

April 25, 2025

**To,**  
**BSE Limited**  
P. J. Towers,  
Dalal Street, Fort,  
Mumbai - 400001  
**Security Code: 532892**

**National Stock Exchange of India Limited**  
Exchange Plaza, Plot No. C/1, G Block,  
Bandra-Kurla Complex, Bandra (E),  
Mumbai - 400051  
**Symbol: MOTILALOFS**

**Sub.: Investor(s)/Analyst(s) Presentation – Financial Performance for Q4 FY 2024-25**

Dear Sir/Madam,

This is with reference to our earlier letter dated April 21, 2025 regarding Earnings Conference Call with Investor(s)/Analyst(s) for discussing Q4 FY 2024-25 Financial Performance of the Company.

In this regard, please find enclosed herewith the Presentation to be made to Investor(s) / Analyst(s). The said Presentation will be uploaded on the Company's website at [www.motilaloswalgroup.com](http://www.motilaloswalgroup.com).

Further, the Audio Recording & Transcript of the Earning Con-Call will be made available on the Company's website i.e. [www.motilaloswalgroup.com](http://www.motilaloswalgroup.com).

Kindly take the same on record.

Thanking you,

Yours faithfully,

**For Motilal Oswal Financial Services Limited**

**Kailash Purohit**  
**Company Secretary & Compliance Officer**

Encl.: As above





Motilal Oswal Financial Services Limited  
Investor Presentation  
Q4FY25 & FY25



# Safe Harbour

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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<b>Compounding Machine</b>  Pg 04 – 08	<b>MOFSL Value Proposition</b>  Pg 09 – 11	<b>Q3FY25 &amp; 9MFY25 Highlights</b>  Pg 12 – 43
<b>Highly Professionalized Management</b>  Pg 44 – 45		<b>Other (ESG, Philanthropy, Hiring)</b>  Pg 46 – 50



## Raamdeo Agrawal

MOFSL Chairman & Co-founder,  
explains the compounded impact on the company

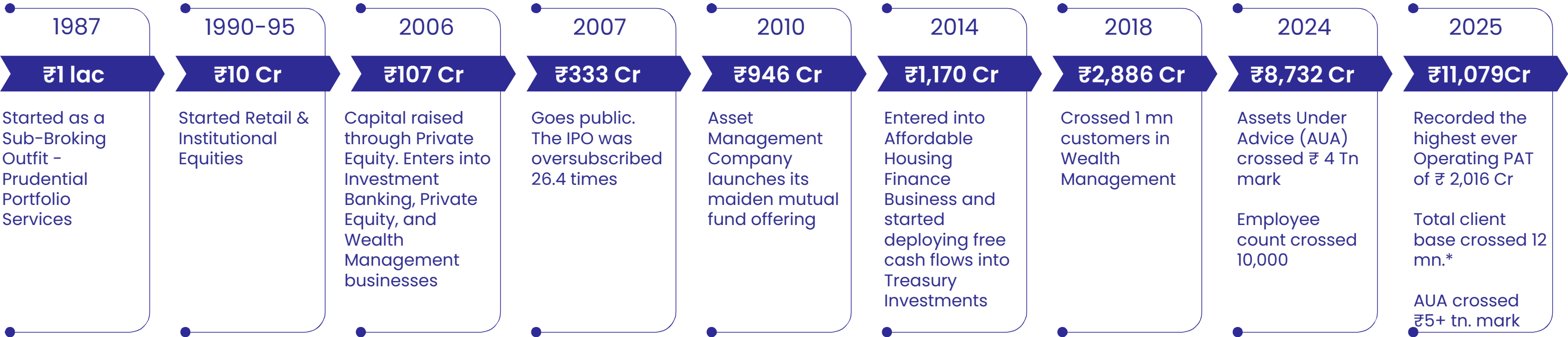
“At MOFSL, we believe that companies seeking to consistently outperform need a simple, yet effective strategy

“Compounding has been described as the eighth Wonder of the World. At MOFSL, we have designed the company around this concept. We have structured our business in a manner that would not only capitalize on the national economic growth but also generate compounded returns through reinvestment of surpluses (after paying dividend) into the business and treasury investments. In our 37 years, we grew our net worth from ₹ 1 lakh to ₹ 11,079 cr. as on Mar’25. The upcoming years signify the convergence of our validated business model, the growing India story, the MOFSL brand, and our distribution capability. With this in mind, **the sky is the limit at MOFSL!**”

# MOFSL's Power of compounding demonstrated over 37 years

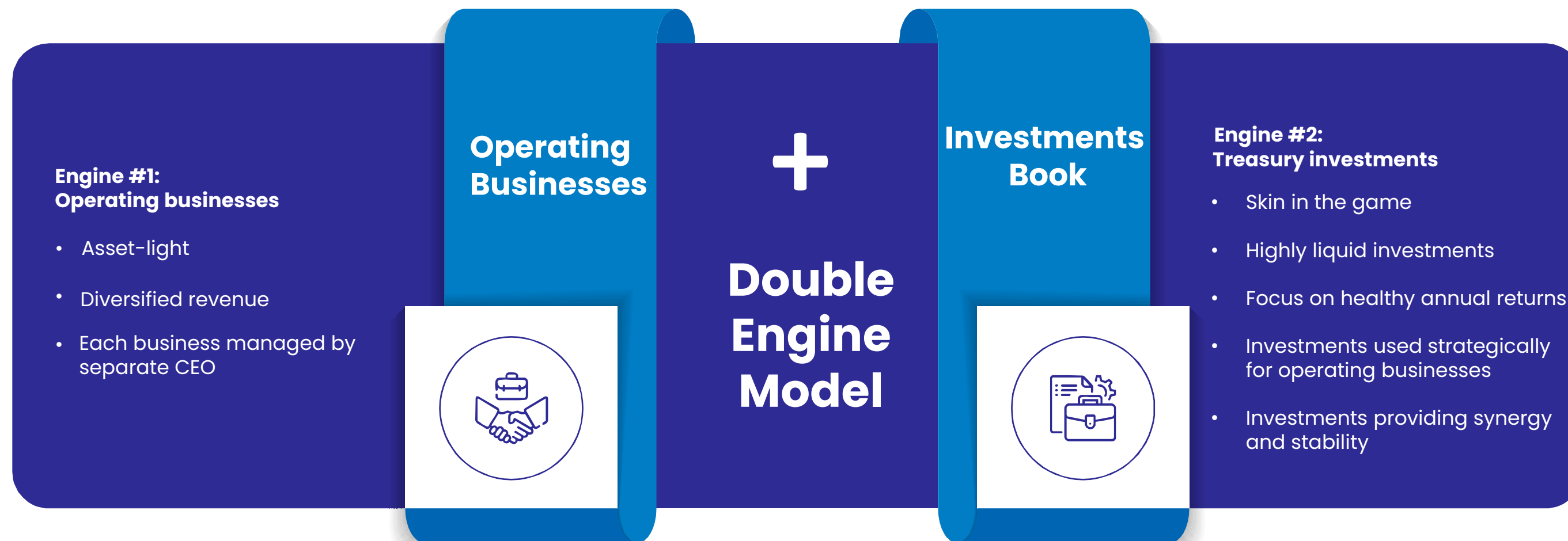


## Net Worth Trend



Aggregated nos. of customers of each business

# MOFSL's Double-Engine model



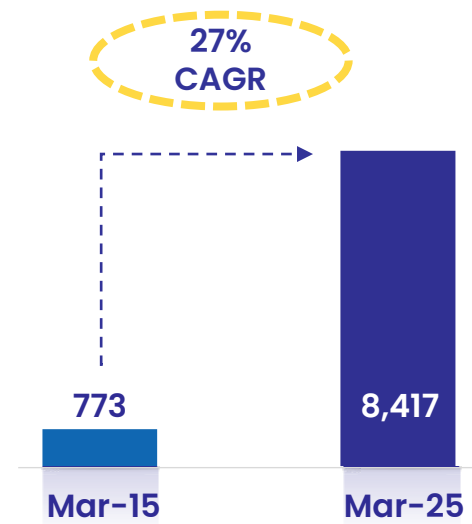
# MOFSL's Decadal Compounding Journey



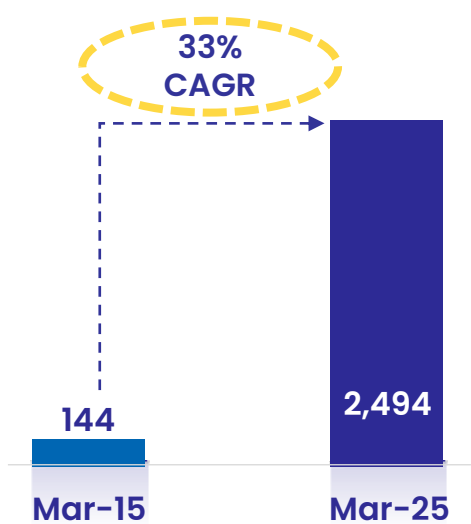
Profit growth has been higher than revenue growth

MOFSL's market cap has outperformed the Nifty 500 Index by 13% CAGR

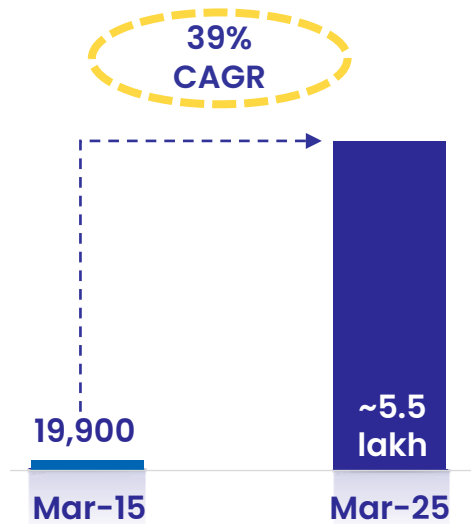
Assets under Advice have posted 39% CAGR in the last decade



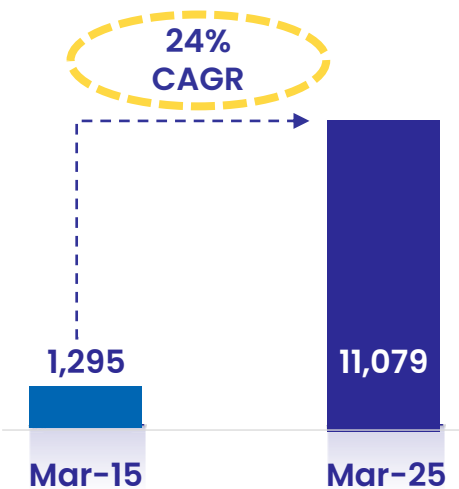
Total Revenue in ₹ Cr



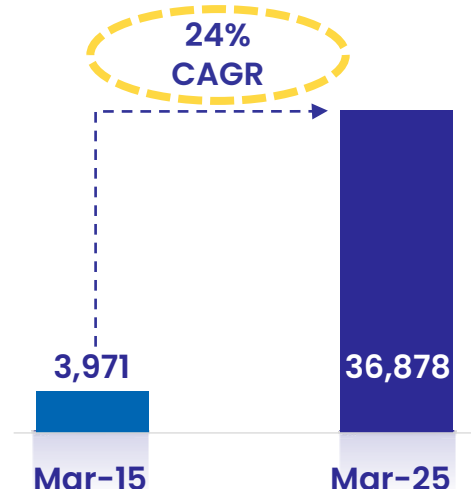
Total PAT (incl OCI) in ₹ Cr



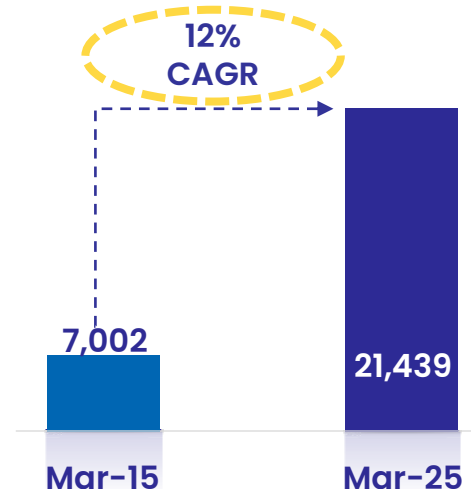
Assets under Advice (AUA) in ₹ Cr



Net Worth in ₹ Cr



MOFSL Market Cap in ₹ Cr



Nifty 500



# MOFSL: Primed for growth



## Engine #1: Operating businesses

### Robust Past

Operating PAT clocked 31% CAGR in last decade

Operating PAT

### Promising Future

Optimistic about the future growth

## Engine #2: Treasury Investments

### Robust Past

Book posted 42% CAGR since inception

Treasury  
investments  
book

### Promising Future

To maintain / improve the existing IRR

Average 20% of operating PAT in the last decade

Dividend  
Payout + Buyback

To maintain payout subject to working capital and business growth needs.

