



# INVESTOR PRESENTATION

**Q4FY24 & FY24**



# Strong Quarterly Operating PAT trend

Segmental PAT (₹ Cr)	Q4FY24	Q3FY24	Q2FY24	Q1FY24
Capital Market	251	205	181	165
YoY Growth %	66%	42%	27%	50%
Asset & Wealth Management	210	145	131	121
YoY Growth %	79%	20%	13%	24%
Housing Finance	31	36	33	29
YoY Growth %	0%	0%	-2%	-11%
<b>Operating PAT*</b>	<b>495</b>	<b>380</b>	<b>353</b>	<b>307</b>
<b>YoY Growth %</b>	<b>66%</b>	<b>32%</b>	<b>23%</b>	<b>27%</b>
Treasury ( incl OCI)	129	394	203	365
Consolidated PAT	625	774	556	671

\*excluding intercompany adjustments

# Operating PAT grew by 24% CAGR in last 5 years

Segmental PAT (₹ Cr)	FY24	FY23	FY22	FY21	FY20	5 year CAGR
Capital Market	803	547	520	323	219	33%
YoY Growth %	47%	5%	61%	47%	13%	
Asset & Wealth Management	607	452	443	320	249	19%
YoY Growth %	34%	2%	38%	29%	-3%	
Housing Finance	129	133	93	40	39	18%
YoY Growth %	-3%	44%	133%	2%	-31%	
<b>Operating PAT*</b>	<b>1,535</b>	<b>1,114</b>	<b>1,091</b>	<b>671</b>	<b>499</b>	<b>24%</b>
<b>YoY Growth %</b>	<b>38%</b>	<b>2%</b>	<b>63%</b>	<b>34%</b>	<b>49%</b>	

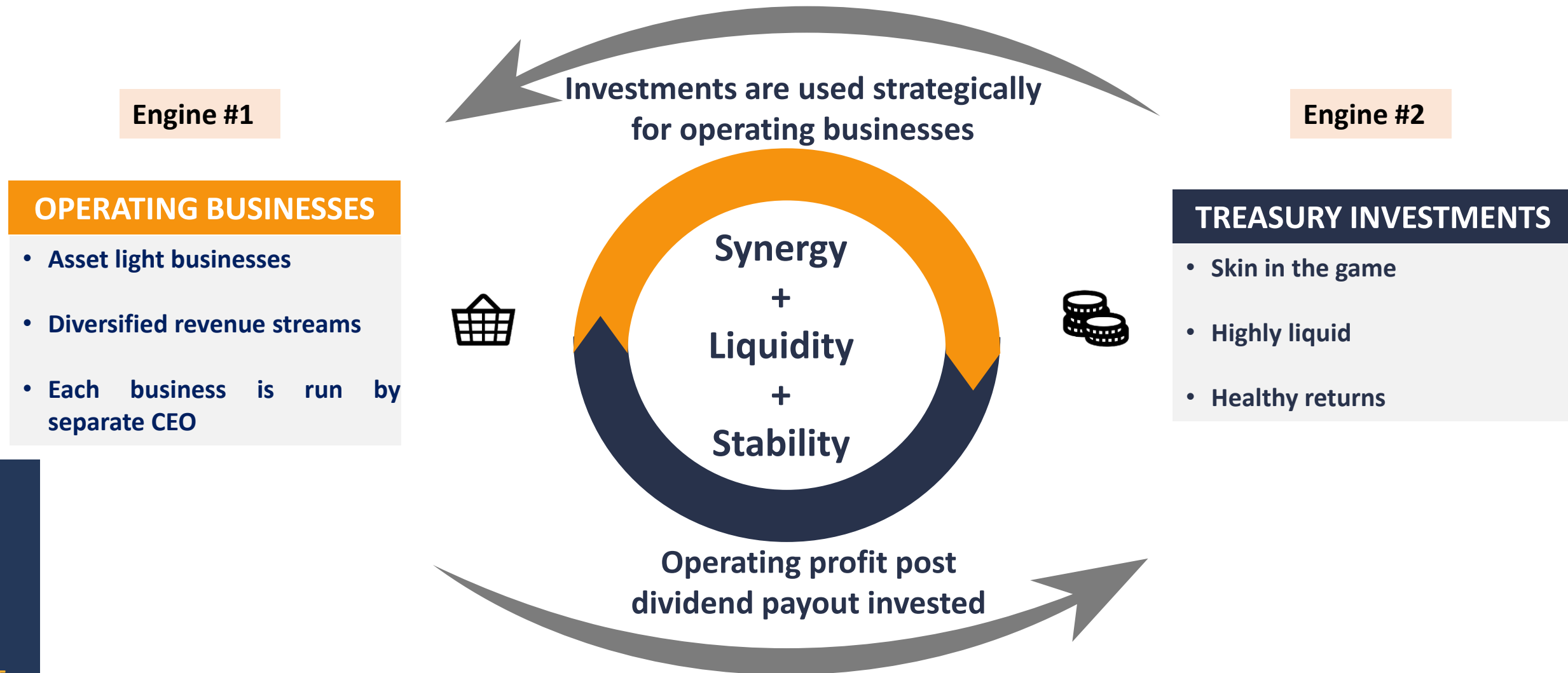
\*excluding intercompany adjustments

# Consistent Operating RoE of ~20%+ in last 5 years

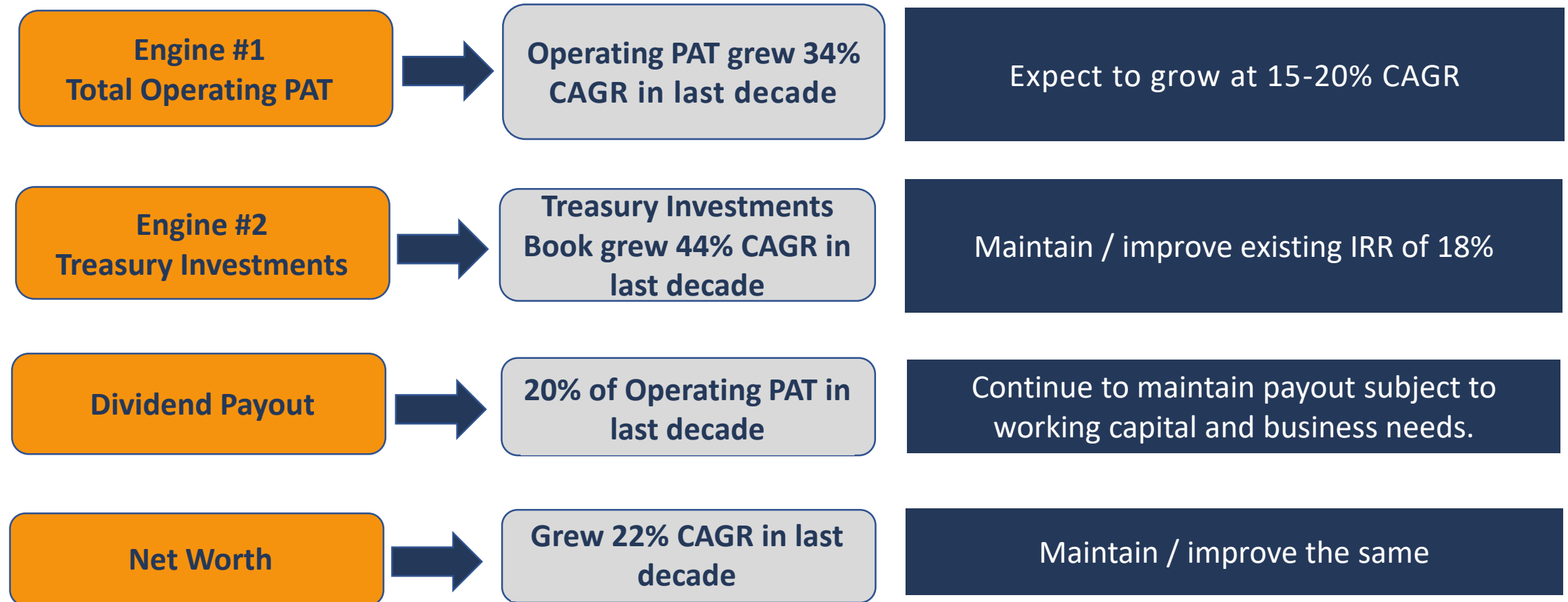
RoE (%)	FY24	FY23	FY22	FY21	FY20
Capital Market	25%	21%	25%	19%	17%
Asset & Wealth Management	35%	32%	43%	46%	47%
Housing Finance	11%	13%	10%	5%	5%
<b>Operating RoE</b>	<b>25%</b>	<b>22%</b>	<b>27%</b>	<b>20%</b>	<b>19%</b>
Treasury Investments (XIRR)*	18%	16%	20%	21%	14%
<b>Consolidated RoE</b>	<b>35%</b>	<b>15%</b>	<b>27%</b>	<b>43%</b>	<b>4%</b>

\*Pre-tax

# Double Engine Model – Operating Business + Active Investments Book



# Future is as exciting as past





# Financial Performance Q4FY24 & FY24



# Key Highlights for Q4FY24 – Declared 3 bonus shares for 1 equity share



## Trailing 12 months

**Revenue**  
₹ 5,075 cr

**Operating PAT**  
₹ 1,535 cr

**Total PAT (incl OCI)**  
₹ 2,626 cr

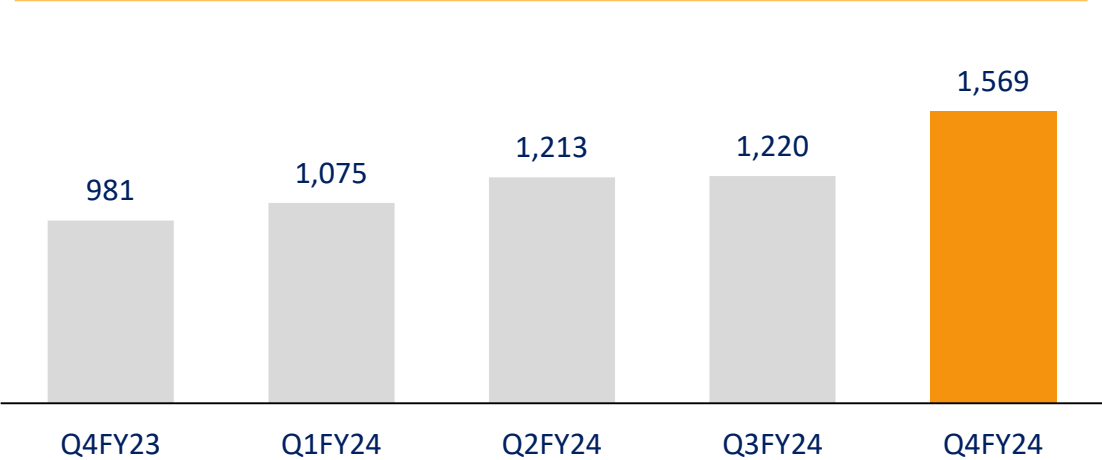
**Market Capitalization**  
₹ 36,712 cr<sup>2</sup>

