



MOTILAL OSWAL

# Motilal Oswal

## Financial Services

### Earnings Presentation

Q2FY24 & H1FY24



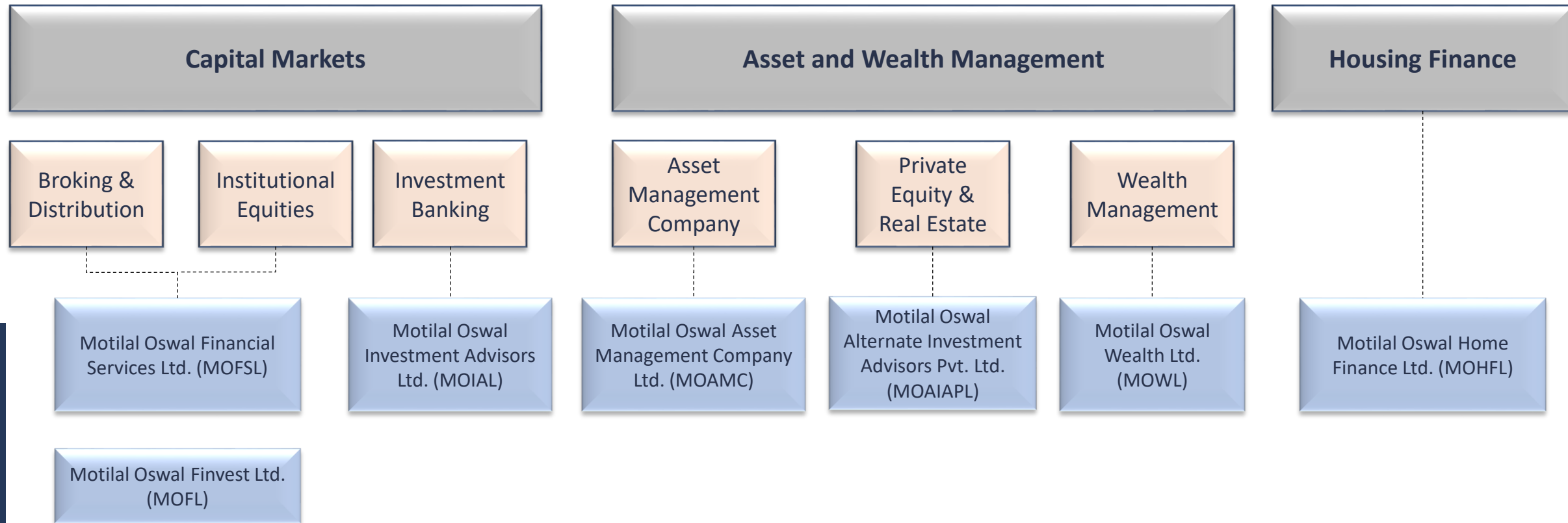
BUSINESSES  
BUILDING SCALE

FOCUS ON SUSTAINABLE  
GROWTH

ALL BIZ OFFER HUGE  
HEADROOM FOR GROWTH

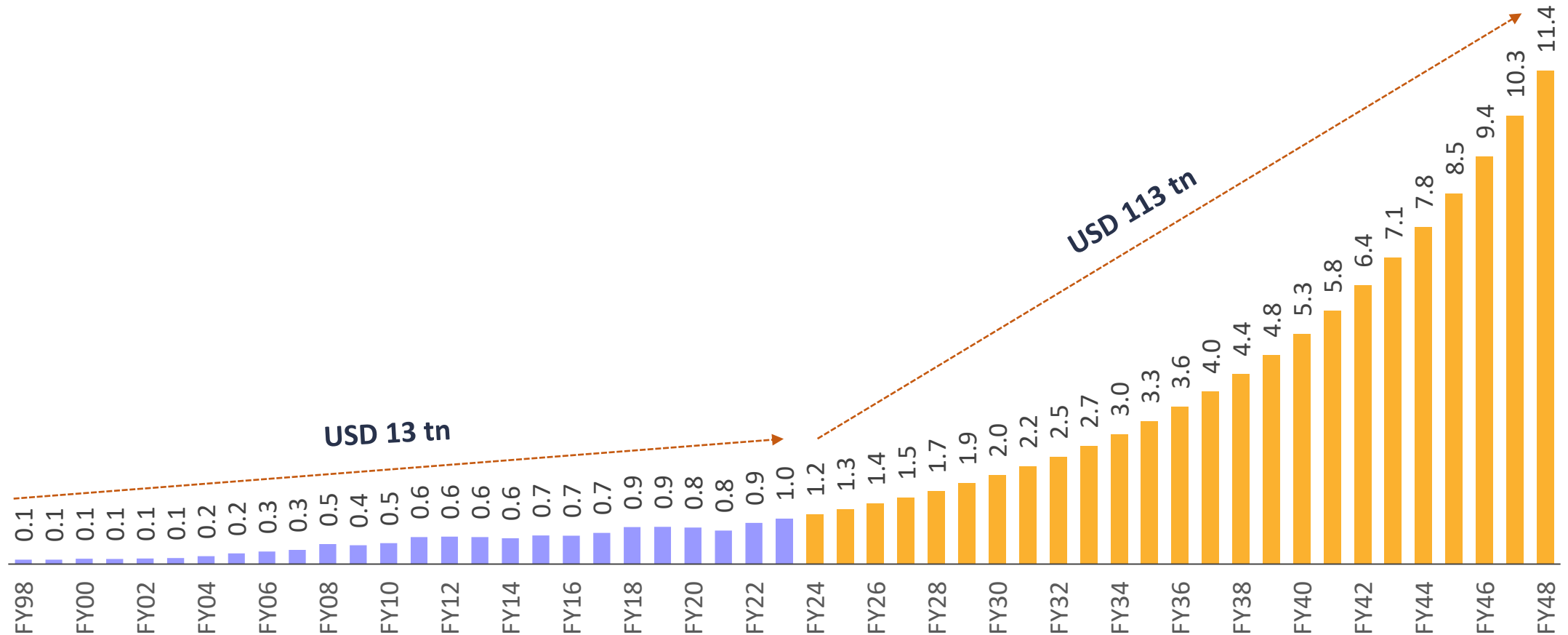
# Group Structure

## MOFSL Group



# Well positioned for the USD 100+ tn savings opportunity

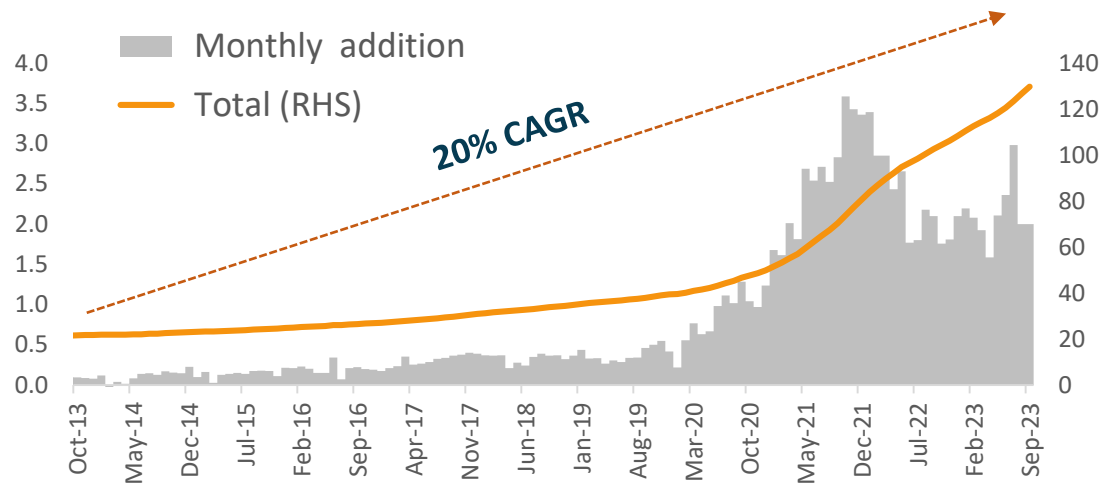
## Gross Domestic Savings (USD tn)



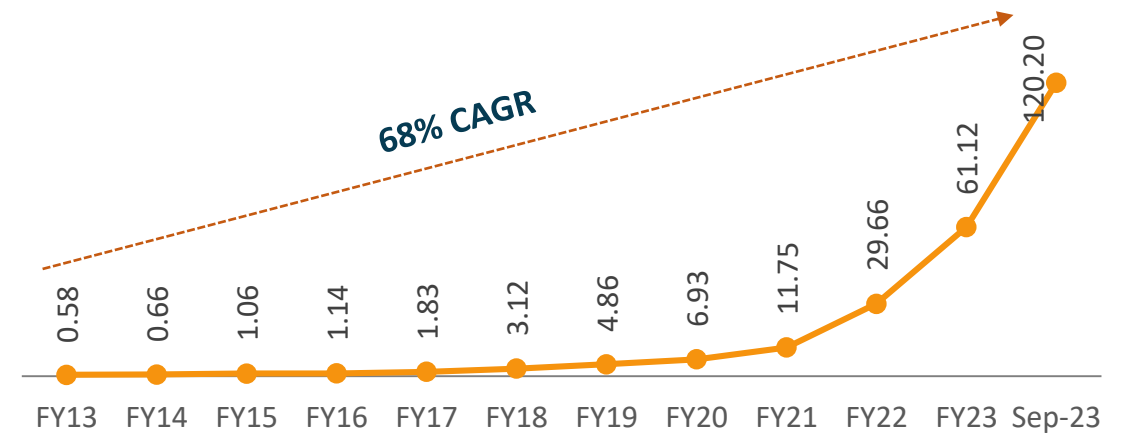
Source: Motilal Oswal Wealth Creation Study

# Decadal strong growth, Next decade equally exciting

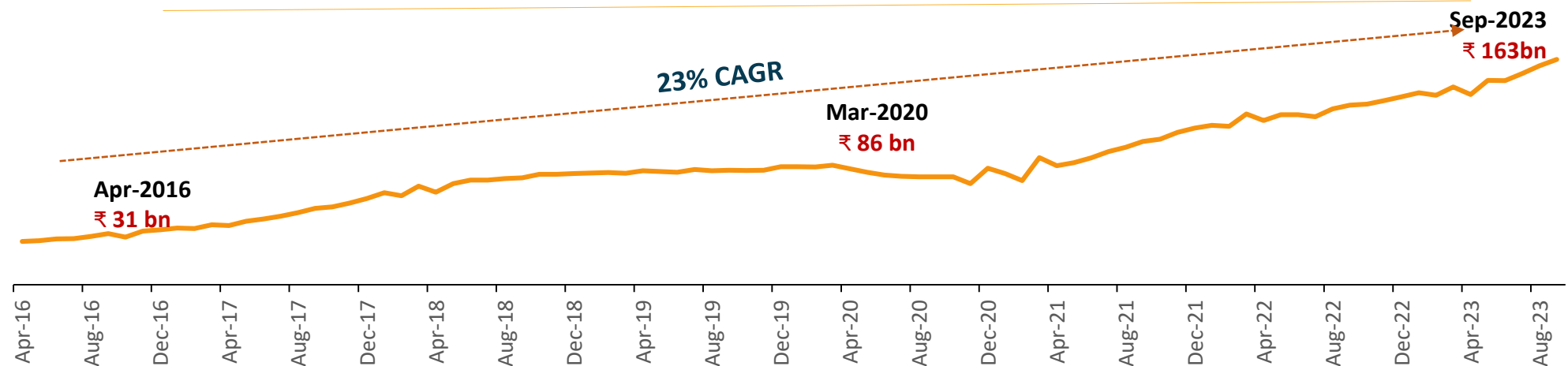
Demat Account grown at 20% CAGR in last 10 years (in Mn.)



