

MOTILAL OSWAL FINANCIAL SERVICES LIMITED

Registered Office: Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025

Tel: +91-22-39804200, Fax: +91-22-33124997 Email:shareholders@motilaloswal.com

CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE QUARTER & YEAR ENDED 31ST MARCH, 2017

CONSOLIDATED STATEMENT OF PROFIT AND LOSS FOR THE PERIOD ENDED 31ST MARCH 2017

| Currency : Indian Rupees (Rs in Lakhs) | FOR THE QUARTER | | | FOR THE PERIOD | |
|--|------------------------|--------------------------|------------------------|------------------------|------------------------|
| | 31-Mar-17 (Audited) | 31-Dec-16 (Unaudited) | 31-Mar-16 (Audited) | 31-Mar-17 (Audited) | 31-Mar-16 (Audited) |
| | Ref. Note 9 | | Ref. Note 9 | | |
| Income | | | | | |
| Income from Operations | 51,693 | 42,352 | 30,388 | 172,619 | 105,623 |
| Other Income | 1,761 | 3,055 | 844 | 8,252 | 2,441 |
| TOTAL (A) | 53,454 | 45,407 | 31,232 | 180,871 | 108,064 |
| Expenditure | | | | | |
| Employee Benefits | 11,070 | 6,760 | 7,147 | 34,098 | 25,099 |
| Finance Cost | 11,648 | 13,060 | 6,530 | 44,226 | 17,377 |
| Depreciation | 911 | 831 | 940 | 3,284 | 3,494 |
| Administrative & Other Expenses | 17,041 | 12,621 | 10,309 | 54,826 | 39,640 |
| TOTAL (B) | 40,670 | 33,272 | 24,926 | 136,434 | 85,610 |
| Profit before Taxation and Exceptional Item (C) = (B) - (A) | 12,784 | 12,135 | 6,306 | 44,437 | 22,454 |
| Exceptional Items Income/(Expense) - Refer note 7 | 723 | - | - | 6,125 | - |
| Profit before Taxation and Extraordinary Items | 13,507 | 12,135 | 6,306 | 50,562 | 22,454 |
| Less: Provision for Taxation | | | | | |
| i) For current year | | | | | |
| Current tax | 3,504 | 2,901 | 1,357 | 13,611 | 6,567 |
| Deferred tax (Asset)/Liability | 1,399 | 1,160 | 304 | 3,097 | (581) |
| Minimum Alternate Tax Credit | (426) | (19) | 162 | (1,458) | 151 |
| Tax on NCD | - | - | - | - | - |
| ii) For Previous year (s) | 53 | (810) | (14) | (1,141) | (15) |
| | 4,530 | 3,231 | 1,809 | 14,109 | 6,122 |
| Profit before Extraordinary Items and after tax | 8,977 | 8,904 | 4,497 | 36,453 | 16,332 |
| (Add)/Less : Extraordinary Items (Income)/expense (Net of Tax) | - | - | - | - | - |
| Profit after Tax before Minority Interests | 8,977 | 8,904 | 4,497 | 36,453 | 16,332 |
| Add/(Less) : Minority interests (Profit)/Loss | (118) | (77) | (71) | (1,060) | (255) |
| Add/(Less) : Share of Profit / (Loss) from Associates | 156 | 84 | 290 | 604 | 831 |
| Profit after Tax (PAT) & Minority Interests | 9,015 | 8,911 | 4,716 | 35,997 | 16,908 |

Earnings Per Share (EPS) (of Re. 1/- each) (Not Annualized)

| | | | | | |
|--------------------|-------------|-------------|-------------|--------------|--------------|
| Basic EPS | 6.28 | 6.21 | 3.32 | 25.14 | 11.94 |
| Diluted DPS | 6.22 | 6.14 | 3.29 | 24.79 | 11.74 |

