

# Investor Presentation

## Q2FY25 & H1FY25

# MOTILAL OSWAL

Financial Services Limited  
(MOFSL)

## Safe Harbour

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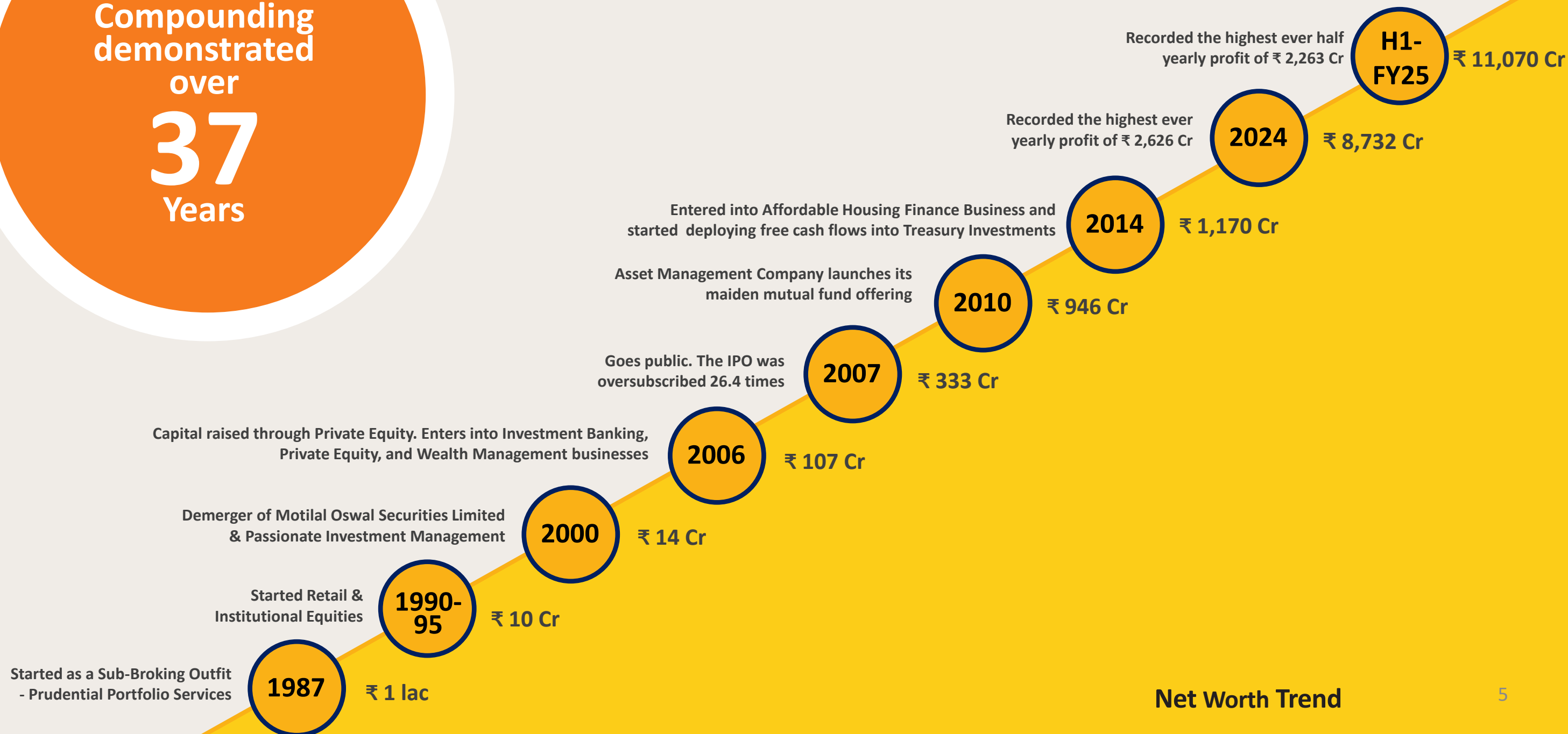
**At MOFSL,**  
we believe that  
companies  
seeking to  
consistently  
outperform need  
a simple, yet  
effective strategy

**Raamdeo Agrawal,**

MOFSL Chairman &  
Co-founder, explains the  
compounded impact on the  
company

“Compounding has been described as the eighth Wonder of the World. At MOFSL, we have designed the company around this concept. We have structured our business in a manner that would not only capitalize on the national economic growth but also generate compounded returns through reinvestment of surpluses (after paying dividend) into the business and treasury investments. In our first 37 years, we grew our net worth from ₹ 1 lakh to ₹ 11,070 cr. as on Sep’24. The upcoming years signify the convergence of our validated business model, the growing India story, the MOFSL brand, and our distribution capability. With this in mind, **the sky is the limit at MOFSL!**”

Power of  
Compounding  
demonstrated  
over  
**37**  
Years



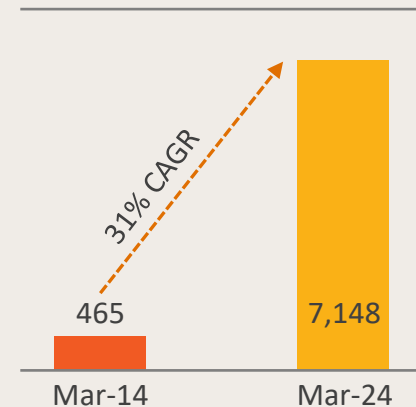
**MOFSL's  
Compounding  
Machine has  
been extensively  
validated over  
the last decade**

Profits growth has been higher  
than revenue growth

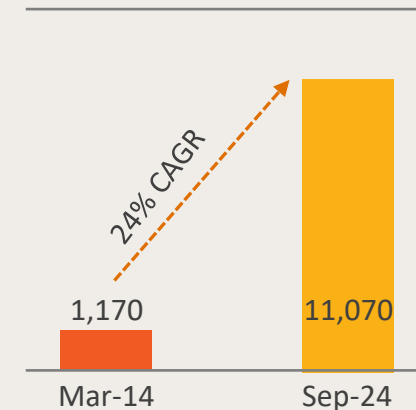
MOFSL's market cap has  
outperformed the Nifty 500 Index  
by 25% CAGR

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

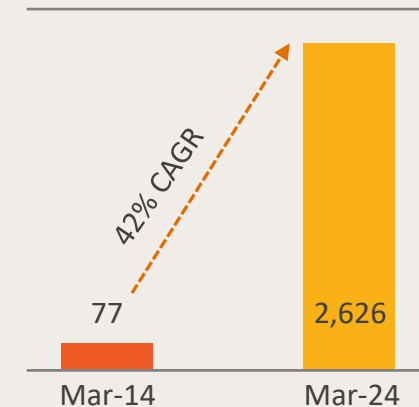
**Total Revenue in ₹ Cr**



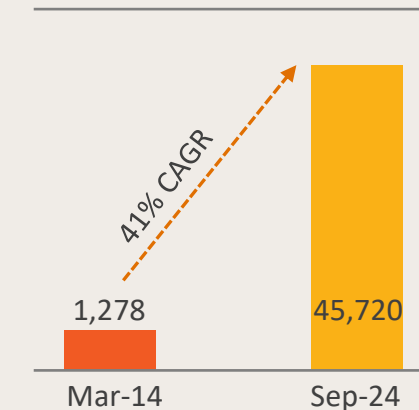
**Net Worth in ₹ Cr**



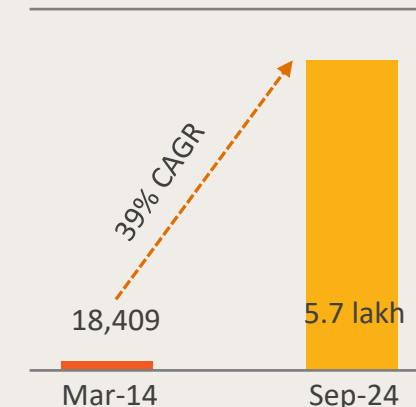
**Total PAT (incl OCI) in ₹ Cr**



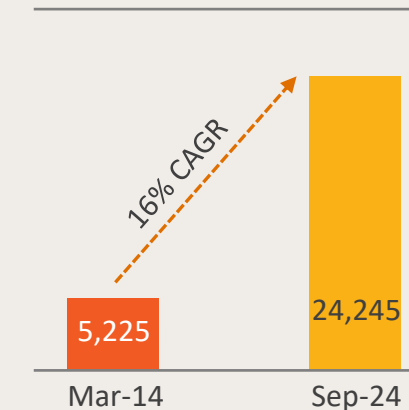
**MOFSL Market Cap**

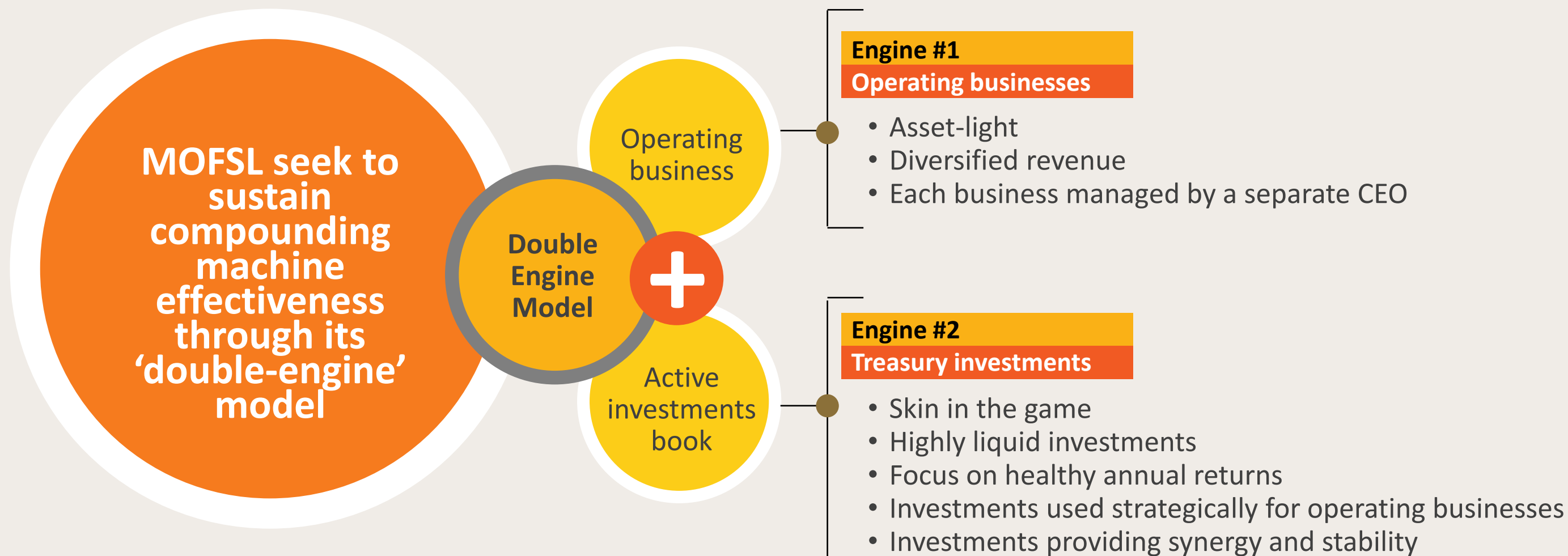


**Assets under Advice (AUA) in ₹ Cr**



**Nifty 500**





# MOFSL: Primed for disproportionate growth

## Engine #1

### Operating businesses

Operating PAT

## Robust Past

Operating PAT clocked  
34% CAGR in last decade

## Promising Future

Optimistic about the future  
growth

## Engine #2

### Treasury investments

Treasury investments  
book

Book posted 44% CAGR in  
the last decade\*

To maintain / improve the  
existing IRR of 20.8%

Dividend payout

20% of operating PAT in  
the last decade\*

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

Net worth

Reported 22% CAGR in  
the last decade\*

To maintain or improve

\*from FY14 to FY24



# MOFSL Value Proposition

## Products

### Strong manufacturing capabilities

- Research led Broking
- Loan Against Securities
- Mutual Funds
- PMS
- AIF (listed equities)
- Private Equity Funds
- Real Estate Funds
- Home Loans

### Third-party product distribution

- Insurance
- Bonds
- Fixed Deposits
- MF
- AIF & PMS
- Unlisted Equities
- Loans

## Advisory

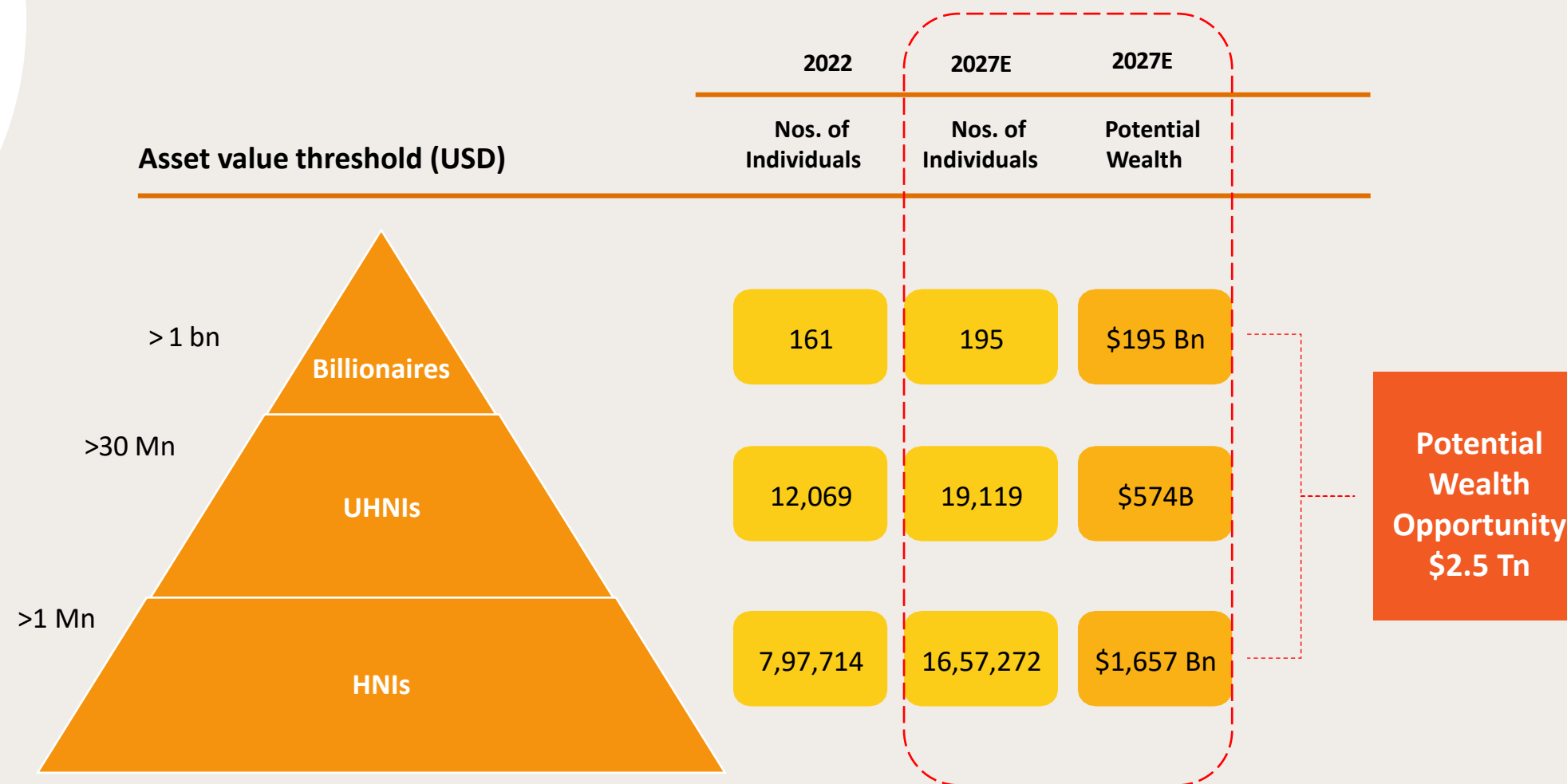
### Wealth Advisory

- Investment charter
- Alternate assets
- Credit solutions
- Treasury solutions
- Estate planning