1. Average lending book
2. As on April 25, 2024

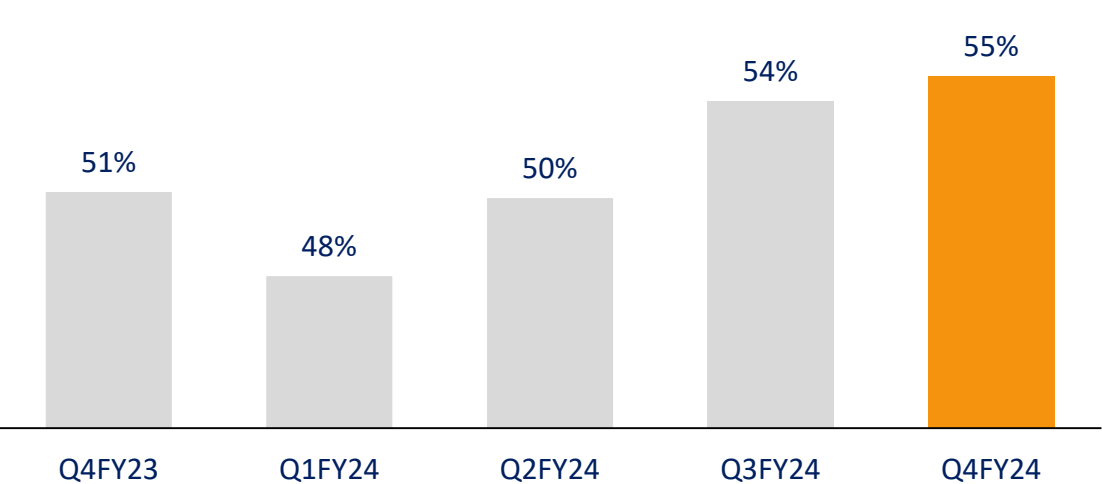


# PBT margin consistently at ~50% across quarters

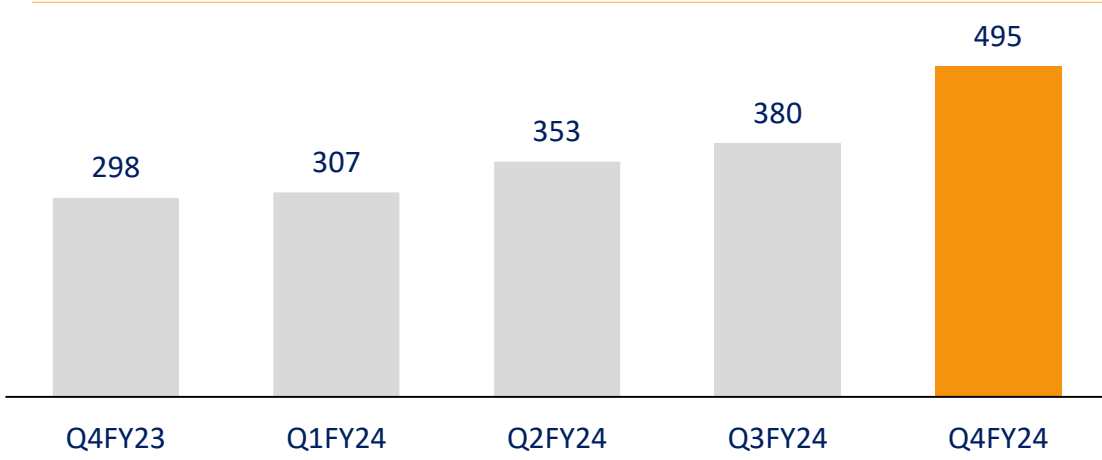
Revenue (₹ Cr)



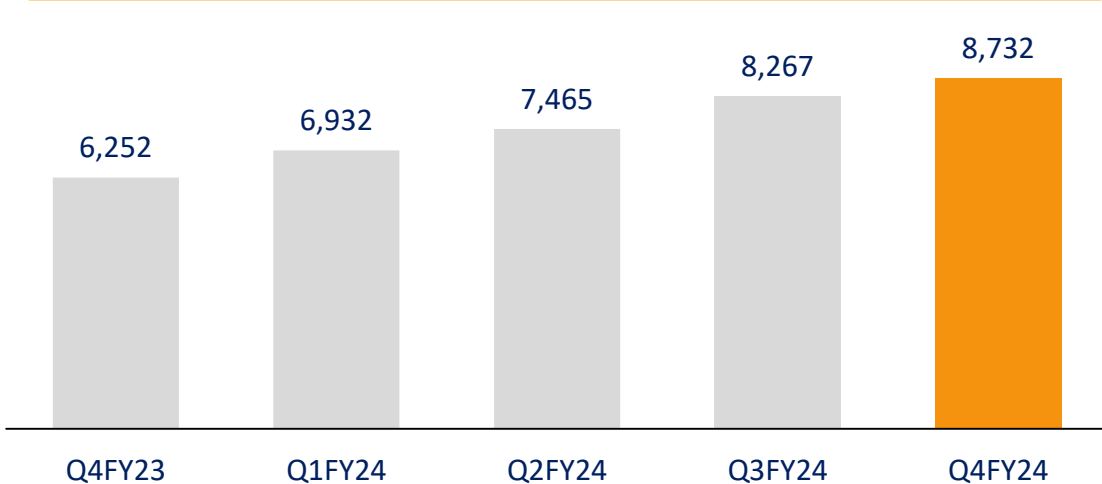
PBT Margin (%)



Operating PAT (₹ Cr)



Net Worth (₹ Cr)



# Consolidated P&L – YoY growth of 38% for FY24 & 66% for Q4FY24

PARTICULARS (₹ Cr)	Q4FY24	Q4FY23	YoY (%)	Q3FY24	QoQ (%)	FY24	FY23	YoY (%)
Capital Markets (Broking, Distribution & IB)	982	586	68%	770	28%	3,235	2,357	37%
Asset and Wealth Management	589	372	58%	429	37%	1,774	1,359	31%
Housing Finance	88	80	9%	87	-	339	313	8%
Total Revenues	1,658	1,037	60%	1,285	29%	5,347	4,029	33%
<b>Total Revenues after Intercompany adj.</b>	<b>1,569</b>	<b>981</b>	<b>60%</b>	<b>1,220</b>	<b>29%</b>	<b>5,075</b>	<b>3,808</b>	<b>33%</b>
Operating Expense	362	203	78%	278	30%	1,137	861	32%
Employee Expense	384	268	43%	299	29%	1,301	989	32%
Other Expense	160	116	38%	134	19%	589	470	25%
<b>Total Expense</b>	<b>906</b>	<b>587</b>	<b>54%</b>	<b>712</b>	<b>27%</b>	<b>3,027</b>	<b>2,320</b>	<b>30%</b>
PBT	662	394	68%	508	30%	2,048	1,488	38%
<b>Operating PAT</b>	<b>495</b>	<b>298</b>	<b>66%</b>	<b>380</b>	<b>30%</b>	<b>1,535</b>	<b>1,114</b>	<b>38%</b>
Treasury Investments PAT <sup>(1)</sup>	228	-134	-	280	-19%	906	-182	-
<b>PAT</b>	<b>723</b>	<b>165</b>	<b>339%</b>	<b>660</b>	<b>10%</b>	<b>2,441</b>	<b>932</b>	<b>162%</b>
Treasury Investments PAT through OCI (OCI) <sup>1</sup>	-98	-51	-	114	-	185	-46	-
<b>PAT (incl. OCI)</b>	<b>625</b>	<b>114</b>	<b>448%</b>	<b>774</b>	<b>-19%</b>	<b>2,626</b>	<b>885</b>	<b>197%</b>
<i>PBT Margin on Net Revenue</i>	<i>55%</i>	<i>51%</i>	<i>-</i>	<i>54%</i>	<i>-</i>	<i>52%</i>	<i>50%</i>	<i>-</i>

1. Treasury Investments PAT & OCI comprises of MTM gains on our Treasury Investment Book

Note : Net worth allocated between operating business & treasury investments. Further, Private Client Group (PCG) of Capital Market segment has been reclassified within Asset & Wealth Management segment. Accordingly, respective past years/ periods are revised to make them comparable

# 23% CAGR Net Worth growth in last 5 years after payout

Particulars (₹ Cr)	Mar 31, 2024	Mar 31, 2023
SOURCES OF FUNDS		
Net Worth	8,732	6,252
Borrowings	13,752	10,310
Minority Interest	37	31
<b>Total Liabilities</b>	<b>22,521</b>	<b>16,593</b>

APPLICATION OF FUNDS		
Fixed assets (net block)	603	466
Investments	6,501	4,787
Loans and Advances	10,036	7,218
Net Current Assets <sup>(1)</sup>	5,381	4,123
<b>Total Assets</b>	<b>22,521</b>	<b>16,593</b>

1. Net Current Asset includes cash and cash equivalents and bank balance of ₹ 4,102 cr in Mar-24. Out of which unencumbered cash & cash equivalents is ₹ 2,465 cr

Particulars (₹ Cr)	FY24				
	Capital Market	Asset & WM	HFC	Treasury	Total
Net Worth	3,495	1,907	1,254	2,076	8,732
Operating PAT	803	607	129	1,091	2,626*
<b>Operating RoE</b>	<b>25%</b>	<b>35%</b>	<b>11%</b>	<b>78%</b>	<b>35%</b>

\*excluding intercompany adjustments

## Capital Market

*#3 – Overall industry\**

*#1 – Full service broker\**

*\*by FY23 gross brokerage revenue*

**RISE**  
BY MOTILAL OSWAL

**MARKET  
KA Asli  
SUPER APP**

Investor or Trader,  
Find everything right here!

