



Earnings Presentation

Q3FY24 & 9MFY24



**BUSINESSES
BUILDING SCALE**

**FOCUS ON SUSTAINABLE
GROWTH**

**ALL BIZ OFFER HUGE
HEADROOM FOR GROWTH**

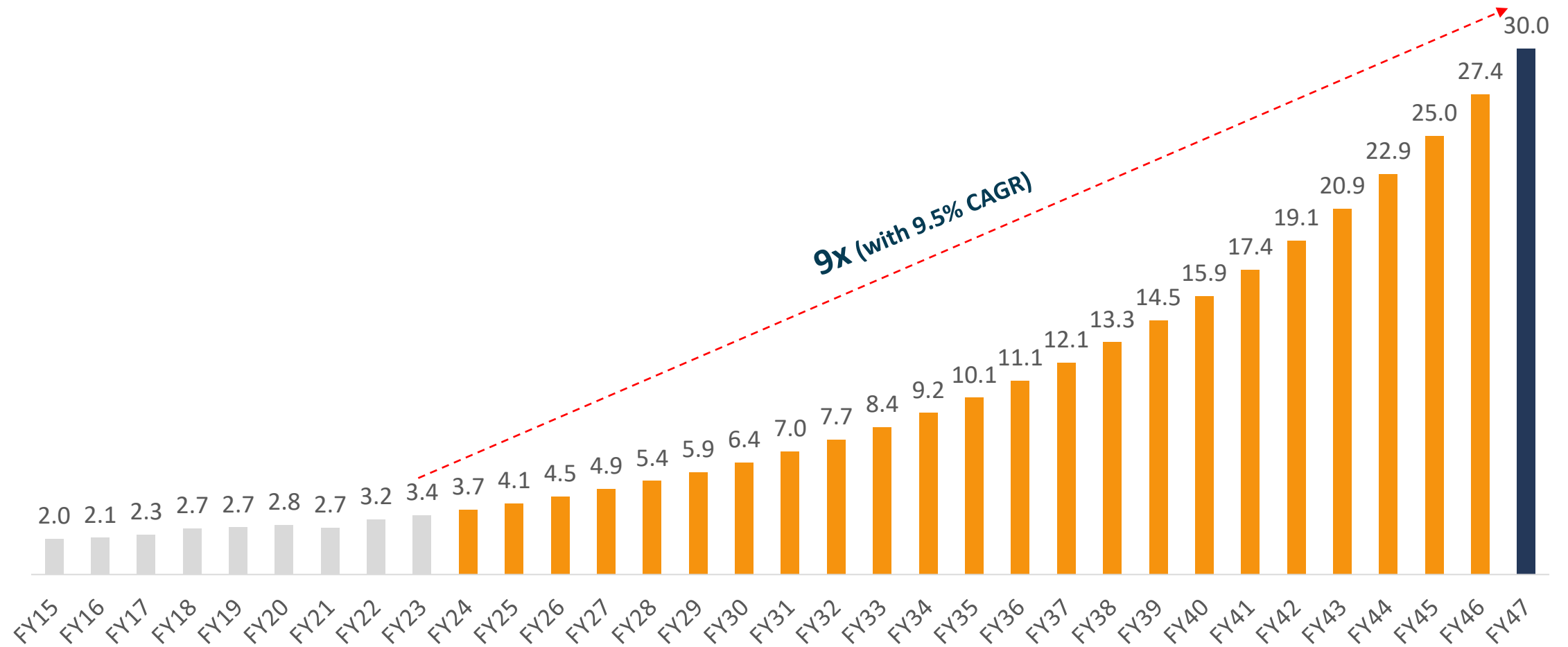
Motilal Oswal

- The Bigger Picture



GDP during Amrit Kaal to reach \$30tn mark

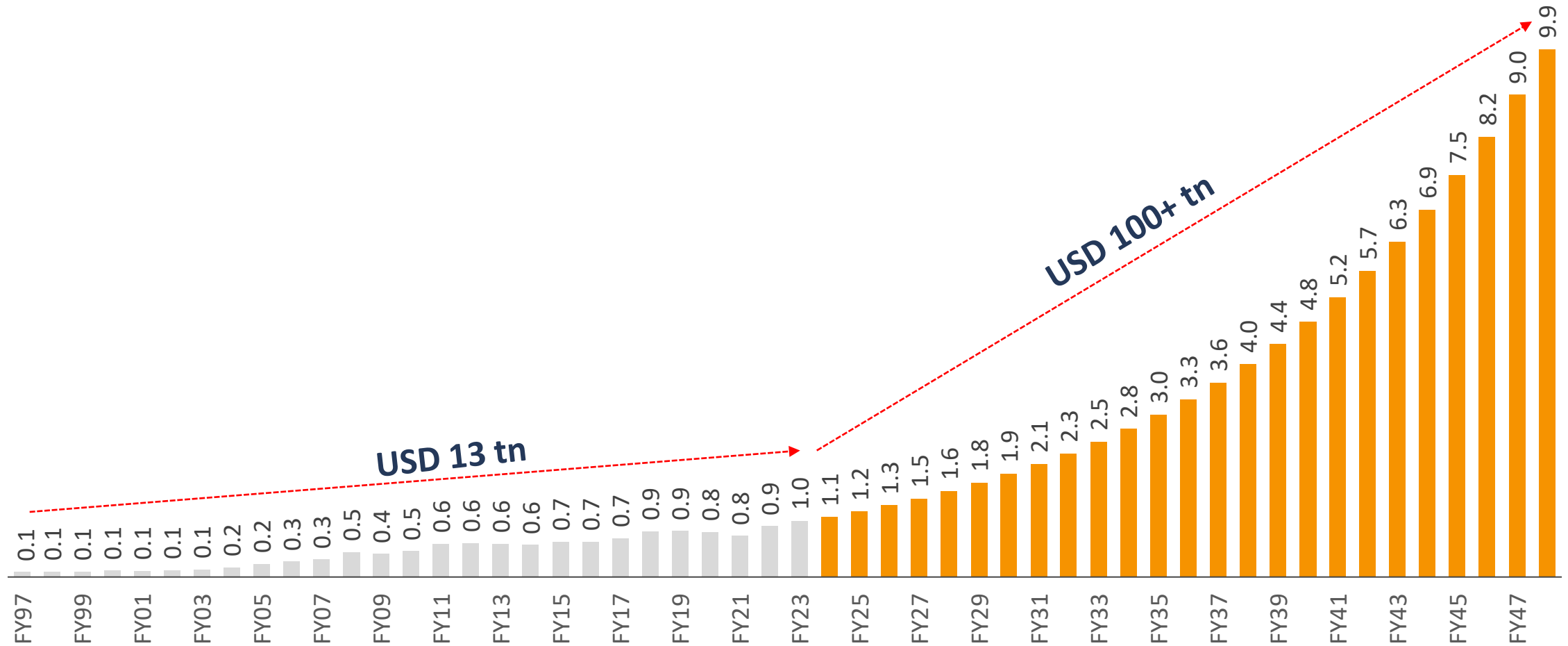
Gross Domestic Product (\$ Tn)



Source: As per internal estimate

Well positioned for the USD 100+ tn savings opportunity

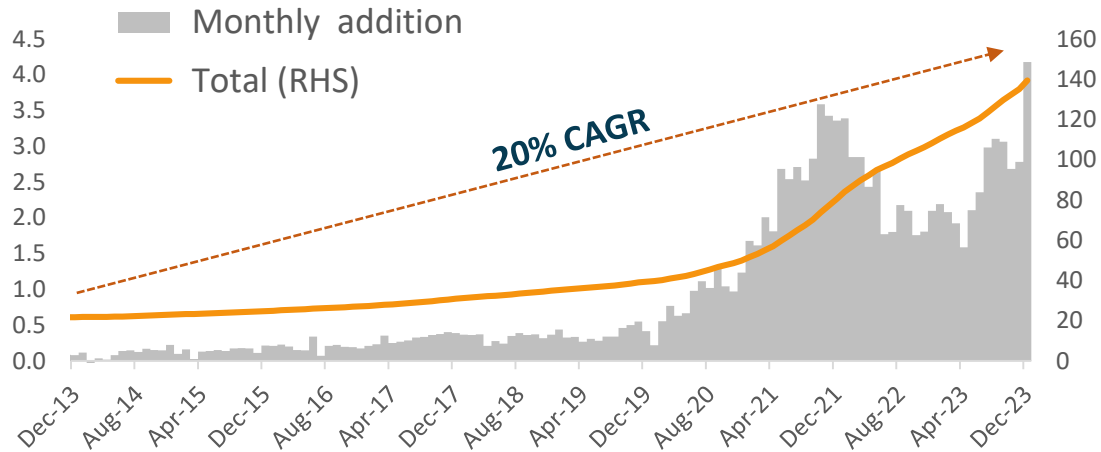
Gross Domestic Savings (USD tn)



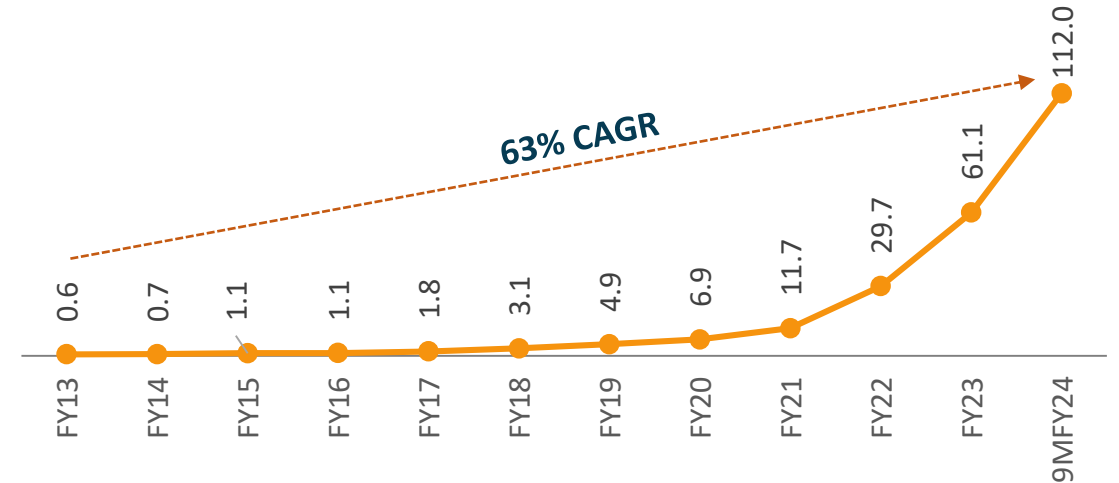
Source: Motilal Oswal Wealth Creation Study

Decadal strong growth, Next decade equally exciting

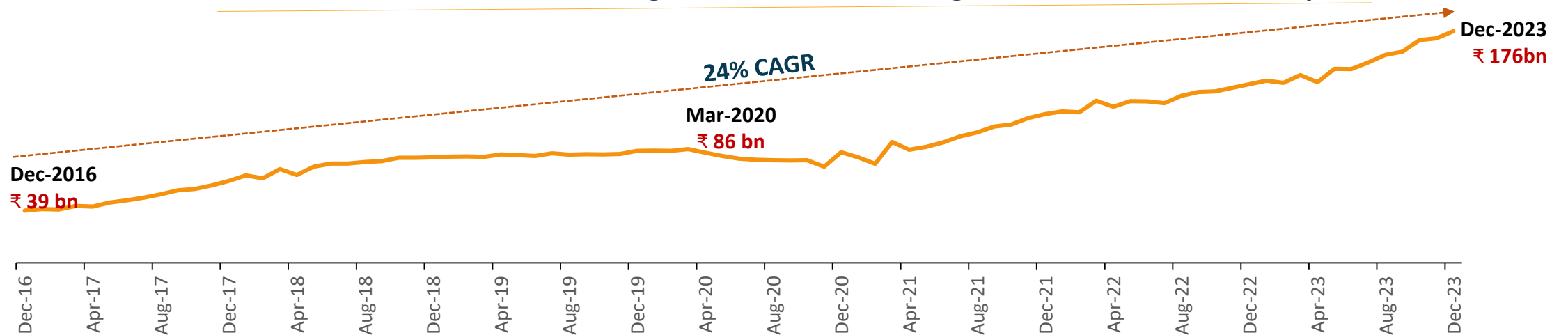
Demat Account grown at 20% CAGR in last 10 years (in Mn.)