CONSOLIDATED BALANCE SHEET AS AT 31ST MARCH 2017

Rs. in Lakhs

| | CONSOLIDATED AS AT 31-Mar-17 | CONSOLIDATED AS AT 31-Mar-16 |
|---|------------------------------------|------------------------------------|
| Currency : Indian Rupees | | |
| EQUITY & LIABILITIES | | |
| I.Sources & Funds : | | |
| Share Holders' Funds : | | |
| Share Capital | 1,445 | 1,422 |
| Reserves and Surplus | 177,158 | 142,229 |
| TOTAL SHARE HOLDERS FUND | 178,603 | 143,651 |
| 2. Share Application Money Pending for Allotment | - | 1 |
| 3. Minority Interest | 2,853 | 1,615 |
| 4. Non-Current Liabilities : | | |
| (a) Long-term borrowings | 370,341 | 170,000 |
| (b) Deferred tax liabilities (Net) | 3,697 | 622 |
| (c) Other long term liabilities | 165 | 317 |
| (d) Long term provisions | 3,249 | 1,697 |
| TOTAL NON-CURRENT LIABILITIES | 377,452 | 172,636 |
| 5. Current Liabilities : | | |
| (a) Short-term borrowings | 94,303 | 67,461 |
| (b) Trade payables | 103,984 | 59,794 |
| (c) Other current liabilities | 76,221 | 56,792 |
| (d) Short-term provisions | 10,479 | 7,016 |
| TOTAL CURRENT LIABILITIES | 284,987 | 191,063 |
| TOTAL SOURCES OF FUNDS | 843,895 | 508,966 |
| II.ASSETS : | | |
| (1) Non-current assets | | |
| (a) Fixed assets | | |
| (i) Tangible assets | 24,980 | 28,464 |
| (ii) Intangible assets | 956 | 751 |
| (b) Non-current investments | 135,638 | 105,551 |
| (c) Long term loans and advances | 411,469 | 208,784 |
| (d) Other non-current assets | 364 | 10,324 |
| TOTAL NON-CURRENT ASSETS | 573,407 | 353,874 |
| (2) Current assets | | |
| (a) Current investments | 44,484 | 17,555 |
| (b) Inventories | 0 | 0 |
| (c) Trade receivables | 126,004 | 70,992 |
| (d) Cash and bank balances | 46,252 | 28,667 |
| (e) Short-term loans and advances | 50,563 | 37,334 |
| (f) Other current assets | 3,185 | 544 |
| TOTAL CURRENT ASSETS | 270,488 | 155,092 |
| TOTAL APPLICATION OF FUNDS | 843,895 | 508,966 |

Consolidated Notes:

1) The above results were reviewed by the Audit Committee and taken on record by the Board of Directors of the Company at its Meeting held on Thursday, 27th April, 2017. There are no qualification in the auditor's report for these periods. The Information presented above is extracted from the audited financial statements as stated.

2) Pursuant to the exercise of Employee Stock Options under various Employee Stock Options Scheme, the company has allotted 9,31,751 and 22,83,401 equity shares to the employees during the quarter and year ended 31st March, 2017 respectively.

3) The consolidated results of the Company include the results of the subsidiaries – Motilal Oswal Securities Limited (100%), Motilal Oswal Investment Advisors Private Limited (100%), MOPE Investment Advisors Private Limited (85%), Motilal Oswal Commodities Broker Private Limited (100%), Motilal Oswal Capital Markets Private Limited (100%), Motilal Oswal Wealth Management Limited (100%), Motilal Oswal Insurance Brokers Private Limited (100%), Motilal Oswal Asset Management Company Limited (100%), Motilal Oswal Trustee Company Limited (100%), Motilal Oswal Securities International Private Limited (100%), Motilal Oswal Capital Markets (Singapore) Pte. Ltd (100%), Motilal Oswal Capital Markets (Hongkong) Private Limited (100%), Motilal Oswal Real Estate Investment Advisors Private Limited (85%), Motilal Oswal Real Estate Investment Advisors II Private Limited (76.50%), Aspire Home Finance Corporation Limited (96.67%), India Business Excellence Management Co (85.00%), Motilal Oswal Asset Management (Mauritius) Pvt. Ltd (100%), Motilal Oswal Capital Limited (100%) and an Associate India Realty Excellence Fund II - (i.e. IREF II).