Retail ADTO grown at 68% CAGR in last 10 years (₹ tn)



SIP flows on a relentless rise, making the markets resilient – grown at 23% CAGR in last 7 years



# Key Highlights for Q2FY24



**Assets under advice**

₹ 4.1 tn  30% YoY



**Revenue**

₹ 14.2 bn  30% YoY



**Operating profit**

₹ 2.9 bn  26% YoY



**Total PAT (incl. OCI)**

₹ 5.5 bn



**Net Worth**

₹ 74.6 bn  25% YoY



**Lending Book<sup>1</sup>**

₹ 105.1 bn  55% YoY



**ROA (incl. OCI)<sup>2</sup>**

9.4%



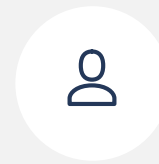
**ROE<sup>2</sup>**

34.9%



**Clients**

~6.0 mn  16% YoY



**Employees**

10,518

**Trailing 12 months**

**Revenue**

₹ 49.6 bn<sup>1</sup>

**Operating Profit**

₹ 9.9 bn<sup>1</sup>

**Total PAT (incl OCI)**

₹ 16.0 bn<sup>1</sup>

**Market Capitalization**

₹ 130.3 bn<sup>3</sup>

1. Average lending book
2. ROA and ROE are annualized
3. As on September 30, 2023



# Business Updates



## Capital Markets

- Demat accounts increased ~3x from 47 mn in Sep 20 to 130 mn Sep 23. Retail industry broking volumes (ADTO) grown 12x in last 3 years
- MOFSL amongst top 3 brokers in terms of Gross Brokerage. Focus to further improve our market share in a fast growing market
- Third party distribution penetration less than 6% in large client base of 4 mn. Huge cross sell potential. This is a focus area. Strengthening leadership & managerial team would meaningful ramp up distribution business in next 3 years.



## Asset & Wealth Management

- Wealth RMs increased from 123 in Sep 2021 to 221 in Sep 2023. Expect investments in RM to drive strong AUM growth
- Investments in RM has brought down operating margin to 25% compared to historical trend of 45%. Expect to recoup margins in coming years
- Mutual Funds and Alternates (AIF + PMS) AUM of ₹ 551 bn, 15% CAGR in last 3 years
- Focus to double our 0.9% active equity market share led by strong performance across MF schemes
- 16 out of 19 Alternate schemes have outperformed the benchmark. Aim to get back leadership in Alternates space



## Home Finance

- New leadership team in place. CEO - IIT & IIM graduate, with 27 years of experience in mortgage lending. COO - 10 years stint with Bajaj Finance handling operations & analytics. CBO - previous stint as National Sales Manager with Aavas Financiers
- Building blocks in place, expect strong QoQ ramp up in disbursements and AUM in next 3 years



## MOFSL Group

- AMC, Wealth & HFC are key businesses expected to accelerate growth in next 3 years
- Net worth grew 23% CAGR after 26% dividend payout for last 8 years. Focus to increase the net worth compounding led by turnaround in aforesaid 3 businesses and improving IRR of investment book

# Improvement in market share across businesses

		Q2FY23		Q2FY24
 <p>Capital market</p>	Retail Cash Market Share	5.8%	✓	7.1%*
	Retail Derivative Market Share	3.9%	✓	4.6%
	Currency Market Share	11.1%	✓	22.3%
 <p>Asset Management</p>	SIP Market Share	0.9%	✓	1.4%
	MF Gross Sales Market Share	0.6%	✓	1.2%
	MF Net Sales Market Share	(0.6)%	✓	1.1%
	MF Redemption Market Share	1.6%	↘	1.3%

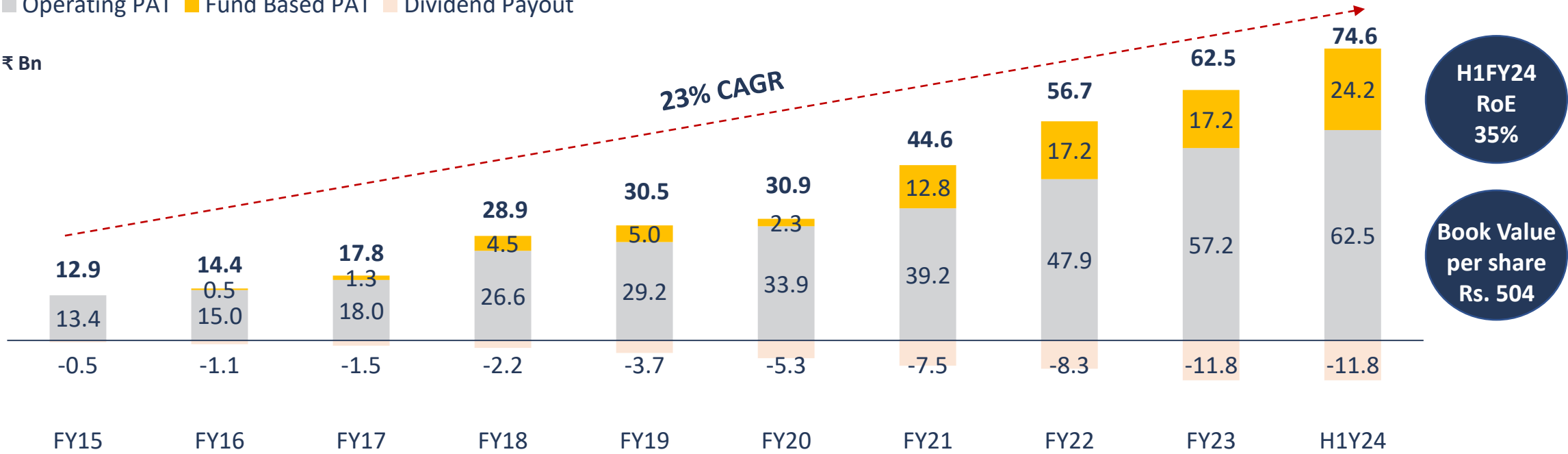
\*Retail cash segment market share is now being calculated considering the retail turnover data shared by NSE.

# 23% CAGR growth in Net Worth for last 8 years

Operating PAT and Fund Based Investments PAT driving robust Net Worth growth at 23% CAGR post 26% Dividend Payouts

■ Operating PAT ■ Fund Based PAT ■ Dividend Payout

₹ Bn



19%  
Avg. Operating  
PAT ROE

+

9%  
Avg. Fund Based  
PAT ROE<sup>(1)</sup>

=

28%  
Avg. PAT ROE

-

26%  
Dividend  
Payout<sup>(2)</sup>

=

23%  
Net Worth CAGR

1. XIRR of 17.5% since inception  
2. Dividend Payout includes buyback and is paid out on Operating PAT  
FY18 figures are adjusted for INDAS transition



# Consolidated P&L

PARTICULARS (₹ Mn)	Q2FY24	Q2FY23	YoY (%)	Q1FY24	QoQ (%)	H1FY24	H1FY23	YoY (%)
Capital Markets (Broking, Distribution & IB)	10,191	7,219	41%	8,847	15%	19,038	13,327	43%
Asset and Wealth Management	2,532	2,338	8%	2,430	4%	4,962	4,530	10%
Housing Finance	1,435	1,315	9%	1,436	0%	2,871	2,577	11%
<b>Total Revenues</b>	<b>14,158</b>	<b>10,871</b>	<b>30%</b>	<b>12,713</b>	<b>11%</b>	<b>26,871</b>	<b>20,434</b>	<b>32%</b>
Total Revenues after Intercompany adj.	13,539	10,058	35%	11,989	13%	25,506	19,212	33%
Operating Expense	2,797	2,141	31%	2,173	29%	4,970	4,363	14%
Employee Expense	3,054	2,354	30%	3,121	-2%	6,175	4,653	33%
Interest Expense	2,276	1,200	90%	2,057	11%	4,333	2,235	94%
Other Expense	1,571	1,270	24%	1,375	14%	2,946	2,362	25%
<b>Total Expense</b>	<b>9,699</b>	<b>6,965</b>	<b>39%</b>	<b>8,725</b>	<b>11%</b>	<b>18,424</b>	<b>13,613</b>	<b>35%</b>
PBT	3,840	3,094	24%	3,264	18%	7,082	5,599	26%
<b>Operating PAT</b>	<b>2,884</b>	<b>2,298</b>	<b>26%</b>	<b>2,440</b>	<b>18%</b>	<b>5,325</b>	<b>4,171</b>	<b>28%</b>
Fund Based PAT <sup>(1)</sup>	2,427	2,795	-13%	2,828	-14%	5,256	1,234	-
<b>PAT</b>	<b>5,312</b>	<b>5,093</b>	<b>4%</b>	<b>5,269</b>	<b>1%</b>	<b>10,580</b>	<b>5,405</b>	<b>96%</b>
Other Comprehensive Income (OCI) <sup>1</sup>	243	396	-39%	1,447	-83%	1,690	-99	-
<b>PAT (incl. OCI)</b>	<b>5,554</b>	<b>5,488</b>	<b>1%</b>	<b>6,716</b>	<b>-17%</b>	<b>12,270</b>	<b>5,307</b>	<b>-</b>

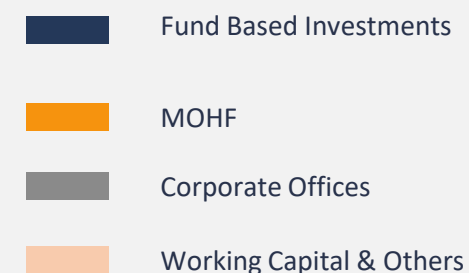
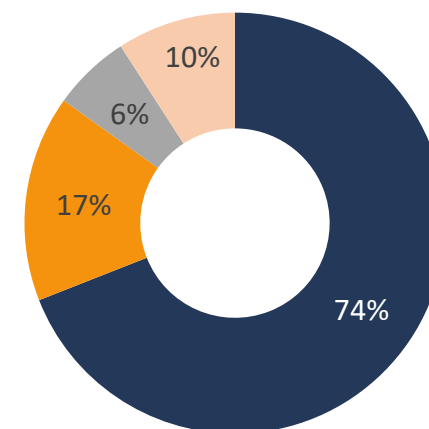
1. Fund based PAT & OCI is MTM gains on our Investment Book

# Consolidated Balance Sheet

Particulars (₹ Bn)	Sept 30, 2023	Mar 31, 2023
<b>SOURCES OF FUNDS</b>		
Net Worth	74.6	62.5
Borrowings	119.9	103.1
Minority Interest	0.3	0.3
<b>Total Liabilities</b>	<b>194.9</b>	<b>165.9</b>
<b>APPLICATION OF FUNDS</b>		
Fixed assets (net block)	5.3	4.7
Investments	55.6	47.9
Loans and Advances	95.3	72.2
Net Current Assets <sup>(1)</sup>	38.7	41.2
<b>Total Assets</b>	<b>194.9</b>	<b>165.9</b>