### Corporate Advisory

- IPO
- M&A
- QIP
- Block Deals

MOFSL well  
geared to tap  
growing wealth  
opportunity in  
India



Source: Knight Frank Wealth Report 2023

# BIG NUMBERS AT MOFSL

## Distribution Network

**9,400+** External  
Wealth  
Managers

## Geographical reach

**2,500+** business  
locations  
**98%** Indian pin  
codes covered

## Relationship Managers & Research Team

**2,500+** RMs  
**100+** research  
team

## Assets under Advice

**5.7 lakh+ Cr**

## Clients

**94,00,000+**

# Transitioning from Broking & Distribution to Wealth Management

## Needs

Addressing customer  
needs beyond  
transactions

Need for personalized  
and holistic investment  
advice

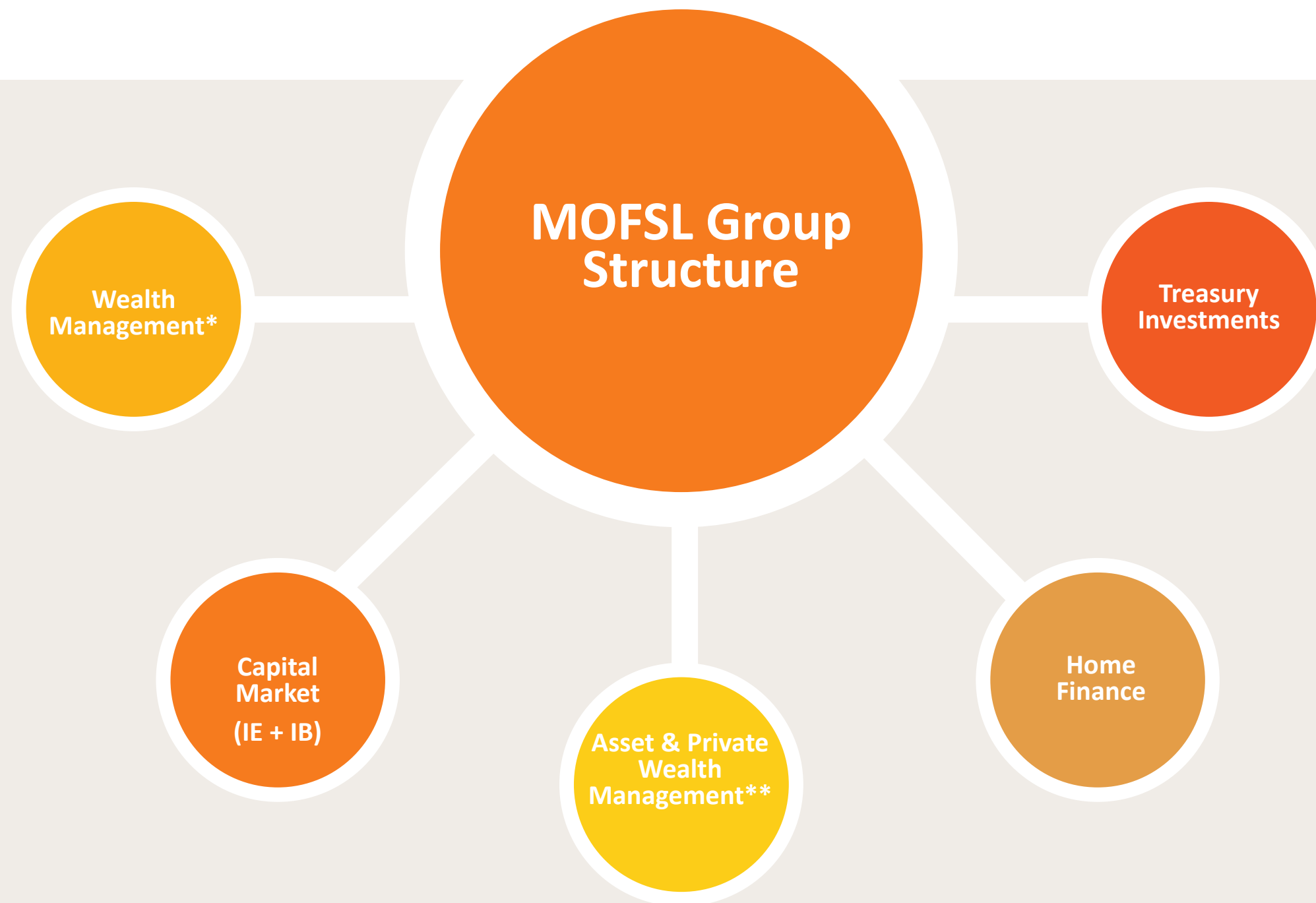
Need to cover diverse  
asset classes

## Outcomes

Emergence as trusted  
advisors

Addressing the  
sophisticated needs of  
modern investors

Graduation from  
products to investment  
solutions



*\*includes retail broking & distribution business*

*\*\* includes AMC, PE/RE & PWM business*

*IE = Institutional Equities, IB – Investment Banking*

# Strong financial performance in Q2FY25

## Assets under advice

₹ 5.7 lakh cr.

82% YoY growth



## Net Operating Revenue

₹ 1,366 cr.

46% YoY growth



## Operating PAT

₹ 541 cr.

53% YoY growth



## Total PAT (incl. OCI)

₹ 1,242 cr.

123% YoY growth



## Net Worth

₹ 11,070 cr.

48% YoY growth



## Lending book\*

₹ 12,879 cr.

54% YoY growth



\*Incl. HFC

## ROE

48%



## No. of External Wealth Managers

9,400+



## Clients

94+ lakh

57% growth



## Employees

~13,300



## Trailing 12 months

Net Operating Revenue  
₹ 4,648 cr.

Operating PAT  
₹ 1,855 cr.

Total PAT  
(including OCI)  
₹ 3,661 cr.

Market capitalization  
₹ 52,226 cr\*

FY24 PAT Ranking - 99  
amongst listed entities

M-cap Rank – 168\*

\*as on Oct 25, 2024

CRISIL and India Ratings has upgraded the rating outlook from AA Stable to AA Positive.

# Momentum continues in Quarterly Operating PAT

Segmental PAT (₹ Cr)	Q2FY25	Q1FY25	Q4FY24	Q3FY24	Q2FY24
Wealth Management	225	177	211	165	132
YoY Growth %	71%	69%	53%	35%	19%
Capital Market	73	57	47	39	50
YoY Growth %	45%	-4%	300%	85%	57%
Asset & Private Wealth Management	213	157	210	145	131
YoY Growth %	63%	29%	79%	20%	13%
Housing Finance	27	29	31	36	33
YoY Growth %	-19%	-4%	0%	0%	-2%
<b>Operating PAT*</b>	<b>541</b>	<b>431</b>	<b>502</b>	<b>380</b>	<b>353</b>
<b>YoY Growth %</b>	<b>53%</b>	<b>41%</b>	<b>66%</b>	<b>32%</b>	<b>23%</b>
Treasury PAT ( incl OCI)	701	590	129	394	203
Consolidated PAT	1,242	1,021	625	774	556
YoY Growth %	123%	52%	448%	222%	1%

\*excluding intercompany adjustments

**Consolidated  
half yearly  
profits at Rs.  
2,263 Cr**

Particulars (₹ Cr)	Q2FY25	Q2FY24	YoY (%)	Q1FY25	QoQ (%)	H1FY25	H1FY24	YoY (%)
Wealth Management	634	416	53%	531	19%	1,164	789	48%
Capital Market	174	114	52%	134	29%	308	251	23%
Asset and Private Wealth Management	490	323	52%	385	28%	875	616	42%
Housing Finance	87	83	4%	91	-4%	178	165	8%
<b>Total Net Revenues<sup>1</sup></b>	<b>1,366</b>	<b>933</b>	<b>46%</b>	<b>1,133</b>	<b>21%</b>	<b>2,499</b>	<b>1,790</b>	<b>40%</b>
Employee Expense	443	305	45%	387	15%	830	618	34%
Other Expense	195	157	24%	174	13%	369	295	25%
<b>Total Expense</b>	<b>639</b>	<b>463</b>	<b>38%</b>	<b>560</b>	<b>14%</b>	<b>1,199</b>	<b>912</b>	<b>31%</b>
PBT	727	470	55%	573	27%	1,300	878	48%
<b>Operating PAT</b>	<b>541</b>	<b>353</b>	<b>53%</b>	<b>431</b>	<b>25%</b>	<b>972</b>	<b>660</b>	<b>47%</b>
Treasury Investments PAT <sup>2^</sup>	701	203		590		1,291	567	
<b>Total PAT<sup>2^</sup></b>	<b>1,242</b>	<b>556</b>	<b>123%</b>	<b>1,021</b>	<b>22%</b>	<b>2,263</b>	<b>1,227</b>	<b>84%</b>
<i>PBT Margin on Net Revenue</i>	<i>53%</i>	<i>50%</i>		<i>51%</i>		<i>52%</i>	<i>49%</i>	

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

2. Including Other Comprehensive income (OCI)

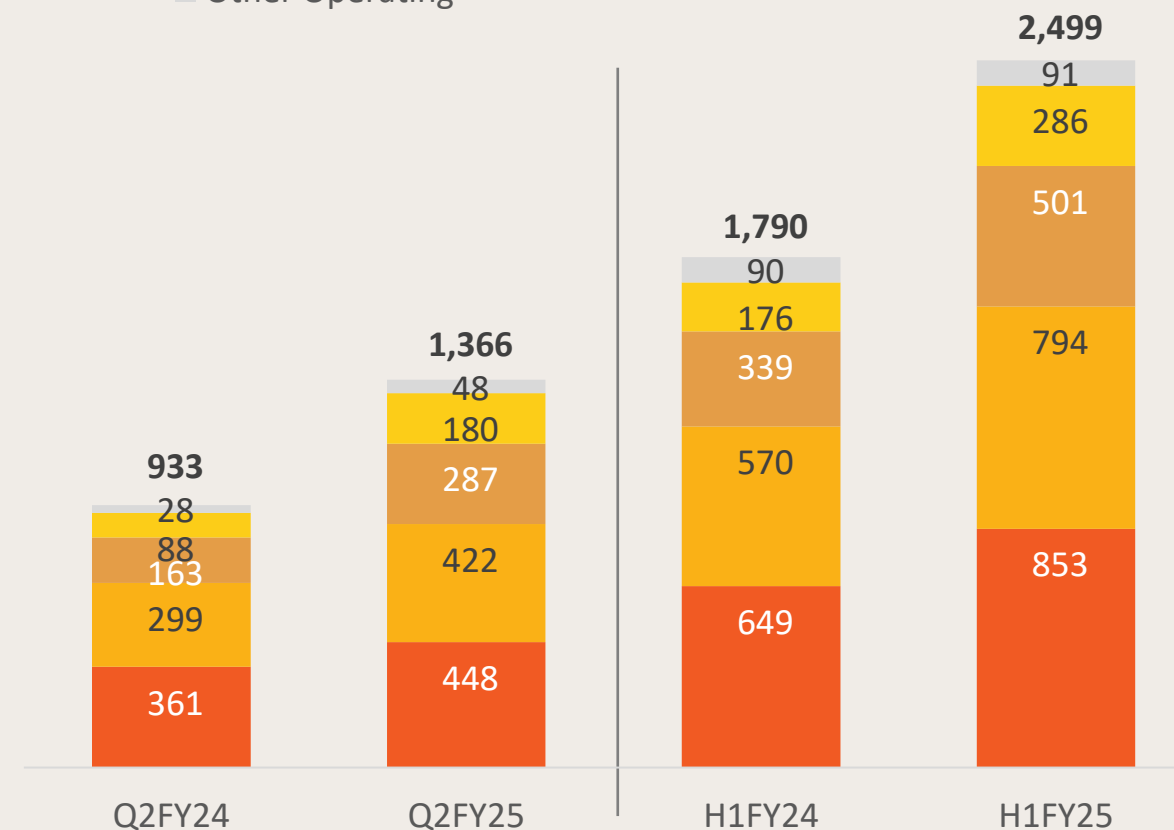
<sup>^</sup> As per amendment passed in the Finance Act, 2024, tax rates on capital gains have been revised. In accordance with Ind AS 12, the deferred tax liability from changes in the fair value of investments has increased by a cumulative one-time impact of Rs.84 Crs for the quarter and half year ended September 30, 2024.



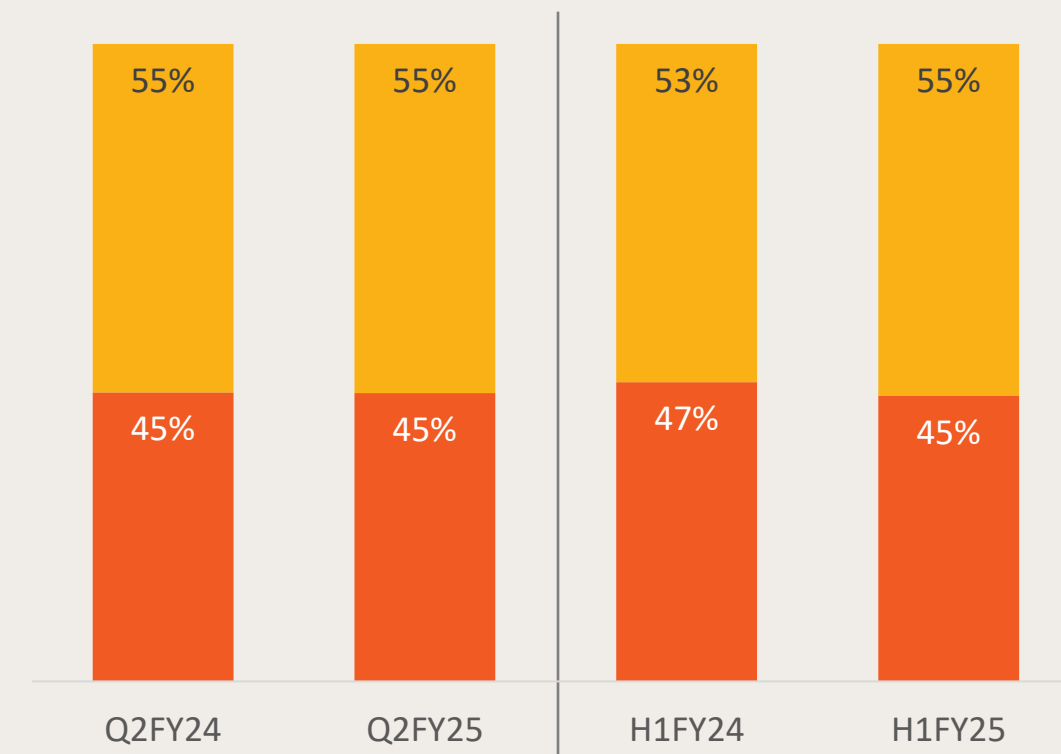
Focus on  
building  
diversified &  
sustainable  
revenue  
streams

### Consolidated Net Revenue Mix

- Brokerage
- Management Fees & Advisory
- Other Operating
- NII
- Distribution



- Annual Recurring Revenue (ARR)
- Transaction Based Revenue (TBR)



Leveraging strong  
net-worth for  
Operating  
business growth

Particulars (₹ Cr)	H1FY25					
	Wealth Management	Capital Market	Asset & Private Wealth Management	HFC	Treasury	Total
Net Worth	3,231	635	2,283	1,318	3,602	11,070
Operating PAT	402	130	370	56	1,291	2,263
Operating RoE*	27%	43%	34%	9%	91%	46%

Note : Net worth has been allocated between operating business & treasury investments

\*Operating RoE annualized based on average Net Worth

Particulars (₹ Cr)	Sep-24	Mar-24
<b>SOURCES OF FUNDS</b>		
Net Worth	11,070	8,732
Borrowings	15,575	13,752
Minority Interest	41	37
<b>Total Liabilities</b>	<b>26,686</b>	<b>22,521</b>
<b>APPLICATION OF FUNDS</b>		
Fixed assets (net block)	638	603
Investments	8,596	6,501
Loans and Advances	11,350	10,036
Net Current Assets <sup>(1)</sup>	6,103	5,381
<b>Total Assets</b>	<b>26,686</b>	<b>22,521</b>

1. Net Current Asset includes cash and cash equivalents and bank balance of ₹ 5,100 cr in Sep-24. Out of which unencumbered cash & cash equivalents is ₹ 2,381 cr



## Wealth Management

Strong blend of  
2,100+ internal  
Relationship  
Managers and  
9,400+ External  
Wealth Managers

Clients having a DP  
balance of more  
than 1 Cr contribute  
more than 70% of  
the overall DP  
balance

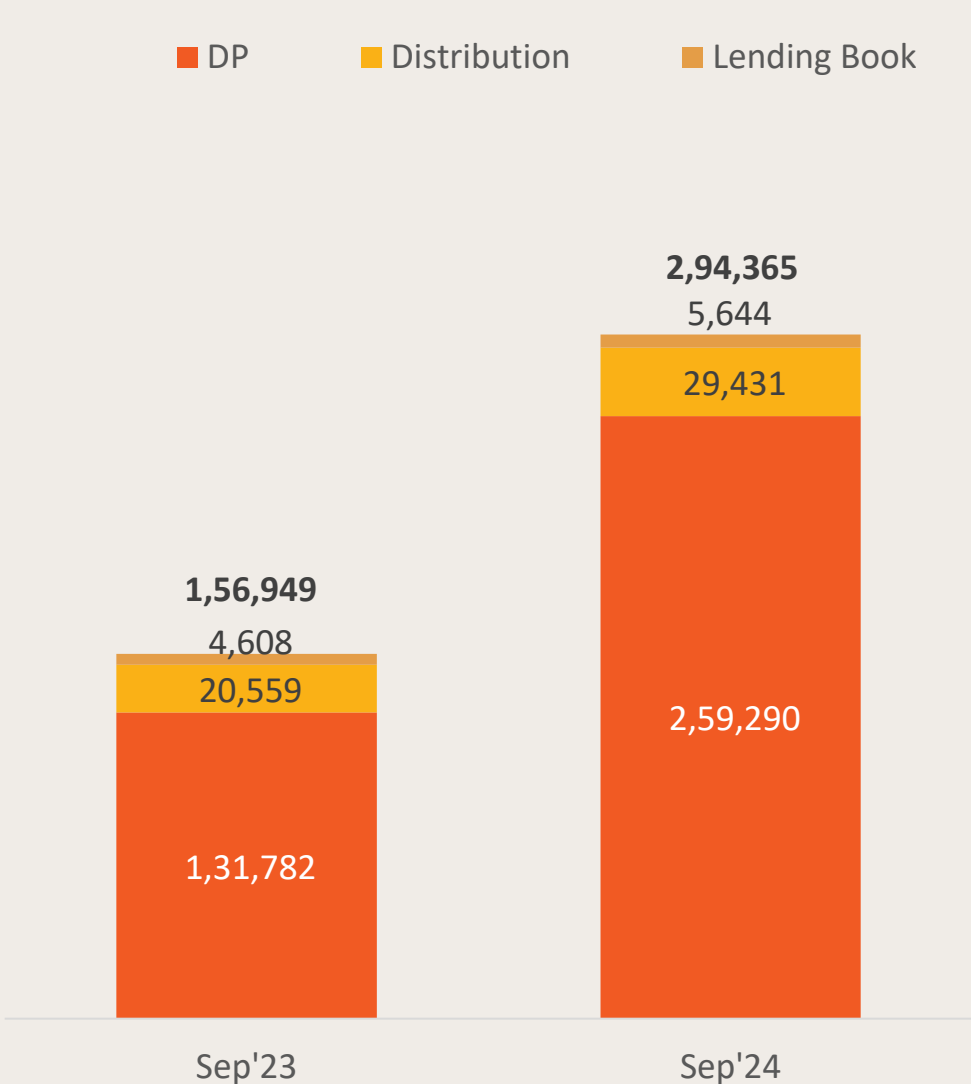
Extensive  
Geographical reach -  
2,500+ business  
locations covering  
clients across 98% of  
the PIN codes

