Realizing a phase of transformative growth

Capital Market Business

Asset & Wealth Business

Housing Finance Business

Fund Based Business

Businesses building scale

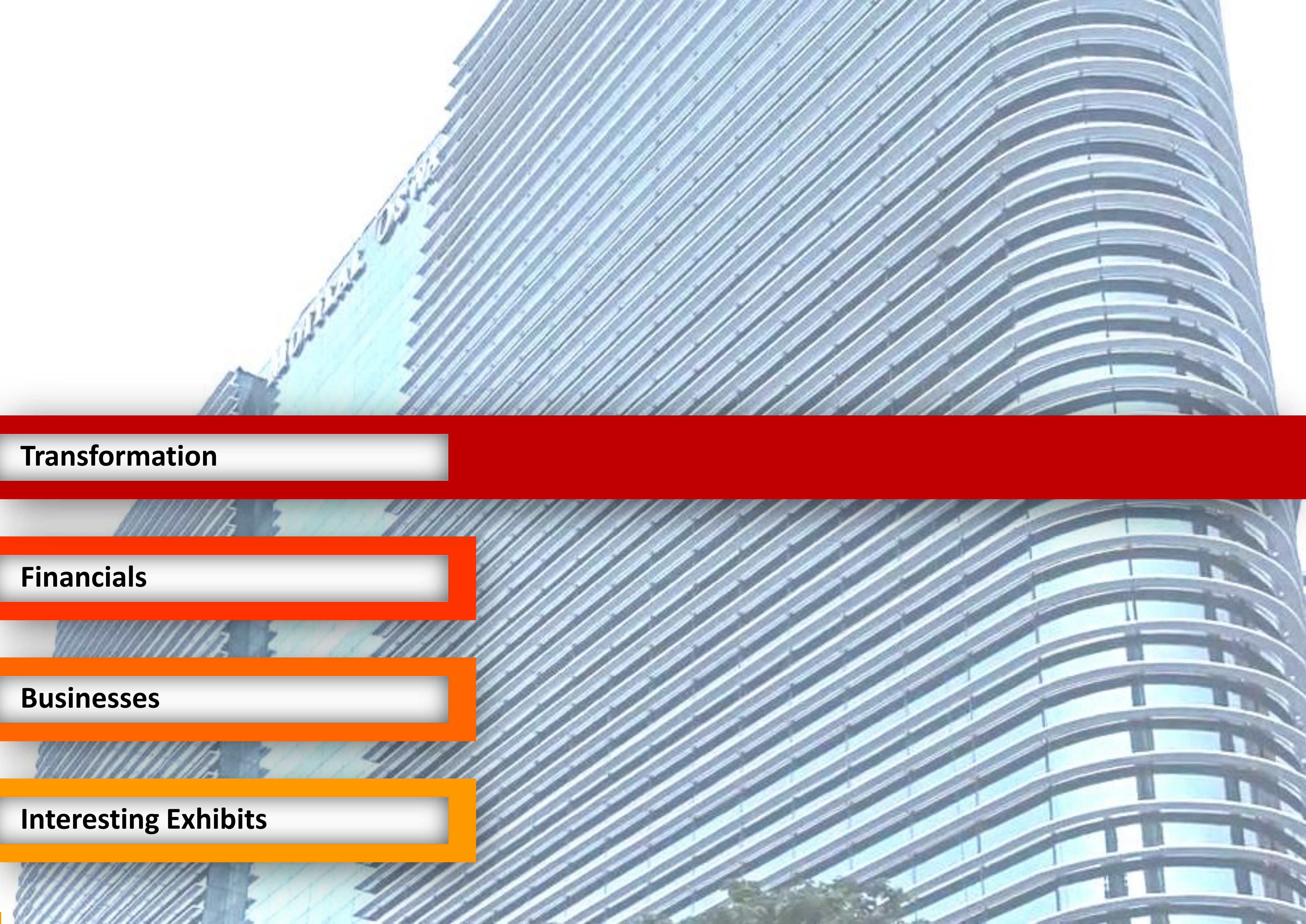
Annuity revenue driving visibility

Sustainability of high ROE

All biz offer huge headroom for growth

Motilal Oswal Financial Services Ltd.

Earnings Presentation | FY17 & Q4FY17



Transformation

Financials

Businesses

Interesting Exhibits

In FY2014, we had started a strategic transformation of our business model into 4 engines of future growth, as below...

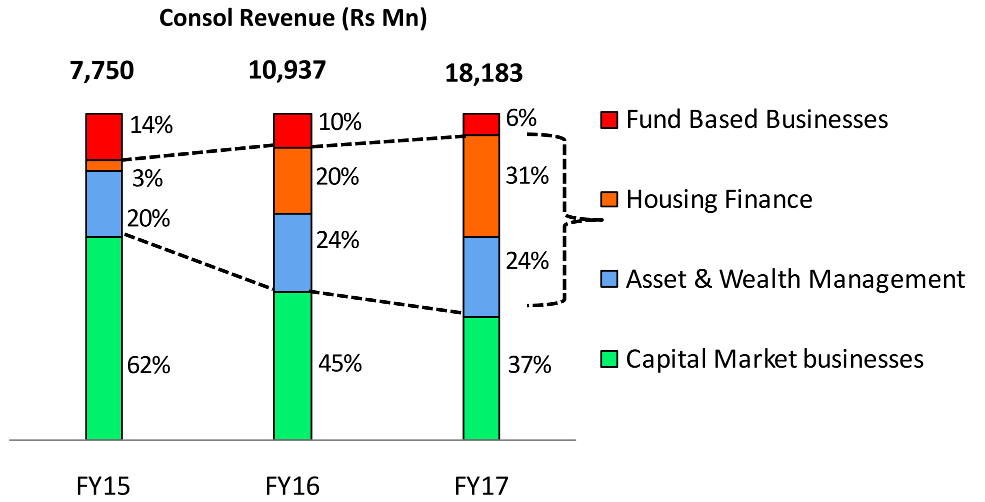
- Capital Markets
- Asset & Wealth Mgt
- Housing Finance
- Fund Based

As FY2017 ends, we are realizing the initial results of this transformation on the below parameters, and we believe a lot is yet to unfold...

- Businesses building scale
- Annuity revenues driving visibility
- Sustainability of high ROE
- All businesses offer huge headroom for growth

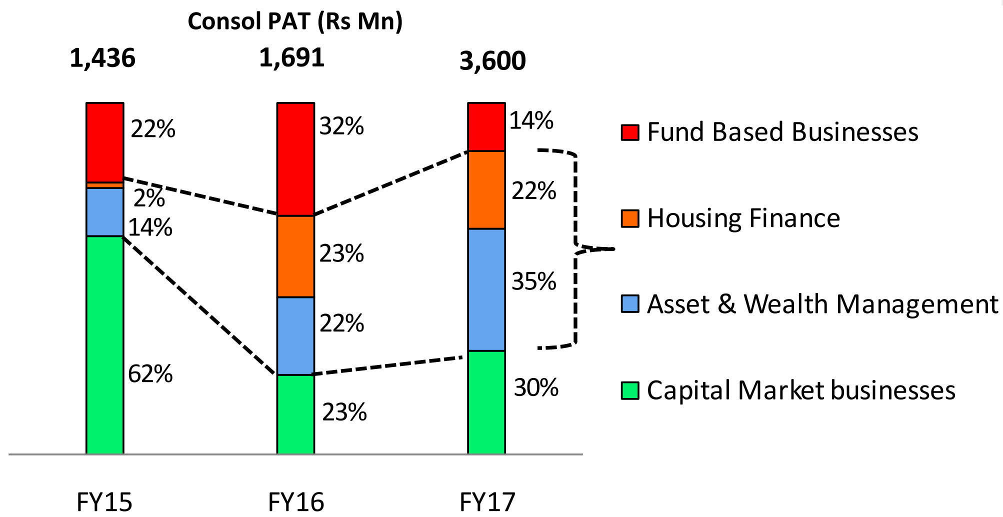
Annuity revenues driving visibility in Group's income stream

FY17 Consolidated revenues were Rs 18 billion, +66% YoY. Revenue diversification bearing fruit, with 56% from linear sources like Housing Finance & Asset & Wealth Mgt vs. 44% in FY16. Capital Mkts reduced its share, but grew in absolute terms



Capital Markets includes broking & investment banking

FY17 Consolidated PAT was Rs 3.6 billion, +113% YoY. Profit contribution from new businesses becoming visible, with 57% of FY17 profits coming from Housing Finance & Asset & Wealth management businesses vs. 45% in FY16

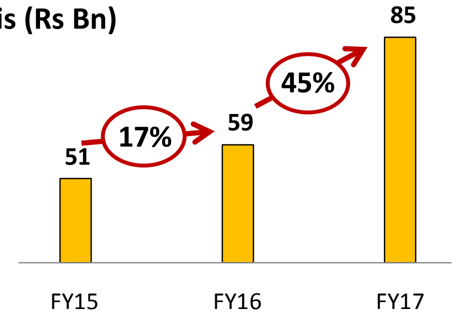


Capital Markets includes broking & investment banking

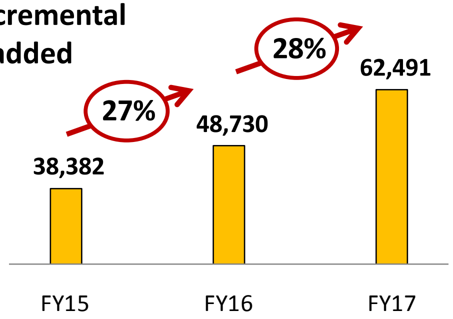
Businesses are building Scale

Capital Market Business

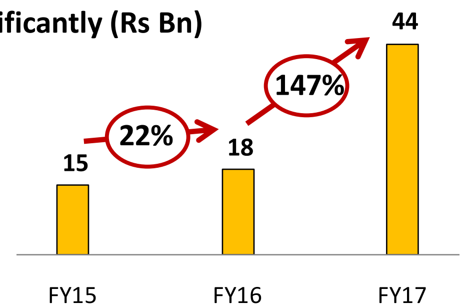
Broking ADTO growing steadily on a YoY basis (Rs Bn)



Traction in incremental retail clients added

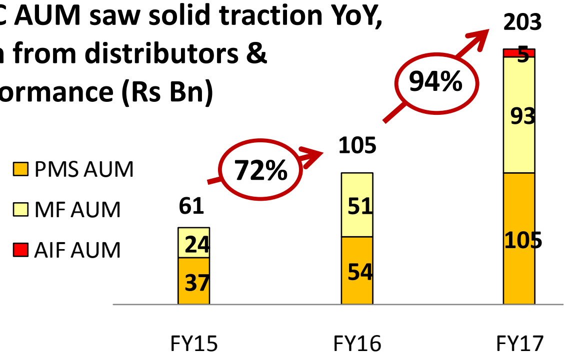


Distribution AUM is a focus area; it grew significantly (Rs Bn)