1. Net Current Asset includes cash and cash equivalents and bank balance of ~₹ 28.9 bn in Sep-23.

## Net Worth Deployment



**Fund based investments have earned XIRR (since inception) of 17.5%**

# Capital Markets

**7.5%**

Retail F&O premium market share; +30bps QoQ

**7.2%**

Retail cash market share; +90 bps QoQ

**₹ 27,000+**

One of the highest ARPUs in the industry

**₹ 250 Bn**

Distribution AUM; +24% YoY

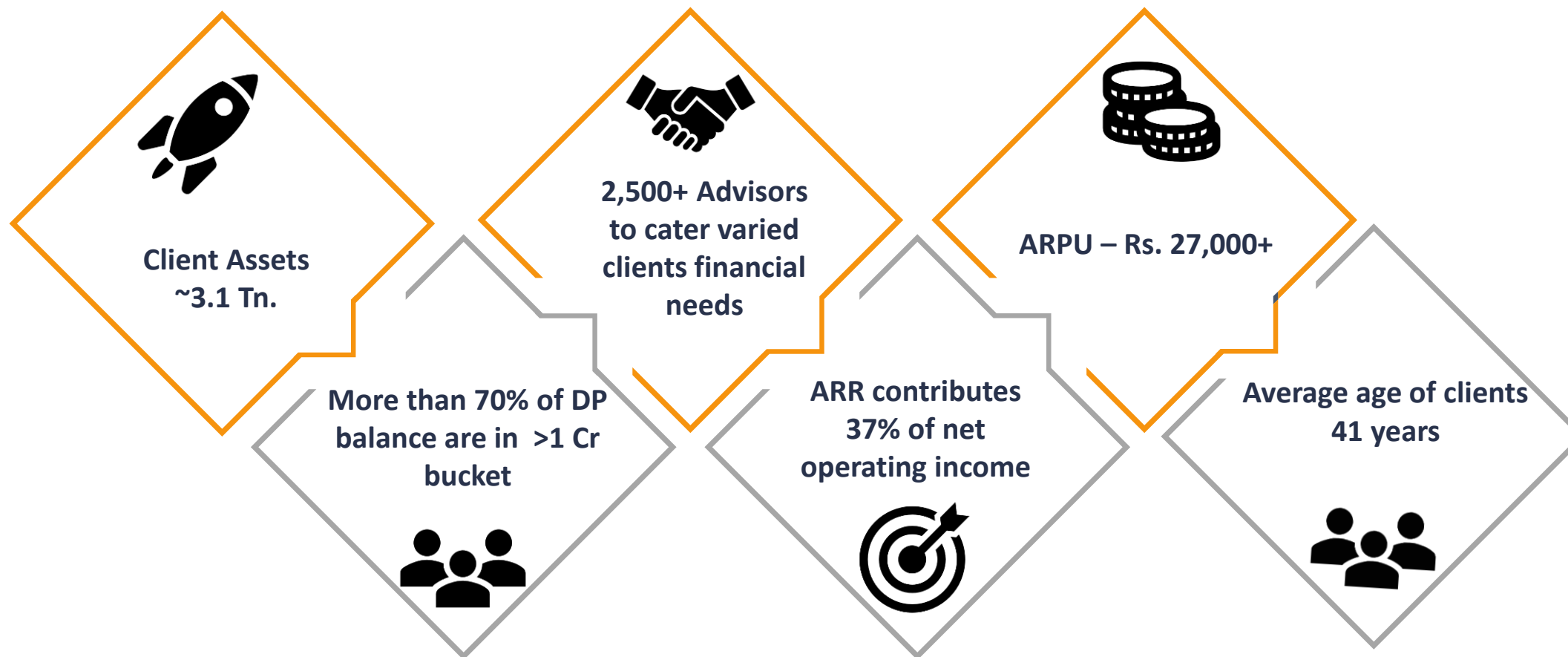
**₹ 6.2 Bn**

Distribution Net Sales in Q2FY24

PARTICULARS (₹ Mn)	Q2FY24	Q2FY23	YoY (%)	Q1FY24	QoQ (%)	H1FY24	H1FY23	YoY (%)
<b>Revenues</b>	<b>10,191</b>	<b>7,219</b>	<b>41%</b>	<b>8,847</b>	<b>15%</b>	<b>19,038</b>	<b>13,327</b>	<b>43%</b>
• Brokerage	5,823	4,395	32%	4,521	29%	10,344	8,283	25%
• Distribution	389	440	-12%	485	-20%	874	818	7%
• Interest	3,146	1,659	90%	2,617	20%	5,764	3,022	91%
• IB	210	208	1%	496	-58%	706	213	231%
• Other Operating Income	623	517	20%	728	-14%	1,351	991	36%
<b>Total Expense</b>	<b>7,804</b>	<b>5,398</b>	<b>45%</b>	<b>6,745</b>	<b>16%</b>	<b>14,549</b>	<b>10,225</b>	<b>42%</b>
• Employee Expense	2,045	1,557	31%	2,137	-4%	4,182	3,063	37%
• Commission Expense	2,684	2,032	32%	2,028	32%	4,712	3,867	22%
• Interest Expense	1,806	800	126%	1,489	21%	3,294	1,389	137%
• Other Expense	1,269	1,009	26%	1,092	16%	2,361	1,907	24%
PBT	2,387	1,821	31%	2,102	14%	4,489	3,102	45%
<b>PAT</b>	<b>1,796</b>	<b>1,349</b>	<b>33%</b>	<b>1,581</b>	<b>14%</b>	<b>3,377</b>	<b>2,306</b>	<b>46%</b>
PBT Margin on Net Revenue	42%	42%		39%		41%	38%	

- MOFSL amongst top 3 brokers in terms of Gross Brokerage. Focus to further improve our market share in a fast growing market
- Acquired ~3 lakh new clients in H1FY24.
- ADTO grew by 137% YoY/27% QoQ to ₹ 5,252 bn.
- Retail ADTO market share grew by 74 bps YoY / 26 bps QoQ to 4.6%.
- Number of Franchisees increased from 8,033 as on Mar 23 to 8,713 as on September 23
- Hired net 196 broking advisors during the quarter
- Regulatory change in AIF Distribution has impacted upfront distribution income for Q2FY24. Distribution income (ex AIF) grew 12% YoY/ 6% QoQ

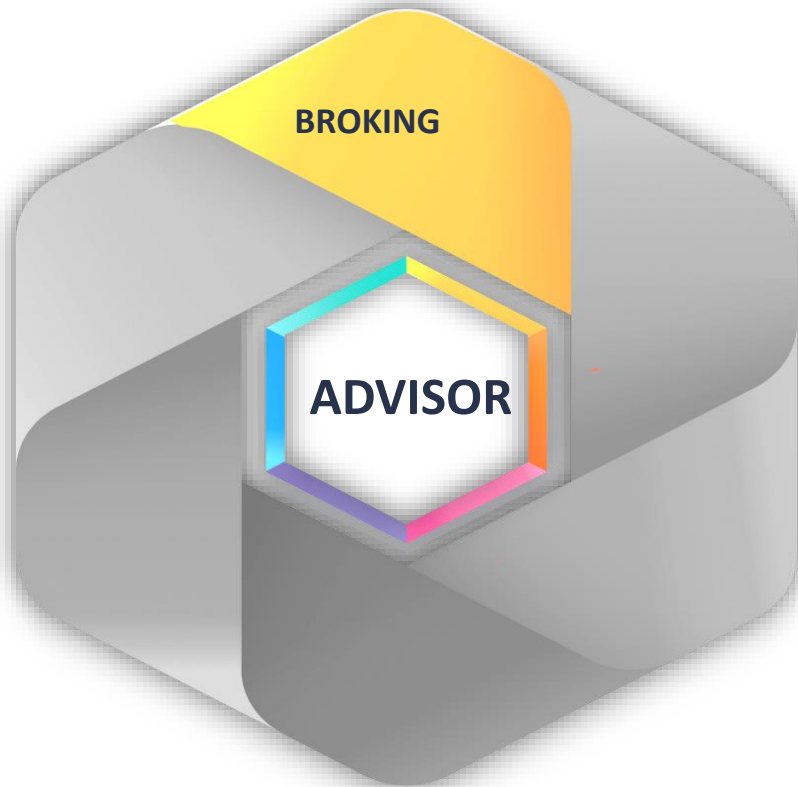
# Capital markets Clients characteristics - HNI and affluent class



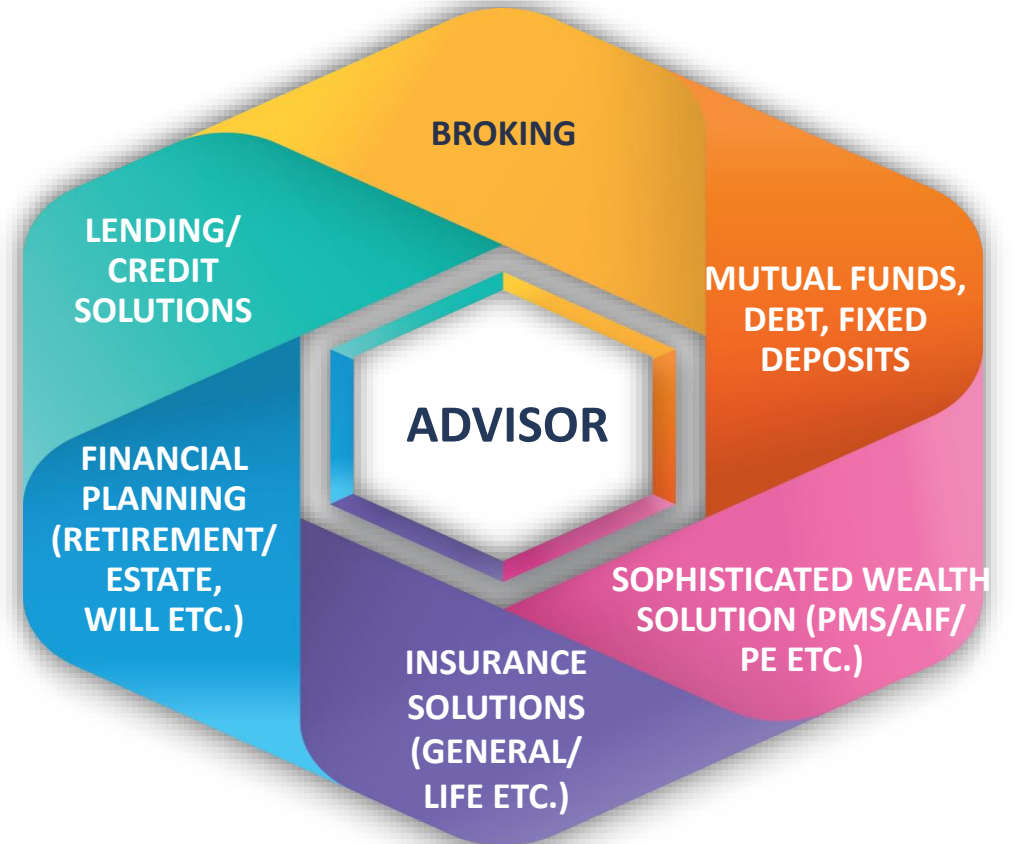
**Huge potential to Cross Sell distribution product. Strengthening leadership & managerial team would meaningful ramp up distribution business in next 3 years**

# Transition to Financial Services Advisory business model

Earlier – Broking approach



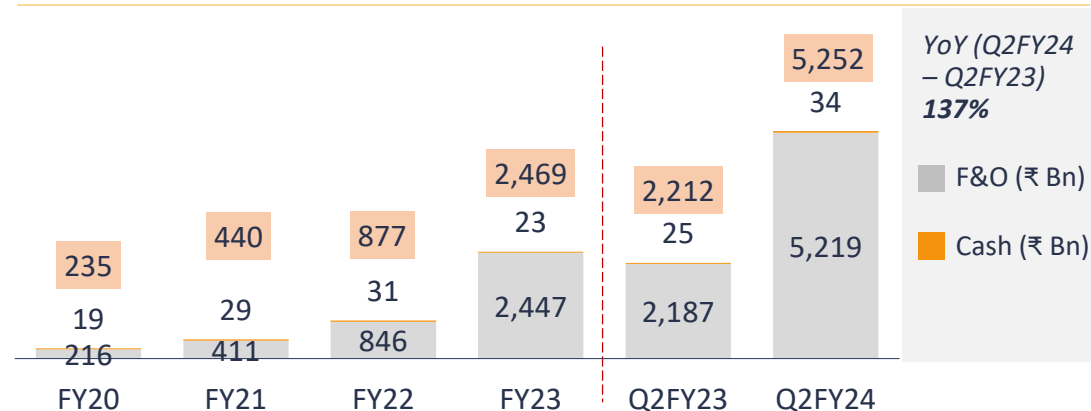
Now – Solution approach for clients financial needs



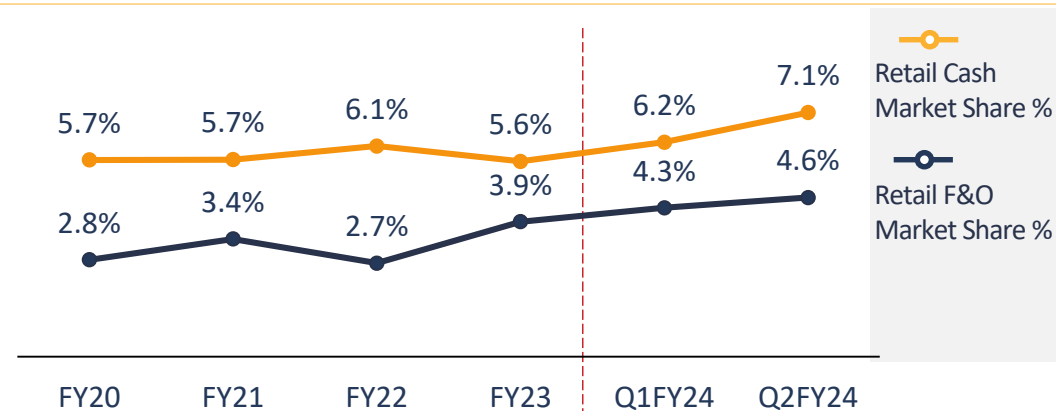
Incentives for advisors are aligned with focus on third party distribution

