



Motilal Oswal Financial Services Limited

Largest Integrated Capital Market Player*

Primed to Benefit From India's Multi-Trillion Dollar Opportunities

 *Fine Tuning the*
Compounding
Machine

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Compounding Machine

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MOFSL Value Proposition

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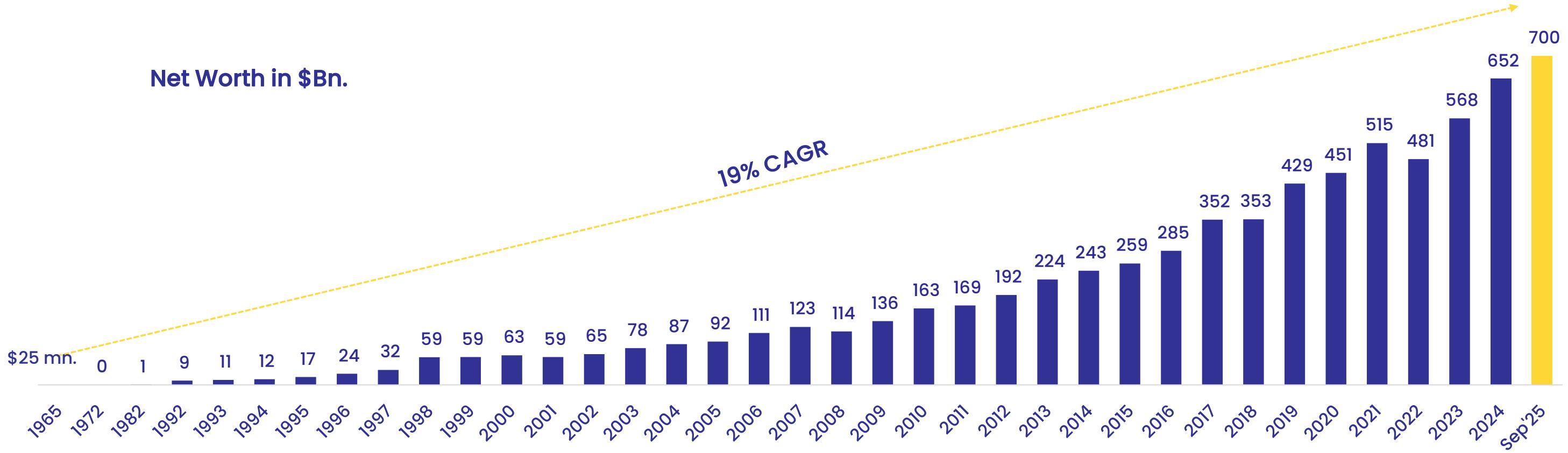
Highly Professionalized Management

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Other (Tech, ESG, Philanthropy)

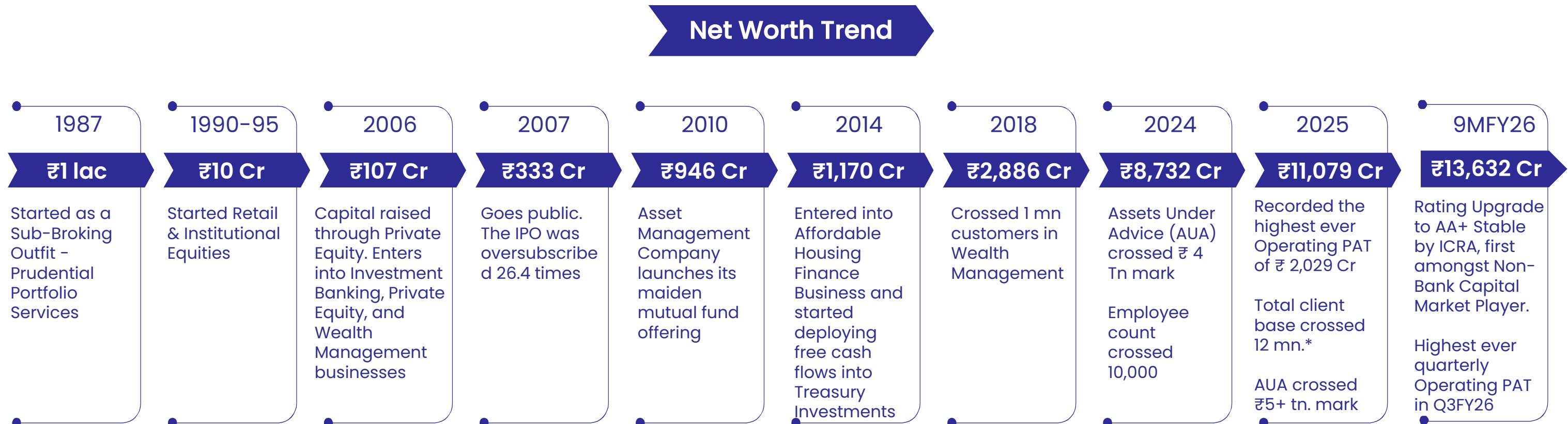
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Our inspiration – Berkshire Hathaway



MOFSL's Power of Compounding

Demonstrated over ~4 Decades

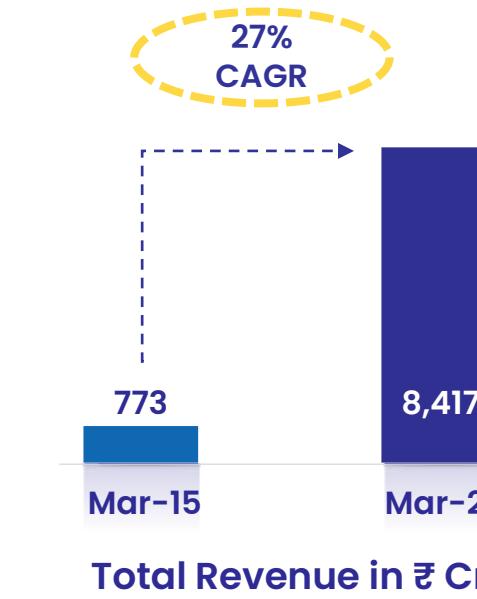


*Aggregated nos. of customers of each business

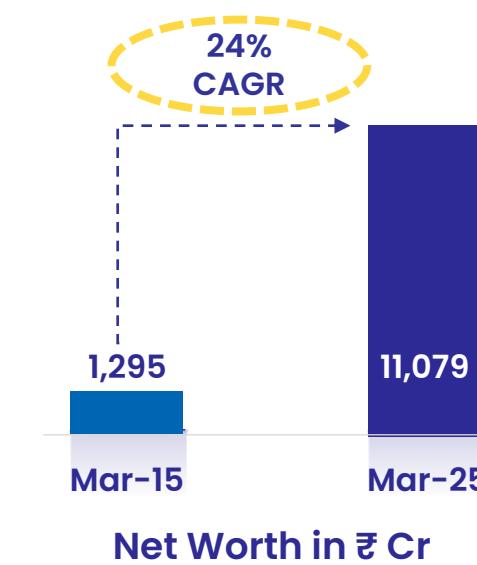
MOFSL's Strong Decadal Compounding Journey



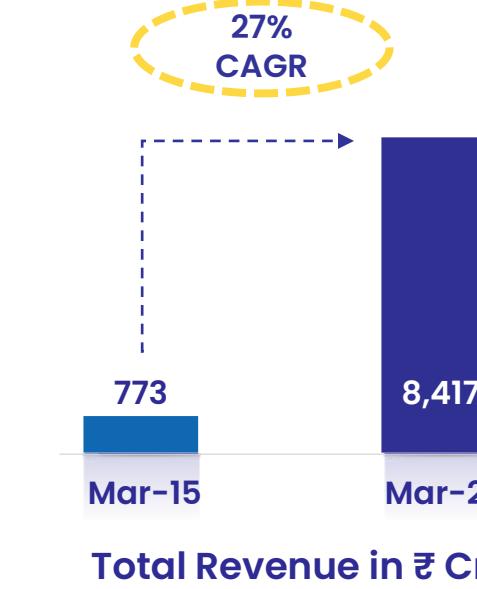
Profit growth has been higher than revenue growth



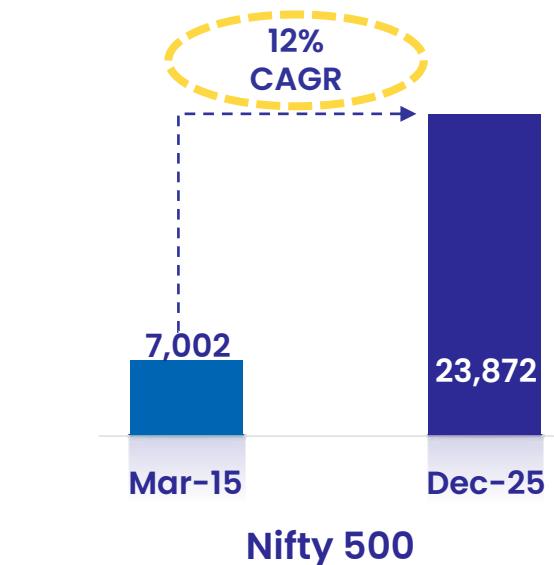
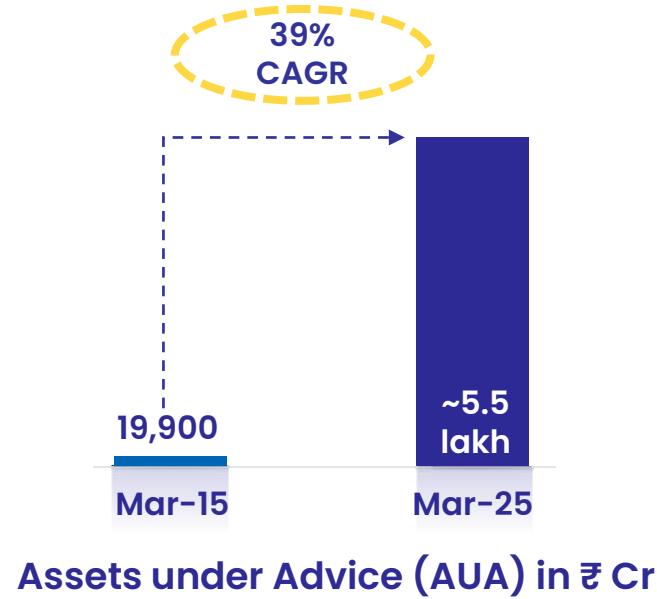
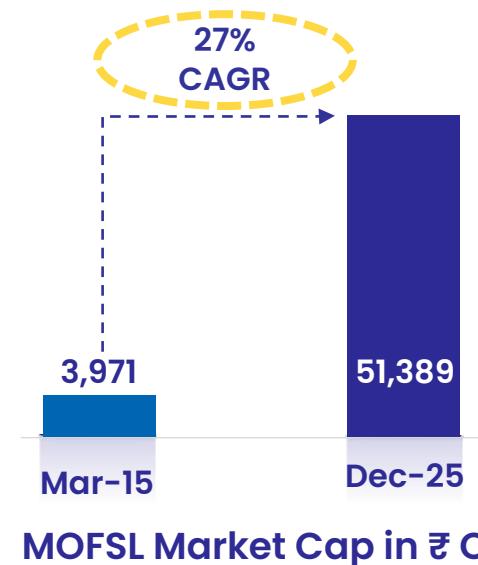
MOFSL's market cap has outperformed the Nifty 500 Index by 15% CAGR



Assets under Advice have posted 39% CAGR in the last decade



TTM PAT Ranking 138#



*As on Jan 23, 2026. #TTM for period from Oct'24 to Sep'25

amongst listed entities

Think Equity. Think Motilal Oswal.

MOFSL's Twin-Engine model

Large Treasury Book Drives Operating Businesses Growth



Proven Record Of Superior Capital Allocation Strategy

Highly Beneficial For Long Term Growth, Without Diluting Equity Capital



Proven Model – Berkshire Hathaway.

Many Advantages Of Large Balance Sheet In a High Growth Sector.

Capital Intensity of the businesses is rising

Keep Financial Leverage in control.

To tap adjacencies in each of the existing businesses

Collateral support for group borrowings.

Absorbing shocks in an uncertain environment

Don't have to raise external capital.



Unmatched Record in Indian Markets.

Only Integrated Capital Market Player with ~4 Decade History

PAT Growth of 31% since FY14. No external equity capital raise since IPO in 2007.

Executed 3 buybacks. Annual Dividend Payout of 20% every year.

Twin Engine: Backbone of the group's growth over the past decade

Treasury Book CAGR of 42% since FY14. XIRR of 18.5%

Highest Credit Rating of AA+ within the capital market segment

Prudent Capital Allocation to foster new opportunities and grow existing businesses

Comprehensive Solutions Across Client Categories



Servicing All Client Segments

95%+
Pin-code
coverage in India.

1,600+ RMs
100+ Research
Team.

7+ Lakh Cr
Group Asset
Under Advice.

Clients:
AMC Folios
9.9+ Mn.
Broking
5.3+ Mn.

Mass Affluent Customers

Affluent Customers

HNI

UHNI

Family Offices/Promoters

Corporates

Investment Funds

Investment Banking

- Equity Capital Markets
- M&A Advisory
- IPOs
- QIP



Asset Management

- Mutual Funds
- ETFs & Index Strategies
- Public Markets PMS/AIF
- Global Feeder Funds



Alternates

- Private Equity
- Real Estate
- Private Credit



Wealth Management

- Managed F&O solutions
- Commodity solutions
- MTF, LAS
- Leveraged Financial Products

Institutional Equities

- Equity Research
- Institutional Client Derivative Strategies
- Block Deals

Private Wealth

- Multi-asset Solutions
- Investment charter
- Alternate assets
- Credit solutions
- Treasury solutions
- Co-investment
- Tax & Estate Planning

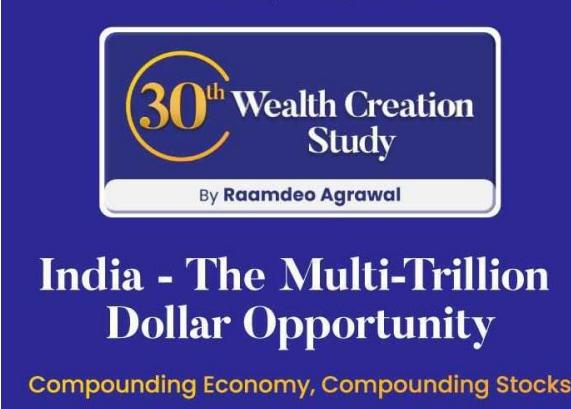
Foundation

- Co-investment opportunities in philanthropic initiatives in some of the high impact educational and healthcare causes



Financialisation of India

Huge Runway of Growth For MOFSL

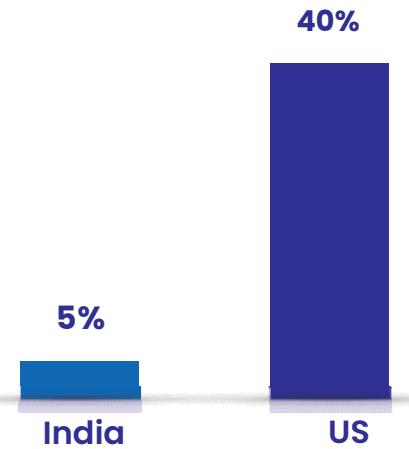


“Compounding economy, compounding stocks”

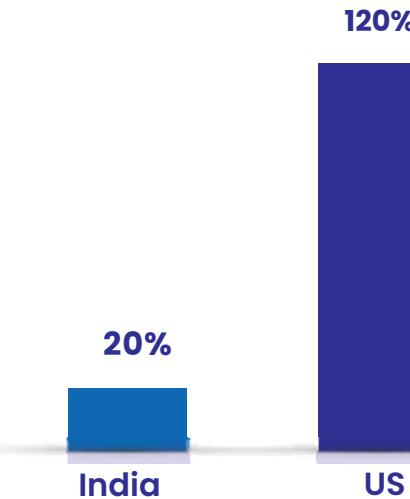
Our latest Wealth Creation Study highlights Multi-Trillion Dollar Opportunity in India. “Wealth Effect” will drive capital market players growth

[Click here for Full Report](#)

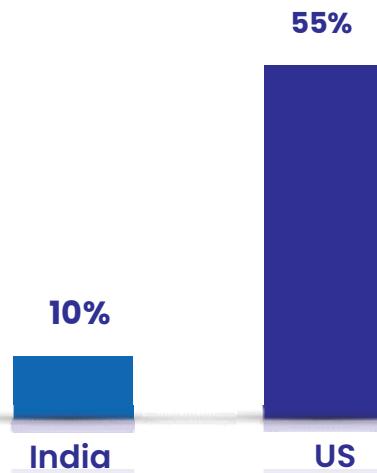
Savings in Equities



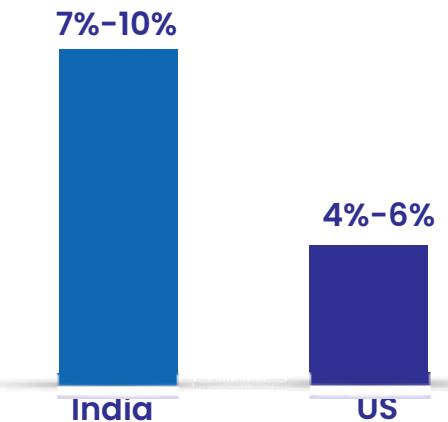
Mutual Funds AUM / GDP



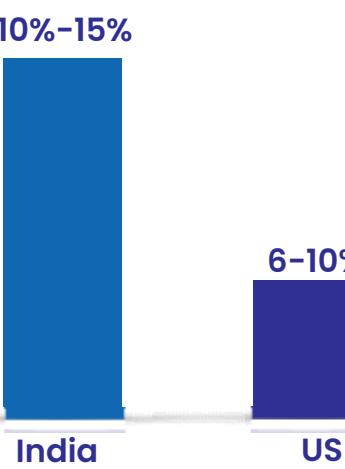
Retail Participation (Owns Stocks)



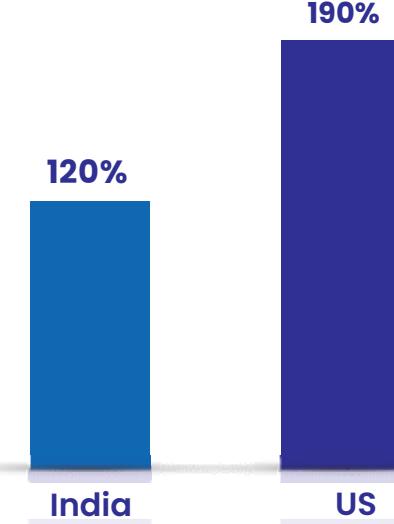
GDP Real Growth CAGR (Expected)*



Market Cap CAGR (Expected)*



Market Cap / GDP (x)



Market Cap CAGR is assumed to be 1.5x of Nominal GDP growth over long term

MOFSL: Leader In India's Financialisation Growth Journey

Boosted by Unique Twin Engines Business Model



Engine #1: Operating businesses

Robust Past

Operating PAT clocked 31% CAGR in last decade.

