

Motilal Oswal Financial Services Ltd

Earnings Presentation | Q4FY20 & FY20

Businesses building scale

Annuity revenue driving visibility

All biz offer huge headroom for growth

Consolidated Ex-Aspire financials

Particulars (Rs mn)	Q4FY20	Q4FY19	YoY (%)	Q3FY20	QoQ (%)	FY20	FY19	YoY (%)
Total Revenues (Ex-MTM)	4,897	4,552	8%	4,637	6%	18,446	18,159	2%
Operating expenses	1,274	1,239	3%	1,213	5%	4,691	4,616	2%
Personnel costs	1,205	1,135	6%	1,175	3%	4,771	4,380	9%
Other costs	677	441	53%	565	20%	2,210	1,989	11%
Total costs	3,157	2,815	12%	2,953	7%	11,673	10,986	6%
EBITDA	1,741	1,737	0%	1,684	3%	6,773	7,173	-6%
Depreciation	93	45	105%	77	20%	329	195	69%
Interest	538	262	105%	342	57%	1,562	1,147	36%
PBT	1,110	1,430	-22%	1,265	-12%	4,882	5,832	-16%
Operating PAT (1)	801	928	-14%	934	-14%	3,596	3,898	-8%
MTM PAT	-3,509	457	-	558	-	-2,150	379	-
Reported PAT	-2,709	1,384	-	1,493	-	1,447	4,277	-66%
Total Comprehensive Income	-4,031	1,329	-	1,982	-	841	4,236	-80%

1. Operating PAT is excluding MTM on fund based investments

Consolidated Ex-Apsire balance sheet

Particulars (Rs bn)	FY20	FY19
Sources of Funds		
Net worth	30.9	31.0
Borrowings	15.9	16.0
Minority Interest	0.2	0.2
Deferred tax liability	0.0	1.0
Total Liabilities	47.0	48.2
Application of Funds		
Fixed assets (net block)	2.9	2.9
Investment	37.9	34.9
Long term loans and Advances	4.2	7.0
Net current assets	2.0	3.5
Total Assets	47.0	48.2



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