Market share  
**Cash:** 7.9%  
(up 85 bps YoY)  
**F&O Premium**  
**Turnover:** 9.0%  
(up 150 bps YoY)

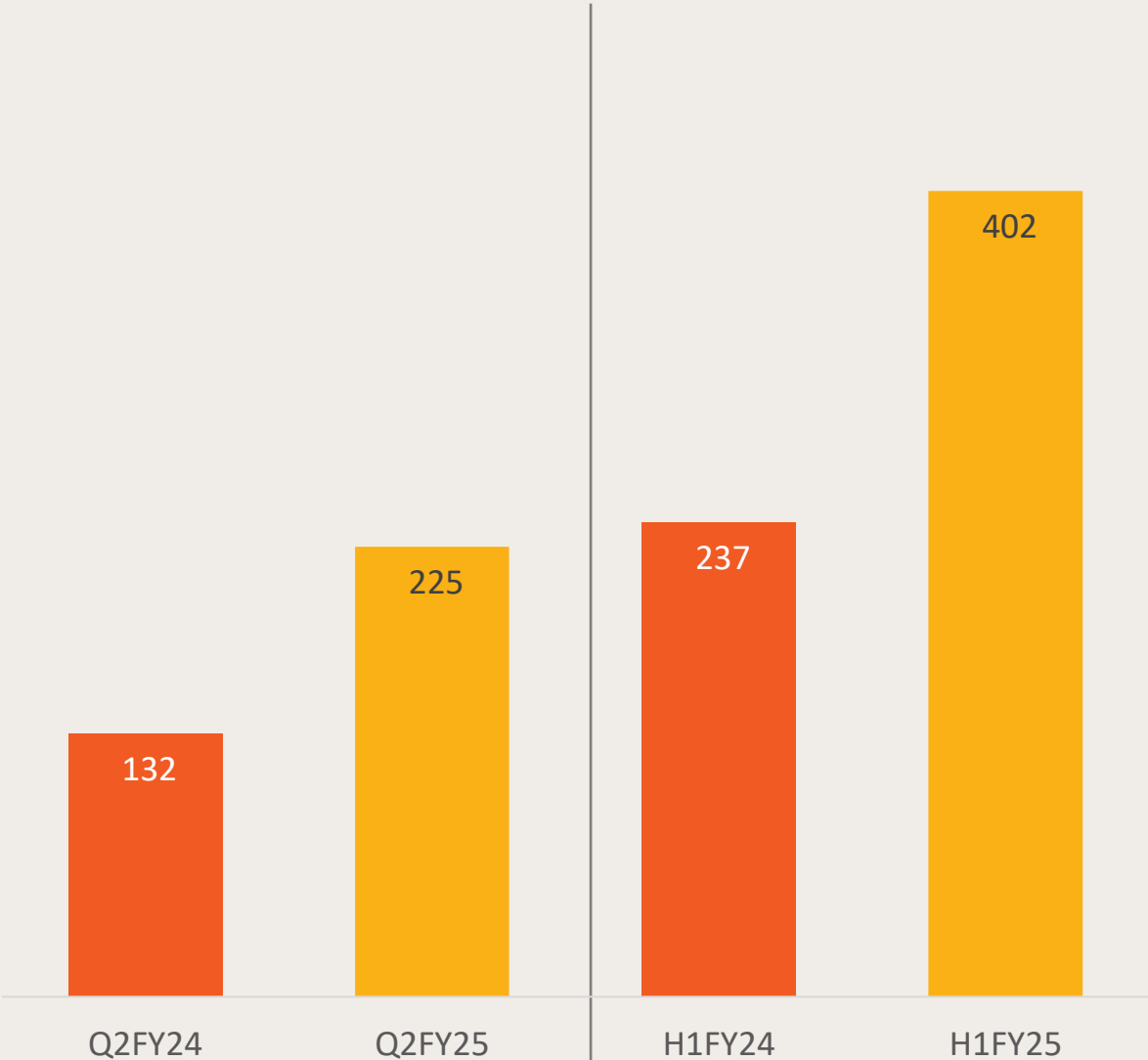
# Wealth Management

AUM Break-up (₹ Cr.)

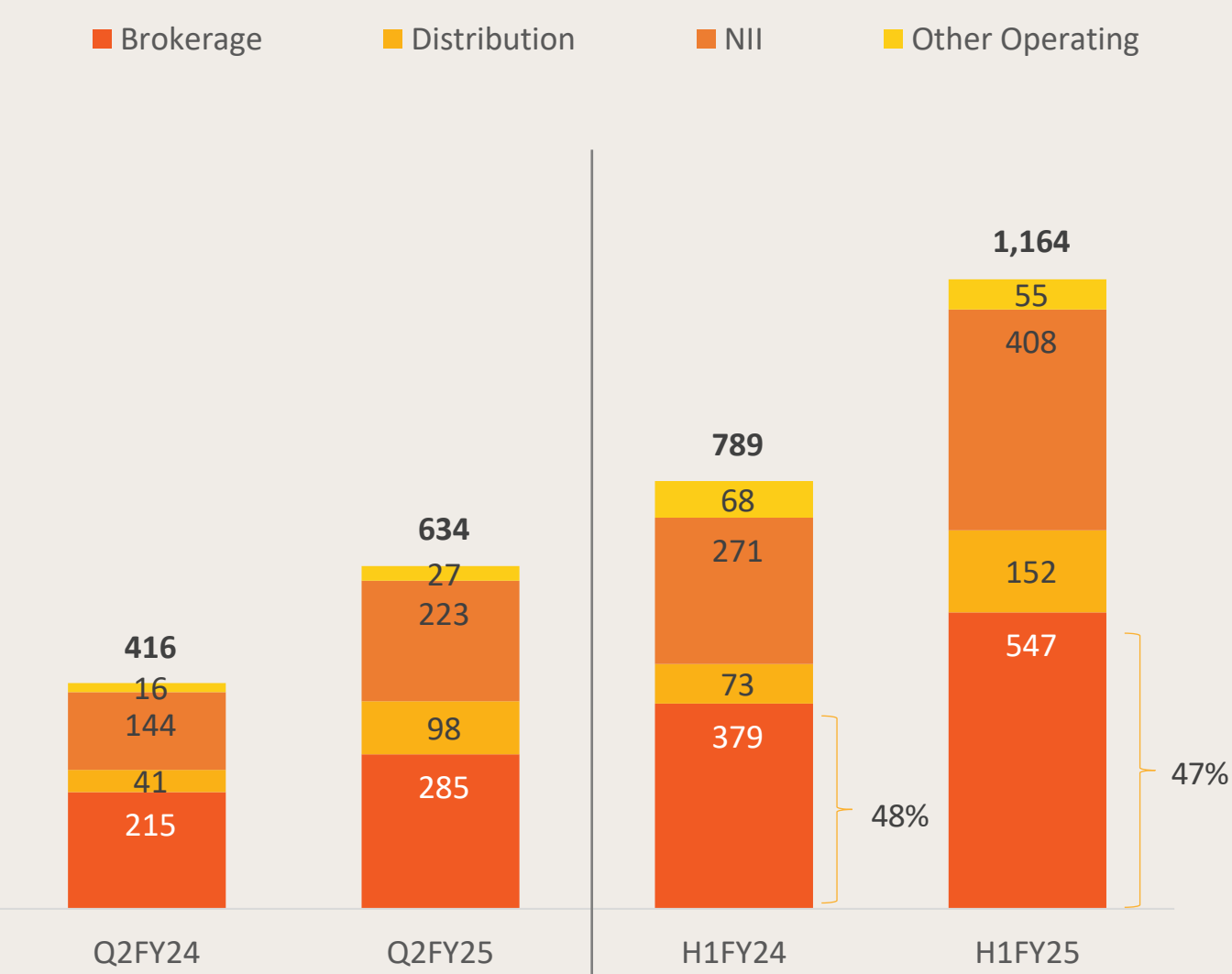
DP      Distribution      Lending Book



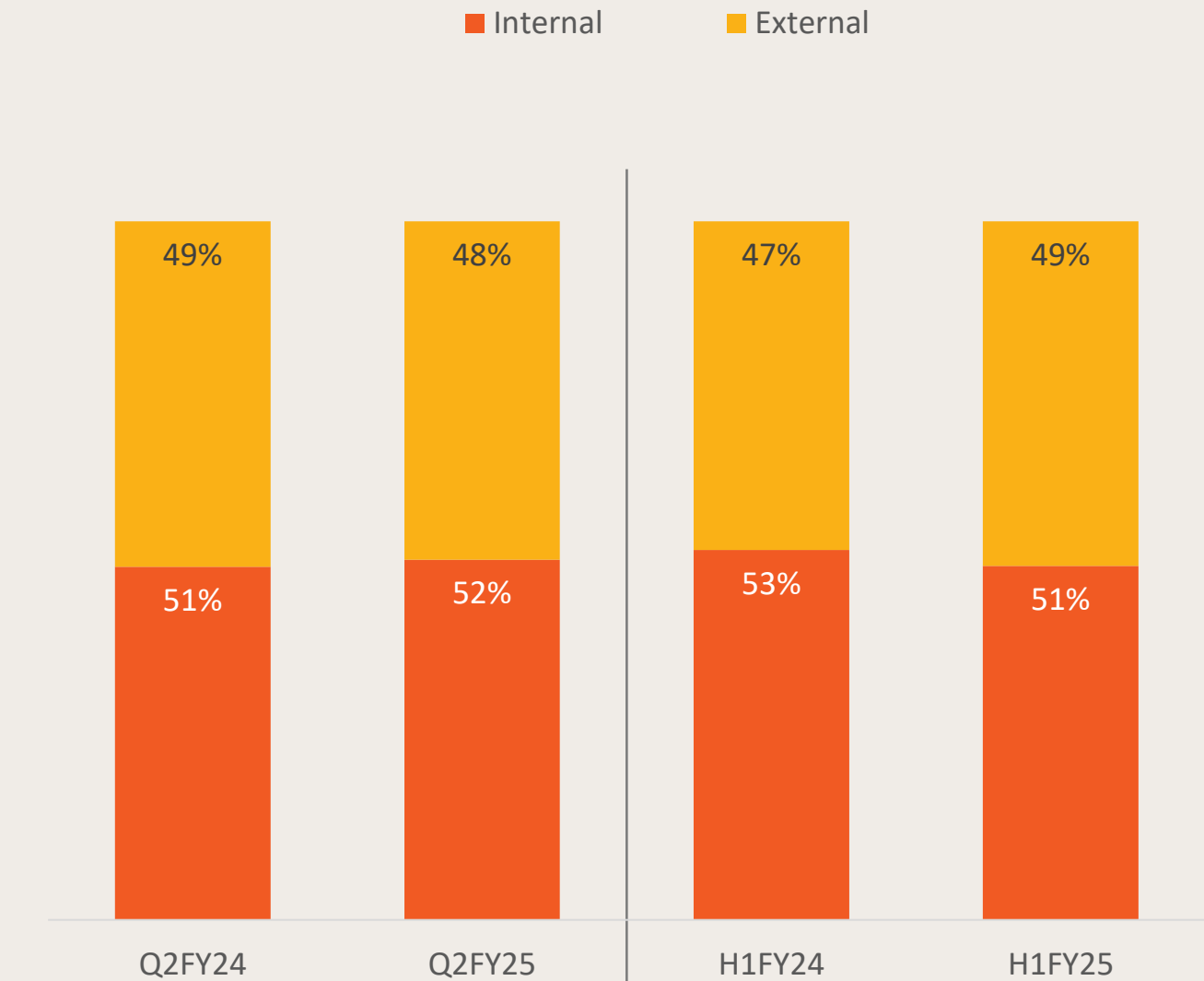
PAT (₹ Cr.)



Net Revenue Break-up by Products (₹ Cr.)



Net Revenue Break-up by Channels



## Strength of Internal RMs and External Wealth Managers

**2,120**

Internal Relationship  
Managers

**76**

Branches

**9,438**

External Wealth  
Managers

**1.5 mn+**

Total Active Clients

**Per Client**

-AUM ₹ 2 mn.

**Per RM**

- AUM ₹ 22 cr.  
-Clients 133

A large orange circle with a white border, containing the text "Focus on building the distribution business disproportionately".

**Focus on building  
the distribution  
business  
disproportionately**

To strengthen distribution business vertical

Teams aligned towards wealth solution-oriented services

Pioneering the move to Advisory with transparent and aligned interests with clients

RISE Super App – All in One SuperApp offering various internal & external products



## Asset & Private Wealth Management

Blend of  
manufacturing and  
distribution  
capabilities

Focused and leading  
player in alternate  
assets

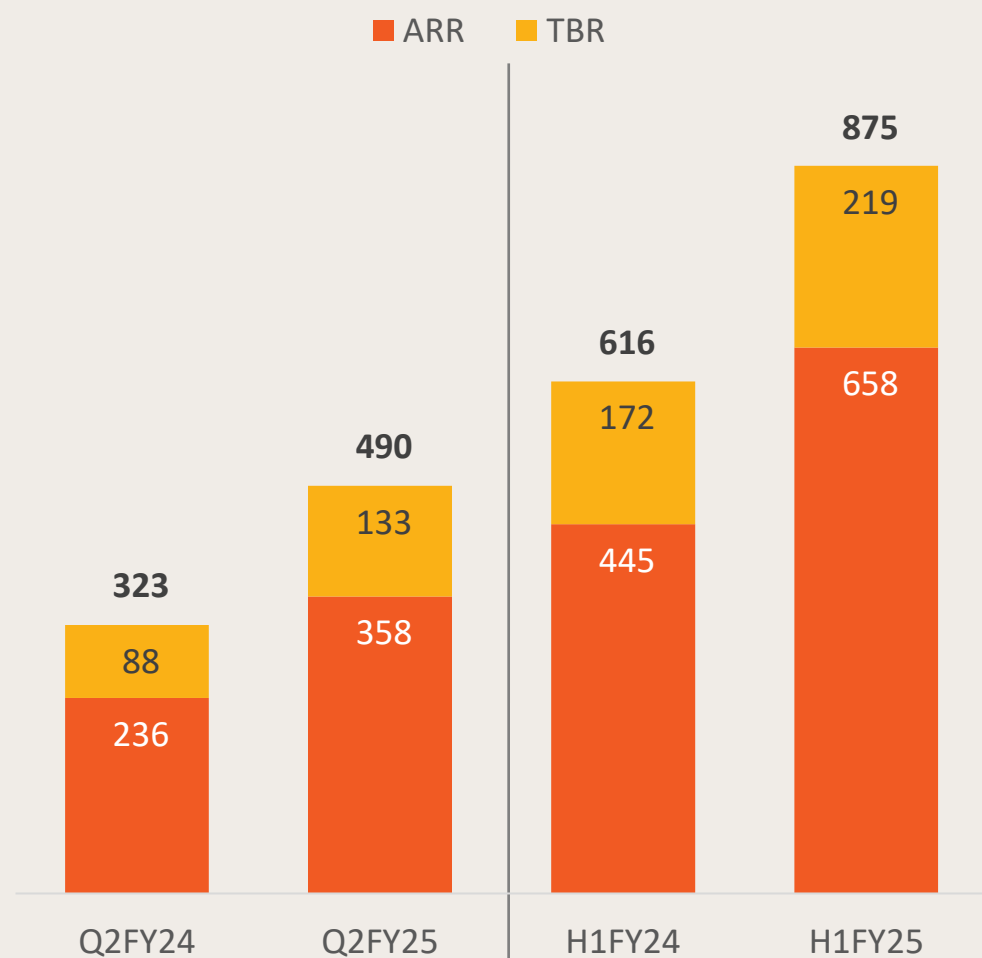
Robust Investment  
and Risk  
Management  
process