Operating PAT

Headroom to Gain Market Share

Optimistic about the future growth with

- Strong momentum in each of the segment
- Continuous Market Share Gain
- Operating Leverage

Engine #2: Treasury Investments

Book posted 42% CAGR since inception

Treasury investments book

Average 20% of operating PAT in the last decade*

Dividend Payout**

Reported 24% CAGR in the last decade*

Net worth

To maintain / improve the existing IRR

To maintain payout subject to working capital and business growth needs.

To maintain or improve

*from FY15 to FY25

As per Bernstein Research

** Includes Buyback

Momentum In Core Operating Earnings Growth Continue



Declared ₹ 6/- dividend per equity share

Ranking

Market capitalization
₹ 45,145 Crs*

PAT Ranking¹
138 amongst listed entities

M-cap Rank
204*

¹ TTM for period from Oct'24 to Sep'25

*As on Jan 23,2026

Q3FY26 Operating & Financial Snapshot

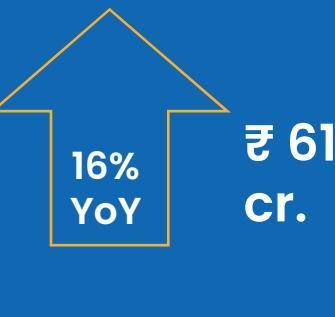
Assets under advice



Net Operating Revenue



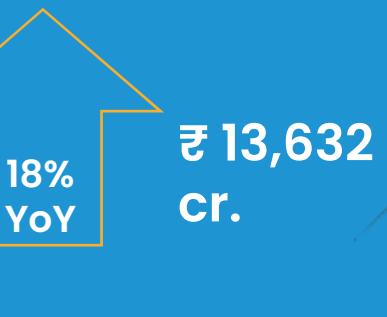
Operating PAT



Treasury Investments



Net Worth



Lending book



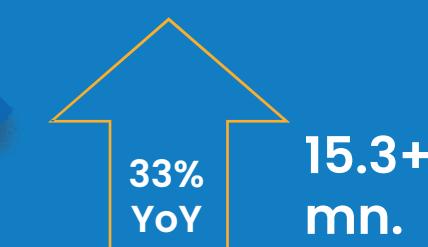
ROE

26%*

ARR Contribution in Net Revenue

~65%

Total Clients



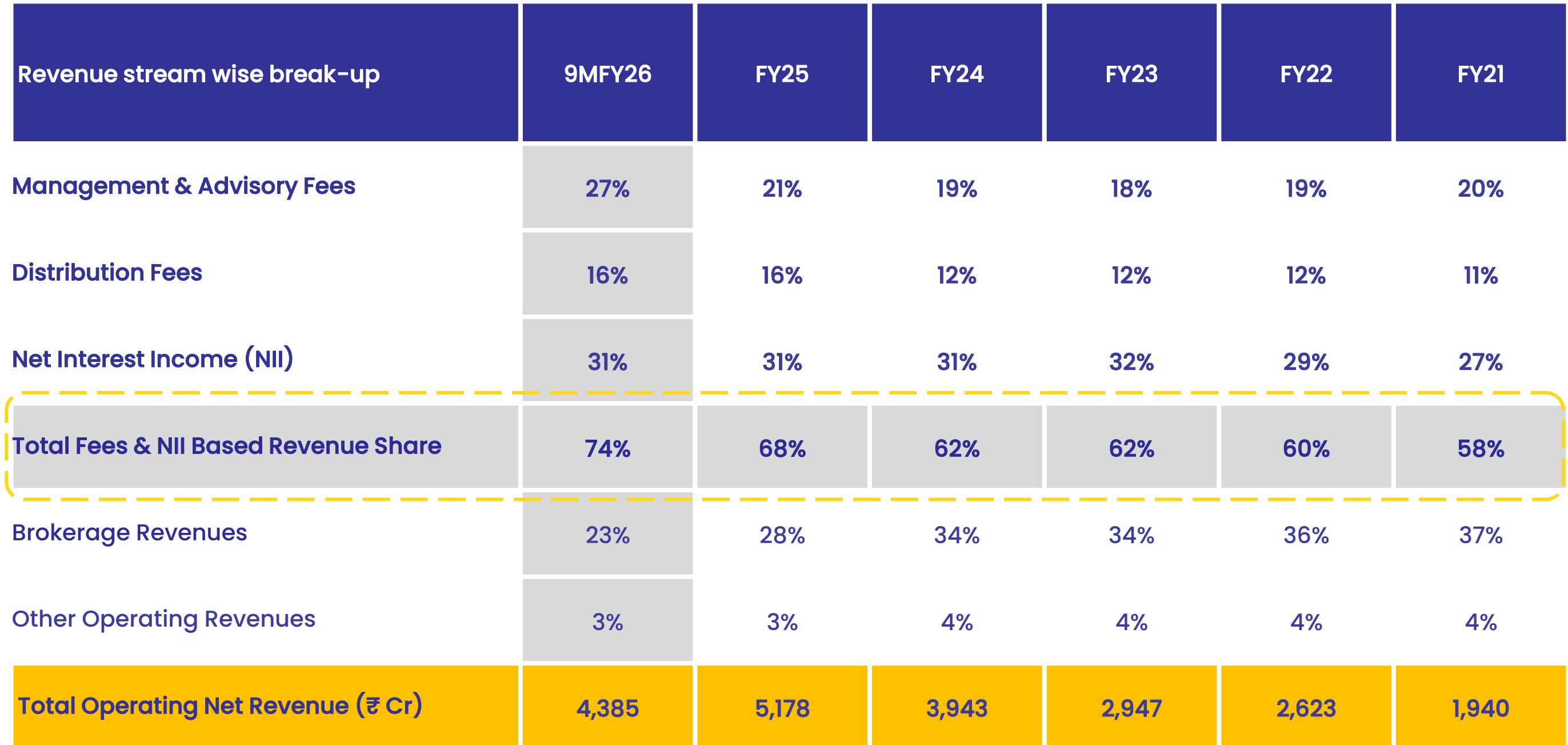
Employees

12,430+

*Annualised basis 9MFY26 PAT (incl OCI)

Focus on Sustainable and Fee Based Revenues

Share of Fees Based Revenues & NII increased to ~74% from ~58% in FY21



Asset & PWM Drives Highest Ever Quarterly Operating PAT



Particulars (₹ Cr)	Q3FY26	Q3FY25	YoY (%)	Q2FY26	QoQ (%)	9MFY26	9MFY25	YoY (%)
Net Revenue								
- Asset & Private Wealth Management	666	551	21%	649	3%	1,882	1,432	31%
- Wealth Management	572	570	-	560	2%	1,699	1,740	(2%)
- Capital Market	165	151	9%	209	(21%)	590	459	29%
- Housing Finance	116	96	21%	110	5%	326	274	19%
Total Net Revenues¹	1,497	1,345	11%	1,460	3%	4,385	3,856	14%
Employee Expense ²	479	453	6%	507	(6%)	1,505	1,284	17%
Other Expense	204	190	7%	213	(5%)	615	564	9%
Total Expense	683	644	6%	721	(5%)	2,120	1,848	15%
Profit Before Taxes (PBT)	814	701	16%	739	10%	2,265	2,008	13%
PBT Margin	54%	52%		51%		52%	52%	
Operating PAT	611	525	16%	554	10%	1,699	1,502	13%
Treasury Investments PAT³	110	(69)		(268)		738	1,216	
Total PAT³	721	456		286		2,436	2,718	

1. Net Revenue is calculated after excluding commission expenses, interest expenses and intercompany adjustments

2. Includes the impact of ~₹14.4 cr towards employee benefits under new labour code

3. Including Other Comprehensive income (OCI)

Asset & PWM Contributes ~50% of Q3FY26 Group Operating PAT



Segmental PAT (₹ Cr)	Q3FY26	Q2FY26	Q1FY26	Q4FY25	Q3FY25
Asset & Private Wealth Management	309	290	230	227	234
YoY Growth %	32%	36%	43%	8%	62%
Wealth Management	181	170	173	191	190
YoY Growth %	(5%)	(24%)	(2%)	(10%)	16%
Capital Market	70	90	101	67	61
YoY Growth %	15%	24%	76%	43%	50%
Housing Finance	40	33	23	36	36
YoY Growth %	11%	27%	-19%	15%	-
Operating PAT*	611	554	534	527	525
YoY Growth %	16%	2%	23%	5%	38%

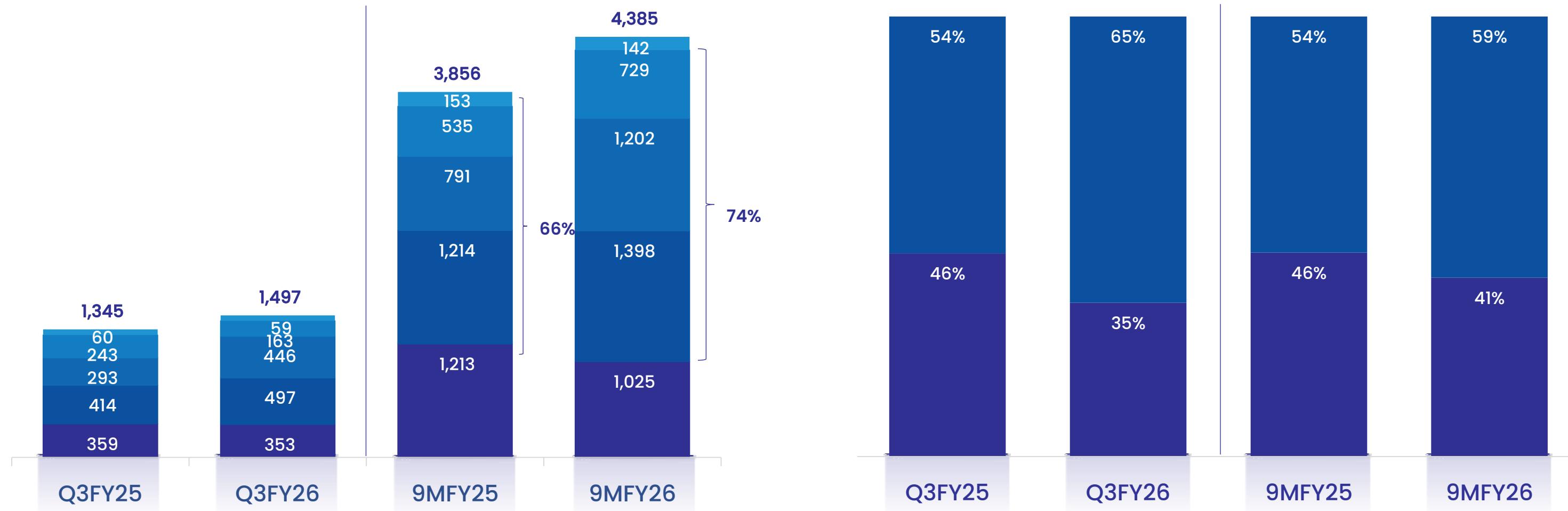
*excluding intercompany adjustments

Diversified & Sustainable Revenue Streams

Increasing ARR Mix



Consolidated Net Revenue Mix



Strong Net-Worth For Strategic Growth

Healthy Balance Sheet for Multi-Trillion Dollar Opportunities in India



Particulars (₹ Cr)	9MFY26					
	Asset & Private Wealth Management	Wealth Management	Capital Market	HFC	Treasury	Total
Net Worth	3,356	5,033	440	1,489	3,314	13,632
Operating PAT	829	523	261	96	738	2,436
Operating RoE* (Annualised)	37%	16%	58%	9%	34%	26%

Note : Net worth has been allocated between operating business & treasury investments
PAT and Net worth nos. are post minority

Particulars (₹ Cr)	Dec-25	Mar-25
SOURCES OF FUNDS		
Net Worth	13,632	11,079
Borrowings	17,563	14,743
Minority Interest	61	51
Total Liabilities	31,256	25,874
APPLICATION OF FUNDS		
Fixed assets (net block)	899	869
Investments	11,116	8,851
Loans and Advances	13,926	10,450
Net Current Assets ⁽¹⁾	5,314	5,705
Total Assets	31,256	25,874

1. Net Current Asset includes cash and cash equivalents and bank balance of ₹ 4,379 cr in Dec-25. Out of which unencumbered cash & cash equivalents is ₹ 1,408 cr

MOFSL Business Segments



**Asset &
Private Wealth
Management***

**Wealth
Management****

**Capital Market
(IE & IB)**

**Home
Finance**

**Treasury
Investments**

* Includes AMC, PE/RE & PWM business | **Includes retail broking & distribution business | IE = Institutional Equities, IB – Investment Banking

Asset & Private Wealth Management*

* Includes Asset Management (MF & Alternates) & Private Wealth Management

Blend of manufacturing and distribution capabilities

Focused and leading player in alternate assets

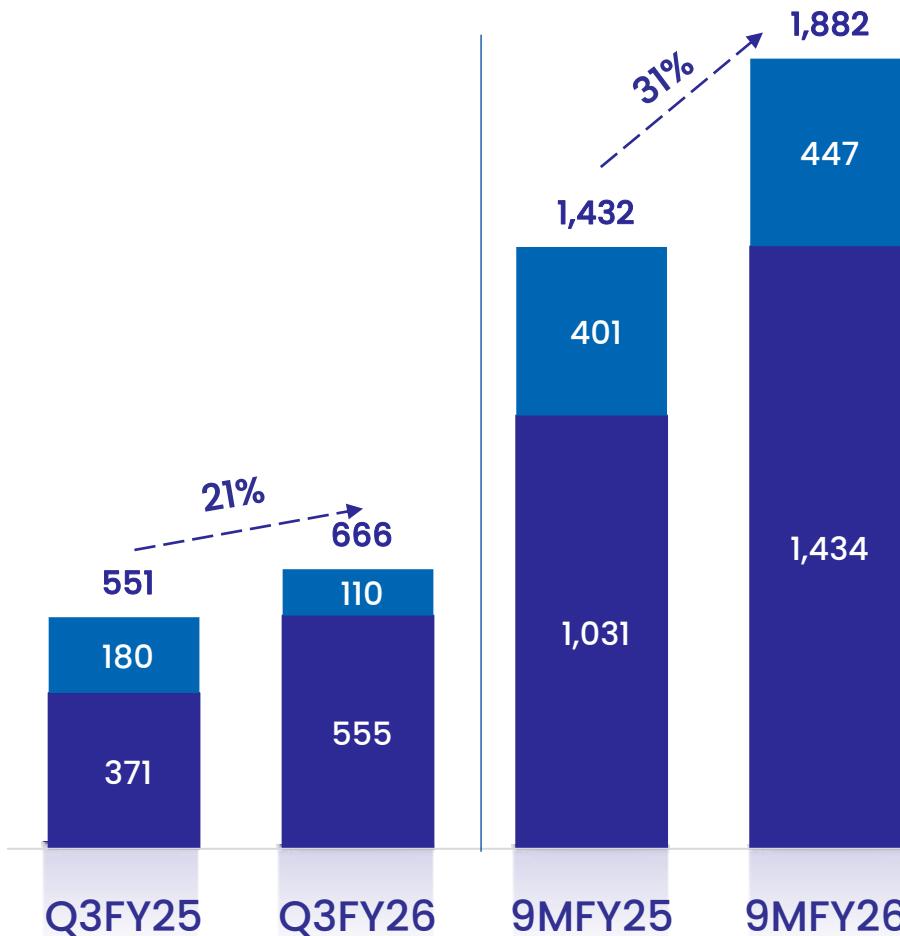
Robust Investment and Risk Management process