*#JustRise*

**MOTILAL OSWAL**  
FINANCIAL SERVICES

**MOTILAL OSWAL**  
COMPOUNDING  
MACHINE

# Market drawdown $\neq$ volume slow down

Year	%Change		NSE Total Trades (#of Cash Trades+F&O Contracts) (Bn)	% Change In NSE Total Trades	Incremental Demat Accounts (Mn)
	NIFTY 50	NIFTY MIDCAP 150			
FY07	12%	-2%	1.0	31%	1.2
FY08	24%	20%	1.6	60%	3.9
FY09	-36%	-49%	2.0	27%	1.0
FY10	74%	132%	2.4	17%	2.0
FY11	11%	3%	2.6	9%	1.9
FY12	-9%	-6%	2.6	2%	0.9
FY13	7%	3%	2.5	-6%	1.0
FY14	18%	16%	2.7	9%	0.8
FY15	27%	58%	3.7	35%	1.5
FY16	-9%	-3%	4.0	8%	2.0
FY17	19%	36%	3.4	-15%	2.5
FY18	10%	16%	4.4	30%	4.1
FY19	15%	-1%	6.0	37%	4.0
FY20	-26%	-31%	8.3	38%	5.0
FY21	71%	100%	13.2	59%	14.3
FY22	19%	24%	24.2	84%	34.6
FY23	-1%	2%	46.5	92%	24.8
FY24	29%	56%	99.9	115%	36.9

Added 3.7 cr new demat accounts to reach overall 15 cr mark which signal significant runway for sustain growth of 20% for medium term

Source : NSE

# Leading full service broker – 3x distribution expansion to drive penetration

## 07. Investment Banking Services:

- Strong growth seen in our Investment banking business
- New Leadership team is in place
- Huge headroom for growth

## 06. Funding Facility:

- Robust Risk Management
- Secured by clients demat holdings
- Negligible NPA

## 05. Extensive Geographical Network:

- Largest Franchisee house with over 8,000+ franchisee
- Coverage of 98% of the pin codes in India

## 01. Advisory Capabilities:

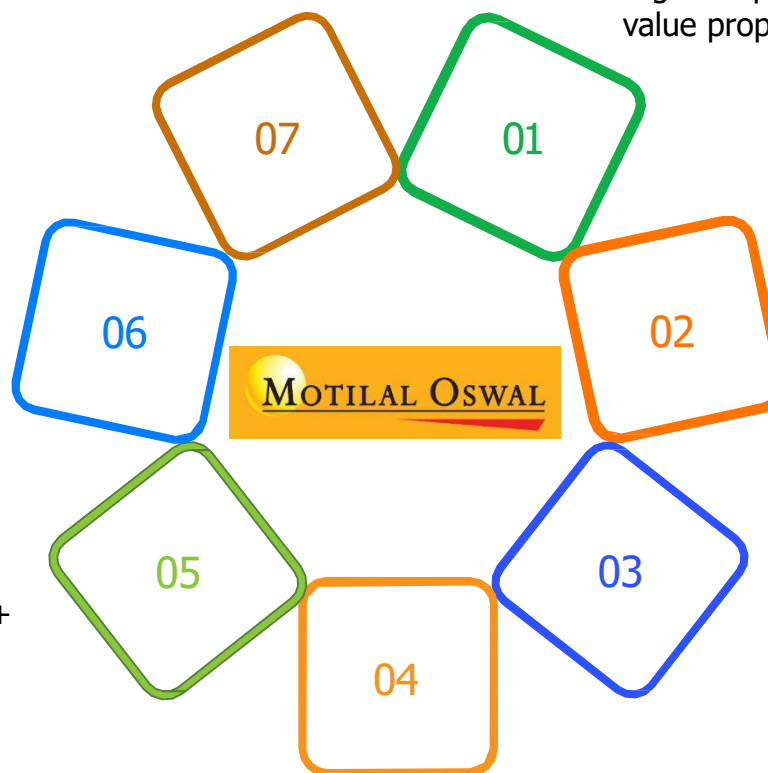
Digital capability with 2,500+ advisors to provide unique value proposition to clients

## 02. Strong Research Capabilities:

- 50 member research team covering over 250 companies
- Consistently Ranked amongst the top Brokers at Asia Money Brokers Poll over last two decades

## 03. Distribution Capabilities:

- Distribution penetration less than 6% in large client base of 42 lakh provides huge cross sell opportunity
- RMs to scaled up 3x in coming years to increase this penetration ratio



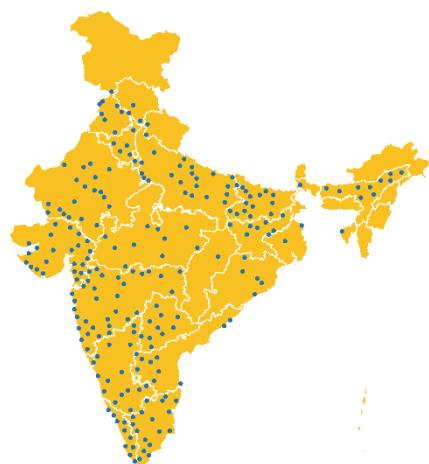
## 04. Digital Platform

"RISE" Super App with full stack of financial product and services

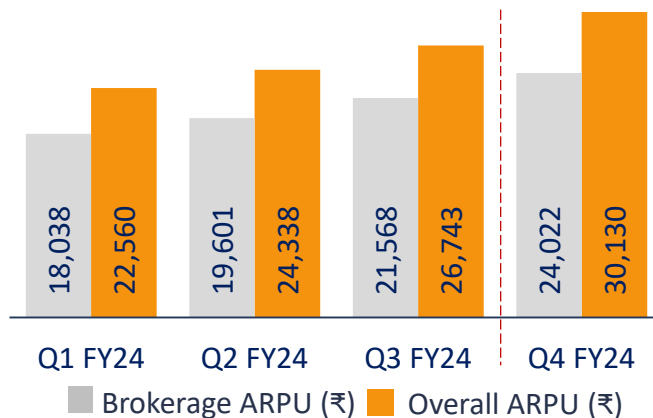


# Market share gains without compromising ARPU

## Extensive Geographical Reach

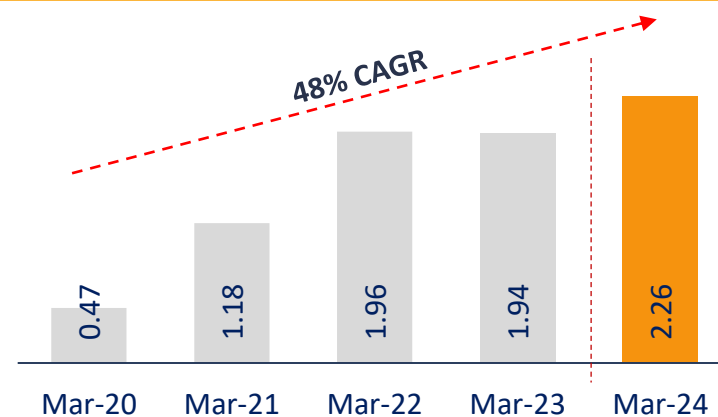


## One of the Highest ARPUs\*



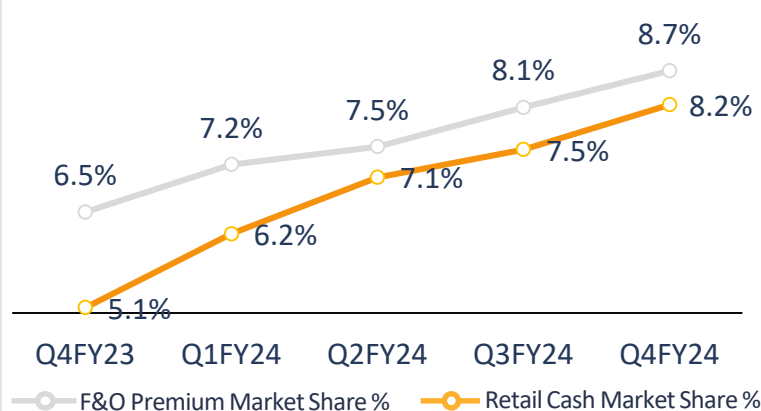
\*Revenue includes Gross Brokerage, Distribution and Net Interest Income for TTM

## Robust DP AUM growth (₹ Lakh cr)

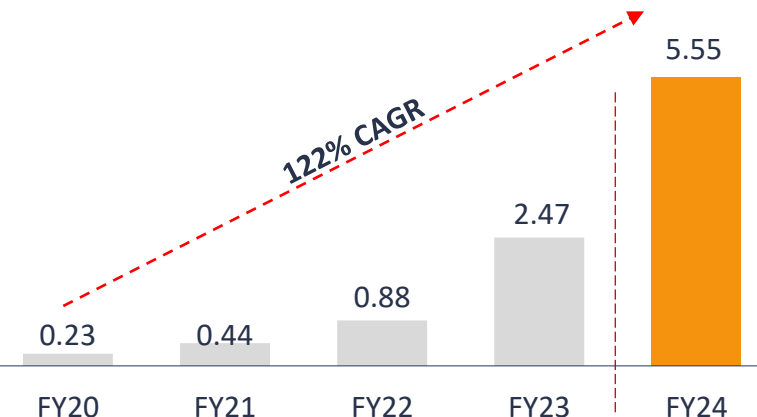


Excluding WM & PCG, DP AUM is ₹1.4 Lakh cr in Mar'24

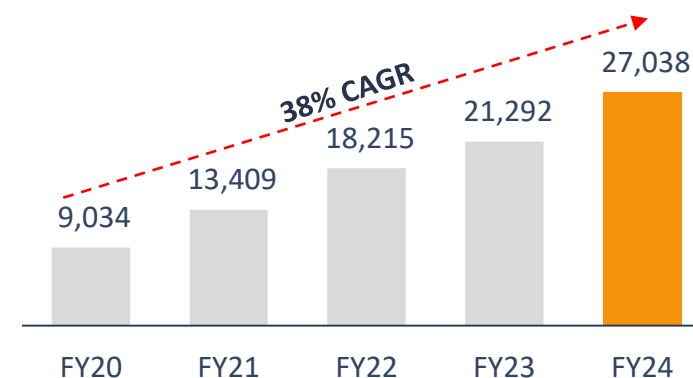
## Amongst few full service brokers gaining market share



## ADTO continue to rise (₹ Lakh cr)



## Distribution AUM (₹ cr) – Huge opportunity to grow



# Highest ever quarterly and yearly Capital Market profit

PARTICULARS (₹ Cr)	Q4FY24	Q4FY23	YoY (%)	Q3FY24	QoQ (%)	FY24	FY23	YoY (%)
<b>Revenues</b>	<b>982</b>	<b>586</b>	<b>68%</b>	<b>770</b>	<b>28%</b>	<b>3,235</b>	<b>2,356</b>	<b>37%</b>
Brokerage	611	362	69%	472	29%	1,995	1,487	34%
Distribution	88	48	82%	49	80%	214	168	28%
Net Interest Income	200	120	67%	169	18%	662	468	42%
IB	14	5	165%	19	-27%	104	31	232%
Other Operating Income	69	51	36%	61	14%	259	203	28%
<b>Total Expense</b>	<b>641</b>	<b>395</b>	<b>62%</b>	<b>496</b>	<b>29%</b>	<b>2,159</b>	<b>1,632</b>	<b>32%</b>
Employee Expense	197	136	45%	161	23%	734	556	32%
Commission Expense	327	182	80%	244	34%	1,015	744	36%
Other Expense	117	78	50%	91	28%	410	331	24%
PBT	341	191	79%	274	25%	1,076	725	48%
<b>Operating PAT</b>	<b>251</b>	<b>150</b>	<b>68%</b>	<b>205</b>	<b>23%</b>	<b>803</b>	<b>547</b>	<b>47%</b>
<i>PBT Margin on Net Revenue</i>	<i>52%</i>	<i>47%</i>		<i>52%</i>		<i>48%</i>	<i>45%</i>	

Net worth allocated between operating business & treasury investments. Further, Private Client Group (PCG) of Capital Market segment has been reclassified within Asset & Wealth Management segment. Accordingly, respective past years/ periods are revised to make them comparable

# Asset and Wealth Management

*Equity Power House*

## HI-QUALITY HI-GROWTH BENEFIT FROM BOTH

Motilal Oswal's investing process builds Hi-Quality & Hi-Growth portfolios.