Retail ADTO grown at 63% CAGR in last 10 years (₹ tn)

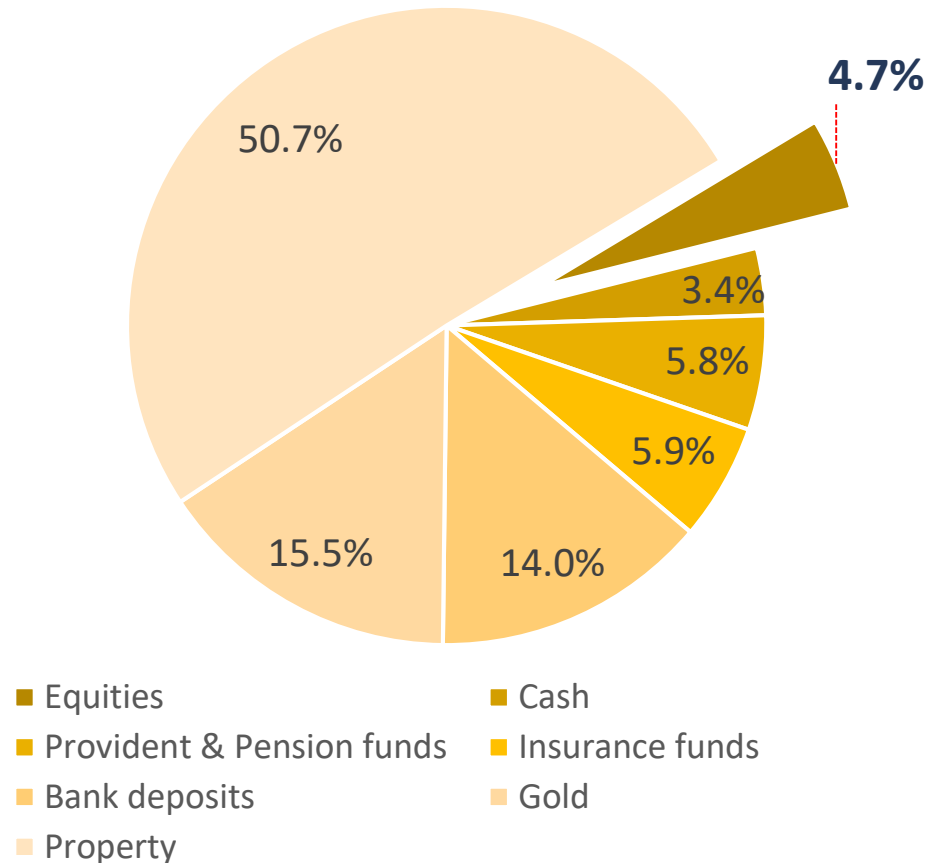


SIP flows on a relentless rise, making the markets resilient – grown at 24% CAGR in last 7 years

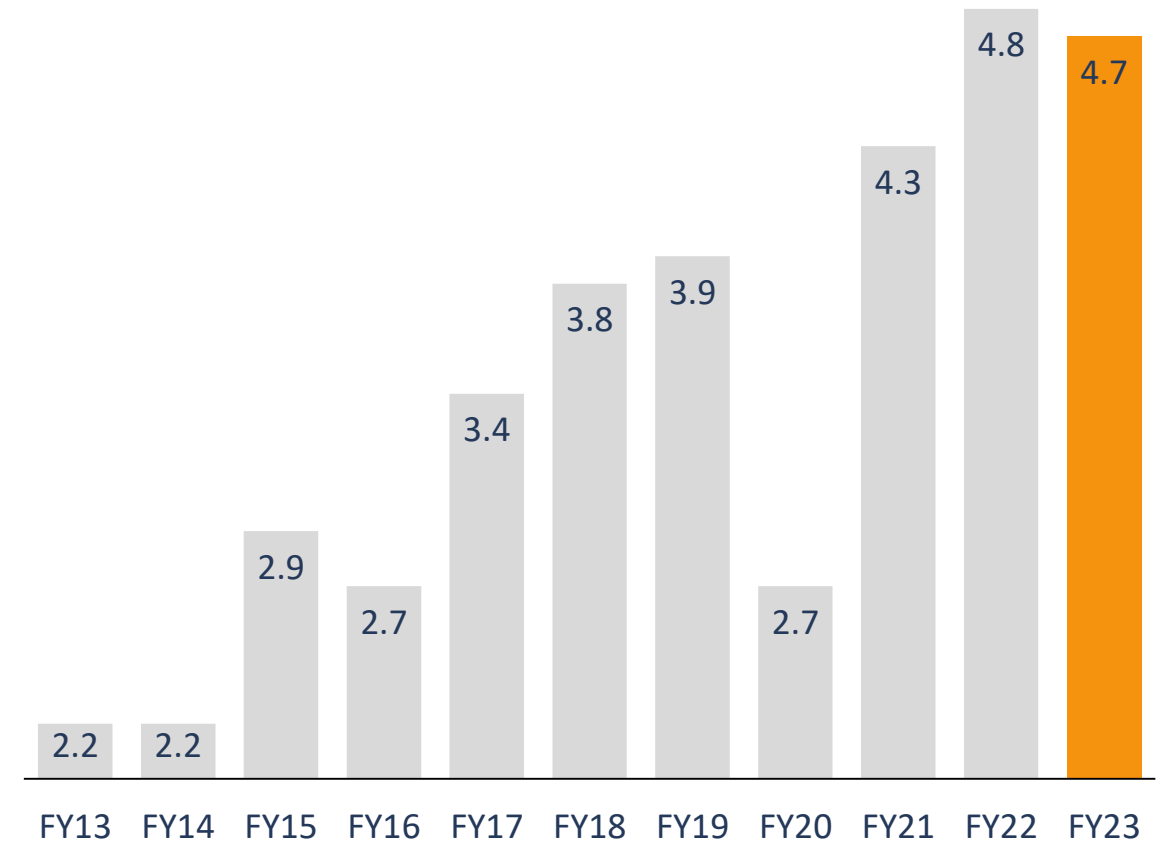


Financialization of Savings propelling equities

Total Indian Household assets \$ 11.1 Tn (FY23)



% of Household Assets in Equities



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

Source – Jefferies Report 2023

36-year 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

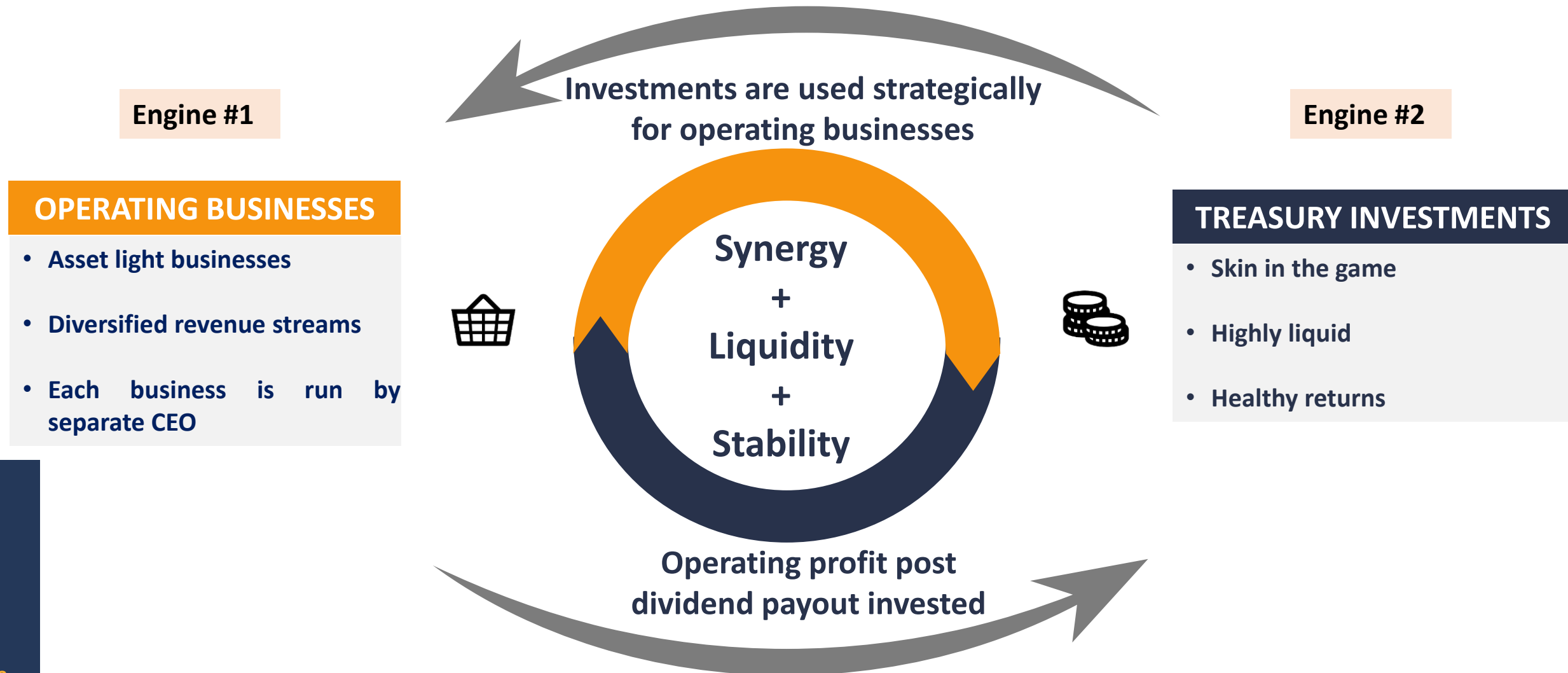


MOFSL gets inducted in the '**HALL OF FAME**' at the CNBC 10th Financial Advisor Awards 2019

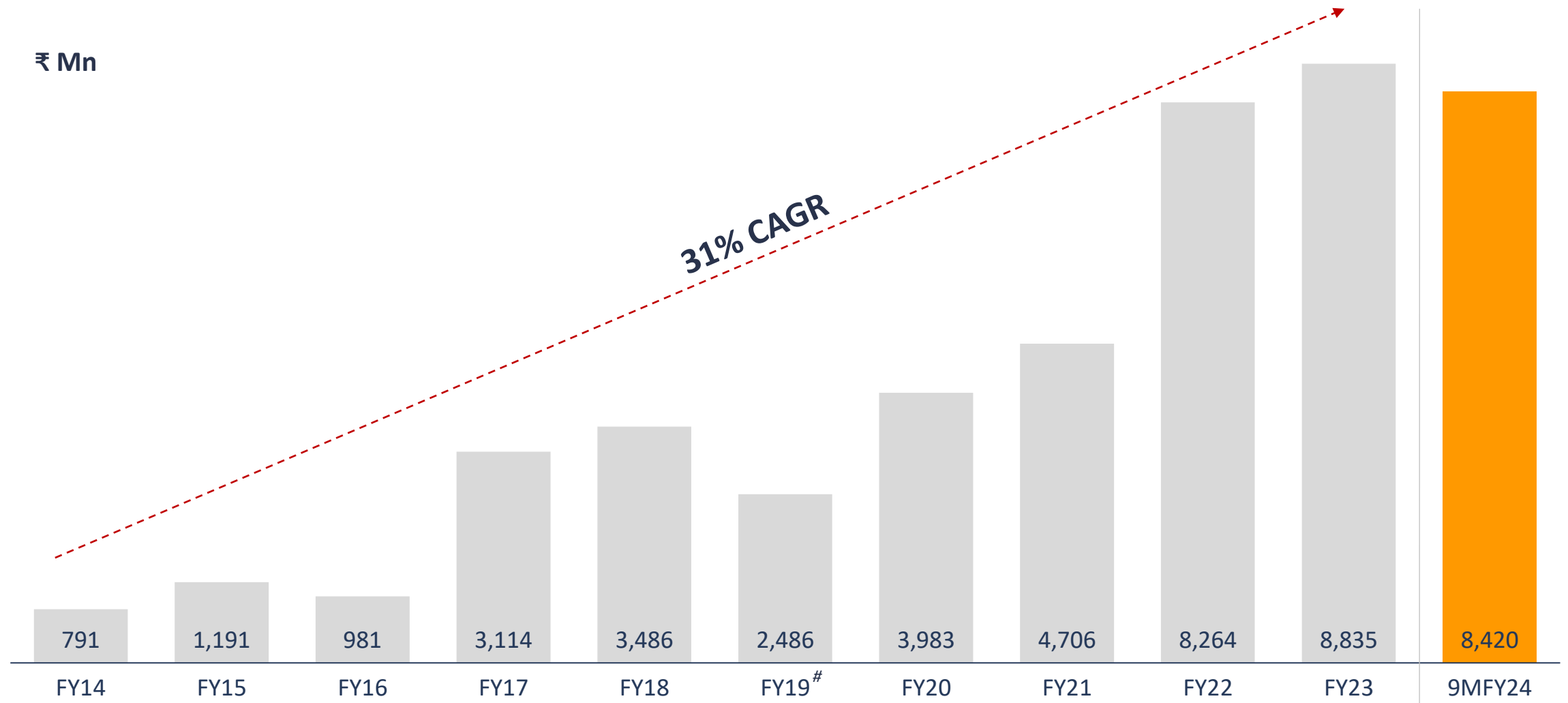
MOFSL certified as '**Great Place to Work**' by GPTW® - INDIA continues for 6 years



Double Engine Model – Operating Business+Active Investments Book



Engine #1 – Operating Business PAT



All nos. are excluding carry income

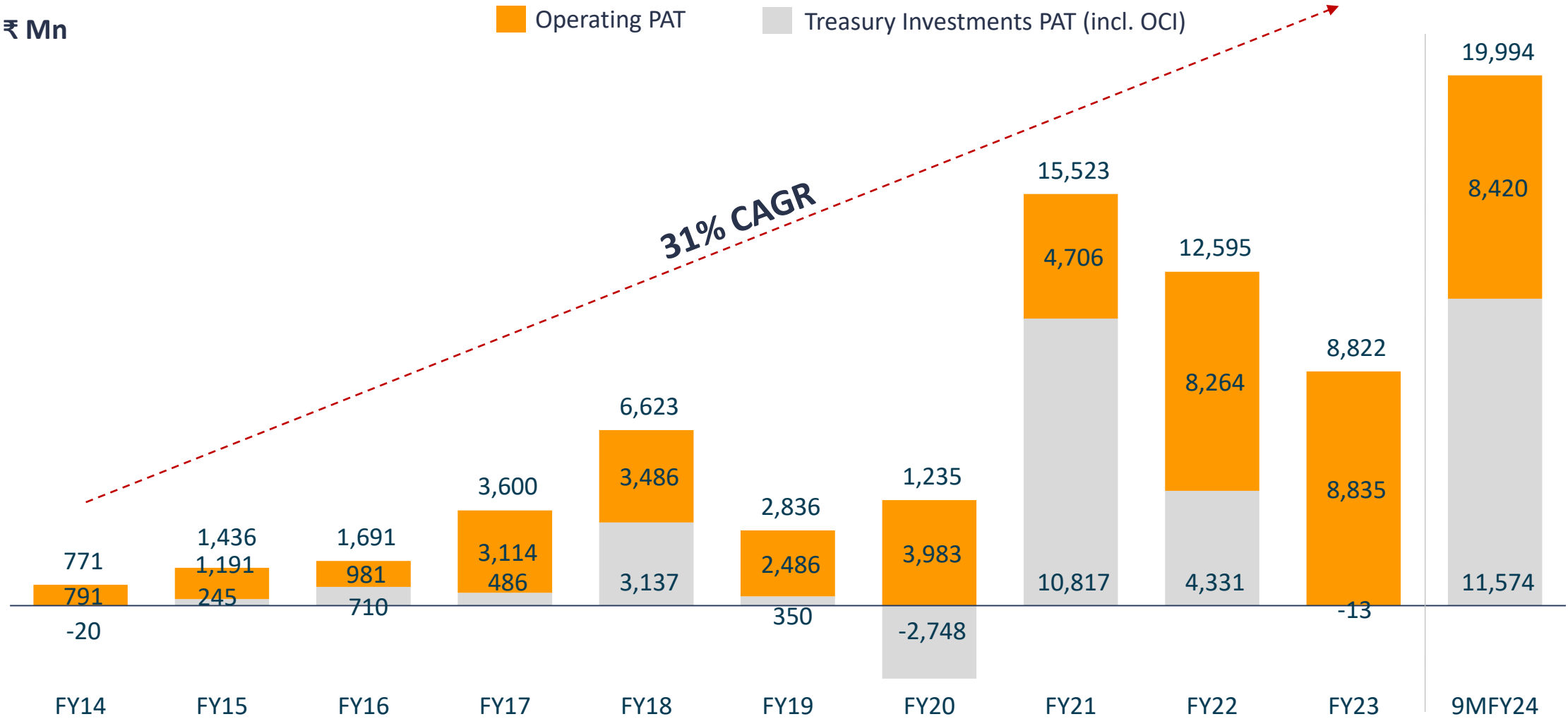
[#]FY19 PAT is lower mainly on account loss in housing finance (HFC) business of ₹ 132 cr due to one time higher provisions. Excluding HFC loss PAT is ₹ 381 cr

Total PAT (incl. OCI)

₹ Mn

Operating PAT

Treasury Investments PAT (incl. OCI)



Engine #2- Treasury Investment Book



Highly professionalised structure



RAAMDEO AGRAWAL
CHAIRMAN

A CA by qualification, Mr. Agrawal started MOFSL along with Mr. Motilal Oswal in 1987. He is Chairman of MOFSL. A keen believer and practitioner of the QGLP philosophy, his wealth creation insights and decades-rich experience have played a pivotal role in the growth of MOFSL.