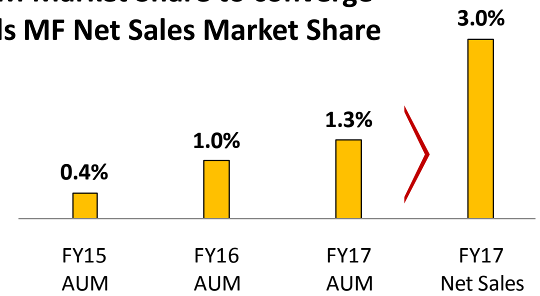


Asset & Wealth Business

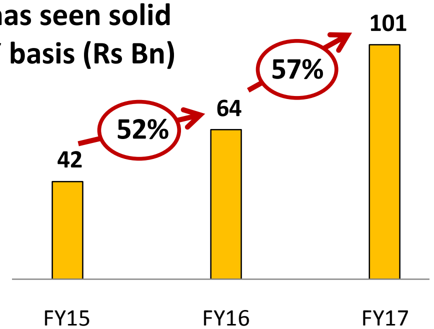
AMC AUM saw solid traction YoY, both from distributors & performance (Rs Bn)



MF AUM Market Share to converge towards MF Net Sales Market Share

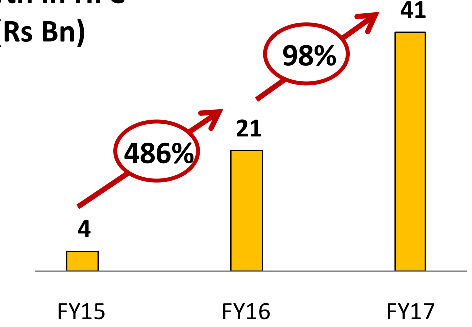


Wealth AUM has seen solid growth on YoY basis (Rs Bn)

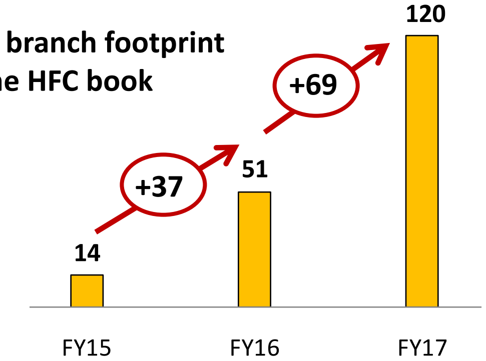


Housing Finance Business

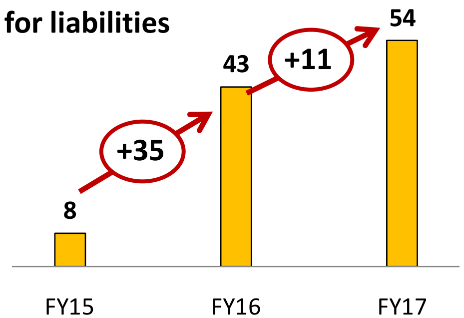
Stellar growth in HFC Loan Book (Rs Bn)



Expanding branch footprint growing the HFC book



Increase in institutions empanelled for liabilities



Operational metrics remain strong

Capital Market Business

- Improvement in high-yield Cash market share in FY17
- Strong growth of 147% YoY in Distribution AUM Rs 44 bn
- Blocks at an all-time high in our business
- Best performance with 10 ECM transactions; Topped QIP league tables

Asset & Wealth Business

- AMC Net Sales Rs 57 bn, +10% YoY, AUM Rs 203 bn, +94% YoY
- Improvement in Equity AUM Rank to 9 vs. 14 in FY15
- Maintaining a healthy ~1% net yield in AMC biz
- IBEF-I valuation at ~3.5x triggering performance fee booking in FY17/FY18
- Wealth Net Sales Rs 18 bn, +21% YoY, AUM Rs 101 bn, +57% YoY

Housing Finance Business

- HFC Disbursals Rs 24 bn, +32% YoY, Loan Book Rs 41 bn, +2X YoY
- Reached a high in quarterly disbursals at Rs 9.2 bn in Q4FY17
- Present in 9 states now; Branches 120 in FY17 vs. 51 in FY16
- Lower incremental cost of funds 9% in FY17, vs. 9.4% cumulative
- Maintained Yield at ~13.4%, NIM at ~4%, and NPL at ~0.6%

Fund Based Business

- XIRR of 24% on our MF investments in line with Value PMS track-record*
- Unrealized gain on MF investments Rs 3.3 bn not included in P/L PAT
- While reported ROE was ~22%, were incremental unrealized gains included, then ROE would be ~31%

All AUM figures are for FY17, unless otherwise mentioned

* See Disclaimer in Asset Management slide

Achieving a high, sustainable ROE

Group ROE

MOFSL Consolidated	MOFSL Consolidated
22% in FY17	12% in FY16
(100% of NW Emp)	(100% of NW Emp)

Segment-wise ROE* with % of Net Worth Employed

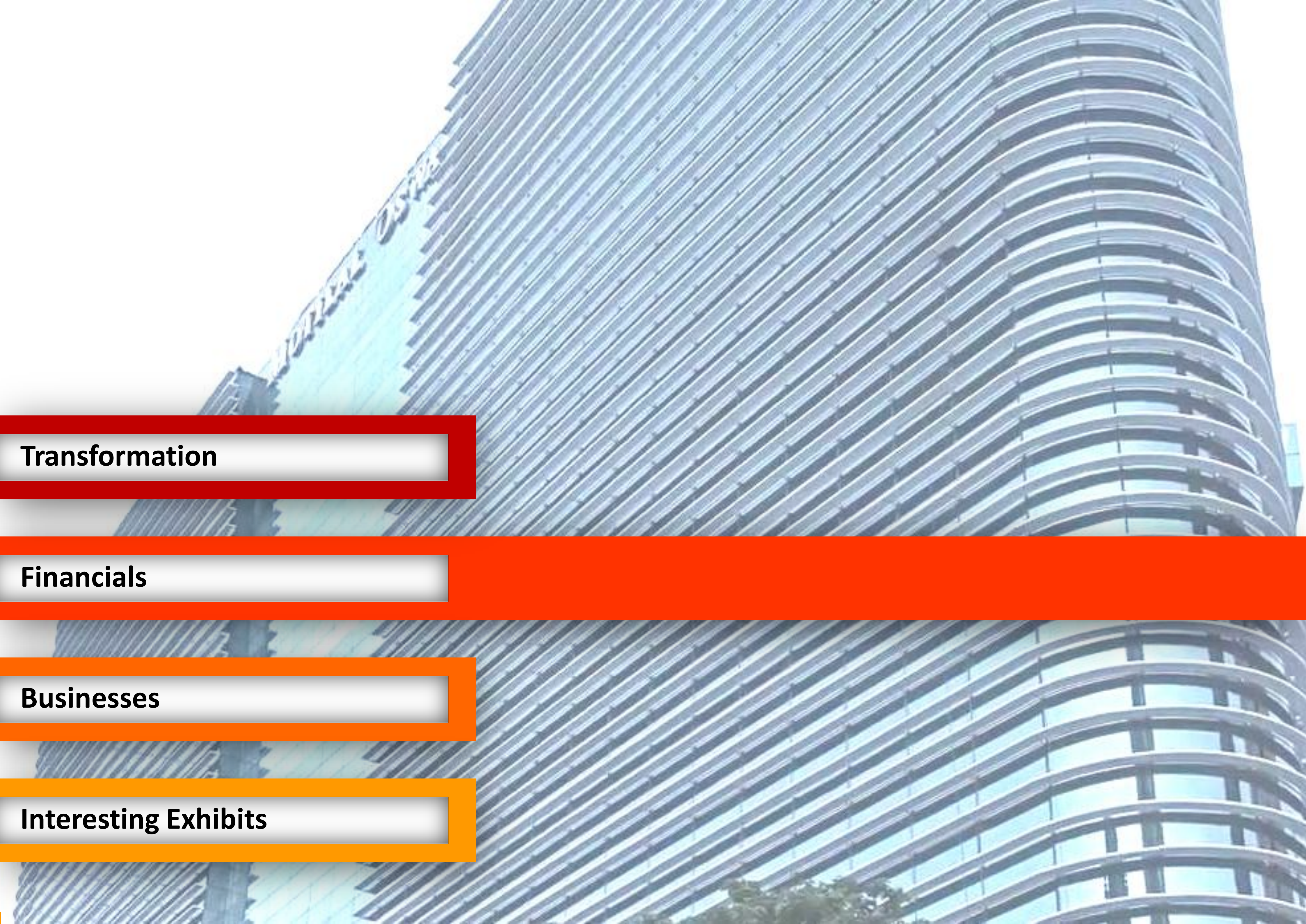
Capital Markets#	Asset & Wealth Mgt&	Housing Finance	Fund Based@
61% in FY17 (7% of NW Emp)	206% in FY17 (4% of NW Emp)	17% in FY17 (34% of NW Emp)	5% in FY17 (55% of NW Emp)
12% in FY16 (16% of NW Emp)	85% in FY16 (4% of NW Emp)	16% in FY16 (24% of NW Emp)	7% in FY16 (57% of NW Emp)

* RoE calculated on Average Networth

Treasury gains in Agency business P&L has been classified under Fund Based

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

Does not include unrealized gain on our MF investments (Rs 3.3 bn as of Mar 2017). Post-tax XIRR of these investments (since inception) of ~24%; Other treasury investments are valued at cost