Our **process**. Your **success**.

THINK **EQUITY**  
THINK **MOTILAL OSWAL**

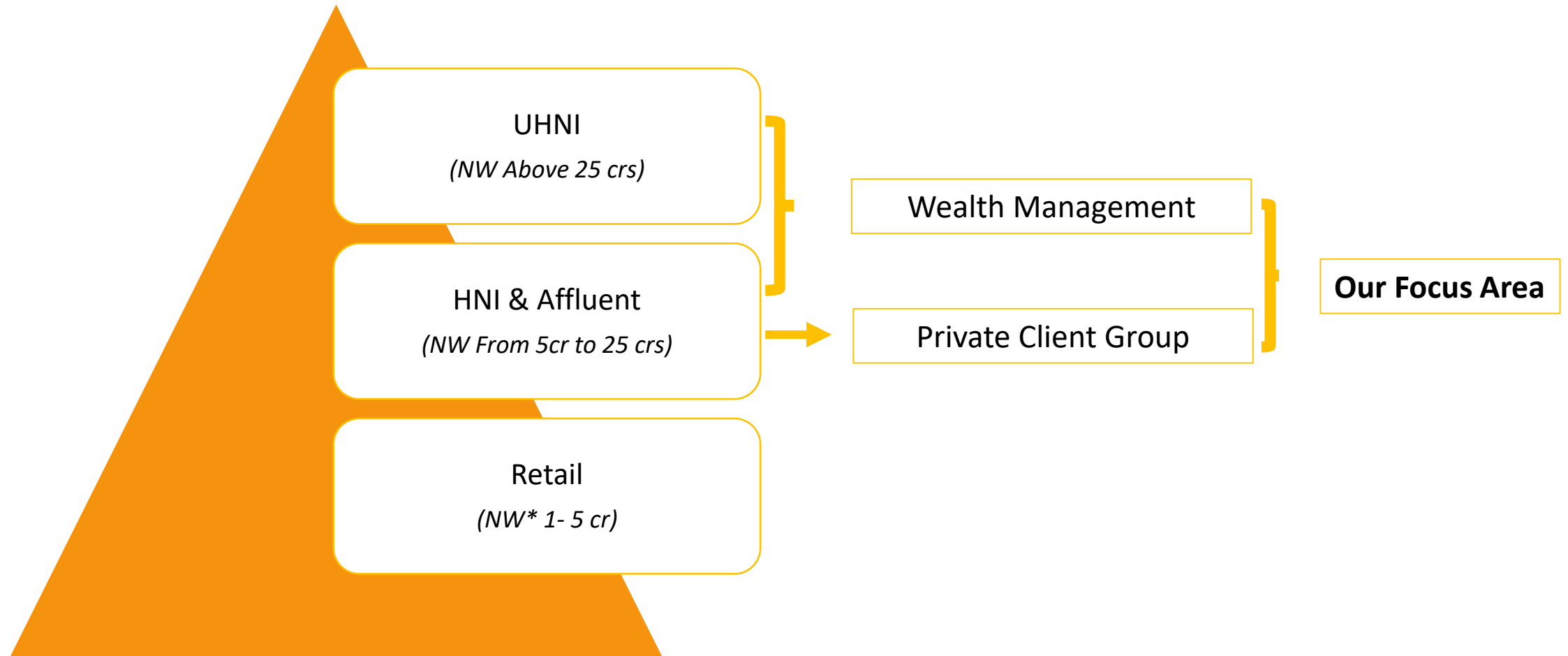
**MOTILAL OSWAL**  
ASSET MANAGEMENT

The term 'Hi-Quality and Hi-Growth Portfolios' refer to Motilal Oswal AMC's defined fund management processes based on internal qualitative and quantitative research parameters & not be construed as investment advice to any party.

# Integrated Wealth Platform with huge runway for growth



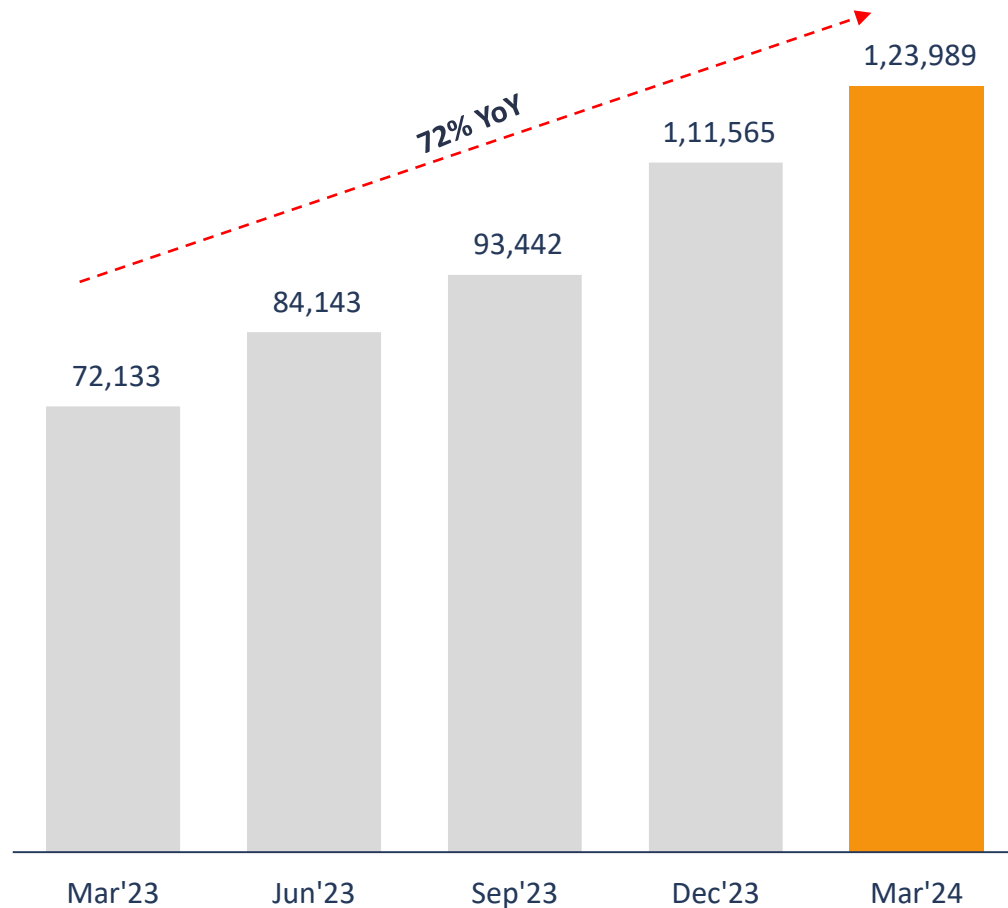
# Capitalisation of the growing investible wealth in India



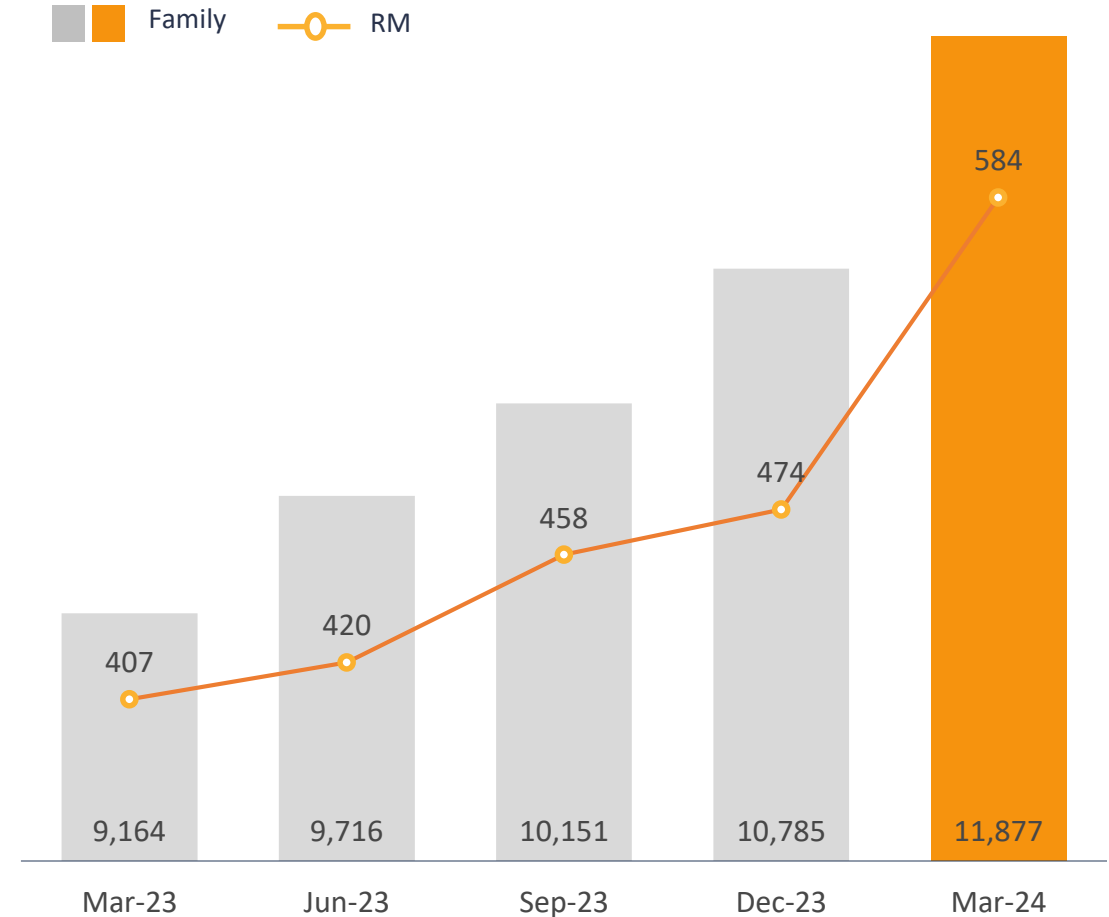
\*Net Worth (NW)

# Strategic RM hiring, focus on improving productivity & margins

## Strong growth in WM & PCG AUM (₹ Cr)



## Continued traction in RM addition





# Turnaround in AMC fund performance yielding the result now

Performance for past one year	
Total No. of Strategies (MF + PMS + AIF)	10
<b>No. of strategies outperformed benchmark</b>	<b>9</b>
Mutual Fund	5
Alternates (PMS + AIF)	4
<b>Outperforming strategies basis AUM (%)</b>	<b>95%</b>

