

Investor Presentation

Q3FY25 & 9MFY25

MOTILAL OSWAL

Financial Services Limited
(MOFSL)

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.

DISCLAIMER This report is for information purposes only & does not construe to be any investment, legal or taxation advice. It is not intended as an offer or solicitation for the purchase or sale of any financial instrument. Any action taken by you on the basis of the information contained herein is your responsibility alone and MOFSL and its subsidiaries or its employees or directors, associates will not be liable in any manner for the consequences of such action taken by you. We have exercised due diligence in checking the correctness and authenticity of information contained herein, but do not represent that it is accurate or complete. MOFSL or any of its subsidiaries or associates or employees shall not be in any way responsible for any loss or damage that may arise to any person from any inadvertent error in the information contained in this publication. The recipient of this report should rely on their own investigations. MOFSL and/or its subsidiaries and/or directors, employees or associates may have interests or positions, financial or otherwise in the securities mentioned in this report.

Content

Compounding
Machine
4-8

MOFSL Value
Proposition
9-11

Q3FY25 &
9MFY25
Highlights
12-41

Highly
Professionalized
Management
42-43

Other
(ESG, Philanthropy,
Hiring)
44-48

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

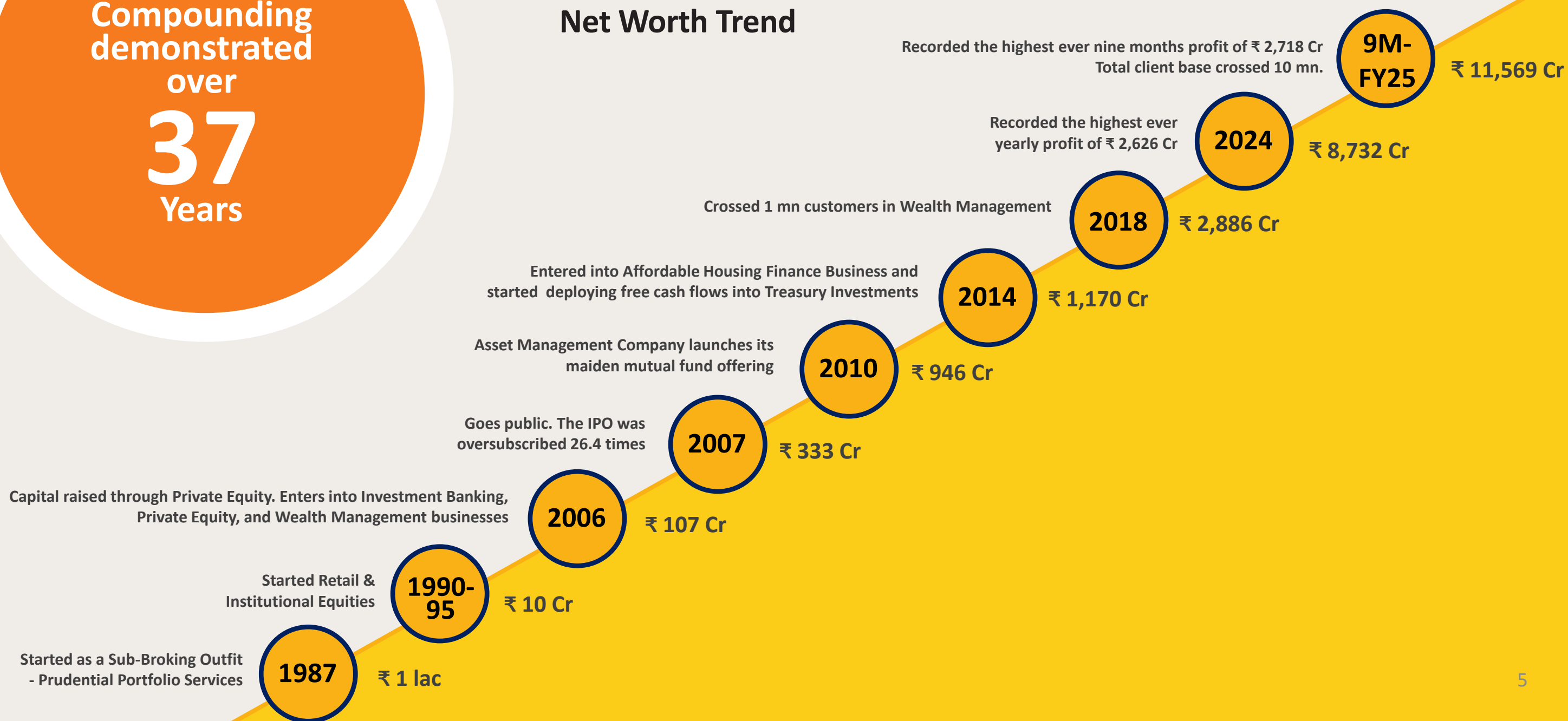
Raamdeo Agrawal,

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 37 years, we grew our net worth from ₹ 1 lakh to ₹ 11,569 cr. as on Dec’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

Net Worth Trend



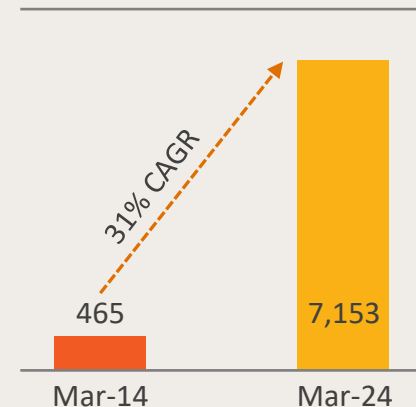
**MOFSL's
Compounding
Machine has
been extensively
validated over
the last decade**

**Profit growth has been higher
than revenue growth**

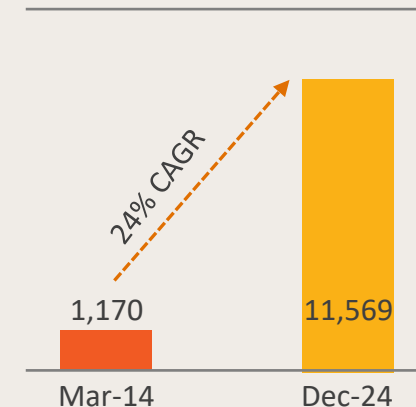
**MOFSL's market cap has
outperformed the Nifty 500
Index by 28% CAGR**

**Assets under Advice have posted
38% CAGR in the last decade**

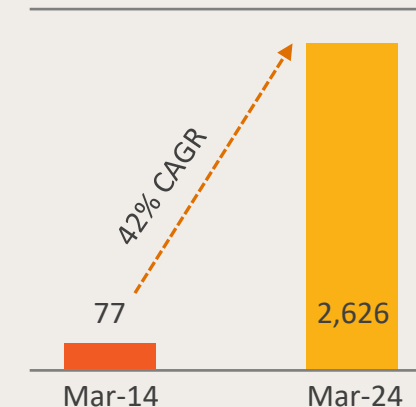
Total Revenue in ₹ Cr



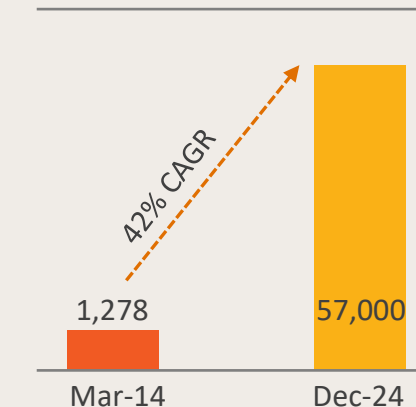
Net Worth in ₹ Cr



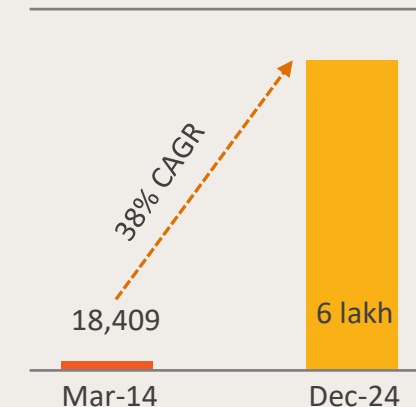
Total PAT (incl OCI) in ₹ Cr



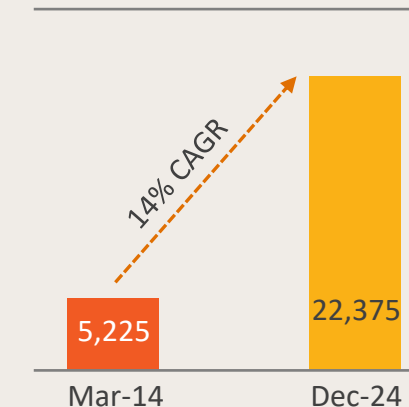
MOFSL Market Cap

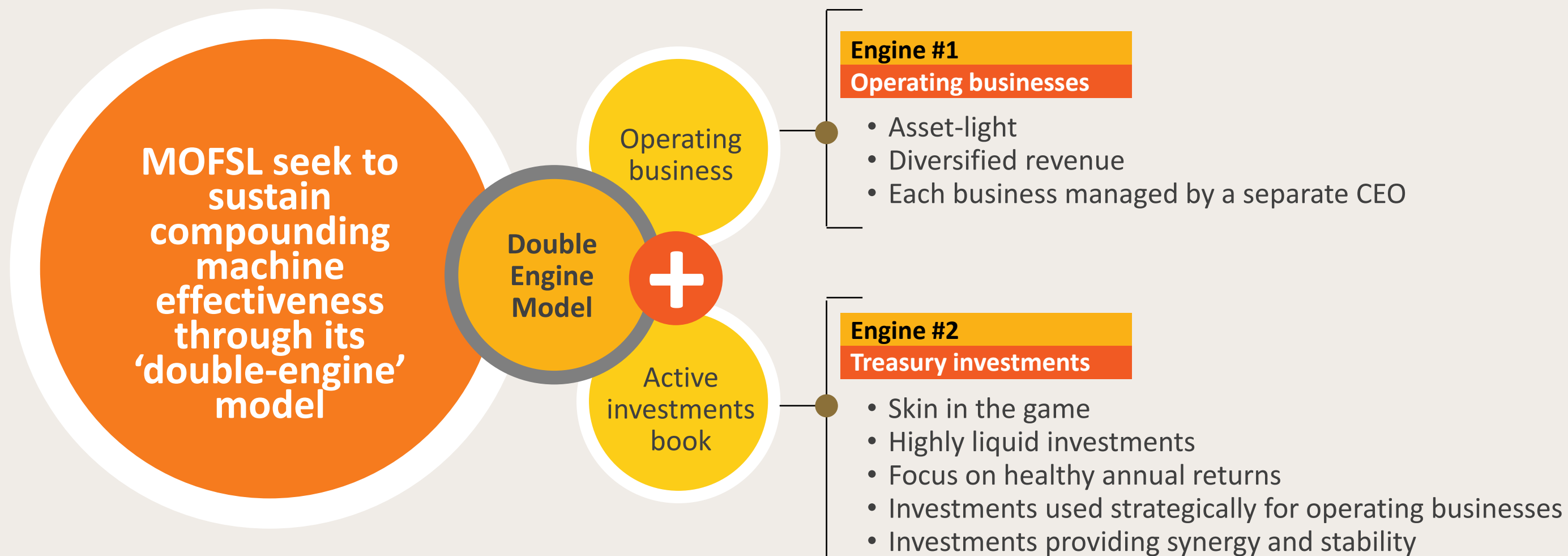


Assets under Advice (AUA) in ₹ Cr



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%

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's Strong Value Proposition to Clients

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

BIG NUMBERS AT MOFSL

Distribution Network

9,300+ External
Wealth
Managers

Geographical reach

2,500+ business
locations
Serving clients in
**98% of pin
codes**

Relationship Managers & Research Team

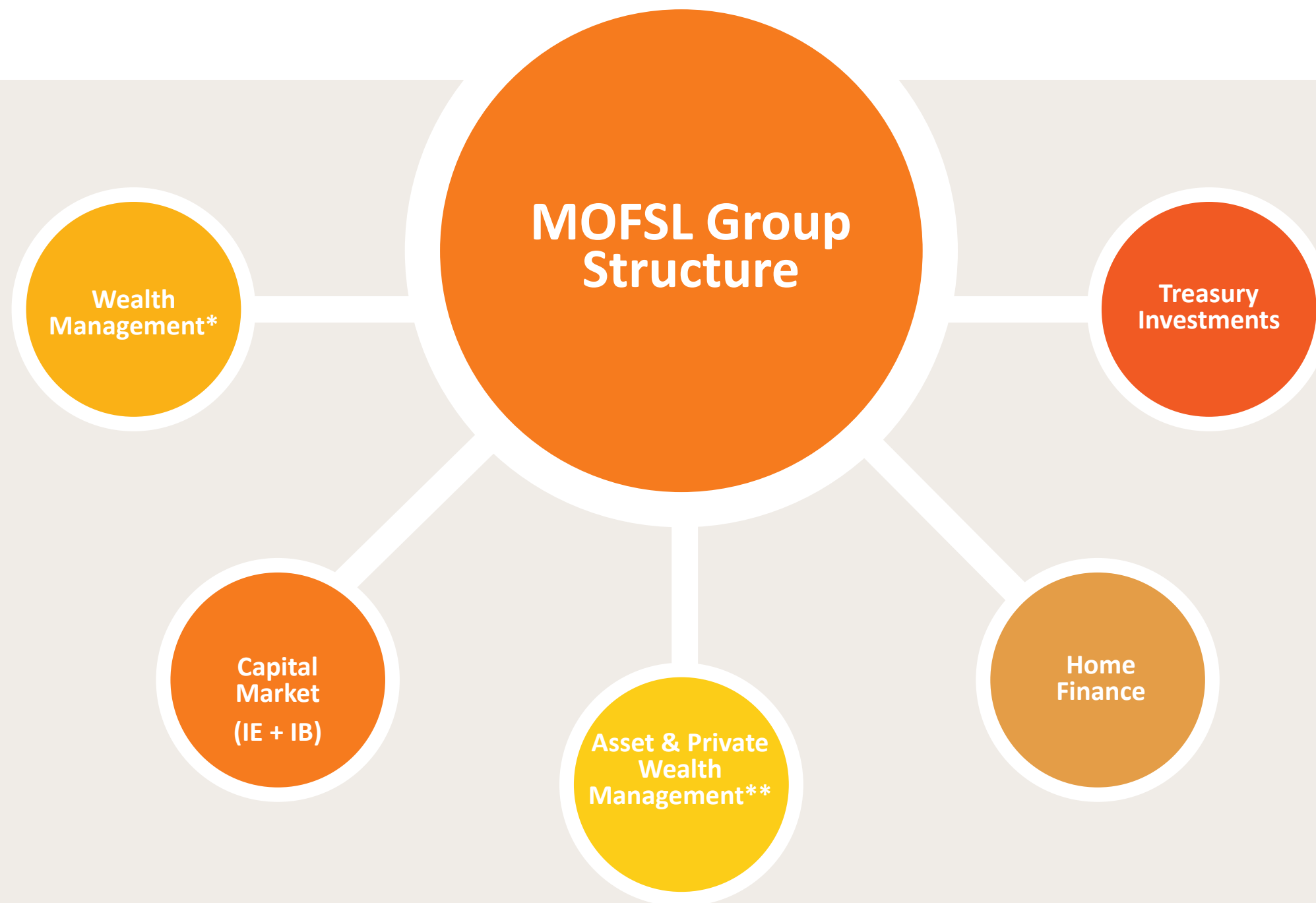
2,500+ RMs
100+ research
team

Assets under Advice

~6 lakh Cr

Clients

AMC folios – **6.8+ mn.**
Broking – **4.7+ mn.**



**includes retail broking & distribution business*

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

IE = Institutional Equities, IB – Investment Banking

Strong financial performance in Q3FY25

Declared ₹ 5/- dividend per equity share

Operating PAT

₹ 525 cr.
38% YoY growth



ROE*

36%

**9MFY25 annualised*



Treasury Investments

₹ 8,464 cr.
44% YoY growth



NSE Active Clients

1+ mn.
25% YoY growth



Assets under advice

₹ ~6.0 lakh cr.
62% YoY growth



Net Worth

₹ 11,569 cr.
40% YoY growth



Clients

11.5+ mn.
80% growth



Net Operating Revenue

₹ 1,345 cr.
43% YoY growth



Lending book*

₹ 12,254 cr.
44% YoY growth



Employees

13,600+
27% growth



Trailing 12 months

Net Operating Revenue
₹ 5,058 cr.

Operating PAT
₹ 1,999 cr.

Total PAT (including OCI)
₹ 3,343 cr.