Transformation

Financials

Businesses

Interesting Exhibits

Consolidated financials

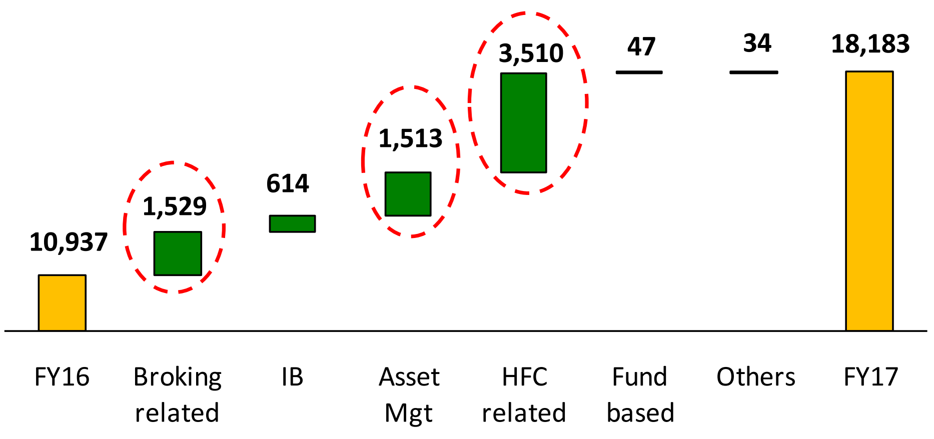
Particulars	Q4 FY17	Q4 FY16	Change	Q4 FY17	Q3 FY17	Change	FY17	FY16	Change
Rs million	**Mar 31, 2017**	**Mar 31, 2016**	**(%) Y-o-Y**	**Mar 31, 2017**	**Dec 31, 2016**	**(%) Q-o-Q**	**Mar 31, 2017**	**Mar 31, 2016**	**(%) Y-o-Y**
Brokerage & operating income	1,780	1,264	41%	1,780	1,556	14%	6,617	5,088	30%
Investment banking fees	424	78	444%	424	148	187%	855	241	254%
Asset management	1,276	657	94%	1,276	960	33%	3,751	2,238	68%
Fund based Income	172	250	-31%	172	351	-51%	1,174	1,127	4%
Housing finance related	1,696	908	87%	1,696	1,525	11%	5,705	2,195	160%
Other income	23	12	96%	23	15	48%	81	47	73%
Total Revenues	**5,370**	**3,169**	**69%**	**5,370**	**4,555**	**18%**	**18,183**	**10,937**	**66%**
Operating expenses	1,087	589	85%	1,087	846	28%	3,561	2,325	53%
Personnel costs	1,107	714	55%	1,107	676	64%	3,410	2,510	36%
Other costs	617	443	39%	617	416	48%	1,921	1,639	17%
Depreciation	91	94	-3%	91	83	10%	328	349	-6%
Interest	1,165	653	78%	1,165	1,306	-11%	4,423	1,738	155%
Exceptional items	72	0	nm	72	0	nm	613	0	nm
PBT	1,375	676	103%	1,375	1,228	12%	5,152	2,376	117%
Reported PAT	**902**	**472**	**91%**	**902**	**891**	**1%**	**3,600**	**1,691**	**113%**
EPS - Basic	6	3		6	6		25	12	
EPS - Diluted	6	3		6	6		25	12	
No.of shares outstanding (million) - FV Rs 1/share	144	142		144	144		144	142	

Financial performance in FY17

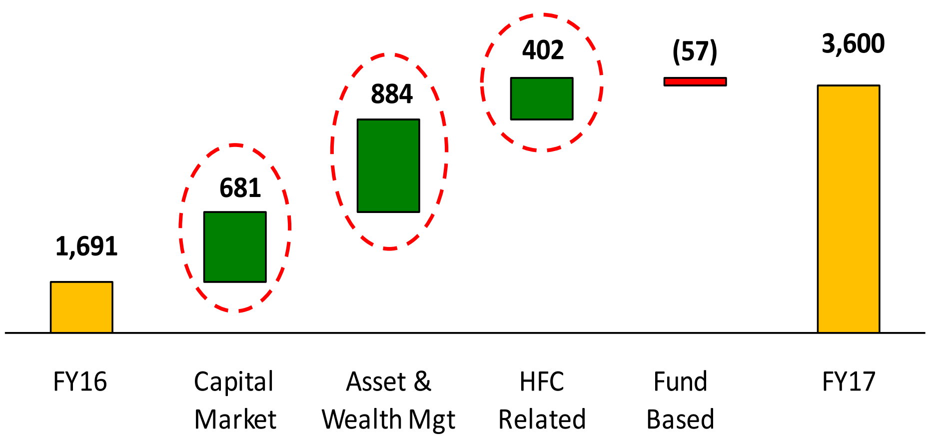
- Strong growth in FY17 across businesses. Consolidated revenue +66% YoY, led by the housing finance business, +160% YoY, asset management, +68% YoY, and capital markets, +40% YoY
- Revenue mix is changing towards linear sources. Asset & wealth management and housing finance comprised 56% of revenues in FY17 vs. 44% last year.
- Significant investments have been made into manpower in broking (+72% from Mar-15) and housing finance (+115% YoY), advertising in asset management (+105% YoY) and housing finance branches (+135% YoY)
- These upfronted investments will translate into operating leverage in the coming year. Some of this was visible this year, with PAT Margin of 20% in FY17 vs. 15% in FY16
- PAT mix is also changing towards linear sources, as 57% came from asset & wealth management and housing finance in FY17 vs. 45% last year
- In terms of business-wise ROE, the ROE from fund based business was 5% in FY17 vs. 7% in FY16. The unrealized gains on our mutual fund investments were Rs 3.3 billion as of Mar 2017 vs. Rs 1.2 billion as of Mar 2016
- As part of our capital allocation policy, apart from a 25%-35% dividend payout, we will deploy incremental cash flow into Aspire, seeding of Private Equity funds and the balance would be infused/drawn-down from our equity mutual fund investments
- Balance sheet has strong liquidity, with ~Rs 9.8 billion as of Mar 2017 in near-liquid investments to fund future investments

Segment-wise attribution this year

Revenues: All businesses, led by AMC & HFC, led the growth in FY17



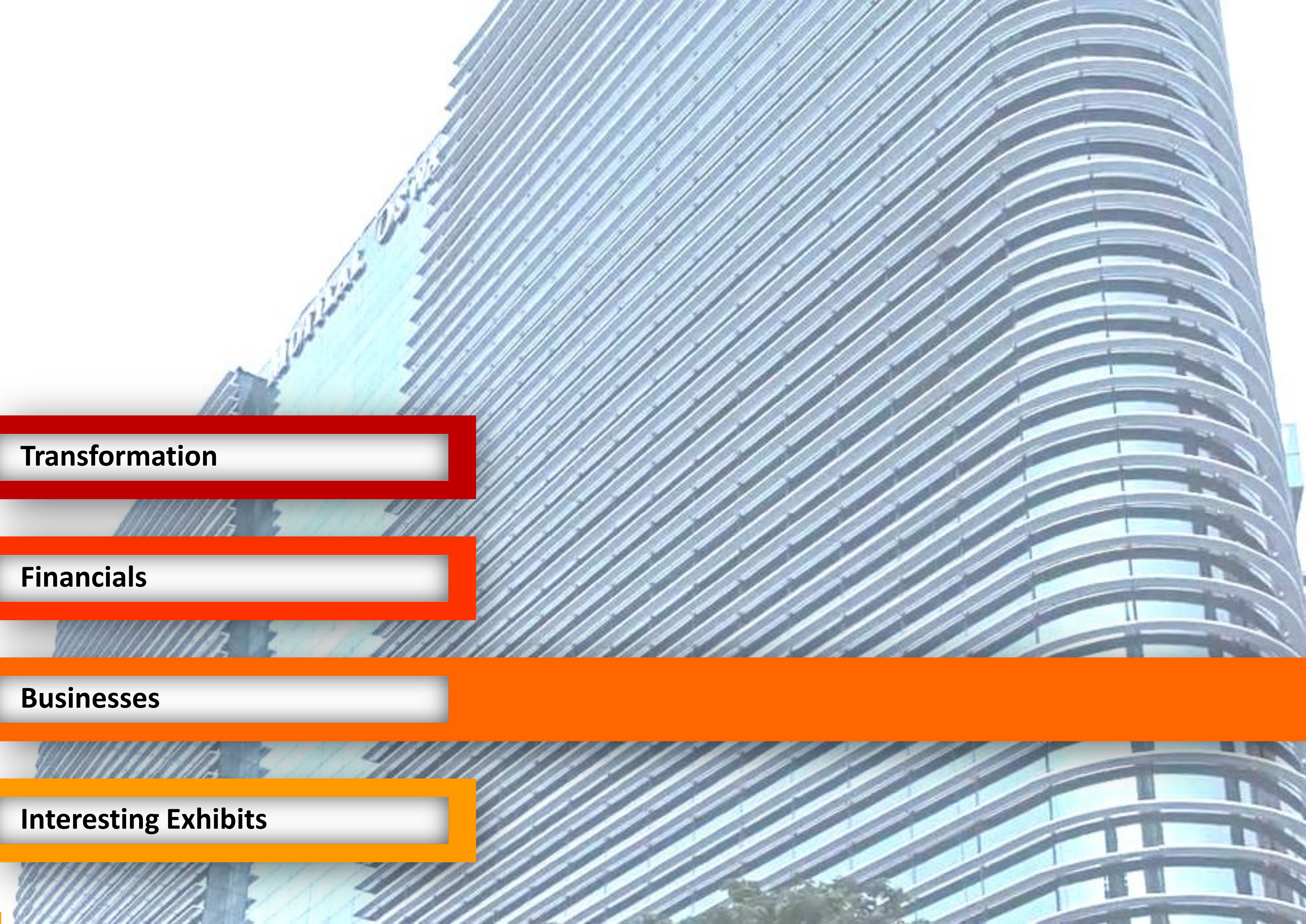
PAT: AMC & Capital Mkts contributed significantly; HFC remains in investing phase



- 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

Rs million	As on Mar 31, 2017	As on Mar 31, 2016
Sources of Funds		
Networth	17,860	14,365
Loan funds	46,464	25,891
Minority interest	285	162
Deferred tax liability	370	62
Total	**64,980**	**40,480**
Application of Funds		
Fixed assets (net block)	2,594	2,921
Investments	18,012	12,311
Deferred tax asset	-	-
Current Assets (A)	63,763	35,677
- *Sundry debtors*	*12,600*	*7,099*
- *Cash & Bank Balances*	*4,609*	*2,867*
- *Loans & Advances*	*46,199*	*24,605*
- *Other Assets*	*355*	*1,106*
Current liabilities (B)	19,388	10,429
Net current assets (A-B)	44,375	25,248
Total	**64,980**	**40,480**



Transformation

Financials

Businesses

Interesting Exhibits

Capital Market Businesses

- Retail Broking & Distribution
- Institutional Equities
- Investment Banking

Asset & Wealth Businesses

- Asset Management
- Private Equity
- Wealth Management

Housing Finance

- Aspire Home Finance

Fund Based Business

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

Broking activities (MOSL)