# Broking and Distribution – Gaining Market Share

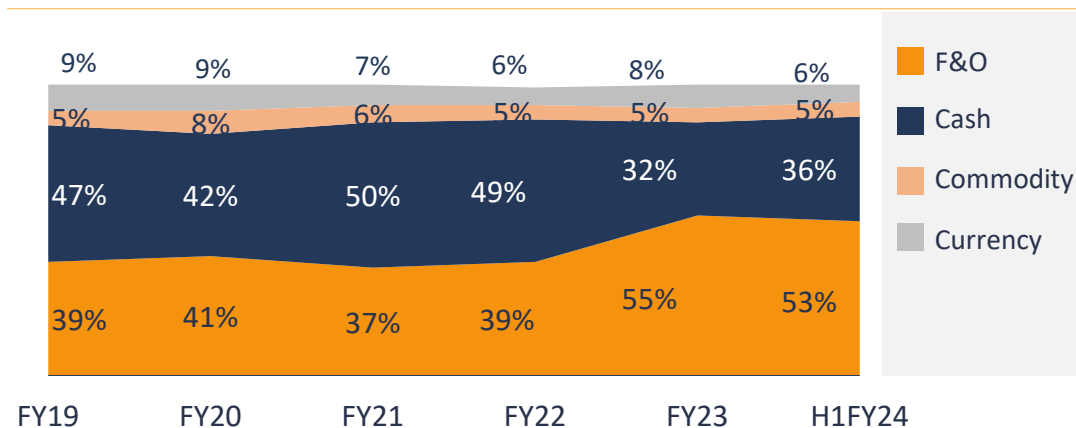
## ADTO continue to rise



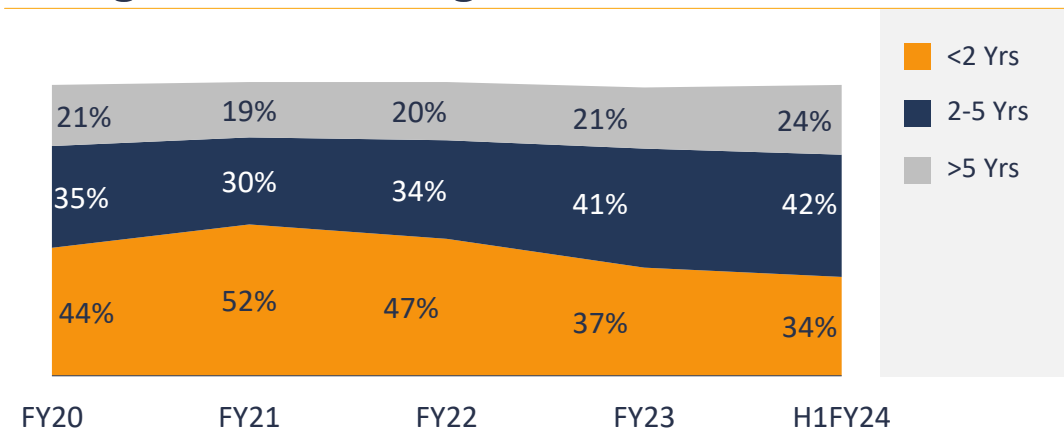
## Gaining F&O and Cash market share\*



## Retail brokerage mix



## Rising share of vintage clients

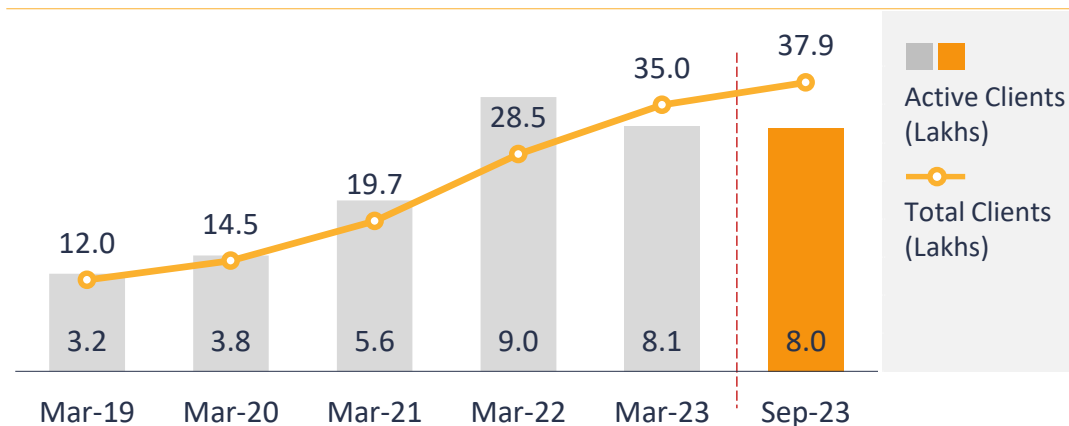


\*Retail cash segment market share is now being calculated considering the retail turnover data shared by NSE.

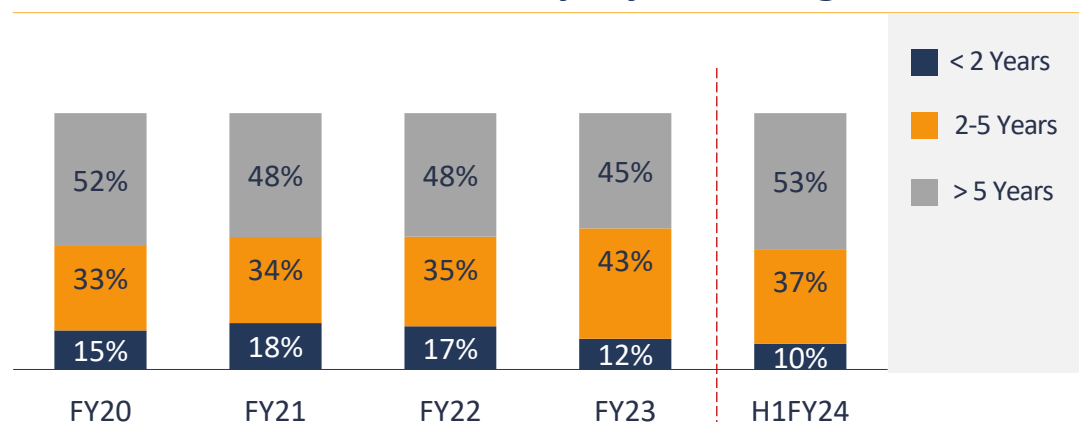


# Broking and Distribution – Emphasis on Revenue & Productivity

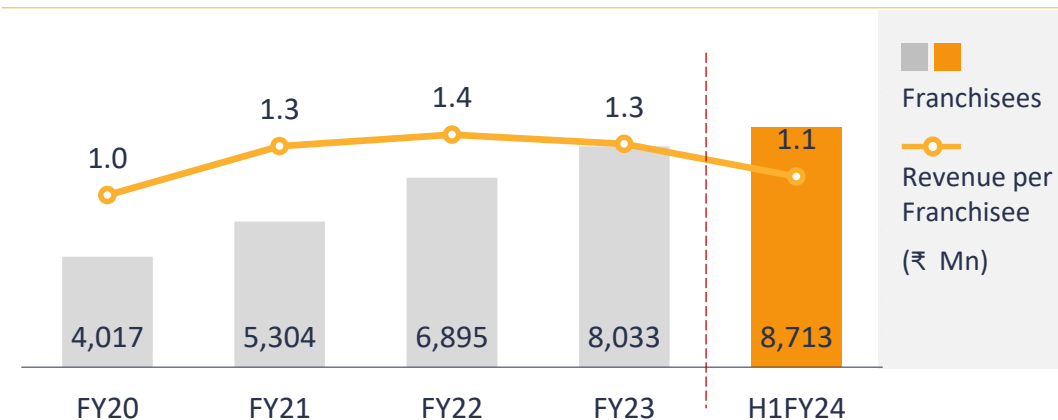
## Client Base



## 53% revenue contributed by 5 yrs+ vintage Franchisees

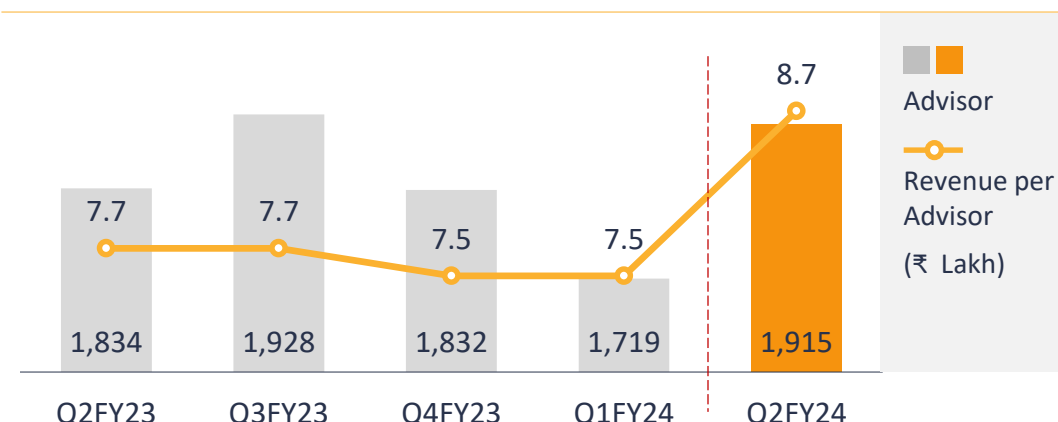


## Franchisee Productivity



\*Decrease in Franchisee productivity was due to addition of new franchisee

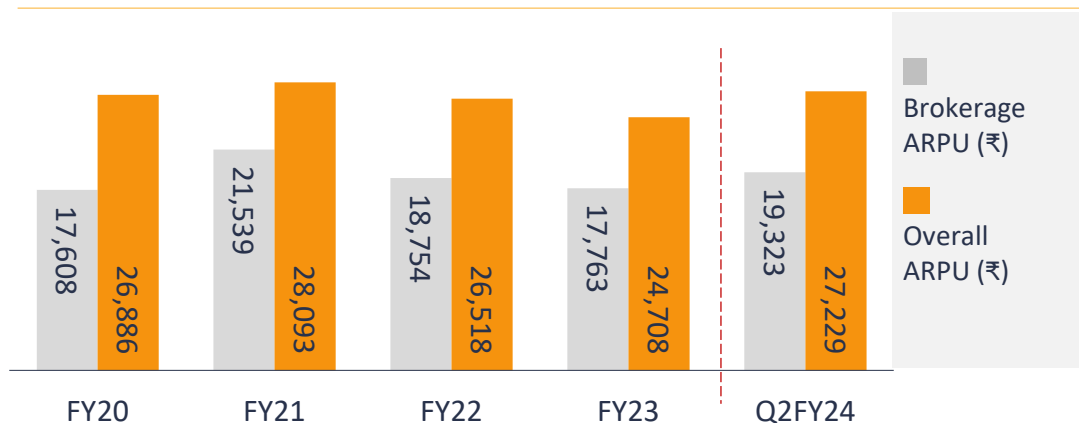
## Advisor Productivity



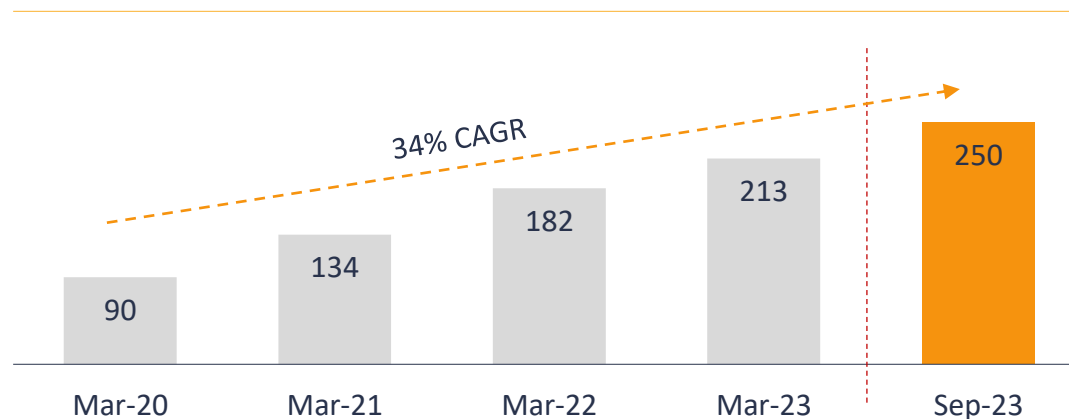
\*Advisor Count and Productivity for Direct Channels  
Revenue includes only Gross Brokerage