Reported 24% CAGR in the last decade

Net worth

To maintain or improve

# MOFSL's strong value proposition



## Strong Manufacturing capabilities

- Research led Broking
- Mutual Funds
- PMS
- AIF (Equities)
- Private Equity Funds
- Real Estate Funds
- Margin Trading Facility (MTF)
- Loan Against Securities
- Home Loans

## Third-party Product distribution

- Insurance
- Bonds
- Fixed Deposits
- Mutual Fund
- AIF & PMS
- Unlisted Equities
- Loans

## Wealth Advisory

- Investment charter
- Alternate assets
- Credit solutions
- Treasury solutions
- Estate planning
- Co-investment

## Corporate Advisory

- IPO
- Mergers & Acquisitions
- Qualified Institutional Placement (QIPs)
- Block Deals

# BIG Numbers @ MOFSL



Distribution  
Network

**9,100+**  
External Wealth  
Managers



Geographical  
Reach

**2,500+** business  
Locations serving  
Clients in **98%** of pin  
codes



RMs &  
Research Team

**2,500+** RMs  
**100+** research team



Assets Under  
Advice

**~5.5** lakh Cr



Clients

AMC folios –  
**7.8+** mn.  
Broking –  
**4.8+** mn.



# MOFSL Business Segment



\*Includes retail broking & distribution business | \*\* Includes AMC, PE/RE & PWM business | IE = Institutional Equities, IB – Investment Banking

# FY25 – Strong Performance Continues



## Ranking

**Market capitalization**  
₹ 45,300 Crs\*

**TTM PAT Ranking (CY24)**  
89 amongst listed entities

**M-cap Rank**  
193\*

\*As on Apr 24, 2025

# 30%+ CAGR in Operating PAT

Segmental PAT (₹ Cr)	FY25	FY24	FY23	FY22	FY21	CAGR (%)
Wealth Management	783	613	464	407	259	32%
YoY Growth %	28%	32%	14%	57%	57%	
Capital Market	258	196	82	107	62	43%
YoY Growth %	31%	138%	(23%)	73%	17%	
Asset & Private Wealth Management	824	607	452	449	322	26%
YoY Growth %	36%	34%	1%	39%	29%	
Housing Finance	127	129	133	93	40	33%
YoY Growth %	(2%)	(3%)	43%	136%	3%	
<b>Operating PAT*</b>	<b>2,016</b>	<b>1,542</b>	<b>1,115</b>	<b>1,093</b>	<b>671</b>	<b>32%</b>
YoY Growth %	31%	38%	2%	63%	34%	

\*excluding intercompany adjustments

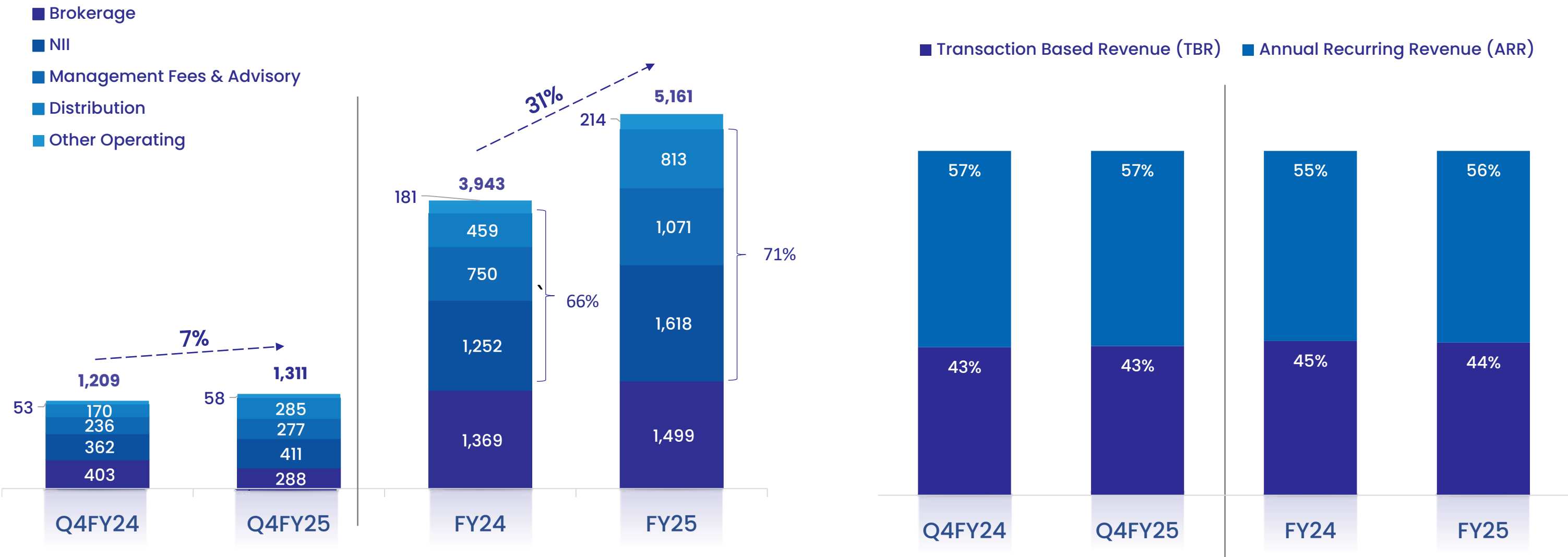


# Highest Ever Annual Operating PAT of ₹ 2,000 cr+

Particulars (₹ Cr)	Q4FY25	Q4FY24	YoY (%)	Q3FY25	QoQ (%)	FY25	FY24	YoY (%)
<b>Net Revenue</b>								
- Wealth Management	599	559	7%	570	5%	2,339	1,790	31%
- Capital Market	139	97	42%	151	(8%)	598	435	37%
- Asset & Private Wealth Management	486	481	1%	551	(12%)	1,912	1,446	32%
- Housing Finance	110	87	26%	96	14%	384	339	13%
<b>Total Net Revenues<sup>1</sup></b>	<b>1,311</b>	<b>1,209</b>	<b>8%</b>	<b>1,345</b>	<b>(3%)</b>	<b>5,161</b>	<b>3,943</b>	<b>31%</b>
Employee Expense	420	384	9%	453	(7%)	1,704	1,301	31%
Other Expense	221	162	36%	190	16%	786	594	32%
<b>Total Expense</b>	<b>641</b>	<b>547</b>	<b>17%</b>	<b>644</b>	<b>-</b>	<b>2,489</b>	<b>1,895</b>	<b>31%</b>
<b>Profit Before Taxes (PBT)</b>	<b>670</b>	<b>662</b>	<b>1%</b>	<b>701</b>	<b>(5%)</b>	<b>2,671</b>	<b>2,048</b>	<b>30%</b>
<i>PBT Margin</i>	<i>51%</i>	<i>55%</i>		<i>52%</i>		<i>52%</i>	<i>52%</i>	
<b>Operating PAT</b>	<b>519</b>	<b>502</b>	<b>3%</b>	<b>525</b>	<b>(1%)</b>	<b>2,016</b>	<b>1,542</b>	<b>31%</b>
Treasury Investments PAT <sup>2</sup>	(743)	123		(69)		478	1,084	
<b>Total PAT<sup>2</sup></b>	<b>(224)</b>	<b>625</b>		<b>456</b>		<b>2,494</b>	<b>2,626</b>	

1. Net Revenue is calculated after excluding commission expenses, interest expenses and intercompany adjustments 2. Including Other Comprehensive income (OCI)

# Diversified & Sustainable Revenue Streams



Consolidated Net Revenue Mix

# Leveraging Strong Net Worth for Strategic Growth



Particulars (₹ Cr)	FY25					
	Wealth Management	Capital Market	Asset & Private Wealth Management	HFC	Treasury	Total
Net Worth	3,785	765	2,696	1,385	2,447	11,079
Operating PAT	783	258	824	127	478	2,494
Operating RoE*	24%	39%	35%	10%	21%	25%

Note : Net worth has been allocated between operating business & treasury investments  
PAT and Net worth nos. are post minority

Particulars (₹ Cr)	Mar-25	Mar-24
SOURCES OF FUNDS		
Net Worth	11,079	8,732
Borrowings	14,743	13,762
Minority Interest	51	37
<b>Total Liabilities</b>	<b>25,874</b>	<b>22,531</b>
APPLICATION OF FUNDS		
Fixed assets (net block)	869	603
Investments	8,851	6,501
Loans and Advances	10,450	10,046
Net Current Assets <sup>(1)</sup>	5,705	5,381
<b>Total Assets</b>	<b>25,874</b>	<b>22,531</b>

1. Net Current Asset includes cash and cash equivalents and bank balance of ₹ 4,906 cr in Mar-25. Out of which unencumbered cash & cash equivalents is ₹ 1,968 cr



# Wealth Management

**No. 1 full service  
broking house by  
gross brokerage  
revenue & highest  
broking ARPU in the  
industry**

**Strong blend of 1,800+  
internal Relationship  
Managers and 9,100+  
External Wealth  
Managers**

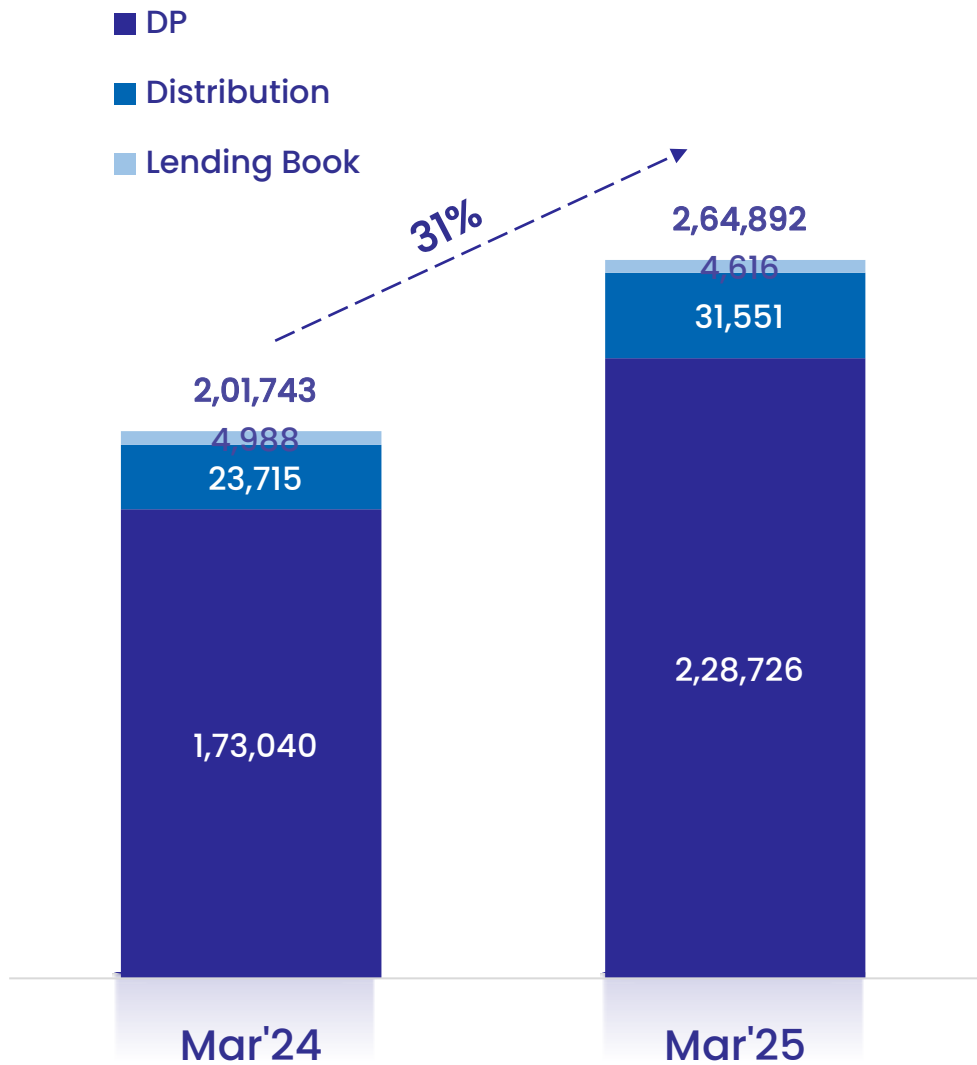
**Extensive Geographical  
reach – 2,500+  
business locations  
covering clients across  
98% of the PIN codes**

