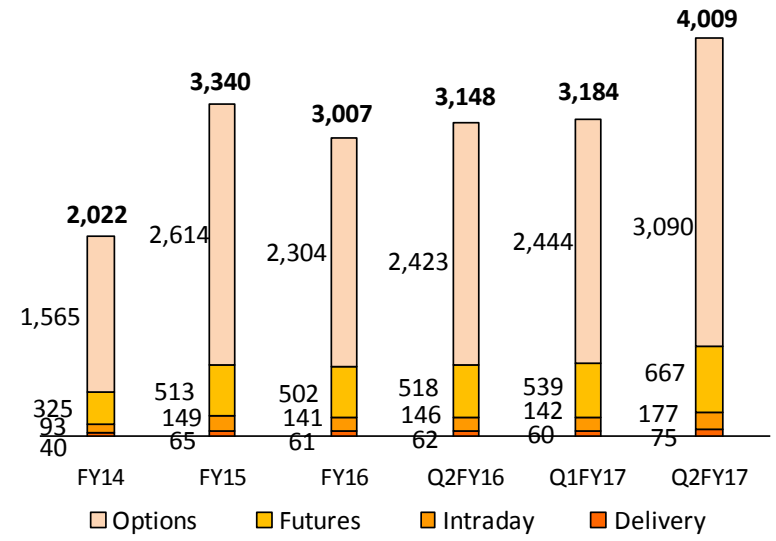
Source: Kotak Top of Pyramid Report 2014



Cash volumes hold strong; retail cash volumes pick up

Market ADTO picked up with traction in options; however, cash volumes also showed strong uptick especially in retail (Rs Bn)

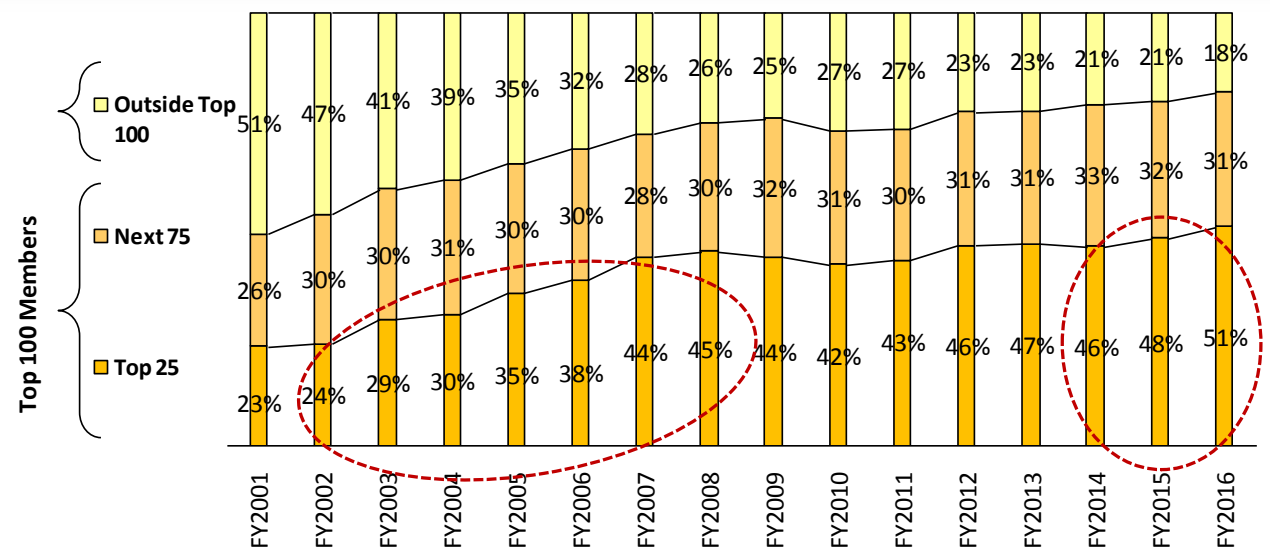
Proportion of retail volumes within the cash volume mix in the market has picked up this quarter, on both QoQ & YoY basis



Source: NSE, BSE

Source: NSE, BSE

Proportion of NSE cash volumes consolidated to the largest brokers during bull-phases in the markets, not bear-periods