# Broking and Distribution – Large client assets under advice

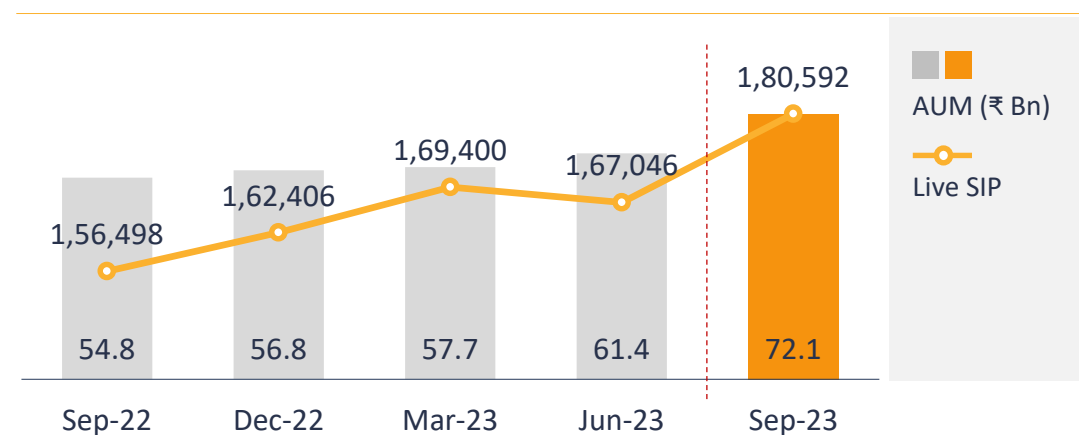
## One of the Highest ARPUs in the industry



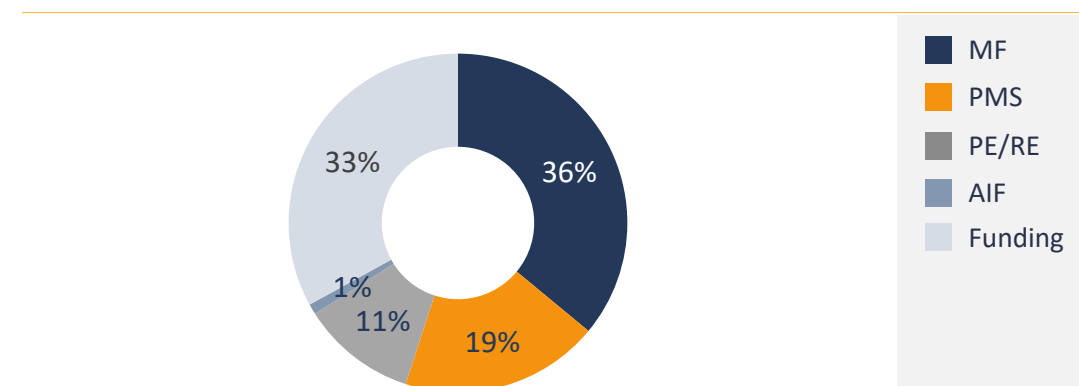
## Rising Distribution (Mass Affluent) AUM (₹ Bn)



## MF AUM and Live SIP Count

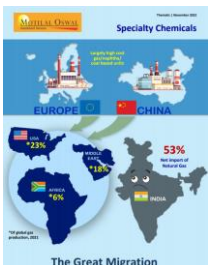


## ARR AUM Mix



# Capital Markets

## INSTITUTIONAL EQUITIES



- Focus driven differentiated research products with 250+ companies covering 21 sectors, catering to 830+ institutional clients.
- Strong focus on Offshore as FII activity picks up.
- Good pipeline of empanelment across geographies.
- Successfully organized BFSI Emerging Star and Retail Day Conferences
- Institutional team wins big in Asiamoney poll 2022.
- Ranked
  - #1 Corporate Access Team
  - #1 Sales Person,
  - #2 Overall Sales,
  - #2 Execution Team and
  - #3 Domestic Brokerage

## INVESTMENT BANKING



IPO  
₹6.1 Bn



Buyback  
₹10.2 Bn



Block Deal  
₹3.1 Bn



QIP  
₹10.0 Bn



Buyback  
₹0.6 Bn



IPO  
₹12.0 Bn



Block Deal  
₹8.4 Bn



IPO  
₹4.9 Bn

Senior Management hiring expect to improve share in IB league table

# Asset and Wealth Management

**₹ 551 Bn**

AMC AUM; +18%  
YoY

**35%**

Alternates share in  
AMC

**₹ 98 Bn**

PE & RE Fee Earning  
AUM

**₹ 734 Bn**

Wealth AUM; +91%  
YoY

**₹ 23 Bn**

Wealth Net Sales in  
Q2FY24; +66% YoY

PARTICULARS (₹ Mn)	Q2FY24	Q2FY23	YoY (%)	Q1FY24	QoQ (%)	H1FY24	H1FY23	YoY (%)
<b>Total Revenues</b>	<b>2,532</b>	<b>2,338</b>	<b>8%</b>	<b>2,430</b>	<b>4%</b>	<b>4,962</b>	<b>4,530</b>	<b>10%</b>
• AMC	1,501	1,433	5%	1,376	9%	2,877	2,831	2%
• PE & RE	461	391	18%	411	12%	871	710	23%
• Wealth	571	514	11%	643	-11%	1,213	990	23%
<b>Total Expense</b>	<b>1,618</b>	<b>1,439</b>	<b>12%</b>	<b>1,554</b>	<b>4%</b>	<b>3,172</b>	<b>2,844</b>	<b>12%</b>
• Employee Expense	742	583	27%	729	2%	1,471	1,158	27%
• Commission Expense	554	540	3%	551	0%	1,105	1,128	-2%
• Other Expense	322	317	2%	274	18%	597	558	7%
PBT	914	898	2%	876	4%	1,790	1,686	6%
<b>PAT</b>	<b>682</b>	<b>669</b>	<b>2%</b>	<b>657</b>	<b>4%</b>	<b>1,339</b>	<b>1,252</b>	<b>7%</b>

- AMC AUM stood at ₹ 551 bn, up 18% YoY/7% QoQ with MF AUM at ₹ 358 bn and Alternates AUM at ₹ 191 bn.
- During Q2FY24, AMC active equity net sales have materially turned positive after 3.5 years.
- Net Sales of MF turned positive backed by top quartile performance across schemes like Midcap, LMC & BAF.
- In Alternate assets, 16 out of 19 schemes have outperformed the benchmark.
- Added 210k new SIPs in Q2FY24, up 74% YoY/64% QoQ.
- SIP flows of Rs 647 cr in Q2FY24, up 91% YoY.
- Added net 39 Wealth RMs in last 6 months resulting into higher employee expense.
- Investments in RM has brought down operating margin to 25% compared to historical trend of 45%. Expect to recoup margins in coming years
- Launched 6<sup>th</sup> Real Estate Alternate fund with a fund size of ₹ 20 bn in Q2FY24

# Reorientation of MOAMC Investment thesis

**Focus on “High Quality, High Growth” Investments**



## QGLP PHILOSOPHY

Disciplined investing following QGLP investment process. AMC house theme representation across portfolio with sufficient flexibility to FMs to invest outside house theme

## STRONG IDEATION

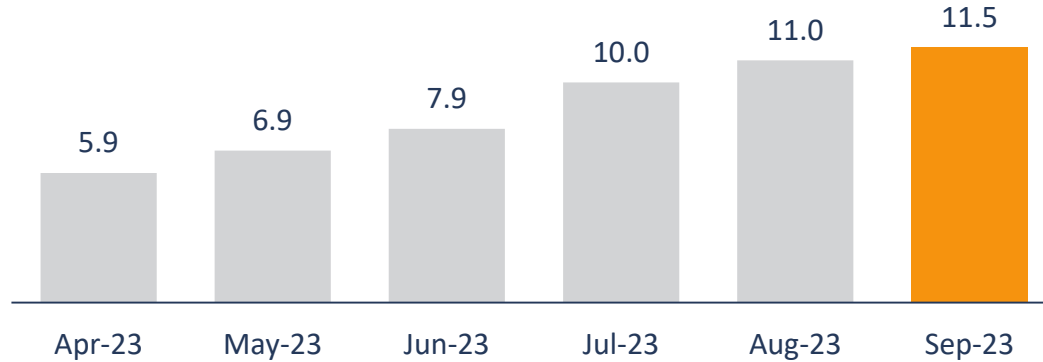
Equity Idea powerhouse where insights accumulated across asset management, private equity, institutional equity and investment banking businesses through 75+ research professionals

## RISK MANAGEMENT

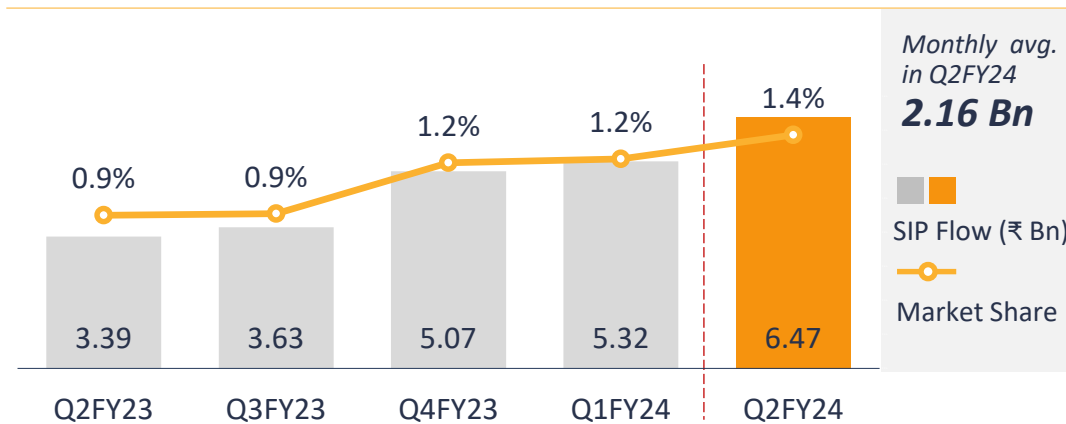
Framework laid down across parameters including stock weightage, sector sizing, diversification, profit taking / stop loss and stringent liquidity requirements

# Asset Management

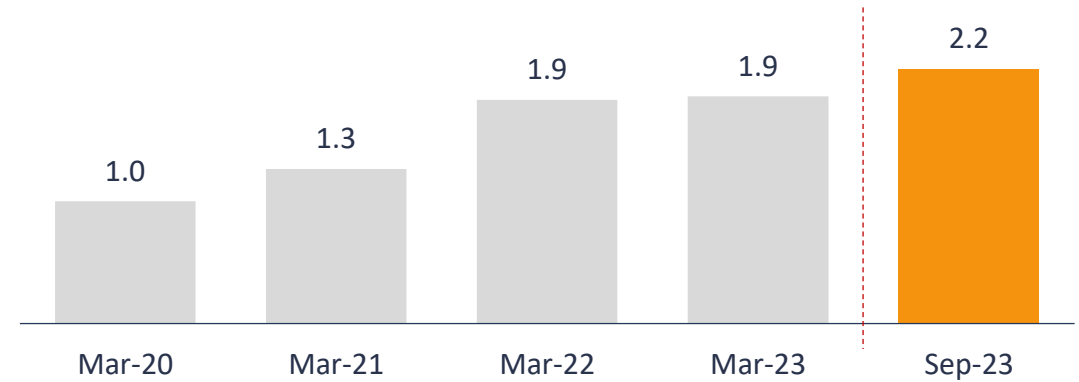
## Robust growth in AMC Gross Sales (₹ Bn)