Market capitalization
₹ 39,750 cr*

FY24 PAT Ranking - 99 amongst listed entities

M-cap Rank – 203*

**Incl. HFC*

**as on Jan 27, 2025*

Momentum continues in Quarterly Operating PAT

Segmental PAT (₹ Cr)	Q3FY25	Q2FY25	Q1FY25	Q4FY24	Q3FY24
Wealth Management	190	225	177	211	164
YoY Growth %	16%	71%	69%	53%	35%
Capital Market	61	73	57	47	40
YoY Growth %	50%	45%	-4%	300%	85%
Asset & Private Wealth Management	234	213	157	210	144
YoY Growth %	62%	63%	29%	79%	20%
Housing Finance	36	27	29	31	36
YoY Growth %	-	-19%	-4%	-	-
Operating PAT*	525	541	431	502	380
YoY Growth %	38%	53%	41%	66%	32%
Treasury PAT (incl OCI)	(69)	701	590	129	394
Total PAT	456	1,242	1,021	625	774

*excluding intercompany adjustments

**Highest
Consolidated
nine months
profits at
Rs. 2,718 Cr**

Particulars (₹ Cr)	Q3FY25	Q3FY24	YoY (%)	Q2FY25	QoQ (%)	9MFY25	9MFY24	YoY (%)
Net Revenue								
Wealth Management	570	439	30%	637	-10%	1,740	1,231	41%
Capital Market	151	89	70%	174	-13%	459	338	36%
Asset and Private Wealth Management	551	350	58%	490	12%	1,426	965	48%
Housing Finance	96	87	11%	87	11%	274	251	9%
Total Net Revenues¹	1,345	943	43%	1,369	-2%	3,850	2,735	41%
Employee Expense	453	299	52%	443	2%	1,284	917	40%
Other Expense	190	136	40%	199	-4%	564	432	31%
Total Expense	644	435	48%	642	-	1,848	1,349	37%
Profit Before Taxes (PBT)	701	508	38%	727	-4%	2,002	1,386	44%
<i>PBT Margin</i>	52%	54%		53%		52%	51%	
Operating PAT	525	380	38%	541	-3%	1,497	1,040	44%
Treasury Investments PAT ²	(69)	394		701		1,221	961	
Total PAT²	456	774	-41%	1,242	-63%	2,718	2,001	36%

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

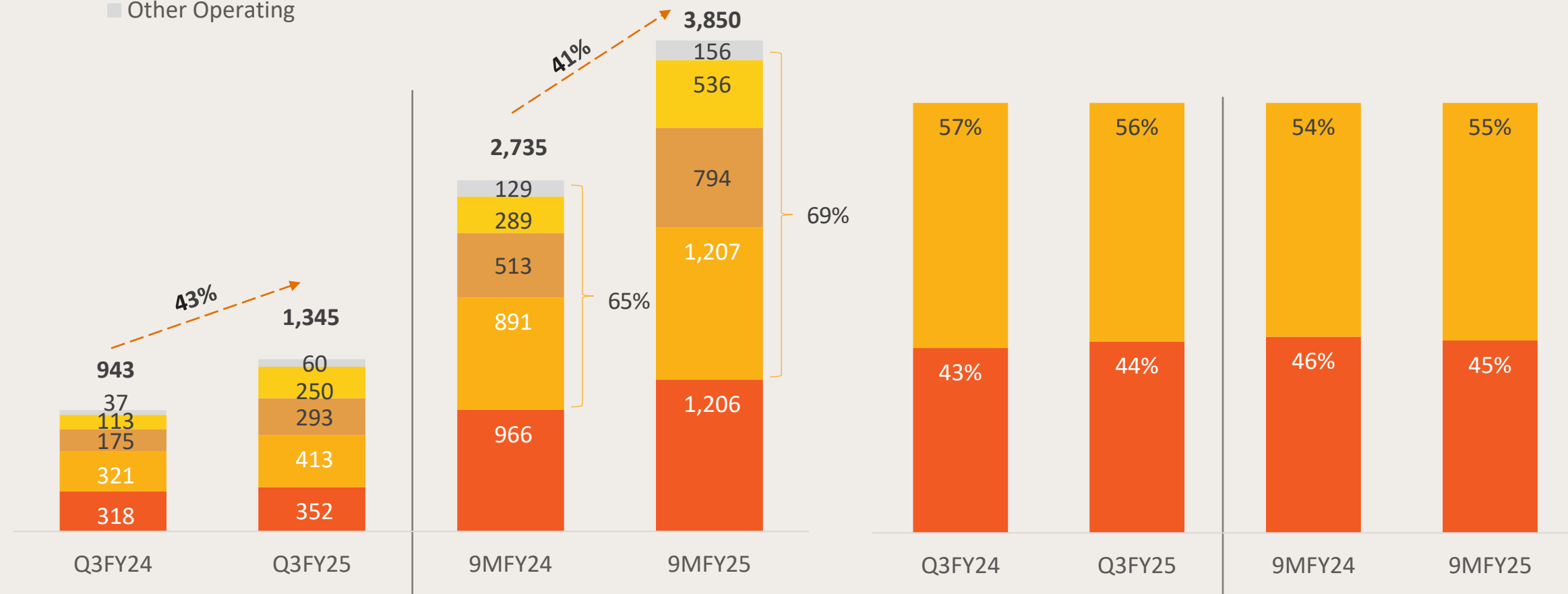
2. Including Other Comprehensive Income (OCI)

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)	9MFY25					
	Wealth Management	Capital Market	Asset & Private Wealth Management	HFC	Treasury	Total
Net Worth	3,460	765	2,584	1,352	3,407	11,569
Operating PAT	592	191	604	90	1,221	2,718
Operating RoE*	25%	38%	35%	9%	59%	36%

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

*Operating RoE annualized based on average Net Worth

Particulars (₹ Cr)	Dec-24	Mar-24
SOURCES OF FUNDS		
Net Worth	11,569	8,732
Borrowings	14,066	13,762
Minority Interest	46	37
Total Liabilities	25,681	22,531
APPLICATION OF FUNDS		
Fixed assets (net block)	730	603
Investments	9,011	6,501
Loans and Advances	10,978	10,046
Net Current Assets ⁽¹⁾	4,962	5,381
Total Assets	25,681	22,531

1. Net Current Asset includes cash and cash equivalents and bank balance of ₹ 4,379 cr in Dec-24. Out of which unencumbered cash & cash equivalents is ₹ 1,289 cr



Wealth Management

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

Strong blend of
2,000+ internal
Relationship
Managers and
9,300+ External
Wealth Managers

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

Market share
Cash : 7.4%
F&O Premium
Turnover : 7.8%

Strength of Internal RMs and External Wealth Managers

2,033

Internal Relationship
Managers

77

Branches

9,318

External Wealth
Managers

1.6 mn+

Total Active Clients

Per Client

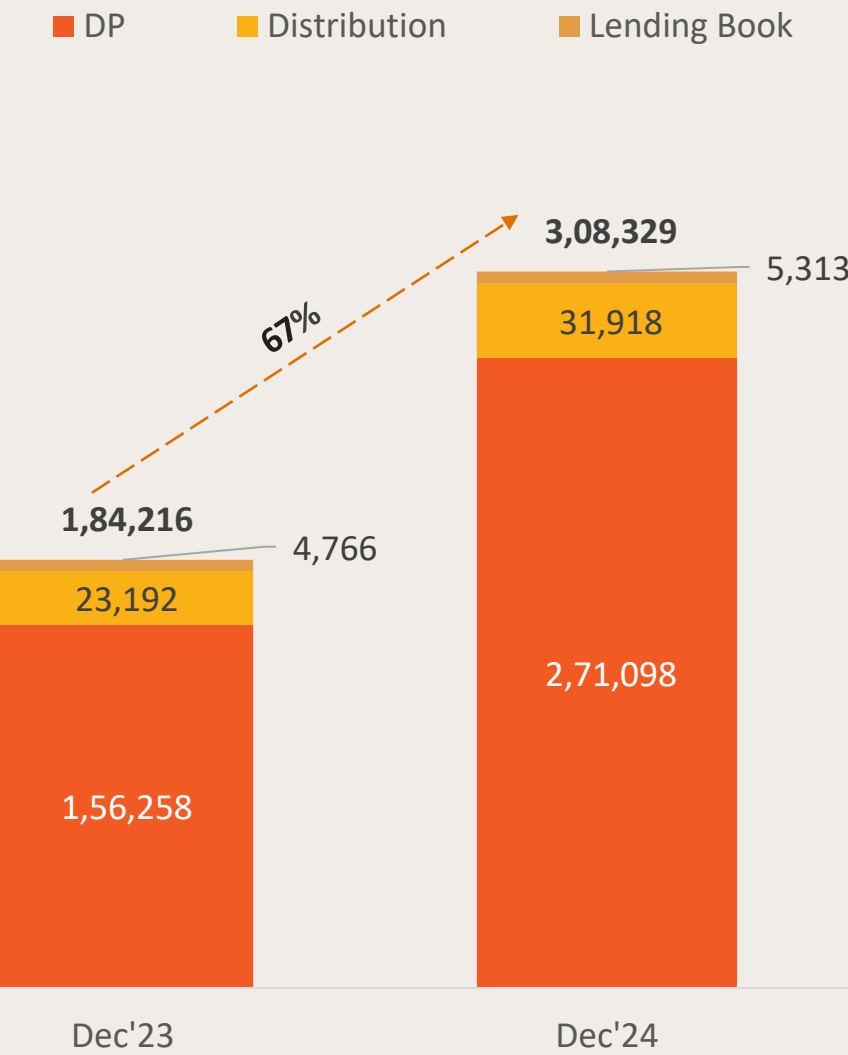
-AUM ~₹ 2 mn.

Per RM

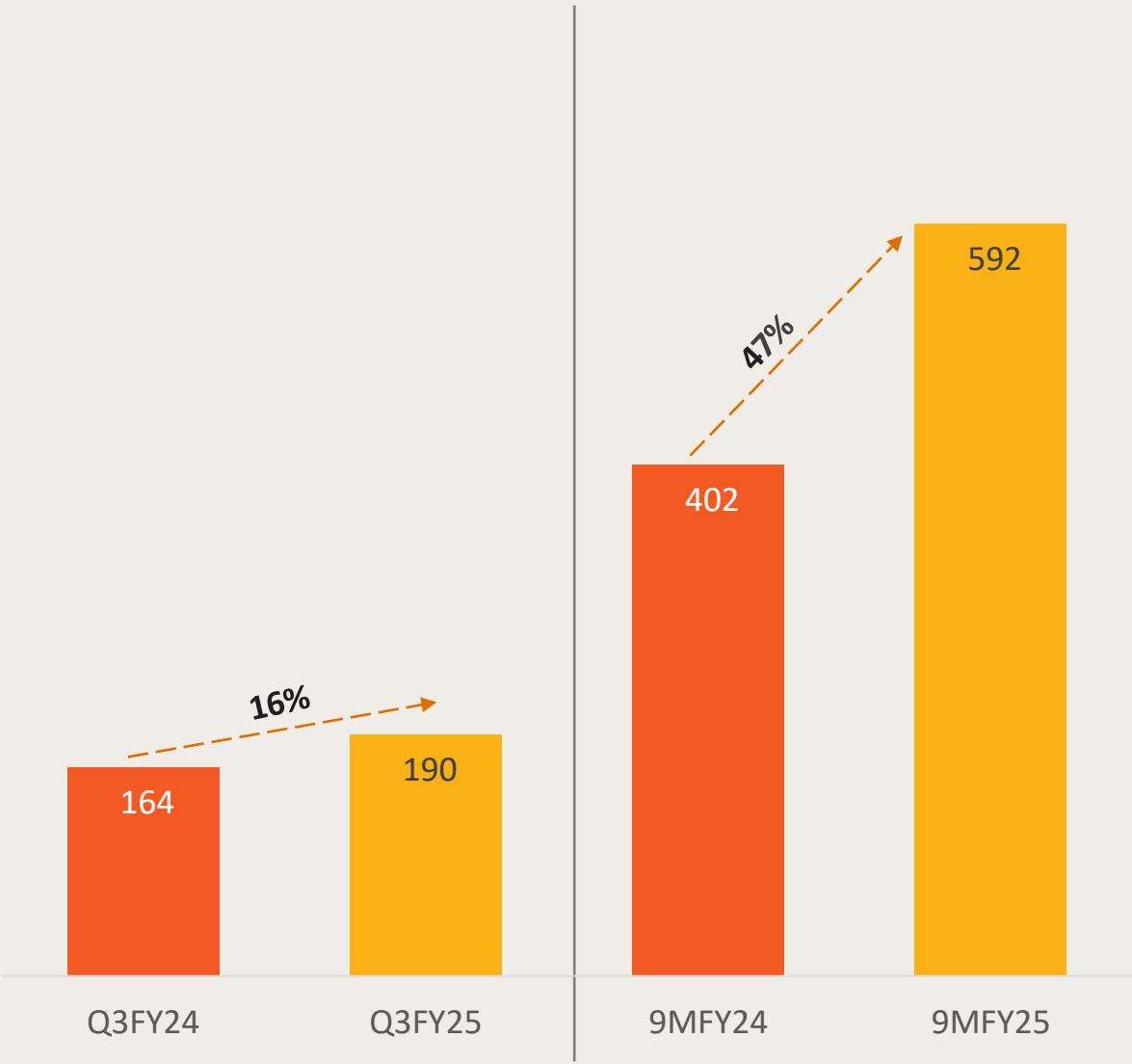
- AUM ₹ 27 cr.
-Clients 143

Wealth Management – Resilient Performance

AUM Break-up (₹ Cr.)

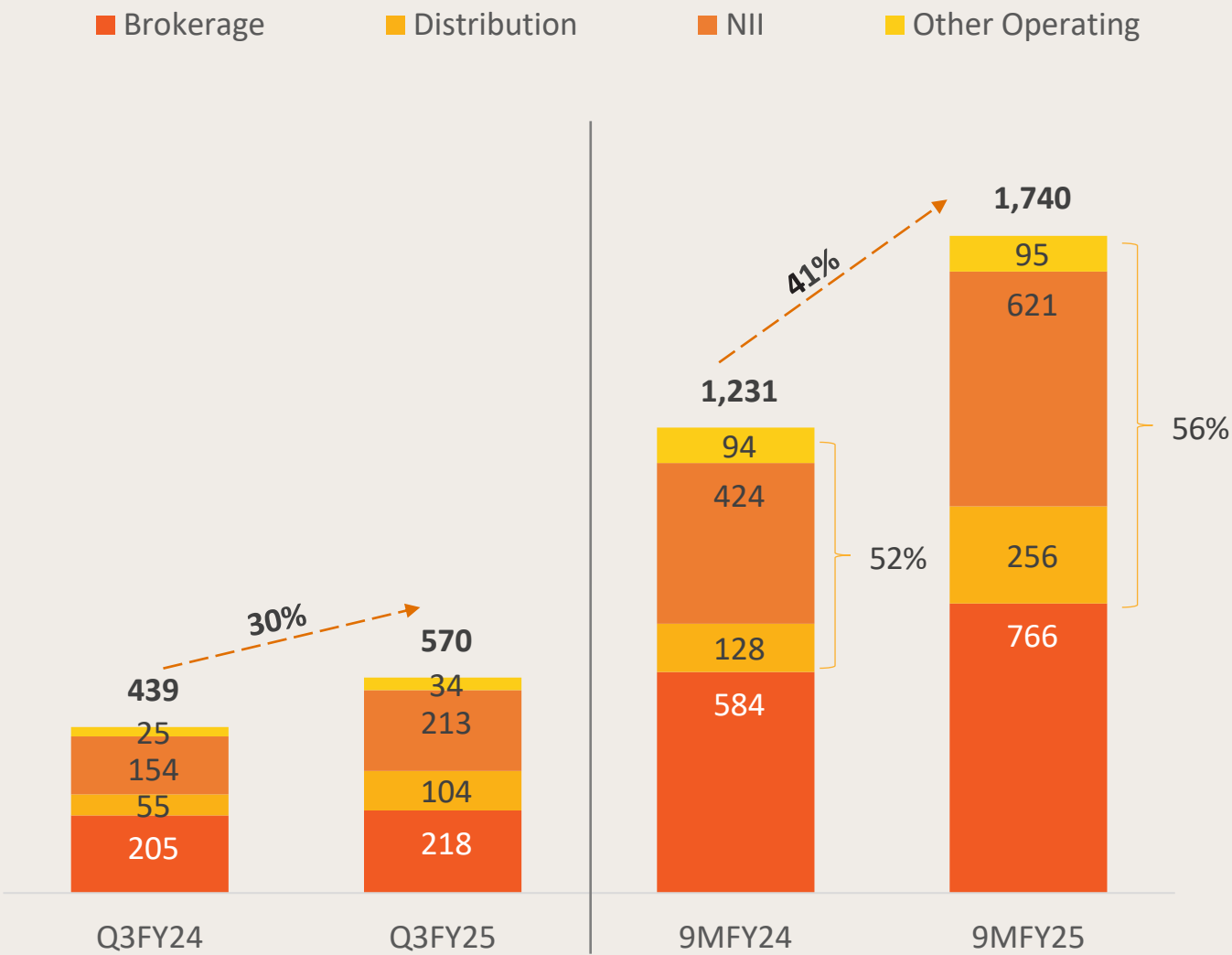


PAT (₹ Cr.)