AUM of ₹3.8 lakh Cr & Net sales of ₹15,900+ Cr in Q3FY26

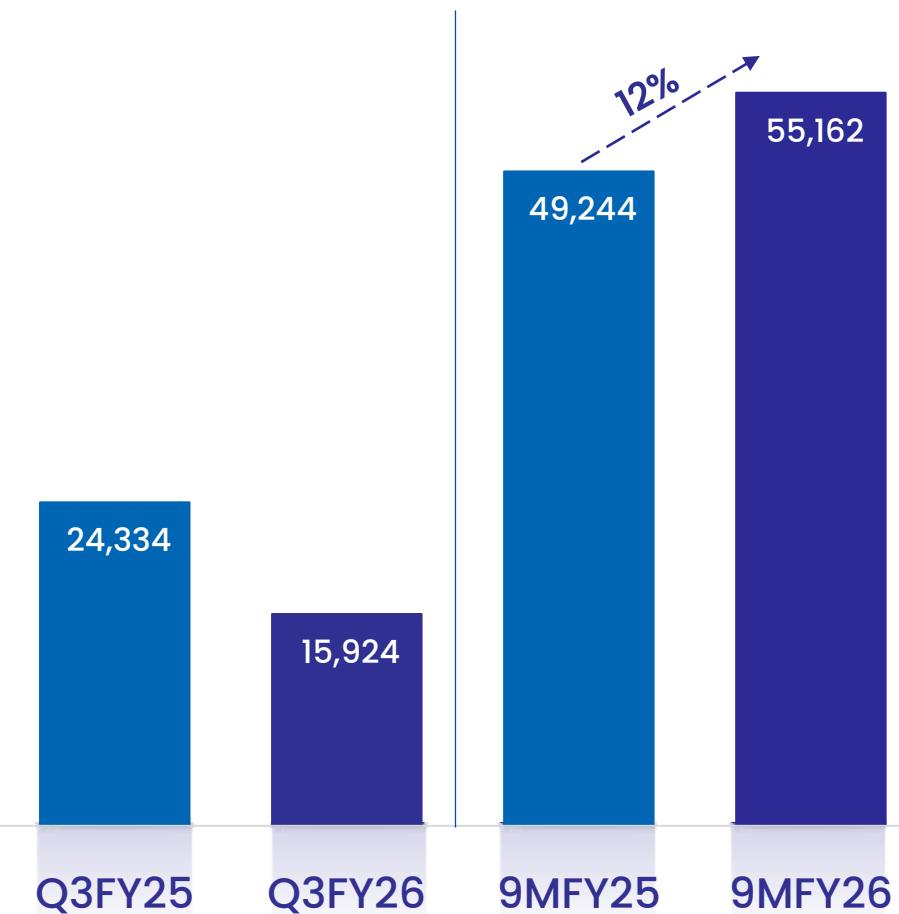
AMC & PWM Segment Driving Groups Growth

30% YoY Growth in Asset & PWM Operating PAT in 9MFY26

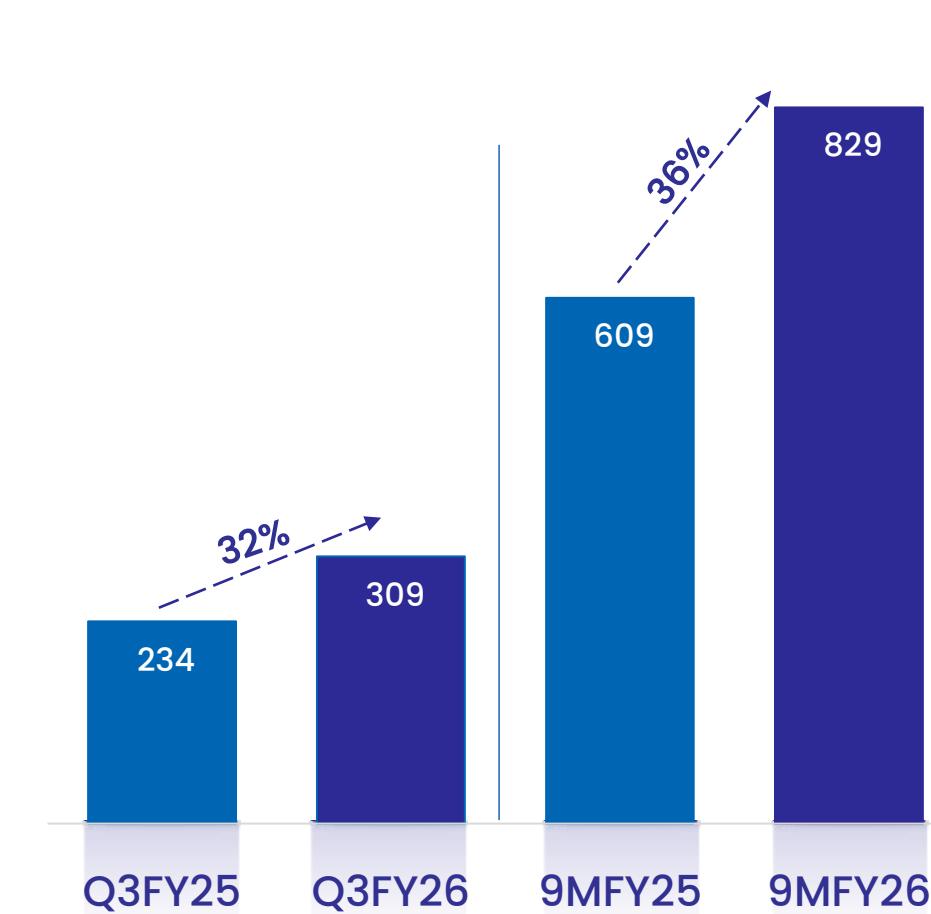
■ ARR ■ TBR



Net Revenue Break-up (₹ Cr.)



Net Sales (₹ Cr.)



PAT (₹ Cr.)

Asset Management

AMC:
Listed
Equities MF +
Alternates

MO Alternates:
Private Equity +
Real Estate Funds.

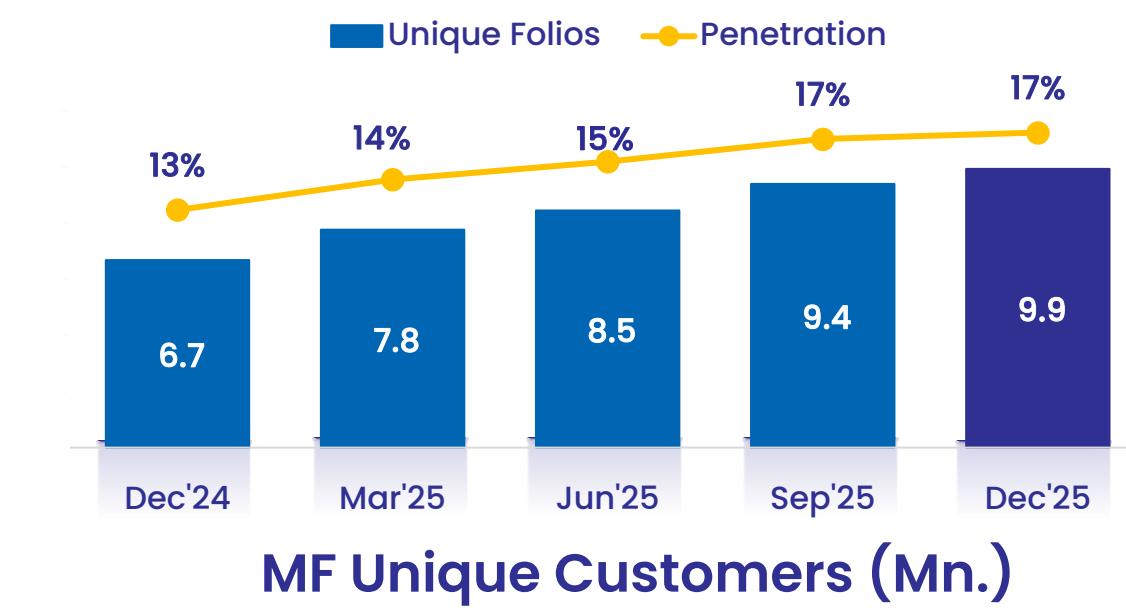
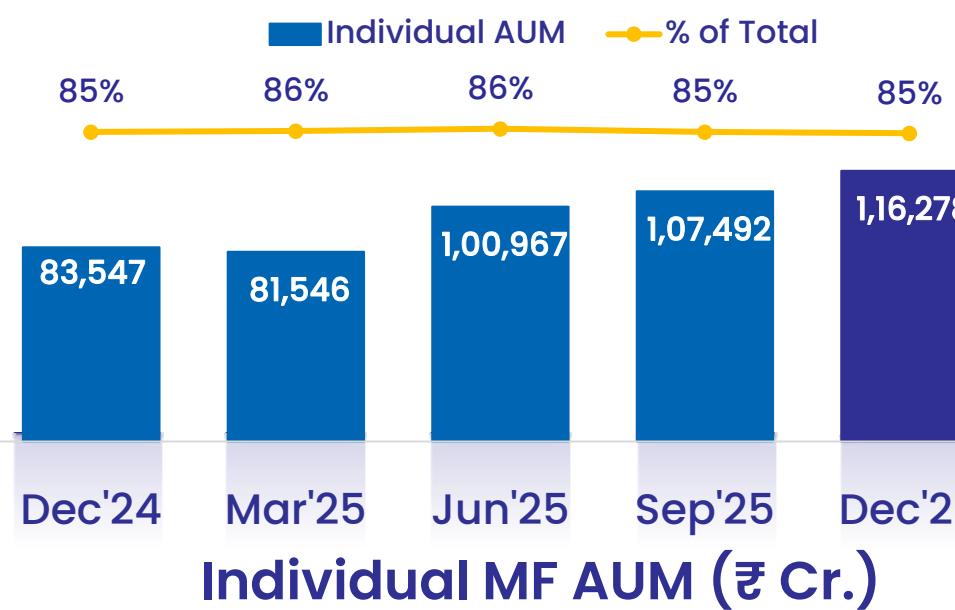
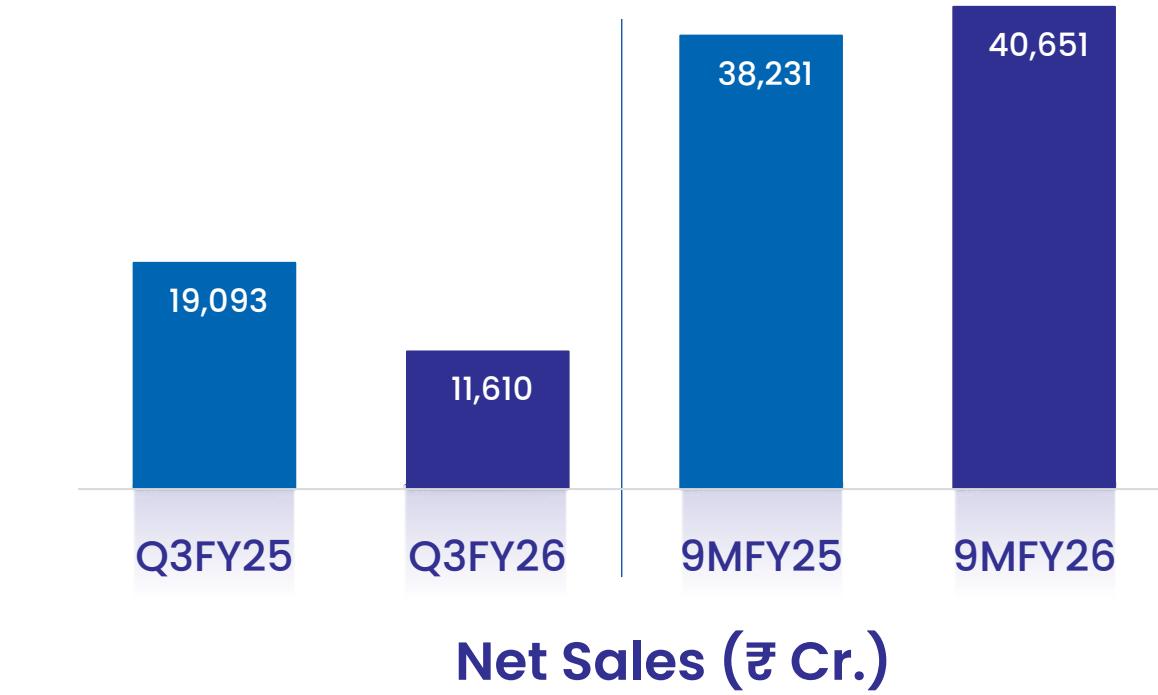
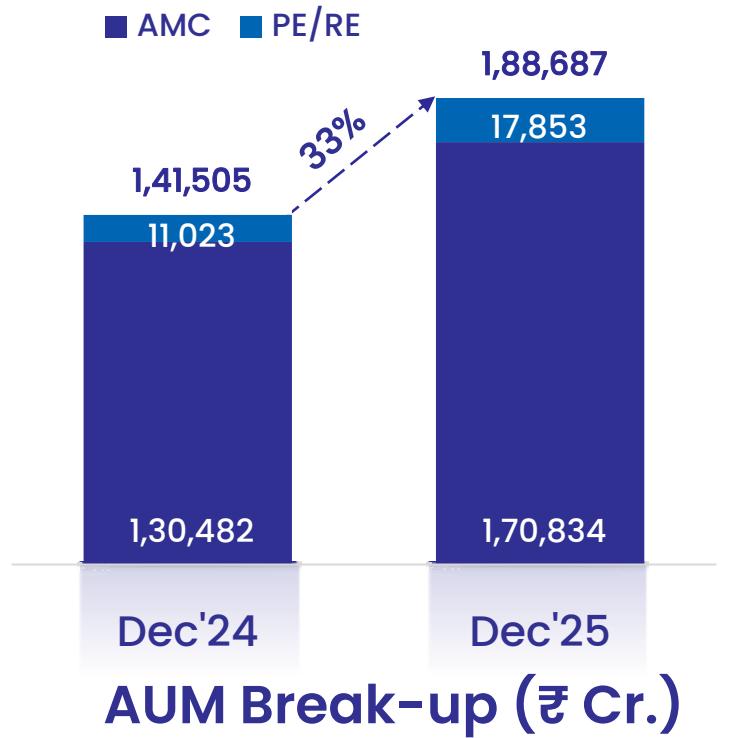
Forayed in Private
Credit business

Fee earning AUM of
₹1.88 Lakh cr.

Quality Investment
Team with a
successful track
record

Strong AUM Growth For Higher Milestones

Driven By Higher Retail Penetration



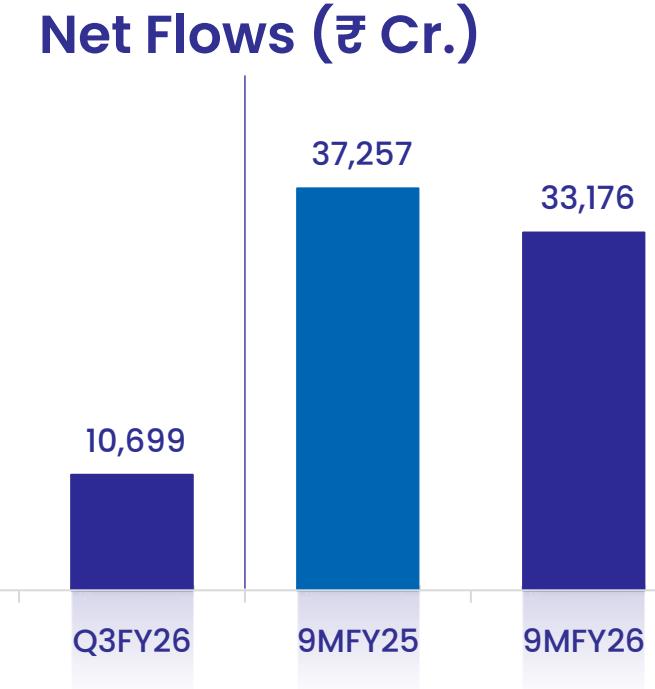
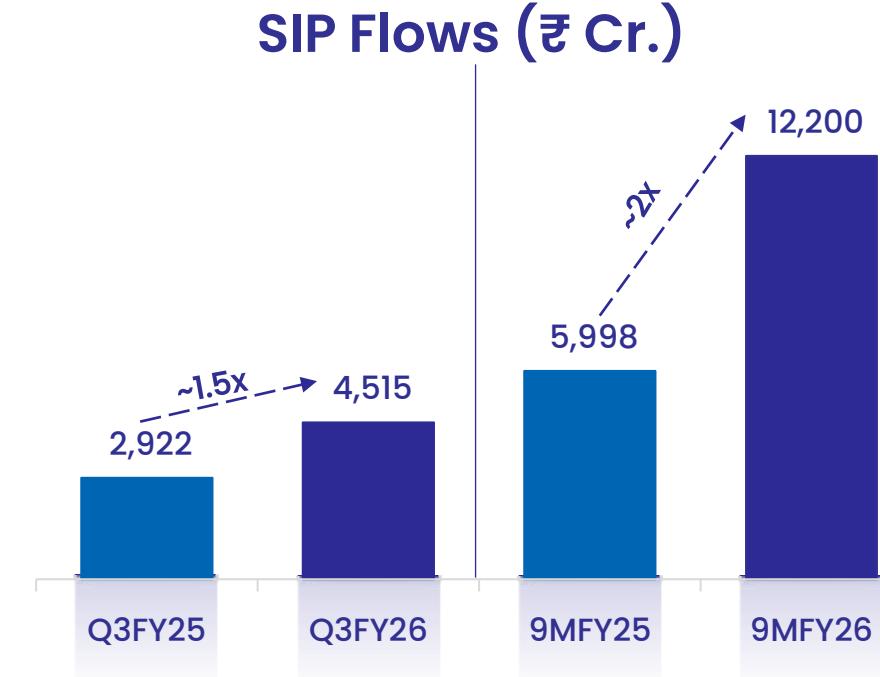
Gain in Flows Market Share Drives AUM Market Share

Amongst Top 10 in AUM amongst Active-Equity Mutual Funds

AMC Business

Three year performance *	
Total No. of Strategies (MF + PMS + AIF)	9
No. of strategies outperformed benchmark	6
<i>Mutual Fund</i>	4
<i>Alternates (PMS + AIF)</i>	2
Outperforming Strategies basis AUM (%)	91%

*Performance as on 31st Dec'25



Flow Market Share	Q3FY26	Q2FY26	Q1FY26	FY25	Q4FY25	Q3FY25
Total MF Net Sales	7.6%	8.2%	7.7%	7.7%	7.1%	10.8%
▪ Growth / Active Equity MF Schemes Net Sales	7.6%	8.2%	8.4%	7.8%	8.4%	11.6%
▪ Passive Equity MF Schemes Net Sales	7.5%	8.2%	6.0%	7.1%	3.0%	7.4%
SIP Market Share	5.0%	4.8%	4.3%	3.2%	4.2%	3.8%
AUM Market share (ex-hybrid)	2.7%	2.6%	2.5%	2.3%	2.3%	2.3%