AUM of ₹ 2.8 lakh Cr  
& Net sales of  
₹25,000+ Cr in  
H1FY25

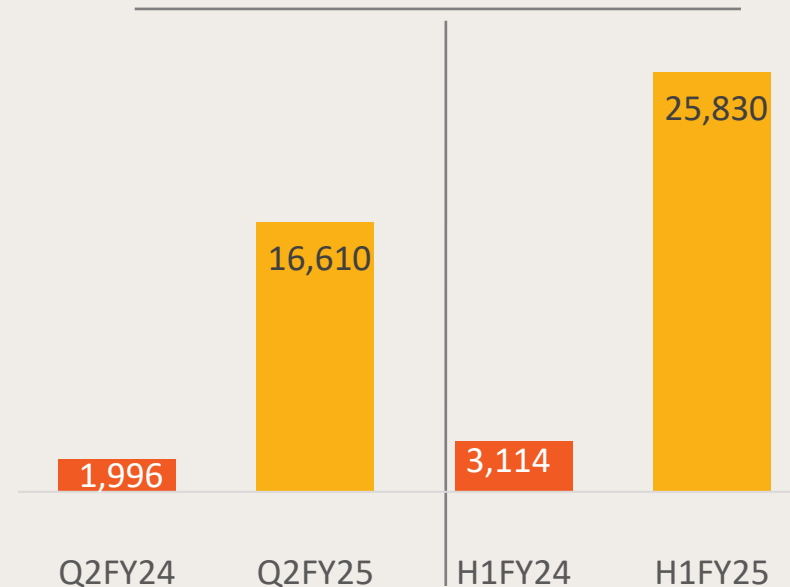


**Asset & Private  
Wealth  
contributes  
35% of  
consolidated  
net revenue**

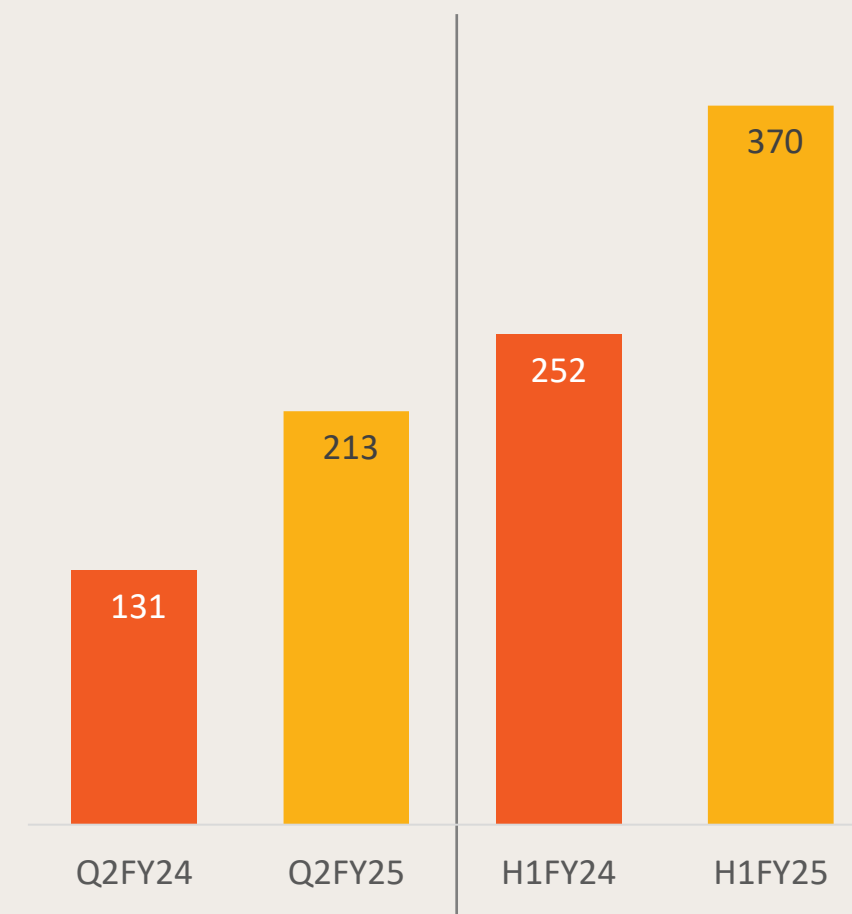
**Net Revenue Break-up (₹ Cr.)**



**Net Sales (₹ Cr.)**



**PAT (₹ Cr.)**





## Asset Management

### Listed Equities

MF + PMS  
+ AIF (CAT III)

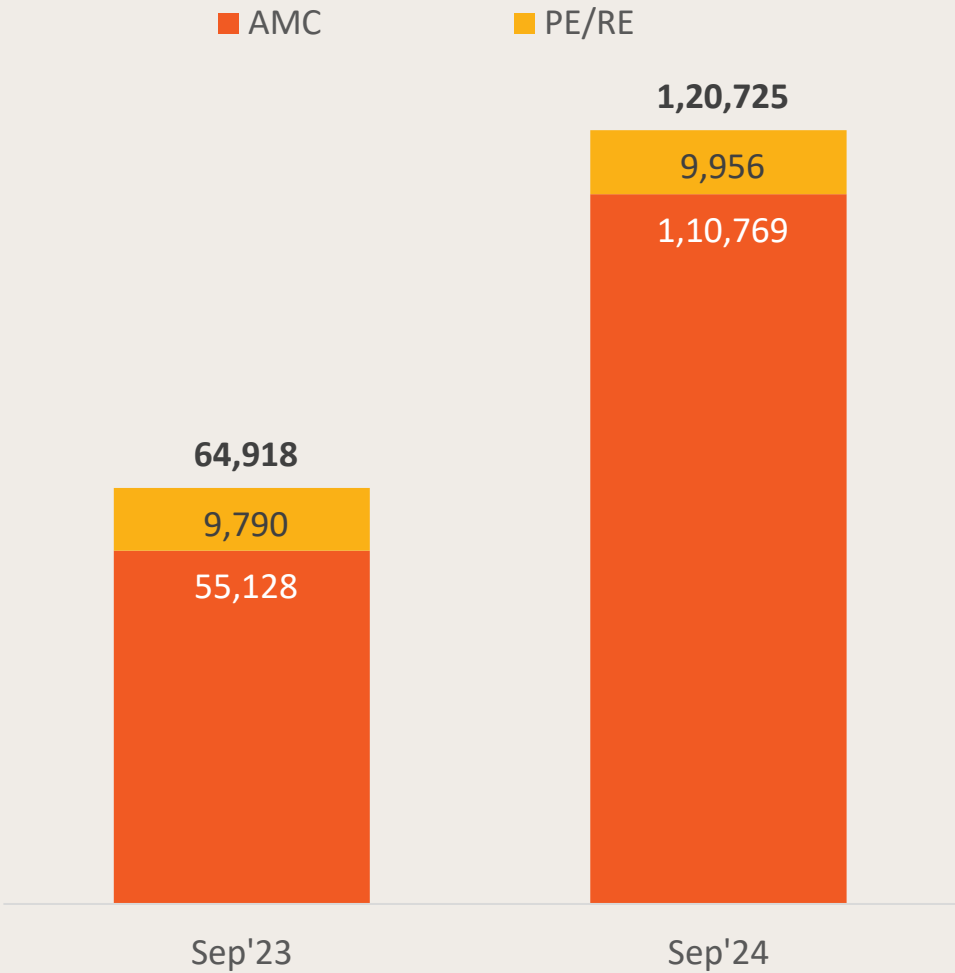
### Unlisted

Private Equity  
+ Real Estate Funds  
(CAT II)

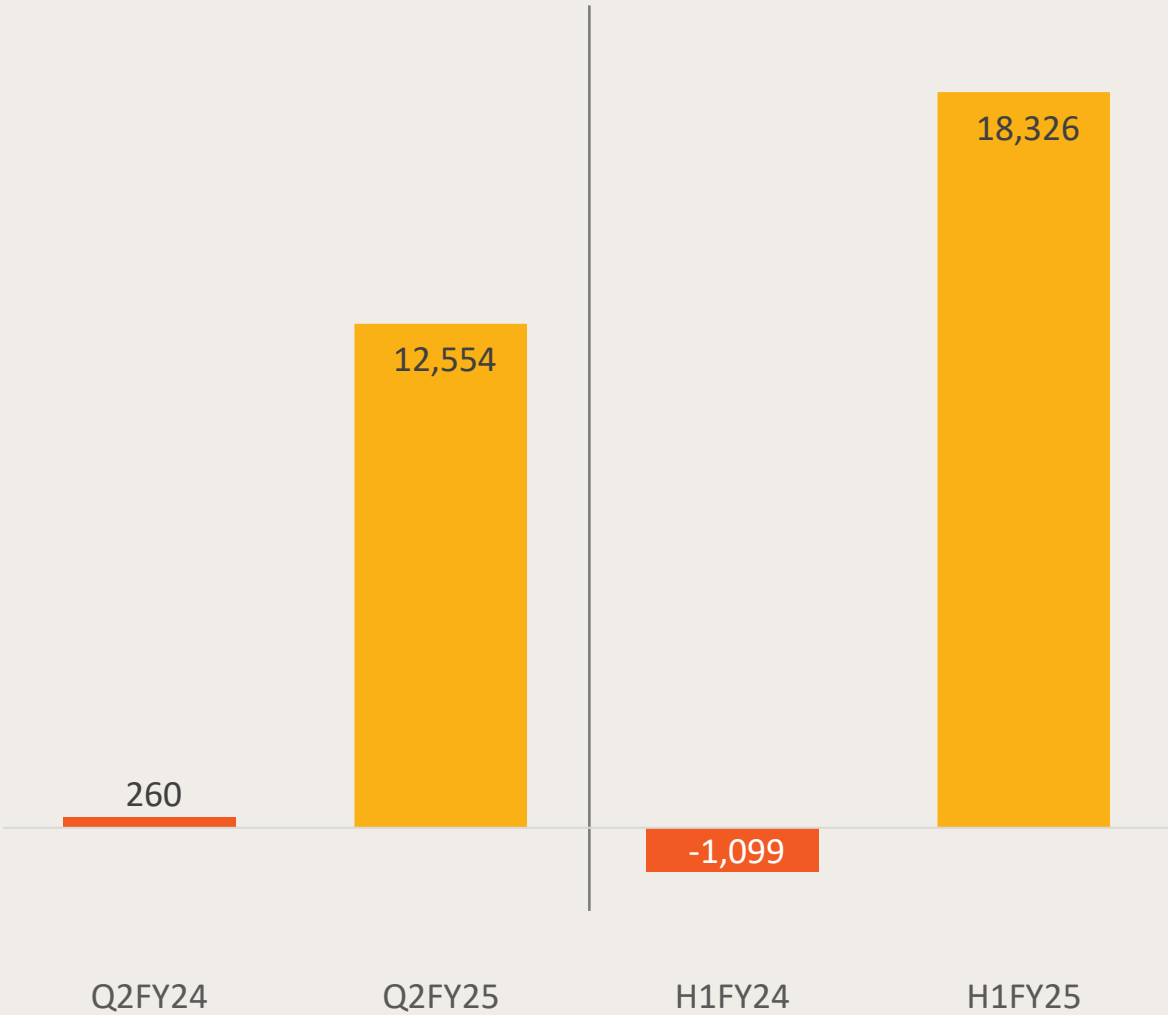
Fee earning AUM of  
₹ 1,20,725 cr.

Quality Investment  
Team with a  
successful track  
record

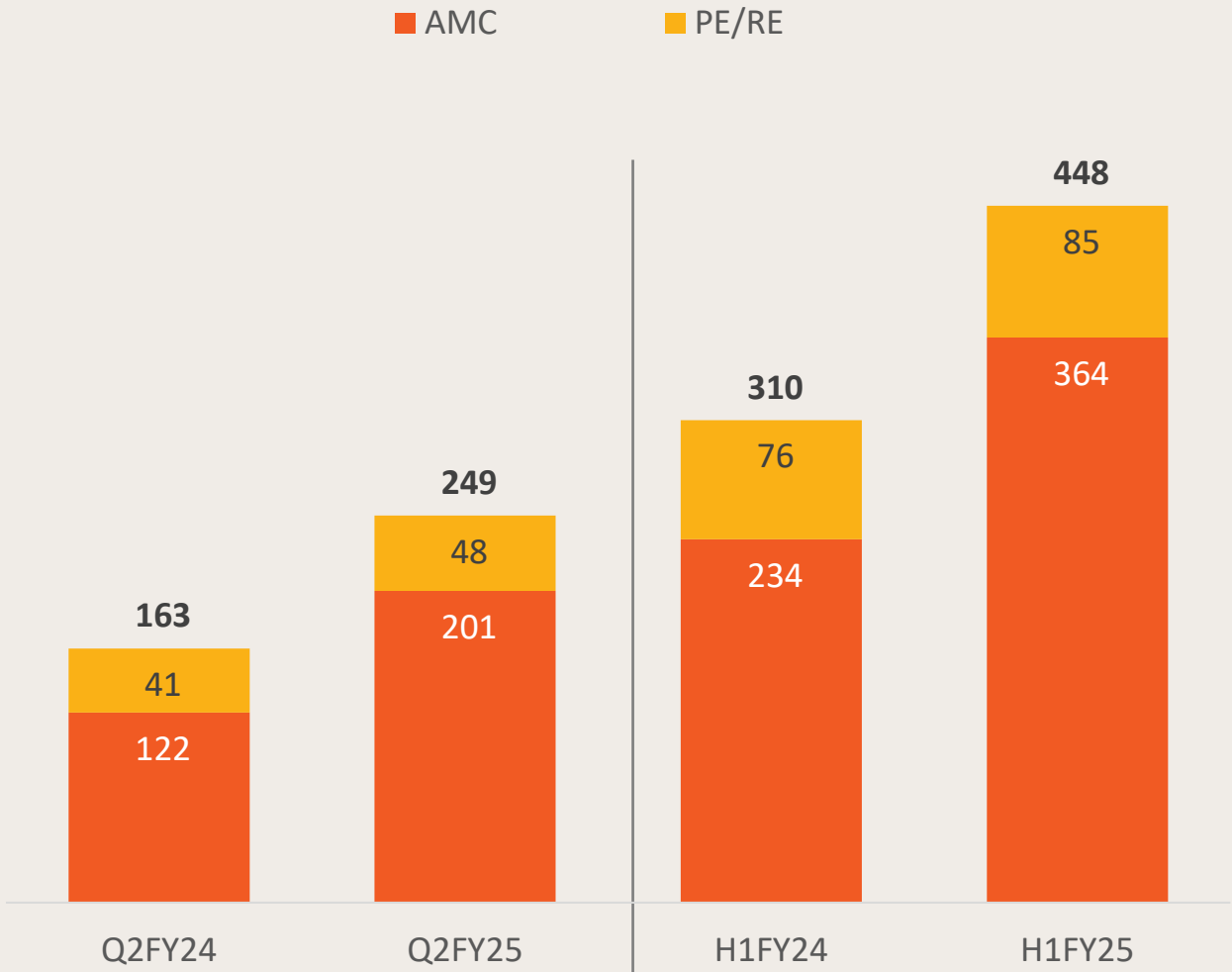
AUM Break-up (₹ Cr.)



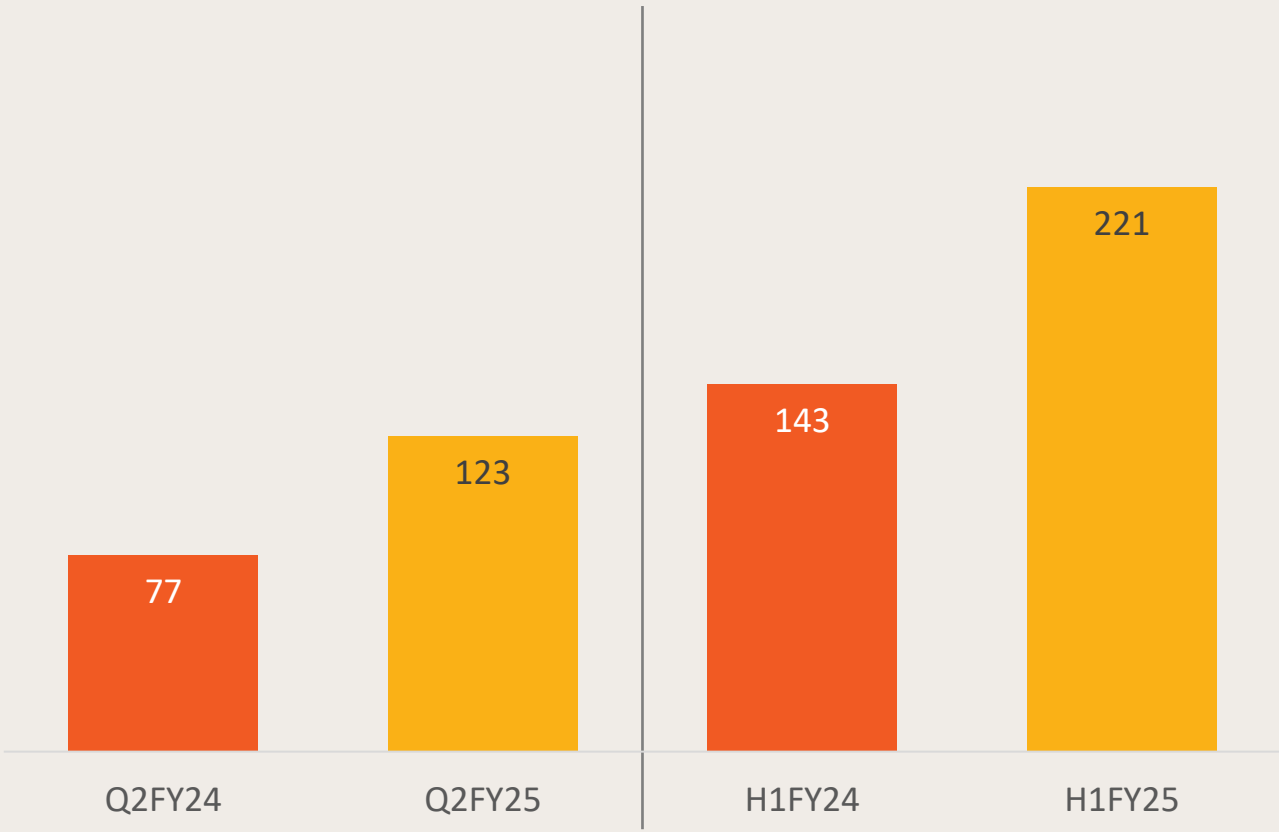
Net Sales (₹ Cr.)



Net Revenue Break-up (₹ Cr.)



PAT (₹ Cr.)