**Market share FY25  
Cash: 7.6%  
F&O Premium Turnover:  
8.5%**

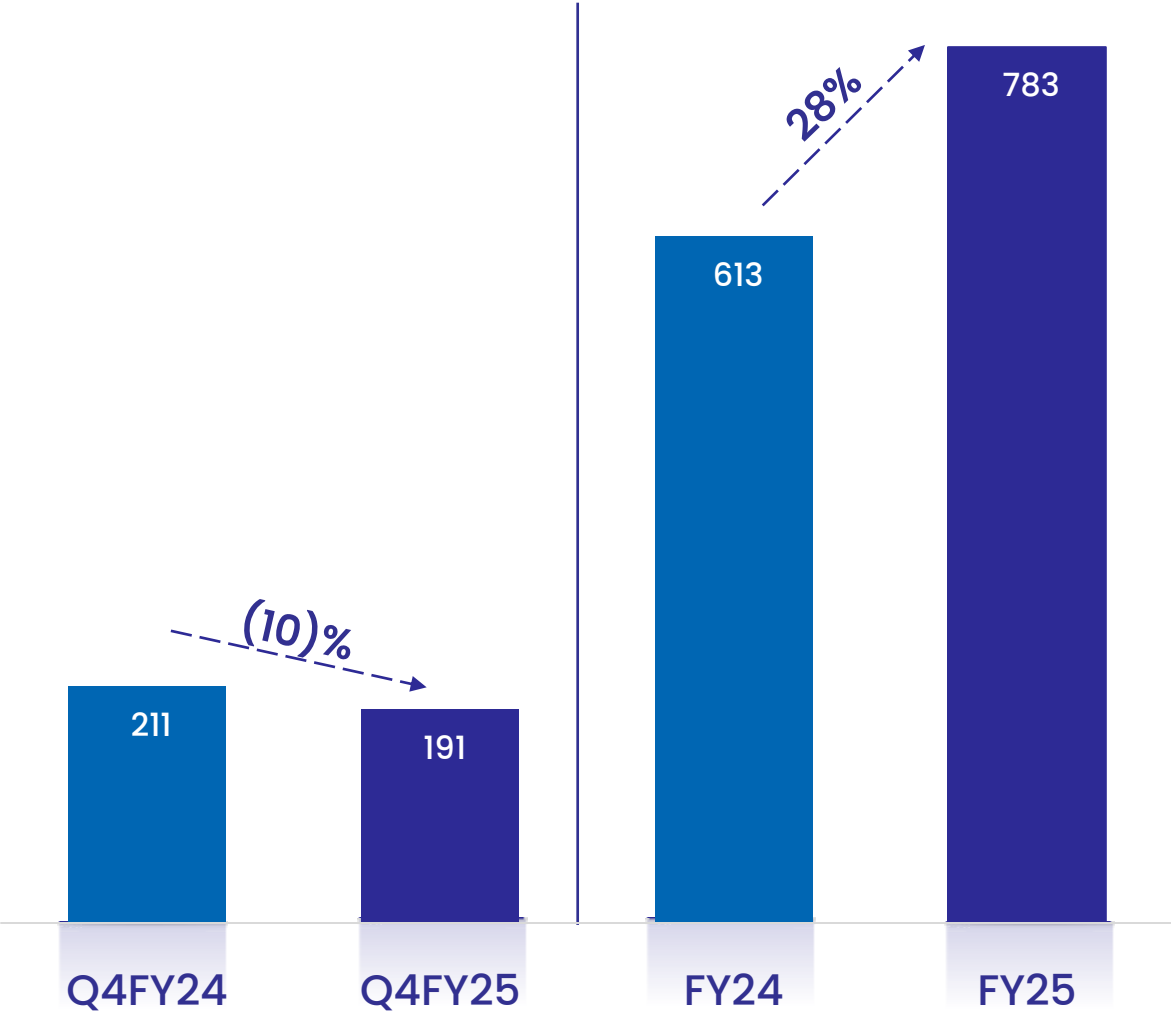
# Extensive Network of Internal RM & External Wealth Managers



# Resilient Performance



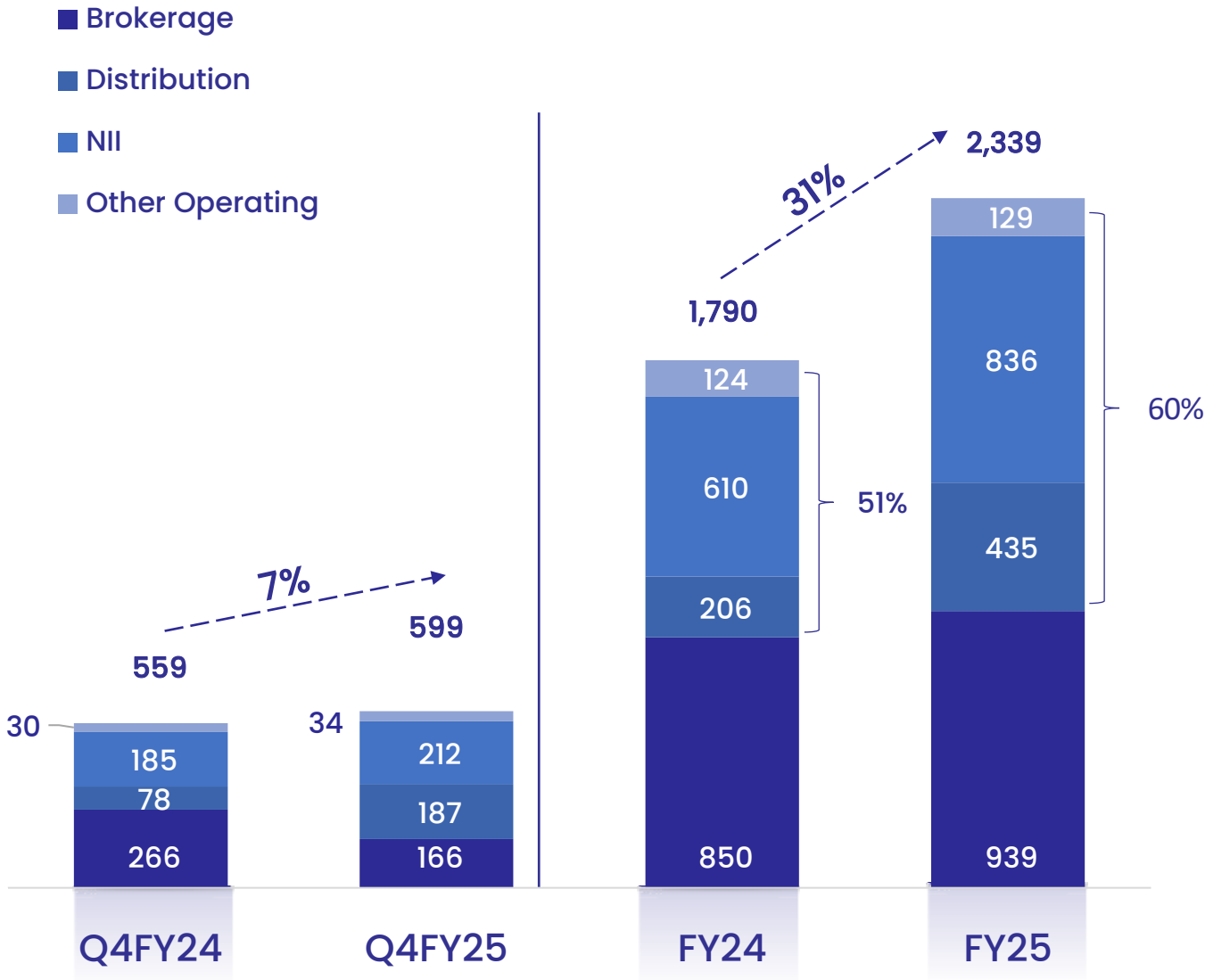
AUM Break-up (₹ Cr.)



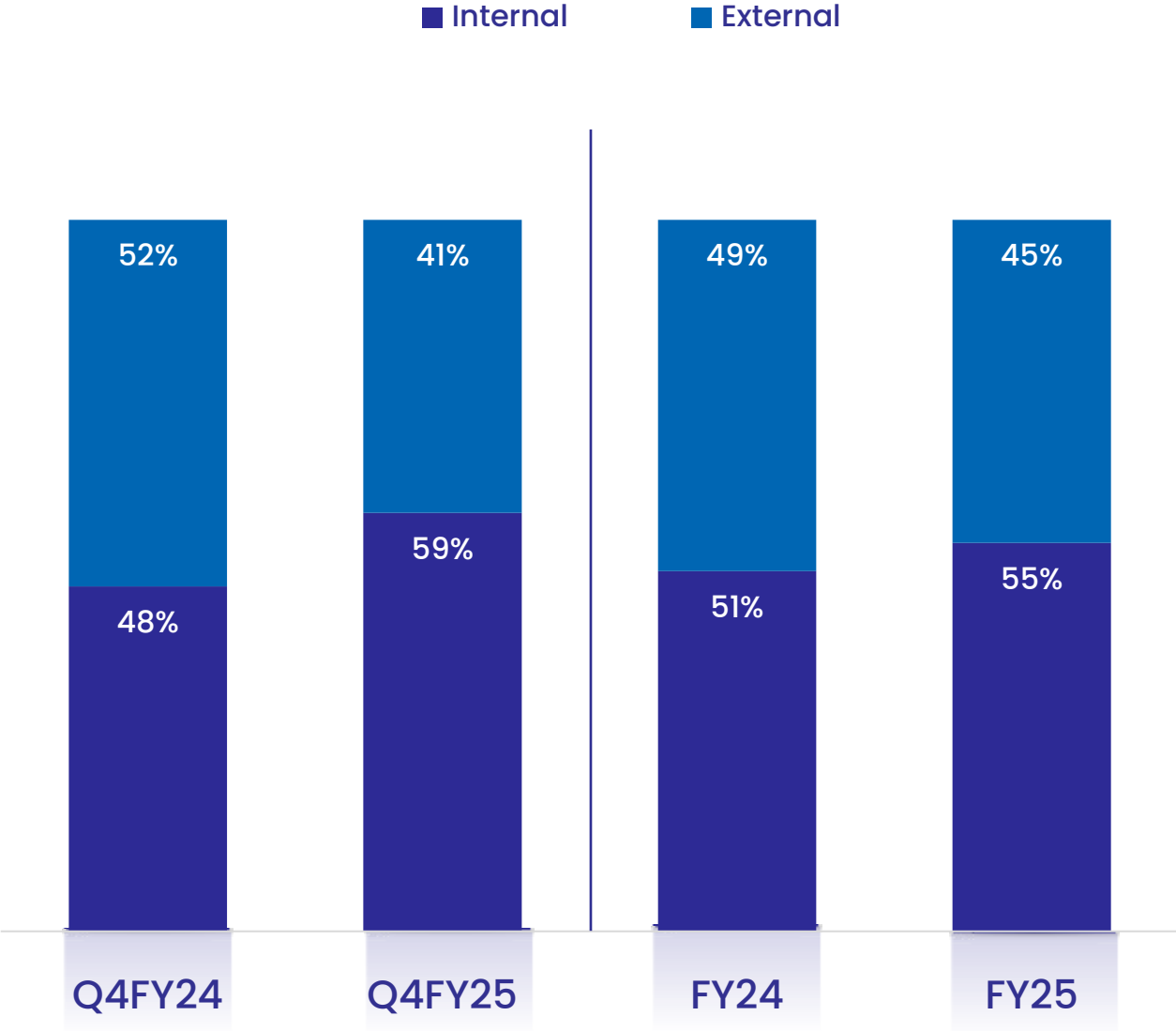
PAT (₹ Cr.)