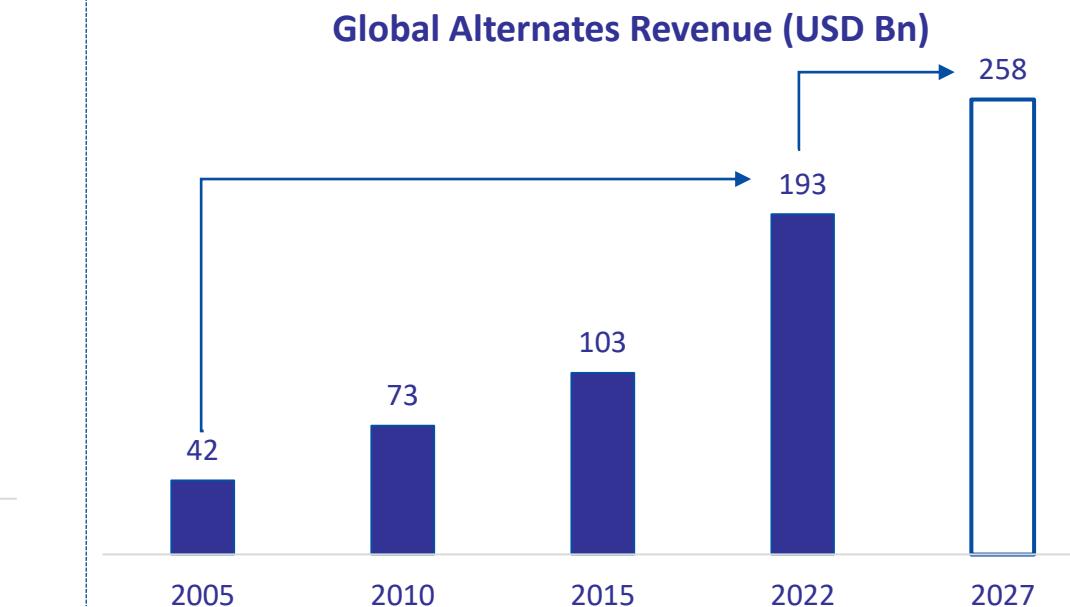
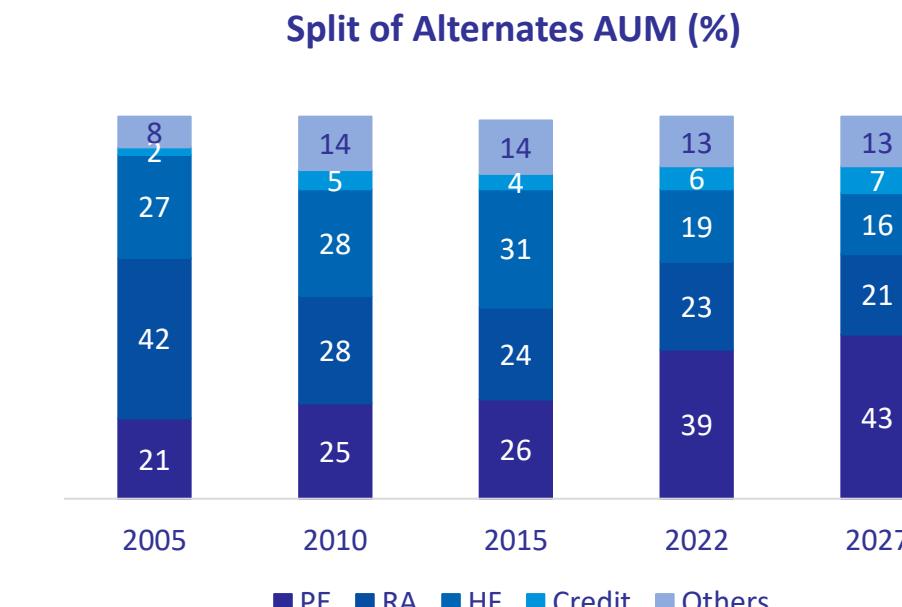
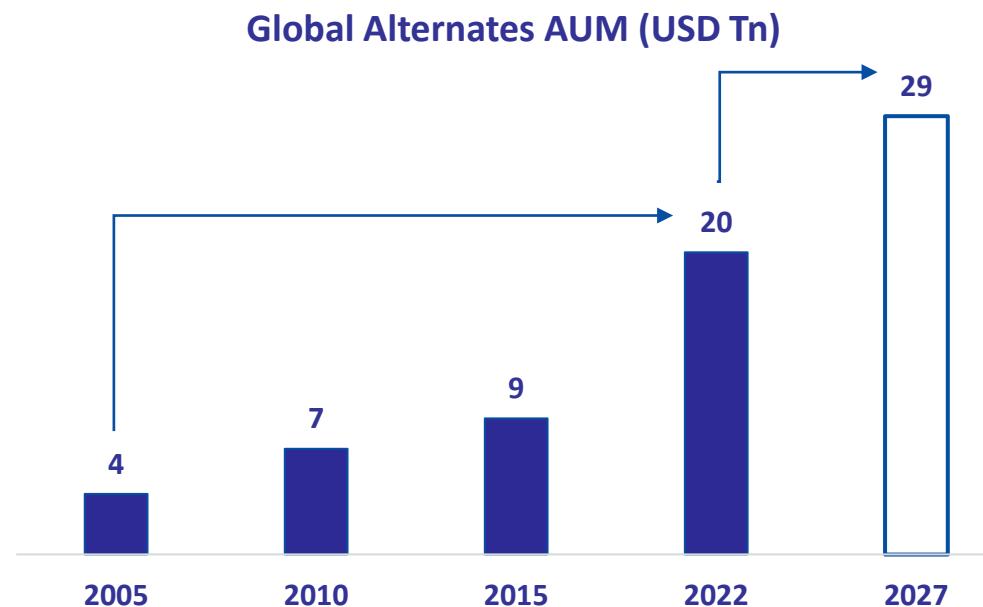
MO Alternates (Private): Industry to grow 5x in next decade

Group is Positioned Strongly To Benefit from Emerging Opportunities in Alternates

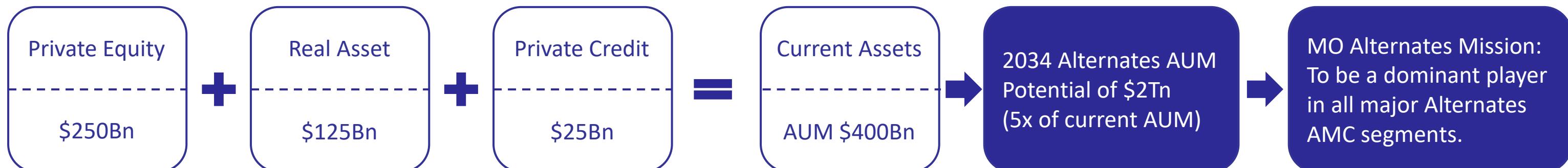
Share of alternates in total assets to increase in India from single digit to double digits driving AUM growth.

Large revenue pool of \$193bn globally. India in early stages will drive global growth in alternates.

HNI's share in alternates AUM will increase from 15% currently to 25% in next decade.



India's Alternates AUM of \$400bn (current) to grow 5x to \$2Tn by 2034*.

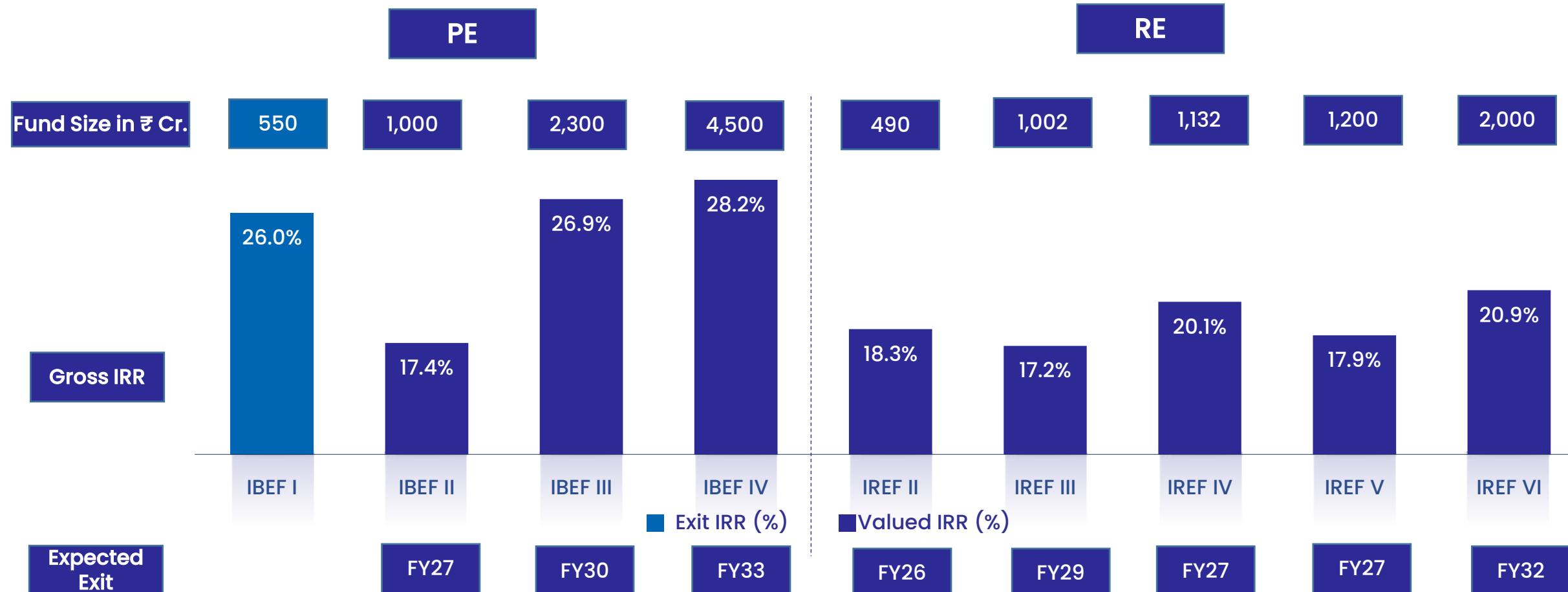


* Industry data as per Avendus Report, current numbers are as of March 2024.

MO Alternates

Amongst Few Domestic Alternate Player with Strong Out-Performance Record

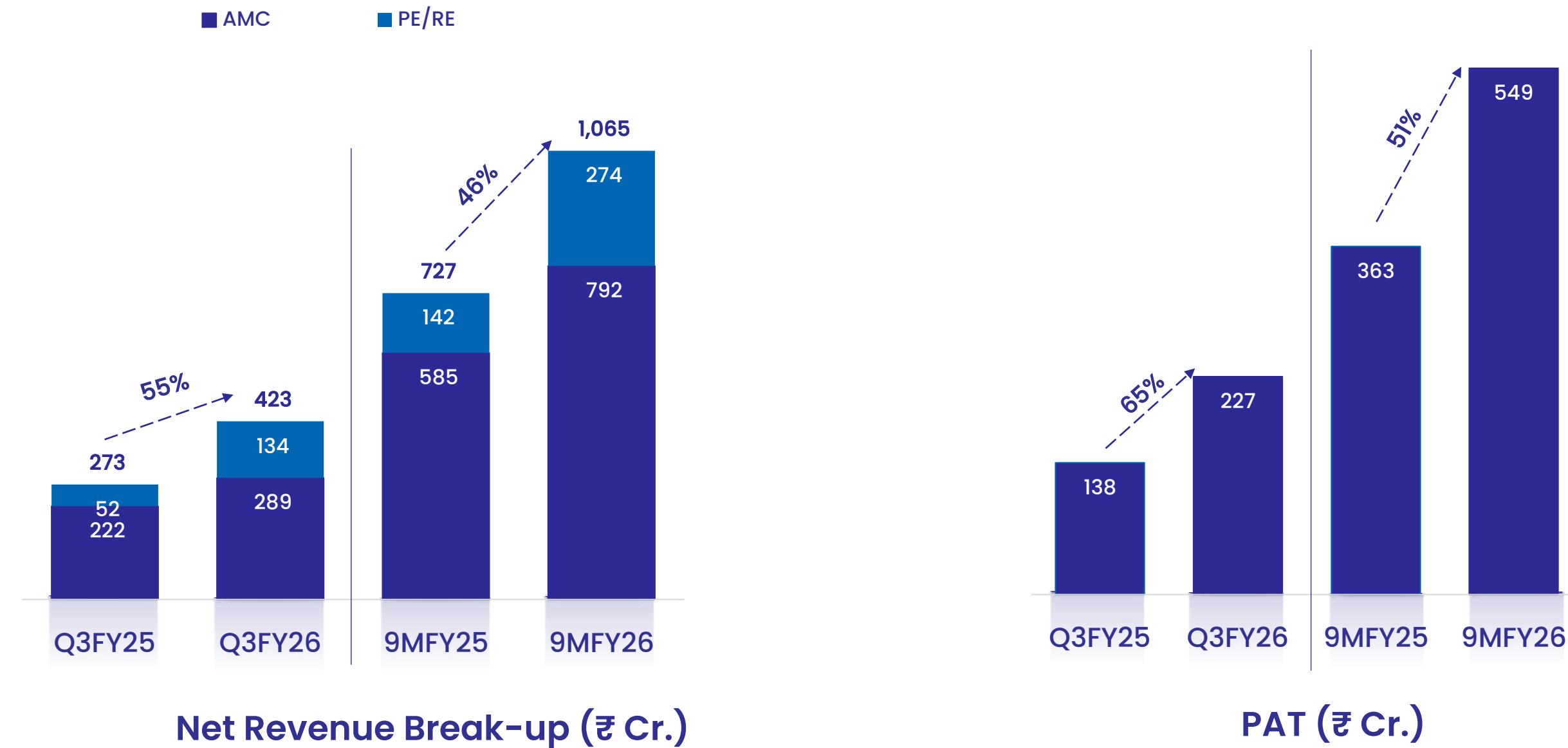
Total earning AUM - ₹ 22,072 Cr.



IBEF V has raised ~ ₹ 8,000 cr. till December 2025.
Launched the maiden “Private Credit” Fund in Jan’26 – target to raise ₹ 3,000 Cr.

Asset Management Business Drives Group's Profitability

Continue to Deliver Robust Revenue & PAT Growth



During the quarter, Asset Management business has recognised Variable Additional Return (VAR) of ₹ 58 Cr. We expect such income to be recurring QoQ and YoY with rising contribution to our Alternate business going forward, as the business has matured with large number of live funds performing well above hurdle rate.

Private Wealth Management

Focus on catering to the HNI & UHNI clients with a net worth of more than ₹5 Cr.

We cater to 400+ Hurun UHNI Families.

High quality team of 410+ RMs; 3+ years vintage of 34%

Integrated platform with solutions offering across asset management, lending, investment banking and institutional equities