MOTILAL OSWAL
MD & CEO

A CA by qualification, Mr. Oswal started MOFSL along with Co-promoter, Mr. Raamdeo Agrawal in 1987. He has served on the Boards of the BSE, Indian Merchant's Chamber (IMC), and on various committees of the BSE, NSE, SEBI and CDSL.



NAVIN AGARWAL
MD & CEO – ASSET
MANAGEMENT

Mr. Agarwal is a CA, ICWA, CS and CFA by qualification. He was responsible for the Institutional Broking & Investment Banking business and has been instrumental in building a market-leading position for the Group in Institutional Broking. He has been with MOFSL since 2000.



AJAY MENON
CEO – RETAIL BROKING
AND DISTRIBUTION

Mr. Menon is a CA by qualification. He possesses over 24 years of experience in Capital Markets. He joined the Group in 1998. He is also a Whole time Director of MOFSL.



RAJAT RAJGARHIA
CEO – INSTITUTIONAL
EQUITIES

Mr. Rajgarhia is a CA and MBA by qualification. He joined MOFSL in 2001 as a Research Analyst, went on to Head the Research team, and currently heads the Institutional Equities business.



ABHIJIT TARE
CEO – INVESTMENT
BANKING

Mr. Tare brings with him over 26 years of rich experience in Institutional Equities and Investment Banking. He is a CA by qualification. He has worked with TAIB Securities and HRS Insight. He joined MOFSL Group in 2004.



VISHAL TULSYAN
CEO – PRIVATE EQUITY

Mr. Tulsyan is a CA (all-India rank holder). He has more than 16 years of experience in Financial Services. He has worked with Rabobank as a Director. He joined MOFSL in 2006 and is the founder MD& CEO, of Motilal Oswal Alternates.



SUKESH BHOWAL
CEO- HOUSING FINANCE

Mr. Sukesh has 27 years of experience in Sales & Distribution, Retail & Mortgage Lending, Real Estate Lending etc. He has worked with DCB Bank, HDB Financial Services, Citibank and HSBC. He is Bachelor of Technology from IIT Bombay and PGDM in Finance & Marketing from IIM Lucknow



ASHISH SHANKER
CEO- WEALTH MANAGEMENT

Mr. Shanker is an alumni of Harvard Business School and has 25 years of experience. He joined MOPWM as Head- Investment Advisory in 2012 and was instrumental in building the research and advisory platform. Prior to joining MOPWM, he was associated with HSBC and SCB.



SHALIBHADRA SHAH
CHIEF FINANCIAL OFFICER

Mr. Shah is a CA by qualification. He is a Finance professional with 18 years of experience spanning the entire gamut of Finance, Accounts, Taxation & Compliance He joined MOFSL Group in 2006.



PANKAJ PUROHIT
HEAD- INFORMATION
TECHNOLOGY

Mr. Purohit has done Bachelor in Engineering and has more than 26 years of experience. He is a seasoned IT leader who has led large IT teams in various vertical in the financial space. He joined MOFSL Group in 2004.



NIREN SRIVASTAVA
CHIEF HUMAN RESOURCE
OFFICER

Mr. Srivastava is a Postgraduate in HR and has completed his graduation in Political Science and Sociology. He has more than 17 years of experience. He joined MOFSL Group in 2023 and was previously associated with Aditya Birla Group.

Robust business infrastructure & network



Distribution Network

9,300+ Franchisee
20,000+ IFAs



Geographical Reach

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



Clients

~60,00,000



Employees

10,000+



Advisors & Research Team

2,500+ Advisors
100+ Research Team

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Motilal Oswal Tower - Mumbai



Motilal Oswal Tower - Ahmedabad



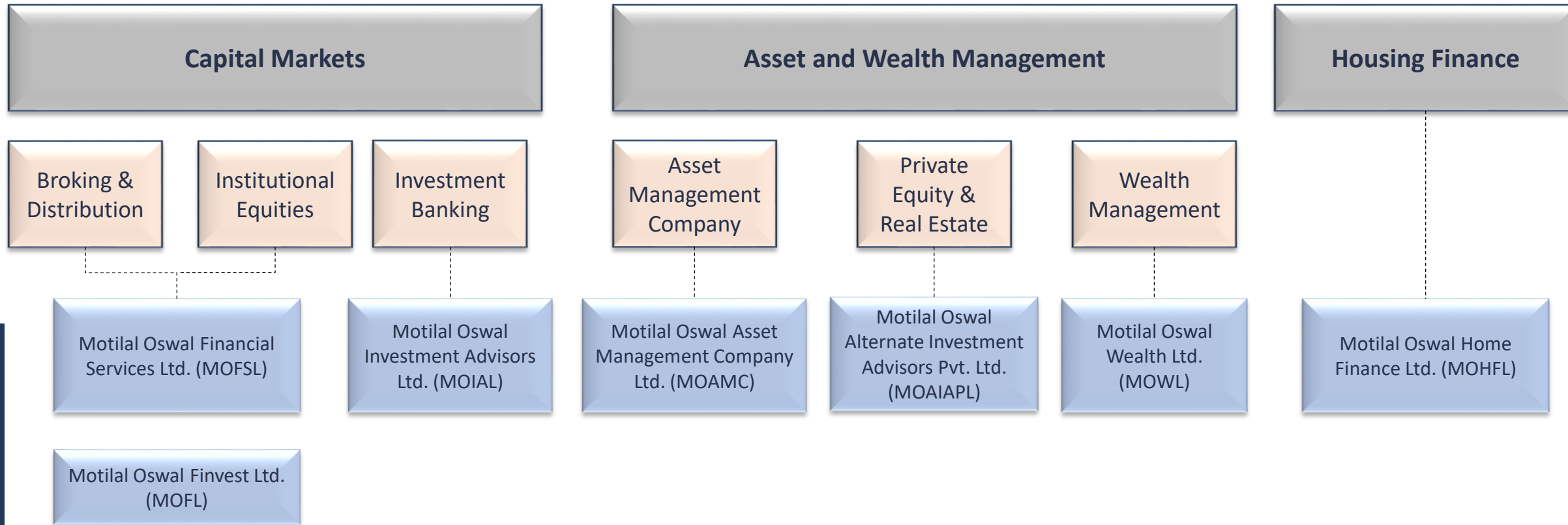
Motilal Oswal Tower - Bangalore

Research & Advisory Powerhouse



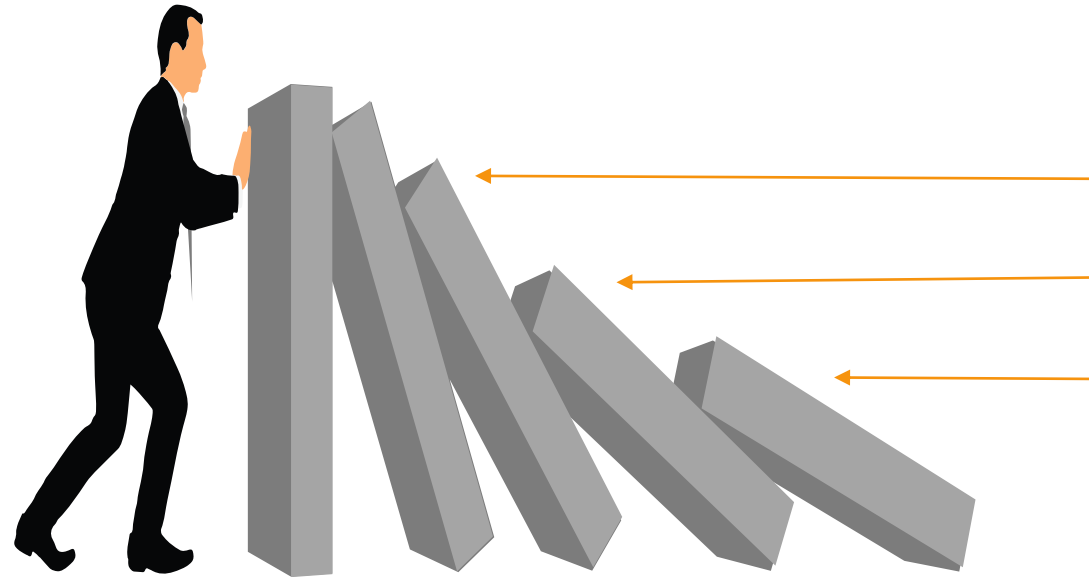
Group Structure

MOFSL Group



Strong balance sheet is important not only to survive but also to thrive

Being resilient over last 36 years and weathered multiple crisis



- Covid -19 pandemic
- NBFC crisis in India
- Global Financial Crisis (Lehman Brothers)

Importance of net worth in Financial Services sector

Ability to absorb the shocks in a uncertain environment

- NSEL
- Housing Finance stress

Grab the new opportunity and to foster existing business

- Supporting working capital needs of Broking business
- Sponsor investments in AMC, PE & RE funds