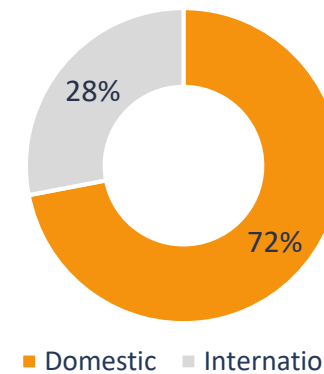
## AMC MF SIP flows



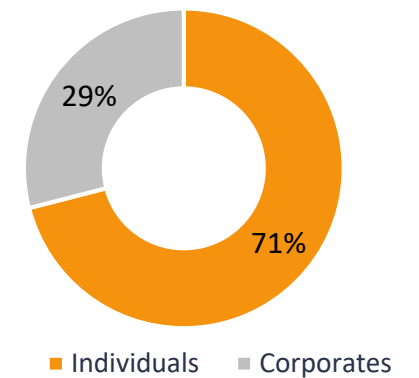
## AMC MF Folios (in mn)



## High Share of International MF



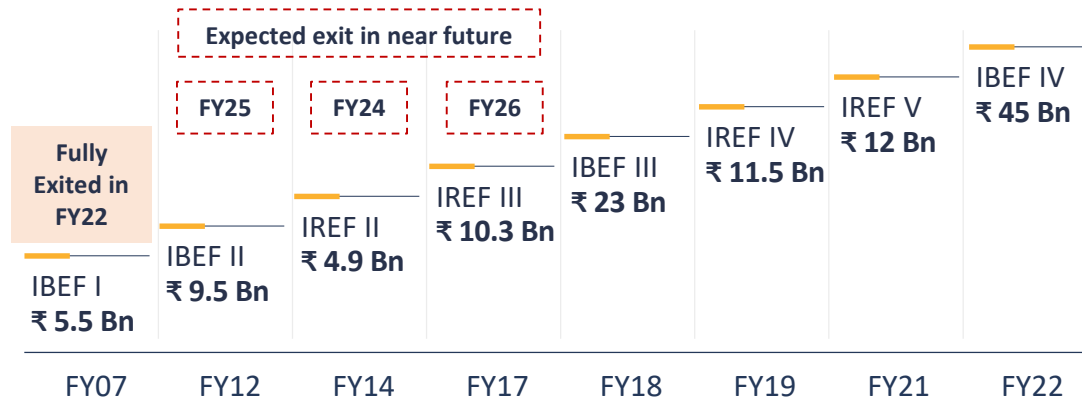
## High Share of Individuals



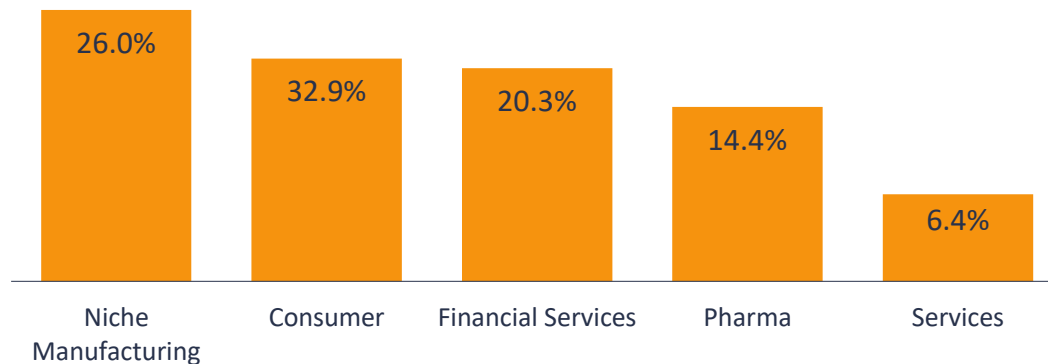


# Private Equity & Real Estate Funds

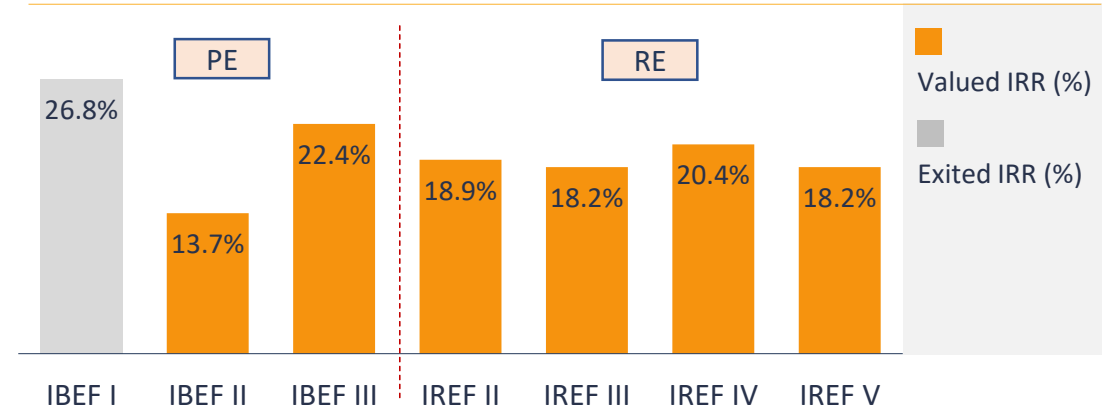
## Successful launch of PE & RE Funds over years



## Investments spread across sectors

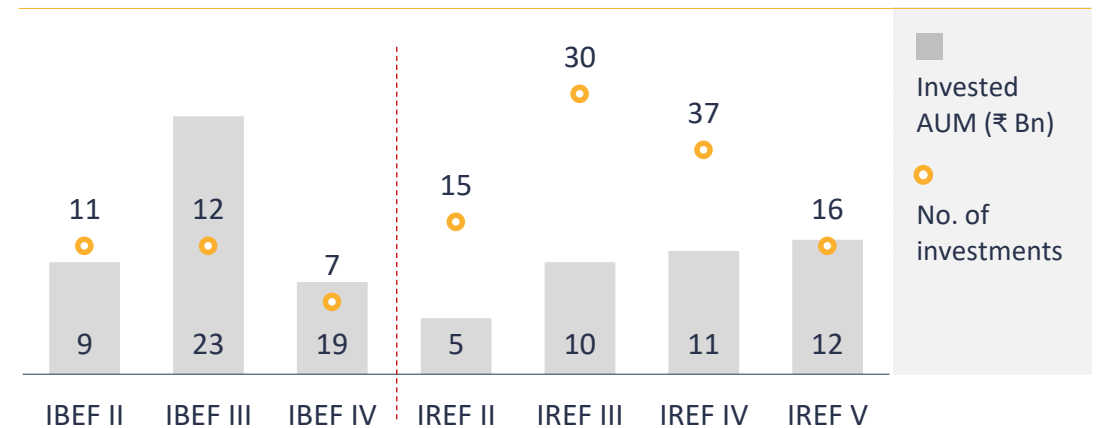


## PE & RE Fund Level IRR



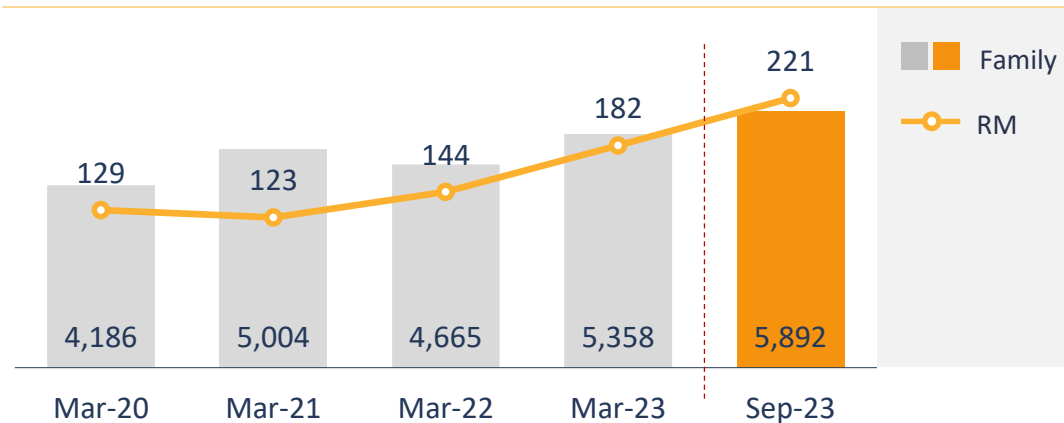
\*Valuations are done on half yearly basis

## PE & RE Investments



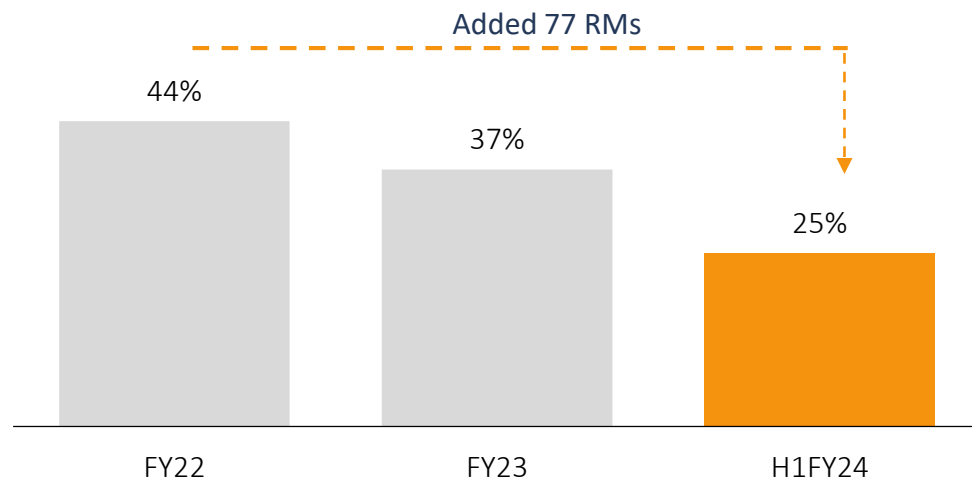
# Wealth Management

## Continued traction in RM addition

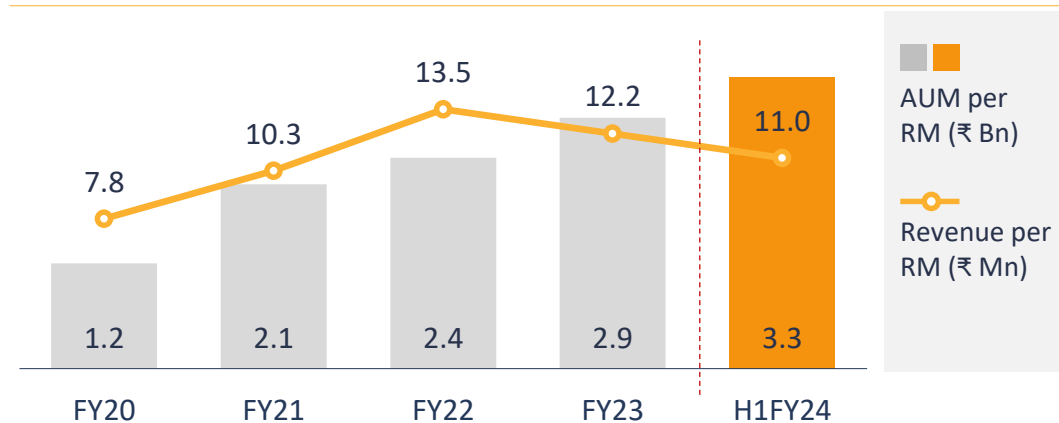


\* excl. Custody AUM

## Investment in RMs impacted margin

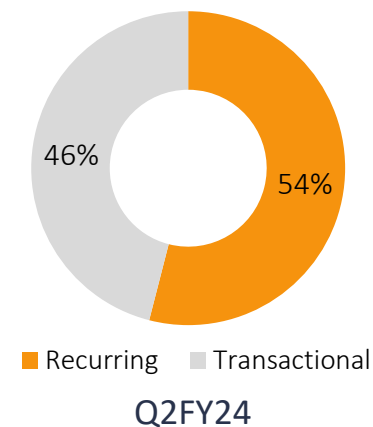


## RM Productivity

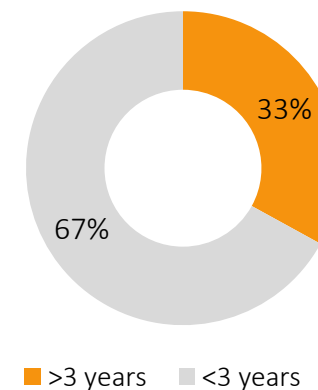


Productivity is impacted due to net hiring of 39 RM during H1FY24

## Revenue Mix



## RM Vintage



# Focus on building recurring revenue...

Particulars	Closing AUM/Loan Book (₹ Bn)			Net Yield/NIM			Net Revenue (₹ Mn)		
	Q2FY24	Q1FY24	Q2FY23	Q2FY24	Q1FY24	Q2FY23	Q2FY24	Q1FY24	Q2FY23
Asset Management	551	515	467	0.74%	0.77%	0.82%	1005	904	957
Wealth Management*	468	441	384	0.48%	0.56%	0.50%	553	593	440
Private Equity	98	99	85	1.67%	1.40%	1.61%	412	353	346
<b>Total Asset and Wealth Management</b>	<b>1,117</b>	<b>1,056</b>	<b>863</b>	<b>0.71%</b>	<b>0.74%</b>	<b>0.77%</b>	<b>1,970</b>	<b>1,828</b>	<b>1,743</b>
Distribution Assets	250	223	201	0.79%	0.74%	0.72%	465	403	350
Margin & Debtors Funding Book	67	66	37	5.75%	4.95%	6.49%	982	658	523
Housing Finance	37	37	36	8.27%	8.00%	8.32%	773	755	743