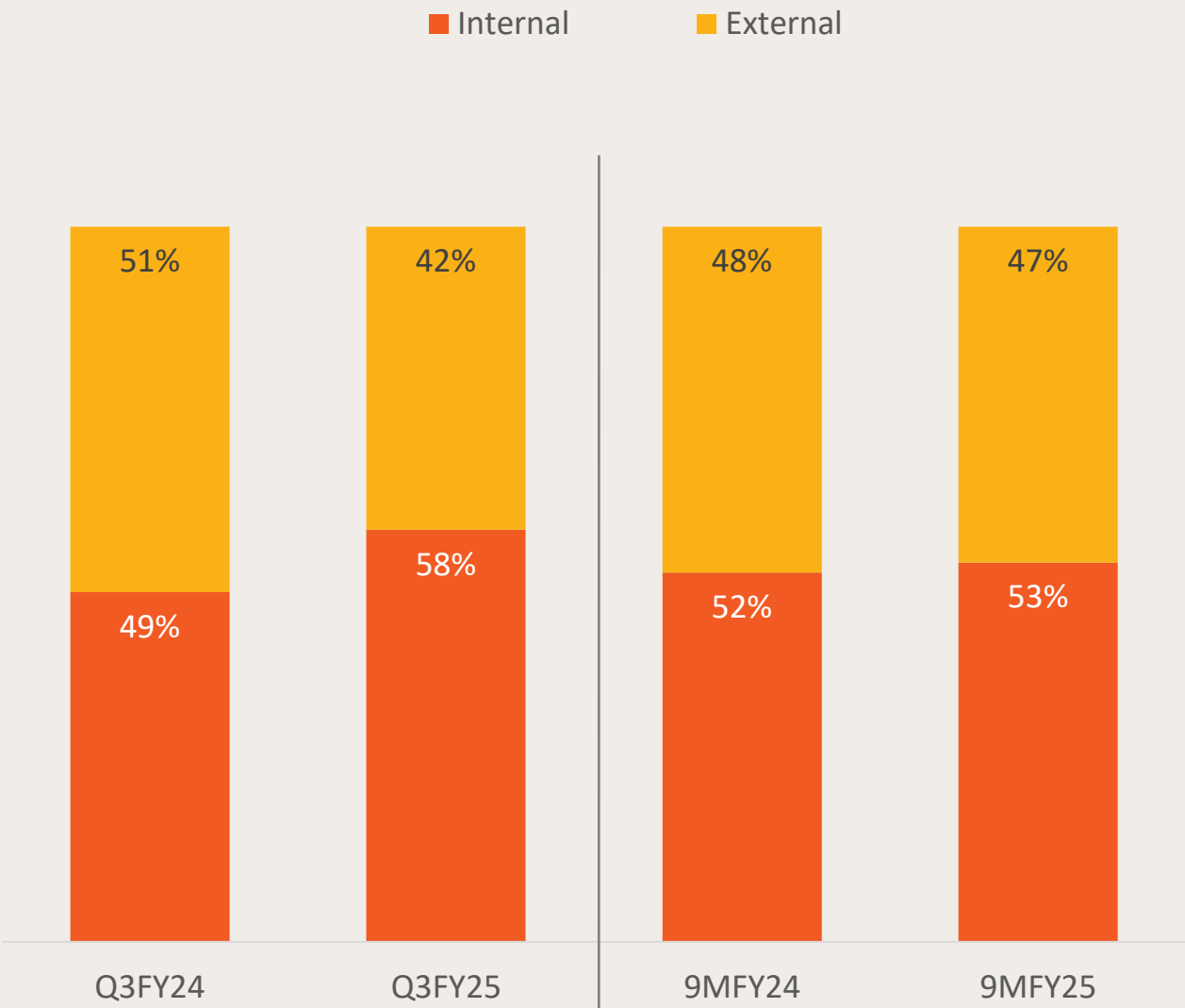


Wealth Management – Growing recurring revenue share

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



Net Revenue Break-up by Channels*



* External channel includes Franchisees

**Focus on building
the distribution
business
disproportionately**

Strengthened distribution business vertical with growing RM base.

Teams aligned towards wealth solution-oriented products & services

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

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



Asset & Private Wealth Management

Blend of
manufacturing and
distribution
capabilities

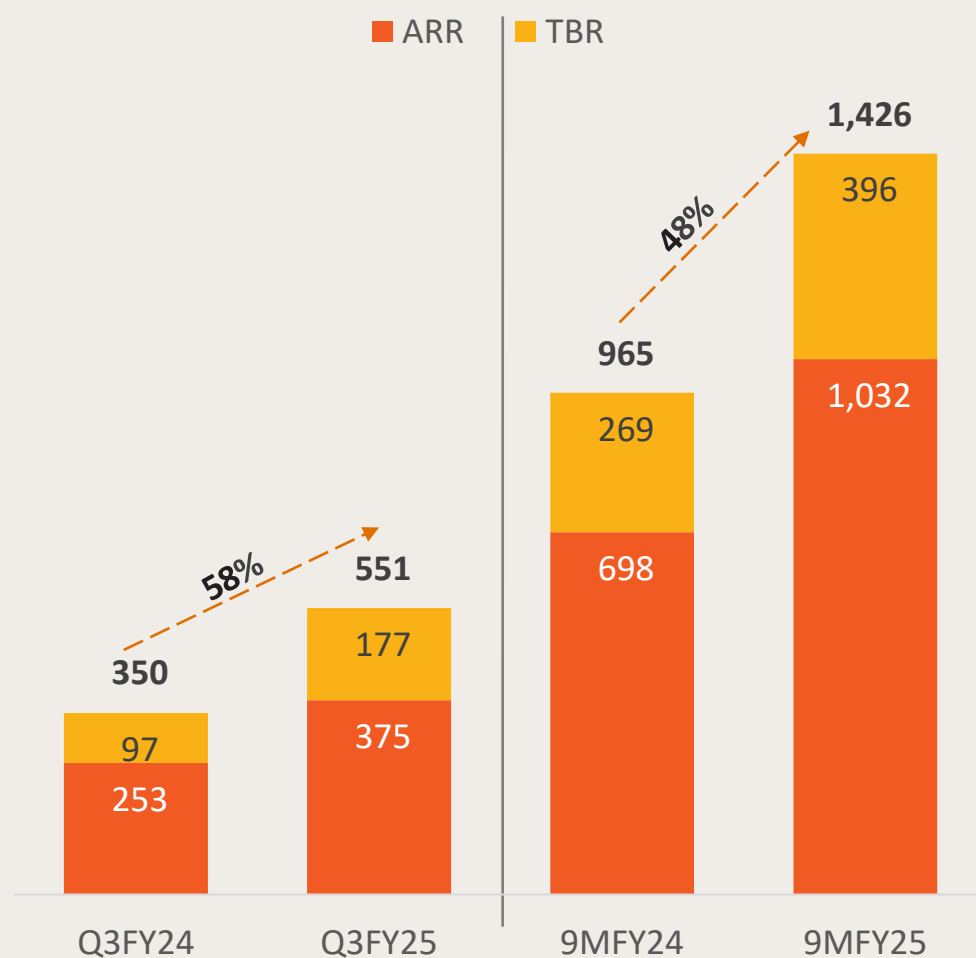
Focused and leading
player in alternate
assets

Robust Investment
and Risk
Management
process

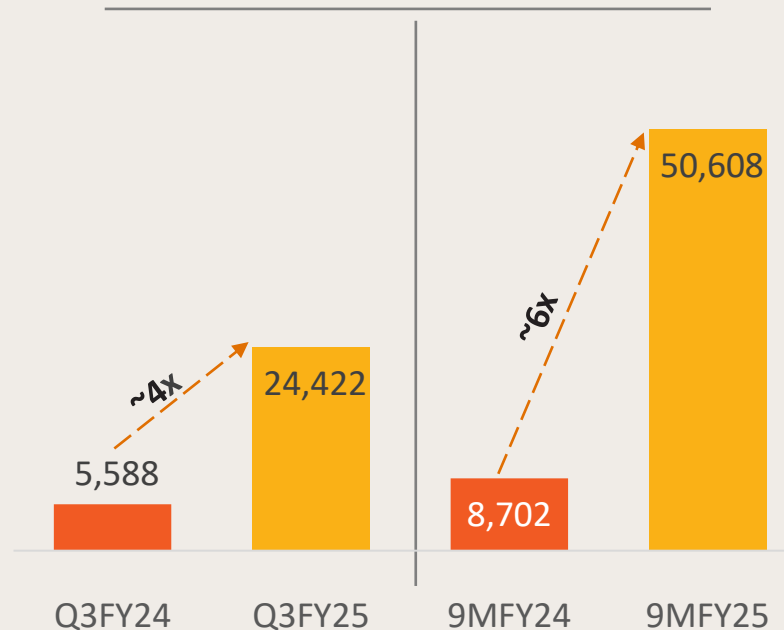
AUM of ₹ 2.9 lakh Cr
& Net sales of
₹24,000+ Cr in
Q3FY25

**Asset & Private
Wealth
contributes
37% of
consolidated
net revenue**

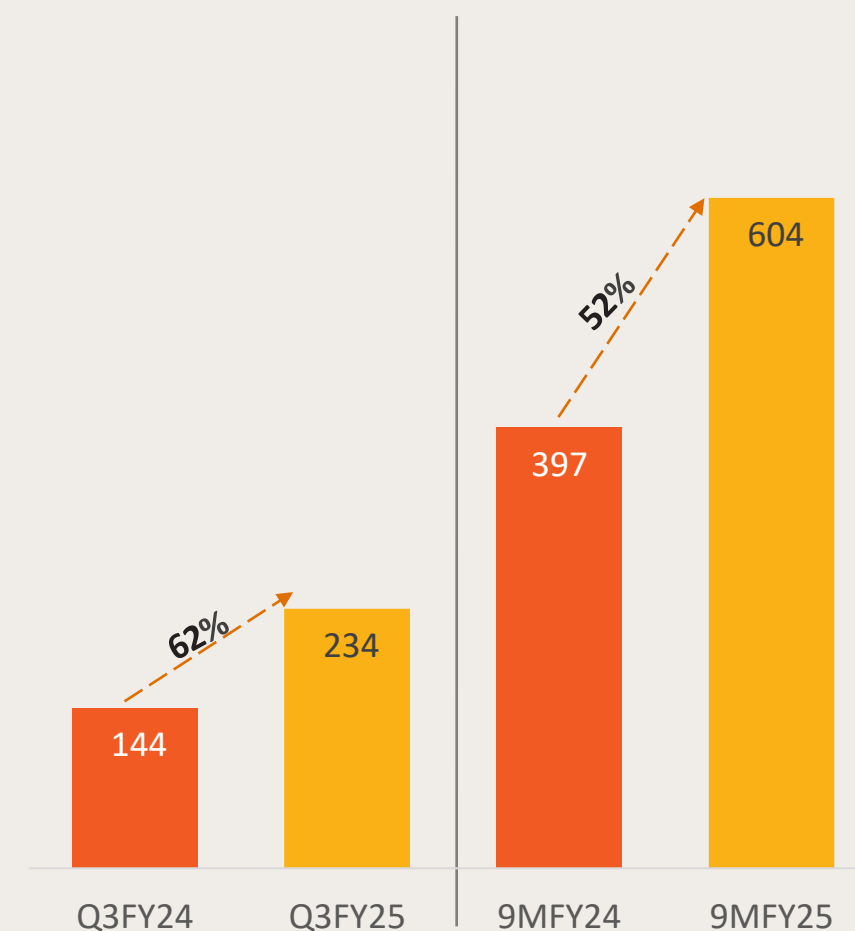
Net Revenue Break-up (₹ Cr.)



Net Sales (₹ Cr.)



PAT (₹ Cr.)





Asset Management

Listed Equities

MF + PMS
+ AIF (CAT III)

Unlisted

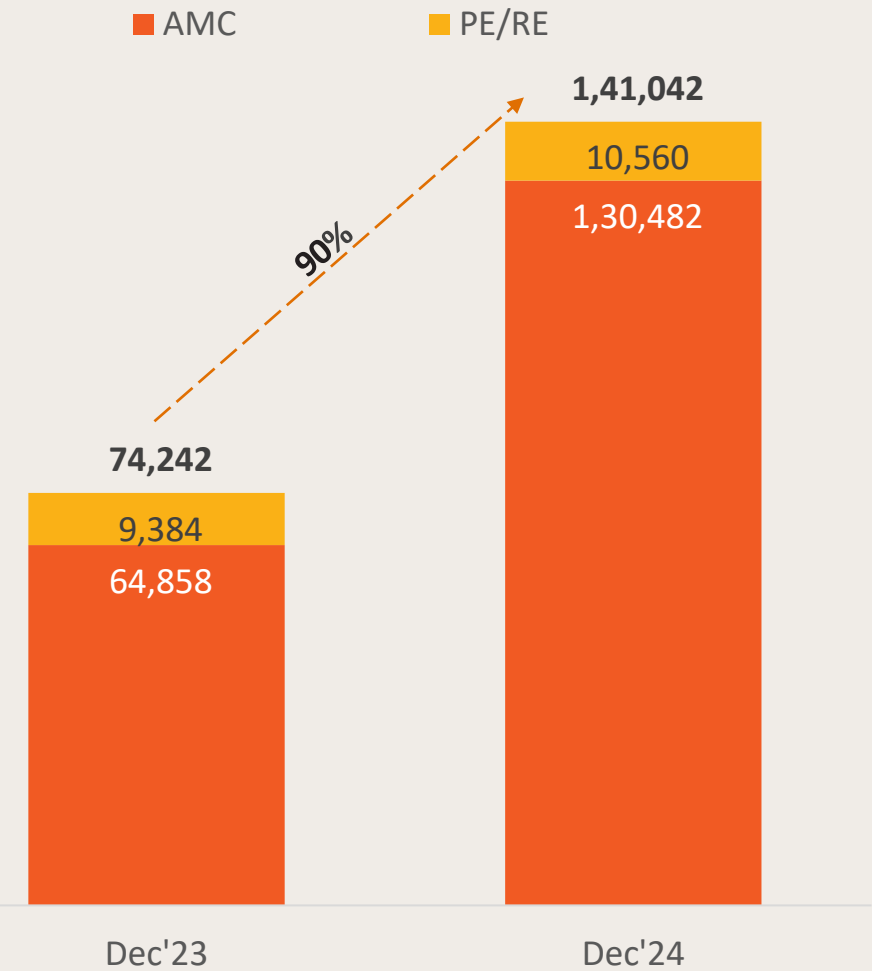
Private Equity
+ Real Estate Funds
(CAT II)

Fee earning AUM of
₹ 1.4 Lakh cr.

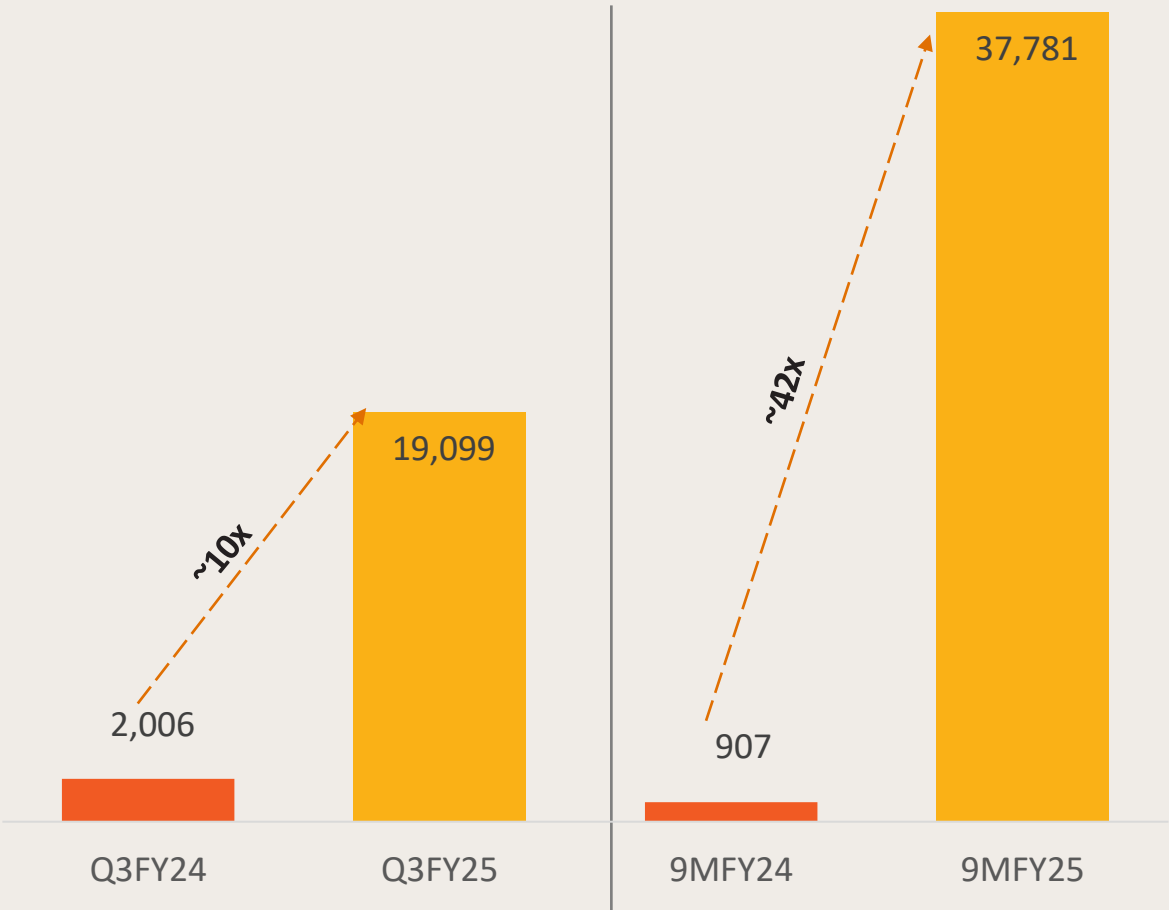
Quality Investment
Team with a
successful track
record

Asset Management – Strong net flows driving AUM growth...

AUM Break-up (₹ Cr.)