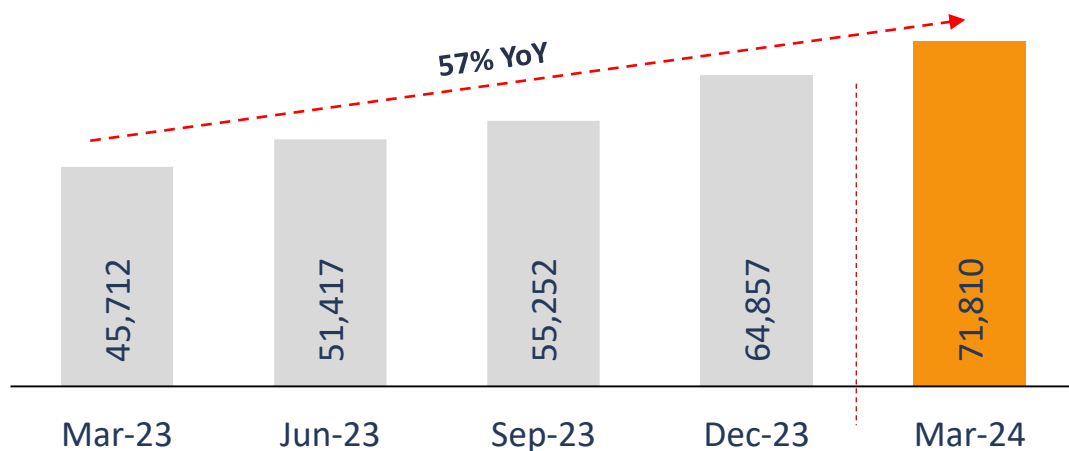
Performance as on Mar 31, 2024

	FY23		FY24
SIP Market Share	1.0%	✓	1.5%
MF Gross Sales Market Share	0.7%	✓	1.6%
MF Net Sales Market Share	(0.3)%	✓	1.8%

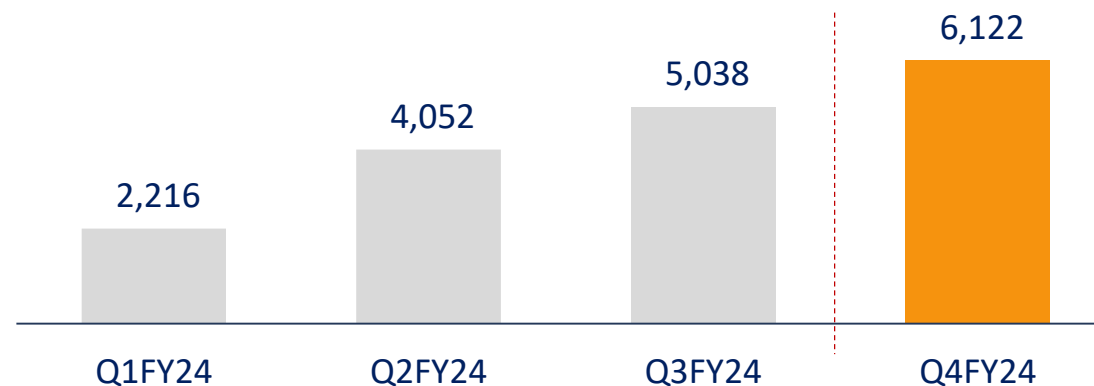
**Target to double gross sales in FY25, led by strong traction in existing products and launch of new products**

# Sticky monthly realized SIP flow grew 2x to Rs. 336 Cr in Mar 24

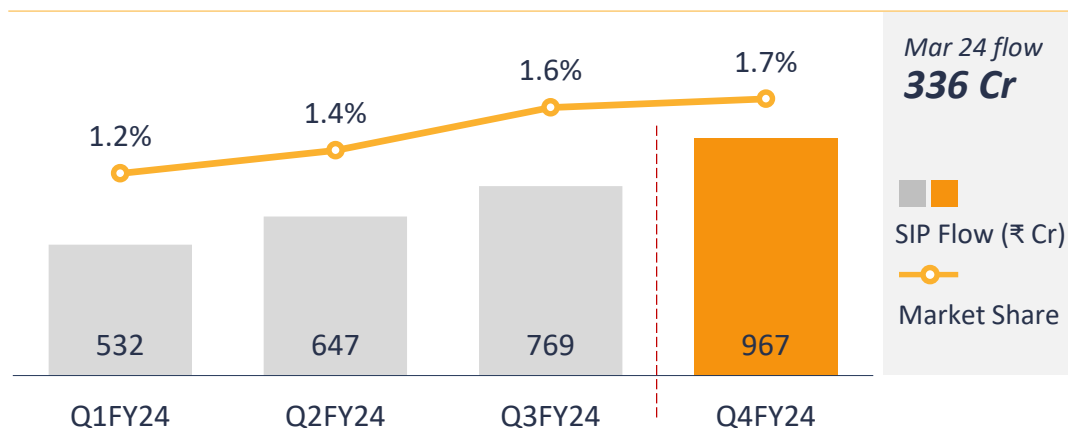
## Strong growth in AMC AUM (₹ Cr)



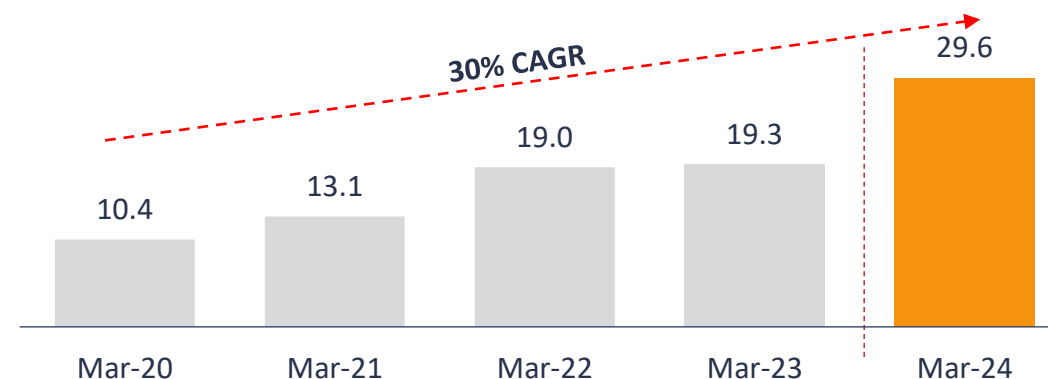
## Robust growth in AMC Gross Sales (₹ Cr)



## AMC MF SIP flows



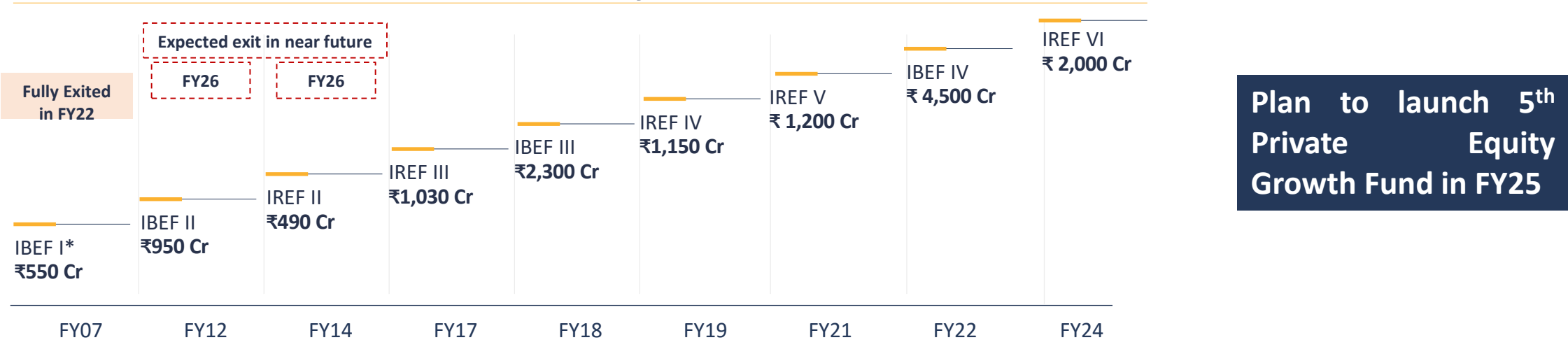
## AMC MF Folios (in Lakh) – 3x in last 4 years



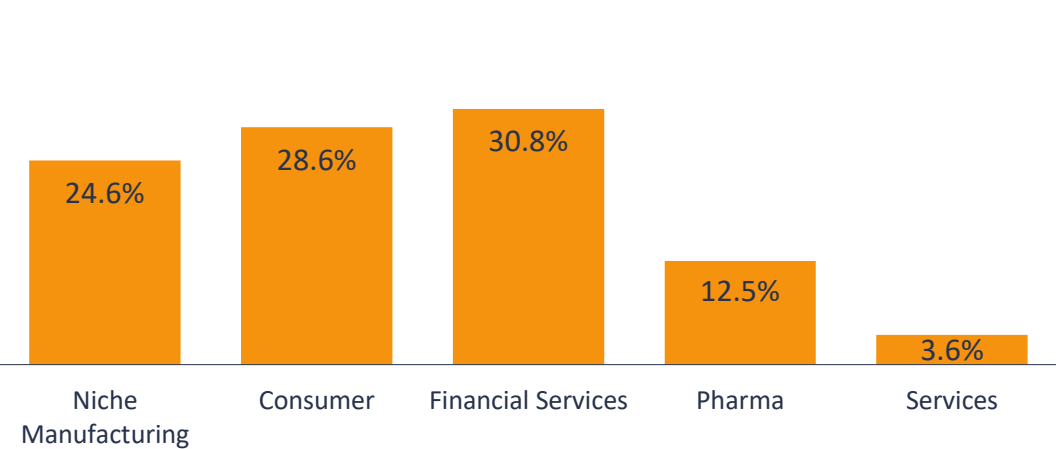
New SIP folios grew >3x to 10 lakh SIPs during FY24

# Strong performance across Private Equity & Real Estate Funds

## Successful launch of PE & RE Funds over years

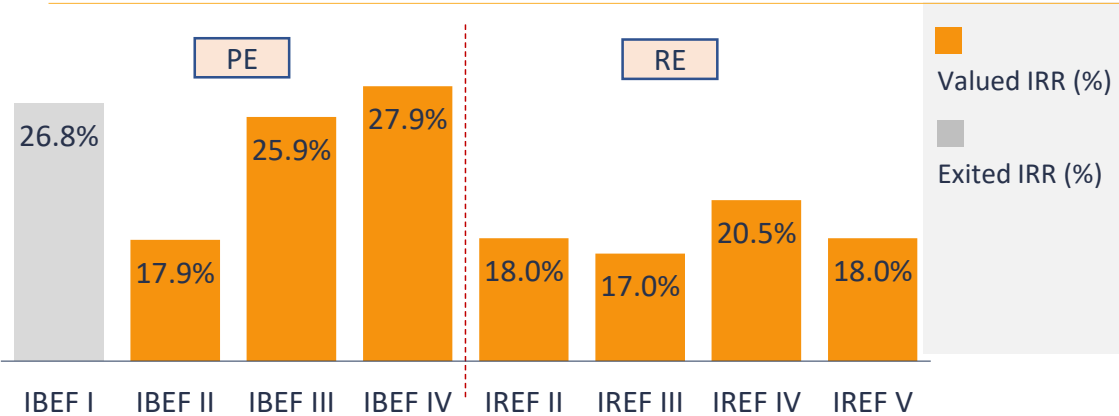


## Investments spread across sectors



\*Basis AUM

## Robust performance across funds



**Note:** 1. Gross IRRs 2. PE as at Mar 31, '24; RE as on Dec 31, '23 3.RE IRRs for divested assets

# Focus on building recurring revenue...

ARR AUM (₹ Cr)	Mar'24	Dec'23	Mar'23	ARR AUM Net Yield	Q4FY24	Q4FY23	Q3FY24	FY24	FY23
AMC & PE/RE	81,858	74,242	55,898	AMC & PE/RE	0.9%	0.9%	0.9%	0.9%	0.9%
Wealth Management	21,387	18,763	15,368	Wealth Management	2.6%	1.9%	2.2%	2.3%	2.1%
<b>Total Asset and Wealth Management</b>	<b>1,03,245</b>	<b>93,005</b>	<b>71,266</b>	<b>Total Asset and Wealth Management</b>	<b>1.2%</b>	<b>1.2%</b>	<b>1.2%</b>	<b>1.1%</b>	<b>1.1%</b>