Improved market share in the high-yield cash segment in FY17

Distribution AUM picked up strongly to Rs 44 bn, +147% YoY

Blocks have seen solid traction in institution business

Operating leverage is becoming visible; Ample scope still exists

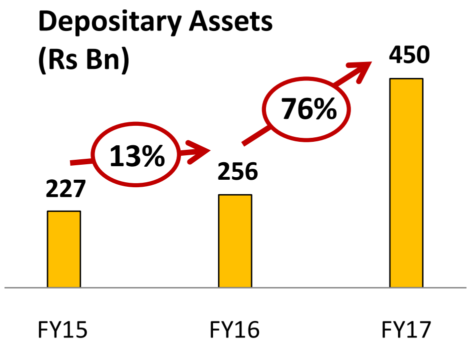
Particulars *Rs million*	Q4 FY17 Mar 31, 2017	Q4 FY16 Mar 31, 2016	Change (%) Y-o-Y	Q4 FY17 Mar 31, 2017	Q3 FY17 Dec 31, 2016	Change (%) Q-o-Q	FY17 Mar 31, 2017	FY16 Mar 31, 2016	Change (%) Y-o-Y
Total Revenues	1,981	1,389	43%	1,981	1,834	8%	7,197	5,496	31%
EBITDA	460	364	26%	460	747	-38%	2,275	1,485	53%
PBT	244	147	65%	244	520	-53%	1,429	794	80%
PAT	184	131	40%	184	429	-57%	1,088	605	80%

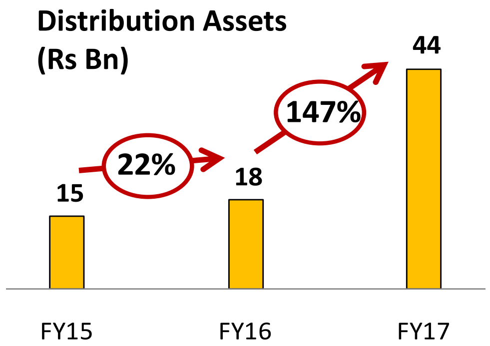
- QoQ decline in PAT is due to higher provisioning for year-end employee bonus on the back of strong business performance in the year and lower treasury gains in Q4FY17. Employee cost to revenue was 30% in Q4FY17 and 25% in FY17
- Distribution saw strong traction with Net Sales of Rs 16 billion, +133% YoY. AUM was Rs 44 billion, +147% YoY. With only ~20% of the distribution network tapped, we expect meaningful increase in AUM & fee income as cross-selling increases
- Market ADTO grew 35% YoY in FY17, with F&O up 36% YoY & cash up 23% YoY. Within cash, retail grew 39% YoY & institution was up 14%. Q4FY17 saw disproportionate high cash volumes in the market due to large-scale inter-promoter transfers
- MOSL's overall ADTO grew 45% YoY to Rs 85 billion in FY17. Market share in high-yield cash improved YoY, and overall market share was 2.1% in FY17 vs. 2% in FY16. Given the continued shift in market volume to F&O, blended yield in FY17 was 3.1 bps vs. 3.5 bps in FY16
- Some of the operating leverage from the investments in manpower (+72% from Mar-15), brand & technology is visible, as PAT margin improved to 15% in FY17 vs. 11% in FY16. However, the full benefit of operating leverage is yet to unfold.

Broking business - Significant traction on operating parameters

Retail Broking

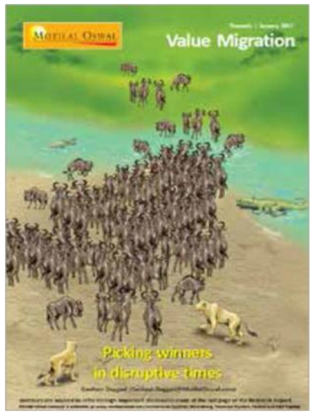
- Distribution saw significant traction in FY17. Net sales was Rs 16 billion, +133% YoY. AUM was Rs 44 billion, +147% YoY. With ~20% of the network tapped, we expect meaningful increase in AUM & fee income as cross-selling increases
- Sales productivity improved, with 50%+ A/Cs opened via e-KYC and 60%+ leads generated from online sources
- Online business continued to grow, especially from mobile. Online was 45% of retail volumes in FY17 vs 36% in FY16, while Mobile was 24% of online in FY17 vs 10% in FY16
- Retail client addition per annum was brisk. It was 62,000+ in FY17 vs. 48,000+ in FY16 and 38,000+ in FY15
- Continued traction seen in the currency business

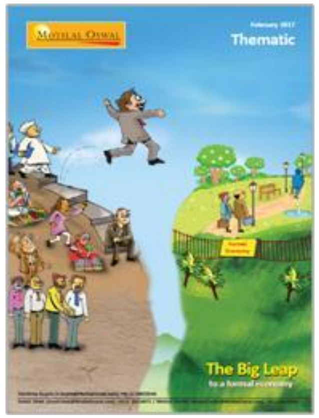


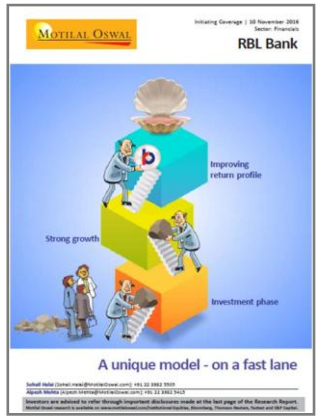


Institutional Broking

- Institutional clients were 630, +6% YoY. Empanellments added this year include several FIIs
- Blocks continue to gain solid traction within our institution volumes
- Differentiated research products evincing client interest
- AGIC remains one of the largest events in this segment. This year's event saw participation from 120+ companies and 750+ global investors
- Ranked in the Top-3 in Most Improved Brokerage and Events and Conferences at AsiaMoney 2016







Investment Banking – A milestone year

MOTILAL OSWAL
Financial Services

Topped the FY17 India QIP league table ranking

Completed 10 ECM transactions in FY17

BRLM for four transactions in FY17

Particulars	Q4 FY17	Q4 FY16	Change	Q4 FY17	Q3 FY17	Change	FY17	FY16	Change
Rs million	Mar 31, 2017	Mar 31, 2016	(%) Y-o-Y	Mar 31, 2017	Dec 31, 2016	(%) Q-o-Q	Mar 31, 2017	Mar 31, 2016	(%) Y-o-Y
Total Revenues	429	85	402%	429	151	184%	872	249	250%
EBITDA	309	22	1277%	309	131	135%	561	32	1662%
PBT	307	19	1477%	307	130	137%	554	19	2858%
PAT	202	9	2247%	202	87	133%	372	8	4616%

- FY2017 was a landmark year for the IB business, with all time high revenues since inception led by a number of marquee deals and firsts to our credit
- Topped the FY17 India QIP league table ranking, both in terms of number of deals and amount raised
- Completed 10 ECM transactions (IPO and QIP/OFS) in FY17, our best ever performance in terms of number of deals and value of transactions
- BRLM for four transactions in Q4FY17, including the IPOs of BSE and Avenue Supermart, and QIPs of Yes Bank and UBI. Also completed a marquee M&A transaction of Motherson Sumi's acquisition of PKC Group Finland
- Pipeline remains robust, with several high quality IPOs and potential advisory transactions

Capital Market Businesses

- Retail Broking & Distribution
- Institutional Equities
- Investment Banking

Asset & Wealth Businesses

- Asset Management
- Private Equity
- Wealth Management

Housing Finance

- Aspire Home Finance

Fund Based Business

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

Asset Management – Reaching critical mass

AMC Net Sales
Rs 57 bn in F17
10% YoY

AMC AUM
Rs 203 bn in FY17
94% YoY

Rank in Equity AUM*
9 in Mar 2017
vs. 14 in Mar 2015

Eq. MF Market Share**
~3.0% in Net Flows
~1.3% in Avg AUM

Particulars	Q4 FY17	Q4 FY16	Change	Q4 FY17	Q3 FY17	Change	FY17	FY16	Change
Rs million	Mar 31, 2017	Mar 31, 2016	(%) Y-o-Y	Mar 31, 2017	Dec 31, 2016	(%) Q-o-Q	Mar 31, 2017	Mar 31, 2016	(%) Y-o-Y
AUM (Billion)	203	105	94%	203	155	31%	203	105	94%
Net Inflows (Billion)	19	8	134%	19	16	17%	57	52	10%
Total Revenues	1,205	554	118%	1,205	876	38%	3,413	1,852	84%
EBITDA	272	108	151%	272	222	22%	765	364	110%
PBT	270	108	151%	270	220	22%	759	354	114%
PAT	177	70	153%	177	145	22%	498	264	88%

- AMC Net Sales were Rs 57 billion in FY17, +10% YoY. Quarterly net flow in Q4FY17 were Rs 19 billion, +134% YoY
- AMC AUM crossed the landmark Rs 200 billion mark this year, to close at Rs 203 billion, +94% YoY
- Net Sales of Rs 57 billion in the context of the closing AUM of Rs 203 billion provides visibility of continued strong AUM growth
- Net Yield was ~1% in FY17 vs. ~0.8% in FY16
- Advt./mktg. spends were Rs 182 million in FY17, +105% YoY, forming 13% of net revenue in FY17. This should boost brand-recall
- Total costs ex-distribution sharing were Rs 654 million in FY17, +55% YoY. Significant investments in manpower (+48% from Mar-15) and advertising/marketing have been upfronted, which should help build operating leverage in the future
- Financial savings to total savings in India has risen from 31% in FY12 to 41% in FY16. Our AMC will be a beneficiary of this trend
- In offshore, which is 2X of institutionally managed equity assets in India, we are seeing initial interest in our offshore products

**Rank includes our AUM in Equity MF, PMS & AIF; Industry AUM includes Equity MF assets excl Arbitrage funds*
***Includes only Open-Ended Equity Mutual Funds*

[1] Inception Date: 25/03/2003. These returns are of a Model Client as on 31st Mar 2017. 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. Benchmark is Nifty 50 Index

MOAMC - Product Performance & Market Share

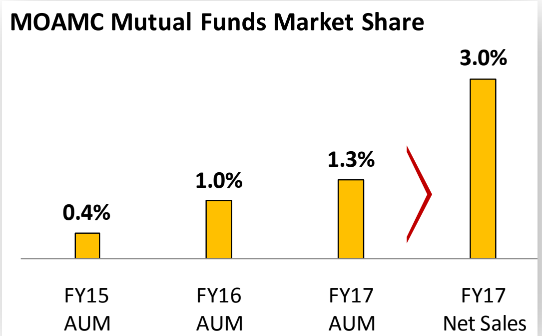
- Investment performance was robust this year (As of Mar 17, our longest-running Value PMS delivered ~25% CAGR in 14 years1)
- ~14% of non-mutual fund AUM was performance-fee linked, as of Mar 2017. Our target is to increase this further
- All 3 mutual funds complete their 3-year performance track record, which should enhance participation from distributors

Alpha generation across MOAMC Strategies *
(Performance since inception)

Product	Scheme	Strategy	Inception Date	Total Return	Alpha over Benchmark
PMS	Value	Large-Cap	25 Mar 2003	25.1%	8.0%
PMS	NTDOP	Multi-Cap	11 Dec 2007	18.8%	10.9%
PMS	IOP	Mid-Cap	15 Feb 2010	17.5%	4.7%
Mutual Fund	F-25	Large-Cap	13 May 2013	19.0%	7.4%
Mutual Fund	F-35	Multi-Cap	28 Apr 2014	34.7%	5.1%
Mutual Fund	F-30	Mid-Cap	24 Feb 2014	33.8%	18.8%