Strong fund performance translating into higher net flow which will drive the strong MF AUM growth along with scale up in alternates. This provides visibility for higher PAT growth going forward

## Asset Management

One year performance	
Total No. of Strategies (MF + PMS + AIF)	12
No. of strategies outperformed benchmark	9
<i>Mutual Fund</i>	4
<i>Alternates (PMS + AIF)</i>	5
<b>Outperforming Strategies basis AUM (%)</b>	<b>95%</b>

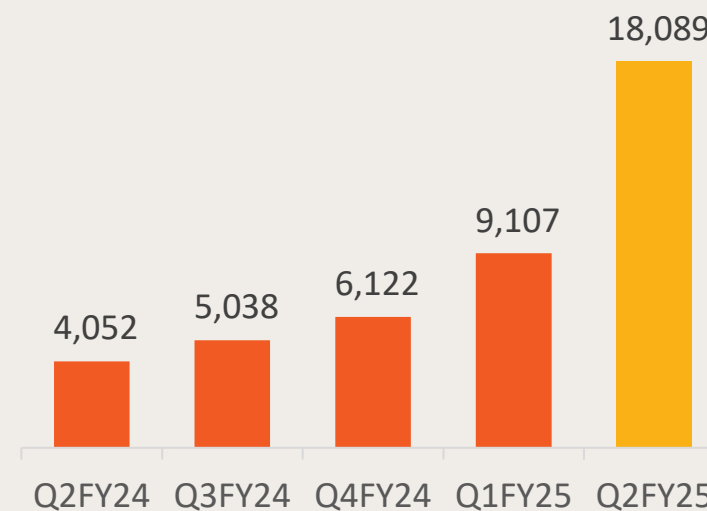
Performance as on 30<sup>th</sup> September 24

Particulars	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25
SIP Market Share*	1.4%	1.5%	1.7%	1.9%	2.6%
MF Gross Sales Market Share	1.4%	1.9%	1.7%	2.2%	4.4%
MF Net Sales Market Share	1.2%	3.1%	2.3%	3.0%	7.5%

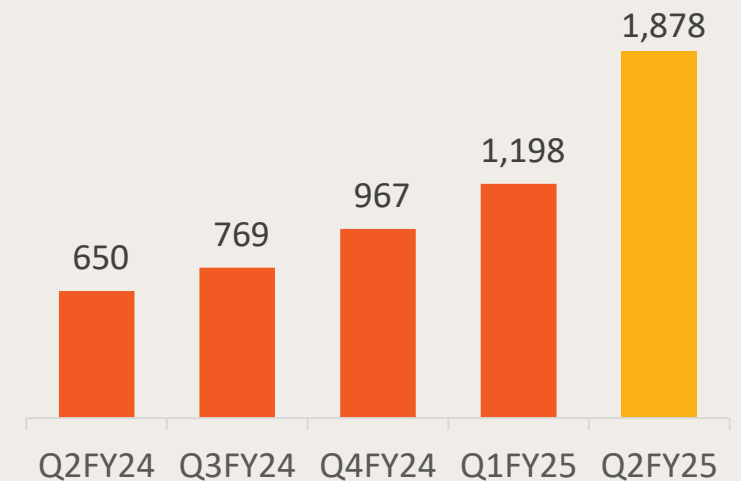
\*MOAMC realised SIP/Industry total SIP

Continuous  
rise in flows  
market  
share

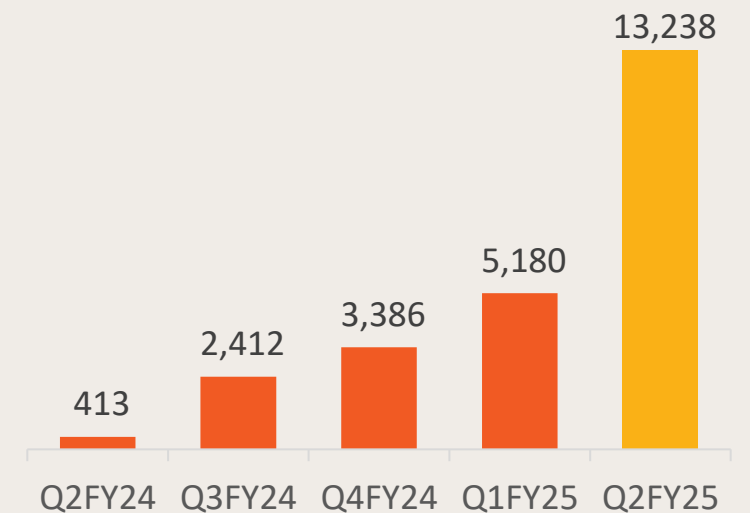
### Gross Flows (₹ Cr.)



### SIP Flows (₹ Cr.)



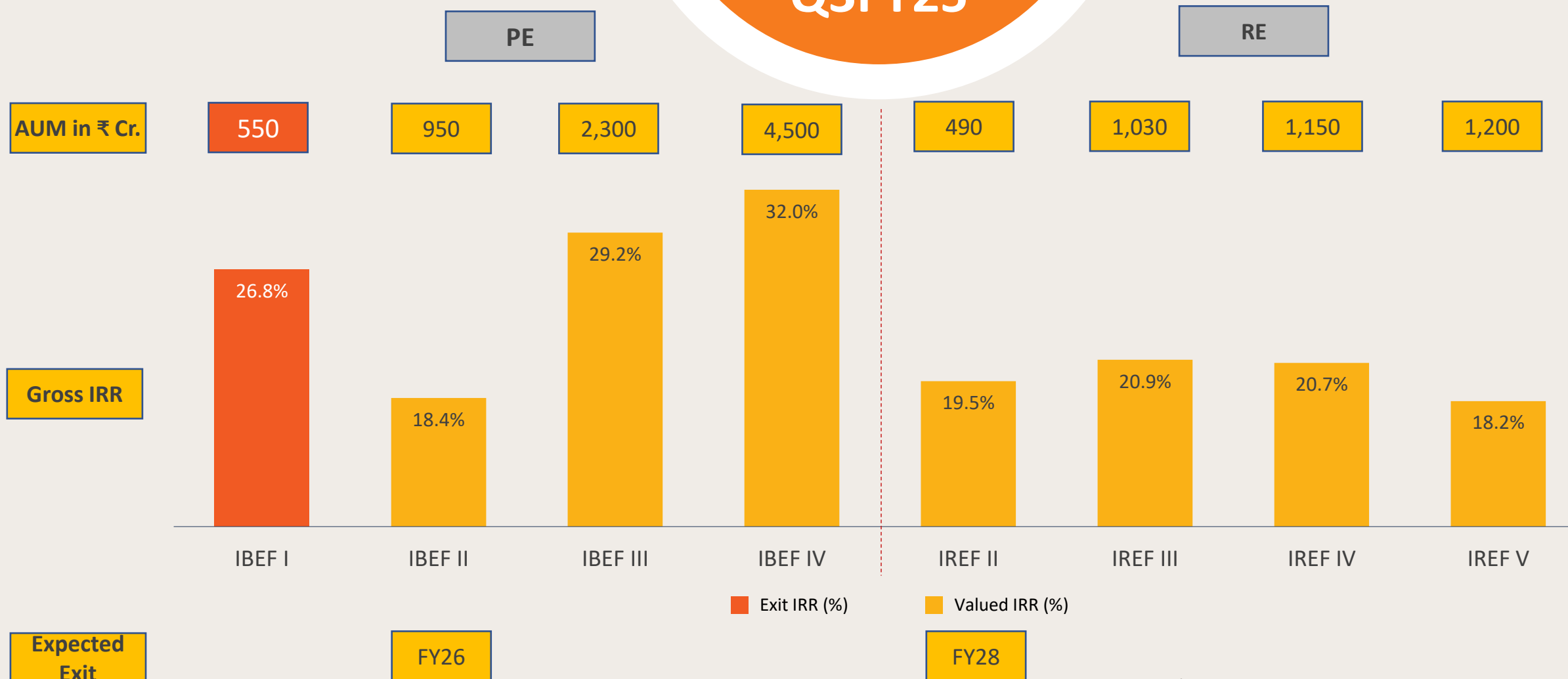
### Net Flows (₹ Cr.)



**6th Real Estate Fund raised ₹ 1,600 cr and final close is expected in Q3FY25**

**Total earning AUM - ₹ 13,675 Cr.**

**Market value\* of AUM - ₹ 17,003 Cr.**



\*RE AUM is at cost and only PE aum is at market value



## Private Wealth Management

Focus on catering to the UHNI clients with a networth of more than 25 Cr

High quality team of 585 RMs; 3+ years vintage of 28%

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

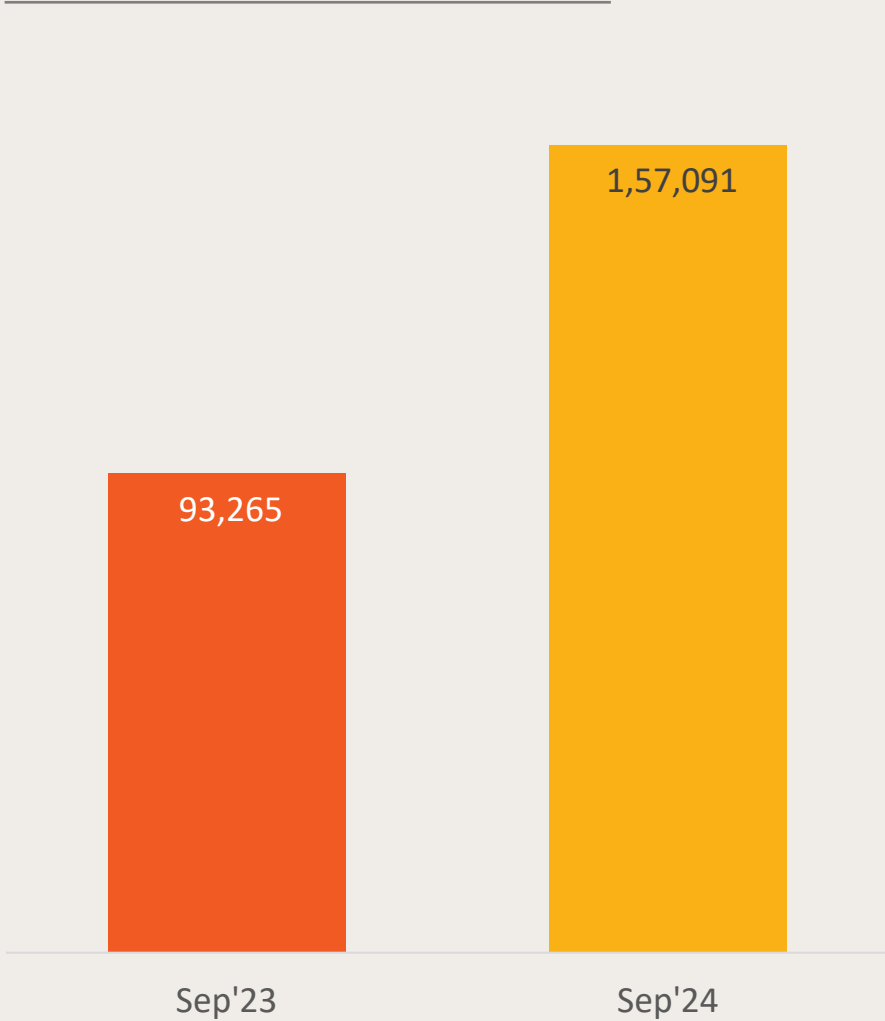
Growing clients assets under management of ₹ 1.6 lakh Cr

# Private Wealth Management

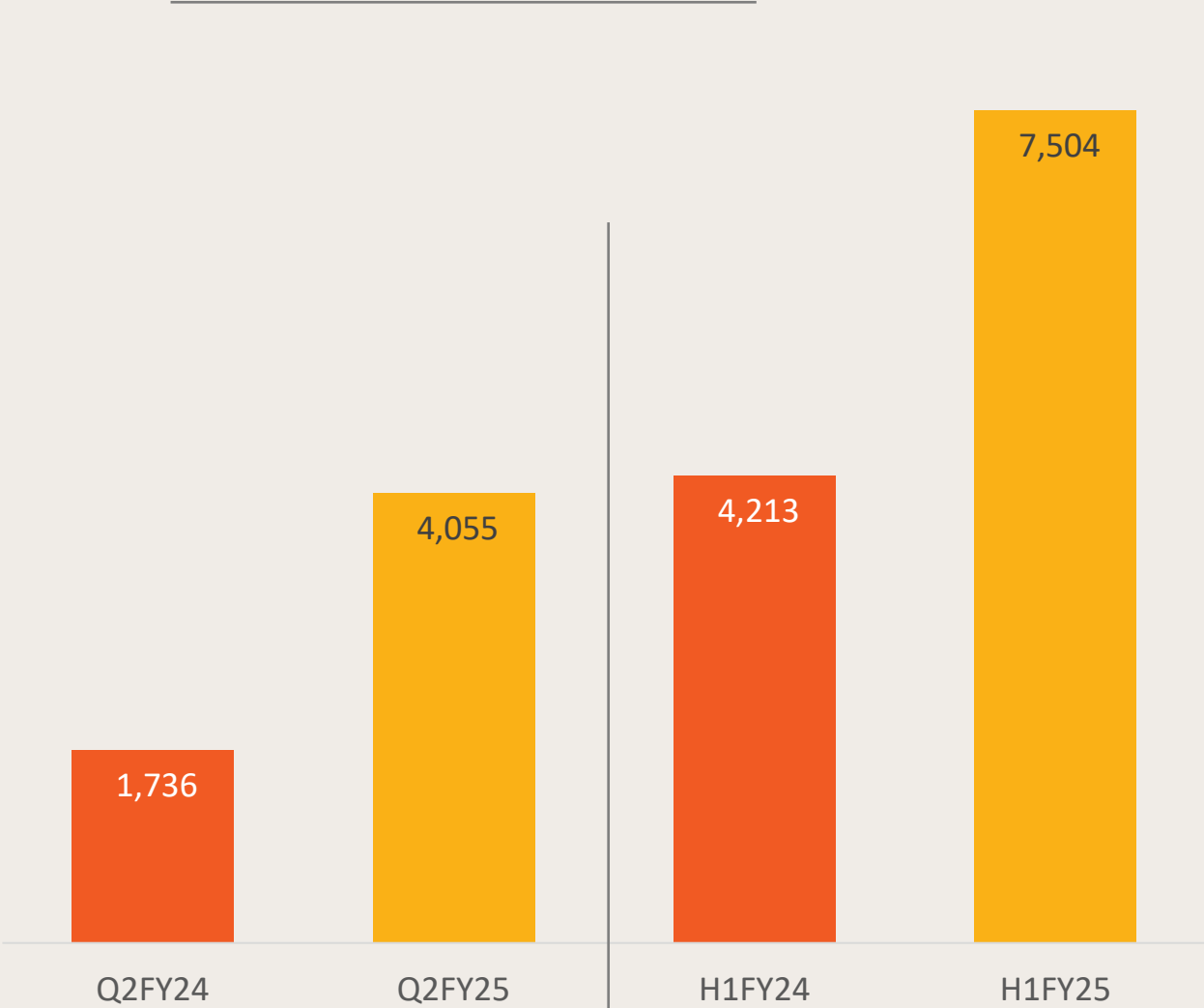


Investor Presentation  
Q2FY25 & H1FY25

AUM (₹ Cr.)



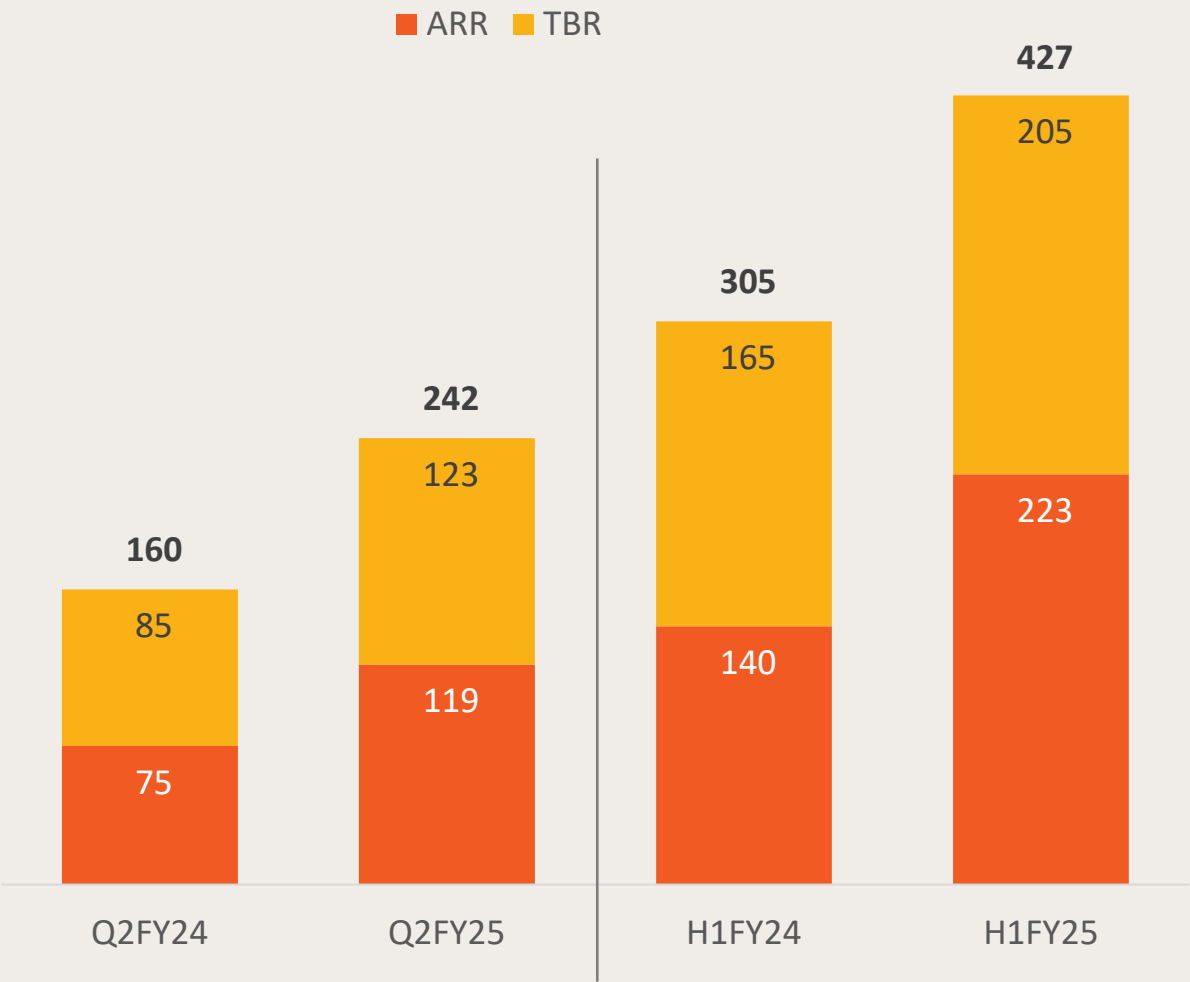
Net Sales (₹ Cr.)