4) During the Quarter Ended 31st March 2017, one of the subsidiary, Motilal Oswal Asset Management (Mauritius) Pvt. Ltd. has issued 1,30,000 Equity shares of USD 1 each aggregating to USD 1.3 Lakhs (i.e. Rs. 84.89 Lakhs) During the year ended 31st March 2017, one of the subsidiary, Motilal Oswal Capital Markets (Singapore) Pte. Ltd. has issued 1,11,111 Equity Shares of SGD.1.8 each aggregating to SGD. 20 lakhs (i.e. Rs.942 lakhs).

5) The group long term investments in Motilal Oswal's mutual fund products stands at Rs. 64,315 Lakhs as of 31st March, 2017 as against Rs. 58,954 Lakhs as of 31st March, 2016. The unrealized gain on these investments is Rs. 33,393 Lakhs as of 31st March, 2017 as against Rs. 11,698 Lakhs as of 31st March 2016. The long term investments are valued at cost and hence it is not reflected in the profit and loss account for the year ended 31st March, 2017 and year ended 31st March, 2017 respectively.

6) During the quarter, CRISIL Limited reaffirmed the Credit Rating of "CRISIL A1+" to the Commercial Paper Programme of Rs. 25,000 Lakhs of Motilal Oswal Financial Services Limited and Rs. 70000 Lakhs of Motilal Oswal Securities Limited. ICRA has re-affirmed the rating of ICRA AA rating with stable outlook (pronounced ICRA double A rating with Stable Outlook) to the Long Term Debt Programme of the company for Rs. 15,000 lakhs of Motilal Oswal Financial Services Limited and Rs. 5,000 Lakhs of Motilal Oswal Securities Limited. The ratings indicate a very strong degree of safety regarding timely servicing of financial obligations.

7) The total Exceptional Items during the quarter ending 31st March 2017 is Rs. 723 and during year ended 31st March 2017 is Rs. 6,125 Lakhs. During the year ended the Share in Profit on sale of investments made in India Business Excellence Funds of Rs. 8,913 Lakhs and Write-off on account of Doubtful Non-performing assets of Rs. 2,788 Lakhs.

8) The Board of Directors at their meeting held on 27th April, 2017 proposed a dividend of Rs. 3 per share, subject to the approval of the members at the ensuing Annual General Meeting. In terms of revised Accounting Standards (AS) 7 'Contingencies and Events occurring after the Balance Sheet date' as notified by Ministry of Corporate Affairs through amendments to Companies Accounting Standard (Amendment) Rules, 2016, dated 30th March 2016, the Company has not accounted for proposed dividend as a liability as at 31st March 2017. If approved the total liability arising to the Company would be Rs. 5216 Lakhs including dividend tax, (previous year Nil).

9) The figures for last quarter of the current year and for the previous year are the balancing figures between audited figures in respect of the full financial year and the published year to date reviewed figures upto the third quarter

10) Consolidated segment results for the quarter and year ended 31st March 2017.

(Rs. in Lakhs)