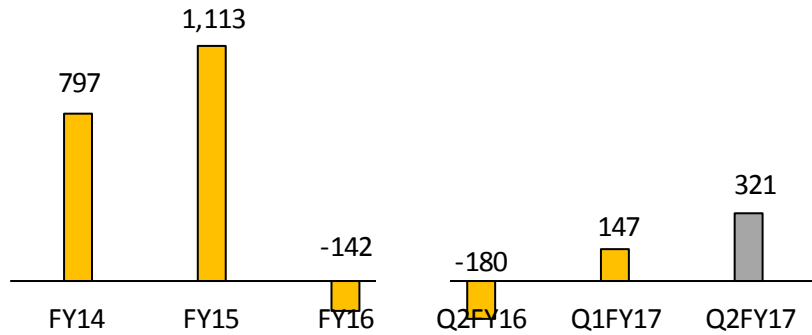


Source: NSE

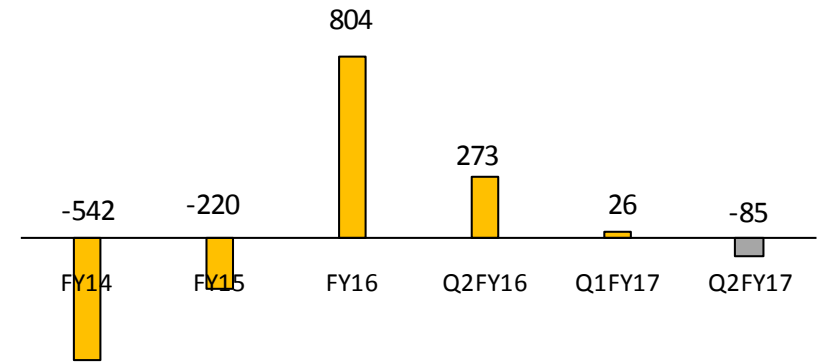


FII clock healthy inflows; Higher-value IPOs pick up in FY17

FII register healthy net inflows since last 2 quarters, after few quarters of either outflows or marginal inflows (Rs Bn)



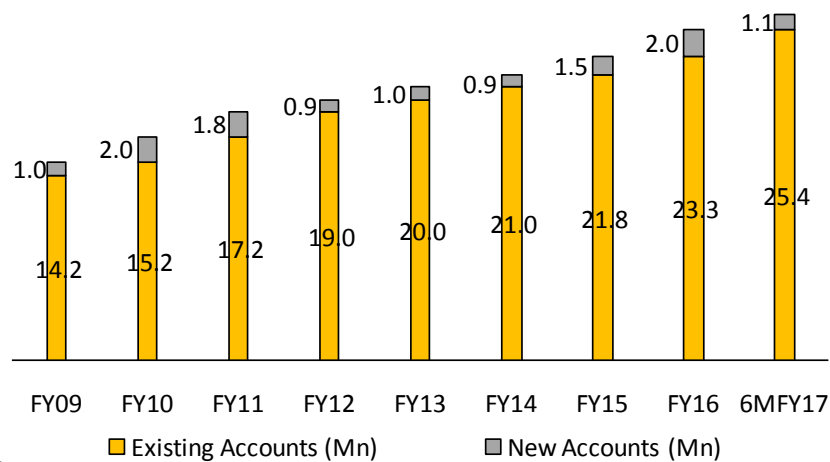
DII have seen a slowdown in their net inflows since last 2 quarters, after 4 quarters of healthy inflows (Rs Bn)



Source: NSE, BSE

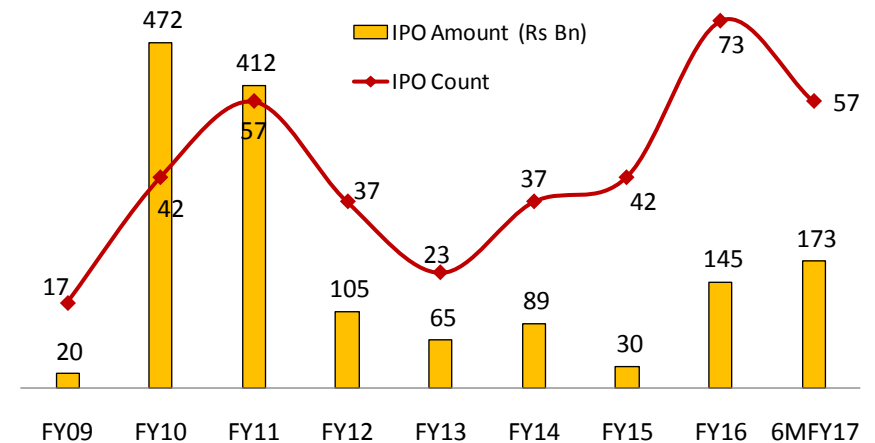
Source: NSE

As IPO activity picked up, the incremental demat accounts grew at a healthy pace as compared to recent years



Source: CDSL, NSDL

IPO raising has picked up since the last 2 years; FY17 has also seen higher-value IPOs which is a positive sign



Source: Prime

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Thank You

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