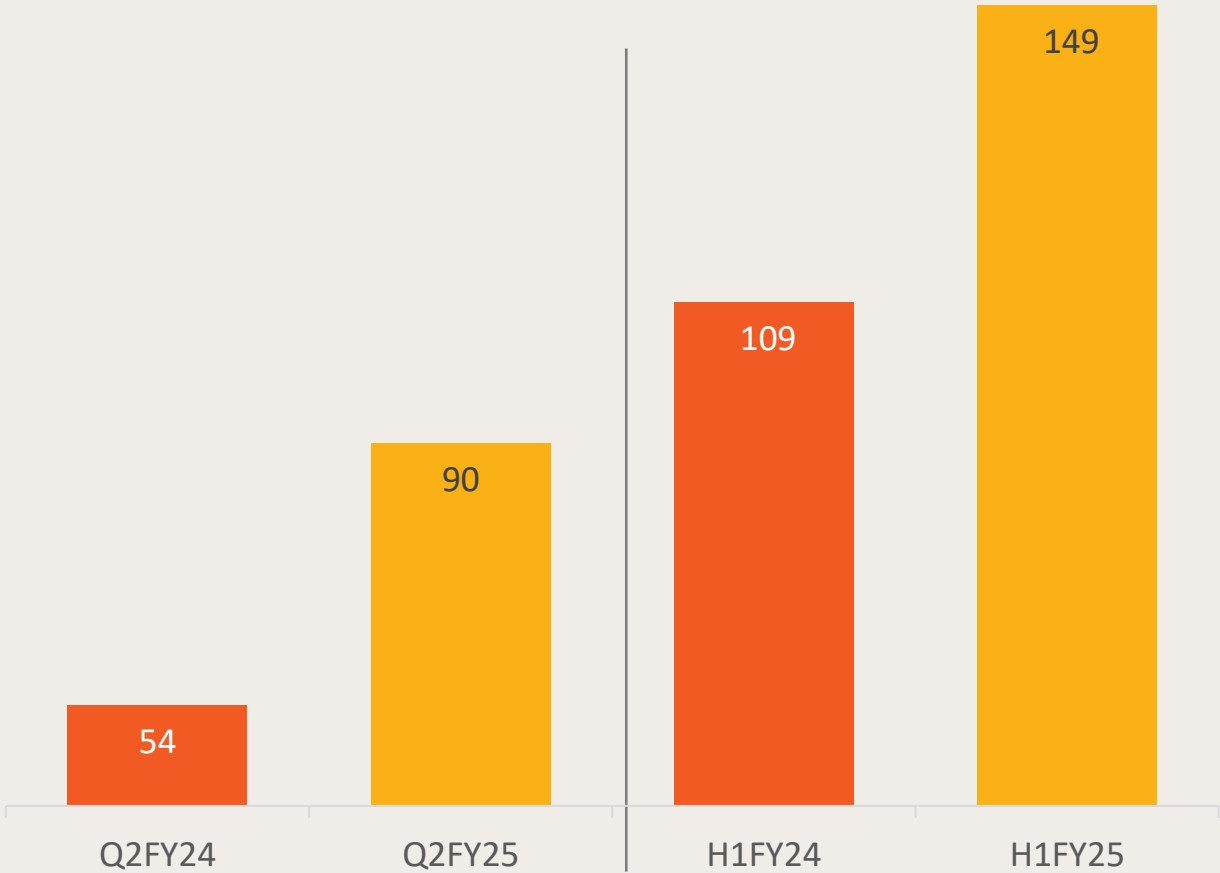


# Private Wealth Management

Net Revenue Break-up (₹ Cr.)



PAT (₹ Cr.)



## Strengthened PWM leadership team

- Mr. Akash Hariani brings in a quarter century experience complementary to our Private Wealth business. He headed the Family Office vertical of India's largest private wealth platform

**Focus on  
improving  
productivity and  
margins**

Strengthening  
product capabilities,  
targeting UHNI and  
Family Offices

Expanding  
presence in Tier 2  
locations

**13,000+**  
Families

**Per Family**  
-AUM ₹ 12 cr

**Per RM**  
-AUM ₹ 269 cr.  
-Families 23



# Capital Markets

## Institutional Equities

Covering 280+ companies across 24 sectors, valuing 70% of India's market-cap

Strong team of 140+ employees catering to 870+ institutional clients

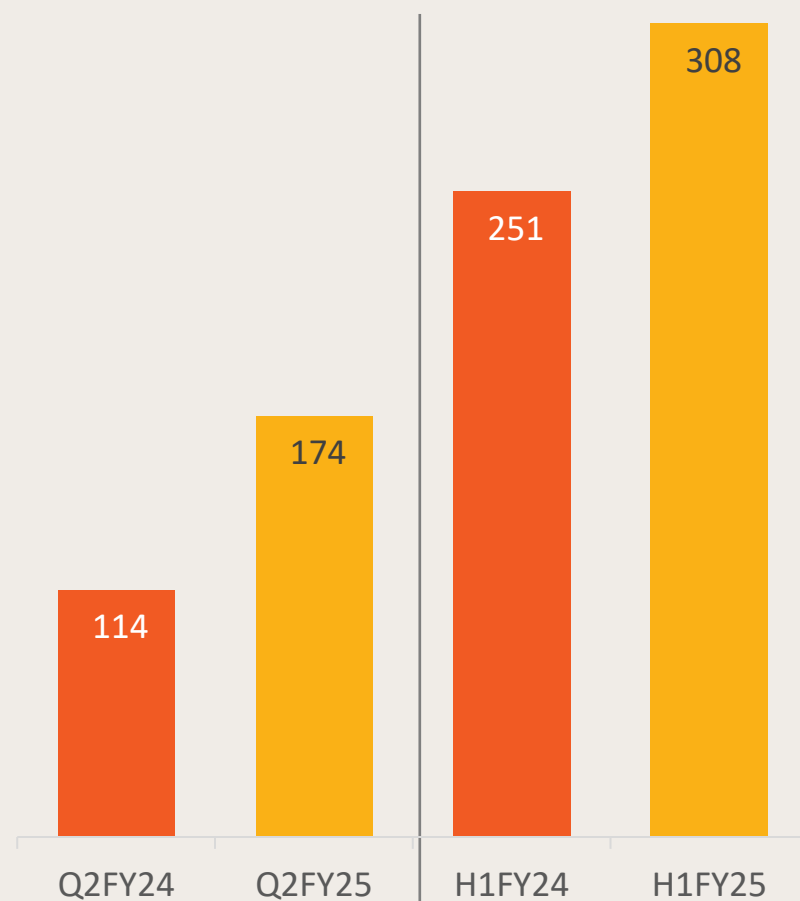
## Investment Banking

Completed 22 deals with total issue size of ₹25,000+ cr. during H1FY25













With new Leadership team and best ever mandate pipeline, share in IB league table to improve

**Ranked No. 2  
on QIP  
League Table  
in H1FY25**

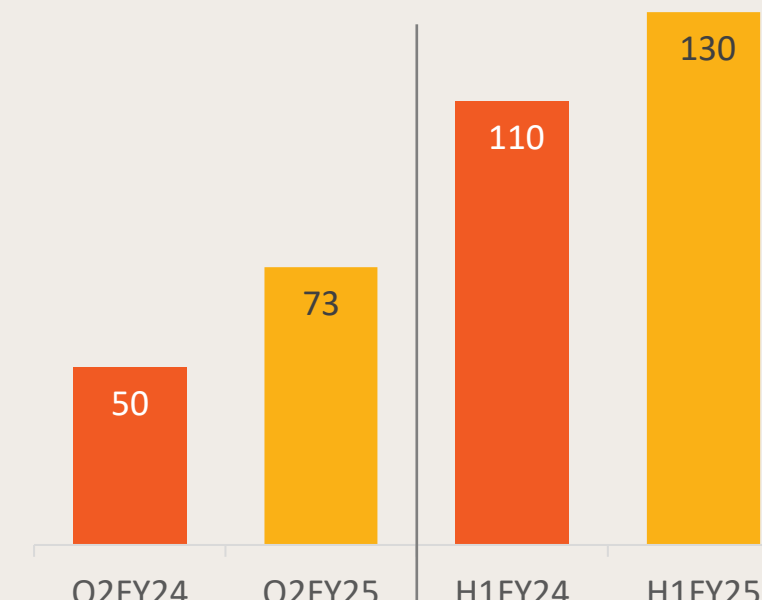
Net Revenue (₹ Cr.)



Few Major Deals in H1FY25

 <b>PNB</b> ₹ 5,000 cr (QIP)	 <b>Five Star Finance</b> ₹4,500 cr (Block Deal)	 <b>PNB Housing Finance</b> ₹ 2,576 cr (Block Deal)
 <b>Angel One</b> ₹ 1,500 cr (QIP)	 <b>IIFL Finance</b> ₹ 1,272 cr (Rights)	 <b>PNG Gadgil</b> ₹ 1,100 cr (IPO)
 <b>Sterlite Technologies</b> ₹ 1,000 cr (QIP)	 <b>ZEN Technologies</b> ₹ 1,000 cr (QIP)	 <b>Metro Brands</b> ₹ 750 cr (Block Deal)
 <b>Cello</b> ₹ 737 cr (QIP)	 <b>MAS Financial Services</b> ₹ 500 cr (QIP)	 <b>IIHL – Invesco M&amp;A</b>

PAT (₹ Cr.)





## Home Finance

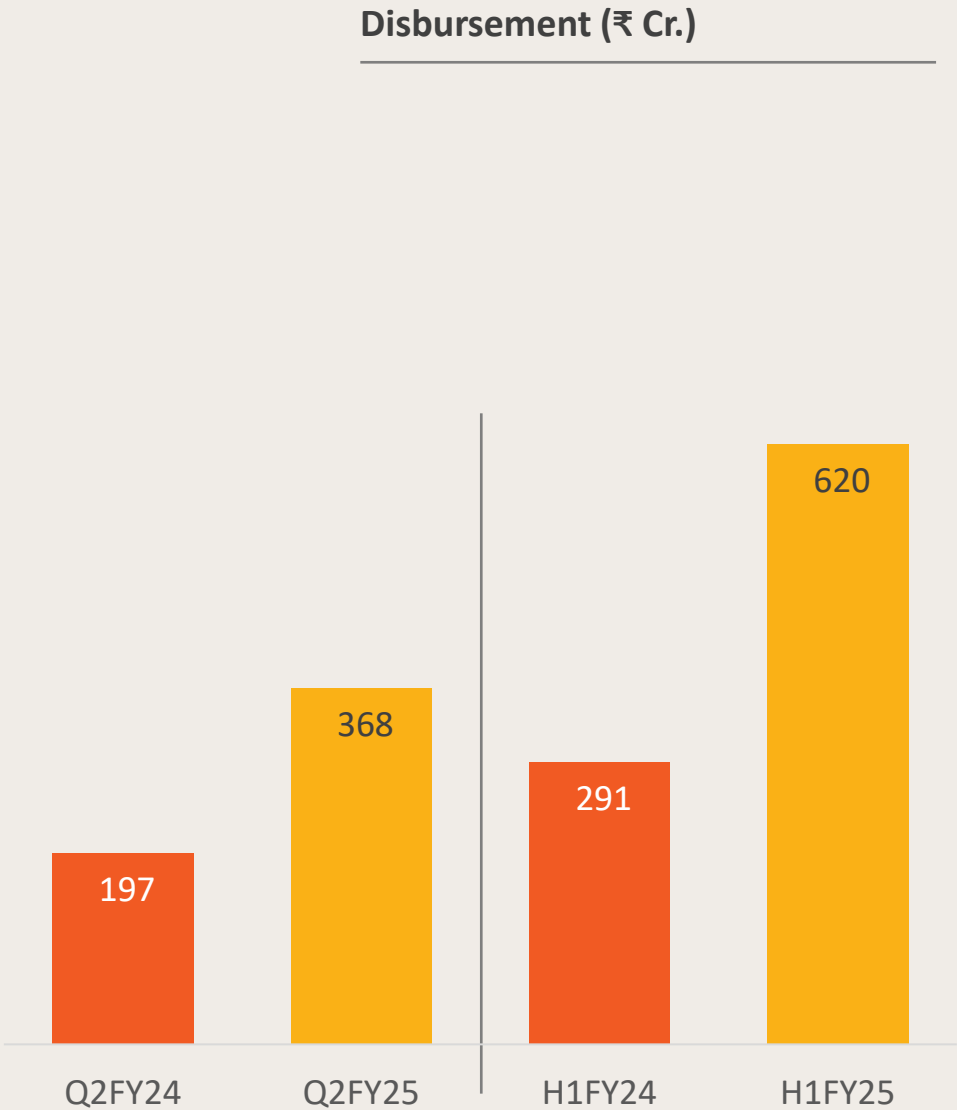
Building retail granular book with wide geographical distribution

Expanding RM strength to drive disbursement growth

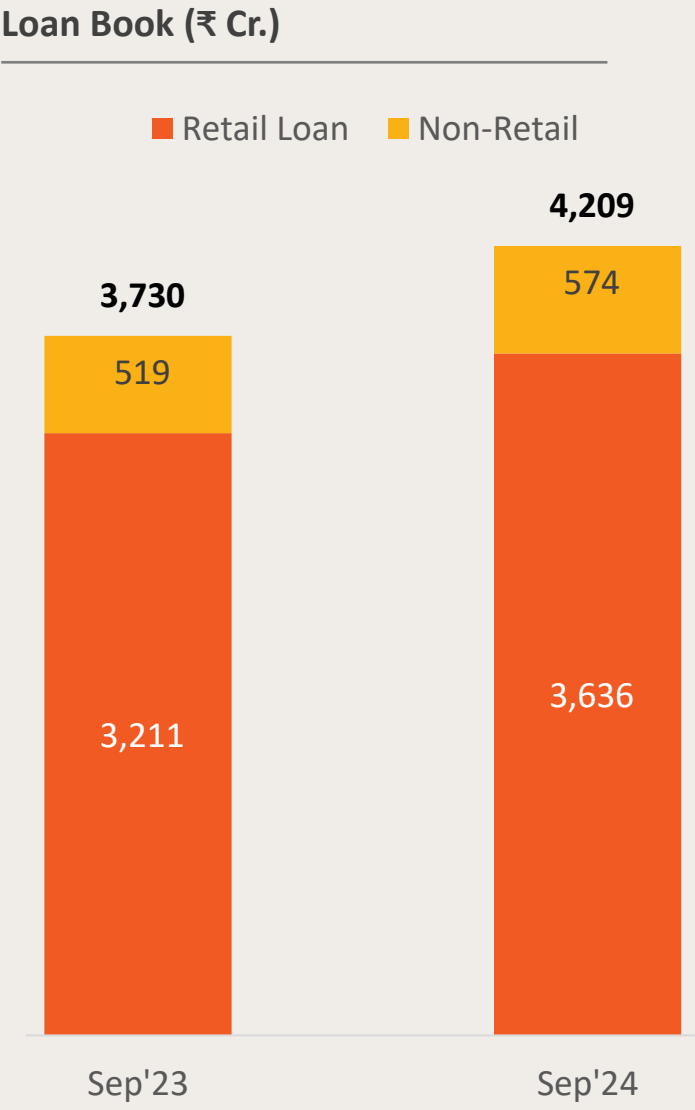
Scalable operating model built on Holistic Technology Usage

Credit rating outlook upgraded to AA Positive (from AA Stable) by all three leading rating agencies

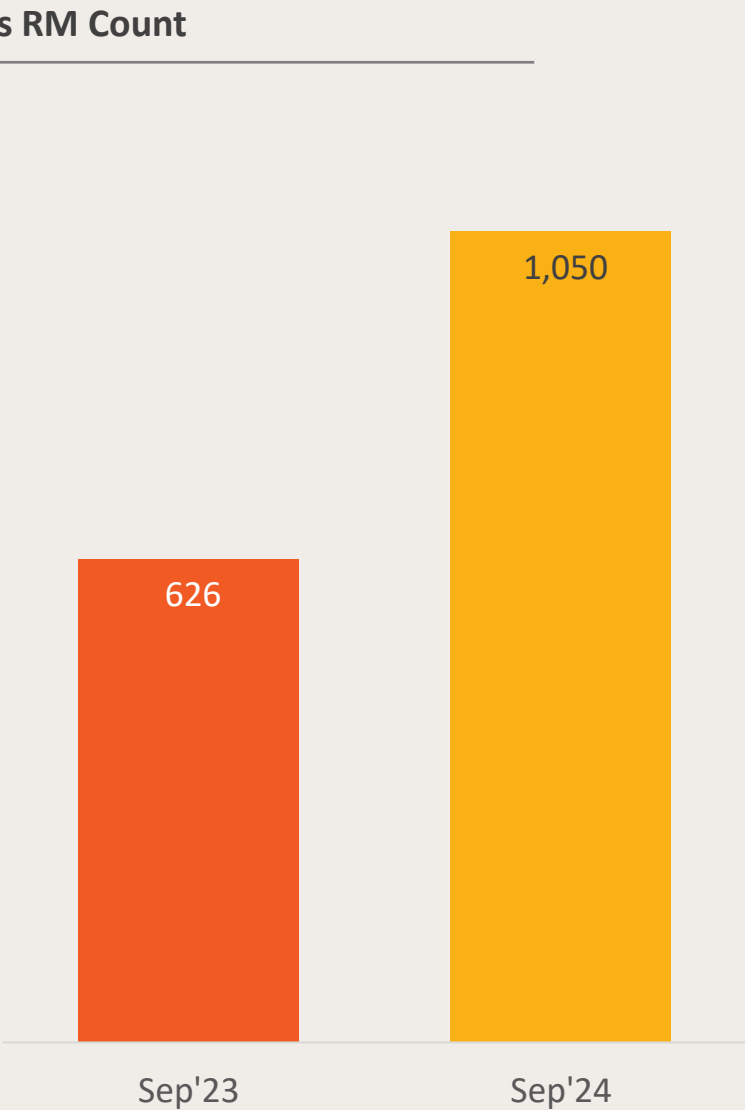
Disbursement (₹ Cr.)