** Read above fund performances with their corresponding Disclaimers in the funds' Fact Sheets, which are available in www.motilaloswalmf.com.*

MF AUM Market Share should converge towards MF Net Sales Market Share eventually



Private Equity – Demonstrating profitability and scalability

Growth PE Funds demonstrated robust profitability

Real Estate Funds shown significant scalability

Fundraising for IBEF III to commence from FY18

Particulars	Q4 FY17	Q4 FY16	Change	Q4 FY17	Q3 FY17	Change	FY17	FY16	Change
Rs million	Mar 31, 2017	Mar 31, 2016	(%) Y-o-Y	Mar 31, 2017	Dec 31, 2016	(%) Q-o-Q	Mar 31, 2017	Mar 31, 2016	(%) Y-o-Y
Total Revenues	85	152	-44%	85	100	-15%	401	466	-14%
EBITDA	(1)	36	-102%	(1)	40	-102%	97	152	-36%
Exceptional items	48	0	nm	48	0	nm	551	0	nm
PBT	42	34	25%	42	35	20%	637	143	345%
PAT	29	18	61%	29	22	31%	502	104	384%

Growth PE Funds

- IBEF I has seen 6 full-exits & 2 partial exits in 2 companies till-date, translating into ~209% capital returned (INR). It is likely to deliver a gross multiple of ~3.5X. This means over half of the estimated profits are yet to be booked
- IBEF II committed 100% across 11 investments so far, after raising commitments from marquee institutions
- Fundraising for IBEF III is expected to commence in FY18

Real Estate Funds

- IREF I has seen full/partial exits from 6 projects so far, translating into ~90.5% capital returned to investors
- IREF II is fully deployed in 12 investments. It secured 2 full exits and has returned ~ 29% money to investors. Its XIRR on exited investments is ~27%
- IREF III has raised commitments of ~Rs 9 billion so far, of which ~50% is committed in 7 investments

Wealth Management – Focus on client wallet-share & productivity

MOTILAL OSWAL
Financial Services

Wealth Net Sales
Rs 18 bn in FY17
21% YoY

Wealth AUM
Rs 101 bn in FY17
57% YoY

Client Families
14% YoY

Deepening our client wallet-share & RM productivity

Particulars	Q4 FY17	Q4 FY16	Change	Q4 FY17	Q3 FY17	Change	FY17	FY16	Change
Rs million	Mar 31, 2017	Mar 31, 2016	(%) Y-o-Y	Mar 31, 2017	Dec 31, 2016	(%) Q-o-Q	Mar 31, 2017	Mar 31, 2016	(%) Y-o-Y
AUM (Billion)	101	64	57%	101	91	11%	101	64	57%
Net Inflows (Billion)	4	4	2%	4	4	-16%	18	15	21%
Total Revenues	242	144	69%	242	150	62%	720	444	62%
EBITDA	85	47	80%	85	49	73%	223	139	60%
PBT	83	39	114%	83	48	74%	205	109	88%
PAT	51	26	98%	51	31	65%	132	71	85%

- Wealth Net Sales were Rs 18 billion in FY17, +21% YoY. Quarterly net flow in Q4FY17 were Rs 4 billion, + 2% YoY
- Wealth AUM crossed the Rs 100 billion mark this year, and closed FY17 at Rs 101 billion, +57% YoY
- Net Sales of Rs 18 billion in the context of the closing AUM of Rs 101 billion provides visibility of continued strong AUM growth
- Net Yield was high at ~0.87% in FY17, due to the higher share of equity & alternates in our AUM
- A strong brand image has helped to attract quality RM talent
- Inclination to invest in financial assets remains high, and flows should be brisk in the coming quarters

Capital Market Businesses

- Retail Broking & Distribution
- Institutional Equities
- Investment Banking

Asset & Wealth Businesses

- Asset Management
- Private Equity
- Wealth Management

Housing Finance

- Aspire Home Finance

Fund Based Business

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

Aspire Home Finance (1/3)

HFC Disbursals
Rs 24 bn in FY17
32% YoY

HFC Loan Book
Rs 41 bn in FY17
2X YoY

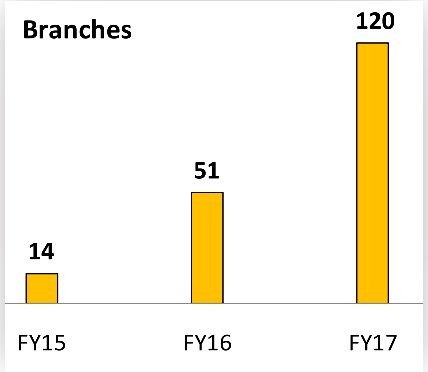
Expanded into 5 new states this quarter; Present in 9 Pan-India

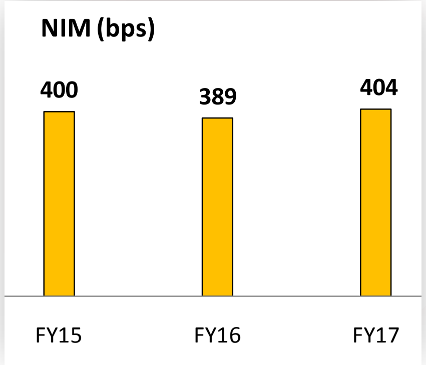
Gearing remains conservative

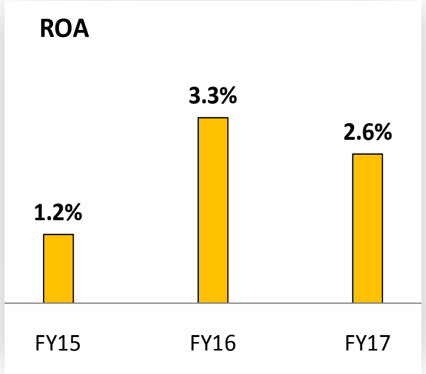
Particulars	Q4 FY17	Q4 FY16	Change	Q4 FY17	Q3 FY17	Change	FY17	FY16	Change
Rs million	Mar 31, 2017	Mar 31, 2016	(%) Y-o-Y	Mar 31, 2017	Dec 31, 2016	(%) Q-o-Q	Mar 31, 2017	Mar 31, 2016	(%) Y-o-Y
Sanctions (Billion)	12	9	28%	12	5	122%	31	24	33%
Disbursements (Billion)	9	7	26%	9	3	178%	24	18	32%
Loan Book (Billion)	41	21	98%	41	33	24%	41	21	98%
Gross NPL%	0.6%	0.2%		0.6%	0.6%		0.6%	0.2%	
Net Interest Income (NII)	417	204	104%	417	302	38%	1,259	476	164%
Other Income	334	260	29%	334	162	107%	951	644	48%
Total Income	751	464	62%	751	464	62%	2,209	1,120	97%
Operating Profit (Pre- Prov.)	481	298	61%	481	299	61%	1,379	688	100%
PBT	436	268	63%	436	269	62%	1,257	613	105%
PAT	286	177	62%	286	174	65%	821	400	105%

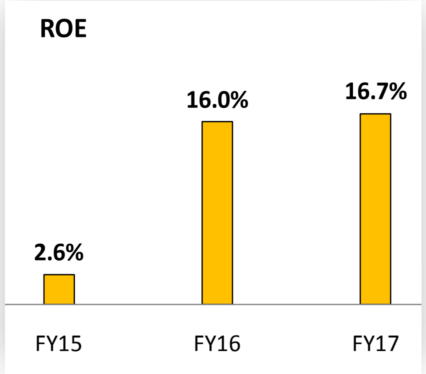
- Expanded into 5 new states in Q4FY17, i.e. Rajasthan, Karnataka, Andhra Pradesh, Tamil Nadu & Chattisgarh
- Disbursements of the HFC industry in these 5 states was ~Rs 450 billion in FY15. This gives an indication of the addressable market
- This is similar to the disbursements of the HFC industry in our existing 4 states, i.e. Maharashtra, Gujarat, MP & Telangana
- Branch network increased from 51 to 120 YoY, with 32 branches in the new 5 states

Aspire Home Finance (2/3)









- Disbursements in FY17 were Rs 24 billion, +32% YoY. Quarterly net flow in Q4FY17 were Rs 9.2 billion, +26% YoY
- Loan Book as of Mar 2017 was Rs 41 billion, +2X YoY. This was spread across ~46,000 families
- Disbursements in the context of the closing loan book provides visibility of continued strong growth in assets
- Average yield held firm at ~13.4% on a YoY basis
- ROA for FY17 was 2.6%, while ROE was 16.7%. Asset quality remains under control, with GNPL at 0.6% as of Mar 2017
- Diversified liability profile, with ~58% from NCD and ~42% from bank loans as of Mar 2017
- 32 Banks* extended credit lines & NCD were allotted to 22 institutions, as of Mar 2017. These were 29 & 14 as of Mar 2016
- Average cost of borrowings was ~9.4%, while it was ~9% on borrowings raised in FY17
- Credit ratings are CRISIL A+ Stable and ICRA AA-. Gearing remains conservative, with Debt/Equity ratio at 6X
- Increase in state outreach (4 to 9 YoY), branches (51 to 120 YoY) and employees (489 to 1,051 YoY) resulted in a high Cost-Income ratio of ~36% in FY17 vs. ~37% in FY16, despite doubling of the loan book. This expansion is expected to yield results in FY18

** Includes 30 Banks and 2 NBFCs as of Mar 2017 vs. 28 Banks and 1 NBFC as of Mar 2016*

Aspire Home Finance (3/3)

- Maintained steady operating metrics:-
  - Average ticket-size was Rs 0.90 million as of Mar 2017 vs. Rs 1 million as of Mar 2016 and Mar 2015
  - With expansion into Tier II/III towns, the average ticket-size tapered down slightly in FY17
  - LTV was ~60% as of Mar 2017 vs. ~64% as of Mar 2016 and ~71% as of Mar 2015
  - FOIR was ~46% as of Mar 2017, which is same as the previous two years
- Cumulative capital infusion from sponsor is Rs 5 billion and net worth is Rs 6 billion, as of Mar 2017
- Invested into digital initiatives with the aim to reduce operational costs and turnaround-times, and improve customer convenience. These include our new apps for sales, credit, clients and vendors. A collections app will soon be launched
- Mr Anil Sachidanand, MD & CEO, was awarded “Entrepreneur of the Year (Finance) Award” by 24MRC Network
- PMAY credit-linked interest subsidy scheme announced by the government is a demand-side boost to this sector. Bulk of Aspire’s loans qualify for this scheme
- Recent initiatives like tax-relief to developers for unsold stocks for 1 year post project completion and reclassification of housing unit size from 30-60 sq. m. built-up area to 30-60 sq.m. carpet area for subsidy qualification are supply-side boosts
- With affordable housing space accorded “infrastructure” status, the cost of funds is expected to come down for the sector

