

# **Motilal Oswal Financial Services Ltd**

## **Earnings Presentation | Q4FY19 & FY19**

**Businesses building scale**

**Annuity revenue driving visibility**

**All biz offer huge headroom for growth**

## Consolidated Ex-Aspire financials as per Ind-AS

Particulars (Rs mn)	Q4FY19 Q4FY18 YoY (%)			Q3FY19 QoQ (%)		FY19	FY18	YoY (%)
Total Revenues	5,041	4,170	21%	4,774	6%	18,400	21,026	-12%
Operating expenses	1,274	1,473	-14%	1,062	20%	4,616	4,907	-6%
Personnel costs	1,135	1,190	-5%	1,112	2%	4,380	4,417	-1%
Other costs	441	557	-21%	556	-21%	1,989	2,025	-2%
Total costs	2,850	3,220	-11%	2,730	4%	10,986	11,349	-3%
<b>EBITDA</b>	2,191	950	131%	2,044	7%	7,414	9,677	-23%
Depreciation	45	96	-53%	49	-8%	195	311	-37%
Interest	262	331	-21%	264	-1%	1,147	1,186	-3%
PBT	1,883	522	260%	1,731	9%	6,073	8,180	-26%
<b>Reported PAT</b>	1,384	364	280%	1,346	3%	4,273	6,036	-29%
Total Comprehensive Income	1,328	236	463%	1,489	-11%	4,232	7,139	-41%

## Consolidated Ex-Apsire balance sheet as per Ind-AS

Particulars (Rs bn)	FY19	FY18
<b>Sources of Funds</b>		
Networth	31.0	27.9
Loan Funds	15.3	13.7
Minority Interest	0.2	0.1
Deferred tax liability	1.0	1.4
<b>Total Liabilities</b>	<b>47.6</b>	<b>43.1</b>
<b>Application of Funds</b>		
Fixed assets (net block)	2.9	2.9
Investment	34.9	34.5
Long term loans and Advances	6.7	8.1
Net current assets	3.2	-2.3
<b>Total Assets</b>	<b>47.6</b>	<b>43.1</b>



MOTILAL OSWAL



**For any query, please contact :**

**Shalibhadra Shah**

Chief Financial Officer

📞 91-22-71934917 / 9819060032

✉️ shalibhadrashah@motilaloswal.com

---

**Rakesh Shinde**

VP–Investor Relations

📞 91-22-71935510 / 9920309311

✉️ rakesh.shinde@motilaloswal.com