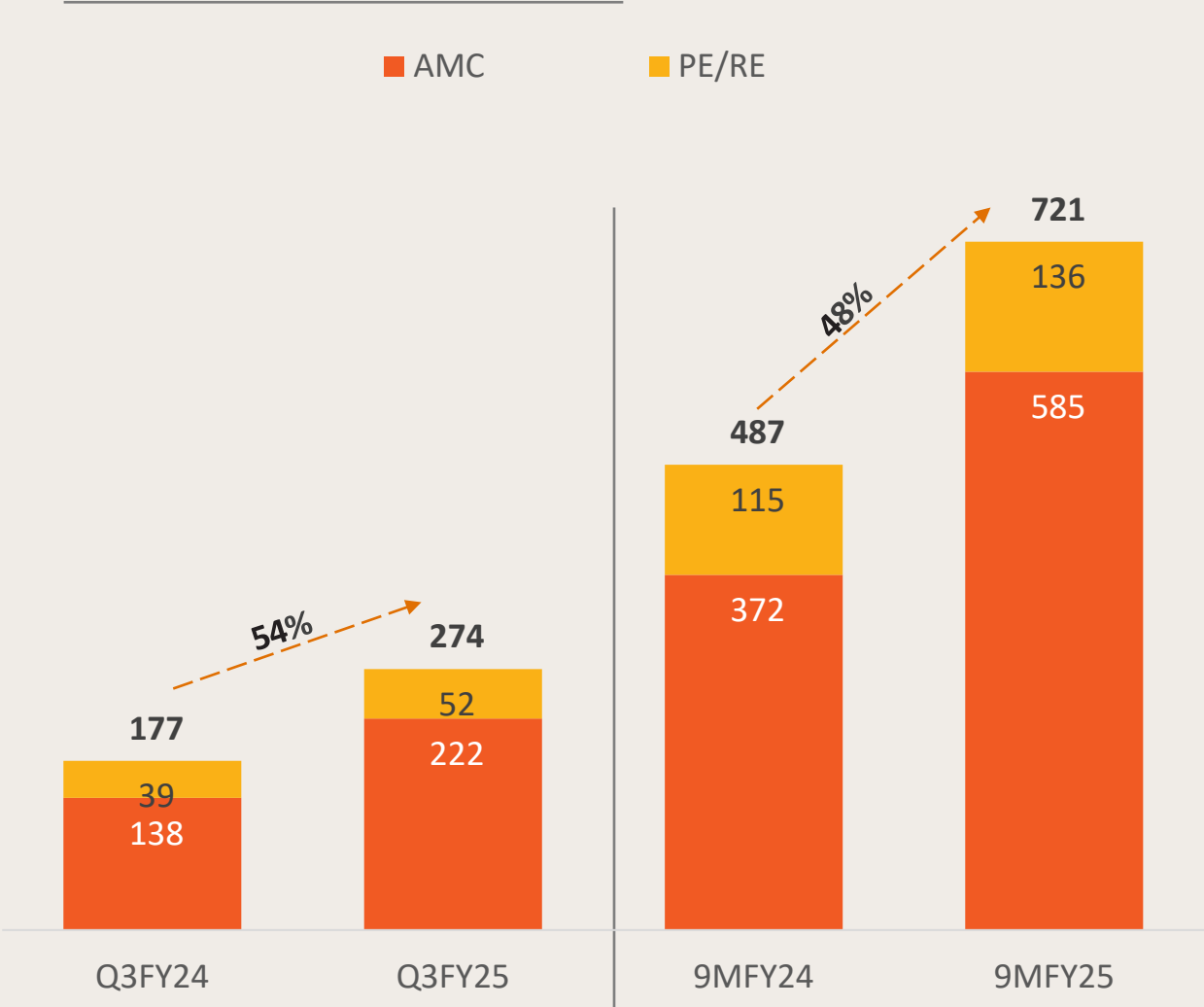


Net Sales (₹ Cr.)

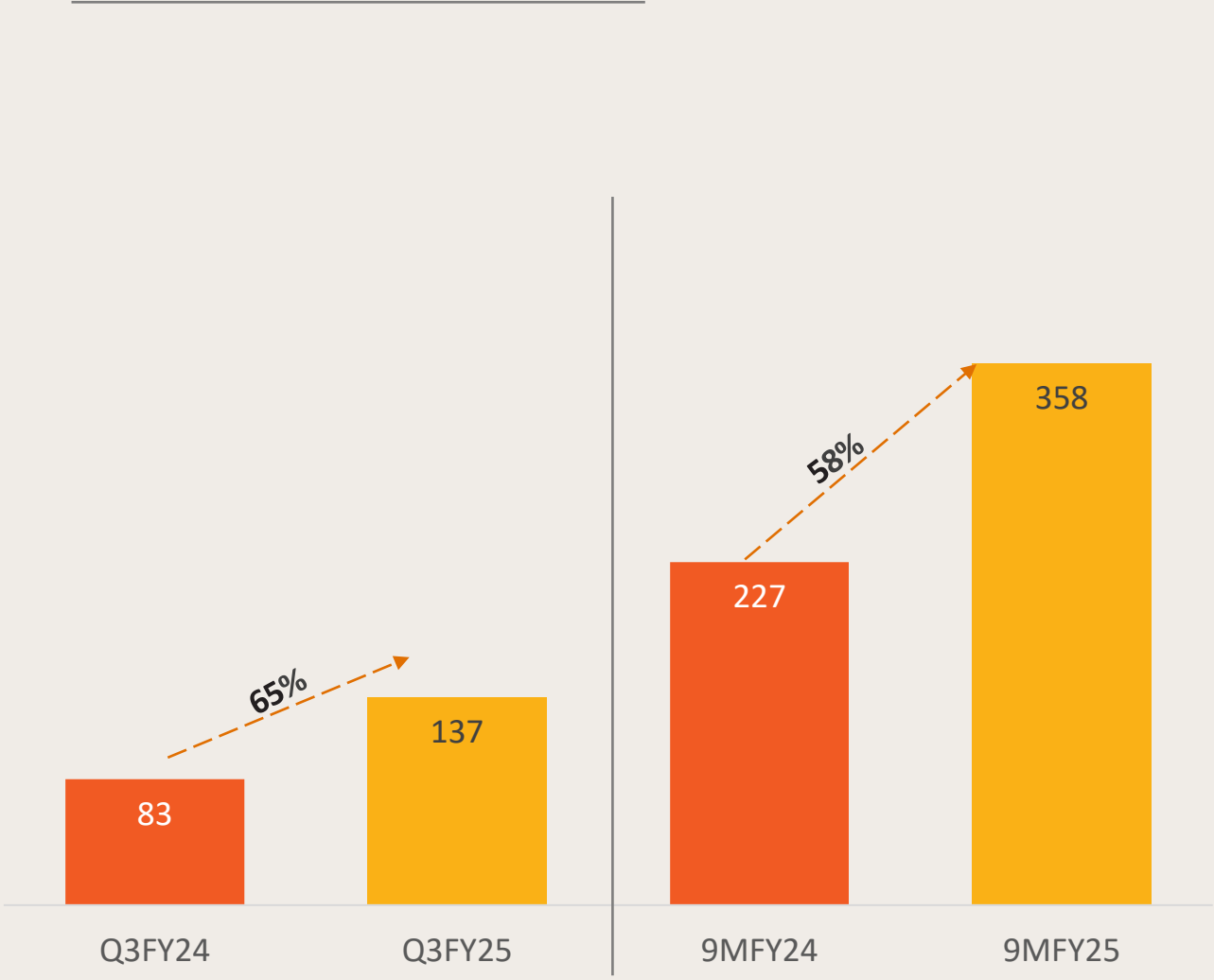


Asset Management – ...gives visibility of higher PAT growth

Net Revenue Break-up (₹ Cr.)



PAT (₹ Cr.)



Asset Management

Asset Management

One year performance	
Total No. of Strategies (MF + PMS + AIF)	13
No. of strategies outperformed benchmark	10
Mutual Fund	5
Alternates (PMS + AIF)	5
Outperforming Strategies basis AUM (%)	97%

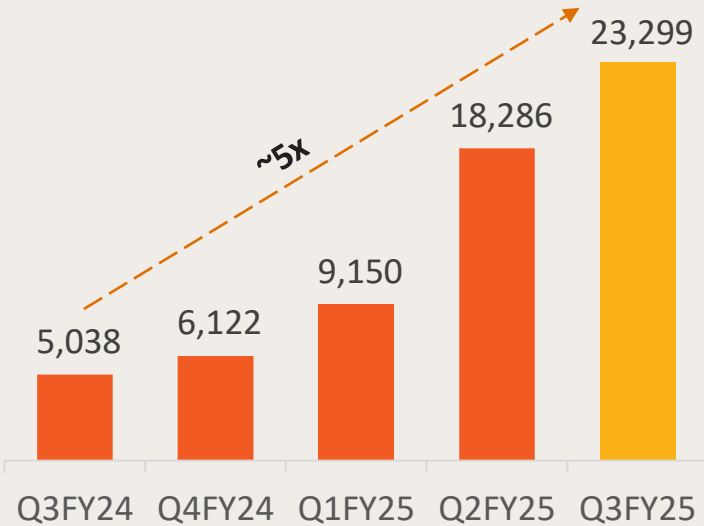
Performance as on 31th December 24

Particulars	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25
SIP Market Share*	1.5%	1.7%	1.9%	2.6%	3.8%
MF Gross Sales Market Share	1.9%	1.7%	2.2%	4.4%	5.8%
MF Net Sales Market Share	3.1%	2.3%	3.1%	7.5%	9.7%

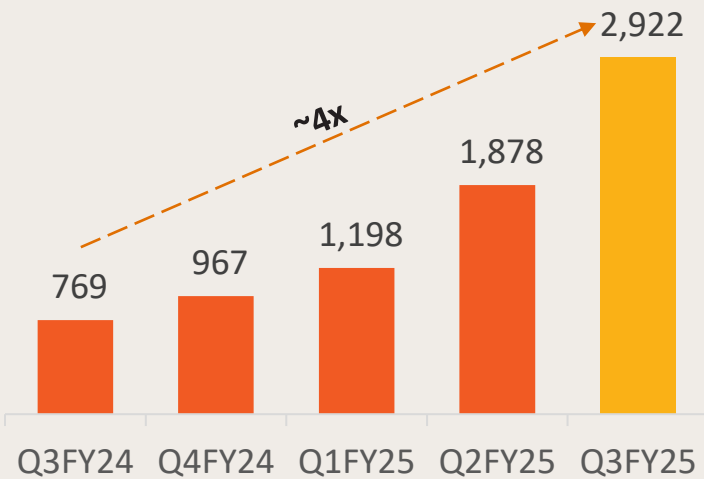
*MOAMC realised SIP/Industry total SIP

Continuous
rise in flows
market
share

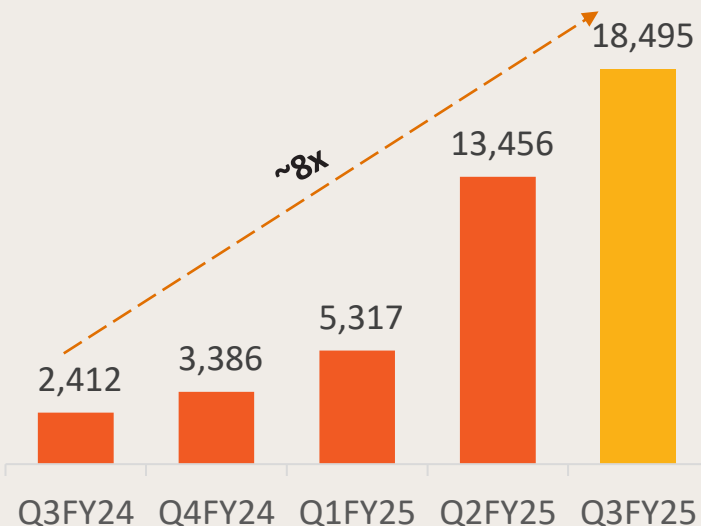
Gross Flows (₹ Cr.)



SIP Flows (₹ Cr.)

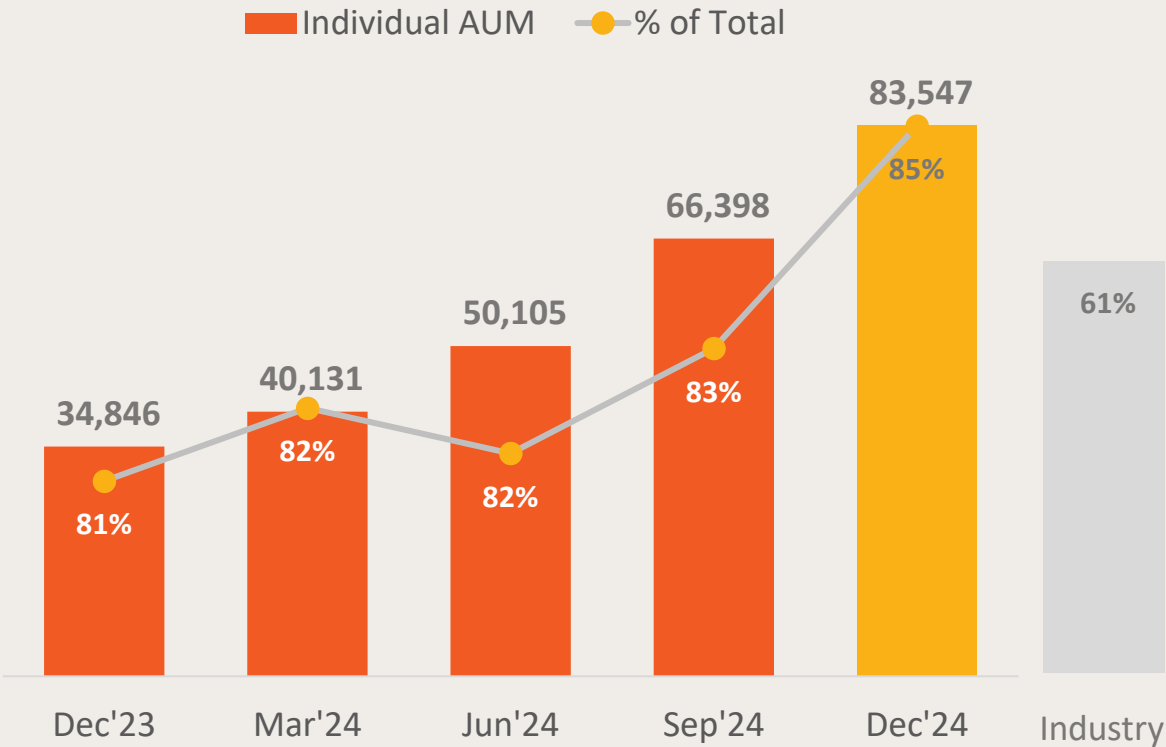


Net Flows (₹ Cr.)

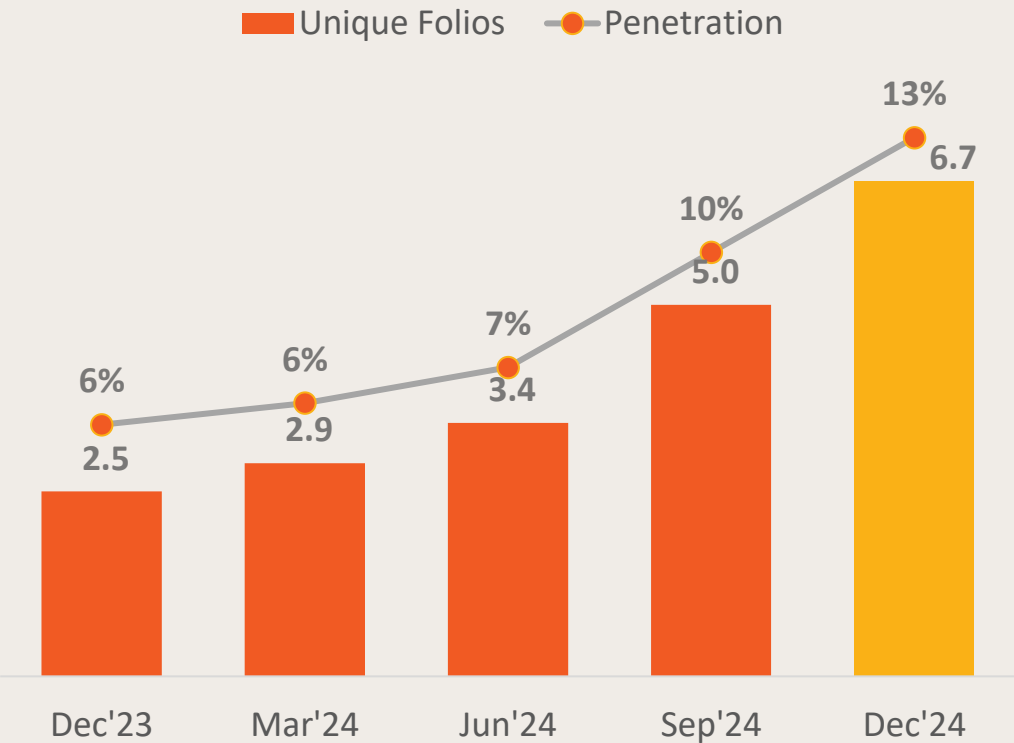


Granular
AUM with
growing
penetration

Individual MF AUM (₹ Cr.)



MF Unique Customers (Mn.)