# Growing Recurring Revenue Share



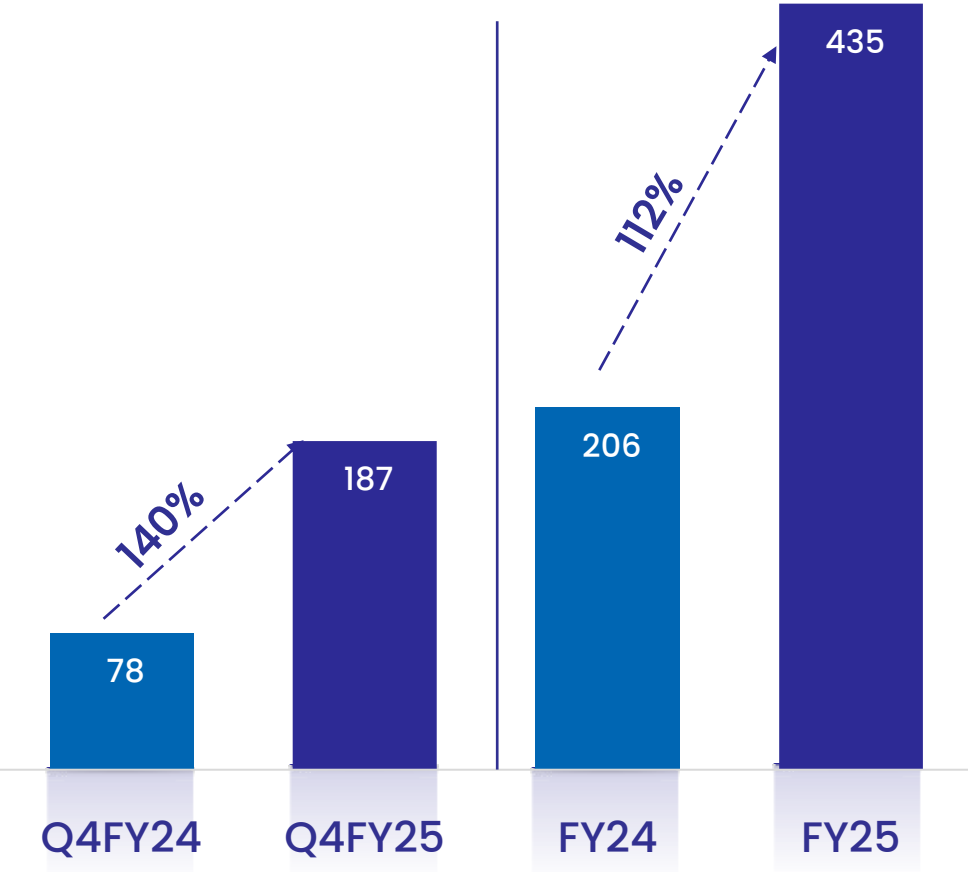
Net Revenue Break-up by Products (₹ Cr.)



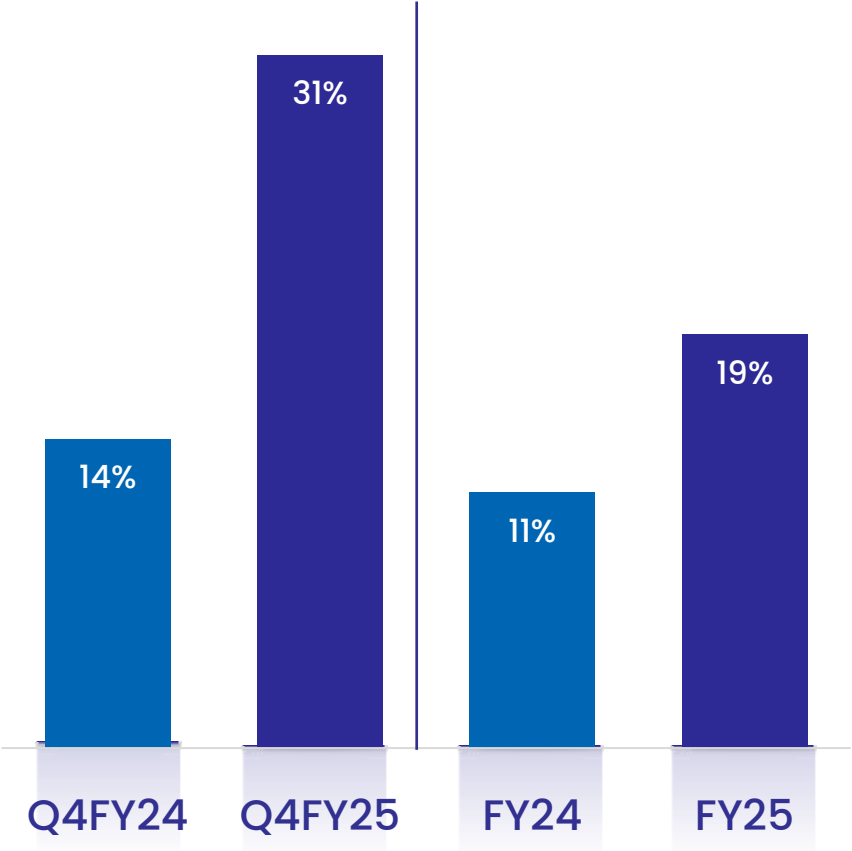
Net Revenue Break-up by Channels\*

\* External channel includes Franchisees

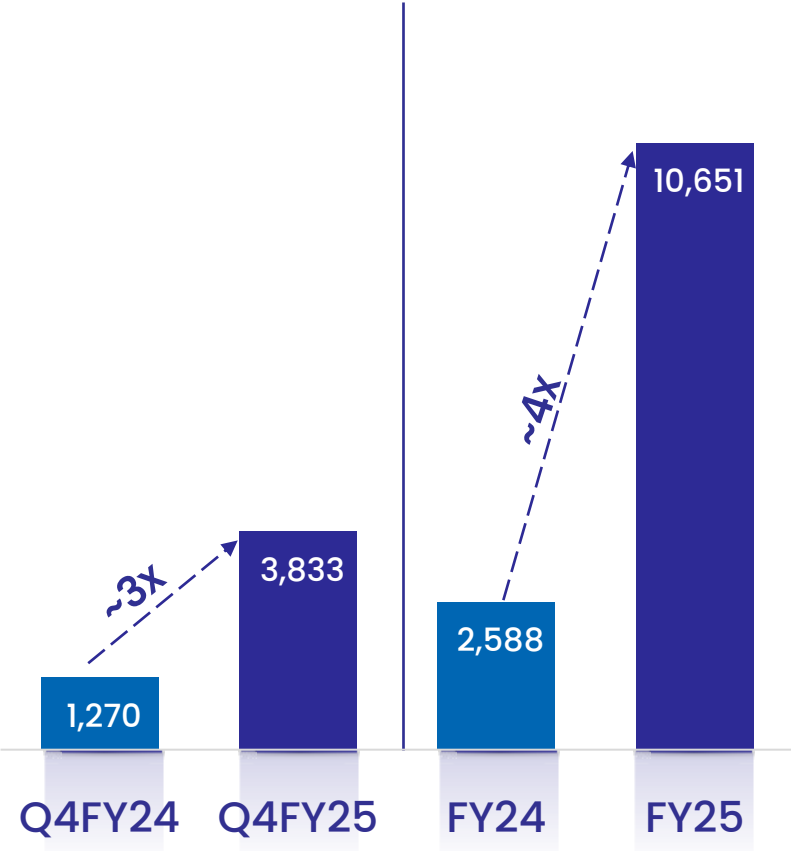
# Distribution Business – Firing on All Cylinders



Distribution Revenue (₹ Cr.)



Contribution of distribution in WM revenue (%)



Net Sales (₹ Cr.)

# Asset & Private Wealth Management

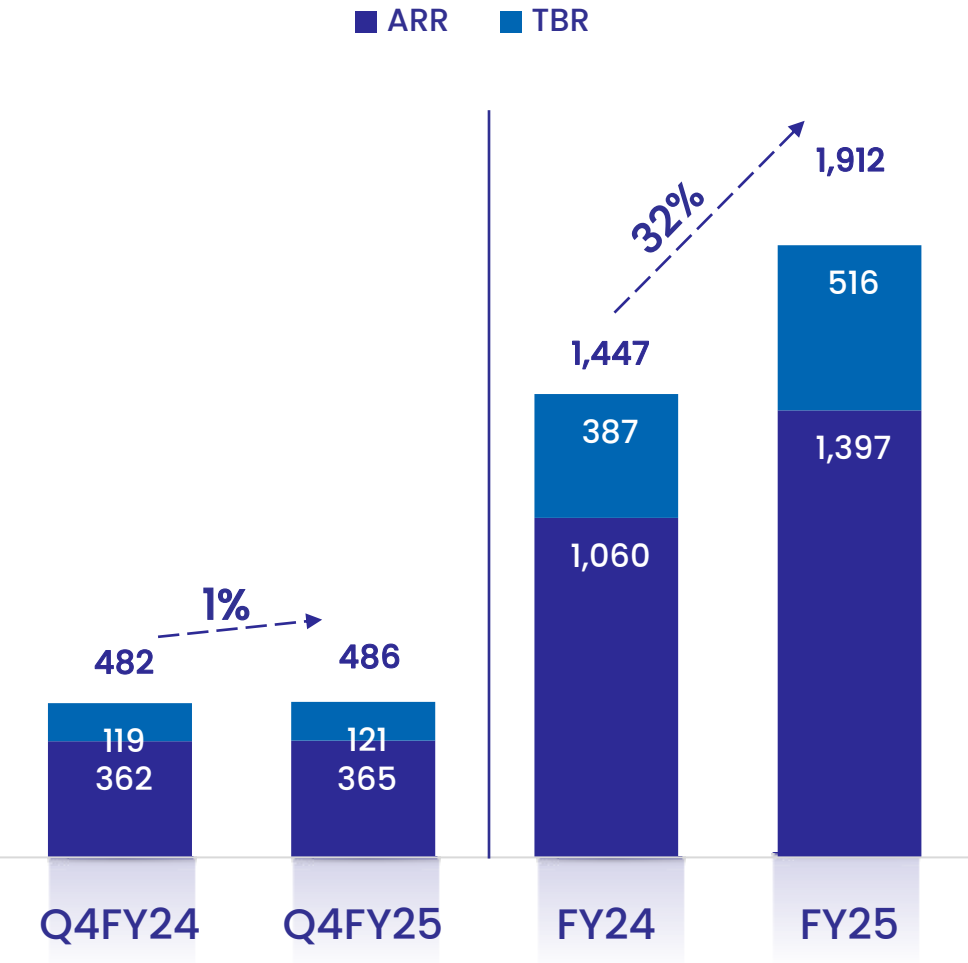
**Blend of  
manufacturing and  
distribution  
capabilities**

**Focused and leading  
player in alternate  
assets**

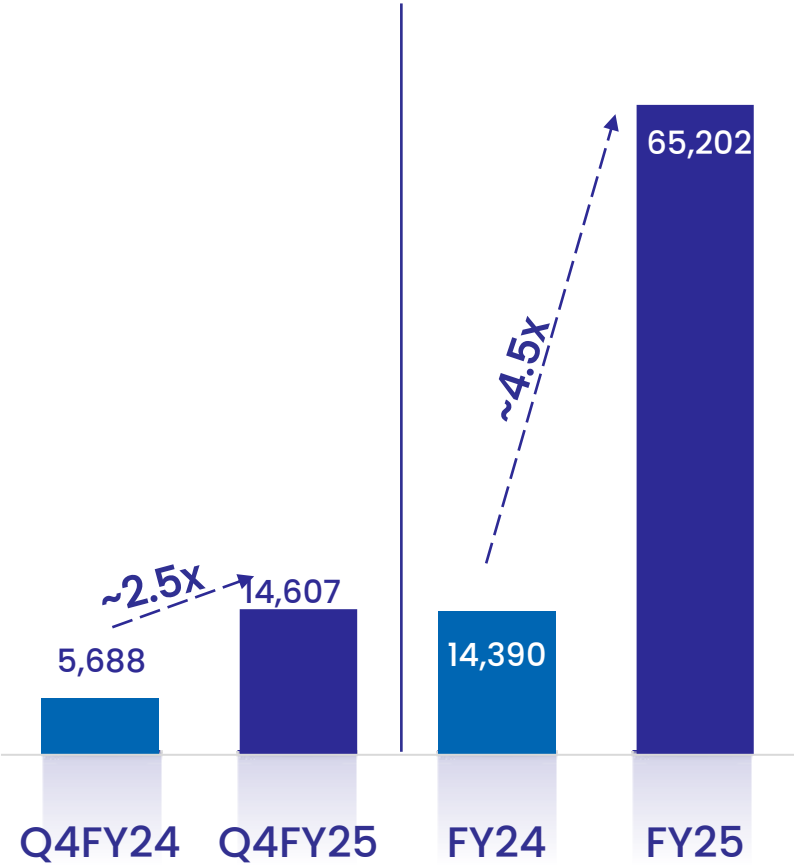
**Robust Investment  
and Risk Management  
process**

**AUM of ₹2.8 lakh Cr & Net  
sales of ₹65,000+ Cr  
in FY25**

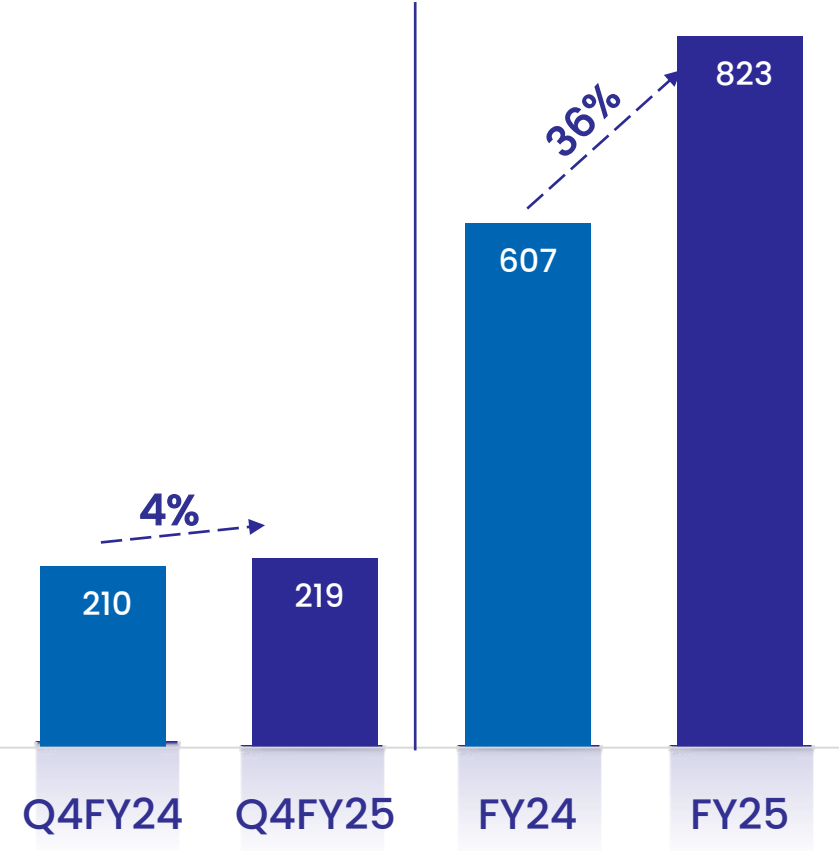
# Asset & Private Wealth contributes 40%+ of Group PAT



Net Revenue Break-up (₹ Cr.)