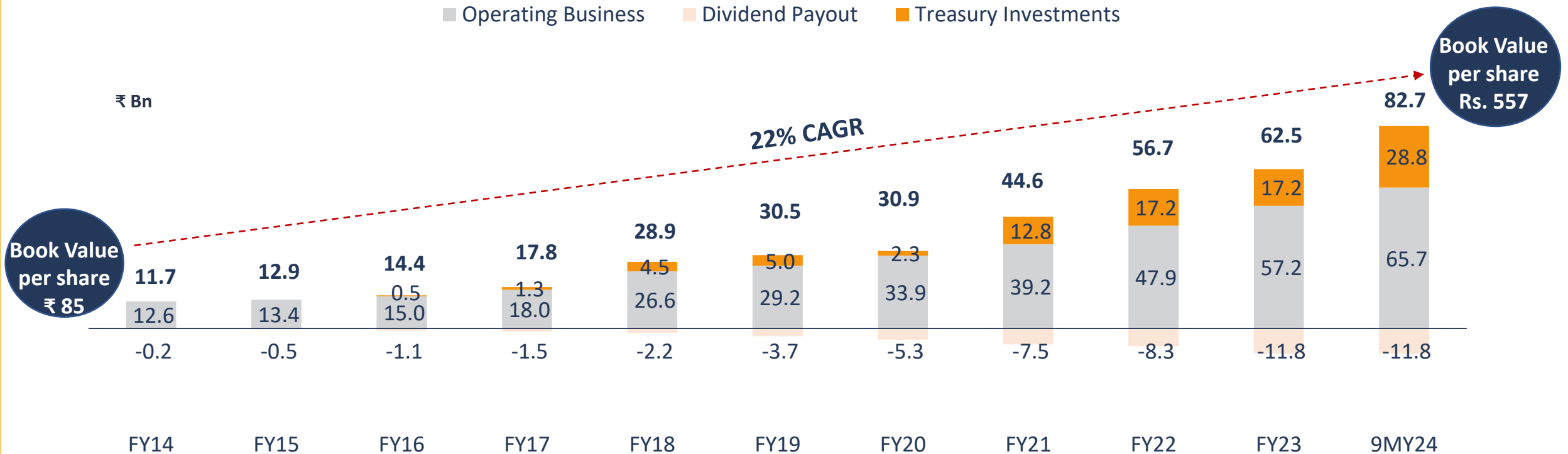
To reward the shareholders

- Total pay out till date
- Dividend - ₹ 1,037 Cr
- Buyback - ₹ 336 Cr

Indicator of efficient fund utilization

18.5% XIRR on fund based investment

22% CAGR growth in Net Worth for last 10 years

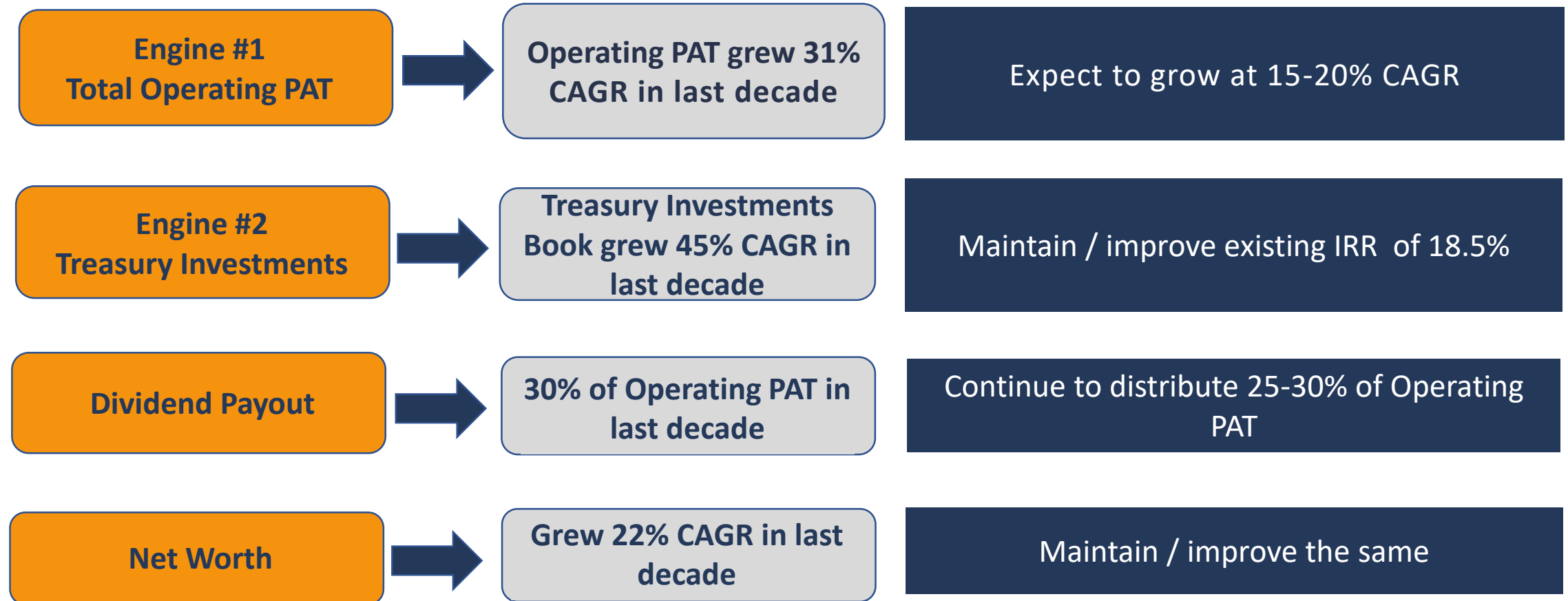


$$\begin{aligned}
 & \text{18\% Avg. Operating PAT ROE} + \text{8\% Avg. Treasury Investments PAT ROE}^{(1)} = \text{26\% Avg. PAT ROE} \\
 & \text{26\% Avg. PAT ROE} - \text{4\% Dividend Payout}^{(2)} = \text{22\% Net Worth CAGR}
 \end{aligned}$$

1. XIRR of 18.5% since inception

2. Dividend Payout includes buyback and is paid out on Operating PAT
FY18 figures are adjusted for INDAS transition

Future is as exciting as past



Operating PAT CAGR is for FY14 – FY23

Motilal Oswal

- Q3FY24 & 9MFY24 Performance



Key Highlights for Q3FY24



Assets under advice

₹ 4.4 tn ↑ 43% YoY



Revenue

₹ 13.8 bn ↑ 30% YoY



Operating PAT

₹ 3.1 bn ↑ 35% YoY



Total PAT (incl. OCI)

₹ 7.7 bn ↑ 222% YoY



Net Worth

₹ 82.7 bn ↑ 33% YoY



Lending Book¹

₹ 110.6 bn ↑ 47% YoY



ROA (incl. OCI)²

9.8%



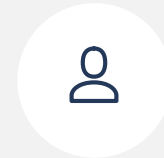
ROE²

36.8%



Clients

~6.0 mn ↑ 13% YoY



Employees

10,747

Trailing 12 months

Revenue
₹ 52.8 bn

Operating PAT
₹ 10.7 bn

Total PAT (incl OCI)
₹ 21.2 bn

Market Capitalization
₹ 197.4 bn³

1. Average lending book
2. ROA and ROE are annualized
3. As on December 31, 2023

Consolidated P&L

PARTICULARS (₹ Mn)	Q3FY24	Q3FY23	YoY (%)	Q2FY24	QoQ (%)	9MFY24	9MFY23	YoY (%)
Capital Markets (Broking, Distribution & IB)	10,285	7,565	36%	10,191	1%	29,323	20,892	40%
Asset and Wealth Management	2,872	2,518	14%	2,542	13%	7,853	7,062	11%
Housing Finance	1,464	1,357	8%	1,435	2%	4,335	3,934	10%
Total Revenues	14,620	11,440	28%	14,168	3%	41,511	31,887	30%
Total Revenues after Intercompany adj.	13,771	10,607	30%	13,539	2%	39,277	29,819	32%
Operating Expense	2,782	2,214	26%	2,797	-1%	7,752	6,577	18%
Employee Expense	2,992	2,555	17%	3,054	-2%	9,167	7,208	27%
Interest Expense	2,495	1,562	60%	2,276	10%	6,828	3,797	80%
Other Expense	1,344	1,181	14%	1,571	-14%	4,290	3,543	21%
Total Expense	9,613	7,512	28%	9,699	-1%	28,037	21,125	33%
PBT	4,158	3,095	34%	3,840	8%	11,240	8,694	29%
Operating PAT	3,113	2,299	35%	2,884	8%	8,437	6,470	30%
Treasury Investments PAT ⁽¹⁾	3,486	-35	-	2,427	-	8,742	1,199	-
PAT	6,599	2,263	192%	5,312	24%	17,179	7,669	124%
Treasury Investments PAT through OCI (OCI) ¹	1,142	142	-	244	-	2,831	43	-
PAT (incl. OCI)	7,741	2,405	222%	5,555	39%	20,011	7,712	159%
PBT Margin on Net Revenue	49%	45%		45%		46%	45%	

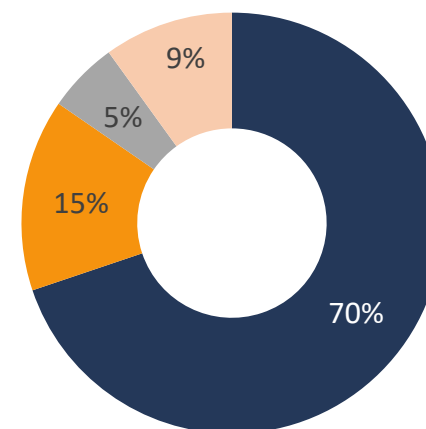
1. Treasury Investments PAT & OCI comprises of MTM gains on our Treasury Investment Book

Consolidated Balance Sheet

Particulars (₹ Bn)	Dec 31, 2023	Mar 31, 2023
SOURCES OF FUNDS		
Net Worth	82.7	62.5
Borrowings	126.0	103.1
Minority Interest	0.4	0.3
Total Liabilities	209.0	165.9
APPLICATION OF FUNDS		
Fixed assets (net block)	5.7	4.7
Investments	63.9	47.9
Loans and Advances	101.4	72.2
Net Current Assets ⁽¹⁾	38.0	41.2
Total Assets	209.0	165.9

1. Net Current Asset includes cash and cash equivalents and bank balance of ~₹ 30.2 bn in Dec-23. Out of which unencumbered cash & cash equivalents is ~₹ 18.2 bn

Net Worth Deployment



Treasury investments have earned XIRR (since inception) of 18.5%

Capital Markets

8.1%

Retail F&O premium market share; +60bps QoQ

7.5%

Retail cash market share; +42 bps QoQ

₹ 35,000+

One of the highest ARPUs in the industry

₹ 263 Bn

Distribution AUM; +25% YoY

₹ 7.7 Bn

Distribution Net Sales in Q3FY24

PARTICULARS (₹ Mn)	Q3FY24	Q3FY23	YoY (%)	Q2FY24	QoQ (%)	9MFY24	9MFY23	YoY (%)
Revenues	10,285	7,565	36%	10,191	1%	29,323	20,892	40%
• Brokerage	5,361	4,366	23%	5,823	-8%	15,705	12,650	24%
• Distribution	563	503	12%	463	22%	1,475	1,321	12%
• Interest	3,536	2,105	68%	3,146	12%	9,299	5,127	81%
• IB	193	47	306%	210	-8%	899	261	245%
• Other Operating Income	632	543	16%	548	15%	1,945	1,534	27%
Total Expense	7,592	5,683	34%	7,804	-3%	22,142	15,907	39%
• Employee Expense	1,869	1,613	16%	2,045	-9%	6,051	4,676	29%
• Commission Expense	2,585	2,003	29%	2,684	-4%	7,297	5,870	24%
• Interest Expense	2,048	1,119	83%	1,806	13%	5,342	2,507	113%
• Other Expense	1,091	948	15%	1,269	-14%	3,451	2,854	21%
PBT	2,692	1,882	43%	2,387	13%	7,182	4,984	44%
PAT	2,016	1,397	44%	1,796	12%	5,393	3,702	46%
PBT Margin on Net Revenue*	48%	42%		42%		43%	40%	

- MOFSL amongst top 3 brokers in terms of Gross Brokerage. Focus to further improve our market share in a fast growing market
- Strong surge in cash volumes leading to growth in retail brokerage
- ADTO grew by 95% YoY/8% QoQ to ₹ 5,683 bn.
- Retail Cash ADTO market share grew by 164 bps YoY / 42 bps QoQ to 7.5%.
- F&O Premium market share for Dec 2023 was 8.7%
- Number of Franchisees increased from 8,033 as on Mar 23 to 9,397 as on Dec 23
- Acquired 4.4 lakh new clients in 9MFY24.
- Completed 6 IB deals with total issue size of ₹ 52 bn during Q3FY24
- MOFSL Institutional Equities has been ranked 1 for Best Execution and Corporate Access by Asiamoney Poll 2023

* Net Revenue = Revenue less Commission and Interest Expenses

Super App to offer bouquet of financial services



Invest

- Mutual Funds
- Life Insurance
- IAP
- Health Insurance
- US Stocks
- IPO
- EduMO
- Portfolio Dashboard
- Fixed Deposit

Trade

- Research Calls
- Equity
- F&O
- MTF
- Currency
- Commodities
- Options Store
- TGS
- Advance Trading

Best in class customer experience



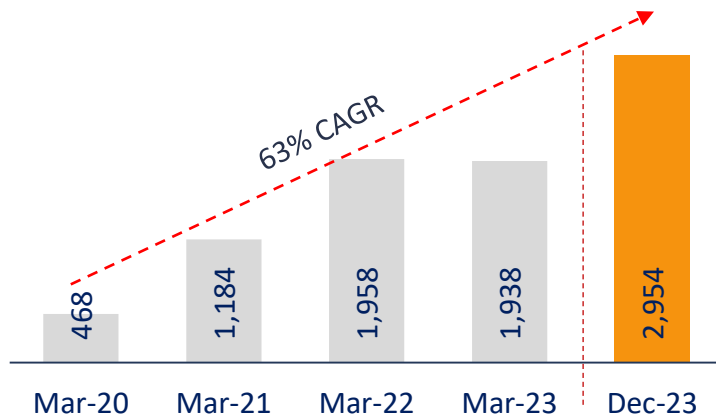
Common Portfolio including portfolio analysis

Get easy Portfolio view with Asset and Product wise Dashboard

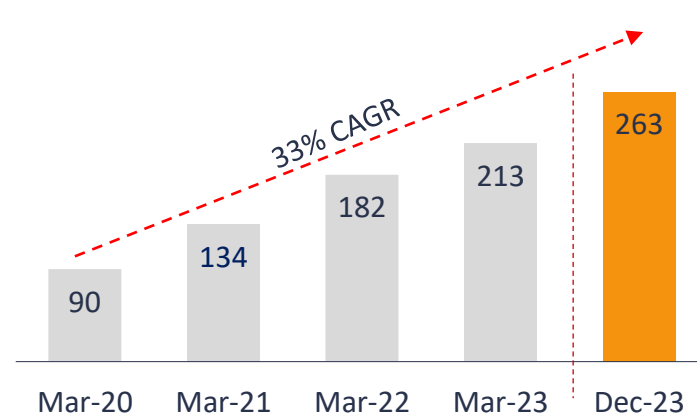


Broking and Distribution – Emphasis on Revenue & Productivity

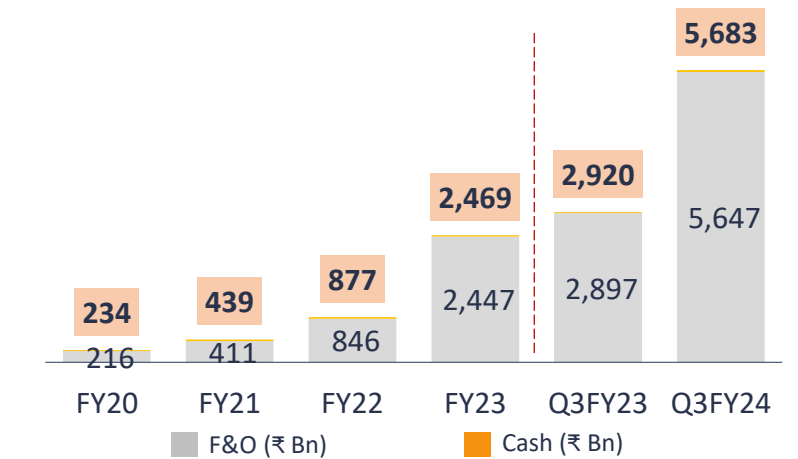
Robust DP AUM growth (₹ Bn)



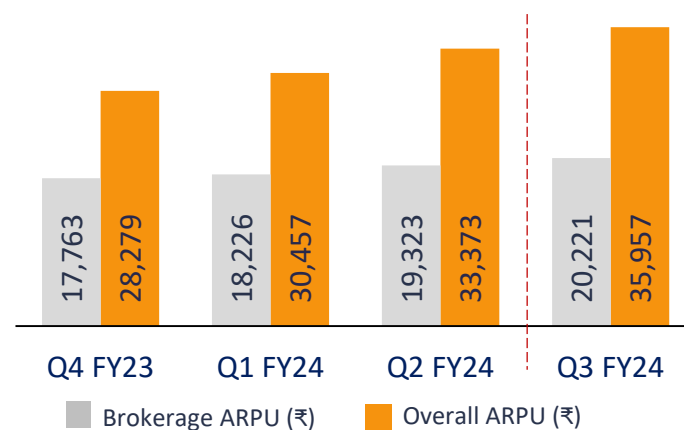
Rising Distribution AUM (₹ Bn)