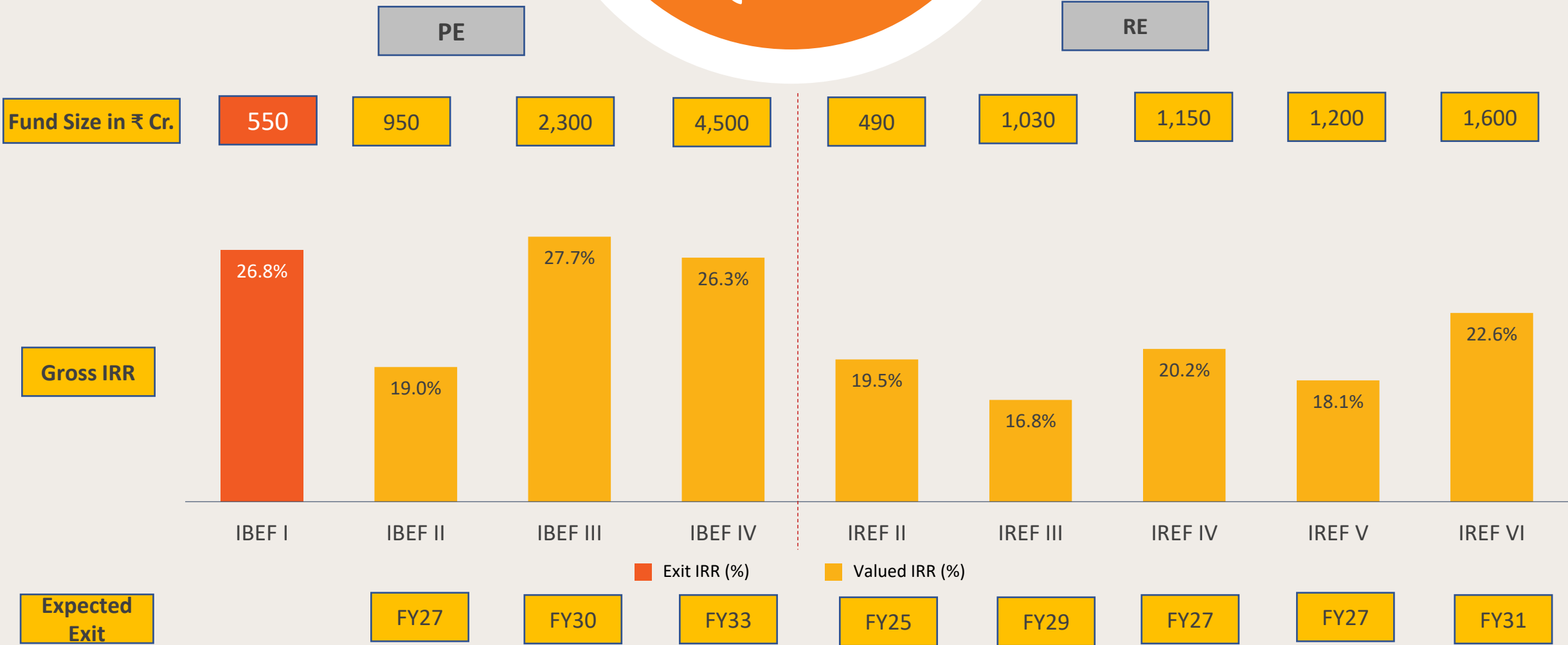


Private Equity & Real Estate

6th Real Estate Fund raised ₹ 1,750 cr and final close is expected in Q4FY25

Total earning AUM - ₹ 13,771 Cr.

Market value* of AUM - ₹ 16,915 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

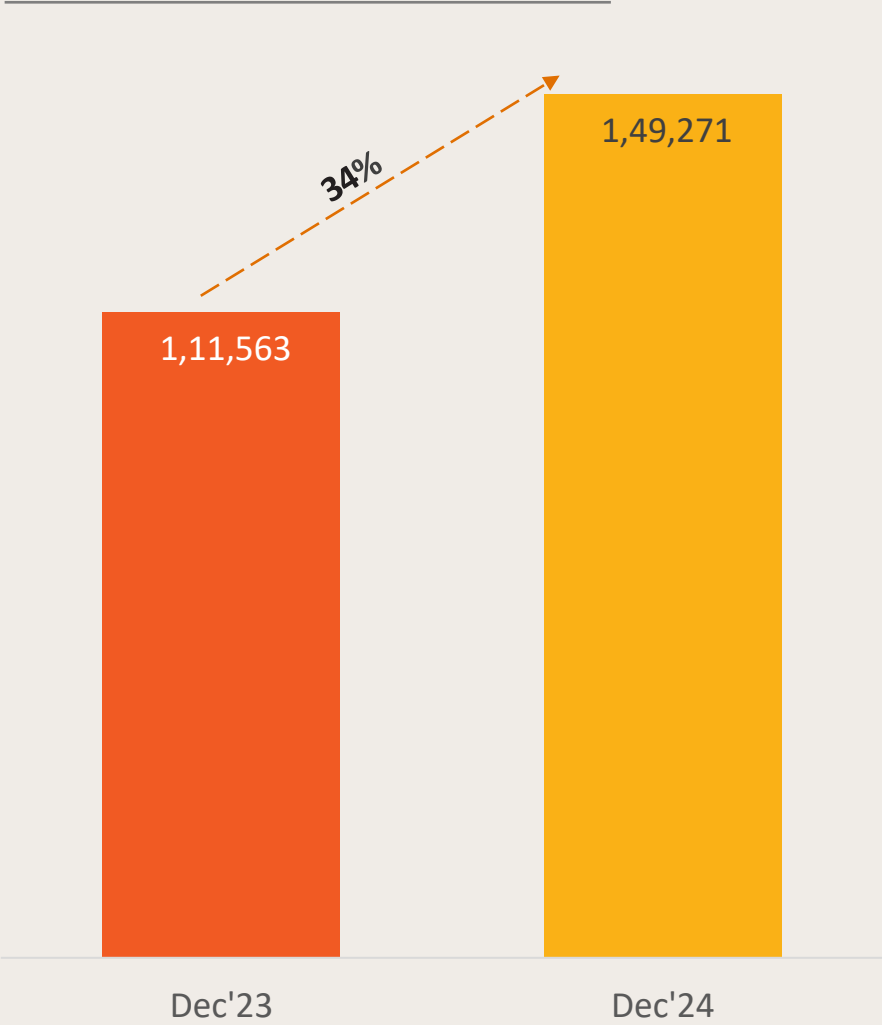
High quality team of 600 RMs; 3+ years vintage of 29%

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

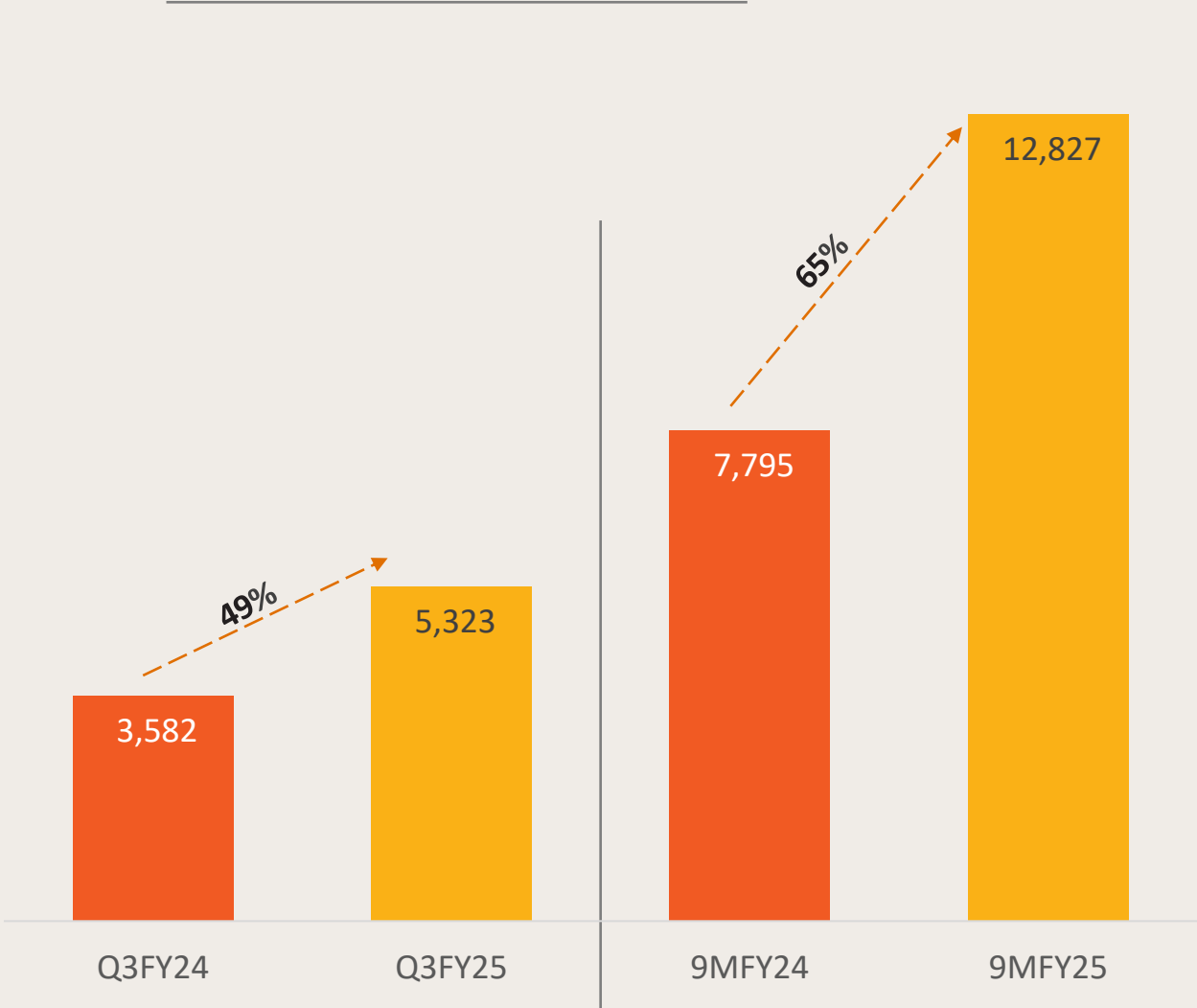
Growing clients assets under management of ₹ 1.5 lakh Cr

Private Wealth Management – *Strong momentum*

AUM (₹ Cr.)

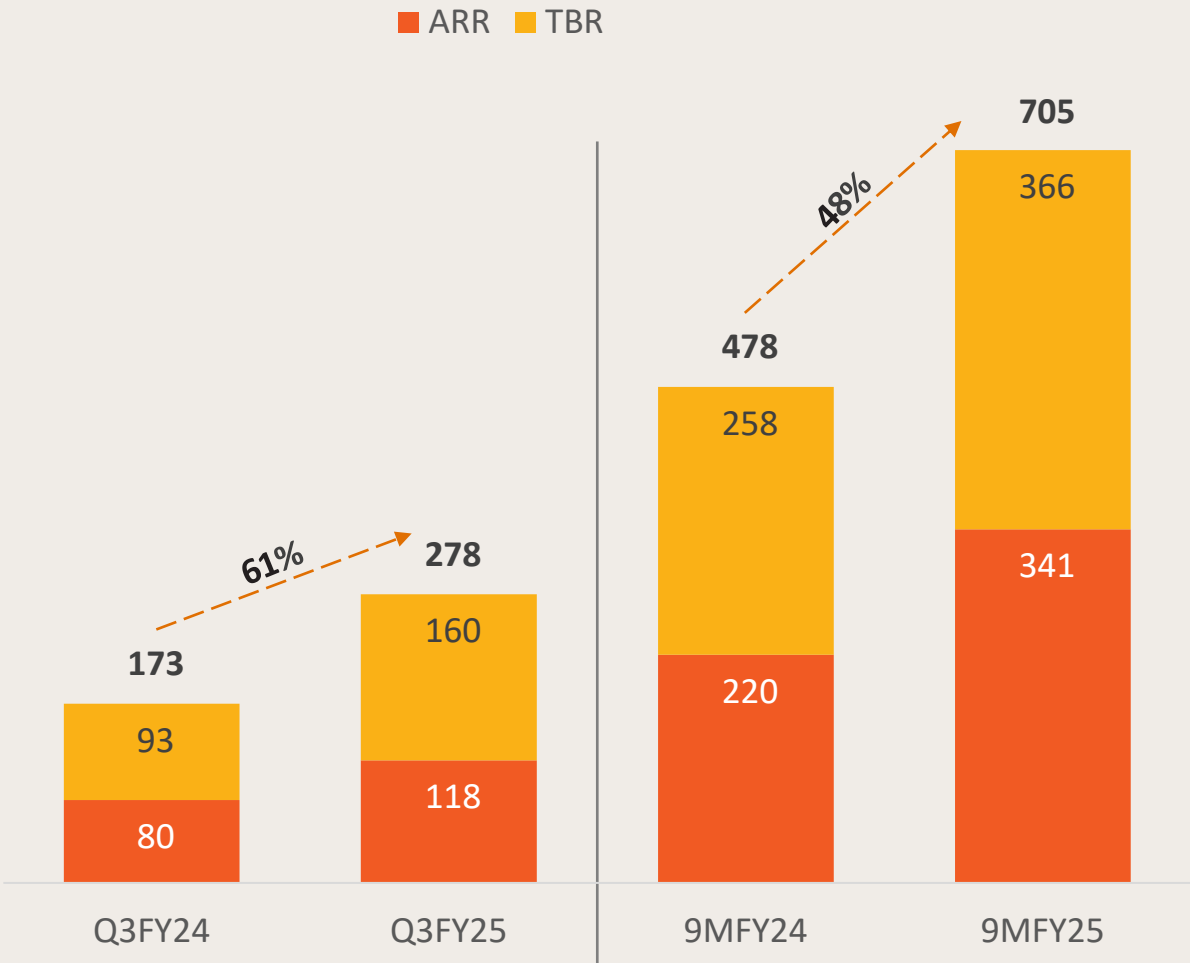


Net Sales (₹ Cr.)

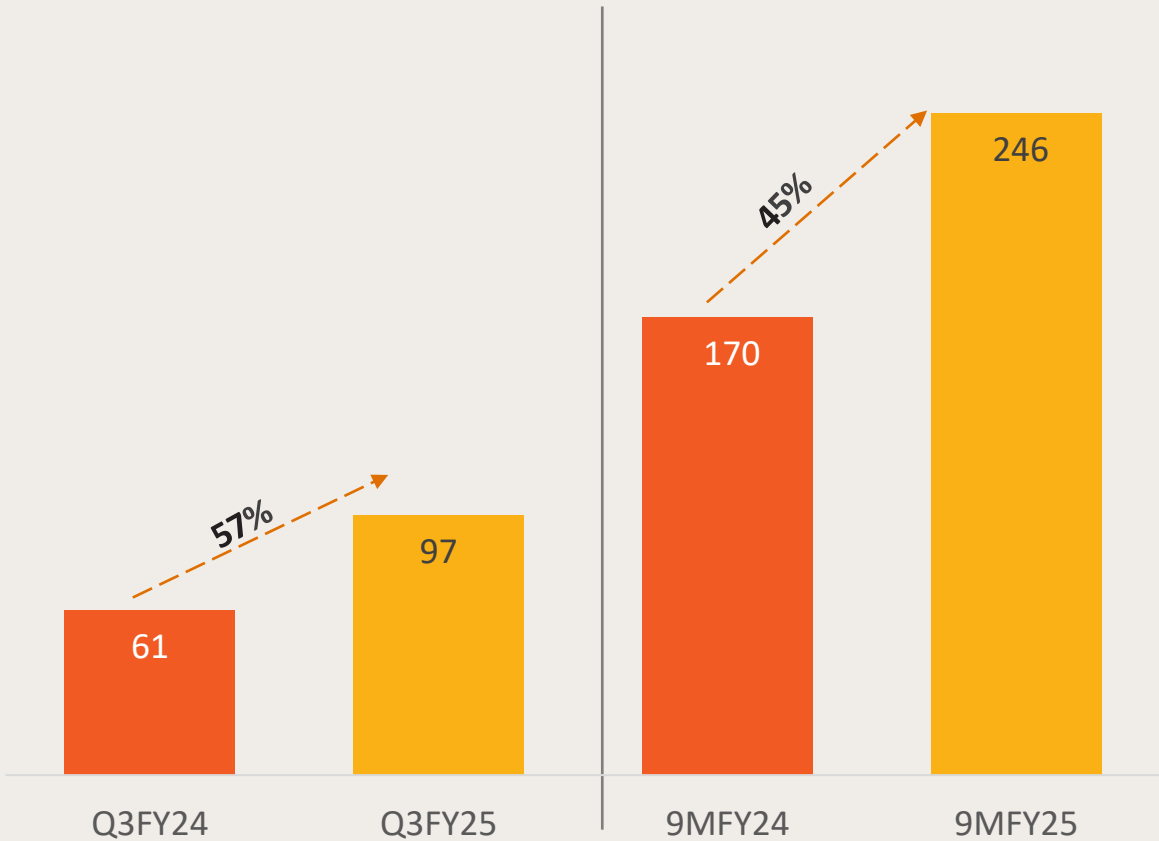


Private Wealth Management – ARR contributes ~50%

Net Revenue Break-up (₹ Cr.)



PAT (₹ Cr.)