Net Sales (₹ Cr.)



PAT (₹ Cr.)



# Asset Management

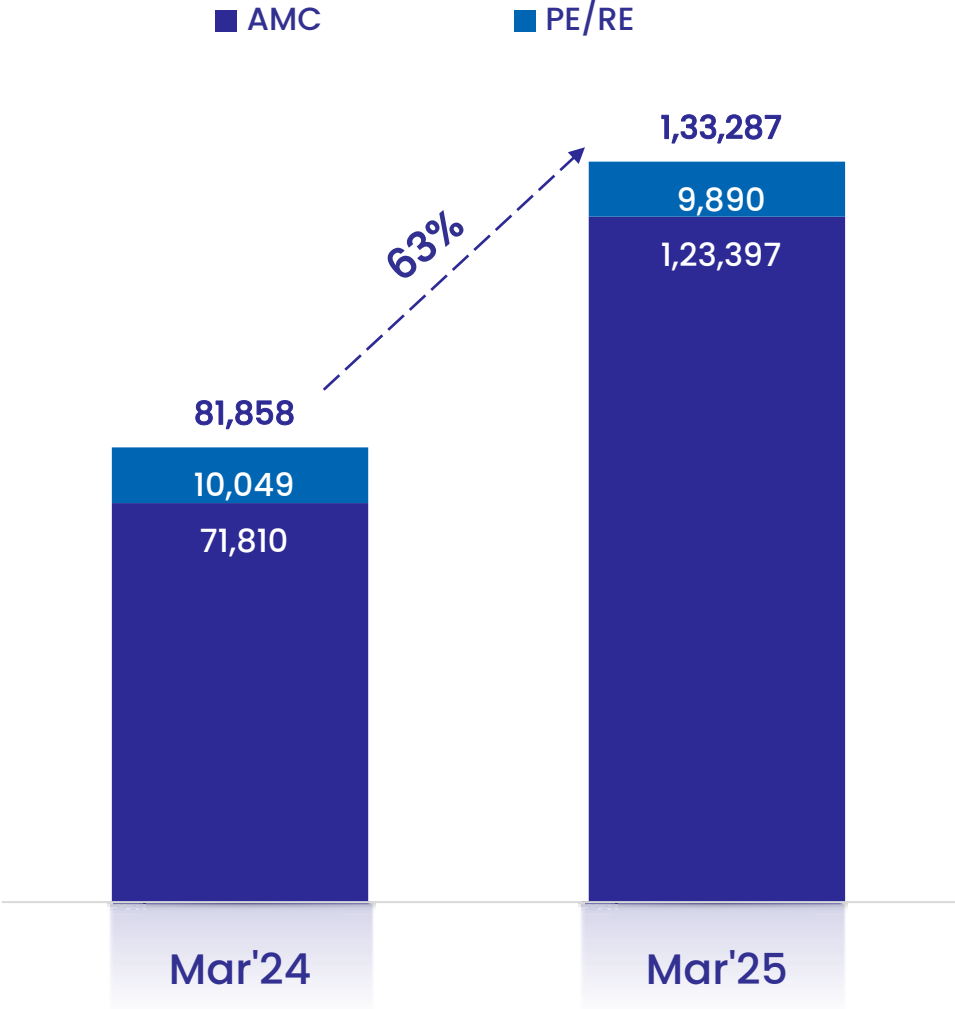
**Listed Equities  
MF + PMS + AIF  
(CAT III)**

**Unlisted  
Private Equity +  
Real Estate Funds  
(CAT II)**

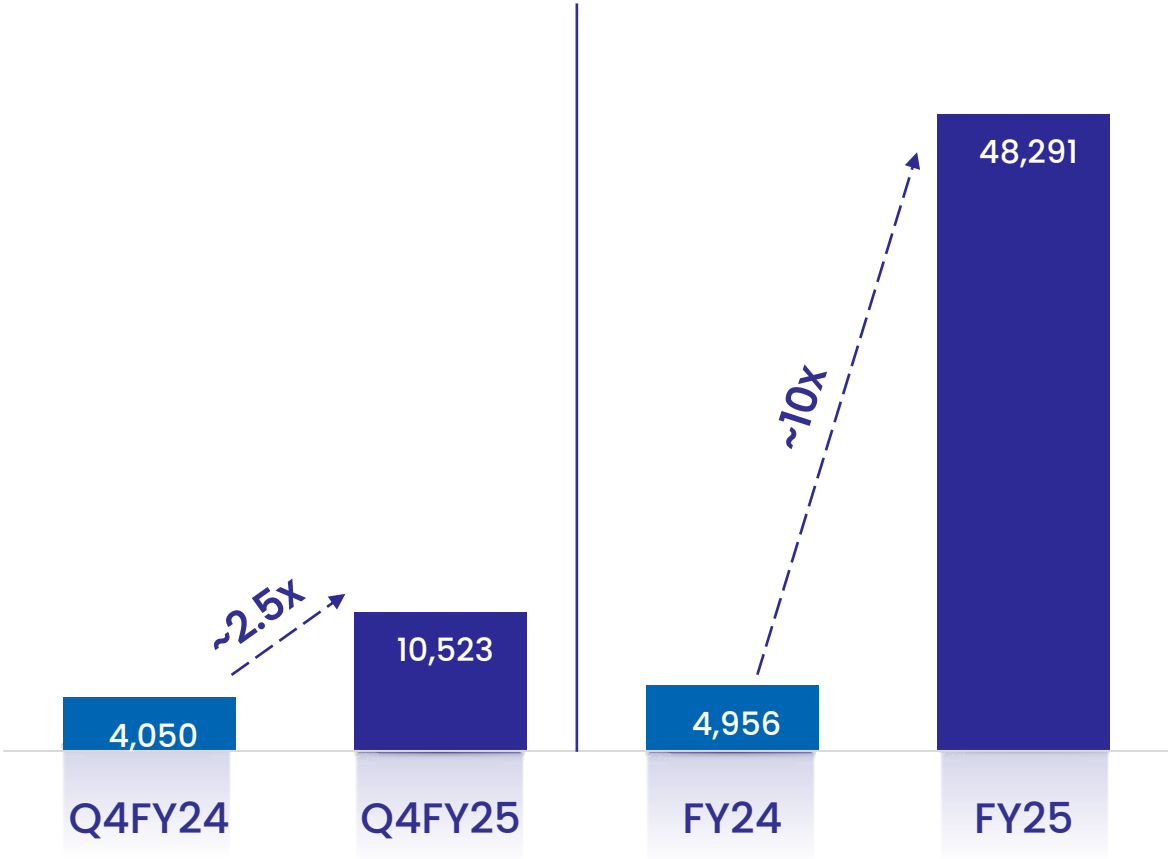
**Fee earning AUM of  
₹1.33 Lakh cr.**

**Quality Investment  
Team with a  
successful track  
record**

# Strong Net Flows Driving AUM Growth

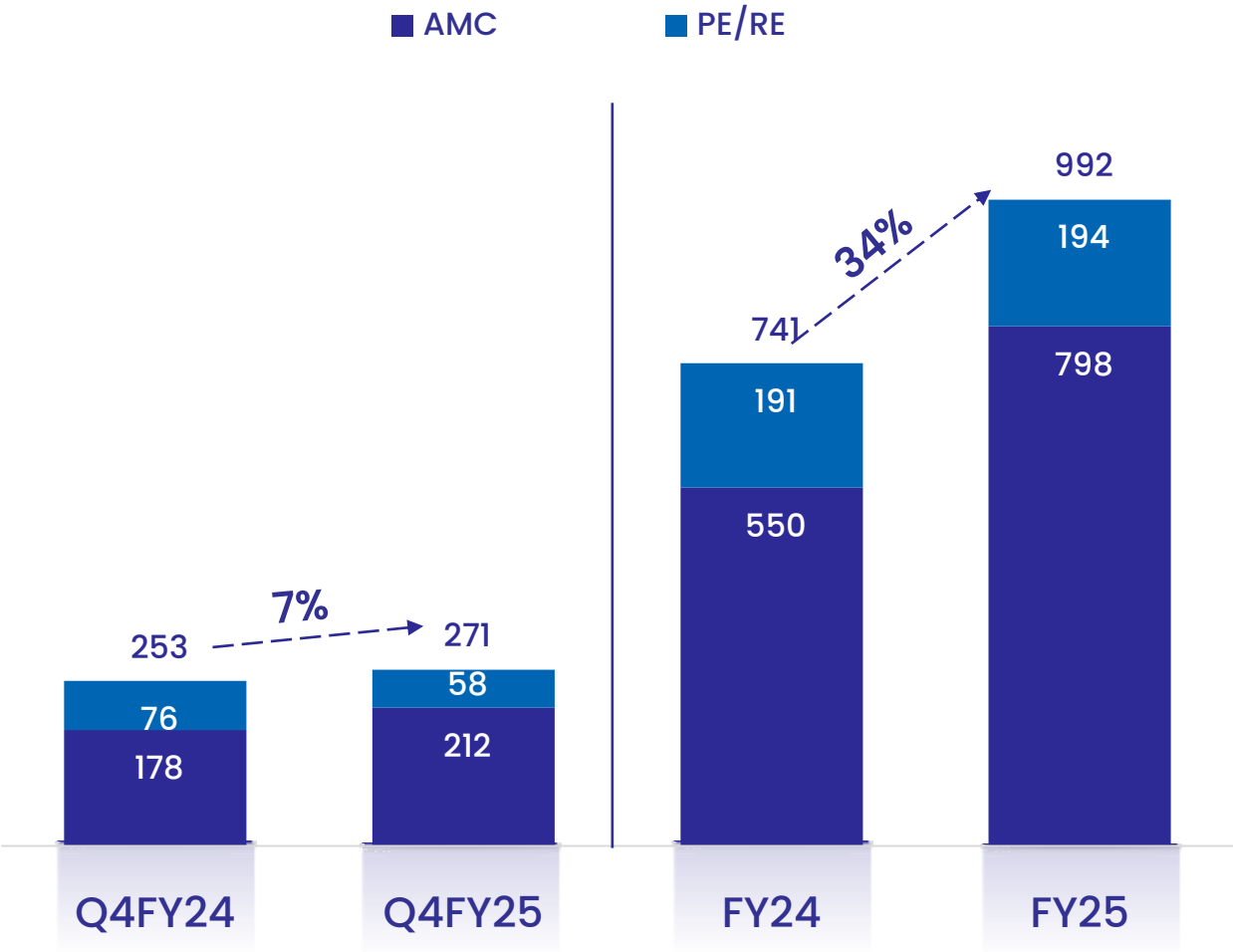


AUM Break-up (₹ Cr.)