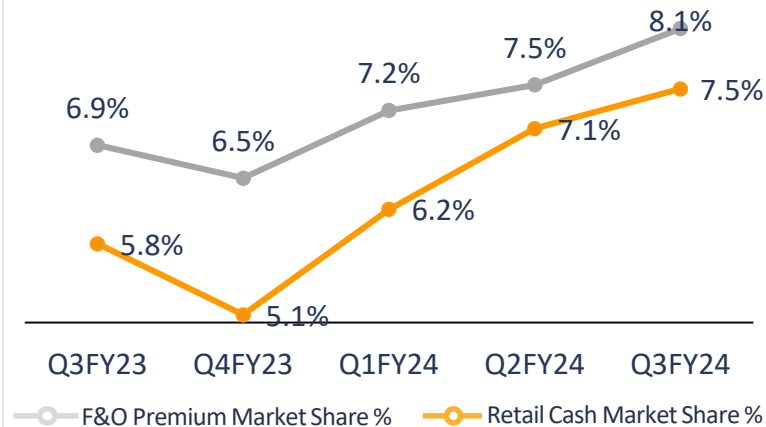
ADTO continue to rise



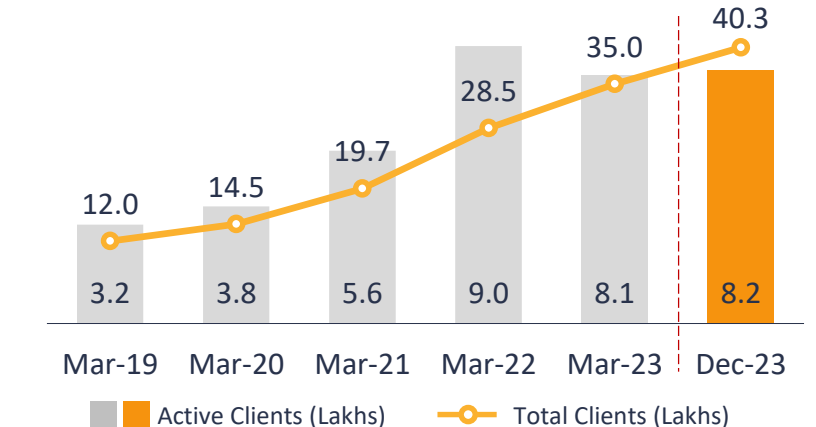
One of the Highest ARPUs*



Gaining Market Share



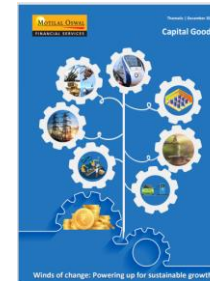
Steady Client base



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

Inst. Equities – Solid track record of Research & Corporate Access award

- Focus driven differentiated research products covering:
 - ❖ 250+ companies
 - ❖ 21 sectors
 - ❖ catering to 840+ institutional clients
- 50+ research & corporate access team
- Institutional team wins big in Asiamoney poll 2023.



Overall

- ❖ Best Execution
- ❖ Best Corporate Access

Team Ranking














- ❖ Thematic Strategy
- ❖ Banks
- ❖ Small/Mid Caps
- ❖ Transportation & Logistics



Overall

- ❖ Best Domestic Brokerage for Sales
- ❖ Best Brokerage Transformation

Investment Banking – Strong deals across fund raising services

Q3FY24		H1FY24		
 HAPPY FORGINGS LIMITED		 Innovations Only.	 बैंक ऑफ महाराष्ट्र Bank of Maharashtra भारत सरकार का बैंक	
IPO ₹10.1 Bn	IPO ₹19 Bn	IPO ₹6.1 Bn	QIP ₹10.0 Bn	Block Deal ₹8.4 Bn
			 VRL LOGISTICS LTD	 RISHABH
IPO ₹6.4 Bn	QIP ₹7.5 Bn	Buyback ₹10.2 Bn	Buyback ₹ 0.6 Bn	IPO ₹4.9 Bn
 being there... ZEN TECHNOLOGIES LIMITED	 Rail & Engineering Ltd.		 SAI SILKS (KALAMANDIR) LIMITED	
Block Deal ₹1.5 Bn	QIP ₹7.5 Bn	Block Deal ₹3.1 Bn	IPO ₹12.0 Bn	

Senior Management hiring expect to improve share in IB league table

Asset and Wealth Management

₹ 649 Bn

AMC AUM; +40% YoY

34%

Alternates share in AMC

₹ 94 Bn

PE & RE Fee Earning AUM

₹ 896 Bn

Wealth AUM; +117% YoY

₹ 30 Bn

Wealth Net Sales in Q3FY24; +152% YoY

PARTICULARS (₹ Mn)	Q3FY24	Q3FY23	YoY (%)	Q2FY24	QoQ (%)	9MFY24	9MFY23	YoY (%)
Total Revenues	2,872	2,518	14%	2,542	13%	7,853	7,062	11%
• AMC	1,721	1,412	22%	1,501	15%	4,599	4,243	8%
• PE & RE	452	525	-14%	470	-4%	1,342	1,248	8%
• Wealth	699	581	20%	571	22%	1,912	1,571	22%
Total Expense	1,815	1,592	14%	1,629	11%	5,006	4,450	13%
• Employee Expense	818	719	14%	742	10%	2,288	1,877	22%
• Commission Expense	644	563	14%	565	14%	1,768	1,704	4%
• Other Expense	353	310	14%	322	9%	949	868	9%
PBT	1,057	926	14%	913	16%	2,847	2,612	9%
PAT	789	672	17%	682	16%	2,128	1,924	11%

- AMC AUM stood at ₹ 649 bn, up 40% YoY/17% QoQ with MF AUM at ₹ 429 bn and Alternates AUM at ₹ 220 bn.
- ₹ 12.4 bn flows in Small Cap MF NFO, highest in the Small Cap MF category till date
- Market share gain in Gross Sales ,Net Sales & SIP due to top quartile performance across schemes like Midcap, LMC & BAF
- In Alternate assets, 19 out of 19 schemes have outperformed the benchmark in past 1 year period
- Added ~261k new SIPs in Q3FY24, up 293% YoY/24% QoQ and SIP flows of ₹ 769 cr in Q3FY24, up 112% YoY/19% QoQ
- Added net 51 Wealth RMs in last 9 months resulting into higher employee expense.
- **Investments in RM has brought down operating margin to 30% compared to historical trend of 35% - 40%. Expect to recoup margins in coming years**
- Partial investment exits in private equity funds through IPO in Happy Forgings Limited and Updater Service Limited at IRR of 32.5% and 15.5% respectively in Q3FY24

Turnaround in AMC fund performance yielding the result now

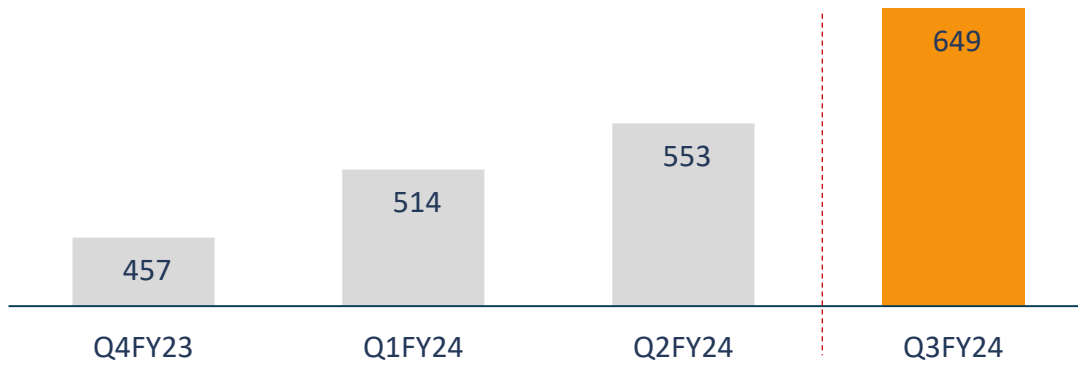
Performance for past one year	
Total No. of Funds (MF + PMS + AIF)	27
No. of funds outperformed benchmark	24
Mutual Fund	5
Alternates (PMS + AIF)	19
Outperforming Funds (%)	89%

Performance as on Dec 31, 2023

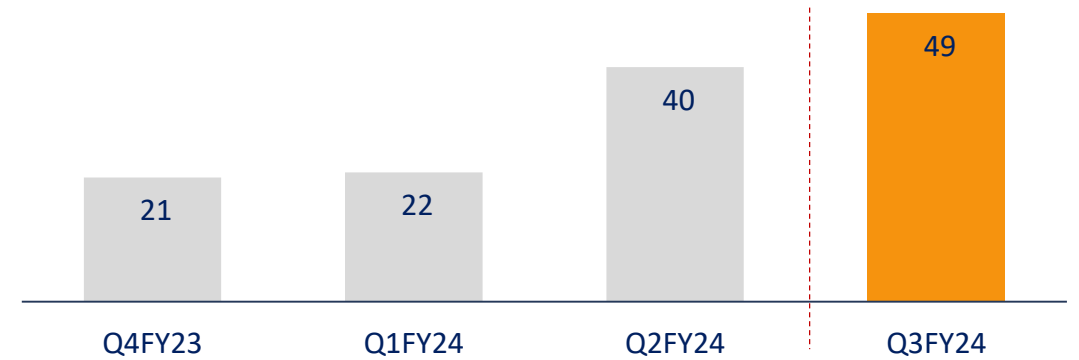
	Q3FY23		Q3FY24
SIP Market Share	0.9%		1.6%
MF Gross Sales Market Share	0.7%		1.9%
MF Net Sales Market Share	(0.8)%		3.1%
MF Redemption Market Share	1.4%		1.3%

Asset Management – Robust flows and folio additions

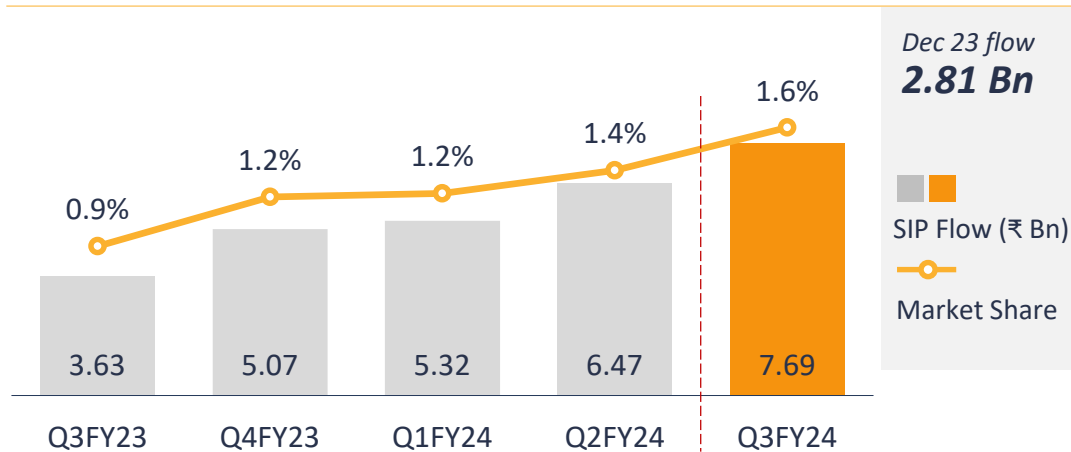
Strong growth in AMC AUM (₹ Bn)



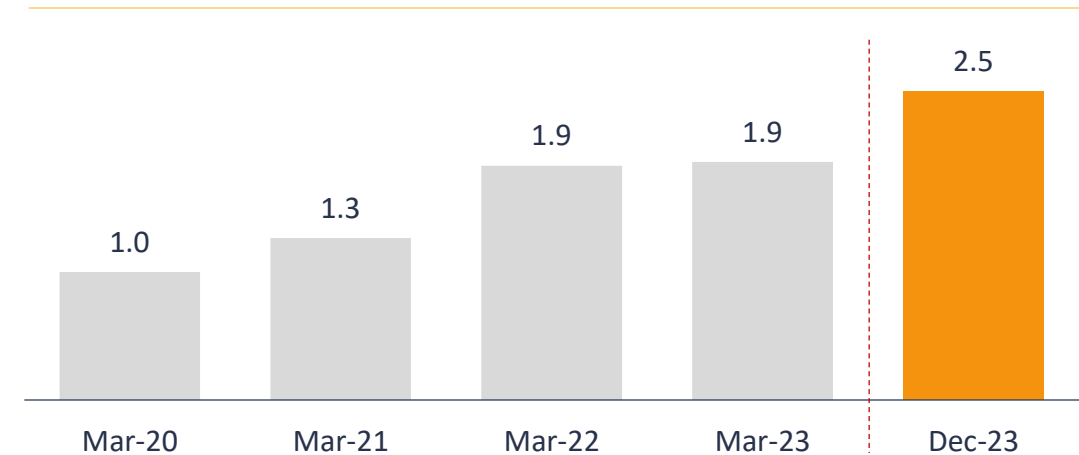
Robust growth in AMC Gross Sales (₹ Bn)