Capital Market Businesses

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- Institutional Equities
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- Aspire Home Finance

Fund Based Business

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

Fund Based Business : Commitments to grow RoE

Investments in MOAMC mutual funds (at cost): Rs 6.4 bn

Unrealized gain on MF investments: Rs 3.3 bn (not included in P/L)

Investments in MO PE/RE funds (at cost): Rs 2.6 bn

Exits from 1st PE fund led to portfolio gains of Rs 0.3 bn this year

MOFSL Standalone

Particulars *Rs million*	Q4 FY17 Mar 31, 2017	Q4 FY16 Mar 31, 2016	Change (%) Y-o-Y	Q4 FY17 Mar 31, 2017	Q3 FY17 Dec 31, 2016	Change (%) Q-o-Q	FY17 Mar 31, 2017	FY16 Mar 31, 2016	Change (%) Y-o-Y
Total Revenues	180	167	8%	180	192	-6%	1,424	1,109	28%
EBITDA	130	132	-1%	130	149	-13%	1,229	910	35%
Exceptional items	24	0	nm	24	0	nm	61	0	nm
PBT	60	30	98%	60	45	33%	857	535	60%
PAT	58	25	130%	58	56	4%	863	465	85%

Exceptional items 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

- These commitments have not only helped “seed” our new businesses by investing into scalable, high-ROE opportunities, but they also represent highly liquid “resources” available to use for future investments into business, if required
- Unrealized gain on MF investments as of Mar 2017 is Rs 3.3 billion, which is not reflected in the reported PAT. Had this been included, ROE would have been ~31%, much higher than what was reported
- Post-tax XIRR of these MF investments (since inception) of ~24% validates the demonstrated long term performance track record of our QGLP investment philosophy (Value PMS scheme has delivered 25% CAGR* in 14 years)
- PAT reported in MOFSL Standalone includes dividend from Private Equity business on account of carry share; which being intercompany gets eliminated in the Consolidated financial statements
- LAS lending book, Rs 2.4 billion now, is being run as a spread business

** Inception Date: 25/03/2003. These returns are of a Model Client as on 31st Mar 2017. 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. Benchmark is Nifty 50 Index*

Transformation

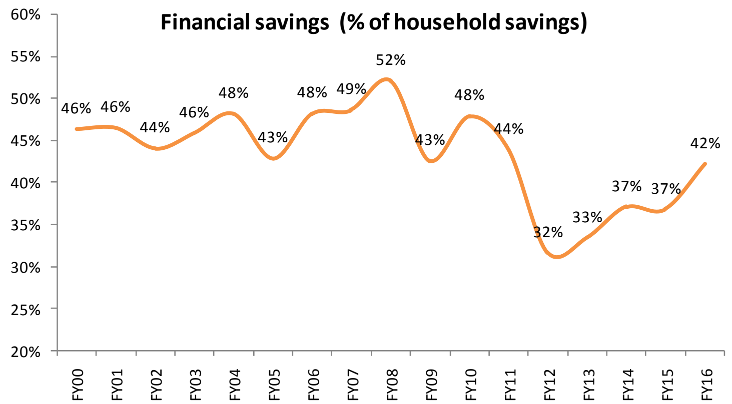
Financials

Businesses

Interesting Exhibits

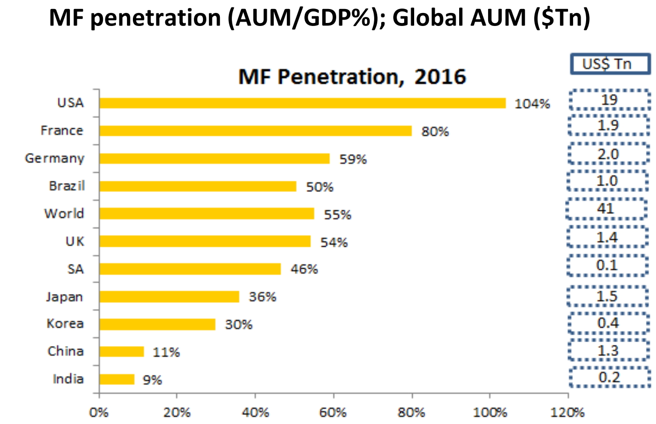
Asset Management:
Rising financial assets; MF underpenetrated

Higher allocation to financial assets signifying opportunity for MFs



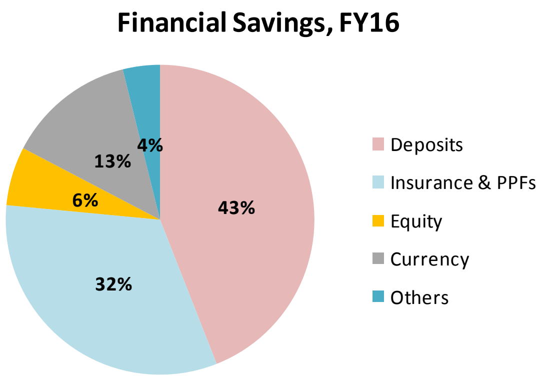
Source: RBI

Low penetration of MFs provides headroom for growth



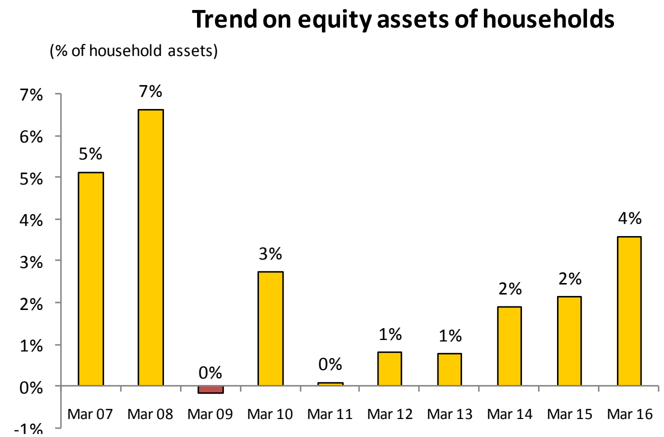
Source: Bloomberg, IIFA Report

Equities are underpenetrated within Indian financial assets



Source: RBI

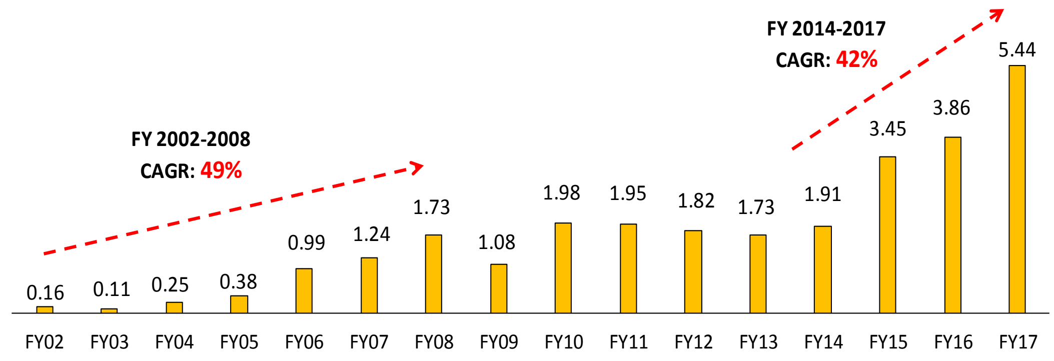
Equity assets are rising in recent years



Source: RBI

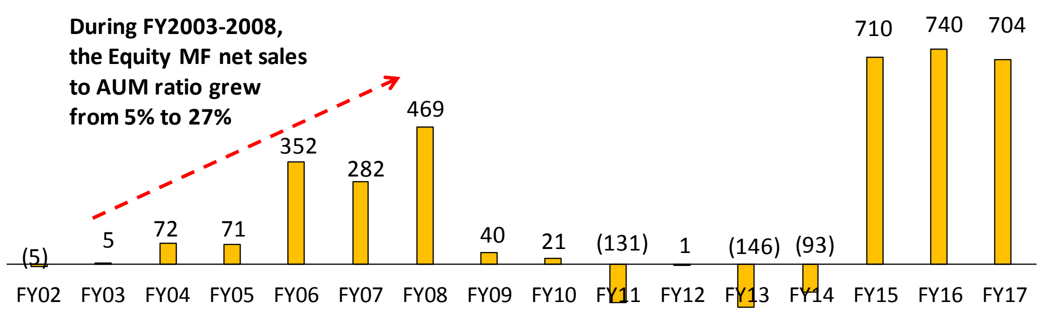
Asset Management:
Current equity MF spike is just like FY02-08 cycle

The last upcycle from FY02-08 saw a significant spike in Equity MF AUM; It has again seen rapid traction from FY14 onwards (Rs Tn)



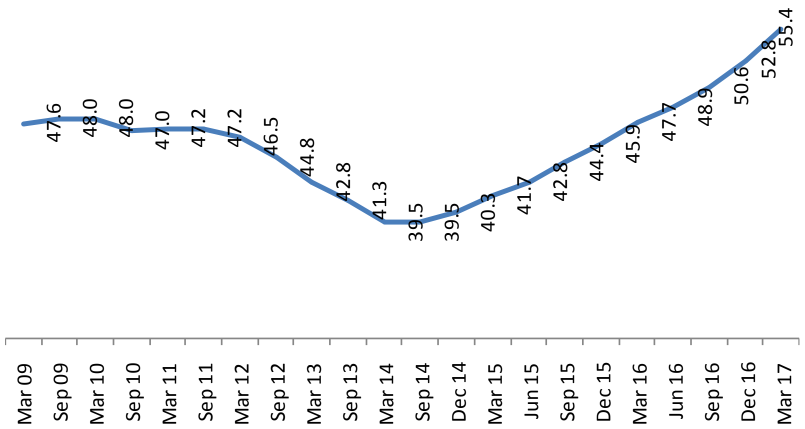
Source: AMFI

Market performance drives MF net flows, a repeat of the last cycle (Rs Bn)