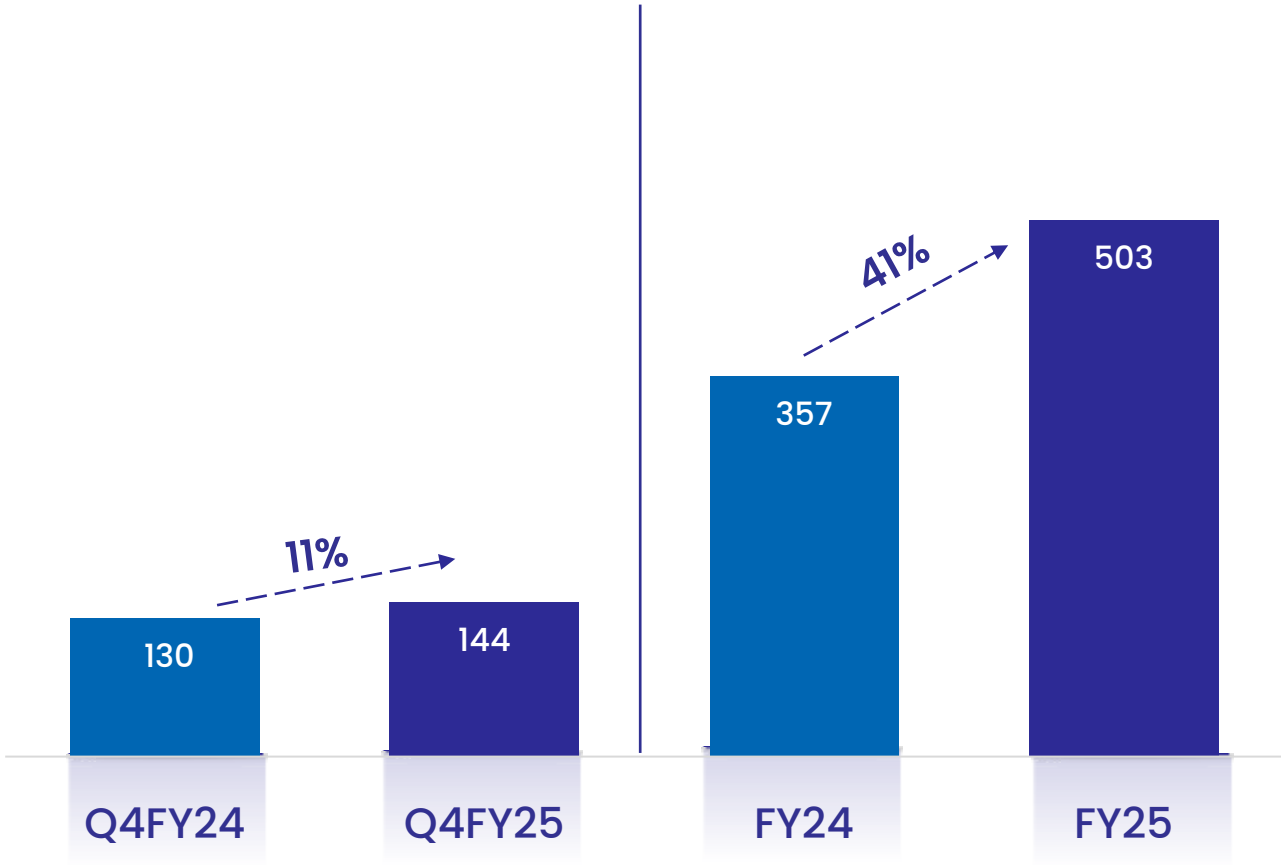


Net Sales (₹ Cr.)

# Robust Revenue & PAT growth



Net Revenue Break-up (₹ Cr.)



PAT (₹ Cr.)

# Gain in Flows Market Share to Boost AUM Market Share

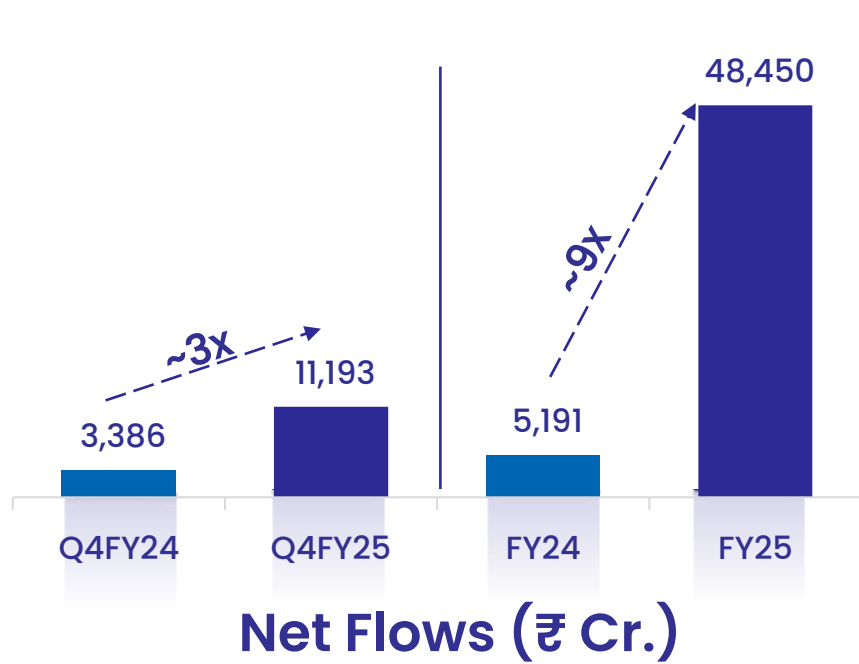
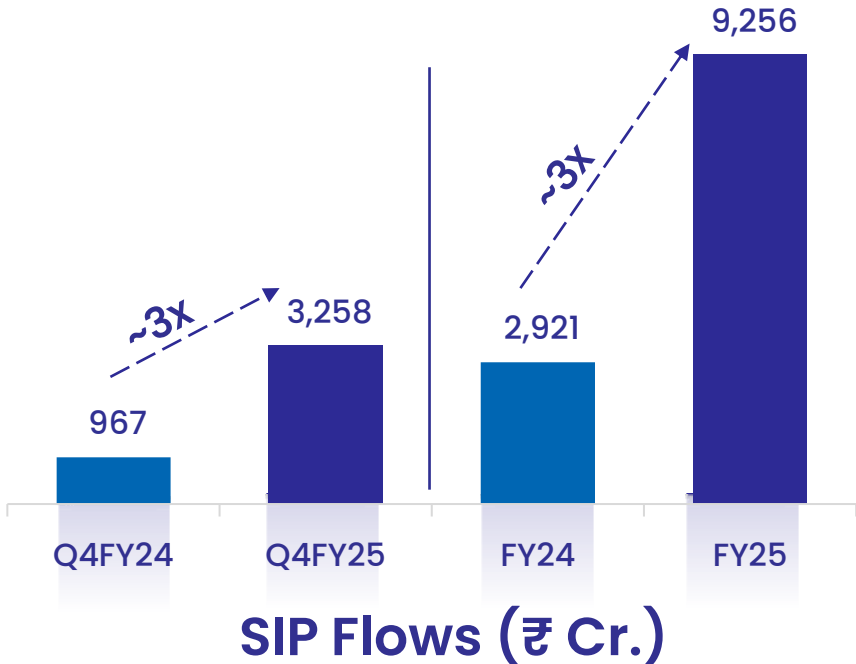
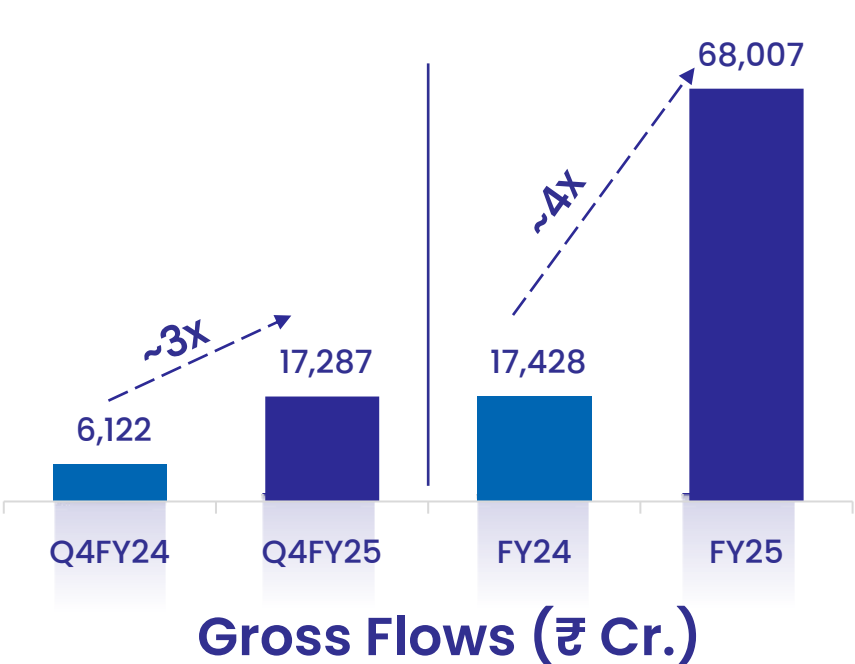
## Asset Management

One year performance *	
Total No. of Strategies (MF + PMS + AIF)	16
strategies outperformed benchmark	10
Mutual Fund	6
Alternates (PMS + AIF)	4
Outperforming Strategies basis AUM (%)	90%

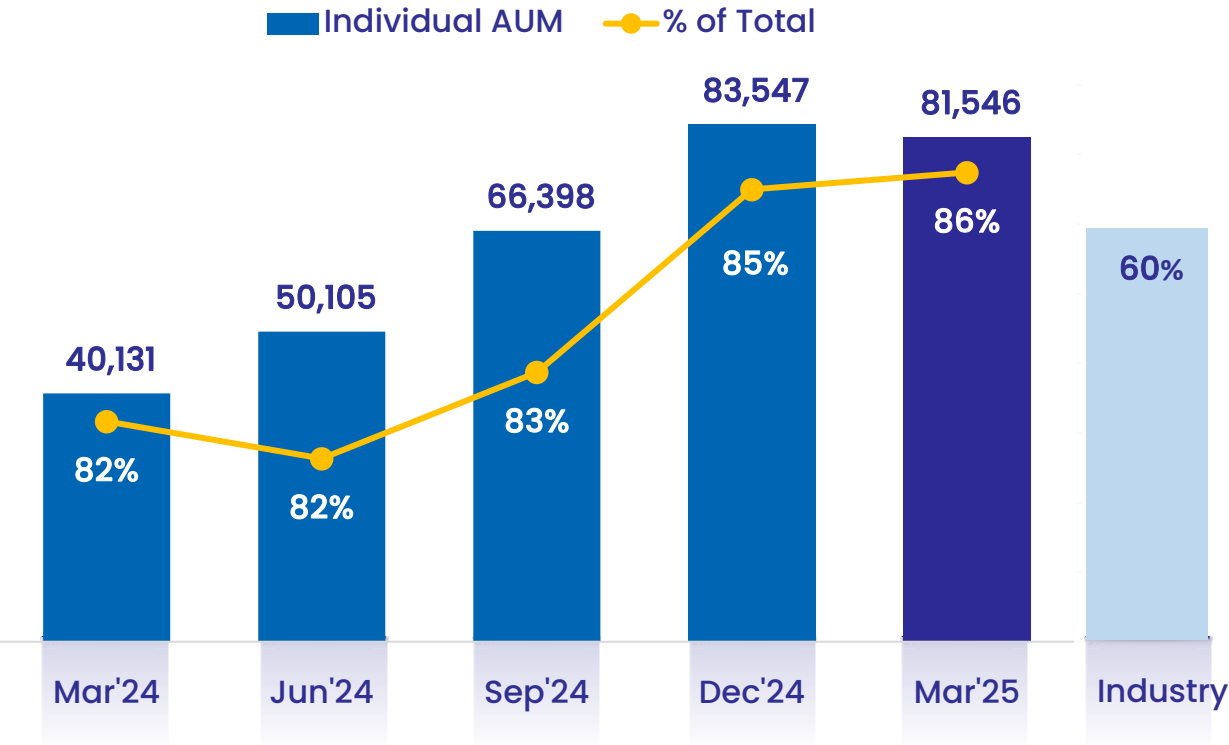
\*Performance as on 31<sup>th</sup> March 25

Particulars	Q4FY24	Q4FY25	FY24	FY25
SIP Market Share*	1.7%	4.2%	1.5%	3.2%
MF Gross Sales Market Share	1.7%	4.6%	1.6%	4.3%
MF Net Sales Market Share	2.3%	6.8%	1.8%	6.8%