AMC MF SIP flows



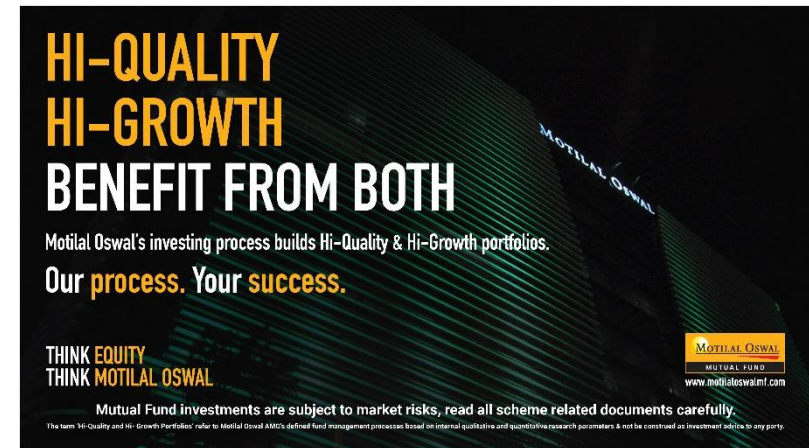
AMC MF Folios Continue to Rise (in Mn)



Marketing Campaign yielding robust flows

High Quality, High Growth

₹ Mn	Marketing Expense	Net Revenue	%
FY23	89	3,594	2.5%
9MFY24	85	3,061	2.8%

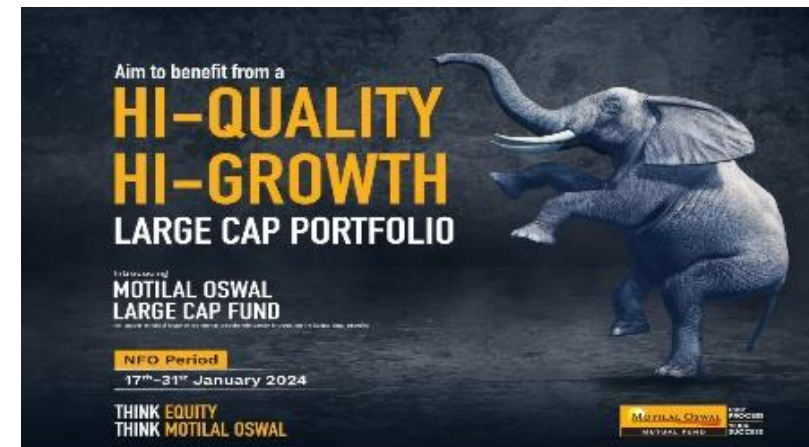


Small Cap NFO



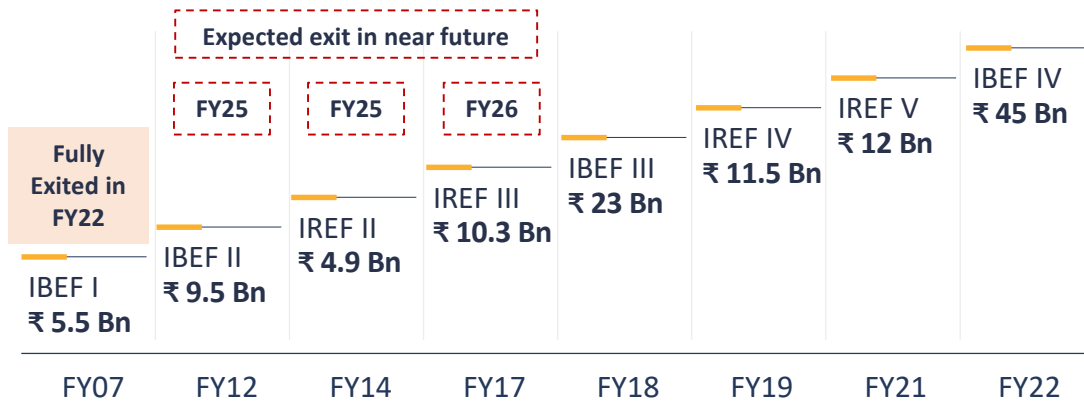
Click on images
to see Ad

Large Cap NFO

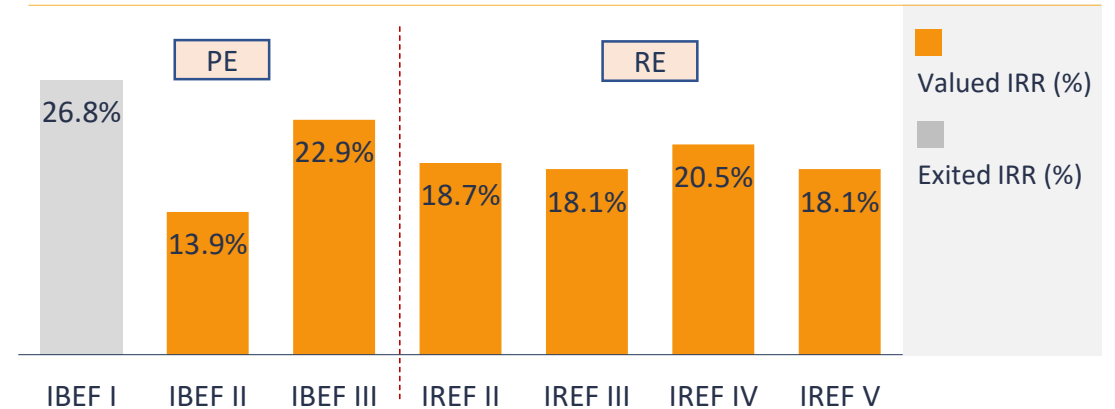


Strong performance across Private Equity & Real Estate Funds

Successful launch of PE & RE Funds over years

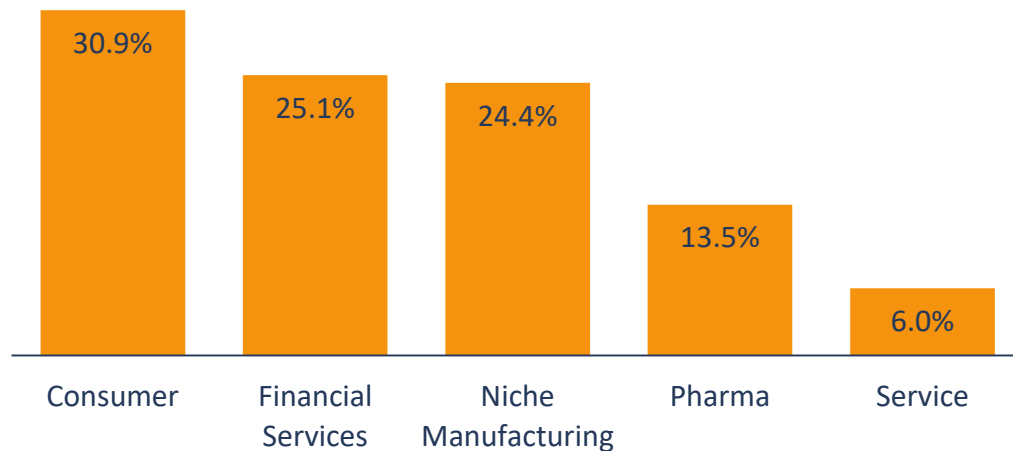


Robust performance across funds

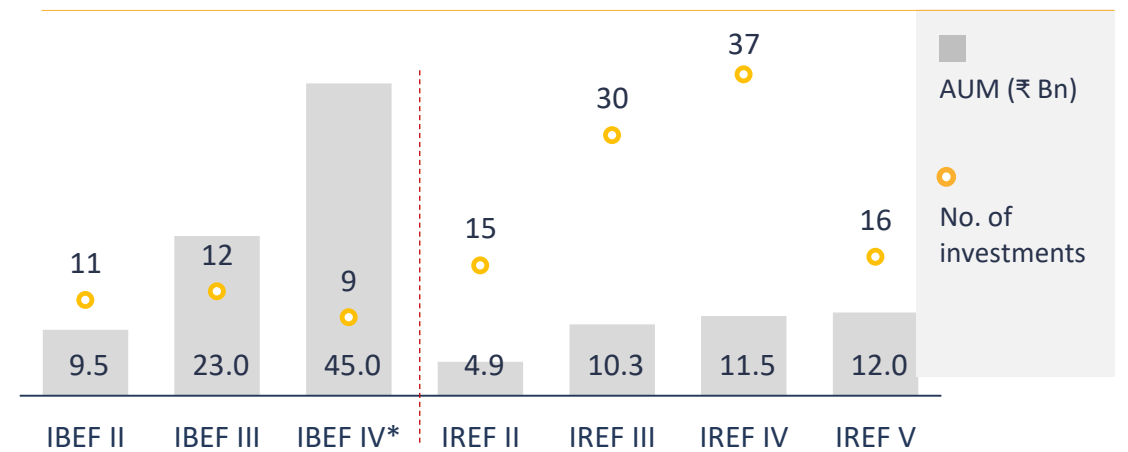


*Valuations are done on half yearly basis

Investments spread across sectors



PE & RE Investments



*Deployed ₹26.6 Bn till 15th Jan, 24

Carry income from seven funds to be realized in coming years

Illustration of Expected Carry Income for Private Equity

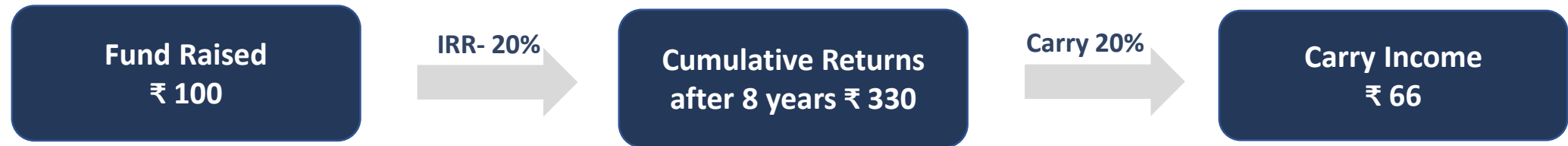
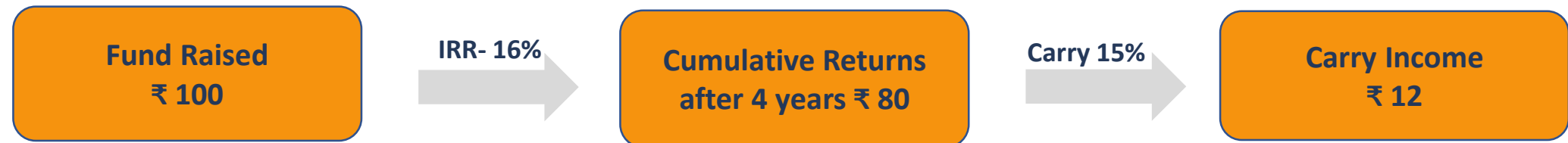
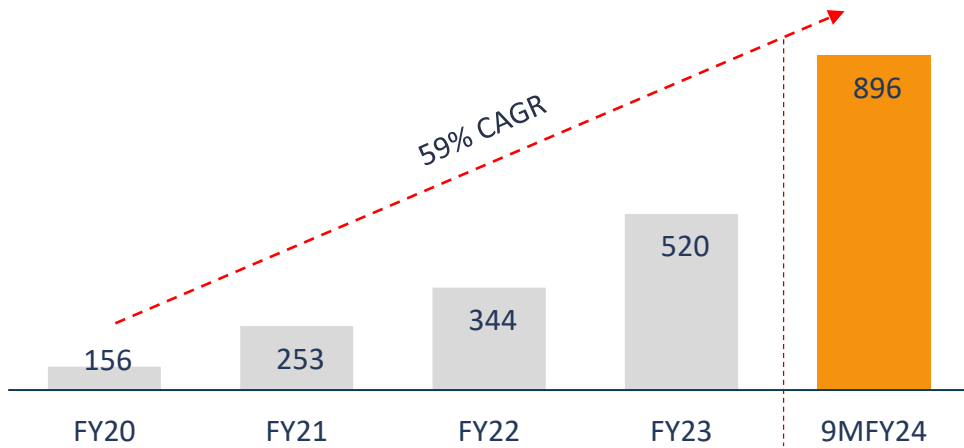


Illustration of Expected Carry Income for Real Estate

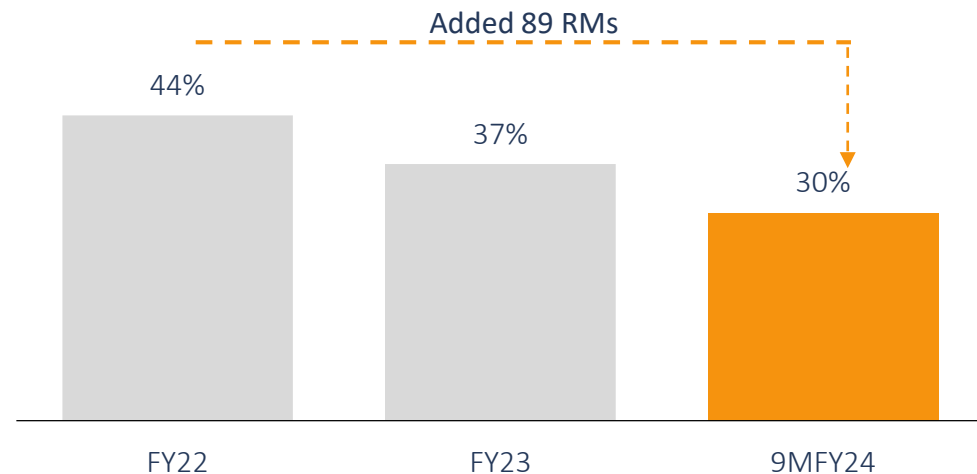


Wealth Management – Strengthening RM base for sustainable growth

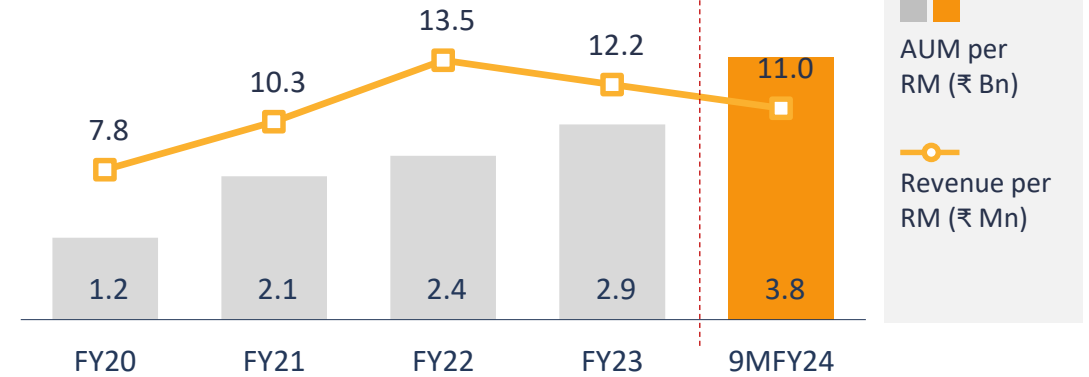
Strong growth in WM AUM (₹ Bn)