\*Wealth Management figures are excluding custody assets

# Strong ARR across Capital market & Asset and Wealth Management

Particulars (₹ Mn)	Q2FY24	Q2FY23	YoY%	Q1FY24	QoQ %
<b>Annual Recurring Revenue (ARR)</b>	<b>3,413</b>	<b>2,743</b>	<b>24%</b>	<b>2,951</b>	<b>16%</b>
Asset Management Fees	1,325	1,237	7%	1,215	9%
Wealth & Distribution	456	390	17%	375	22%
Net Interest Income	1,339	861	56%	1,129	19%
Other operating income	292	256	14%	232	26%
<b>Transaction Bearing Revenue (TBR)</b>	<b>3,353</b>	<b>2,759</b>	<b>22%</b>	<b>2,981</b>	<b>12%</b>
Brokerage	2,784	2,266	23%	2,038	37%
Wealth & Distribution	325	313	4%	485	-33%
Other operating income	244	180	36%	458	-47%
<b>ARR as % of Net Revenue*</b>	<b>50%</b>	<b>50%</b>		<b>50%</b>	
<b>ARR Assets (₹ Bn.)</b>	<b>1,011</b>	<b>815</b>	<b>24%</b>	<b>910</b>	<b>11%</b>
Retention	1.35%	1.35%		1.30%	

\*Excludes Revenue from IE, IB & HFC businesses

# Home Finance

**₹ 37.6 Bn**

AUM as on Sep-23

**~2.0 Bn**

Disbursements in Q2FY24

**7.7%**

NIM in Q2FY24

**8.0%**

Incremental COF in Q2FY24

**3.1%**

ROA in H1FY24

PARTICULARS (₹ Mn)	Q2FY24	Q2FY23	YoY (%)	Q1FY24	QoQ (%)	H1FY24	H1FY23	YoY (%)
Interest Income	1,374	1,281	7%	1,378	0%	2,752	2,495	10%
Interest Expense	601	538	12%	623	-4%	1,224	1,044	17%
<b>Net Interest Income (NII)</b>	<b>773</b>	<b>743</b>	<b>4%</b>	<b>755</b>	<b>2%</b>	<b>1,528</b>	<b>1,451</b>	<b>5%</b>
<b>Total Income</b>	<b>826</b>	<b>782</b>	<b>6%</b>	<b>811</b>	<b>2%</b>	<b>1,637</b>	<b>1,532</b>	<b>7%</b>
Operating Cost	369	302	22%	336	10%	706	587	20%
- Employee Cost	267	214	25%	255	5%	522	432	21%
- Other Cost	102	87	17%	81	25%	183	154	19%
<b>Operating Profit</b>	<b>457</b>	<b>480</b>	<b>-5%</b>	<b>474</b>	<b>-4%</b>	<b>931</b>	<b>945</b>	<b>-1%</b>
Provisioning	29	48	-40%	95	-69%	124	87	43%
PBT	428	432	-1%	380	13%	807	858	-6%
<b>PAT</b>	<b>328</b>	<b>334</b>	<b>-2%</b>	<b>286</b>	<b>14%</b>	<b>614</b>	<b>656</b>	<b>-6%</b>

- Retail disbursement grew by 53% QoQ to ₹ 1.43 bn
- Yield on advances increased to 14.2%, up 30 bps YoY and spread maintained at 6.0%.
- Strengthening our Sales RM team. Hired net 187 Sales RM during Q2FY24
- Focus on improving productivity through improvement in TAT and Approval ratio
- 80% of logins are approved within 2 days
- Net gearing stood at 2.0x, CRAR remained robust at 52%.
- **New leadership across senior management**
- **Building blocks are in place, expect strong QoQ ramp up in disbursements and AUM growth in the next 3 years**

# Home Finance - Experienced Leaders



**Chief  
Executive  
Officer**

**Sukesh Bhowal** has a rich experience of 27 years in Business Management, Sales & Distribution, Retail Lending, Mortgage Lending, Real Estate Lending and Retail Banking. He was associated with DCB Bank, where he headed the Mortgages, Micro-Mortgages, Construction Finance and Gold Loans segments and was responsible for starting and scaling up these businesses. He was also associated with HDB Financial Services, Citibank and HSBC. Sukesh has strong academic credentials of Bachelor of Technology from IIT Bombay and PGDM in Finance & Marketing from IIM Lucknow.



**Chief  
Operating  
Officer**

**Shobhit Doru** has a rich experience of 25 years in Sales, Product, Strategy and Analytics in Mortgage, SME Lending and LAP product. Previously, he was associated with Bajaj Finserv, where he was Head-Risk of the SME Business vertical. In his previous stints, he was also associated with Bajaj Housing Finance, Standard Chartered Bank and IDBI Bank. Shobhit has done an Accelerated Management Program at the Indian School of Business.



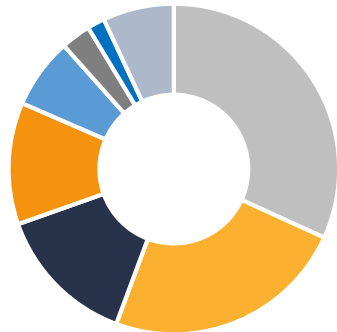
**Chief  
Business  
Officer**

**Rajesh Maiya** has a rich experience of 25 years in Sales & Distribution, Channel Management and Customer Service. Prior to joining MOHFL, he was associated with Aavas Financiers, where he was National Sales Manager and was responsible for developing and managing Home loan and LAP business. He was also associated with ICICI Bank in his previous stint. Rajesh has done PGDM from Mangalore University.



# Home Finance

## Product Mix



32%	New Purchase
24%	Self-Construction
14%	Construction Finance*
12%	Resale
07%	LAP
03%	Home Impr./Ext.
02%	Composite
07%	Others

## AUM by Ticket Size



07%	Up to 0.5 Mn
35%	0.5 – 1.0 Mn
31%	1.0 – 1.5 Mn
14%	1.5 – 2.0 Mn
09%	2.0 – 2.5 Mn
04%	Above 2.5 Mn

### Note:

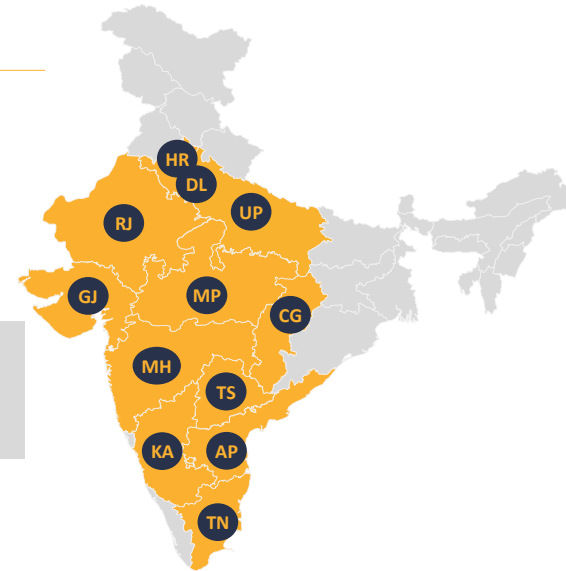
\*Construction Finance with Motilal Oswal Real Estate (MORE); lending to CAT A builders

## Geographic Reach

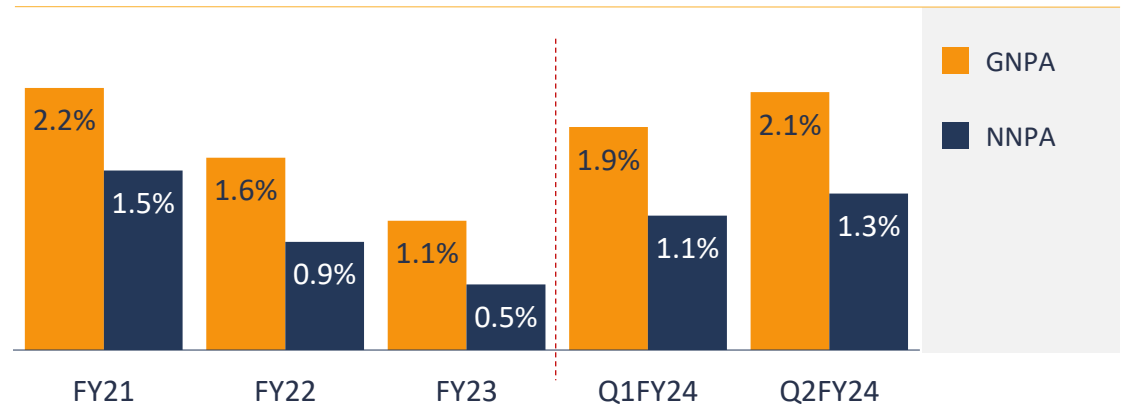
PRESENCE ACROSS  
111 LOCATIONS IN 12 STATES/UTS



133 Branch Sales  
Manager servicing the  
above locations



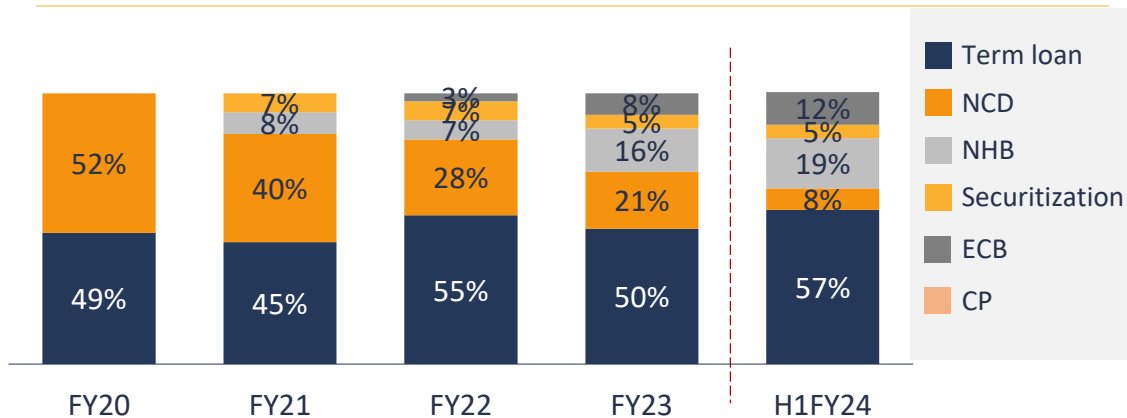
## GNPA and NNPA



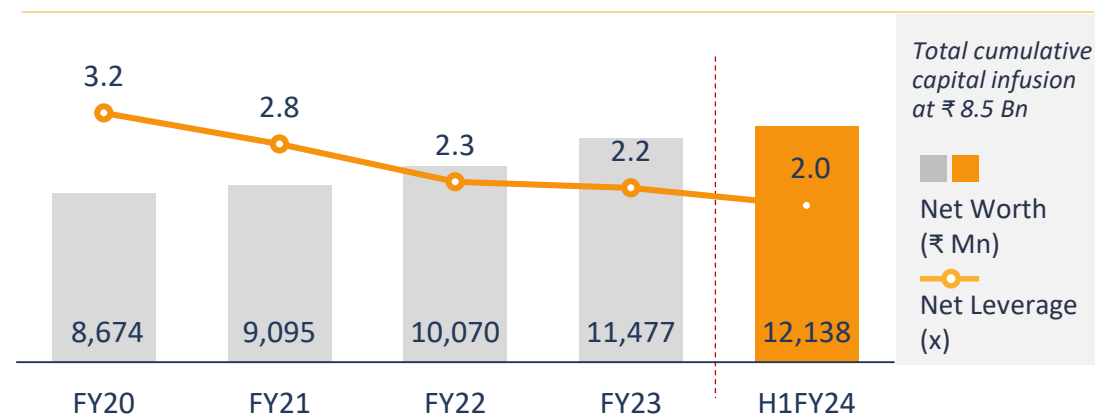
GNPA of new book (disbursements wef Apr 2018) is 0.9%