AMC & PE/RE (₹ Cr)	Q4FY24	Q4FY23	Q3FY24	FY24	FY23	Wealth Management (₹ Cr)	Q4FY24	Q4FY23	Q3FY24	FY24	FY23
Net Revenue	253	158	177	742	593	Net Revenue	228	149	173	706	507
- ARR	218	145	172	692	562	- ARR	105	70	79	325	244
- TBR	27	8	3	33	16	- TBR	119	80	90	373	259
Other income	9	5	3	16	15	Other income	3	-	3	8	4
Expenses	86	69	66	271	233	Expenses	119	78	90	369	256
<b>PBT</b>	<b>167</b>	<b>90</b>	<b>111</b>	<b>470</b>	<b>360</b>	<b>PBT</b>	<b>109</b>	<b>71</b>	<b>82</b>	<b>336</b>	<b>251</b>

Net worth allocated between operating business & treasury investments. Further, Private Client Group (PCG) of Capital Market segment has been reclassified within Asset & Wealth Management segment. Accordingly, respective past years/ periods are revised to make them comparable

# Asset and Wealth Management – 34% YoY growth in FY24

PARTICULARS (₹ Cr)	Q4FY24	Q4FY23	YoY (%)	Q3FY24	QoQ (%)	FY24	FY23	YoY (%)
<b>Total Revenues</b>	<b>589</b>	<b>372</b>	<b>58%</b>	<b>429</b>	<b>37%</b>	<b>1,774</b>	<b>1,359</b>	<b>31%</b>
Fees & Commission^	394	244	60%	266	47%	1,127	906	25%
Net Interest Income	87	63	44%	77	15%	296	211	39%
Transactional Income	90	57	58%	77	16%	312	217	44%
Other Operating Income	17	8	116%	9	100%	39	24	60%
<b>Total Expense</b>	<b>313</b>	<b>211</b>	<b>48%</b>	<b>236</b>	<b>33%</b>	<b>968</b>	<b>748</b>	<b>29%</b>
Employee Expense	150	108	39%	108	39%	447	343	30%
Commission Expense	108	65	67%	79	37%	327	259	26%
Other Expense	55	39	42%	49	13%	194	146	33%
PBT	276	160	72%	193	43%	806	611	32%
<b>Operating PAT</b>	<b>210</b>	<b>118</b>	<b>79%</b>	<b>144</b>	<b>46%</b>	<b>607</b>	<b>452</b>	<b>34%</b>
PBT Margin on Net Revenue*	57%	52%		55%		56%	56%	

^Q4FY24 includes private equity management fees of Rs. 28 Cr, basis cash realization in IBEF III fund

Net worth allocated between operating business & treasury investments. Further, Private Client Group (PCG) of Capital Market segment has been reclassified within Asset & Wealth Management segment. Accordingly, respective past years/ periods are revised to make them comparable

## Housing Finance

*Building blocks in place*

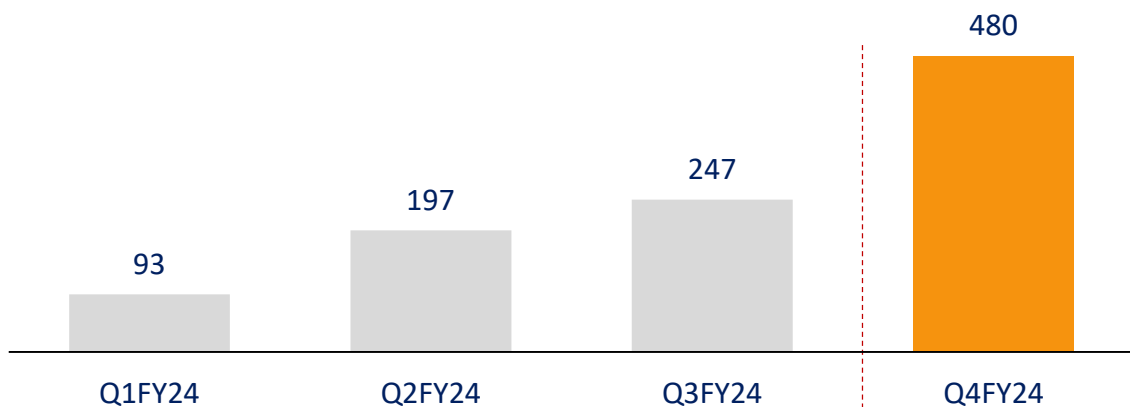


**THINK  
HOME LOANS.  
THINK  
MOTILAL OSWAL.**

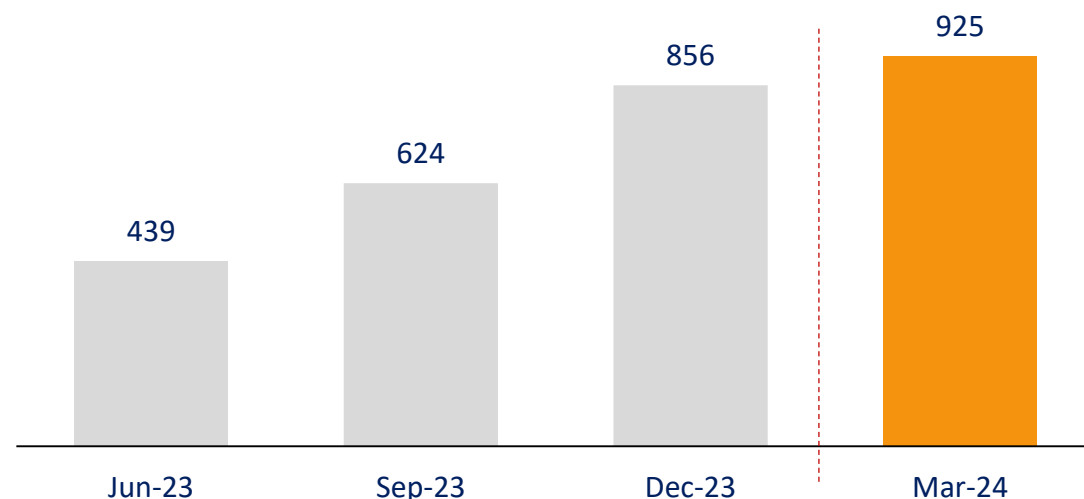


# Geared for strong growth, led by 2x RM scale up in FY25

## Growing Disbursements (₹ Cr)



## Strengthening RM Sales Force



## Way Forward

- Sales force doubled in FY24. Plan to double it again in FY25
- Strong disbursement exit during the quarter. Target to double disbursement figures next year.
- Share of low cost NHB finance to improve
- Significant improvement in group financials, strong lever for credit rating upgrade
- Robust asset quality with net NPA of 0.4%

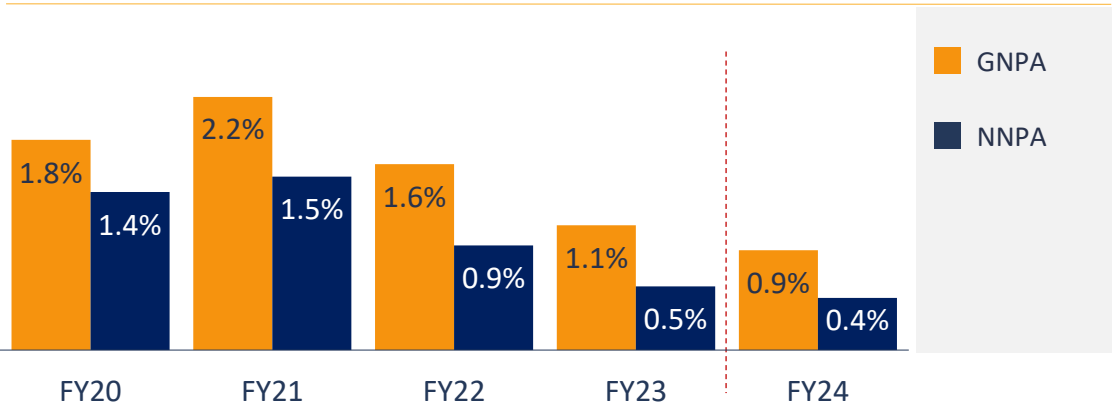
# Leveraging strong brand and capital adequacy for growth

## Wide Geographic Reach

PRESENCE ACROSS  
111 LOCATIONS IN 12 STATES/UTS



## GNPA and NNPA for Total Book



## Key Ratios

Parameters	FY24	FY23
Yield	14.2%	13.9%
COF	8.3%	8.0%
Spread	5.9%	5.9%
NIM	7.6%	7.6%
Cost/Income	45.9%	37.9%
ROA	3.2%	3.5%
ROE	10.9%	12.6%
CRAR	51.0%	51.6%
Net Leverage	2.0	2.2

# New leadership team aiming for doubling disbursements in FY25

PARTICULARS (₹ Cr)	Q4FY24	Q4FY23	YoY (%)	Q3FY24	QoQ (%)	FY24	FY23	YoY (%)
AUM	4,074	3,835	6%	3,781	8%	4,074	3,835	6%
Disbursement	480	361	33%	247	94%	1,018	1,006	1%
Net Interest Income (NII)	78	75	4%	80	-2%	312	296	5%
Operating Expenses	47	31	53%	38	24%	155	119	31%
Operating Profit	40	49	-18%	49	-18%	183	194	-6%
Provisioning	-2	6	-	1	-	12	19	-37%
PBT	42	43	-2%	48	-12%	171	176	-2%
PAT	31	31	0%	36	-14%	129	133	-3%