Growing clients assets under management of ₹1.95 lakh Cr

Ultra High Networth Individual (UHNI)
 Financial Wealth Bracket
 ₹ 500 Crs+

High Net-Worth Individual (HNI)
 Financial Wealth Bracket
 ₹ 50-500 Crs+

Emerging HNI
 Financial Wealth Bracket
 ₹ 5-50 Crs+

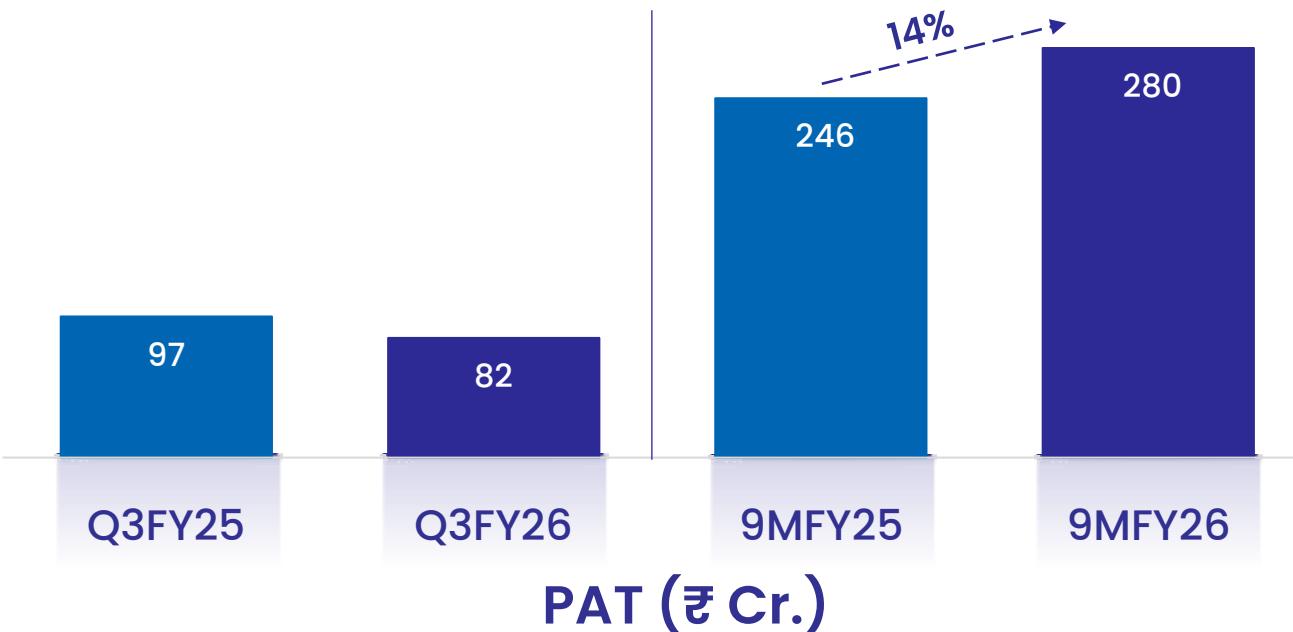
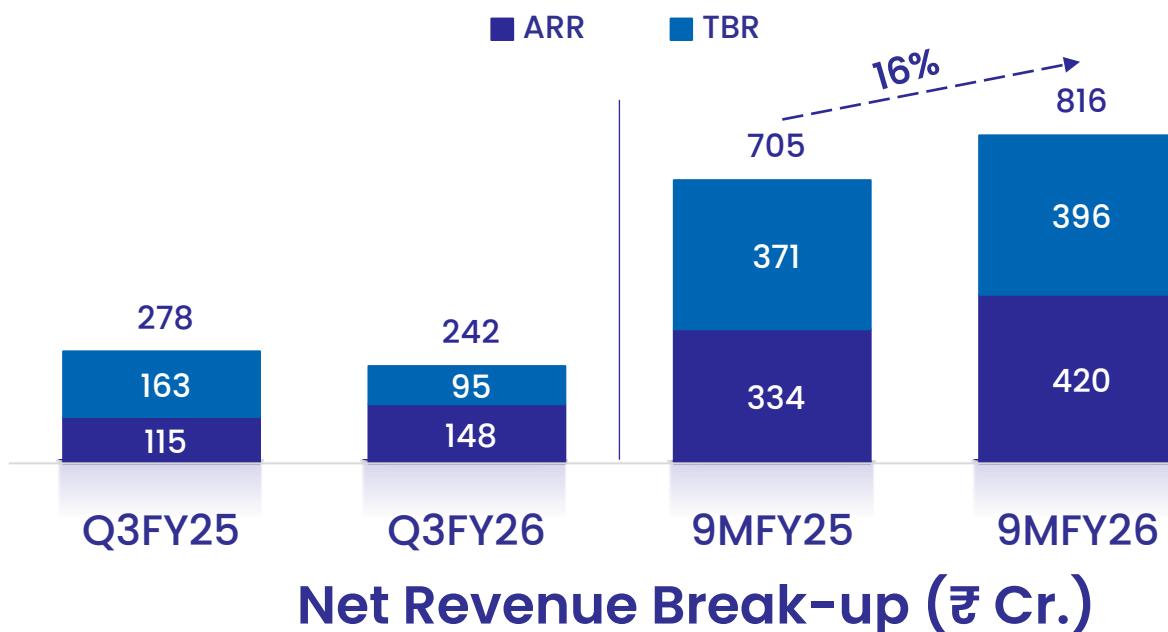
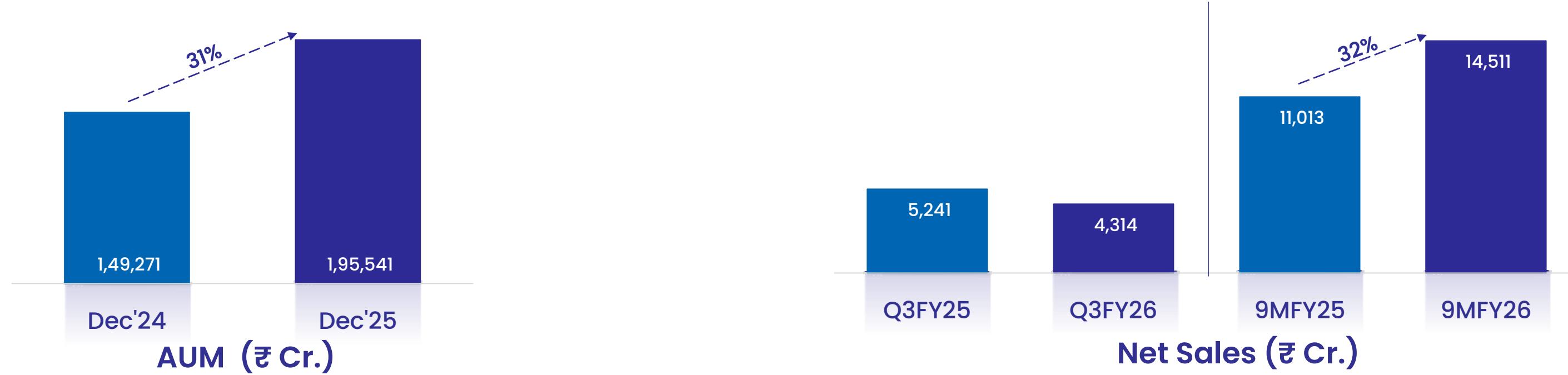
	No of Individual			Investible Wealth ₹ Tn		
	2024	2029	CAGR %	2024	2029	CAGR %
Ultra High Networth Individual (UHNI)	~2,500	~3,800	~12%	~85 Tn	~172 Tn	~16%
High Net-Worth Individual (HNI)	~25,000	~40,000	~12%	~16 Tn	~30 Tn	~14%
Emerging HNI	~250,000	~350,000	~10%	~20 Tn	~38 Tn	~14%

PWM Business has TAM of ₹ 240 Tn worth of Investible Wealth.

Source: Top-Tier Consulting Firm

RM Vintage Improvement to Drive Productivity

ARR Revenue Growth Will Accelerate



Focus on improving productivity and margins

**Strengthening
product
capabilities,
targeting UHNI
and Family
Offices**

**Expanding
presence in
Tier 2 locations**

**8,200+
Relevant Families***

**₹24 Cr Per
Family AUM**

**Per RM
AUM ₹476 Cr /
Families 20**

*Relevant Families are family with AUM of ₹ 1 Cr and above (ex-custody)

Launched MO Private Wealth App

Reimagining Digital Wealth Engagement



Digital Aggregation of External Holdings

Seamlessly sync held-away assets (MFs, stocks, bonds, etc.) through secure aggregation APIs or uploads.



Investment Overlap & Diversification Gaps

Identify overexposure, duplicated holdings, and hidden portfolio risks.



Wealth Manager Allocation & Performance

Track the portfolio across the Wealth Managers mapped to the family along with their performance.



Performance Trend Analysis

Track portfolio returns over time — across clients, entities, and product types.



Advanced Portfolio Insights

Uncover allocation gaps, concentration risk, and diversification opportunities within the Portfolio.



Unified Family Dashboard

Instantly view all family entities, members, and accounts in one consolidated interface.



Multi-Asset Investment Access

Buy and sell Mutual Funds and Indian Equities directly through a unified, intuitive interface.



Seamless Transaction Experience

Execute transactions in real time — with a clear, mobile-first flow designed for simplicity and speed.



Real-Time Order Tracking

View order status, execution confirmation, and full transaction history anytime.



Consolidated Wealth Report

Snapshot of all assets, liabilities, and net worth across family members.



Consolidated Asset & Product Allocation

Get a holistic view of where the family's wealth is invested — across asset classes, products, and geographies.



Core & Tail Classification + Overlap Detection

Identify strategic vs tactical holdings, flag high-overlap exposures across products or family members.



Wealth Management

No. 1 full service broking house by gross brokerage revenue & highest broking ARPU in the industry

Strong blend of 1,190+ internal Relationship Managers and 8,550+ External Wealth Managers

Extensive Geographical reach through franchisee and branch presence across the country

**Consolidated Market share Q3FY26
Cash: 6.9%
F&O Premium Turnover: 8.4%**

Extensive Network of Internal RM & External Wealth Managers



1,190+
Internal
Relationship
Managers
72
Branches

8,550+
External Wealth
Managers

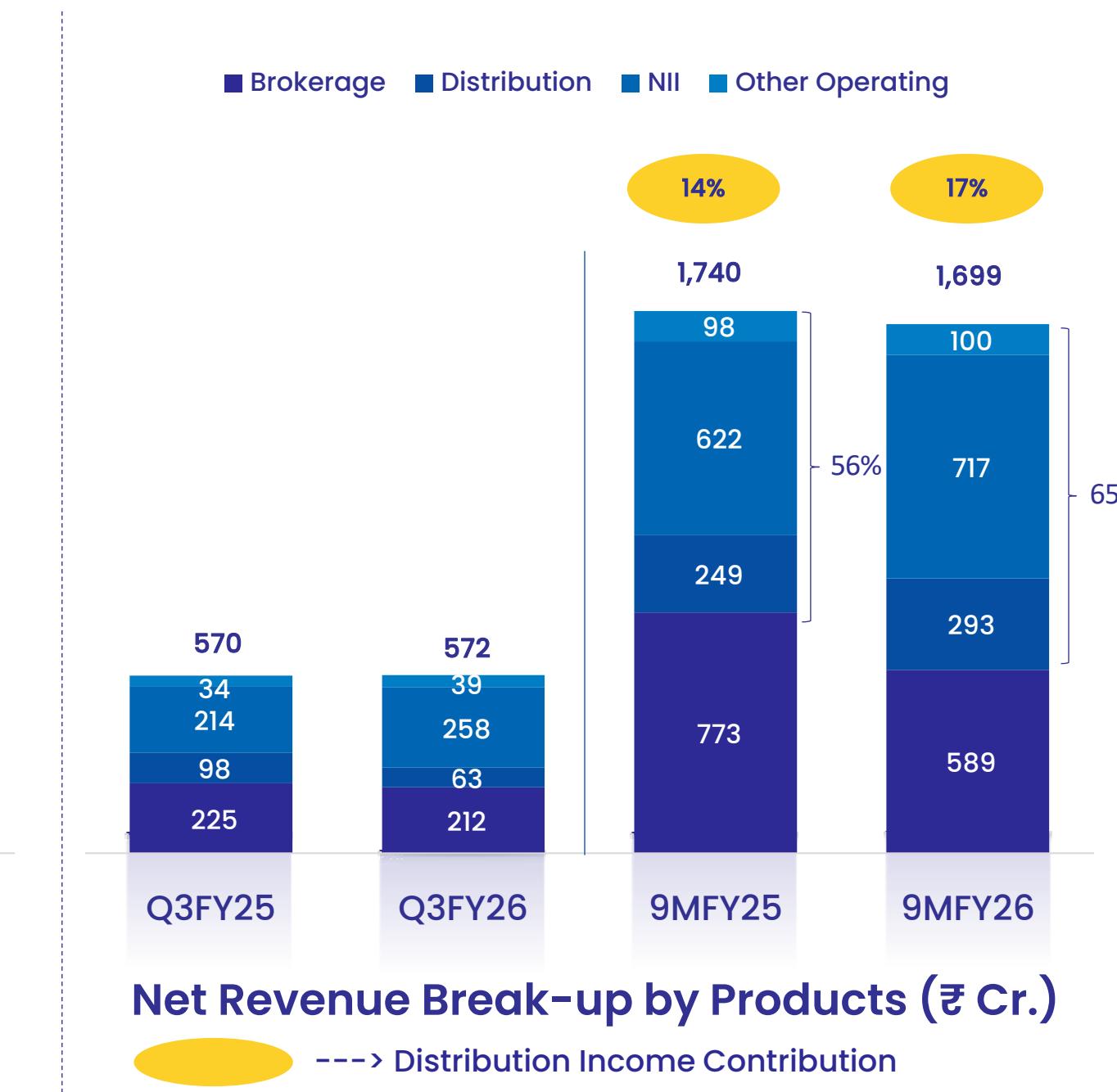
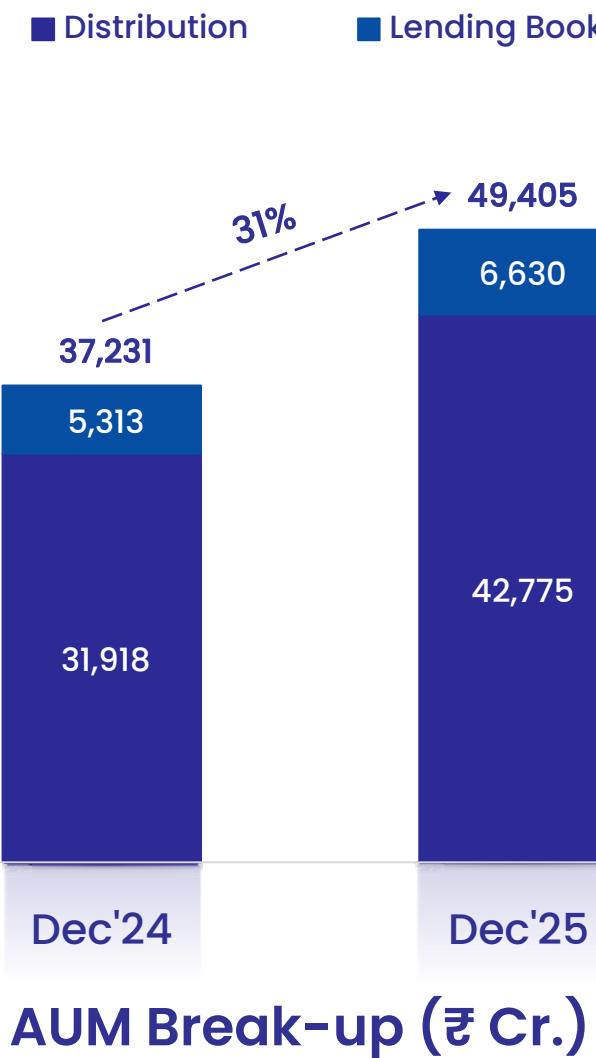
1.6 mn+
Total Active
Clients

Per Client
AUM- ~₹2 mn

Per RM
AUM- ~₹33 cr
Clients- 169

Focus to Grow Recurring Revenue Share

Distribution & NII Share Increasing



Investment solution approach to clients with comprehensive product offering.



Open Architecture distribution model selling third-party products too. Distribution Revenue mix improved to 17%



Huge cross-sell opportunity on client base of ~5 mn (current cross-sell ratio is around 14%)



Focused & dedicated RM teams to increase penetration ratio. Also, leveraging huge franchisee base across India.

Wealth Management – Riise App Relaunched

Comprehensive App for Retail Customers



Riise Your all in one Wealth App

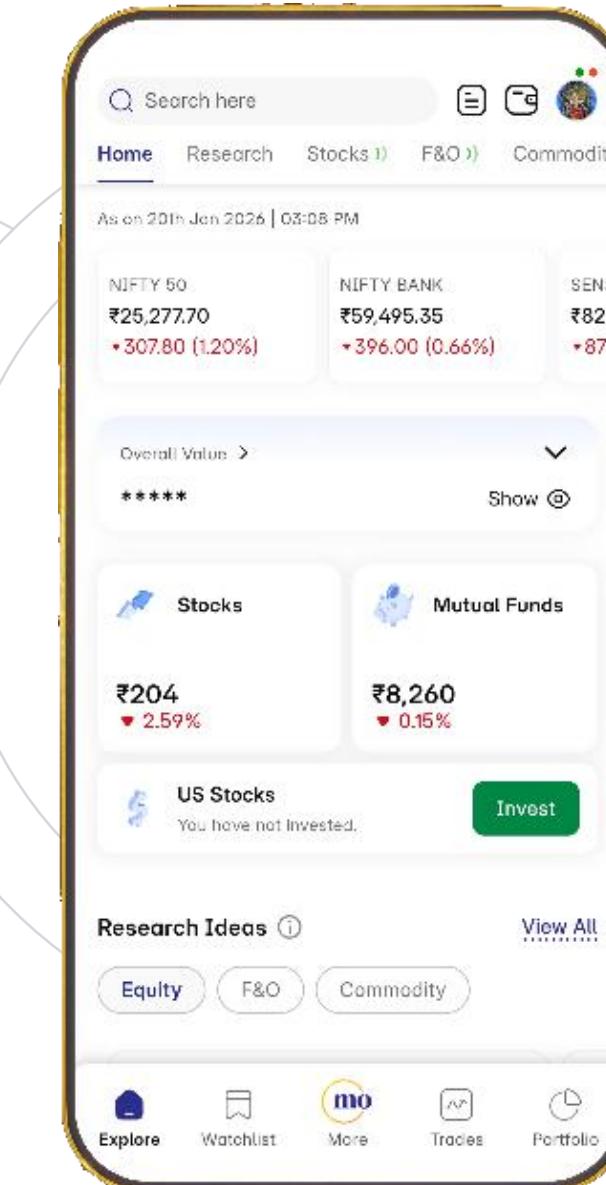
AI-Led Research & Intelligence

AI Research Assistant: An industry-first AI assistant that seamlessly combines stock recommendations with expert-curated research.

Unified Research Page: An industry-first, single destination for all market insights, reports, and analysis.

Market News: Instant, exchange-sourced stock news from BSE delivered directly within the app.

MO Genie Chatbot: An AI-powered assistant for instant access to reports, service journeys, and FAQs across Riise.



Design & Platform Excellence

Motilal Oswal Design System: A native, enterprise-grade design system delivering 98% UI consistency, faster feature builds, and a premium experience across 400+ screens. Built to scale across the entire organization and outperform global design systems across multiple parameters.

Portfolio Intelligence & Automation

TruWealth & Portfolio Analysis: A consolidated view of Motilal Oswal and external broker portfolios with expert insights and recommendations grounded in decades of MO research.

StratX on Mobile: Direct access to expert-curated automated trading strategies across asset classes, right from the Riise app.