# Home Finance

## Diversified Liability Mix



## Net Worth and Net D/E



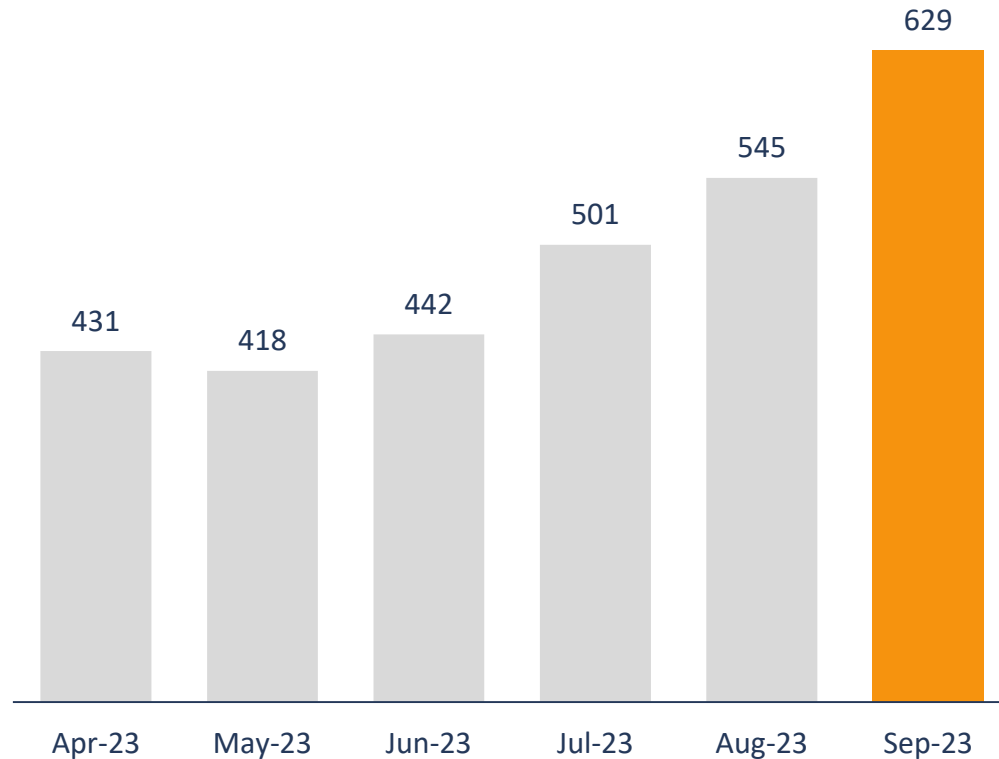
## Key Ratios

Parameters	H1FY24	H1FY23
Yield	14.4%	13.9%
COF	8.3%	7.9%
Spread	6.1%	6.1%
NIM	7.7%	7.8%
Cost/Income	42.8%	38.3%
ROA	3.1%	3.6%
ROE	10.6%	12.8%
CRAR	52.4%	50.4%

\*All ratios are annualized

# Home Finance – Focus on strengthening sales and improve productivity

## Strengthening Sales RM force



## Improving sales productivity

- Sales and lead management is now through digital mode with geo-tagging and geo-fencing capabilities
- 80% of disbursements are based on paperless eSign
- 80% of logins are approved within 2 days
- Login to sanction ratio improved to 42% in Q2FY24 vs 36% in Q1FY24
- Revamped sales distribution framework through dedicated team for small distributors, large distributors and direct sales
- Reoriented entire training framework with dedicated senior team.
- Plan to set up dedicated sales call centre to add digital business and improve sales efficiency

# Fund Based Investments

**₹ 54.7 Bn**

Total investments

**₹ 51.1 Bn**

Total equity investment including alternate funds

**17.5%**

Cumulative XIRR on total investments

**19.5%**

XIRR on PE/RE investments

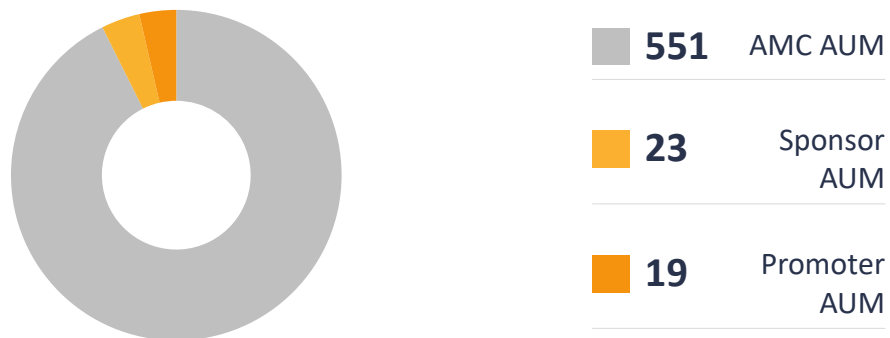
- Fund based book includes sponsor commitments cum investments in equity MF, PE funds, Real estate funds, AIF and strategic equity investments.
- Total equity investment including alternate funds was at ₹ 51.1 bn as of Sept-23, MTM of these gains are included in earnings under Ind-AS reporting.
- Cumulative XIRR on total investments is 17.5%, whereas XIRR on PE/RE investments stood at 19.5%.
- These investments have helped “seed” our new businesses, which are scalable, high-RoE opportunities. They also serve as highly liquid “resources” available for future investments in business, if required.

PARTICULARS (₹ Mn)	Q2FY24	Q2FY23	Q1FY24	H1FY24	H1FY23
<b>Revenues</b>	<b>2,952</b>	<b>3,205</b>	<b>3,356</b>	<b>6,308</b>	<b>1,642</b>
-MF/Alternates	1,768	3,092	3,262	5,030	1,645
-PE/RE	949	517	13	962	334
-Unlisted Shares/Others	235	-405	81	316	-337
<b>Expenses</b>	<b>232</b>	<b>214</b>	<b>219</b>	<b>451</b>	<b>338</b>
<b>PAT</b>	<b>2,427</b>	<b>2,795</b>	<b>2,828</b>	<b>5,256</b>	<b>1,234</b>
OCI	241	380	1,473	1,713	-104
<b>TCI</b>	<b>2,668</b>	<b>3,175</b>	<b>4,301</b>	<b>6,969</b>	<b>1,131</b>

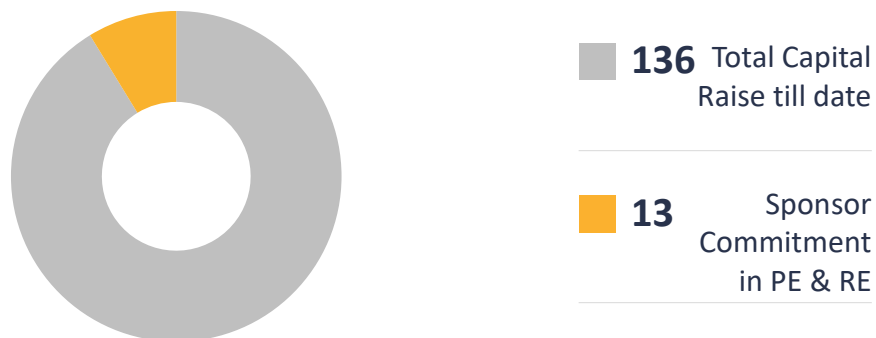
**Note:** Unlisted investments' (incl. PE/RE funds) are fair valued and recognized on half yearly basis

# Fund Based Investments – Skin in The Game

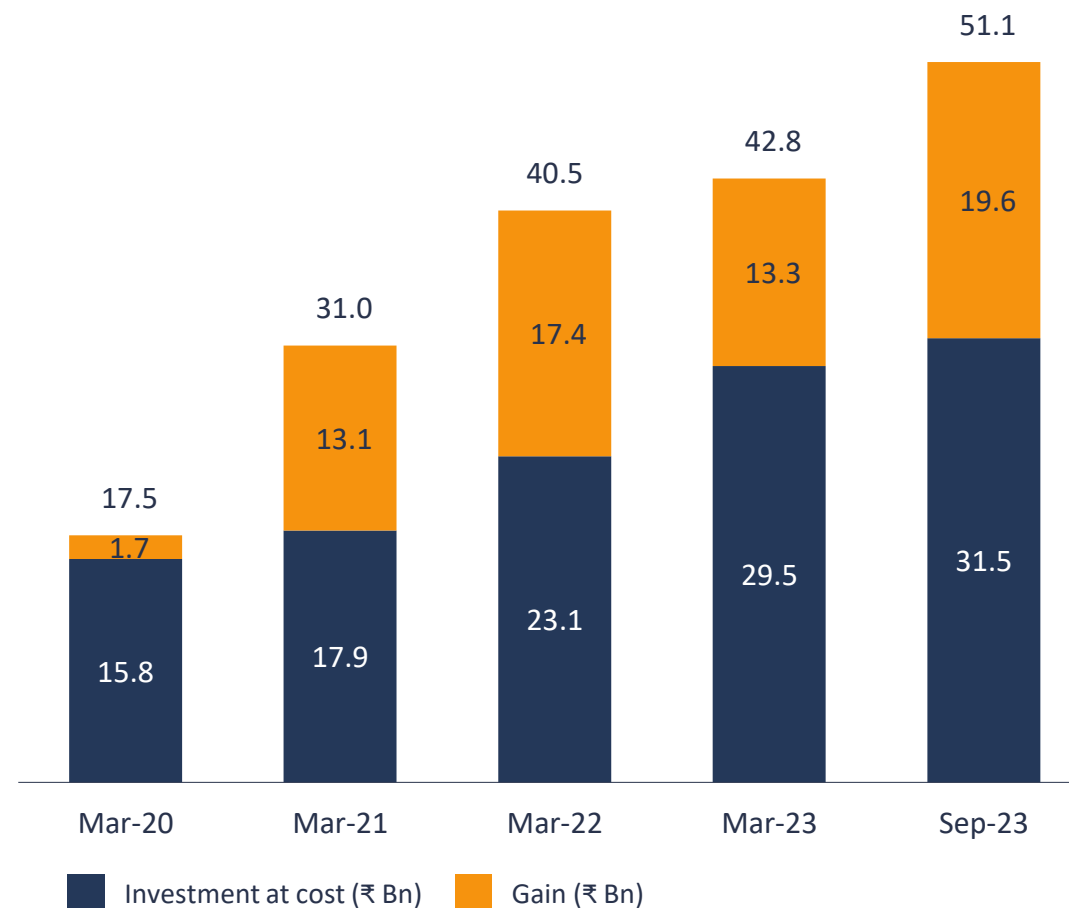
## Skin in the Game in AMC (₹ Bn)



## Skin in the game in PE & RE (₹ Bn)



## Strong Growth in investments over the years



# MOFSL - ESG Initiatives

CRISIL has assigned “**STRONG**” 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





# 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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