**Focus on
improving
productivity and
margins**

Strengthening
product capabilities,
targeting UHNI and
Family Offices

Expanding
presence in Tier 2
locations

15,000+
Families

Per Family
-AUM ₹ 10 cr

Per RM
-AUM ₹ 249 cr.
-Families 25



Capital Markets

Institutional Equities

Covering ~300 companies across 24 sectors, valuing 70% of India's market-cap

Strong team of 140+ employees catering to 880+ institutional clients

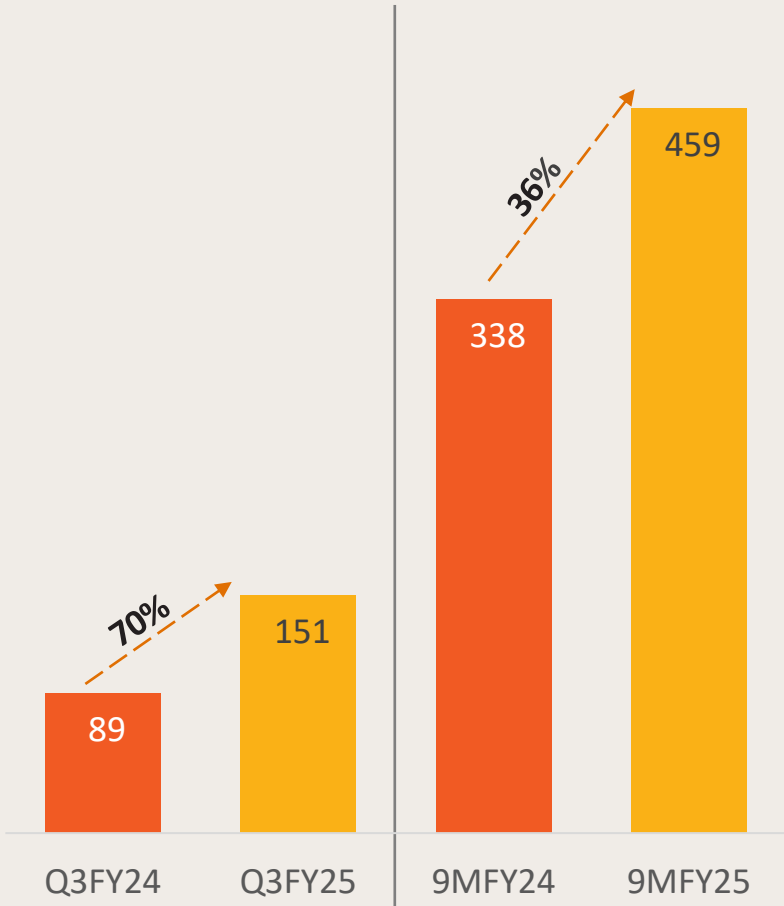
Investment Banking

Completed 35 deals with total issue size of ₹46,000+ cr. during 9MFY25













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

Ranked No. 1
on QIP
League Table
in 9MFY25

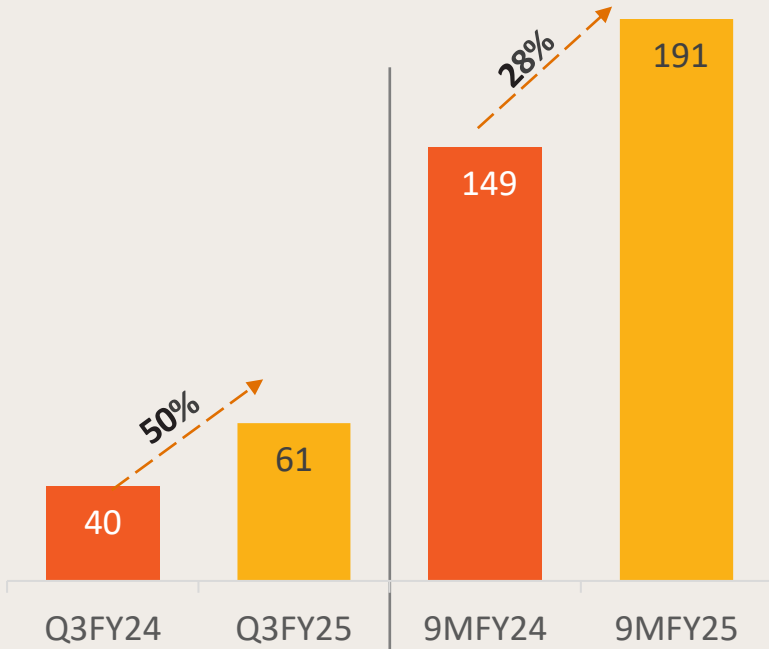
Net Revenue (₹ Cr.)



Major Deals in 9MFY25

 Varun Beverages ₹ 7,500 cr (QIP)	 PNB ₹ 5,000 cr (QIP)	 Five Star Finance ₹4,500 cr (Block Deal)
 Bank of Maharashtra ₹ 3,500 cr (QIP)	 Acme Solar ₹ 2,900 cr (IPO)	 PNB Housing Finance ₹2,576 cr (Block Deal)
 360 One WAM ₹ 2,250 cr (QIP)	 Niva Bupa ₹ 2,200 cr (IPO)	 Angel One ₹1,500 cr (QIP)
 PNG Gadgil ₹ 1,100 cr (IPO)	 Sterlite Technologies ₹ 1,000 cr (QIP)	 ZEN Technologies ₹ 1,000 cr (QIP)

PAT (₹ Cr.)





Home Finance

Building retail granular book with wide geographical distribution

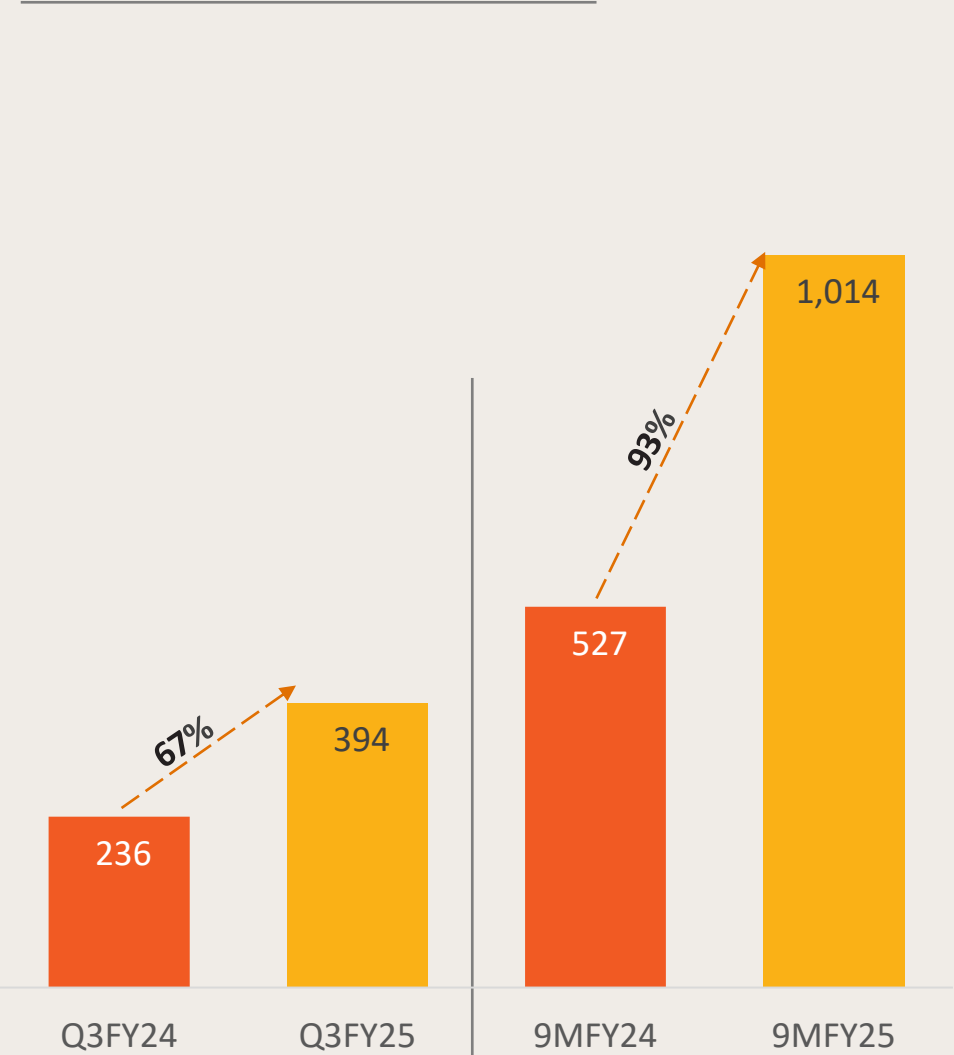
Expanding RM strength to drive disbursement growth

Scalable operating model built on Holistic Technology Usage

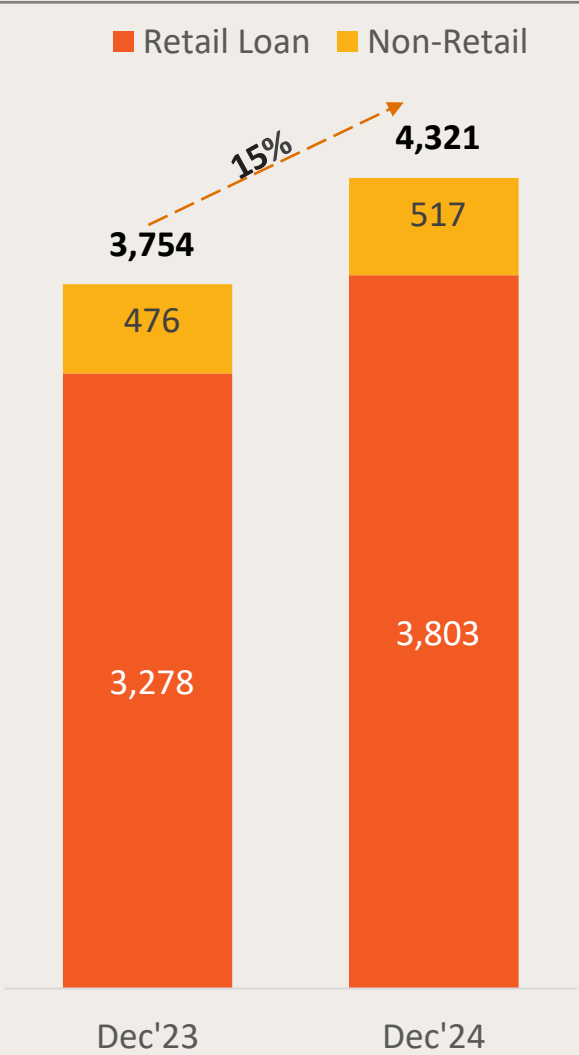
Credit rating:
AA Positive
(by all three leading rating agencies)

Home Finance – Strong disbursement trend continues

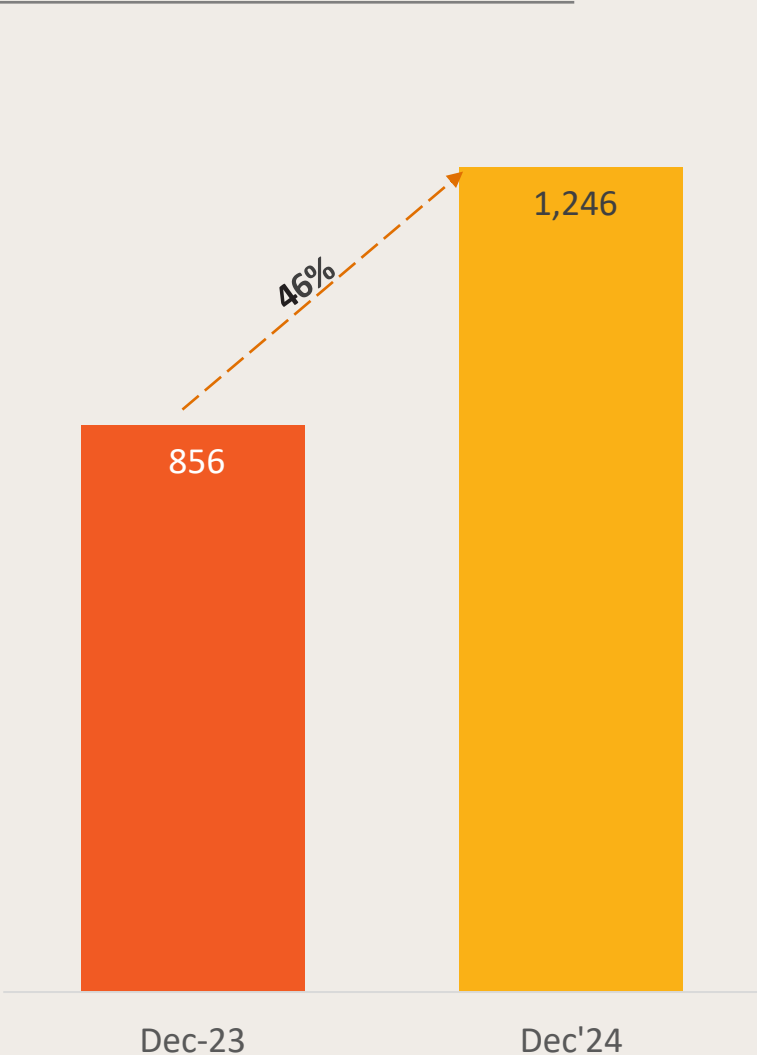
Disbursement (₹ Cr.)



Loan Book (₹ Cr.)