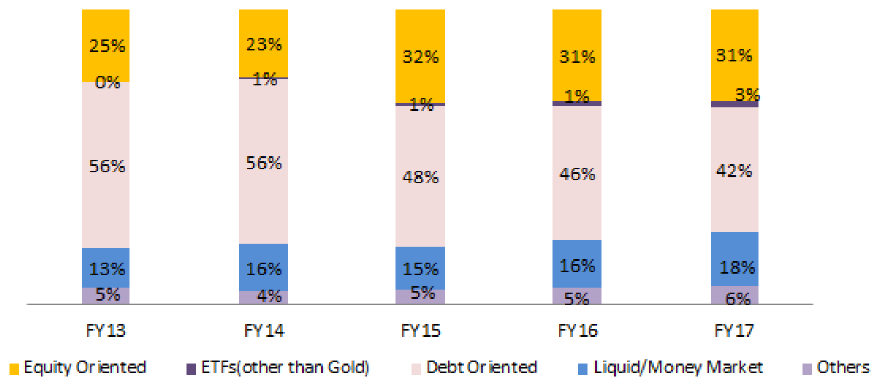
Source: AMFI

Investor A/Cs (Mn) in MF industry took off since mid-2014



Source: AMFI

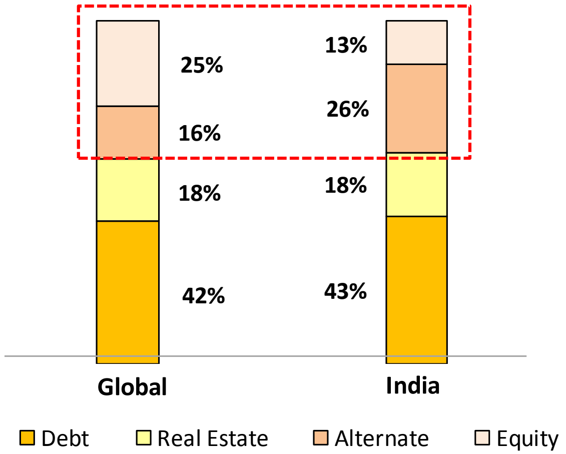
Proportion of Equity in Industry MF AUM mix went up in 5 years



Source: AMFI

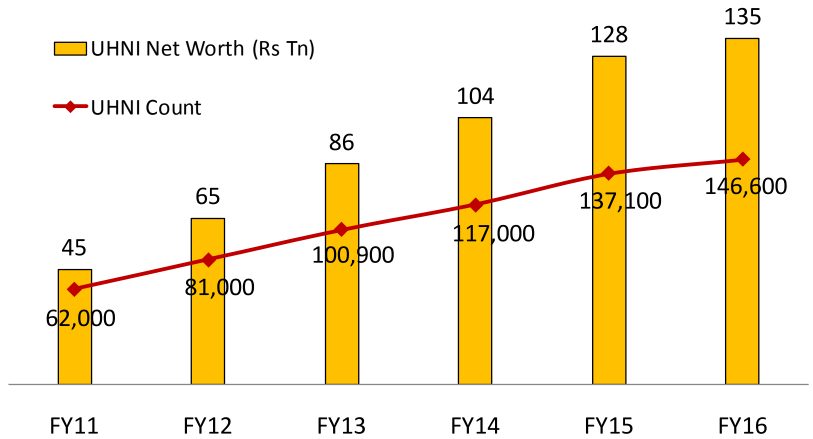
Wealth Management:
HNI wealth picking up; HNI assets in MFs growing, esp in equity MFs

Individual Wealth distribution shows India has a higher share of Alternates, but lower share of Equity, to global averages



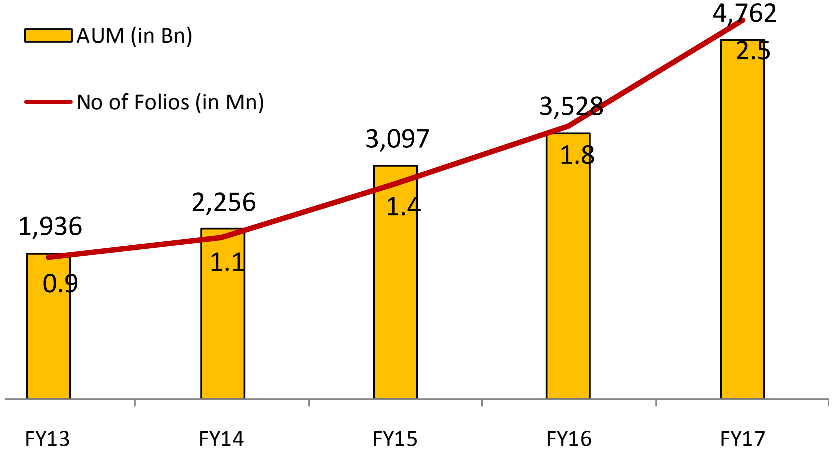
Source: Karvy Wealth report, 2016

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

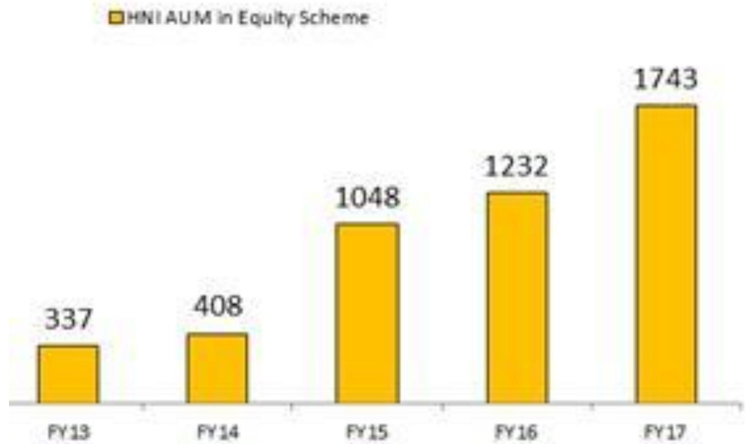


Source: Kotak Top of Pyramid Report

HNI's mutual funds AUM grew at 25% CAGR in the last 4 years (Rs Bn); Folios also picked up (Mn)



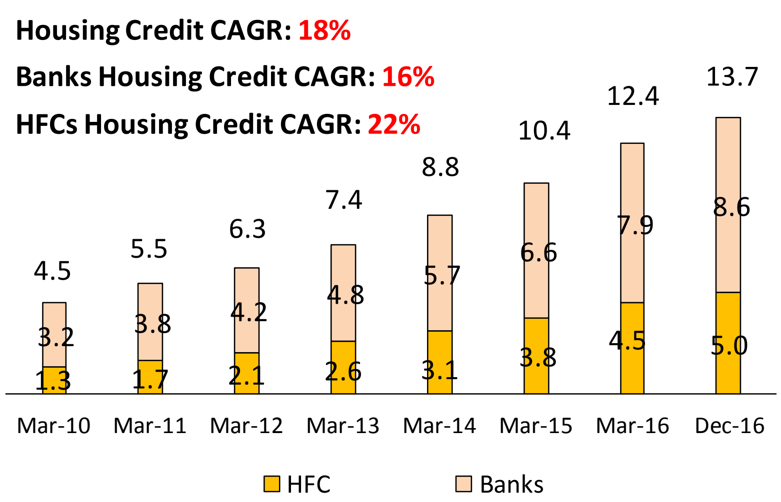
HNI's equity mutual funds AUM have picked up at a higher CAGR of 50% in the last 4 years (Rs Bn)



Source: AMFI

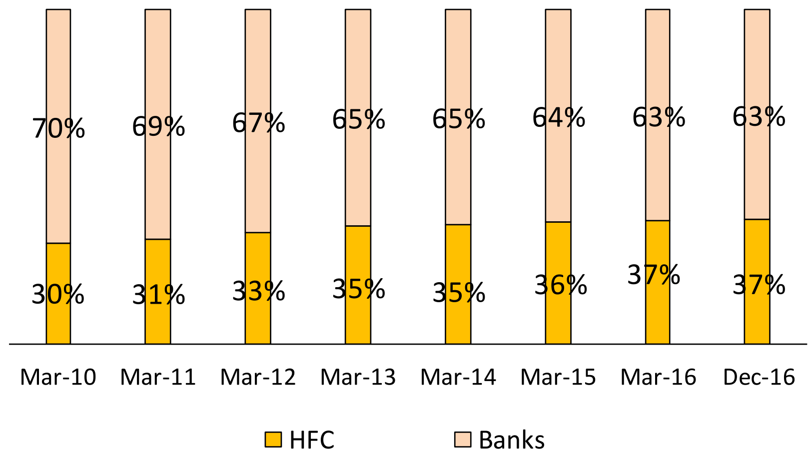
Housing Finance:
Housing Finance holds ample potential; Moving from banks to HFCs

India's housing credit market grew significantly recently (Rs Tn)



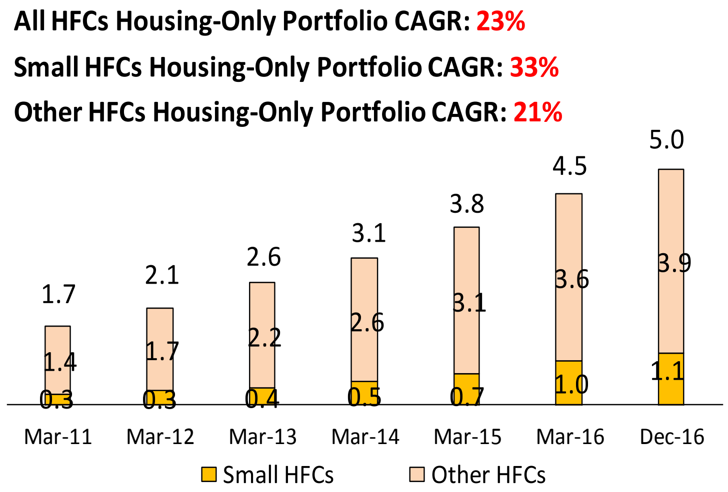
Source: ICRA

HFCs share picked up as it grew at a faster pace than Banks



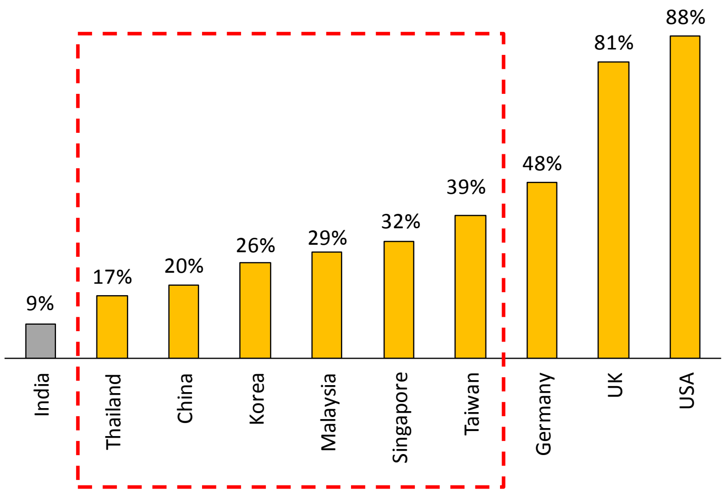
Source: ICRA

Within the pure Housing-Only portfolio of all HFCs, that of Small HFCs has outpaced the other HFCs (Rs Tn)