| Particulars | Quarter Ended | | | Year Ended | |
|--|----------------|----------------|----------------|----------------|----------------|
| | (Audited) | (Unaudited) | (Audited) | (Audited) | (Audited) |
| | 31-Mar-17 | 31-Dec-16 | 31-Mar-16 | 31-Mar-17 | 31-Mar-16 |
| 1. Segment Revenue | | | | | |
| (a) Broking & Other related activities | 21,466 | 17,939 | 14,520 | 75,875 | 56,959 |
| (b) Fund Based activities | 2,821 | 4,435 | 3,183 | 15,090 | 15,531 |
| (c) Asset Management & Advisory | 13,159 | 9,940 | 7,117 | 38,905 | 23,687 |
| (d) Asset Management & Advisory (Exceptional items) | 1,008 | - | - | 12,364 | - |
| (e) Investment Banking | 4,277 | 1,507 | 847 | 8,646 | 2,483 |
| (f) Home Finance | 16,929 | 15,209 | 9,105 | 56,868 | 22,051 |
| (g) Unallocated | 67 | 158 | 245 | 996 | 774 |
| Total | 59,727 | 49,188 | 35,017 | 208,744 | 121,485 |
| Less: Inter Segment Revenue | 5,015 | 3,635 | 3,329 | 14,544 | 12,115 |
| Income From Operations, Other Operating income & Other Income | 54,712 | 45,553 | 31,688 | 194,200 | 109,370 |
| 2. Segment Results Profit / (Loss) before tax and interest from Each segment | | | | | |
| (a) Broking & Other related activities | 3,074 | 5,378 | 2,283 | 17,352 | 10,284 |
| (b) Fund Based activities | 890 | 2,594 | 1,520 | 7,691 | 8,559 |
| (c) Fund Based activities (Exceptional items) | 0 | - | - | (2,788) | - |
| (d) Asset Management & Advisory | 2,558 | 2,431 | 1,167 | 8,018 | 4,457 |
| (e) Asset Management & Advisory (Exceptional items) | 724 | - | - | 8,913 | - |
| (f) Investment Banking | 3,063 | 1,295 | 204 | 5,474 | 253 |
| (g) Home Finance | 4,593 | 2,961 | 2,831 | 13,462 | 5,899 |
| (h) Unallocated | 108 | (954) | 17 | (1,706) | (2,498) |
| Total | 15,010 | 13,705 | 8,022 | 56,416 | 26,954 |
| Less: Interest | 1,258 | 1,426 | 1,256 | 4,893 | 3,196 |
| Profit/(Loss) from Ordinary Activities before Tax | 13,752 | 12,279 | 6,766 | 51,523 | 23,758 |
| 3. Segment Assets | | | | | |
| (a) Broking & Other related activities | 211,128 | 173,866 | 131,833 | 211,128 | 131,833 |
| (b) Fund Based activities | 156,177 | 135,107 | 141,917 | 156,177 | 141,917 |
| (c) Asset Management & Advisory | 19,085 | 15,060 | 11,295 | 19,085 | 11,295 |
| (d) Investment Banking | 6,397 | 2,539 | 573 | 6,397 | 573 |
| (e) Home Finance | 466,216 | 439,109 | 229,370 | 466,216 | 229,370 |
| (f) Unallocated | 71,404 | 70,492 | 51,160 | 71,404 | 51,160 |
| Less : (Eliminations) | (86,511) | (78,376) | (57,089) | (86,511) | (57,089) |
| Total | 843,896 | 757,797 | 509,059 | 843,896 | 509,059 |
| 4. Segment Liabilities | | | | | |
| (a) Broking & Other related activities | 126,767 | 95,625 | 86,529 | 126,767 | 86,529 |
| (b) Fund Based activities | 59,314 | 38,853 | 50,716 | 59,314 | 50,716 |
| (c) Asset Management & Advisory | 10,647 | 8,905 | 6,556 | 10,647 | 6,556 |
| (d) Investment Banking | 1,905 | 681 | 296 | 1,905 | 296 |
| (e) Home Finance | 404,853 | 380,715 | 194,623 | 404,853 | 194,623 |
| (f) Unallocated | 82,452 | 73,168 | 38,107 | 82,452 | 38,107 |
| Less : (Eliminations) | (20,645) | (12,668) | (11,419) | (20,645) | (11,419) |
| Total | 665,293 | 585,279 | 365,408 | 665,293 | 365,408 |

The above Segment information is presented on the basis of the reviewed consolidated financial statements. The company's operations predominantly relate to Broking and other related activities, Fund Based activities, Asset Management & Advisory, Investment banking and Housing Finance. In accordance with Accounting Standard - 17 on Segment reporting, Broking and other related activities, Fund Based activities, Asset Management & Advisory, Investment banking and Housing Finance are classified as reportable segments. The balance is shown as unallocated items.

11) The previous financial Quarters and Year ended figures have been regrouped/rearranged wherever necessary to make them comparable.

On behalf of the Board of Directors
Motilal Oswal Financial Services Limited

Mumbai, 27th April, 2017
shareholders@motilaloswal.com

Motilal Oswal
Chairman & Managing Director