Sales RM Count

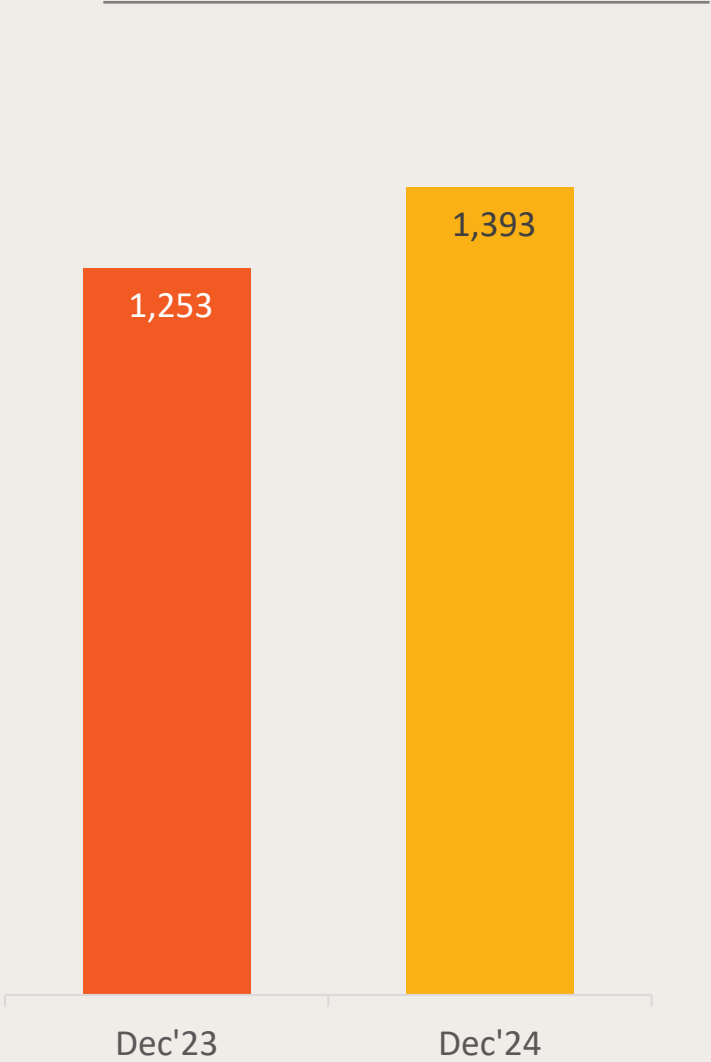


Home Finance – Profitability to grow on higher RM productivity

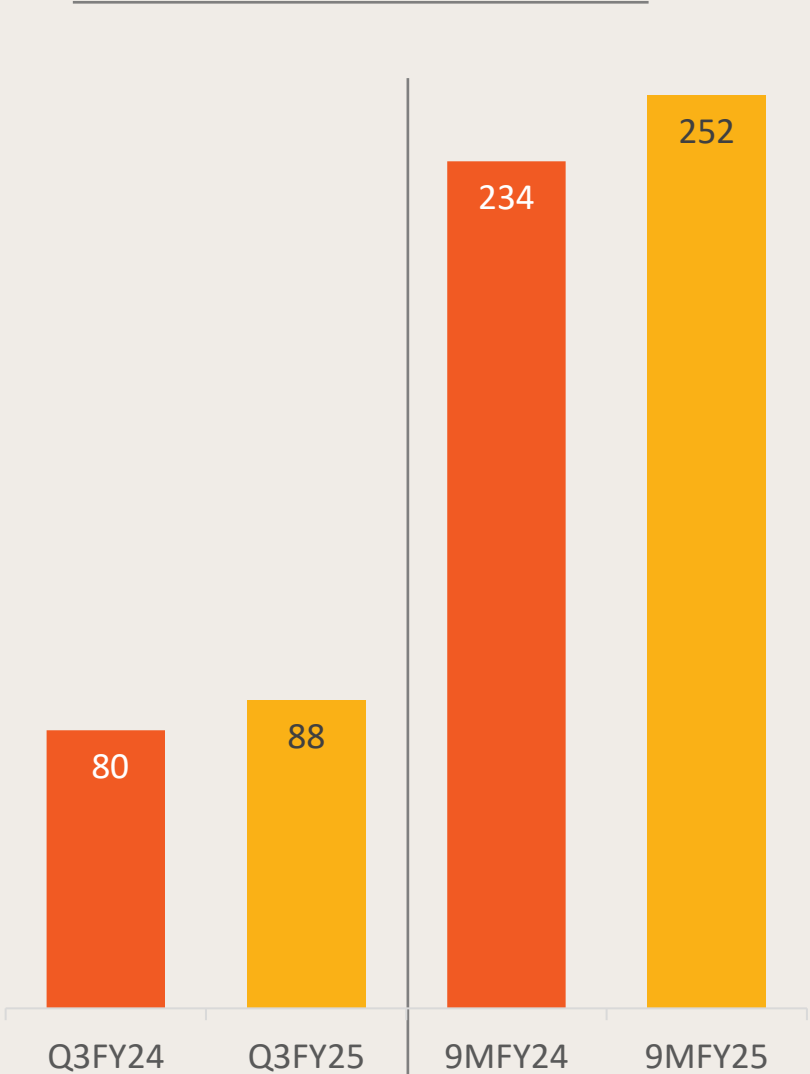


Investor Presentation
Q3FY25 & 9MFY25

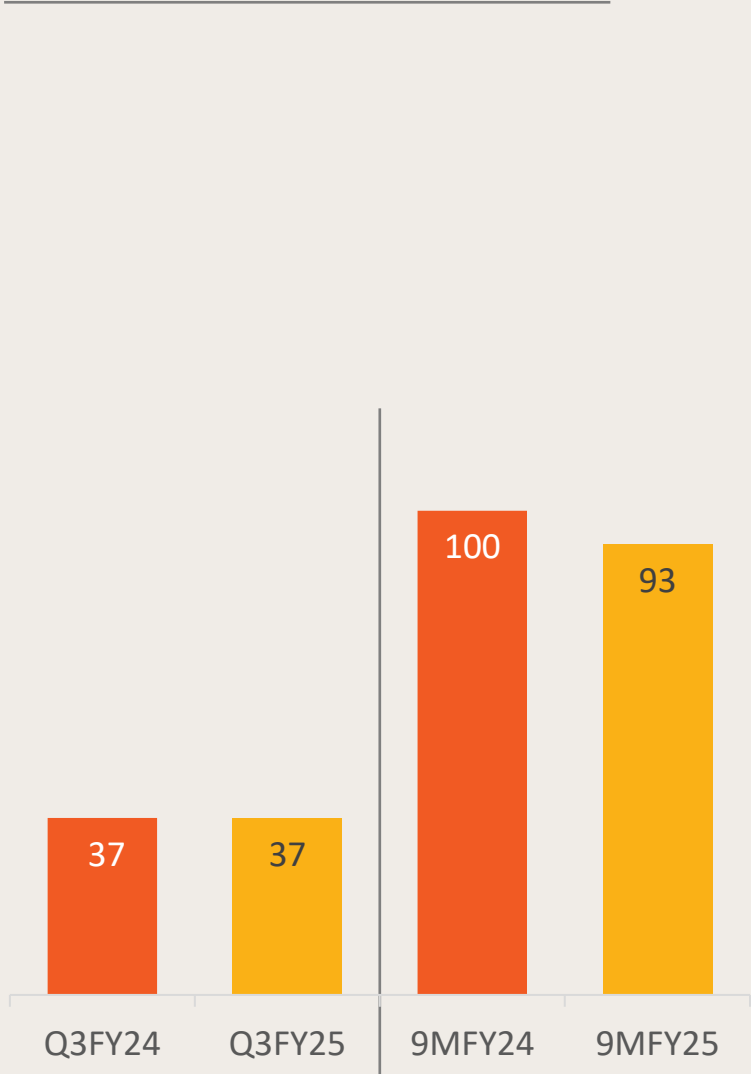
Net Worth (₹ Cr.)



Net Interest Income (₹ Cr.)



PAT* (₹ Cr.)



Home Finance - Financial Parameters

Parameters	Q3FY25	Q3FY24	Q2FY25	9MFY25	9MFY24
AUM (₹ Cr)	4,343	3,781	4,233	4,343	3,781
Yield	13.6%	14.2%	13.6%	13.7%	14.3%
COF	8.3%	8.3%	8.4%	8.4%	8.3%
Spread	5.3%	5.9%	5.2%	5.4%	6.0%
NIM	7.6%	7.7%	7.0%	7.3%	7.7%
Cost/Income	57.6%	43.7%	58.3%	56.5%	43.1%
ROA	3.2%	3.6%	2.3%	2.7%	3.3%
ROE	10.8%	12.0%	8.0%	9.3%	11.1%
CRAR	44.3%	42.4%	45.6%	44.3%	42.4%
Net Leverage	1.9x	2.0x	1.9x	1.9x	2.0x
GNPA	1.4%	2.1%	1.3%	1.4%	2.1%
NNPA	0.8%	1.3%	0.7%	0.8%	1.3%



Treasury Investments

Healthy returns at
20% 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

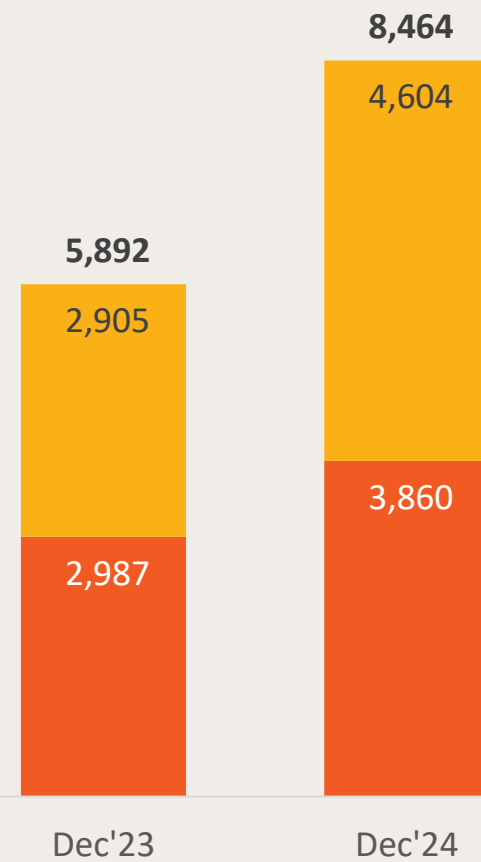
**Skin in the
game
₹11,000+ Cr.**

**Investment in MOFSL
manufactured
products**

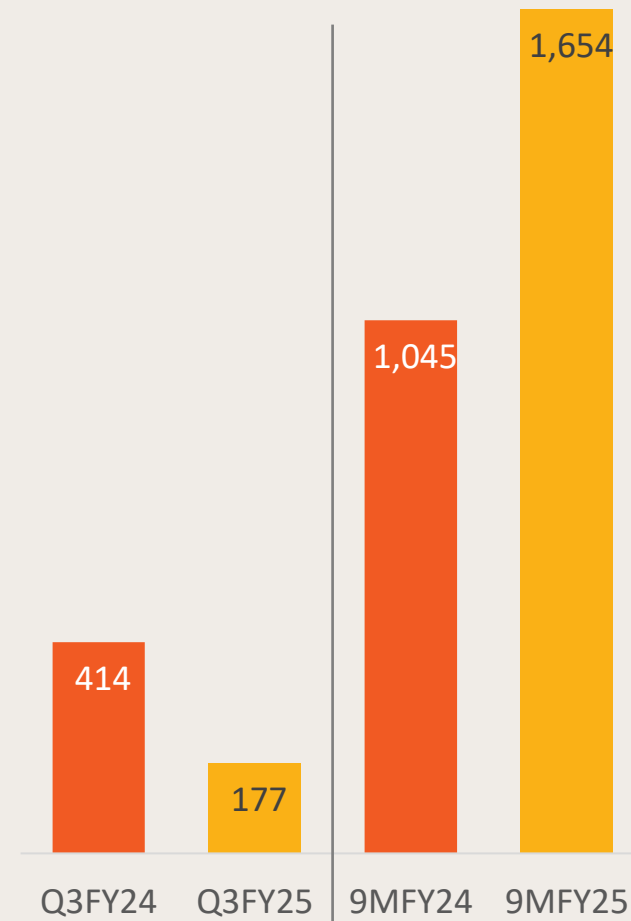
- **Sponsor : ₹ 7,400+**
- **Promoters : ₹ 3,700+**

Treasury Investments (₹ Cr.)

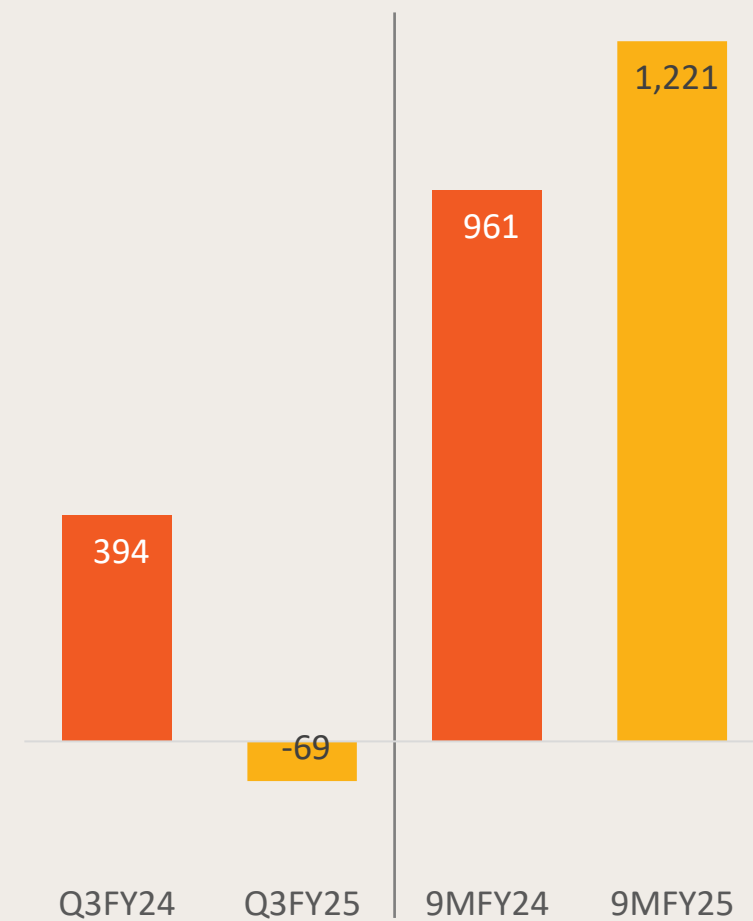
Cost MTM



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



VISHAL TULSYAN
Executive Chairman –
MO Alternates

- 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.



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.)



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



NEETU JUNEJA
Chief Compliance Officer

- Chartered Accountant
- 24 years of extensive experience in regulatory functions
- She joined the MOFSL Group in 2024.



SIDDHARTH SUREKA
Chief AI Officer

- MBA from Kelley Scholl of Business and Master of Science
- 20 years of experience in AI/ML, Product Management
- 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

Maharshi Vaishnav
joined as a CEO,
Motilal Oswal
Foundation



Institution Building Activities



MoU with IIT Bombay for MO Research Centre



MoU with IIM Mumbai for MO Knowledge Centre



108 kids from 14 States from poor family were adopted to provide free education



Krishikul Inauguration – Beed, Maharashtra



Donation to Plaksha University – Mohali Panjab

Strategic Brand Leadership Initiatives



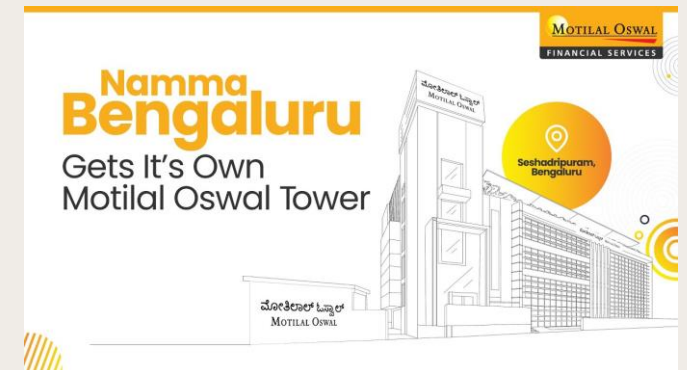
Man from Motilal Oswal Campaign

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.



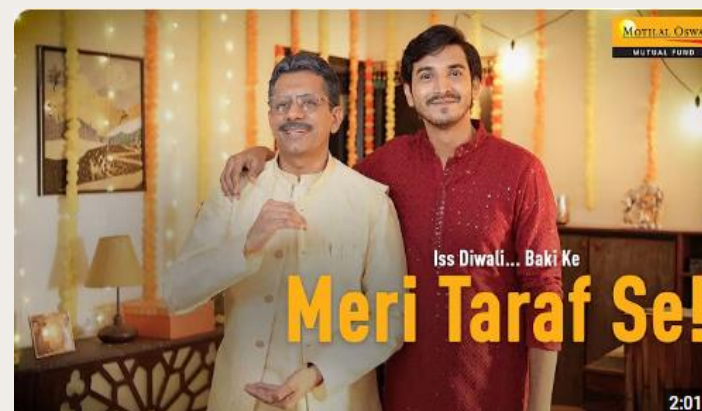
New Motilal Oswal Tower in Bengaluru

Inaugurated a cutting-edge facility in
Bengaluru, commencing our plan to have a
tower in every major city.



‘Khaas Mahurat, Khaas Basket’ campaign for Diwali 2024

A special Diwali Mahurat Trading Stock
Basket was created for investors.



Motilal Oswal AMC's Investor awareness initiative – Diwali campaign

Campaign to increase awareness on the benefits
of SIP



Motilal Oswal AMC's Investor awareness initiative – WhyNot24?

Campaign to increase awareness on the benefits
of SIP



Motilal Oswal AMC's Investor awareness initiative – Children's day SIP

Campaign to increase awareness on the
benefits of SIP.

Robust Digital Infrastructure

Data Science

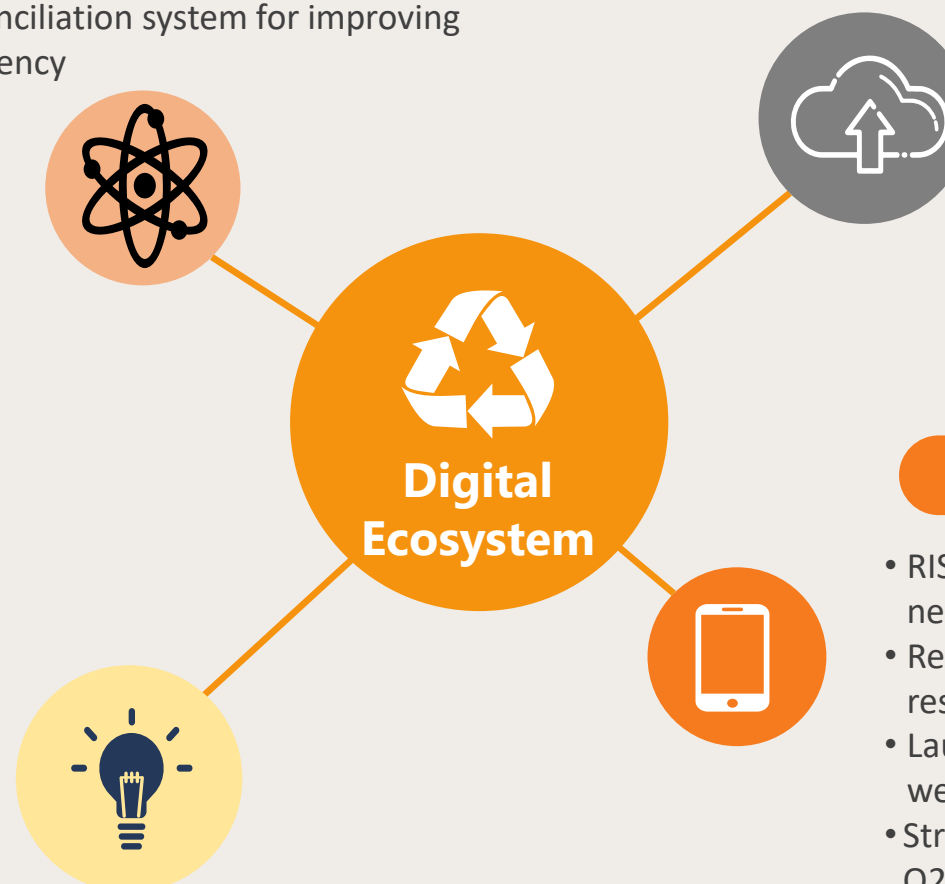
- AI enabled smart search on mobile apps
- Hyper personalization of all digital campaigns
- Alpha Generator - AI powered research recommendation system
- Smart trade reconciliation system for improving compliance efficiency

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



~13,650 (27% up YoY)
strong employee base



5,600+ Gross hires in FY 25
280 + Senior hires in FY 25



~23%
Diversity levels across the group

With a focus on becoming a talent powerhouse through a bouquet of talent related interventions