Capital Markets

Institutional Equity

Covering 350 companies across 27 sectors, valuing ~74% of India's market-cap

Strong team of 150+ employees catering to 900+ institutional clients

Investment Banking

Completed 51 deals with total issue size of ₹ 77,150Cr+ during 9MFY26

Strong deal mandate pipeline to drive future growth

[Back to Business Segment Slide Click Here](#)

Premier Institutional Equities Franchise

Covering 350 Companies & Growing



Leading
Institutional
Equity
Franchise

350 Listed Co's
Under Active
Coverage

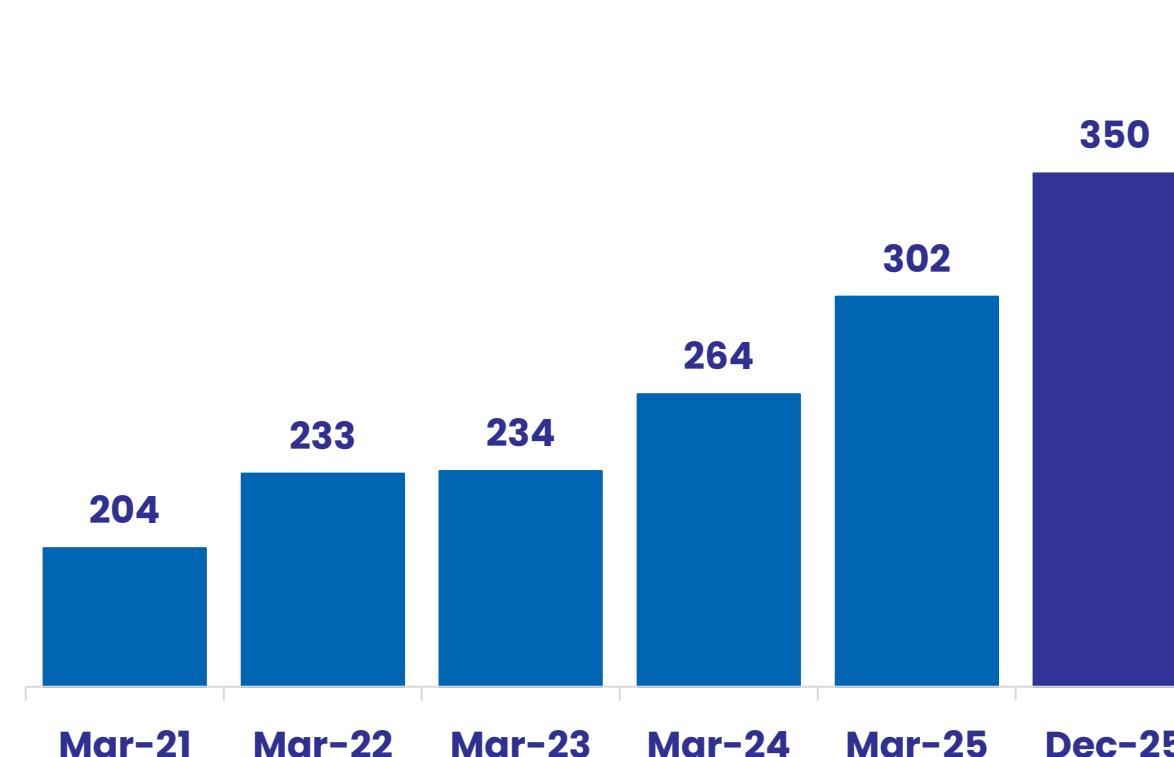
Across 27 Sectors

~74% of India's
market-cap

150+ Team

900+ Institutional
Clients

No of Coverage Co's will continue to Rise



Some Initiations in 9MFY26 – *Click for Full Report*



Investment Banking: No 1 in IPO & QIP League Table




No. 1 in IPO
 in QIP

The Trusted Partner for India's leading
 companies in their capital market journey.

IPO + QIP League Table*

Motilal Oswal	32
Bank 1	30
Bank 2	29
Bank 3	23
Bank 4	23
Bank 5	23

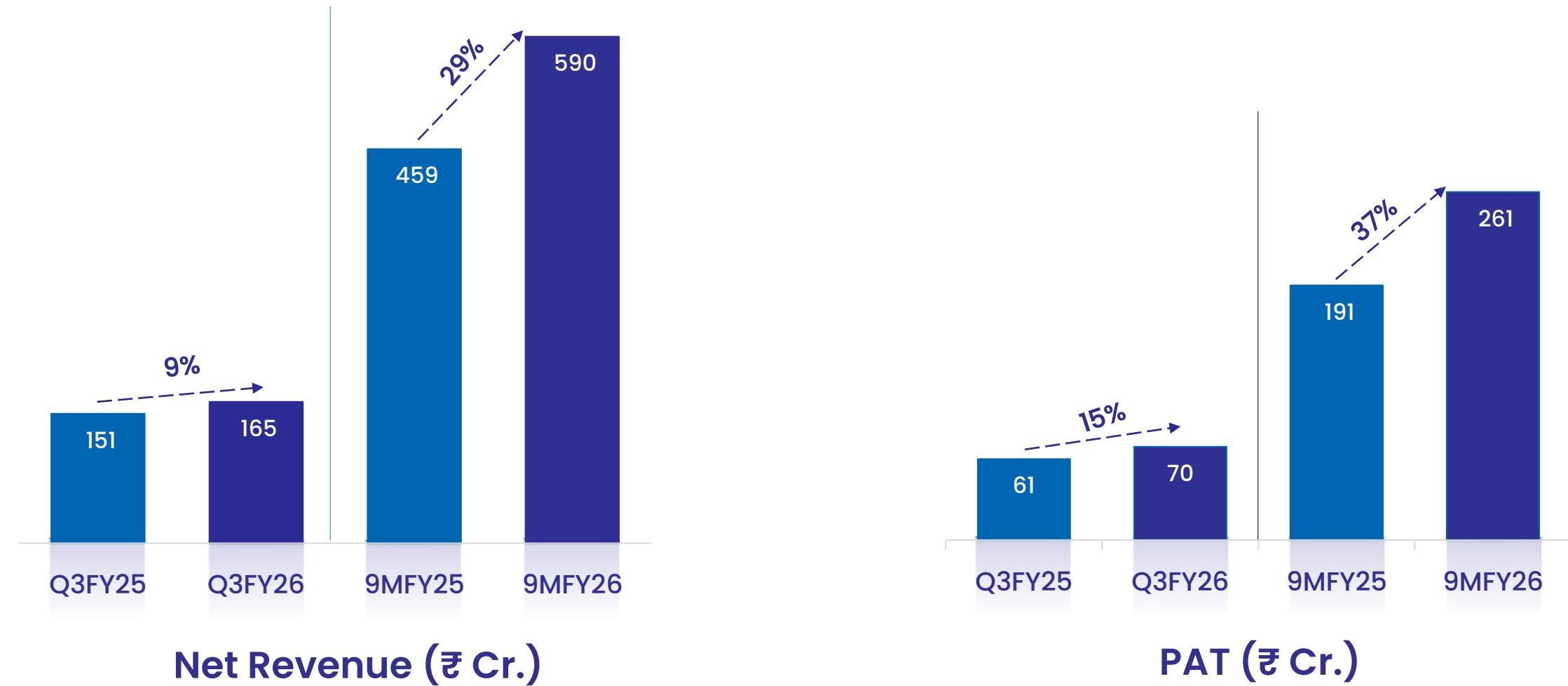
- Motilal Oswal maintained its Top leaderboard position on the IPO+QIP front in CY '25
- CY '25 saw a splendid execution of 56 transactions.
- We filed 20 DRHP's as lead, the 2nd highest by any bank on the street

Some of the Marquee Deals Executed in 9MFY26

 HDB Financial ₹ 12,500 cr (IPO)	 ICICI Pru AMC ₹ 1,060 cr (IPO)	 Groww ₹ 6,632 cr (IPO)	 Amber Enterprises ₹ 1,000cr (QIP)
 NSDL ₹ 4,011 cr (IPO)	 The Leela ₹ 3,500 cr	 IRB InVIT ₹ 3,250 cr (QIP)	 Ellenbarrie Industrial ₹ 1,242 (IPO + Pre-IPO)
 Canara HSBC Life ₹ 2,516 cr (IPO)	 Dixon Technologies ₹ 2,200 cr (Insti. Placement)	 IREDA ₹ 2,006 cr (QIP)	 Zydus Wellness ₹ 879 cr (QIP)
 Kaynes Technologies ₹ 1,600 cr (QIP)	 Central Bank of India ₹ 1,500 cr (QIP)	 Suzlon ₹ 1,250 cr (Insti. Placement)	 UTL Solar ₹ 903 cr (IPO)
 Jain Resource ₹ 1,250 cr (IPO)	 Homefirst ₹ 1,250 cr (QIP)	 Privi Specialty ₹ 1,030 cr (Insti. Placement)	 Asahi India Glass ₹ 1,000 cr (QIP)

Capital Market Business Witness Strong Growth

Leveraging Strong Flow Momentum and Leadership Position



Home Finance

Building retail granular book with wide geographical distribution and maintaining asset quality

Expanding branch network in Tier II & III locations to fuel disbursement growth

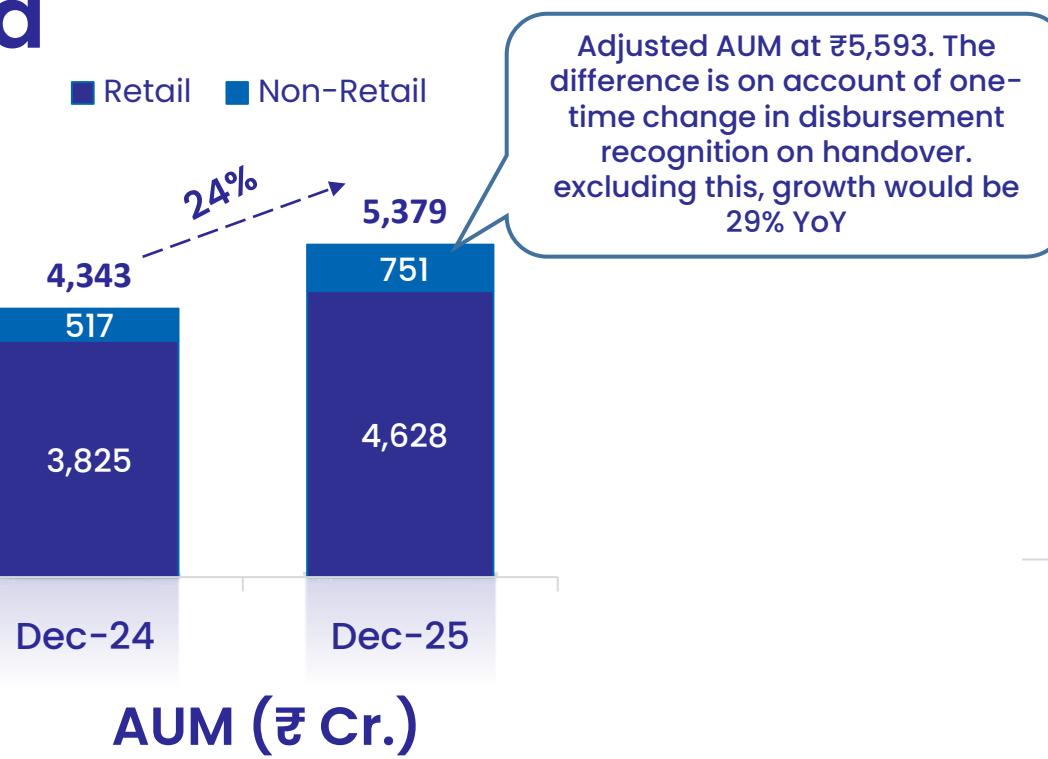
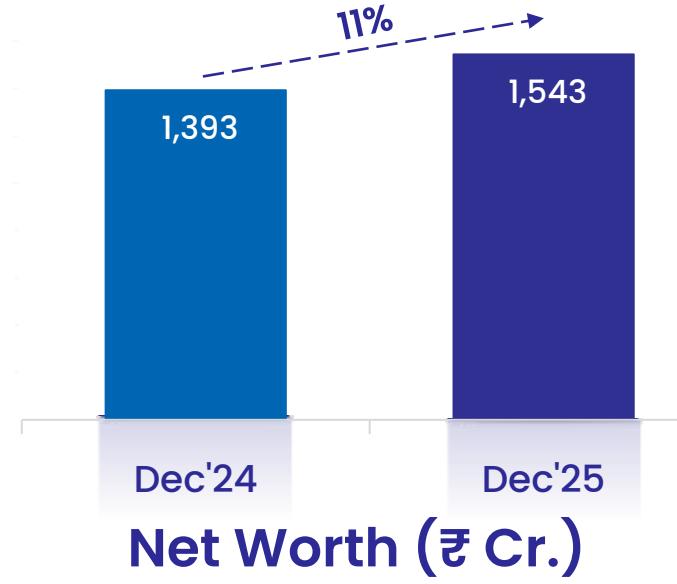
Strong growth continues across parameters

Credit rating: Upgraded to AA+ with Stable outlook by ICRA

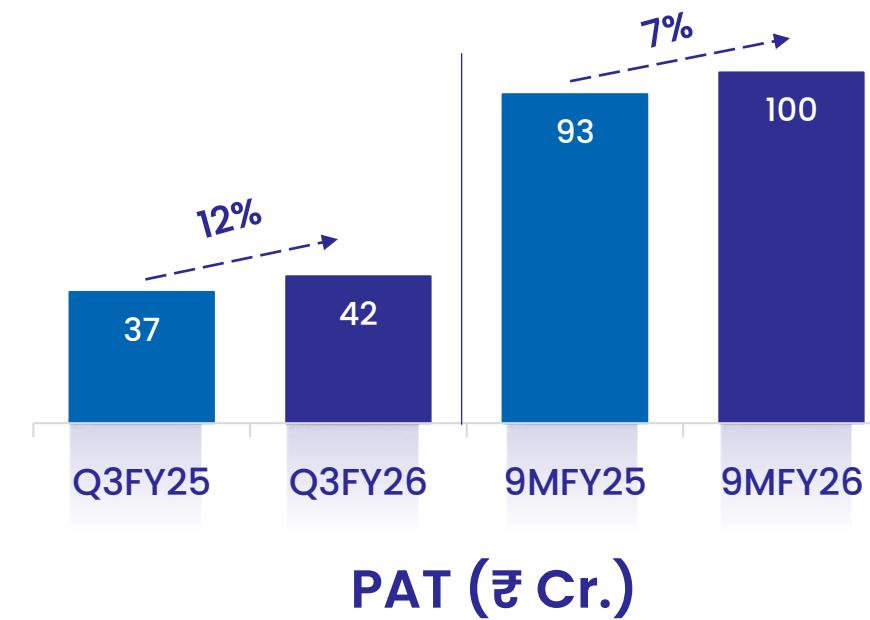
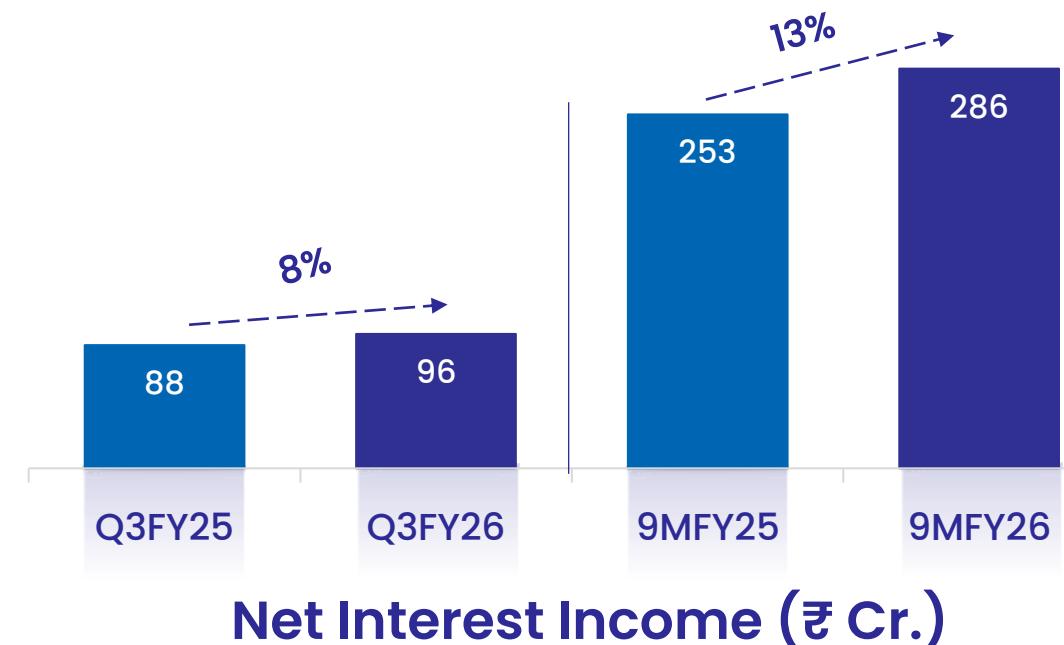
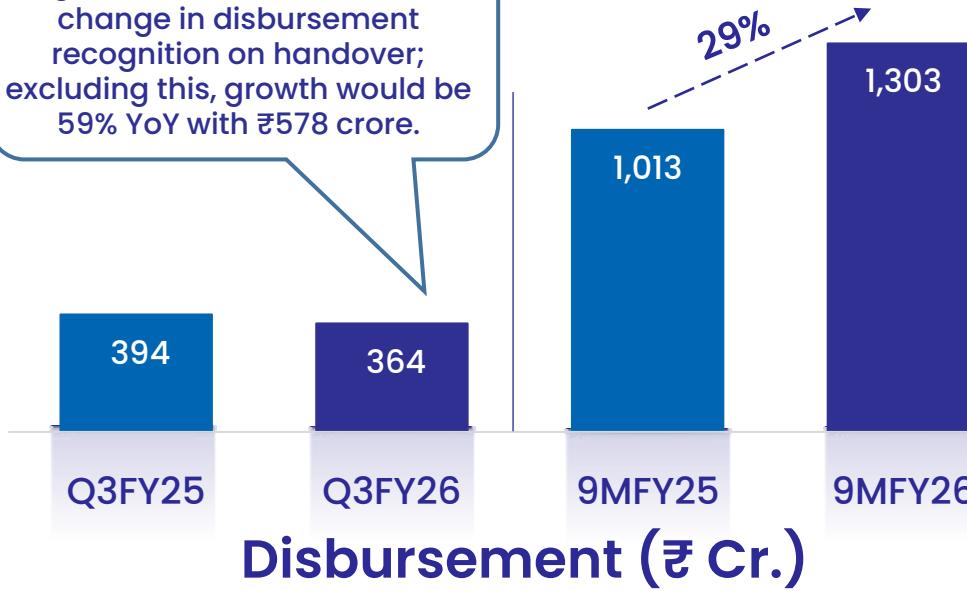
Diversified Lenders base

Back to Business Segment Slide [Click Here](#)

Primed For Strong Growth Ahead



Degrowth is due to a one-time change in disbursement recognition on handover; excluding this, growth would be 59% YoY with ₹578 crore.