Investment in RMs impacted margin

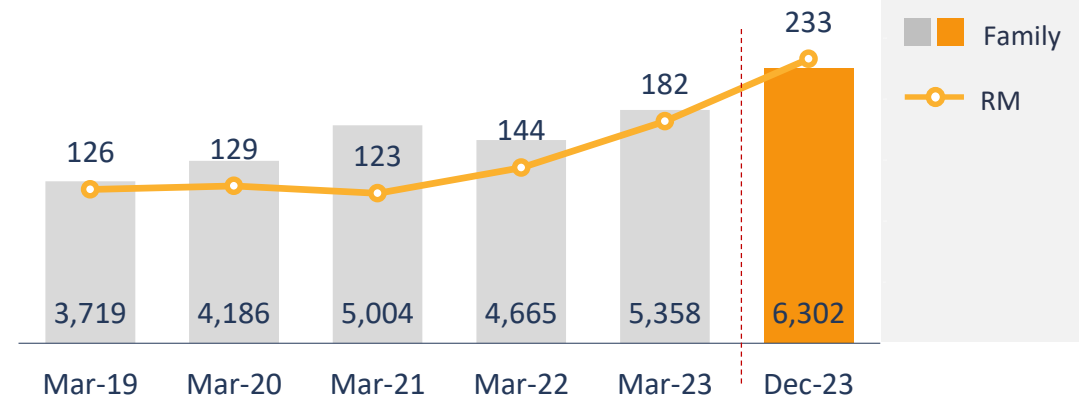


RM Productivity



Productivity is impacted due to net hiring of 51 RM during 9MFY24

Continued traction in RM addition



30% of RMs have vintage of more than 3 years

Focus on building recurring revenue...

Particulars	Closing AUM/Loan Book (₹ Bn)			Net Yield/NIM			Net Revenue (₹ Mn)		
	Q3FY24	Q2FY24	Q3FY23	Q3FY24	Q2FY24	Q3FY23	Q3FY24	Q2FY24	Q3FY23
Asset Management	649	553	466	0.73%	0.73%	0.74%	1,152	1,005	911
Wealth Management*	529	468	384	0.52%	0.48%	0.51%	644	553	524
Private Equity	94	98	95	1.62%	1.67%	2.06%	388	411	466
Total Asset and Wealth Management	1,272	1,118	945	0.73%	0.71%	0.80%	2,184	1,968	1,901
Distribution Assets	263	250	194	0.56%	0.38%	0.55%	357	227	281
Margin & Debtors Funding Book	73	67	39	5.88%	5.75%	6.04%	1,086	982	588
Housing Finance	38	38	37	8.50%	8.31%	8.24%	801	780	754

*Wealth Management figures are excluding custody assets

Strong ARR across Capital market & Asset and Wealth Management

Particulars (₹ Mn)	Q3FY24	Q3FY23	YoY%	Q2FY24	QoQ %
Annual Recurring Revenue (ARR)	3,745	3,108	20%	3,490	7%
Asset Management Fees	1,508	1,324	14%	1,393	8%
Wealth & Distribution	454	534	-15%	456	-2%
Net Interest Income	1,488	990	50%	1,339	11%
Other operating income	294	260	13%	292	1%
Transaction Bearing Revenue (TBR)	3,365	2,776	21%	3,285	2%
Brokerage	2,563	2,259	13%	2,792	-8%
Wealth & Distribution	579	288	101%	322	80%
Other operating income	223	229	-2%	171	30%
ARR as % of Net Revenue*	53%	53%		52%	
ARR Assets (₹ Bn.)	1,065	850	25%	995	7%
Retention	1.41%	1.46%		1.40%	

*Excludes Revenue from IE, IB & HFC businesses

Home Finance

₹ 37.8 Bn

AUM as on Dec-23

~2.5 Bn

Disbursements in Q3FY24; up 25% QoQ

7.7%

NIM in 9MFY24

₹ 12.5 Bn

Net worth as on Dec-23

3.3%

ROA in 9MFY24

PARTICULARS (₹ Mn)	Q3FY24	Q3FY23	YoY (%)	Q2FY24	QoQ (%)	9MFY24	9MFY23	YoY (%)
Interest Income	1,397	1,308	7%	1,382	1%	4,159	3,804	9%
Interest Expense	596	554	8%	601	-1%	1,820	1,598	14%
Net Interest Income (NII)	801	754	6%	780	3%	2,339	2,207	6%
Total Income	868	803	8%	834	4%	2,514	2,336	8%
Operating Cost	379	295	28%	369	3%	1,085	882	23%
- Employee Cost	305	223	37%	267	14%	828	655	26%
- Other Cost	74	73	2%	102	-28%	257	227	13%
Operating Profit	489	507	-4%	464	5%	1,430	1,454	-2%
Provisioning	12	38	-69%	29	-59%	135	125	8%
PBT	477	469	2%	435	10%	1,294	1,329	-3%
PAT	363	363	0%	328	11%	978	1,018	-4%

- Retail disbursement grew by 50% YoY/25% QoQ to ₹ 1.78 bn
- Net gearing stood at 2.0x, CRAR remained robust at 47.5%
- Incremental COF for 9MFY24 was 8.3%
- Hired net 232 Sales RM during Q3FY24 and 373 Sales RM in last 12 months. This impacted the cost to income ratio
- Focus on improving productivity through improvement in TAT and Approval ratio
- **New leadership across senior management**
- **Building blocks are in place, expect strong QoQ ramp up in disbursements and AUM growth in the coming years**

Home Finance - Experienced Leaders



**Chief
Executive
Officer**

Sukesh Bhowal has a rich experience of 27 years in Business Management, Sales & Distribution, Retail, Mortgage & Real Estate Lending and Retail Banking. He was associated with DCB Bank, where he headed the Mortgages, Micro-Mortgages, Construction Finance & Gold Loans 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.

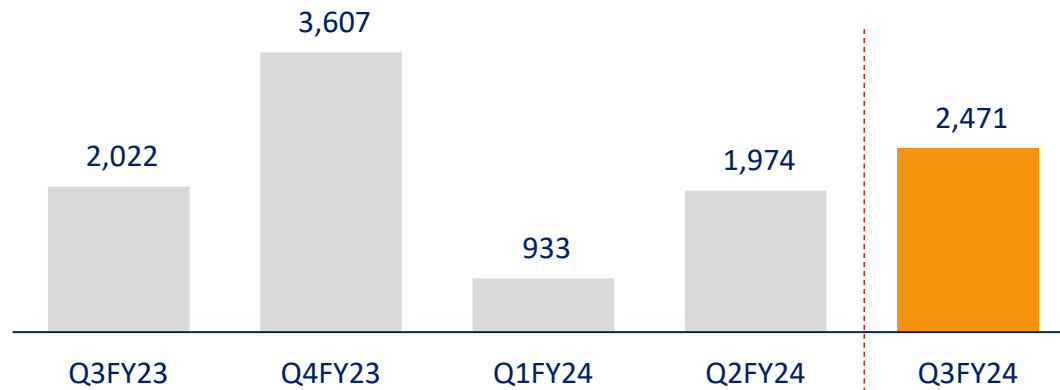


**Chief
Financial
Officer**

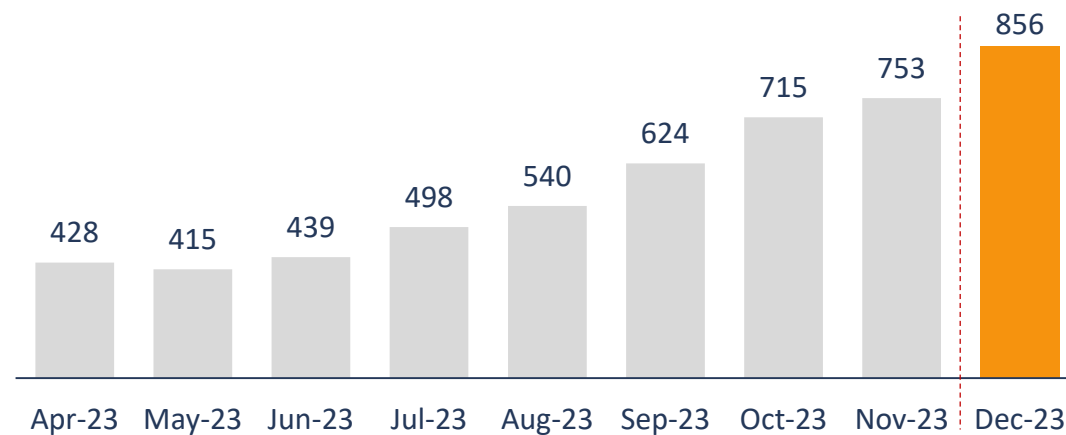
Mr. Bhavin Shah has a rich experience of over 12 years into NBFC domain with expertise in Treasury, Asset-Liability management, Financial reporting and analysis, Budgeting, Business planning and Strategy. Prior to joining MOHFL, he was Deputy Vice President at IIFL Finance Group, where he was responsible for overseeing the Treasury Front Office for the group. Bhavin is a Chartered Accountant & post graduate of Mumbai University.

Home Finance – Focus on strengthening sales and improve productivity

Growing Disbursements (₹ Mn)



Strengthening RM Sales Force

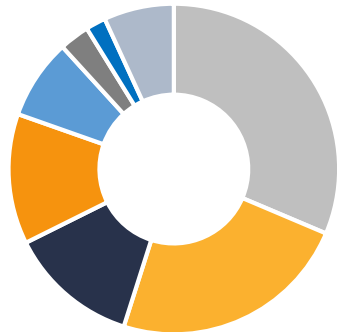


Improving sales productivity

- Sales and lead management is now through digital mode with geo-tagging and geo-fencing capabilities
- 100% end to end paperless approval process, with 85% e-sign of loan documents
- Focus on hiring senior sales leadership team
- Login to sanction ratio improved to 46% in Q3FY24 vs 42% in Q2FY24
- Revamped sales distribution framework through dedicated team for small distributors, large distributors and direct sales
- Reoriented entire training framework with dedicated senior team.

Home Finance – Diversified products, geographies and liabilities

Product Mix



32%	New Purchase
24%	Self-Construction
13%	Construction Finance*
13%	Resale
08%	LAP
03%	Home Impr./Ext.
02%	Composite
07%	Others

AUM by Ticket Size



Dec-23 – 1.03 Mn

07%	Up to 0.5 Mn
34%	0.5 – 1.0 Mn
31%	1.0 – 1.5 Mn
14%	1.5 – 2.0 Mn
09%	2.0 – 2.5 Mn
05%	Above 2.5 Mn

Note:

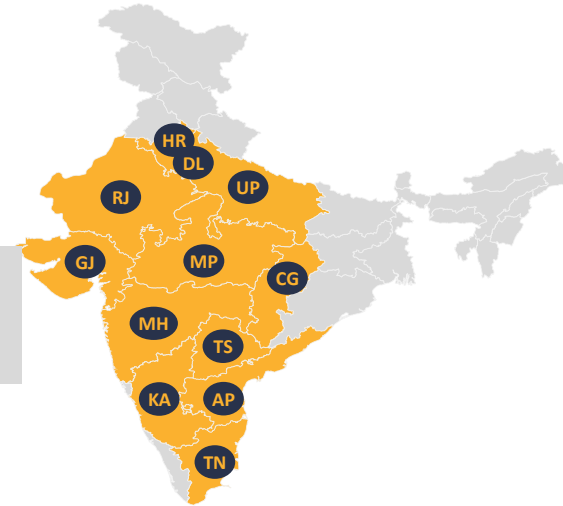
*Construction Finance with Motilal Oswal Real Estate (MORE); lending to CAT A builders

Wide Geographic Reach

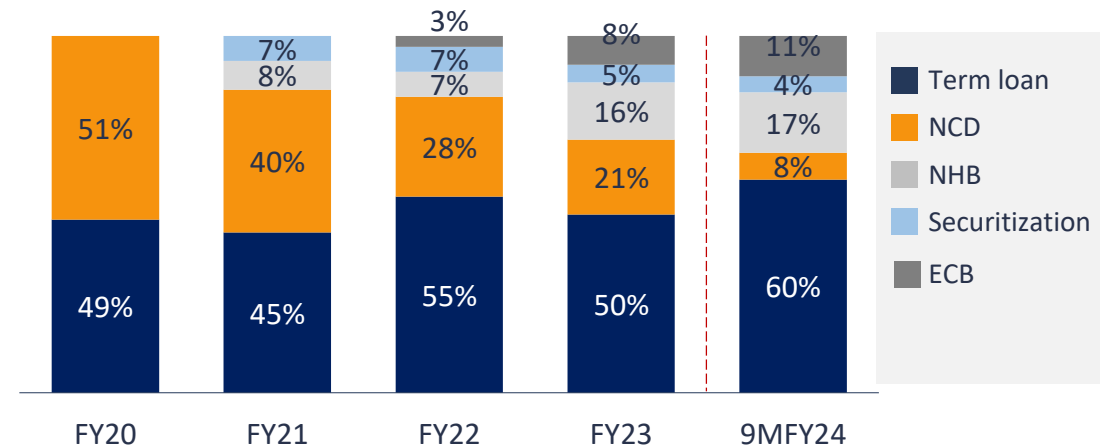
PRESENCE ACROSS
111 LOCATIONS IN 12 STATES/UTS