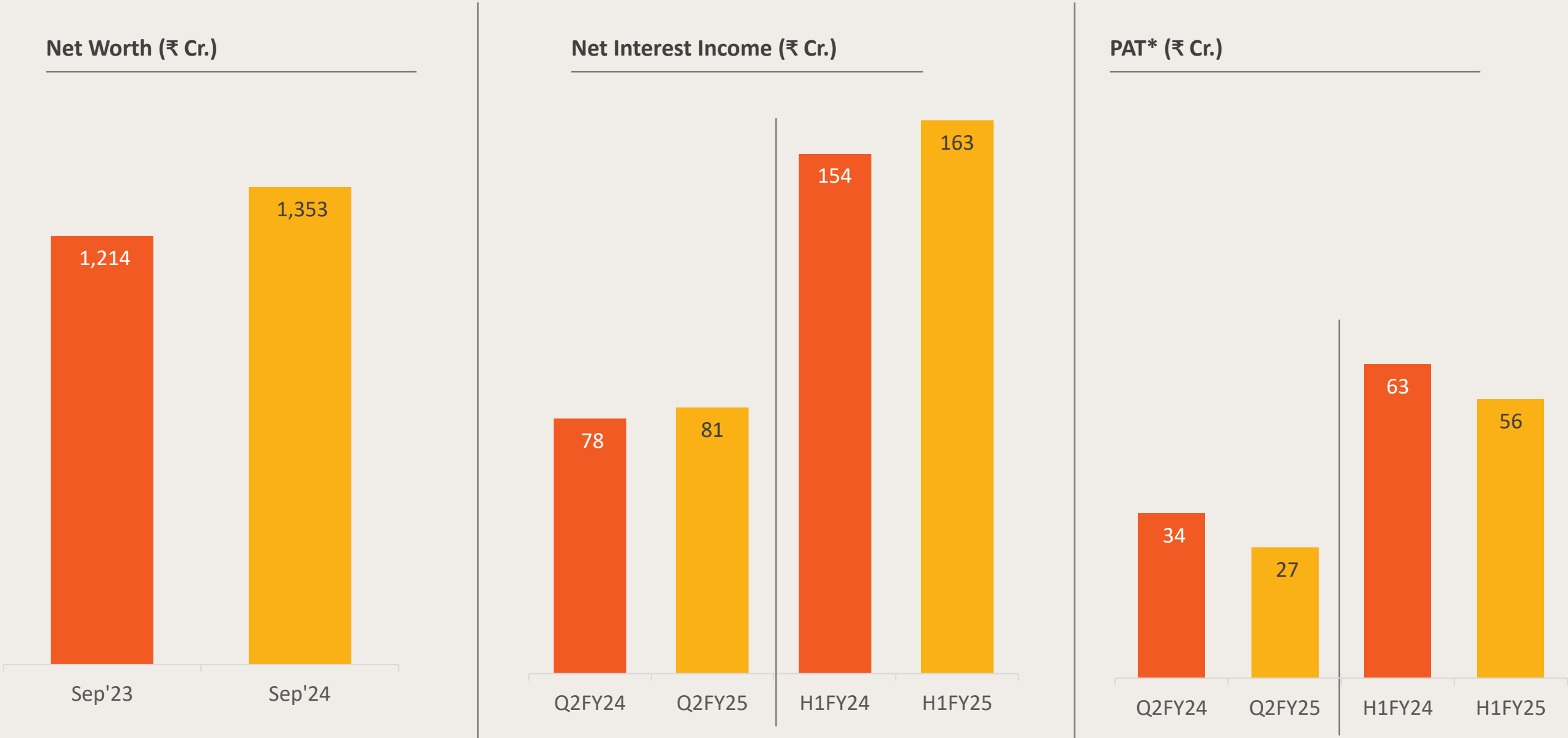


Loan Book (₹ Cr.)



Sales RM Count





\*investment in RMs impacted the PAT

## Home Finance - Financial Parameters

Parameters	H1FY25	H1FY24
AUM (₹ Cr)	4,233	3,779
Yield	13.8%	14.4%
COF	8.4%	8.3%
Spread	5.4%	6.1%
NIM	7.1%	7.7%
Cost/Income	55.8%	42.9%
ROA	2.5%	3.1%
ROE	8.5%	10.6%
CRAR	45.6%	47.4%
Net Leverage	1.9x	2.0x
GNPA	1.3%	2.1%
NNPA	0.7%	1.3%





## Treasury Investments

Healthy returns at  
20.8% XIRR since  
FY14

Helps in absorbing  
shocks in an  
uncertain  
environment

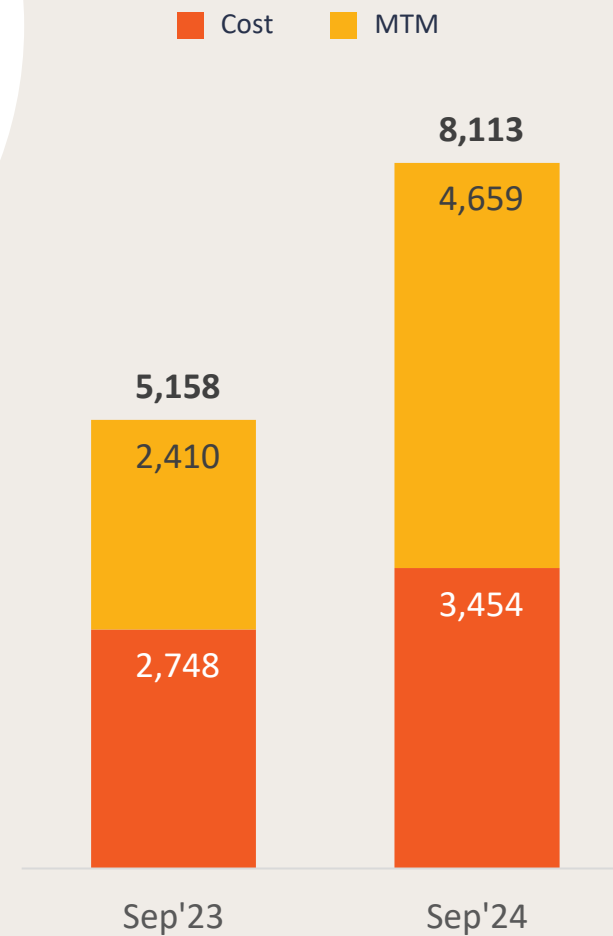
Helps to grab new  
opportunities and  
foster the existing  
businesses

Skin in the game

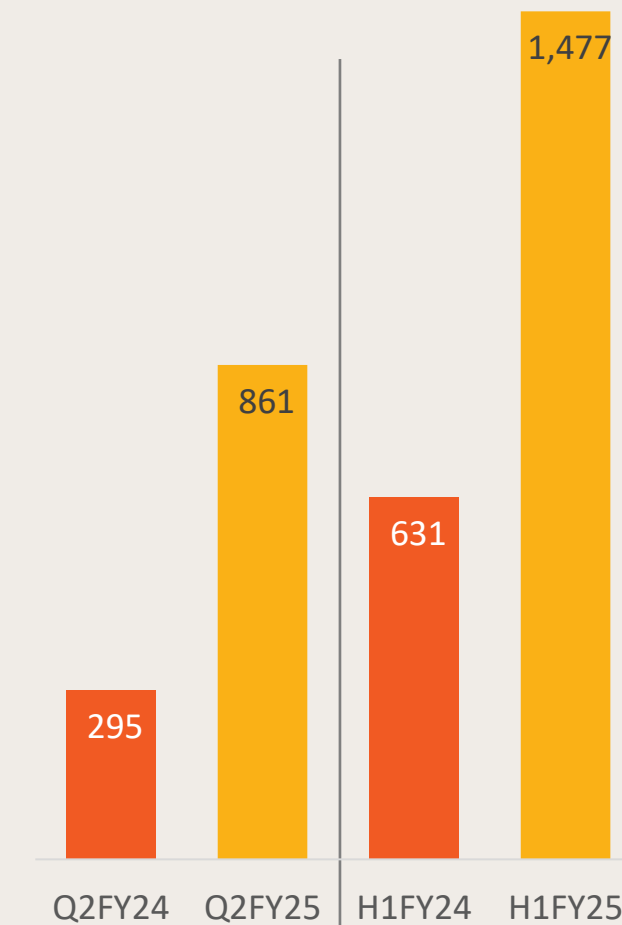
**Skin in the  
game\***  
**₹10,500+ Cr.**

### Treasury Investments (₹ Cr.)

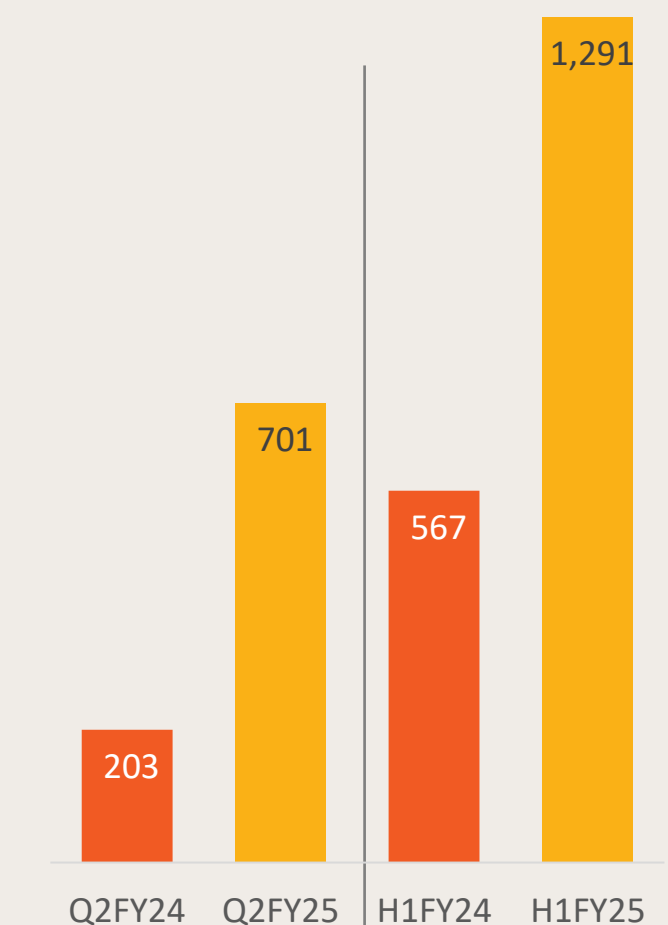
Cost MTM



### Gross Revenue (₹ Cr.)



### PAT incl. OCI (₹ Cr.)



# Highly experienced and pedigreed management team



**RAAMDEO AGRAWAL**  
Chairman

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



**Motilal Oswal**  
MD & CEO

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



**NAVIN AGARWAL**  
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**  
CEO – Wealth  
Management

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



**PRATEEK AGARWAL**  
MD & CEO – Asset  
Management

- PGDM, from XLRI and B.E. in Electronics from NIT
- Possesses over 30 years of experience in fund management and asset management.
- Joined MOAMC in 2023



**RAJAT RAJGARHIA**  
CEO – Institutional  
Equities

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



**AMIT RAMCHANDANI**  
CEO – Investment  
Banking

- MBA from JBIMS
- Over two decades of rich experience in financial sectors across Investment Banking role.
- He joined MOFSL Group in 2024

## Highly experienced and pedigreed management team(Contd.)



**VISHAL TULSYAN**  
CEO – Private Equity

- Chartered Accountant
- More than 25 years of experience in Financial Services.
- Joined MOFSL in 2006 and is the founder MD & CEO, of Motilal Oswal Alternates.



**SUKESH BHOWAL**  
CEO- Housing Finance

- Bachelor of Technology from IIT Mumbai and PGDM in Finance & Marketing from IIM Lucknow
- Over 27 years of experience in Sales & Distribution, Retail & Mortgage Lending, Real Estate Lending, etc.
- Joined MOHFL in 2023



**ASHISH SHANKER**  
CEO- Private Wealth Management

- Management Graduate from University of Bangalore and an alumni of Harvard Business School
- Over 25 years of experience.
- He joined MOPWM in 2012



**SHALIBHADRA SHAH**  
Chief Financial Officer

- Chartered Accountant
- 22 years of experience in Finance and Strategy
- He joined the MOFSL Group in 2006.



**PANKAJ PUROHIT**  
Chief Technology Officer

- Bachelor in Engineering
- More than 26 years of experience.
- He joined the MOFSL Group in 2004.



**NIREN SRIVASTAVA**  
Chief Human Resource Officer

- Postgraduate in HR and graduate in Political Science and Sociology.
- More than 20 years of experience.
- He joined the MOFSL Group in 2023



**SANDEEP WALUNJ**  
Chief Marketing Officer

- PDGM from IIM Ahmedabad
- Over 28 years of rich experience in Marketing, digital, products, and innovation across various industries.
- He joined the MOFSL Group in 2024

# MOFSL's ESG Initiatives

Rating assigned by CRISIL has  
assigned to MOFSL in its  
Sustainability Yearbook 2024  
“ADEQUATE”–Rating Category  
“VERY GOOD”–Disclosure level

Launched an online  
ESG profile platform,  
which adheres to  
international  
frameworks such as  
IFC, GRI, SASB, CDP,  
etc. [Link](#)



## Environmental

- More than 80% of servers are in virtual environment, which reduces electricity costs & carbon foot print
- Main office building is equipped with rainwater harvesting system and recycled waste water is reused as flush water and in watering plants
- Planted and maintaining trees in & around the

office premises.

- Food wastage awareness drive in the head office
- We ensure that we fund projects that are on non-agricultural and/or non-forest lands, with all environmental clearances in place
- MOHF follows International Finance Corporation (IFC) Performance Standard



## Social

- Physical & emotional wellbeing assistance program
- Employee engagement programs –sports events & festival celebrations
- Set standard practices are followed across all branches to ensure safety of employees
- Dedicated Talent Development Programs for developing and fast-tracking high potential talents

- We have formed a committee, W-I-N-G-S (Women Initiative to Nurture, Grow & Succeed), to ensure substantial women representation in mid-senior level of the organization
- Offers home loan at concessional rate to women borrowers
- Employee Diversity – ~27% of the company's permanent employees are women



## Governance

- Diverse Board composition
- 50% Independent Director in Holding Company and at least 50% in material subsidiary
- Average Board experience >30 years
- Remuneration policy recommended by Nomination & Remuneration Committee
- Corporate Governance

- Code of Conduct Policy
- Risk Management Policy
- Data Privacy Policy
- Business Responsibility Reporting
- Policy for prohibition of Insider Trading
- Prevention of Sexual Harassment at Workplace – policy & awareness



# Philanthropy

## Institution Building Activities



**MoU with IIT Bombay for MO Research Centre**



**Krishikul Inauguration – Beed, Maharashtra**



**MoU with IIM Mumbai for MO Knowledge Centre**



**Donation to Plaksha University – Mohali Panjab**



# Strategic Brand Leadership Initiatives



**Man from Motilal Oswal Campaign**  
Positioned research and advisory as key brand differentiators.



**Motilal Oswal Malad West Metro Station**  
Landmark association with Malad, a suburb that houses over 4,000+ employees.



**New Motilal Oswal Tower in Bengaluru**  
Inaugurated a cutting-edge facility in Bengaluru, commencing our plan to have a tower in every major city.



**Impactful NFO Launches with Record-breaking Success**

The Defence fund secured ₹1,676 Cr in NFO collections, while the Momentum 50 fund ranked #1 in B2C digital collections.



**AI- Driven 'Growth Ka Chashma'**  
Empowered investors with quick and easy pictorial search of growth sectors and stocks; with their mobile phone.



**Dadvice on Father's Day**  
Honoured timeless investment wisdom received from fathers, strengthening our connection with investors.



**Raksha Bandhan SIP Drive**  
Encouraged brothers to be financial ready for the growing needs of their sisters. Celebrating relationships and long-term growth.