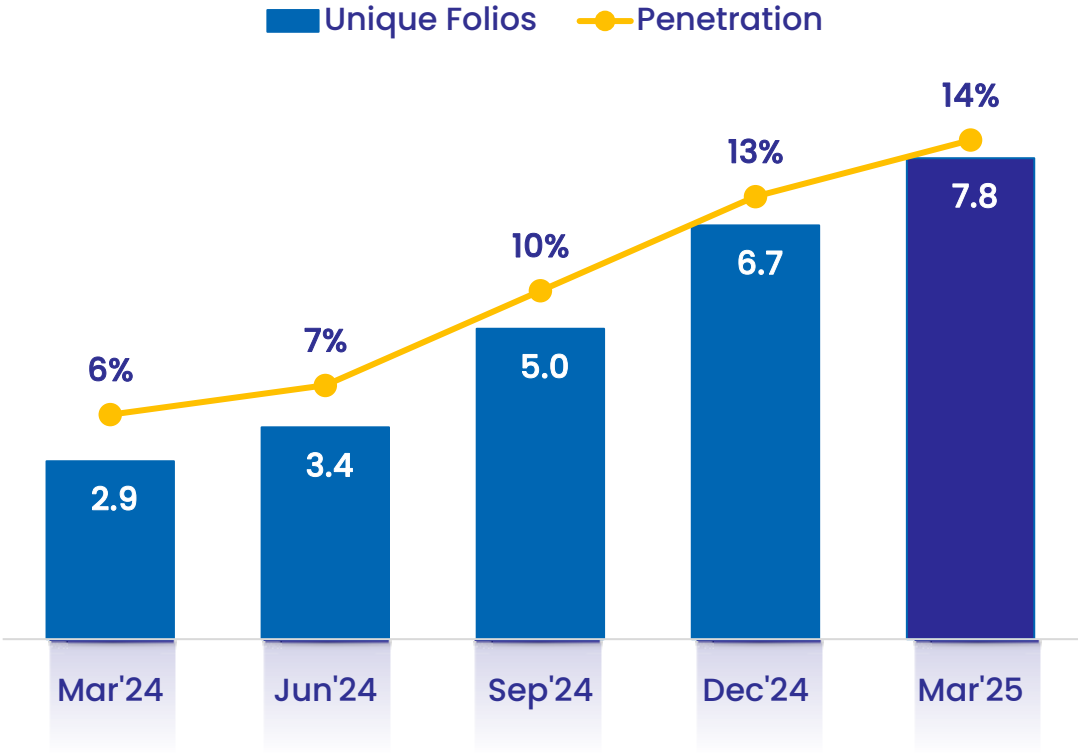
\*MOAMC realised SIP/Industry total SIP



# Granular AUM with growing penetration



Individual MF AUM (₹ Cr.)



MF Unique Customers (Mn.)



# Private Equity & Real Estate

Total earning AUM – ₹ 14,033 Cr.

Market value\* of AUM – ₹ 17,882 Cr.



*\*RE AUM is at cost and only PE aum is at market value*

**IBEF V approval received and launched – Target to raise Rs. ₹ 7,500 Cr.**

# Private Wealth Management

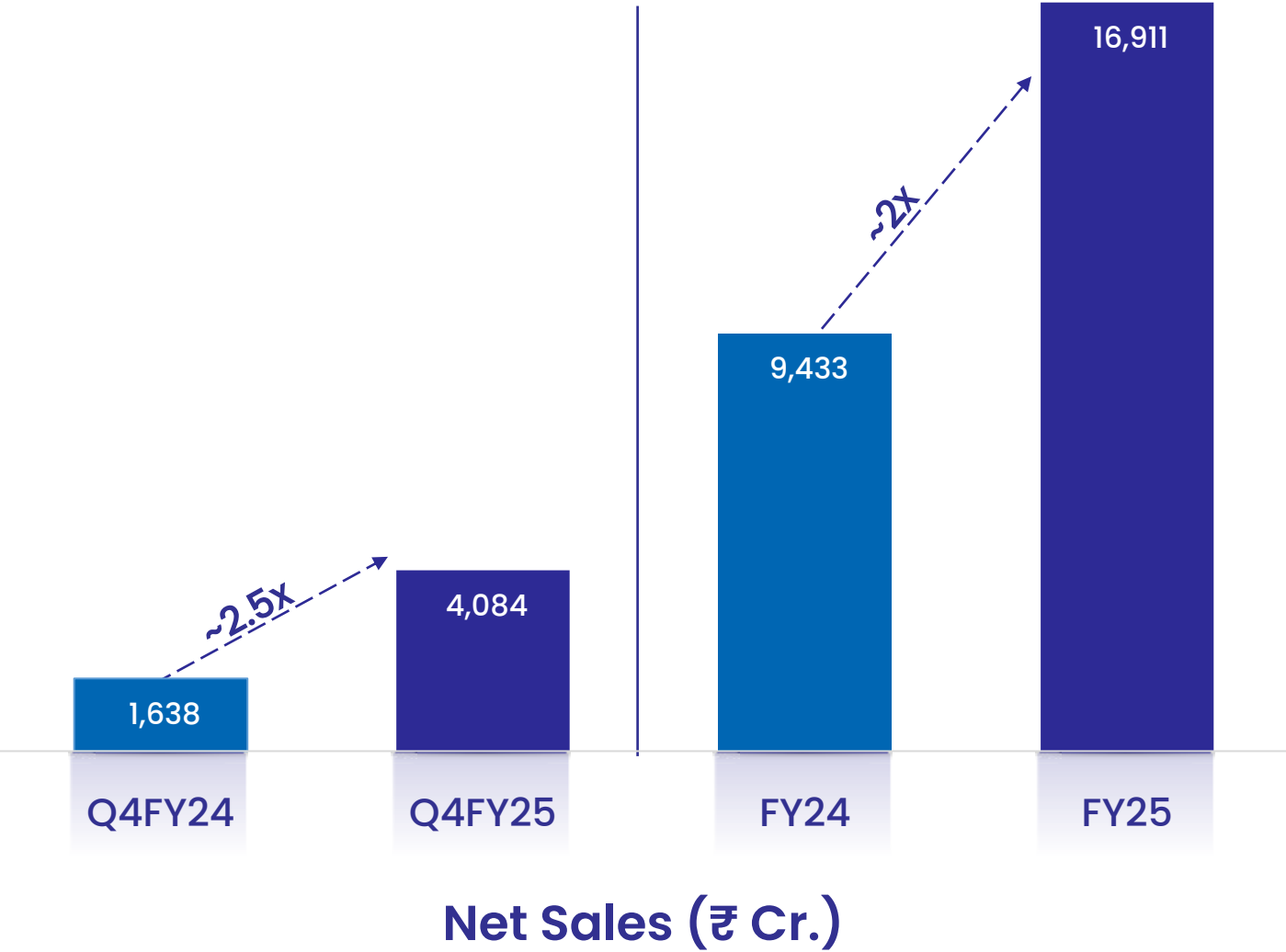
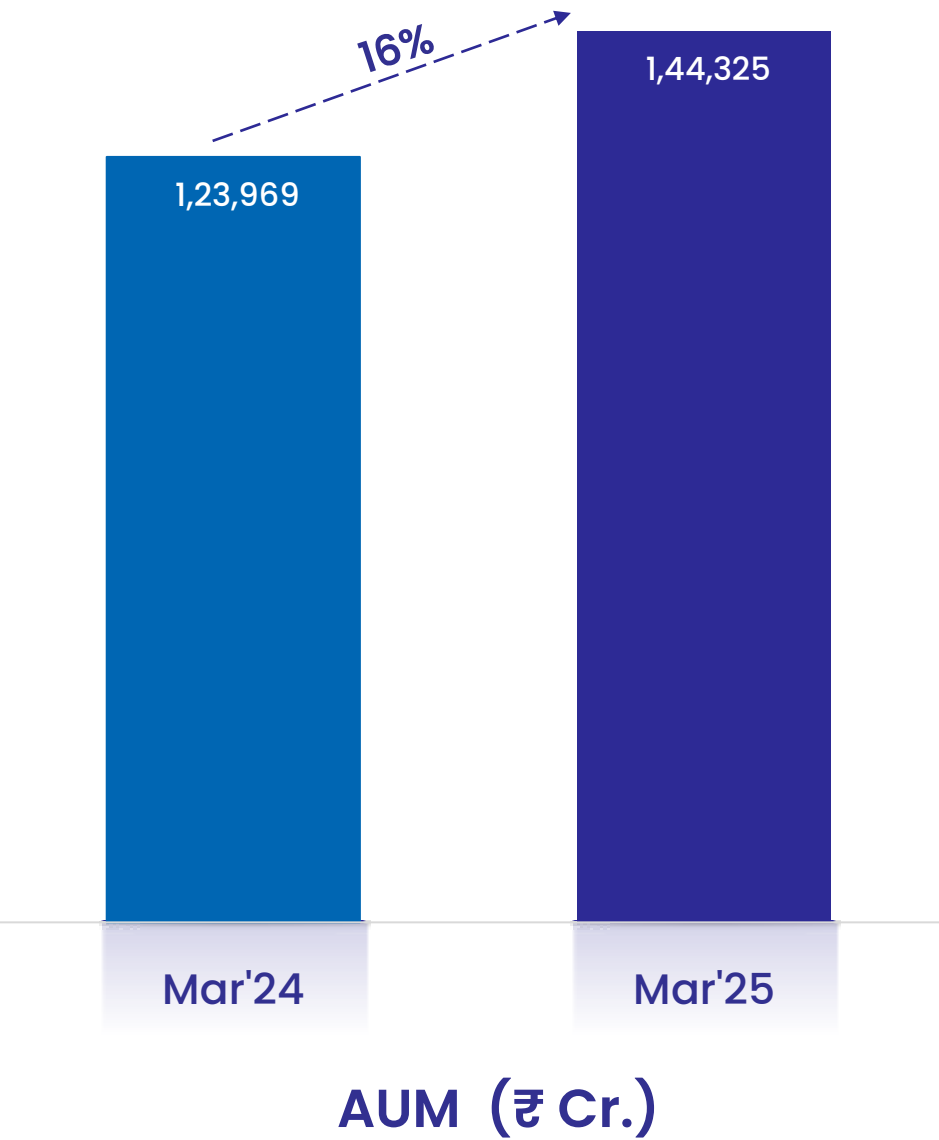
Focus on catering to  
the HNI & UHNI clients  
with a net worth of more  
than ₹5 Cr

High quality team of  
595 RMs; 3+ years  
vintage of 33%

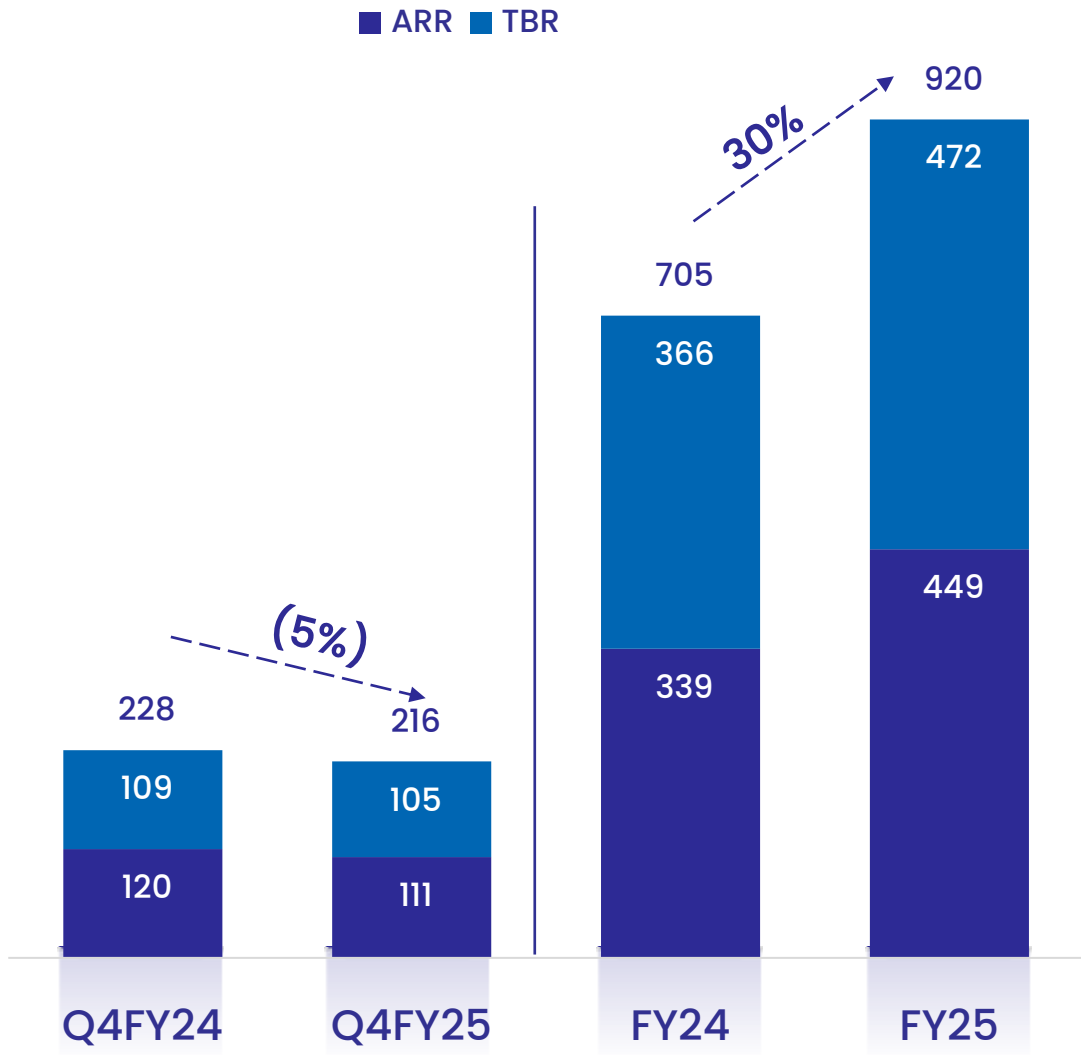
Integrated platform  
with solutions offering  
across asset  
management, lending,  
investment banking  
and institutional  
equities