136 Branch Sales
Manager servicing the
above locations



Diversified Liability Mix

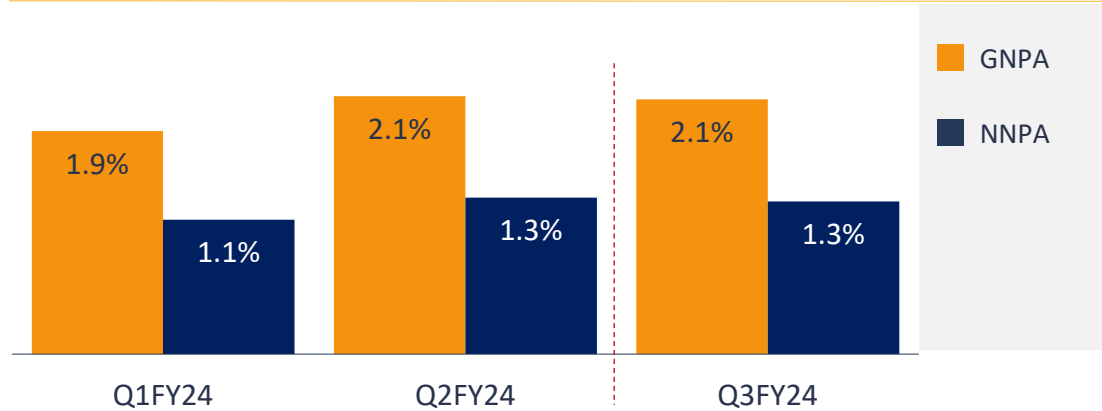


Home Finance – Stable asset quality

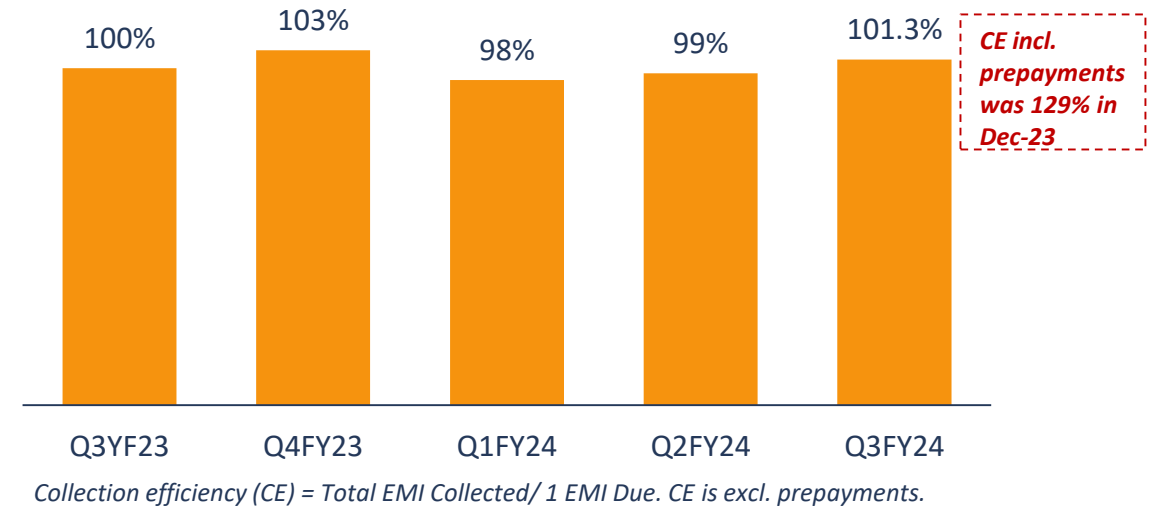
ECL Provisioning Details

PARTICULARS (₹ Mn)	Dec 2023
Stage 1 & 2	36,748
% portfolio in stage 1 & 2	97.88%
Stage 3	796
% portfolio in Stage 3	2.12%
ECL Provision % Stage 1 & 2	1.34%
Total Assets	37,544
ECL Provision	811
ECL Provision %	2.16%
Stage 3 Provision Coverage Ratio	40.2%
Total Provision Coverage Ratio	102%

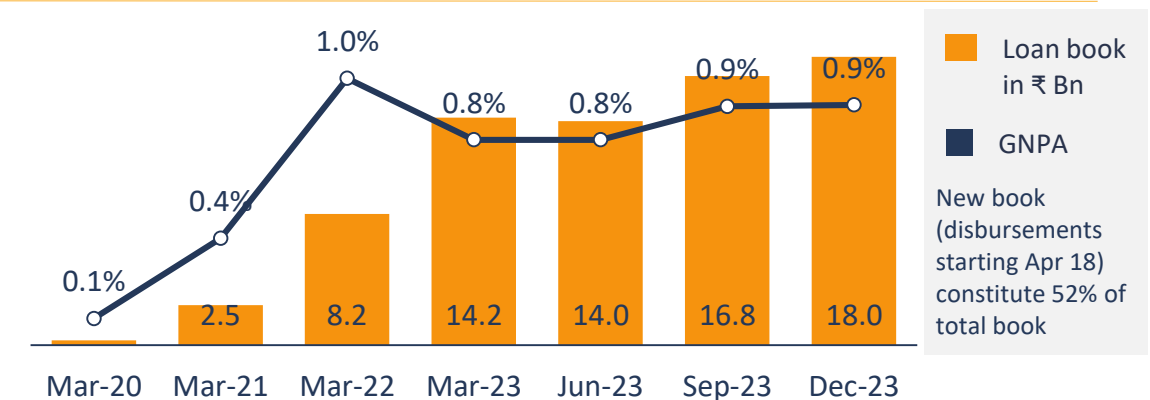
GNPA and NNPA for Total Book



Robust Collection Efficiency



GNPA for New Book



Home Finance – Key Ratios

Parameters	Q3FY24	Q3FY23	Q2FY24	9MFY24	9MFY23
Yield	14.2%	13.8%	14.2%	14.3%	13.9%
COF	8.3%	7.9%	8.3%	8.3%	7.9%
Spread	5.9%	5.9%	6.0%	6.0%	6.0%
NIM	7.7%	7.7%	7.7%	7.7%	7.8%
Cost/Income	43.7%	36.8%	44.3%	43.1%	37.8%
ROA	3.6%	3.8%	3.3%	3.3%	3.7%
ROE	12.0%	13.5%	11.2%	11.2%	13.0%
CRAR	47.5%	46.3%	51.6%	47.5%	46.3%
Net Leverage	2.0x	2.2x	2.0x	2.0x	2.2x

**All ratios are annualized*

Treasury Investments

₹ 58.7 Bn

Total equity investment including alternate funds

18.5%

Cumulative XIRR on total investments

19.9%

XIRR on PE/RE investments

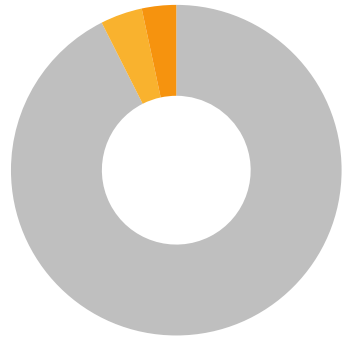
PARTICULARS (₹ Mn)	Q3FY24	Q3FY23	Q2FY24	9MFY24	9MFY23
Revenues	4,138	221	2,952	10,446	1,863
-MF/Alternates	3,289	28	1,766	8,327	1,673
-PE/RE	697	77	949	1,659	410
-Unlisted Shares/Others	152	117	237	461	-221
Expenses	213	226	232	665	563
PAT	3,486	-35	2,427	8,742	1,199
OCI	1,129	142	241	2,842	39
TCI	4,615	107	2,668	11,585	1,237

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

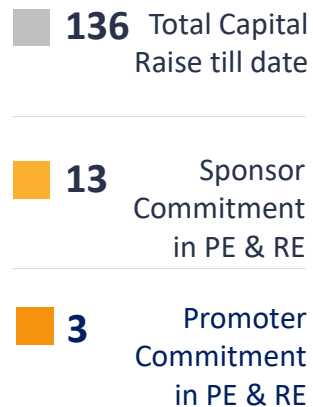
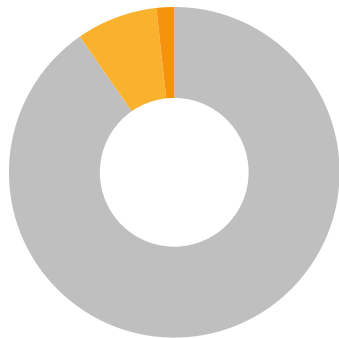
- Treasury Investment includes sponsor commitments cum investments in equity MF, PE funds, Real estate funds, AIF and strategic equity investments.
- Total equity investment including alternate funds was at ₹ 58.7 bn as of Dec-23, MTM of these gains are included in earnings under Ind-AS reporting.
- Cumulative XIRR on total investments is 18.5%, whereas XIRR on PE/RE investments stood at 19.9%.
- 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.

Treasury Investments – Skin in The Game

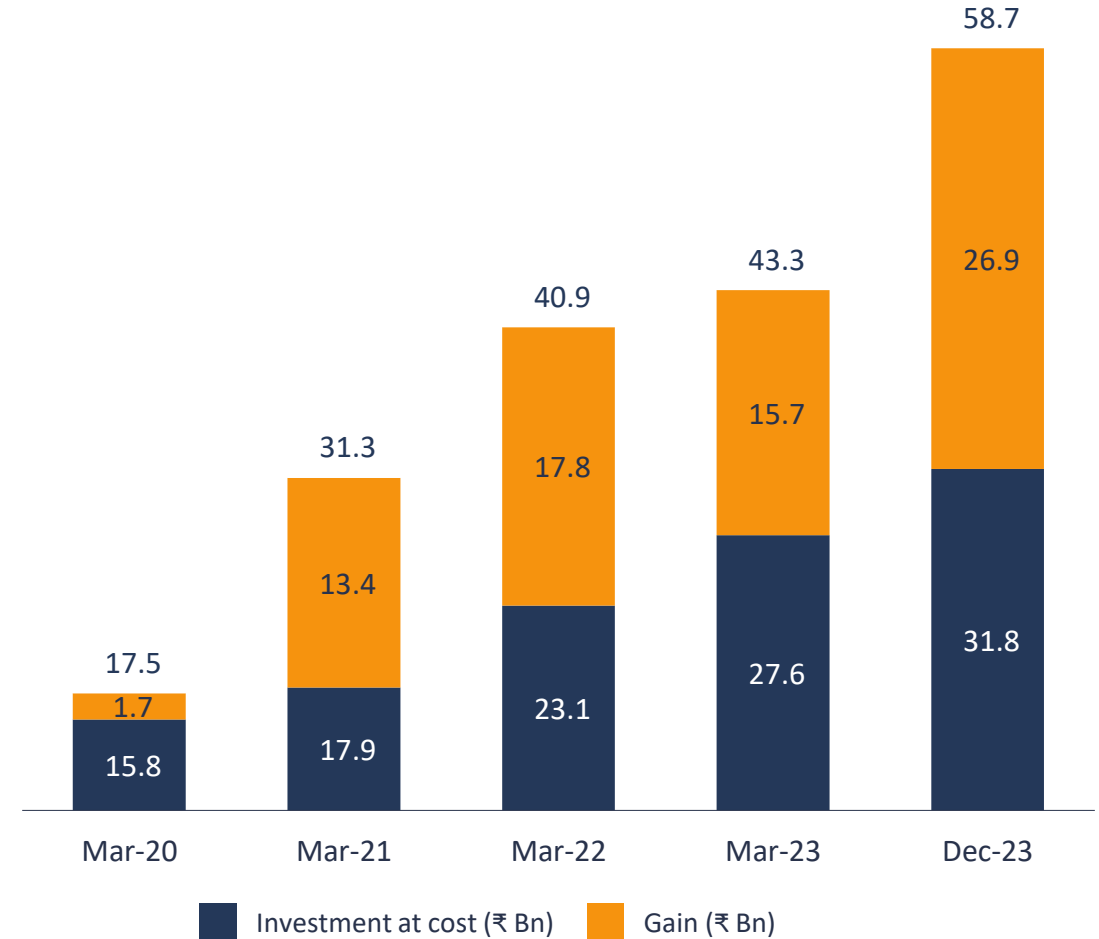
Skin in the Game in AMC (₹ Bn)



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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MOTILAL OSWAL

**COMPOUNDING
MACHINE**

Thank You

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Motilal Oswal Financial Services Ltd

Q3FY24 & 9MFY24

Consolidated Ex-MOHFL financials

Particulars (Rs mn)	Q3FY24	Q3FY23	YoY (%)	Q2FY24	QoQ (%)	9MFY24	9MFY23	YoY (%)
Total Revenues	12,364	9,801	26%	12,167	2%	35,104	26,501	32%
Operating expenses	2,782	2,214	26%	2,797	-1%	7,752	6,577	18%
Personnel costs	2,686	2,332	15%	2,787	-4%	8,339	6,553	27%
Other costs	1,046	924	13%	1,295	-19%	3,397	2,809	21%
Total costs	6,515	5,469	19%	6,879	-5%	19,488	15,939	22%
EBITDA	5,849	4,332	35%	5,288	11%	15,616	10,562	48%
Depreciation	223	150	49%	155	44%	532	405	31%
Interest	1,946	1,019	91%	1,728	13%	5,139	2,254	128%
PBT	3,680	3,163	16%	3,405	8%	9,946	7,902	26%
Tax	931	691	35%	848	10%	2,487	1,914	30%
Operating PAT	2,749	2,471	11%	2,557	8%	7,459	5,987	25%
Fund Based PAT	3,486	-35	-	2,427	-	8,742	1,199	-
Reported PAT	6,236	2,436	156%	4,984	-	16,201	7,186	125%
Total Comprehensive Income	7,377	2,578	186%	5,226	-	19,033	7,230	163%

Consolidated Ex-MOHFL balance sheet

Particulars (Rs bn)	Dec-23	Mar-23
Sources of Funds		
Net worth	76.3	59.9
Borrowings	98.0	74.2
Deferred tax liability	2.7	0.2
Total Liabilities	177.1	134.3
Application of Funds		
Fixed assets (net block)	5.6	4.5
Investment	69.8	56.4
Loans and Advances	64.2	34.4
Net current assets	37.5	38.9
Total Assets	177.1	134.3



MOTILAL OSWAL

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