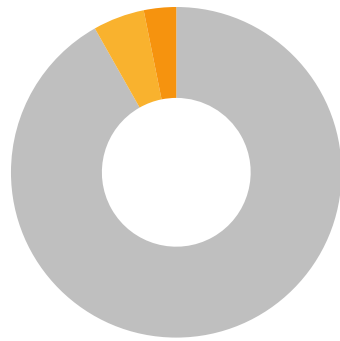
# Treasury Investments

*Strong collateral support for businesses*



# Treasury Investments – 18.3% XIRR over the last 11 years

## Skin in the Game (₹ Cr)



85,410 Total AMC & PE/RE AUM & Commitment

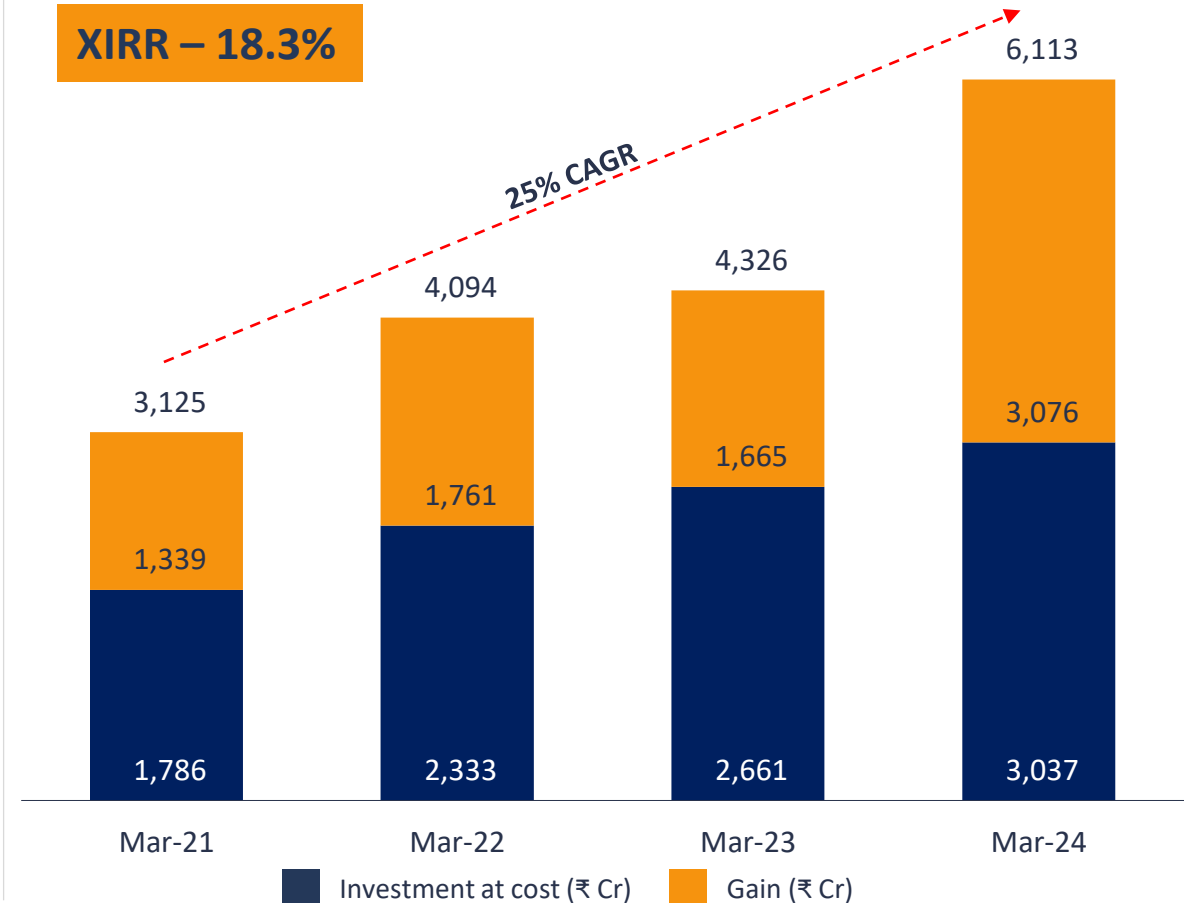
4,312 Sponsor

2,645 Promoter

- Treasury Investment-
  - Gives the company liquidity support
  - Helps in absorbing the shocks in a uncertain environment
  - Helps to grab the new opportunity and to foster existing business
- Skin in the game

## Strong Growth in investments over the years

XIRR – 18.3%



# Treasury Investments - earned 34% return in FY24

PARTICULARS (₹ Cr)	Q4FY24	Q4FY23	Q3FY24	FY24	FY23
<b>Revenues</b>	<b>406</b>	<b>-48</b>	<b>414</b>	<b>1,451</b>	<b>139</b>
-MF/Alternates	255	-91	329	1,088	76
-PE/RE	54	20	70	220	61
-Unlisted Shares/Others	97	24	15	143	2
<b>Expenses</b>	<b>138</b>	<b>101</b>	<b>113</b>	<b>467</b>	<b>382</b>
<b>PAT</b>	<b>228</b>	<b>-134</b>	<b>280</b>	<b>906</b>	<b>-182</b>
OCI	-98	-51	113	187	-48
<b>TCI</b>	<b>130</b>	<b>-185</b>	<b>393</b>	<b>1,093</b>	<b>-230</b>

**Note:** Unlisted investments' (incl. PE/RE funds) are fair valued and recognized on half yearly basis

# Highly professionalised structure



**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**  
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 – RETAIL BROKING AND DISTRIBUTION

- 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.
- He posses 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 research
- He joined MOFSL in 2001



**AMIT RAMCHANDANI**  
CEO – INVESTMENT BANKING

- MBA from Jamnalal Bajaj Institute of management studies
- Over two decades of rich experience in financial sectors across Investment Banking role.
- He joined MOFSL Group in 2024



**VISHAL TULSYAN**  
CEO – PRIVATE EQUITY

- Chartered Accountant
- More than 16 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- 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 MOFSL Group in 2006.



**PANKAJ PUROHIT**  
HEAD- INFORMATION TECHNOLOGY

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



**NIREN SRIVASTAVA**  
CHIEF HUMAN RESOURCE OFFICER

- Postgraduate in HR and graduation in Political Science and Sociology.
- More than 20 years of experience.
- He joined 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 MOFSL Group in 2024



# MOFSL - ESG Initiatives

CRISIL has assigned **“ADEQUATE”** rating to MOFSL in its Sustainability Yearbook 2022

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

## ENVIRONMENTAL



- More than 80% of servers are in virtual environment which reduces electricity cost & 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 head office
- We ensure that we fund to projects which is on non agriculture land & non forest land and having all environmental clearance.
- MOHF follows International Finance Corporation (IFC) Performance Standard

## SOCIAL



- Physical & emotional wellbeing assistance program
- Employee engagement programs- sports events & festival celebrations
- Set standard practices is followed across all branches to ensure safety of employees
- Dedicated Talent Development Program for developing High Potentials, fast-tracking for Hi-Pos
- Company has formed 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.

## 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



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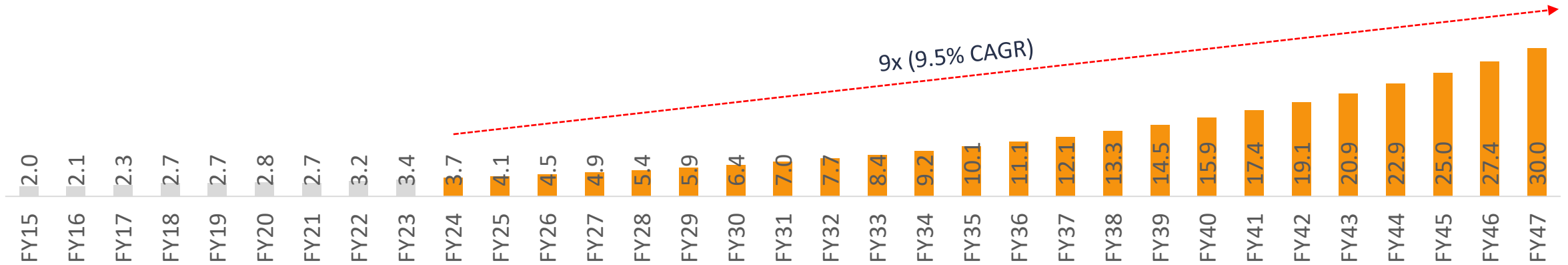
# Motilal Oswal

- *The Bigger Picture*

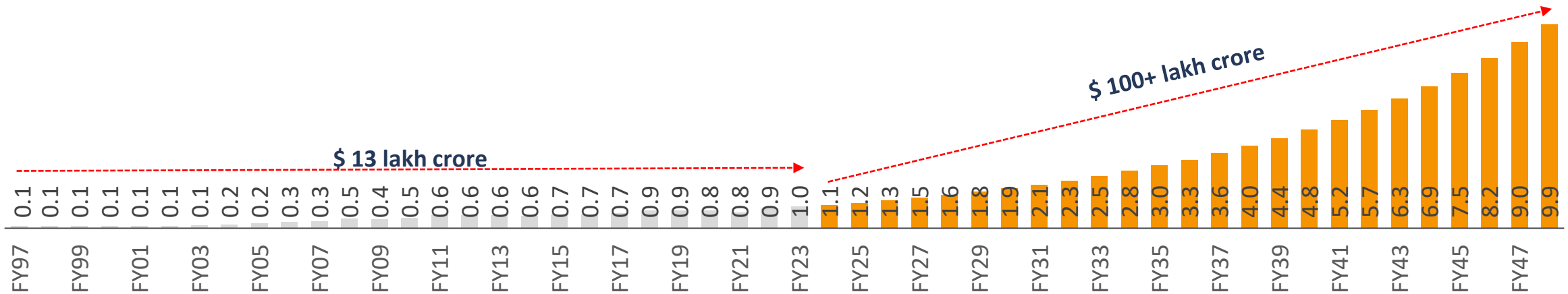


# Amrit Kaal to reach new heights

## Gross Domestic Product (\$ lakh crore)



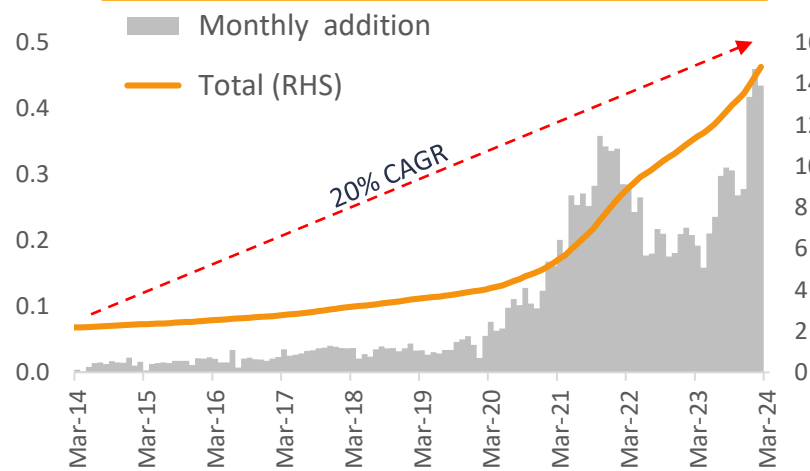
## Gross Domestic Savings (\$ lakh crore)



Source: As per internal estimate

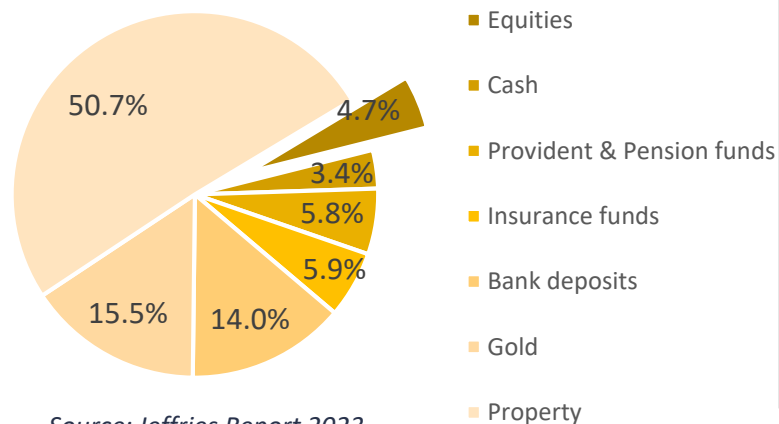
# Robust Industry Trend

Demat Account grown at 20% CAGR in last 10 years (in Cr.)