Almost **7 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



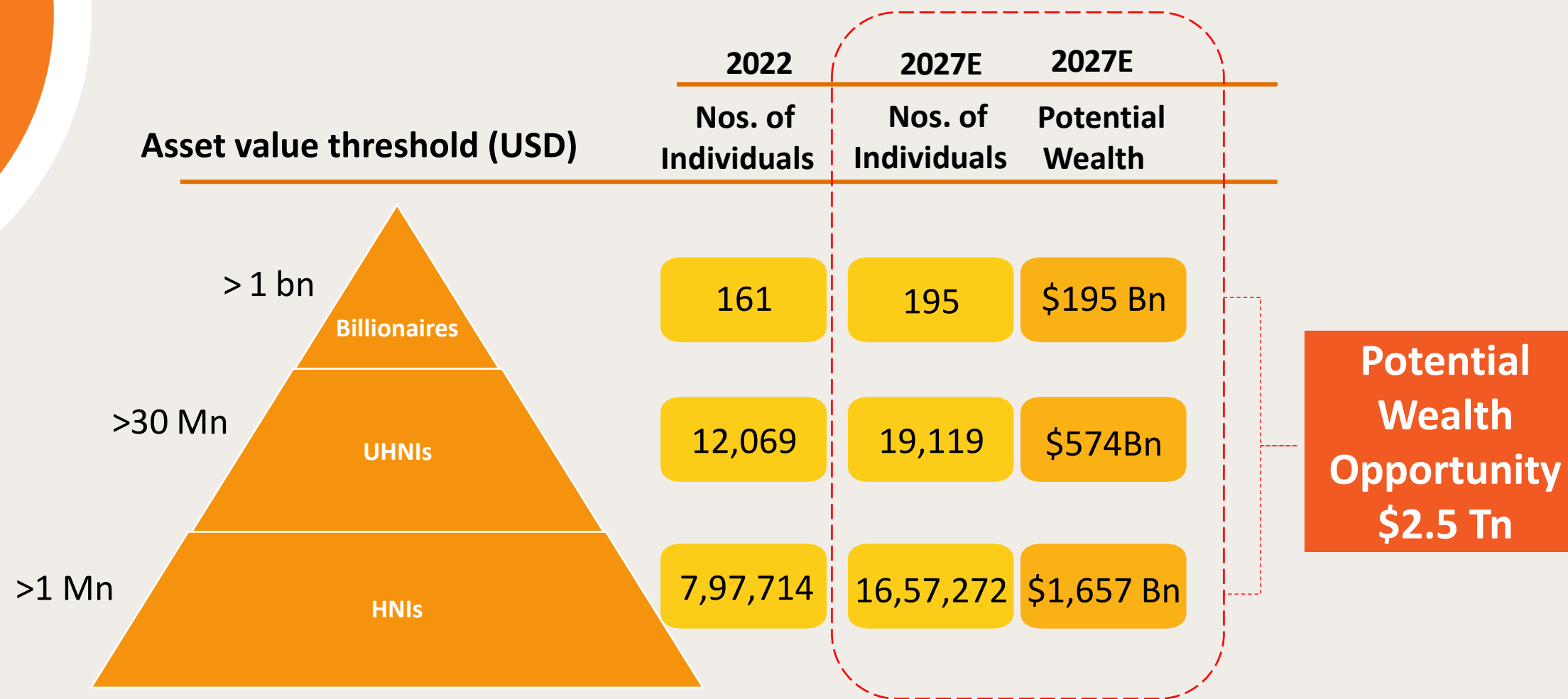
Sprawling 17 Acre MO Learning Academy Campus being planned at Panvel

Annexures

Strong industry tailwinds

1. Wealth Management opportunities in India
2. Economic take-off: India likely to retain its position as the world's fastest- growing major economy
3. Financialization of Savings Propelling equities
4. Digitization Driving Exponential Retail participation

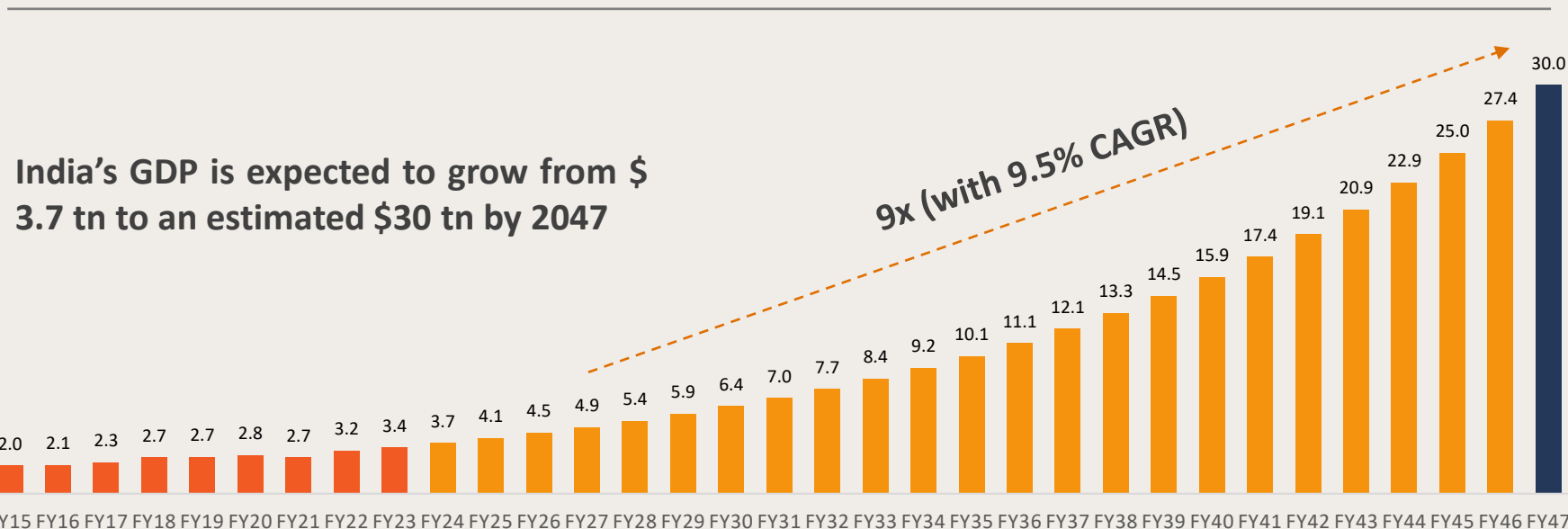
**MOFSL well
geared to tap
growing wealth
opportunity in
India**



Source: Knight Frank Wealth Report 2023

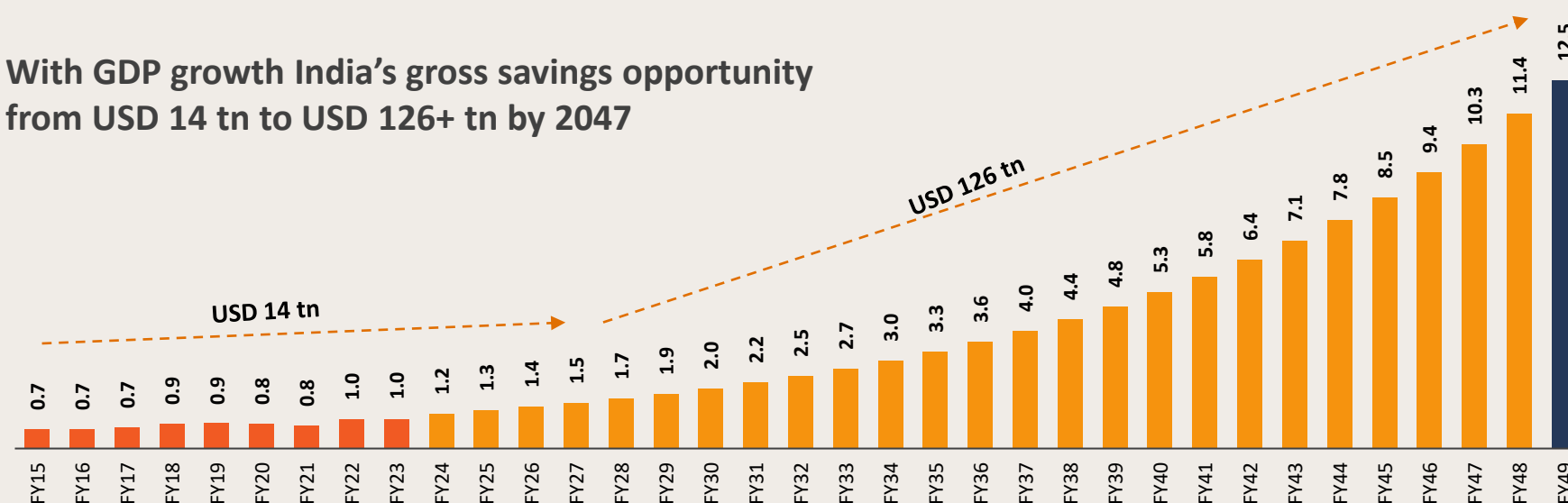
‘Economic takeoff’: India likely to retain its position as the world’s fastest- growing major economy

Gross Domestic Product (USD Bn.)



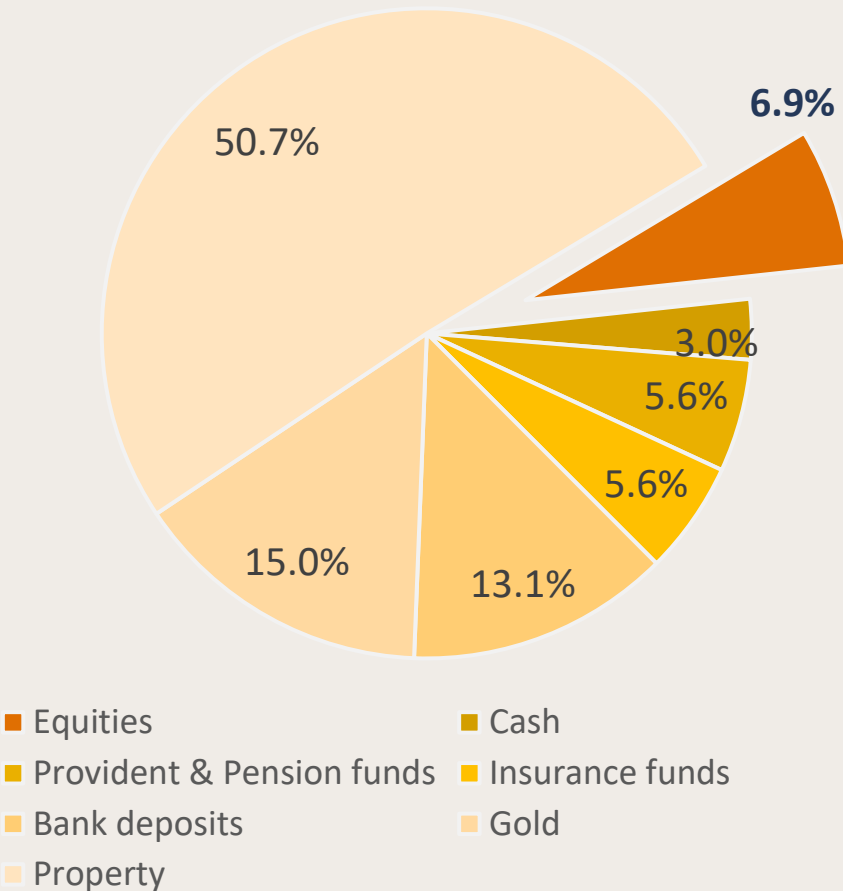
Gross Domestic Savings (USD Bn.)

With GDP growth India’s gross savings opportunity from USD 14 tn to USD 126+ tn by 2047

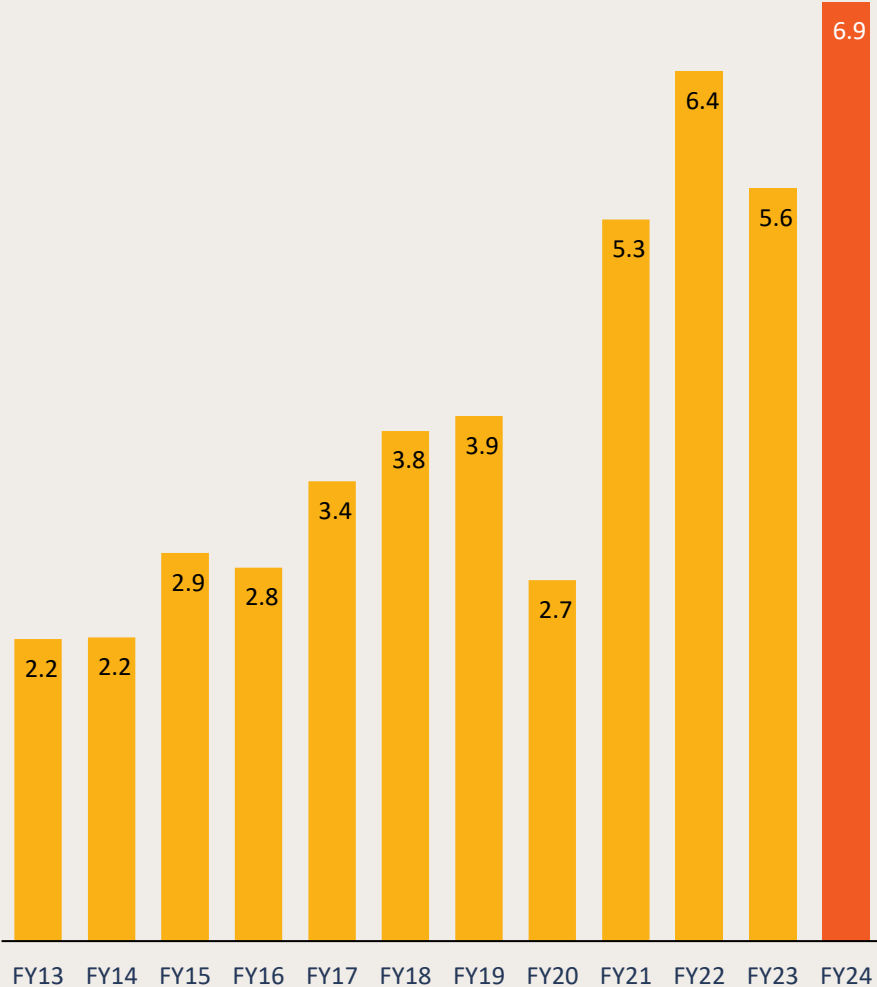


Financialization of Savings Propelling equities

Total Indian Household assets \$ 12.9 Tn (FY24)



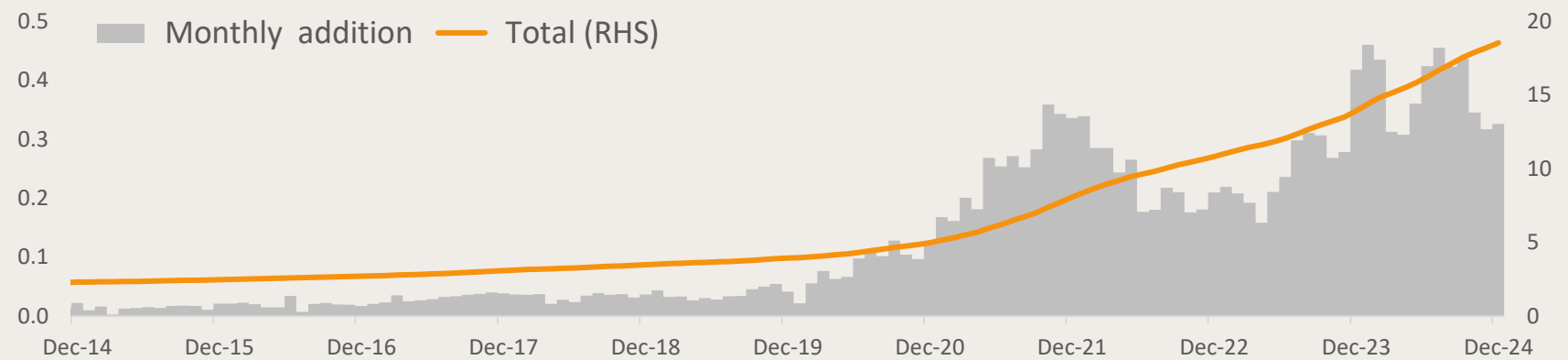
% of Household Assets in Equities



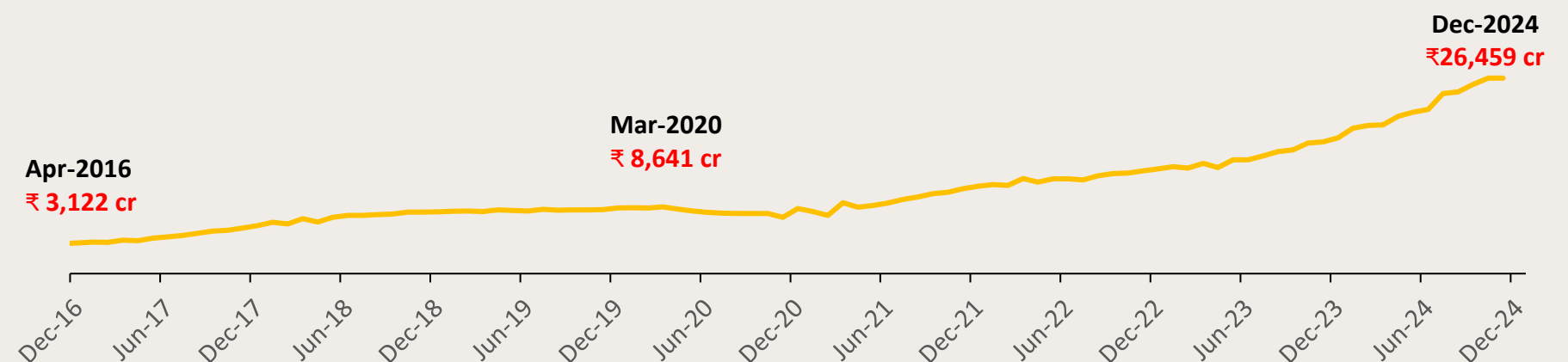
Digitization Driving Exponential Retail participation

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



Thank You

For any query, please contact :

SHALIBHADRA SHAH

CHIEF FINANCIAL OFFICER

shalibhadrashah@motilaloswal.com

MANISH KAYAL

HEAD INVESTOR RELATIONS

manish.kayal@motilaloswal.com
investorrelations@motilaloswal.com

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

Data Book Contents

- 1.Consolidated Performance
- 2.Segmental Performance
- 3.Segmental PAT trend of last 5 years
- 4.Balance Sheet
- 5.Reconciliation to Financial Statements
- 6.Exchange format P&L

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

Past [Transcripts](#) & [Investor Presentations](#)