Financial Metrics

Parameters	Q3FY26	Q3FY25	9MFY26	9MFY25
AUM (₹ Cr)	5,379	4,343	5,379	4,343
Yield*	13.5%	13.5%	13.4%	13.6%
COF	8.0%	8.3%	8.2%	8.4%
Spread*	5.4%	5.2%	5.2%	5.2%
NIM*	7.2%	7.5%	7.0%	7.4%
Opex to Total Assets	4.6%	4.8%	4.4%	4.5%
ROA	2.9%	3.2%	2.4%	2.7%
ROE	11.0%	10.8%	9.0%	9.3%
CRAR	40.7%	44.3%	40.7%	44.3%
Net Leverage	2.4	1.9	2.4	1.9
GNPA	1.4%	1.4%	1.4%	1.4%
NNPA	0.9%	0.8%	0.9%	0.8%

*excluding the one time impact of the stage 3 interest reversal pursuing to ECL policy updation

Prudent Capital Allocation

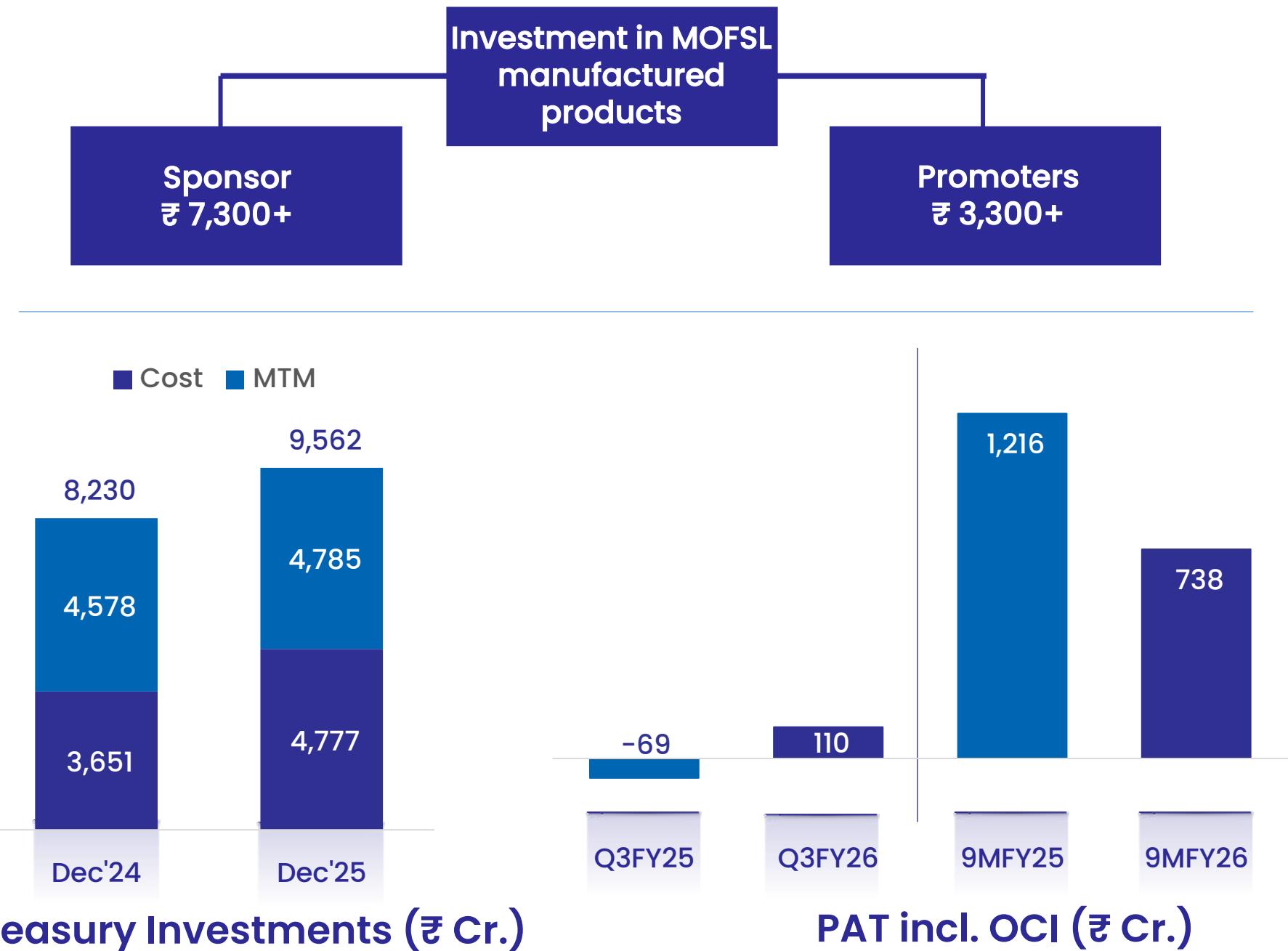
Healthy returns at
18.5% XIRR since
FY14

Large skin in the
game

Helps in absorbing
shocks in an uncertain
environment

Helps to grab new
opportunities and foster
the existing businesses

Skin in the game: ₹10,600+ Cr



Particulars (₹ Cr)	9MFY26
Treasury Investment	9,562
Less : Capital allocated across operating businesses*	(6,248)
Net Worth of Treasury Segment	3,314

**net of taxes*

Click to visit slide of

Twin Engine Model

Highly experienced and pedigreed management team



Raamdeo Agarawal
Board of Directors Chairman

- Chartered Accountant
- Four decades of rich experience in research and wealth creating study
- Co-Promoter of Motilal Oswal



Motilal Oswal
Board Member
MD & CEO

- Chartered Accountant
- decades of rich experience in operations
- Co-Promoter of Motilal Oswal



Navin Agarwal
Board Member
Group MD - MOFSL

- CA, ICWA, CS, and CFA
- Three decades of rich experience in building and running businesses
- Joined the group in 2000



Ajay Menon
Board Member
CEO – Wealth Management

- Chartered Accountant
- Over 24 years of experience in Capital Markets
- Joined the Group in 1998



Rajat Rajgarhia
Board Member
CEO – Institutional Equities

- CA and MBA
- Over two decades of rich experience in capital markets
- He joined MOFSL in 2001



Prateek Agarwal
MD & CEO – Asset Mgmt

- PGDM from XIMB and B.E. in Electronics from NIT
- 20+ years of experience in Fund & Asset Management
- Joined MOAMC in 2023



Vishal Tulsyan
Executive Chairman – MO Alternates

- Chartered Accountant
- 25+ years of experience in Financial Services.
- Joined MOFSL in 2006



Amit Ramchandani
CEO – Investment Banking

- MBA from JBIMS
- 20+ years of rich experience in Financial sectors across Investment Banking role.
- Past: JM Financial IB
- Joined MOFSL in 2024



Sukesh Bhowal
CEO- Housing Finance

- B. Tech from IIT Mumbai & PGDM in Finance & Marketing from IIM Lucknow
- 27+ years of experience in real estate & lending Industry
- Past: DCB, HDB, Citi & HSBC Bank
- Joined MOHFL in 2023



Ashish Shanker
CEO- Private Wealth

- Management Graduate from University of Bangalore & an alumni of Harvard Business School
- 25+ years of experience
- He joined MOPW in 2012

Highly experienced and pedigreed management team



Shalibhadra Shah
Board Member
Chief Financial Officer

- Chartered Accountant
- 22 years of experience in Finance & Strategy
- Joined MOFSL in 2006



Pankaj Purohit
Chief Technology Officer

- Bachelor in Engineering
- More than 26 years of experience
- Joined MOFSL in 2004



Niren Srivastava
Chief Human Resource Officer

- Postgraduate in HR & graduate in Political Science & Sociology
- More than 20 years of experience
- Past: Aditya Birla Group
- Joined MOFSL in 2023



Neetu Juneja
Chief Compliance Officer

- Chartered Accountant
- 24 years of extensive experience in Regulatory Functions
- Past: NSE India
- Joined MOFSL in 2024



Siddharth Sureka
Chief AI Officer

- MBA from Kelley School of Business and Master of Science
- 20 years of experience in AI/ML & Product Management
- Past: Charles Schwab
- Joined MOFSL in 2024



Sanchit Suneja
Group Chief Strategy Officer

- MBA from India School of Business (ISB)
- More than 14 years of Exp.
- Past: McKinsey & Co, IFC (World Bank), Avendus Capital
- Joined MOFSL in 2025



Vighnesh Mehta
Group Head – Risk Management

- Master of Mgmt. from IIT Bombay, CFA & FRM
- Over 15 years of experience in Risk Management, Treasury
- Past: SBI, Edelweiss, Yes Bank
- Joined MOFSL in 2025



Harsh Joshi
MD & CEO – Motilal Oswal Finvest Limited

- MBA in Finance
- 30 Years of experience in leading franchise & client acquisition, Branch Mgmt. & Wealth Mgmt.
- Joined MO Group in 2000



Kailash Purohit
Group Company Secretary & Compliance Officer

- Company Secretary & Law Graduate
- 15 years of experience in Secretarial & Compliance
- Joined MO Group in 2017



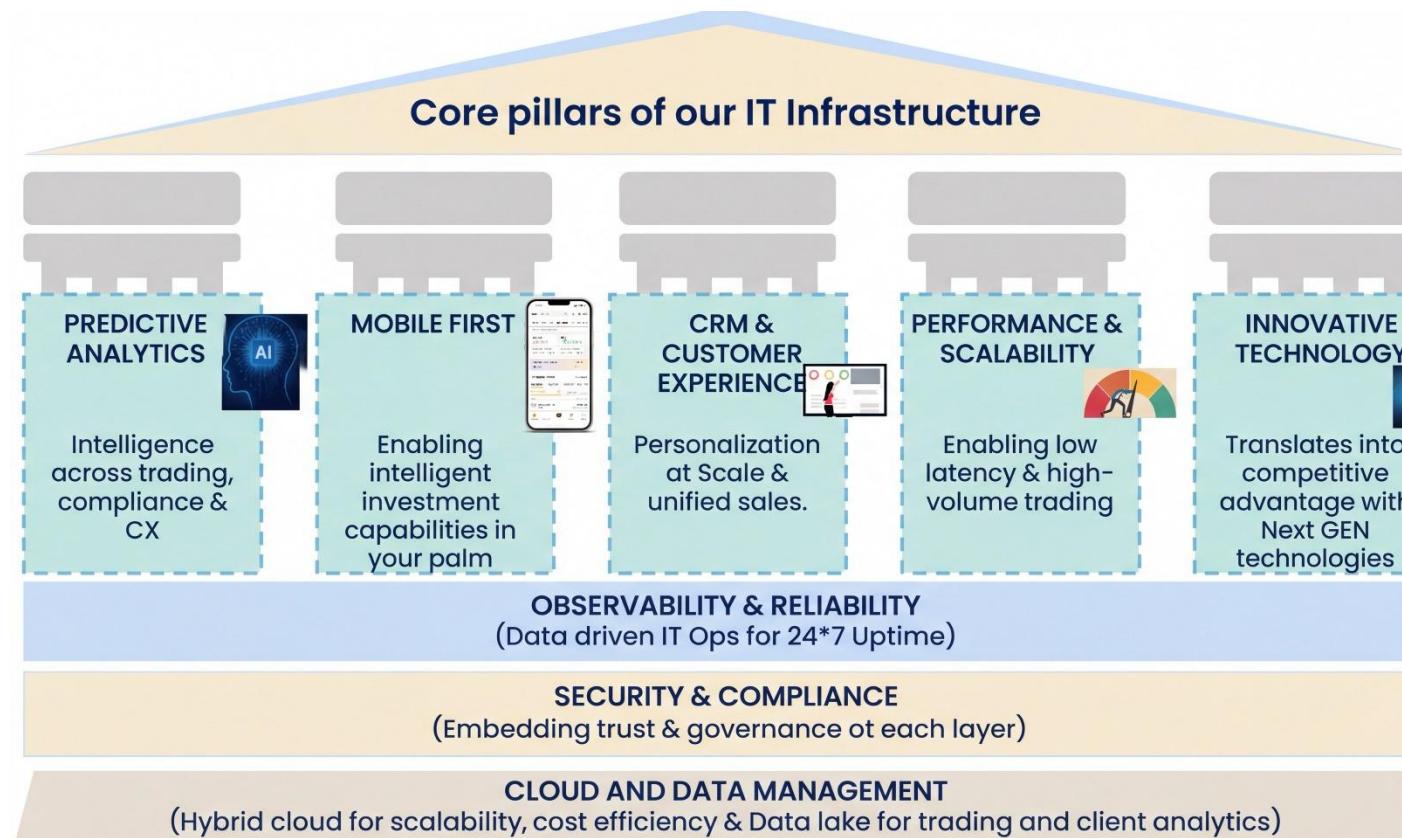
Manish Kayal
Head – Corporate Planning & Investor Relations

- Chartered Accountant and CFA (USA)
- Over 15 years of experience in IR, IB, Equity research & AMC
- Past: L&T, Nippon AMC, HomeFirst
- Joined MOFSL in 2024

Future ready Tech Infrastructure to Power MOFSL Growth



Building a **digital-first, AI-driven, innovative and secure** IT Ecosystem for investment management at **speed, intelligence and scale** while maximizing **business growth and investor value**.



- PWM MO PWM App** – Detailed portfolio and market analysis for wealth creation. (Icon: Phone with chart and plant)
- PWM RM Pulse** – 360-degree customer view for relationship managers. (Icon: Dashboard with charts)
- Research in Riise** – Extensive reports, videos, live calls, actionable news. (Icon: News and video camera)
- Research Assistant for WM Clients** – Natural language-powered extensive research access. (Icon: Robot with brain and speech bubble)
- Google AI Collaboration** – Multilingual transcriptions and advanced fraud analytics. (Icon: Robot with gear and wrench)
- Conversation, Voice, and Email AI Bots** – Enhanced WM client servicing and advisory. (Icon: Microphone, headphones, and envelope)
- Intuitive Portfolio Section** – Deep analytics with clear actionable insights. (Icon: Pie chart with arrow)
- Google AI Conversation Chatbot for RM** – Self-service bot for deep analysis./ client service. (Icon: Google G with brain and padlock)
- New-age Data Platform for MO AMC** – Real-time reconciliation, analytics, and client servicing. (Icon: Cloud with database and chart)

Key Technology Partners



CRISIL upgraded Rating from Adequate to **"STRONG"**

SES ESG Rating from B+ to **"A"**

Launched an online ESG profile platform, which adheres to international frameworks such as IFC, GRI, SASB, CDP, etc.

[Link](#)

Environment

- 99.25% of total input material sourced from domestic suppliers within India
- Positively impacted more than 18,650 individuals through CSR initiatives
- Monitoring Scope 3 emissions in addition to Scope 1 and Scope 2, to enhance overall carbon footprint management

- Installation of Sewage Treatment Plant (STP), VRF Air Conditioning System, Rain water Harvesting System, Sensor based Urinal Pot & Taps.
- No plastic use in the office premises except papers, tissues and cardboard which are also biodegradable in nature.
- Adopted Waste Management Policy to promote responsible & sustainable waste management across operations.

Social

- 100% of our permanent employees are covered under health insurance
- 100% of our permanent employees are covered by maternity and paternity benefits
- 100% return-to-work rate for male employees and a 95.77% rate for female employees post parental leave

- 97.28% of our employee are getting skill upgradation training.
- Median remuneration of male employees were ₹ 5.2 Lakhs per annum and female employees were ₹ 4.2 Lakh per annum excluding Directors and KMP.
- The Company has been certified with the reputed 'Great Workplace' recognition – Great Place to Work – India® 2024-2025.

Governance

- Diverse Board composition
- The roles of Chairman and Managing Director are held by separate individuals
- 50% Independent Director in Holding Company and at least 50% in material subsidiary
- Average Board experience >30 years
- Remuneration Policy recommended by Nomination and Remuneration Committee

- Introduction of an AI-driven fraud detection tool to uphold fairness, transparency, and accountability.
- Voluntarily participating in multiple public policy initiatives by actively contributing to SEBI consultation papers
- To enhance the good governance at Group Level, Group Chief Compliance Officer, Group Chief Risk Officer & Group Head Internal Audit were appointed.

Philanthropy



MO Research Centre
@IIT Mumbai



MO Knowledge Centre
@IIM Mumbai



State-of-the-art Executive Centre @ ISB
Hyderabad campus



Department of Anatomy at Shri
Ramchandra Institute of Medical Sciences,
Maharashtra



State of the art farmer training institution
“Krishikul” in Maharashtra

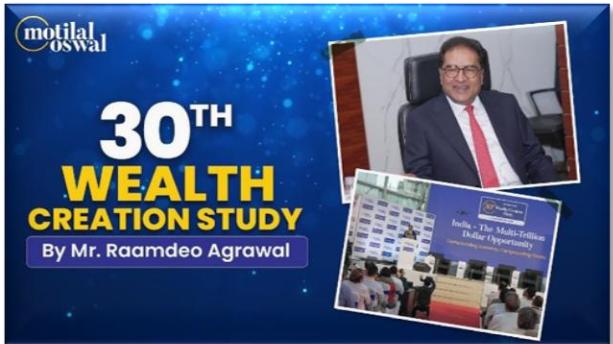


Setting up of Plaksha University at Mohali,
Punjab



Campus for outstation Chartered
Accountant (CA) aspirants in Mumbai

Strategic Brand Leadership Initiatives



30th year of iconic Wealth Creation Study was conducted by Raamdeo Agarwal. An annual IP that covers the insights about the markets and wealth creators.