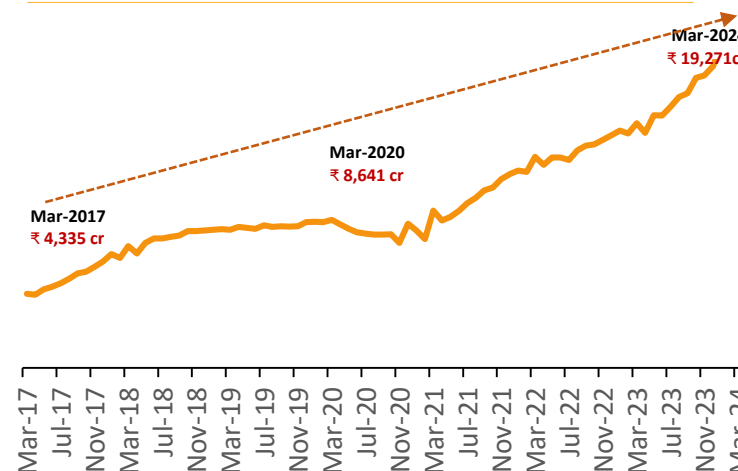
Source: CDSL & NSDL

Total Indian Household assets \$ 11.1 lakh crore



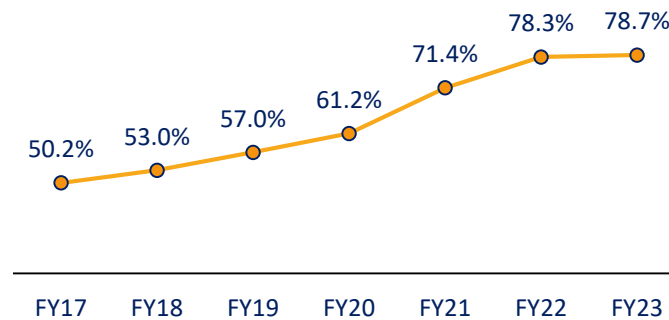
Source: Jeffries Report 2023

SIP flows on a relentless rise, making the markets resilient – grown at 24% CAGR in last 7 years



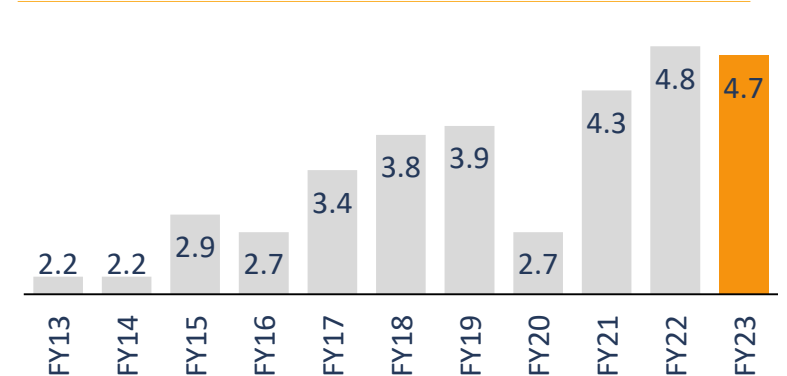
Source: AMFI

Market Share of the Top 10 Players has increased substantially



Source: CRISIL Report

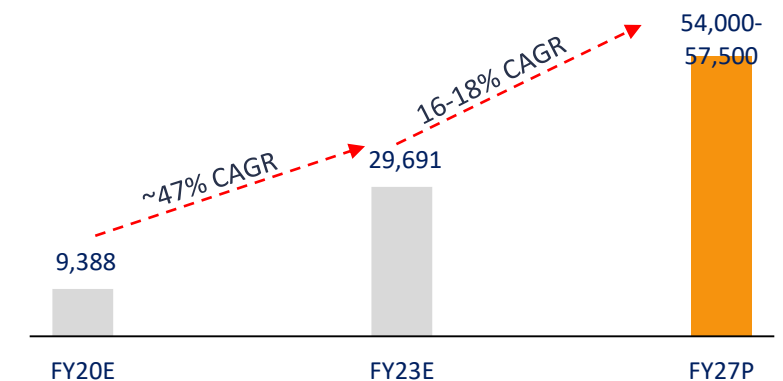
% of Household Assets in Equities



In USA, share of equity in household assets is at ~45% vs India it is just 4.7%

Source: Jeffries Report 2023

Broking Industry Revenue Size (Rs. Cr)



Source: CRISIL Report

# 37-year strong brand



MOFSL awarded **'Brand of the Year'** at the CNBC TV18 - India Business Leadership Awards 2018

MOFSL was featured in **'Fortune 500 (India)'** in 2017, 2019, 2020, 2021, and 2022



MOFSL gets featured in **'Forbes Super 50 Companies'** 2017 & 2018

MOFSL gets listed in **'Fortune 500 India's Largest Corporations'** in 2018



MOFSL gets inducted in the **'HALL OF FAME'** at the CNBC 10th Financial Advisor Awards 2019

MOFSL certified as **'Great Place to Work'** by GPTW® - INDIA continues for 7 years





# Robust business network & infrastructure



## Distribution Network

8,010+ Franchisee  
20,000+ IFAs



## Geographical Reach

2,500+ Business Location  
98% of PIN codes covered



## Clients

70,00,000+



## Employees

11,200+



## Advisors & Research Team

2,500+ Advisors  
100+ Research Team

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Motilal Oswal Tower - Mumbai

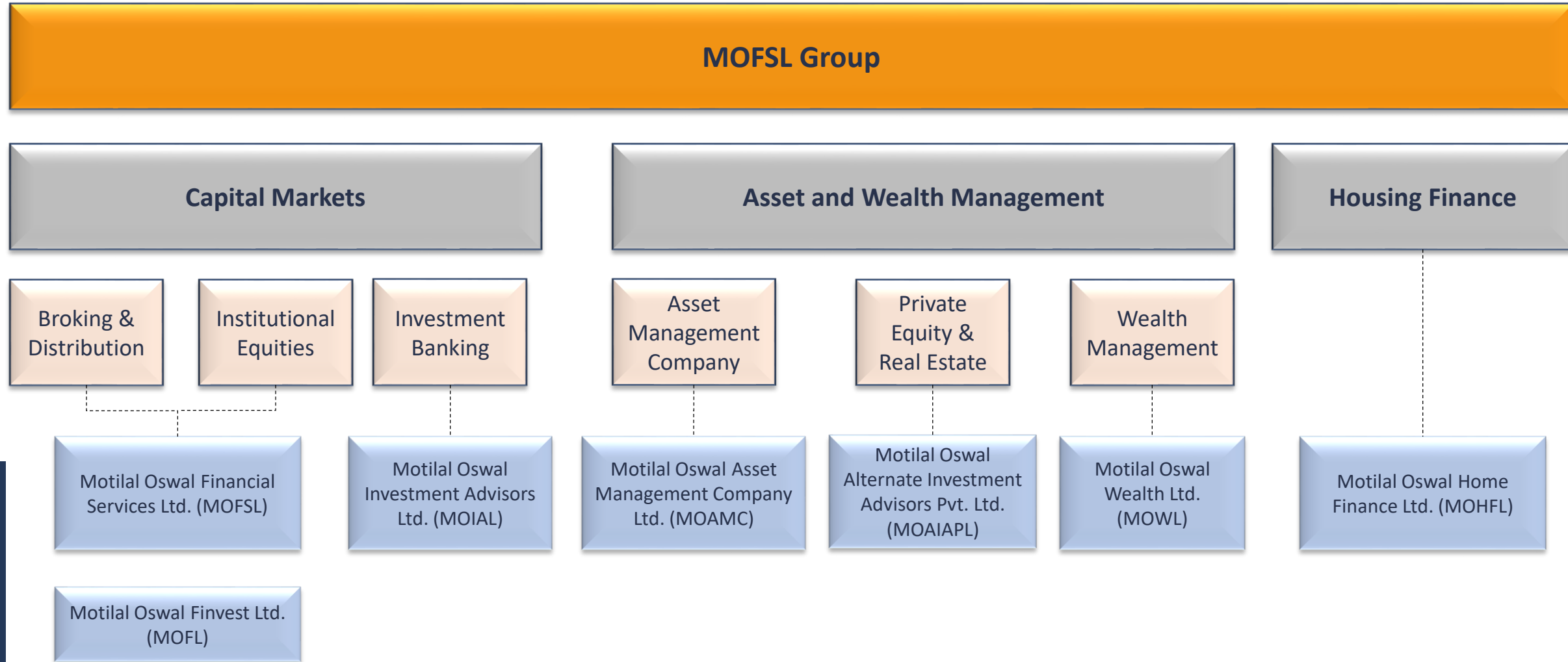


Motilal Oswal Tower - Ahmedabad



Motilal Oswal Tower - Bangalore

# Group Structure





# Safe Harbour

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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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Motilal Oswal Financial Services Limited ("Company"), subject to market conditions, and other considerations, is proposing a public issue of secured redeemable non-convertible debentures ("NCDs") and has filed a prospectus dated April 9, 2024 ("Prospectus") with the Registrar of Companies, Maharashtra at Mumbai ("RoC"), BSE Limited ("BSE"), National Stock Exchange Limited ("NSE") and Securities and Exchange Board of India ("SEBI"). The Prospectus is available on the website of the Company at [www.motilaloswalgroup.com](http://www.motilaloswalgroup.com), on the website of BSE at [www.bseindia.com](http://www.bseindia.com), on the website of NSE at [www.nseindia.com](http://www.nseindia.com), on the website of the lead managers at [www.trustgroup.in](http://www.trustgroup.in), [www.motilaloswalgroup.com](http://www.motilaloswalgroup.com) and [www.nuvama.com](http://www.nuvama.com) and on the website of SEBI at [www.sebi.gov.in](http://www.sebi.gov.in). Investors proposing to participate in the Issue should invest only on the basis of the information contained in the Prospectus. Investors should note that investment in the NCDs involves a high degree of risk and for details in relation to the same, refer to the Prospectus, including the section titled "Risk Factors" and "Material Developments" beginning on page 17 and 215 respectively of the Prospectus.

# THANK YOU

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