Source: ICRA

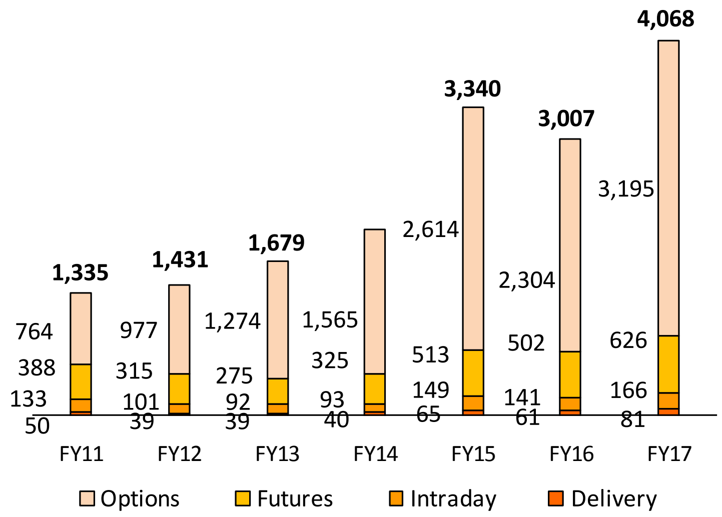
Mortgage penetration rates (approx.) show India is still relatively underpenetrated vs its Asian peers



Source: ICRA

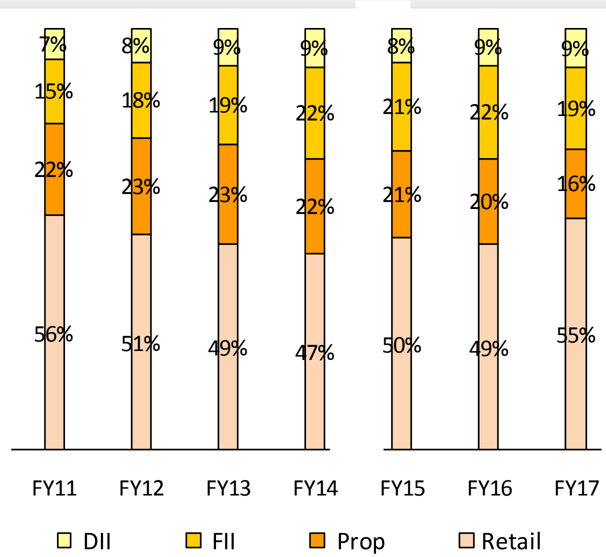
Capital Markets:
Cash volumes hold strong; retail cash volumes pick up

Market ADTO picked up this year in the cash segment, especially in delivery segment (Rs Bn)



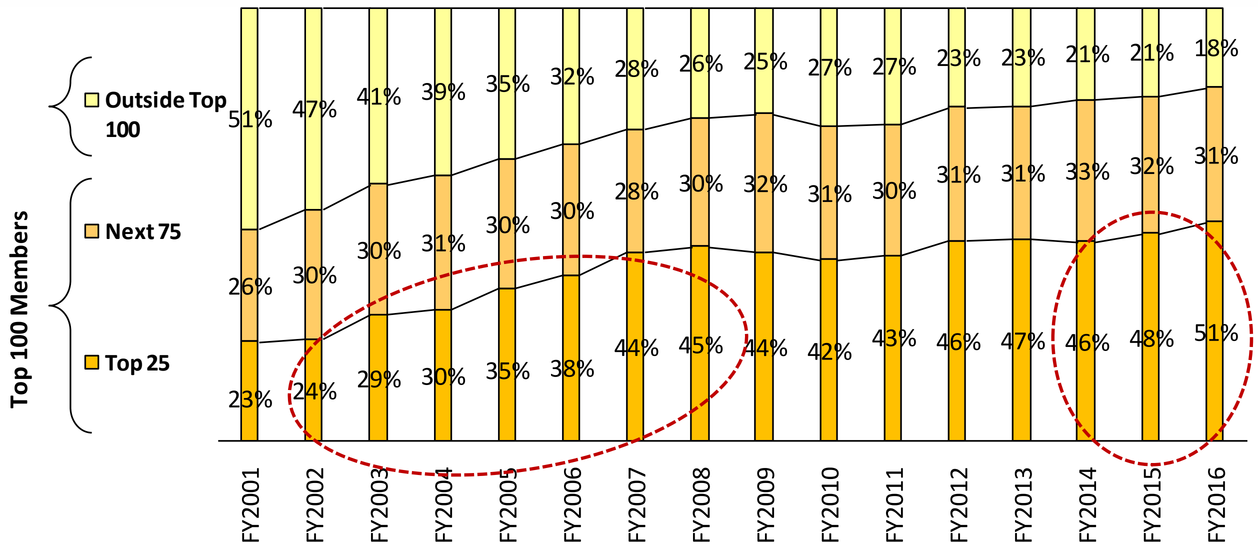
Source: NSE, BSE

Proportion of retail volumes in the cash volume picked up this year



Source: NSE, BSE

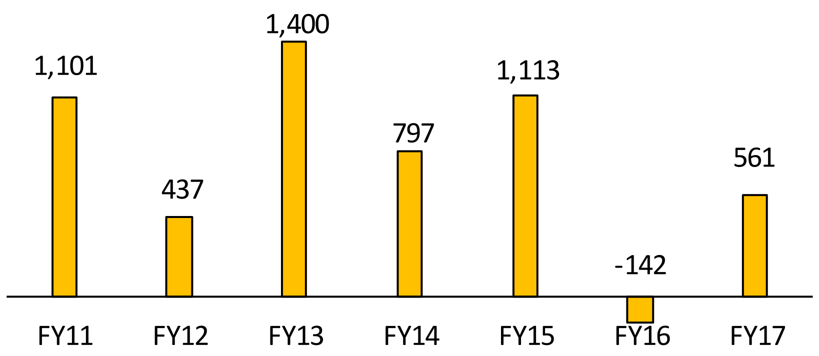
Proportion of NSE cash volumes consolidated to the largest brokers during bull-phases in the markets, not bear-periods



Source: NSE

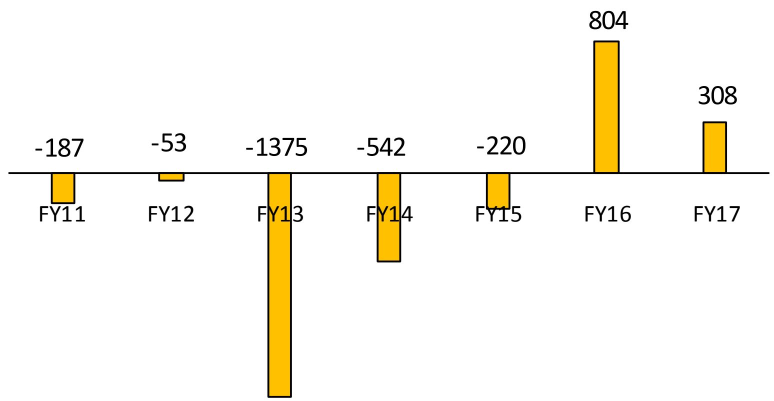
Capital Markets:
FIIs clock healthy inflows; Higher-value IPOs pick up in FY17

FIIs clocked higher net inflows in FY17, after net outflow in FY16 (Rs Bn)



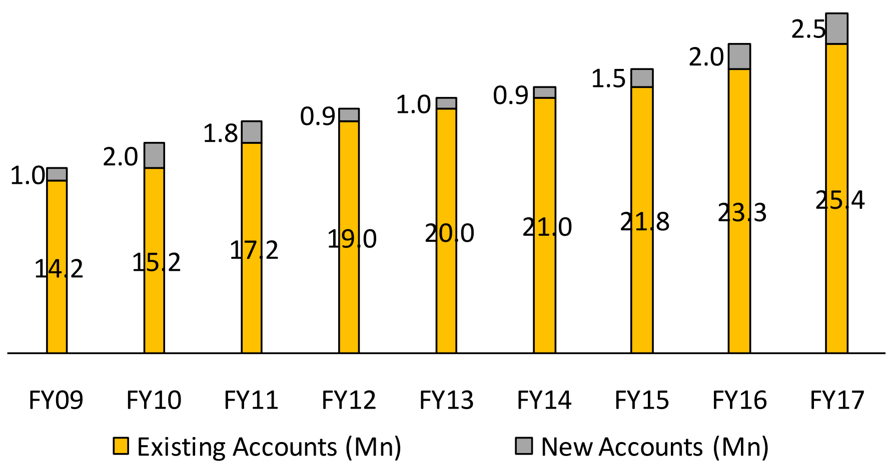
Source: NSE, BSE

DIIs record lower net inflows in FY17, after a strong runrate seen in FY16 (Rs Bn)



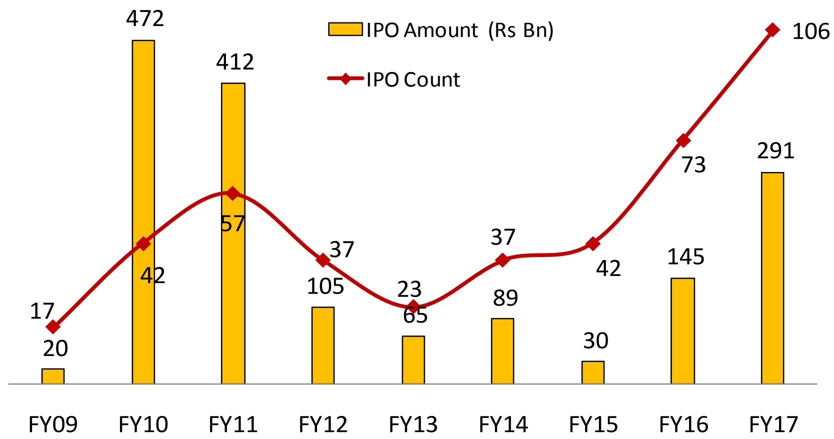
Source: NSE

As momentum in IPO activity continued, incremental demat accounts continued to grow at a healthy pace



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

Thank You

Contact:

Shalibhadra Shah
Chief Financial Officer
Motilal Oswal Financial Services Limited
Tel: 91-22-39825500 / 91-22-33124917
Email: shalibhadra.shah@motilaloswal.com

Sourajit Aiyer
AVP–Investor Relations & Corporate Planning
Motilal Oswal Financial Services Limited
Tel: 91-22-39825500 / 91-22-39825510
Email: sourajit.aiyer@motilaloswal.com