Motilal Oswal Wealth Management
Various educative content were rolled out to create awareness across social media to help investors in their investment decision



Motilal Oswal Wealth Management
Diwali Muhurat campaign was launched, highlighted our behind-the-scenes efforts to ensure a seamless investor experience.



ETFs for Gold & Silver, Nifty 100, Energy, BSE Select IPO, Nifty Services, MNC, & Consumption Fund were promoted across digital medium to increase awareness and adoption of the funds



Motilal Oswal Asset Management Product Performance Campaign
Refreshed the visual identity to deliver a more contemporary, cohesive brand look and feel.



Motilal Oswal Asset Management, Alternates Brand Revamp - Visual identity was refreshed, for more contemporary and cohesive brand look and feel.



Motilal Oswal Private Wealth- The Young Titans Forum
A purpose driven initiative aimed to nurture tomorrow's leaders and ignite insightful conversations was launched

Strong Industry Tailwinds

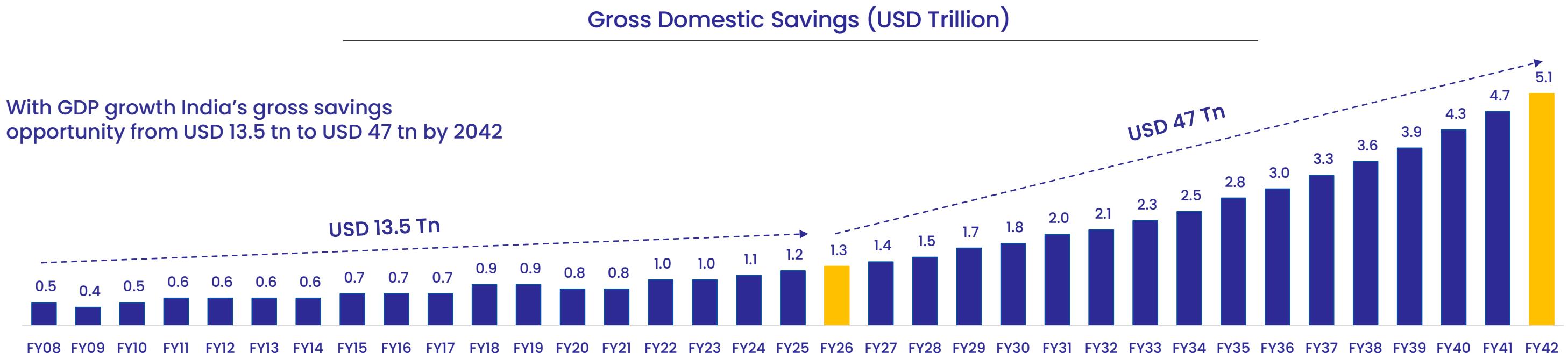
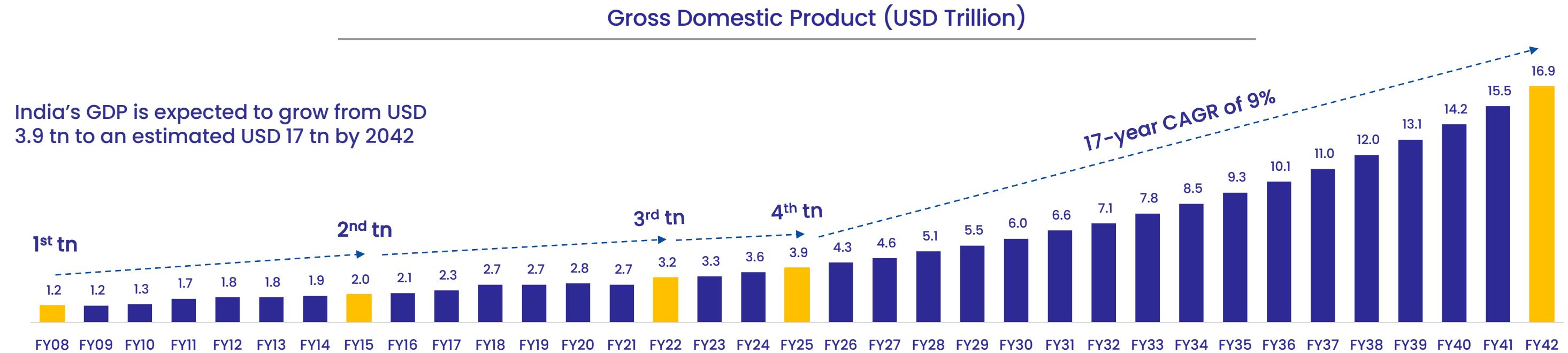
Economic take-off: India likely to retain its position as world's fastest-Growing major economy

Financialization of Savings Propelling equities

Digitization Driving Exponential Retail participation

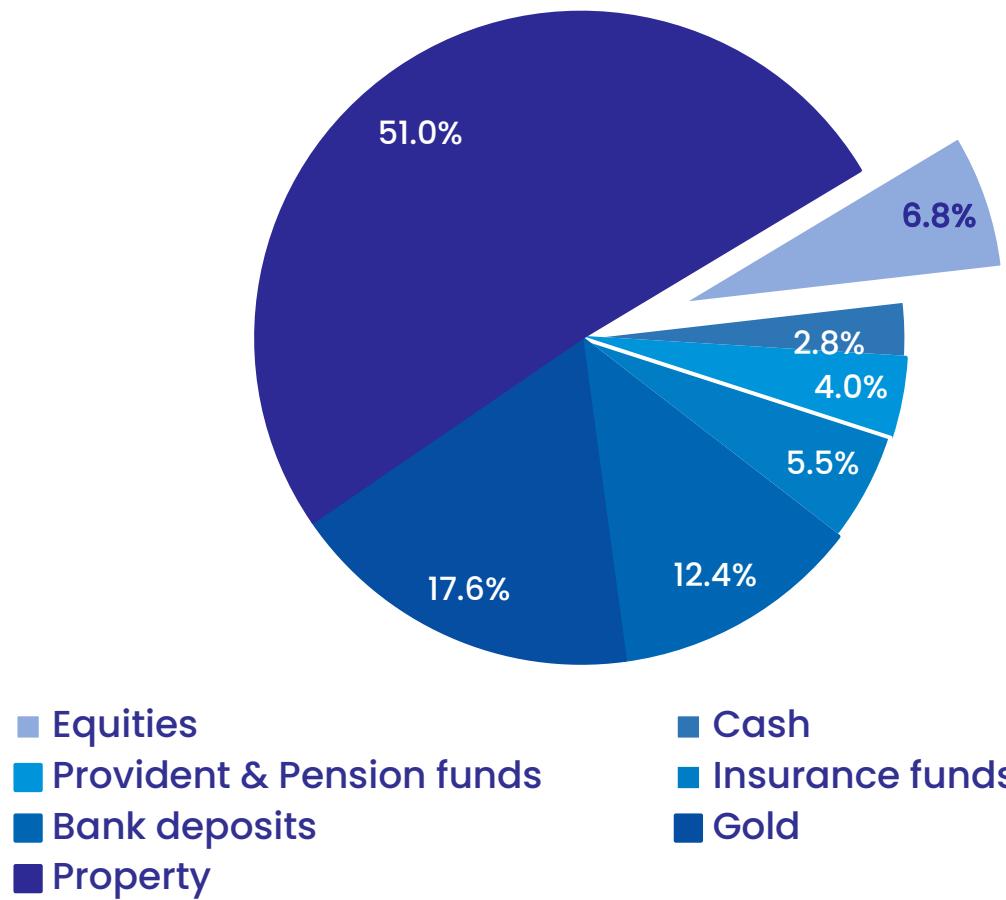
Wealth Management Opportunities in India

'Economic takeoff': India likely to retain its position as the world's fastest growing major economy

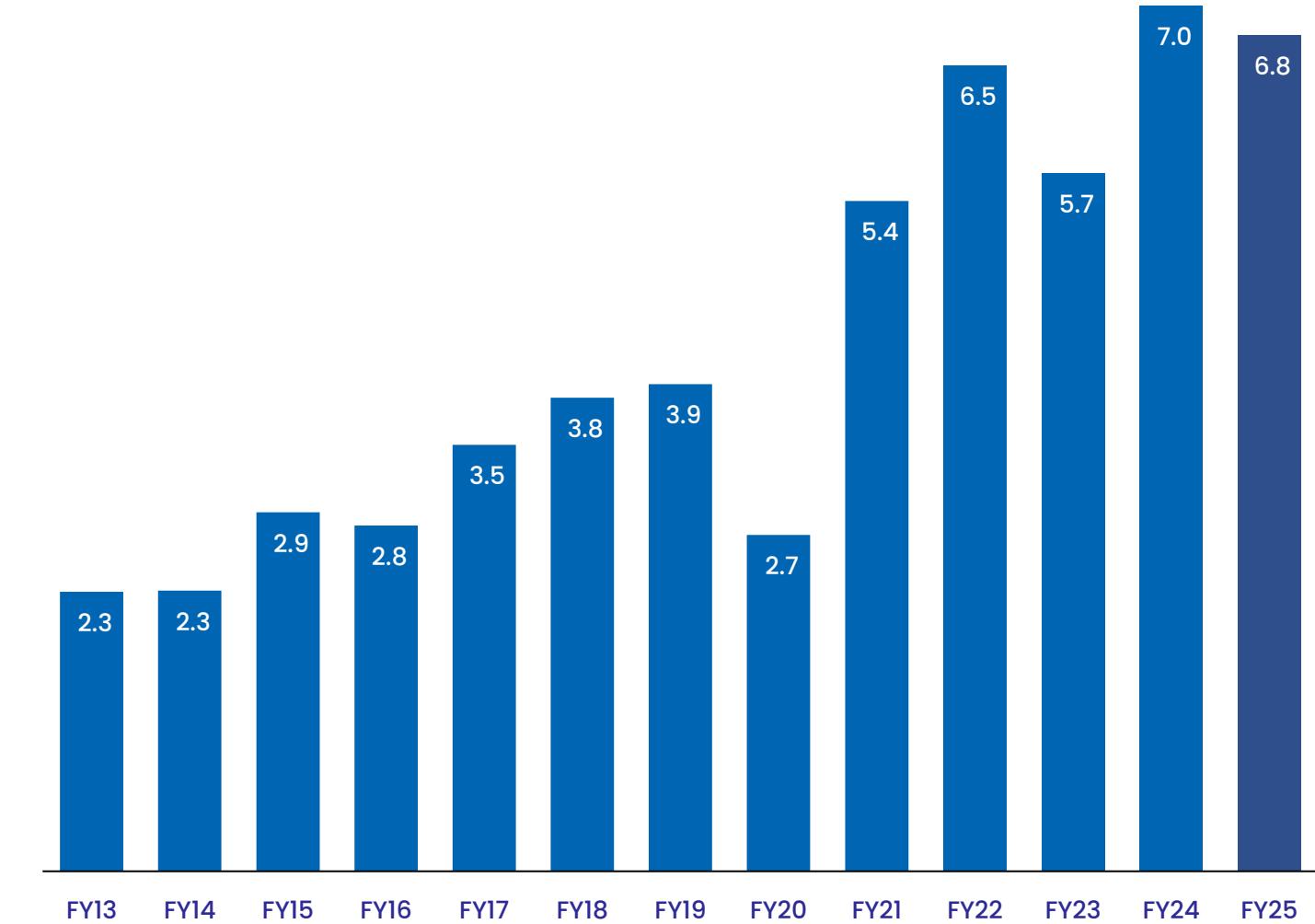


Financialisation of savings propelling equities

Total Indian Household assets \$ 14.5 Tn (FY25)

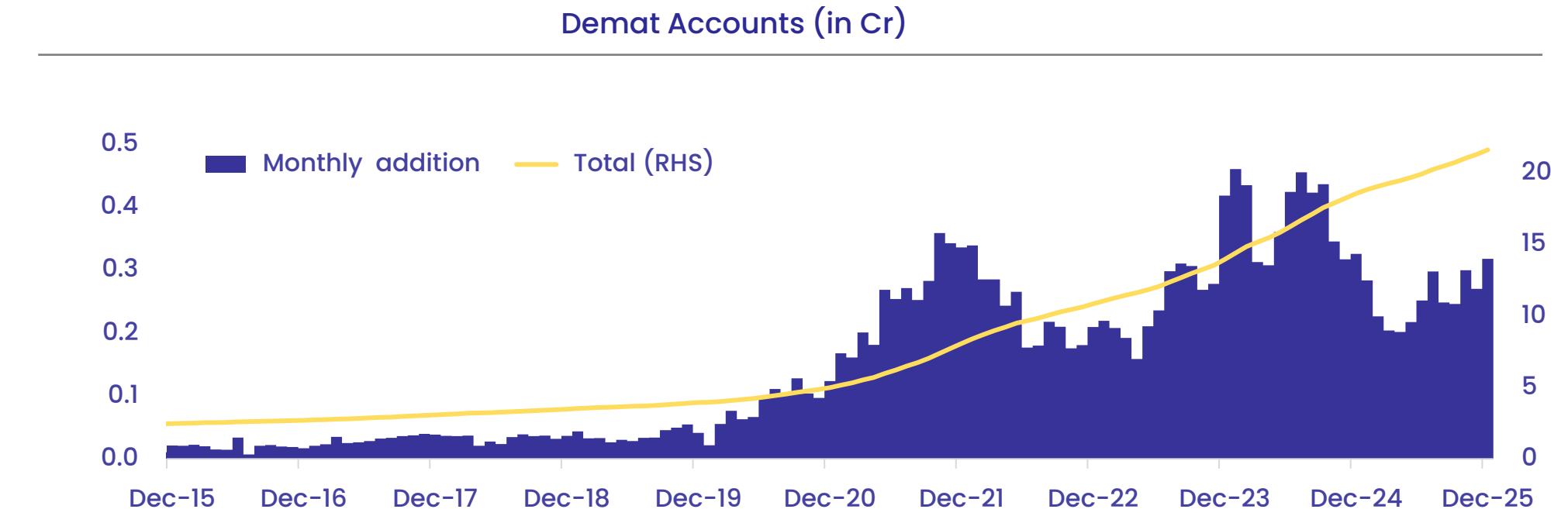


% of Household Assets in Equities

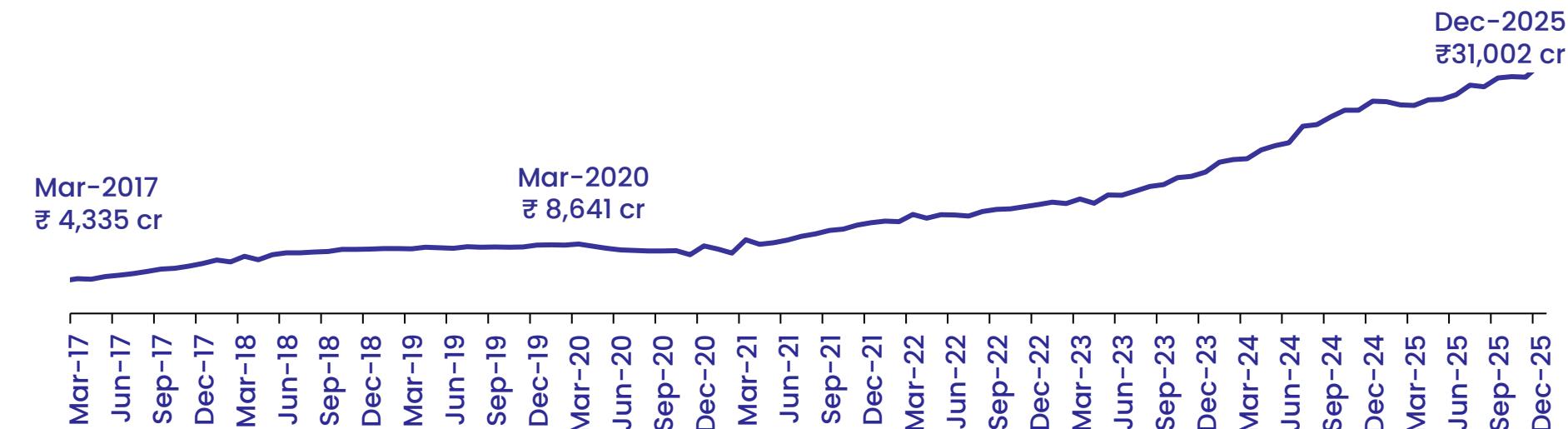


Digitization driving exponential retail participation

Strong addition of Demat accounts and SIP flows signal a significant runway for sustained growth with projections indicating a trajectory ~30% for the medium term



SIP flows on a relentless rise, making the markets resilient



Safe Harbour

This earning presentation may contain certain words or phrases that are forward - looking statements. These forward-looking statements are tentative, based on current analysis and anticipation of the management of MOFSL. Actual results may vary from the forward-looking statements contained in this presentations due to various risks and uncertainties involved. These risks and uncertainties include volatility in the securities market, economic and political conditions, new regulations, government policies and volatility in interest rates that may impact the businesses of MOFSL.

MOFSL has got all market data and information from sources believed to be reliable or from its internal analysis estimates, although its accuracy can not be guaranteed. MOFSL undertakes no obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

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Thank You

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For more details refer data book published on
our website ([here](#))

Data Book Contents

- Consolidated Performance
- Segmental Performance
- Segmental PAT trend of last 5 years
- Balance Sheet
- Reconciliation to Financial Statements
- Exchange format P&L



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