# Robust Digital Infrastructure

## Data Science

- AI enabled smart search on mobile apps
- Hyper personalization of all digital campaigns
- Alpha Generator - AI powered research recommendation system
- Smart trade reconciliation system for improving compliance efficiency

## Digital Infrastructure

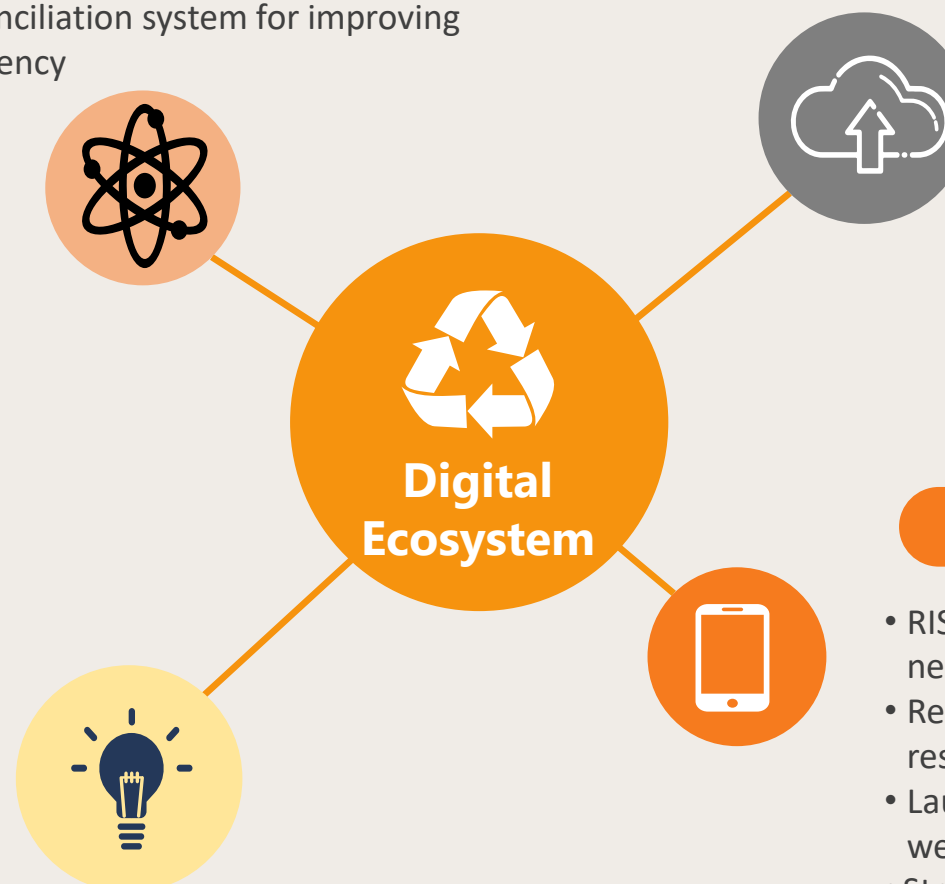
- Moving to cloud based modular architecture
- Rapid application development platform with new age technologies like Flutter (Google)
- Centralized platform for client and partner servicing
- Collaboration with Fintechs & Financial Institutions
- Integrating open source platforms
- Implemented Far Disaster Recovery (FDR) mechanism

## Technology Powered Growth

- Research collaboration with IIT Mumbai
- Comprehensive customer onboarding process integrated with technologies like account aggregator, Reverse Penny Drop, advanced OCR etc.
- Digital Acquisitions & start-up collaborations

## Digital Products

- RISE - Super app a one-stop shop for all financial needs
- Research 360 Subscriptions to monetize strong research capabilities
- Launched MO first – All new platform for external wealth managers
- StratX (Algo marketplace) – 7 Exchange Algo's listed in Q2FY25
- Launched Advisor Co-pilot (empowering advisor to provide high quality advise to clients)





# Increasing investments in building MOFSL a Talent Powerhouse

## An expanding employee base to support our aspirations



**~13,000**  
strong employee base



**4,800+** Gross hires in FY 25  
**200 +** Senior hires in FY 25



**~24%**  
Diversity levels across the group

**With a focus on becoming a talent powerhouse through a bouquet of talent related interventions**  
Almost **4 Lac** learning hours clocked in FY 25

### Signature Leadership Programmes



200 "Talent" employees being covered

### Developing Managerial Capability



750 managers being covered

### Building our Young Leadership Practice



Hiring 100 future leaders

### Building a Future Ready & Best in Class Learning Infrastructure



Sprawling 17 Acre MO Learning Academy Campus being planned at Panvel

**Thank You**

For any query, please contact :

**SHALIBHADRA SHAH**

CHIEF FINANCIAL OFFICER

[shalibhadrashah@motilaloswal.com](mailto:shalibhadrashah@motilaloswal.com)

**MANISH KAYAL**

HEAD INVESTOR RELATIONS

[manish.kayal@motilaloswal.com](mailto:manish.kayal@motilaloswal.com)

[investorrelations@motilaloswal.com](mailto:investorrelations@motilaloswal.com)

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

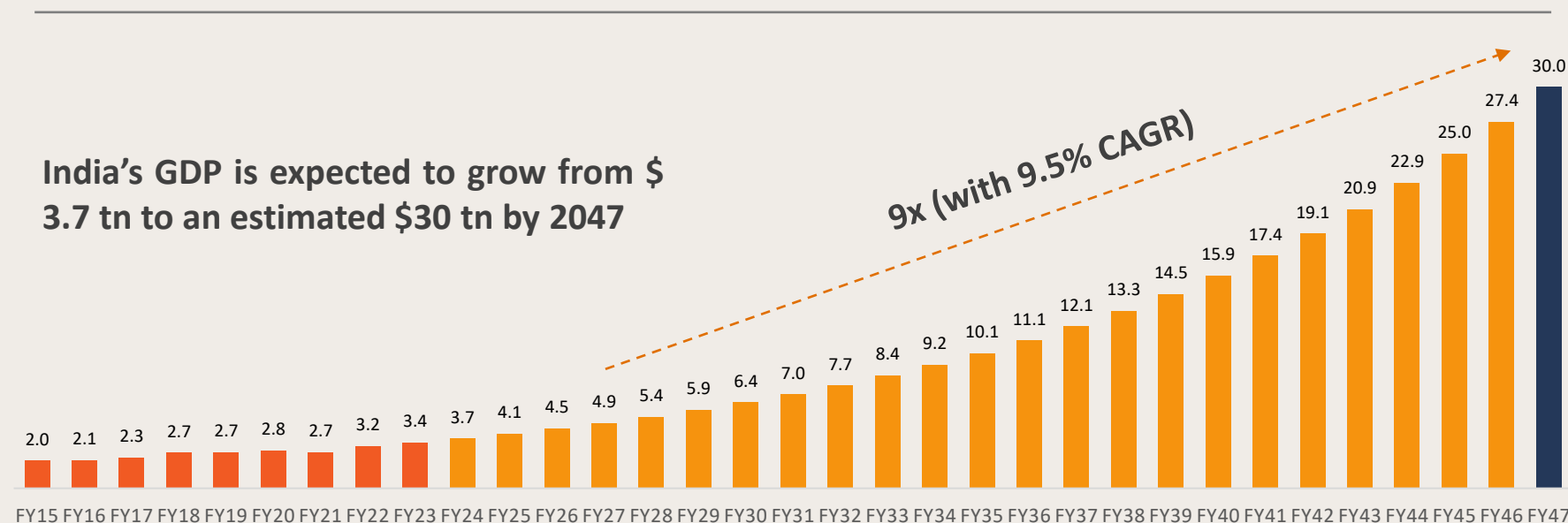
#### Data Book Contents

1. Consolidated Performance
2. Segmental Performance
  - a. Wealth Management
  - b. Private Wealth Management
  - c. Asset Management
  - d. Affordable Housing Finance
  - e. Treasury Investments
3. Reconciliation to Financial Statements

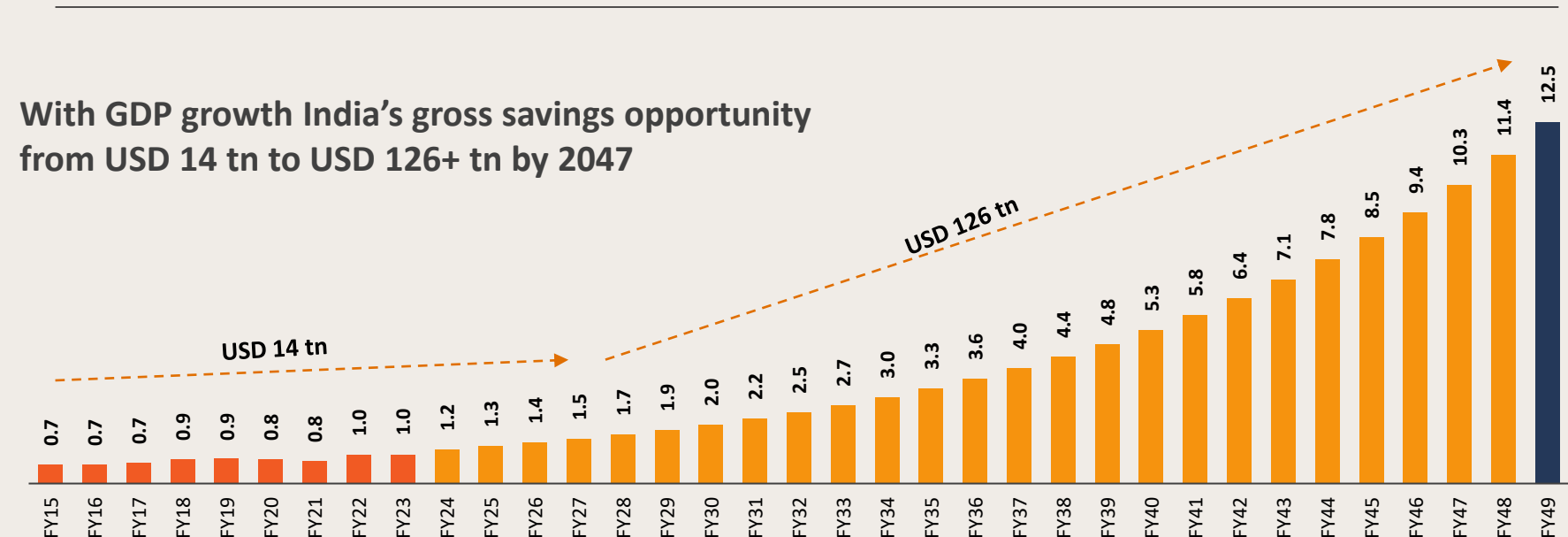
Company Website : <https://www.motilaloswalgroup.com>

**‘Economic takeoff’: India likely to retain its position as the world’s fastest- growing major economy**

Gross Domestic Product (USD Bn.)

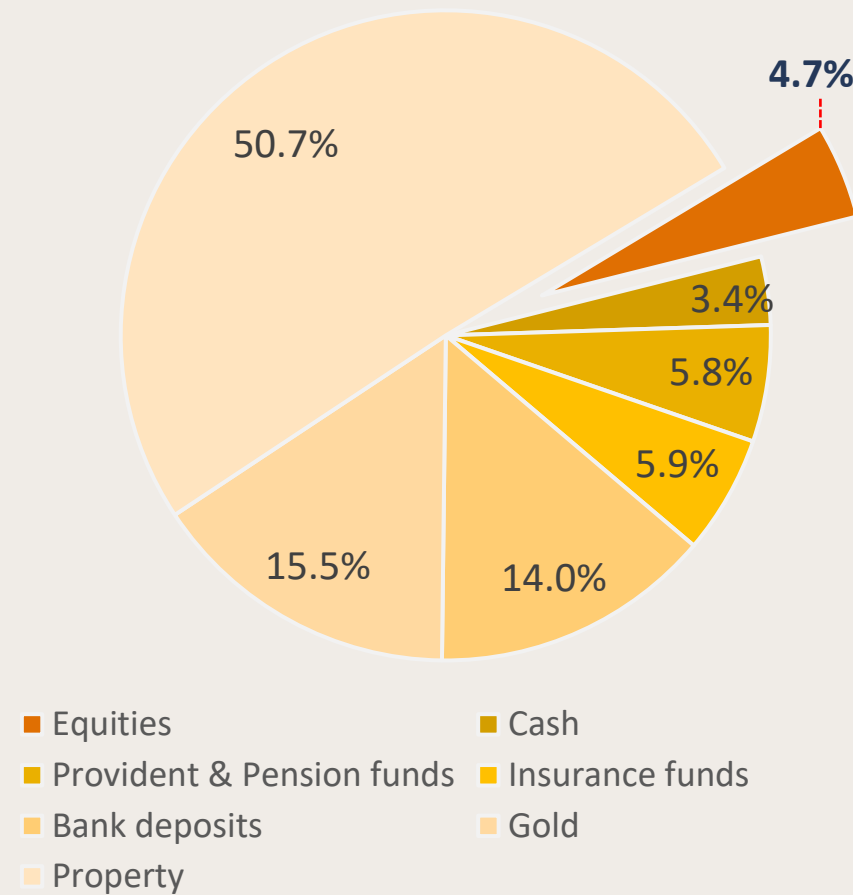


Gross Domestic Savings (USD Bn.)

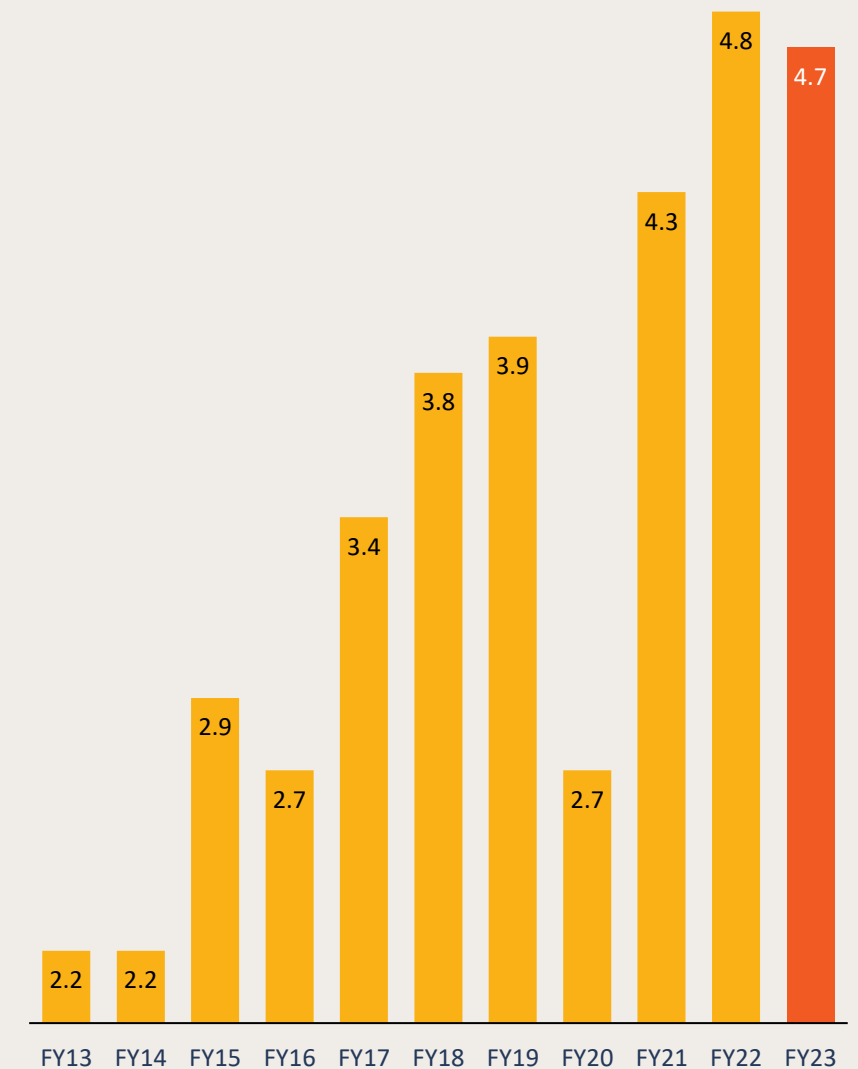


# Financialization of Savings Propelling equities

Total Indian Household assets \$ 11.1 Tn (FY23)



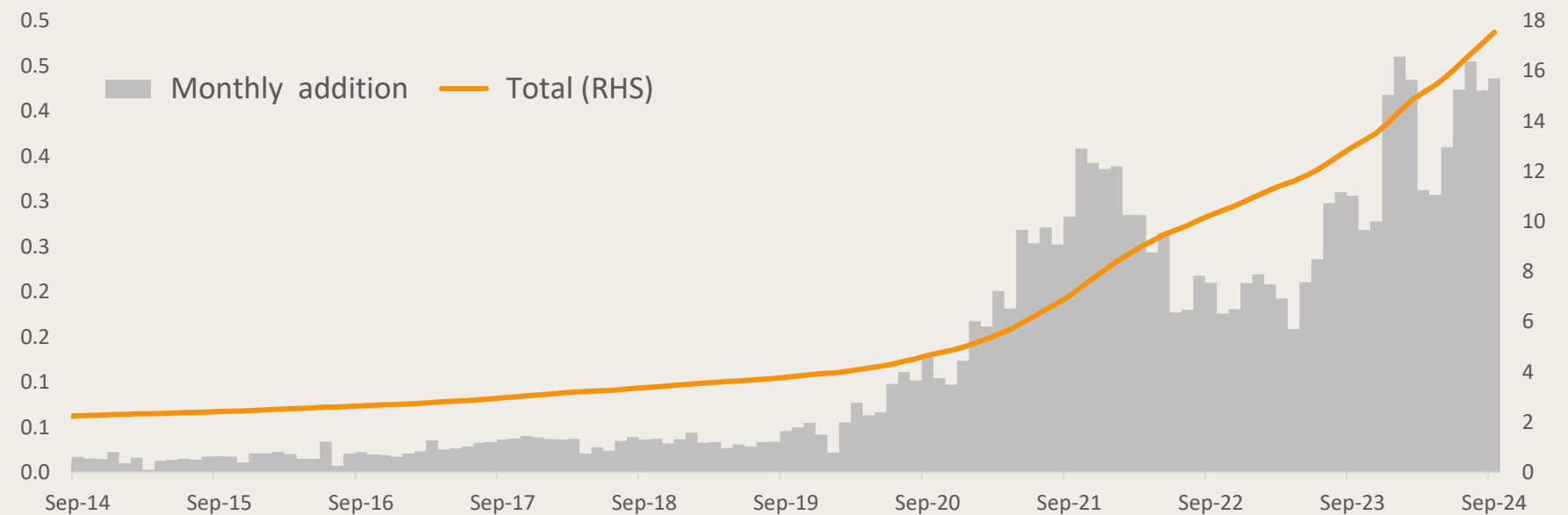
% of Household Assets in Equities



# 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 over 30% for the medium term

Demat Accounts (in Cr)



SIP flows on a relentless rise, making the markets resilient