Growing clients  
assets under  
management of  
₹1.4 lakh Cr

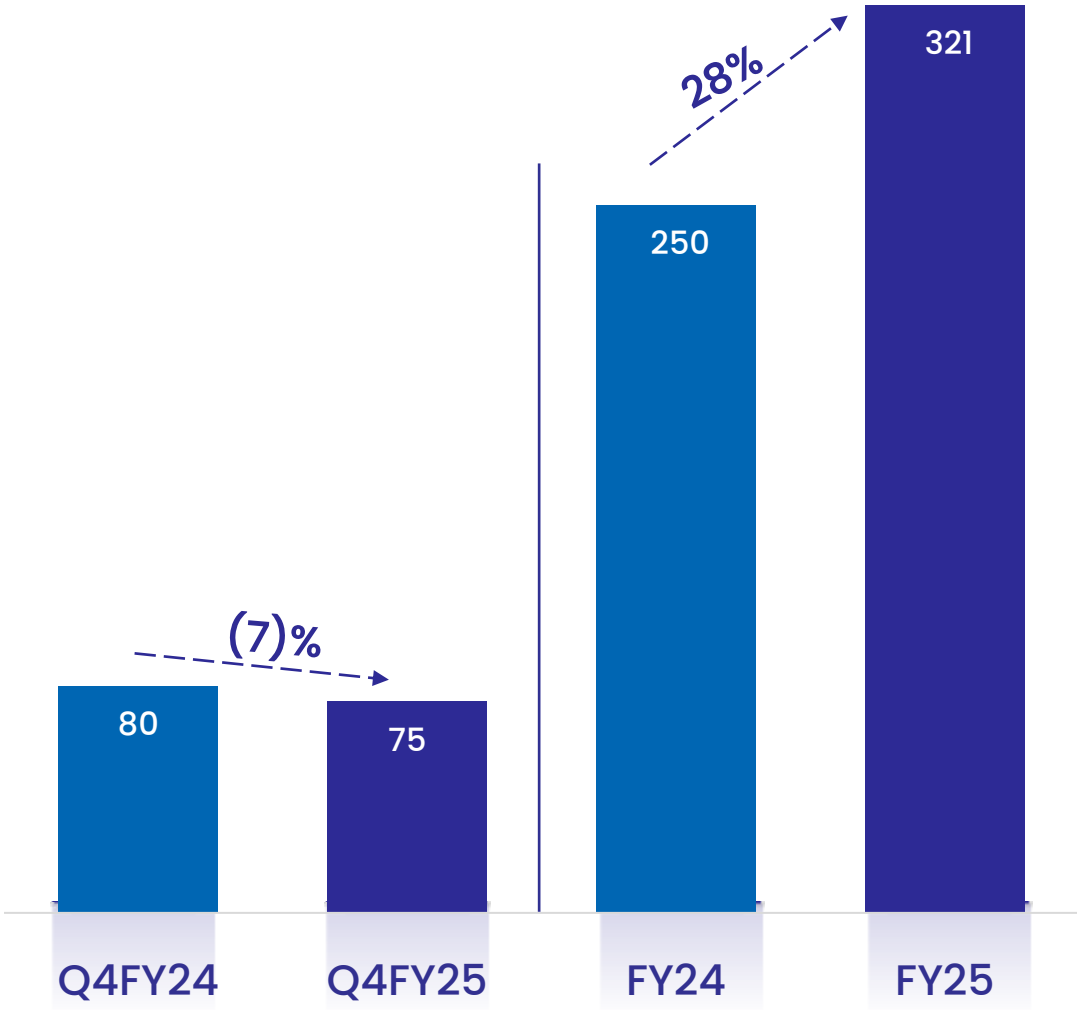
# RM Vintage Improvement to Drive Productivity



# ARR contributes ~50% of Revenue

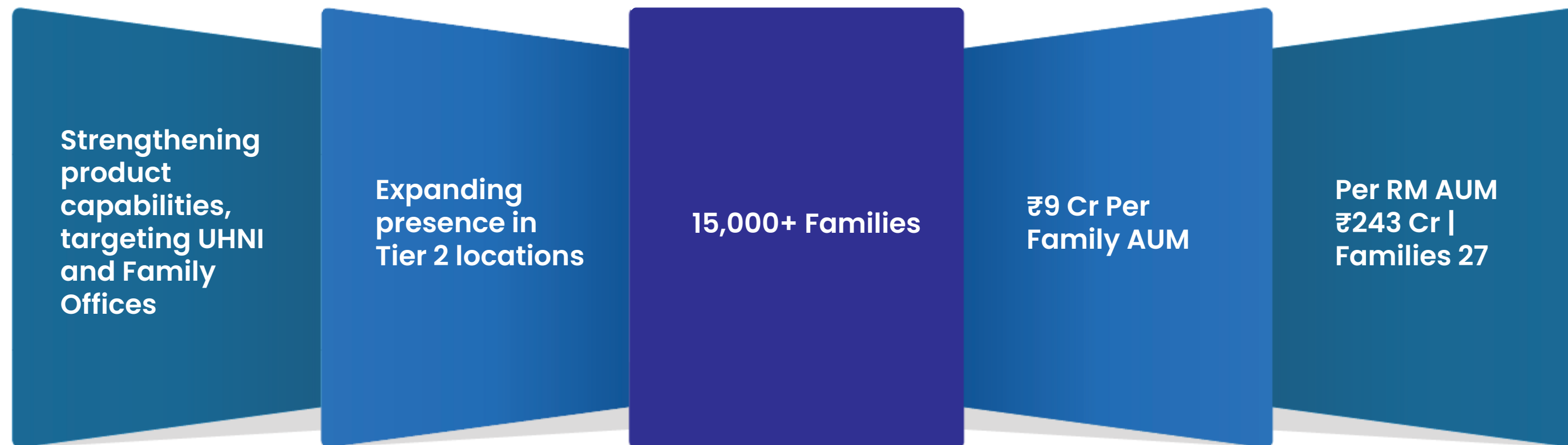


Net Revenue Break-up (₹ Cr.)



PAT (₹ Cr.)

# Focus on Improving Productivity and Margins





# Capital Markets

## Institutional Equity

Covering 300+ companies across 25 sectors, valuing ~73% of India's market-cap

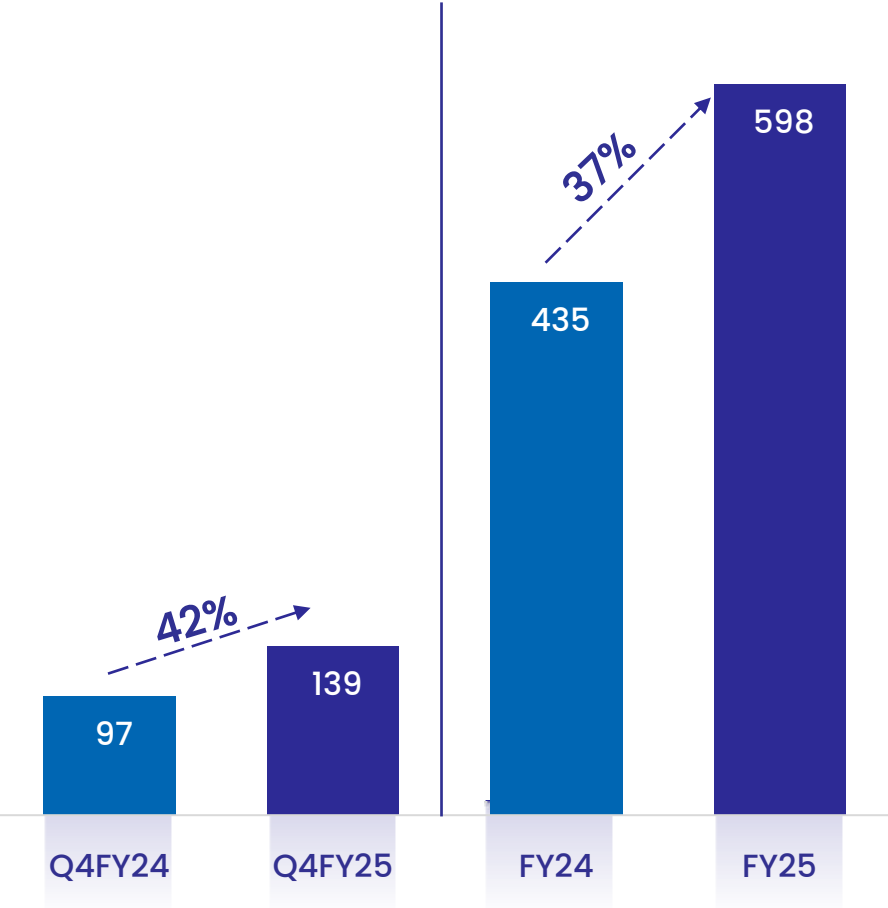
Strong team of 145+ employees catering to 880+ institutional clients

## Investment Banking

Completed 39 deals with total issue size of ₹51,000+ Cr during FY25

With new leadership team and best ever mandate pipeline, share in IB league table to improve

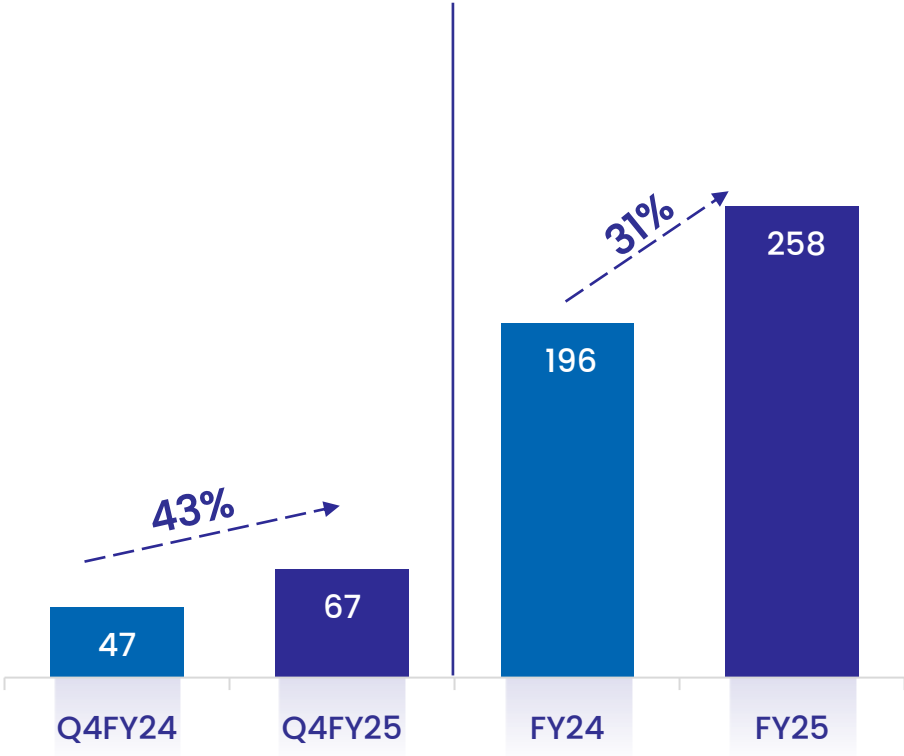
# Ranked No.1 in FY25 QIP League Table



Net Revenue (₹ Cr.)

 Varun Beverages ₹ 7,500 cr (QIP)	 PNB ₹ 5,000 cr (QIP)	 Five Star Finance ₹4,500 cr (Block Deal)
 Bank of Maharashtra ₹ 3,500 cr (QIP)	 Dr. Agarwals Eye Hospital ₹ 3,027 cr (IPO)	 Acme Solar ₹ 2,900 cr (IPO)
 PNB Housing Finance Limited ₹2,576 cr (Block Deal)	 360 One WAM ₹ 2,250 cr (QIP)	 Niva Bupa ₹ 2,200 cr (IPO)
 Angel One ₹1,500 cr (QIP)	 PNG Gadgil ₹ 1,100 cr (IPO)	 Sterlite Technologies ₹ 1,000 cr (QIP)

Major Deals in FY25



PAT (₹ Cr.)

# Home Finance

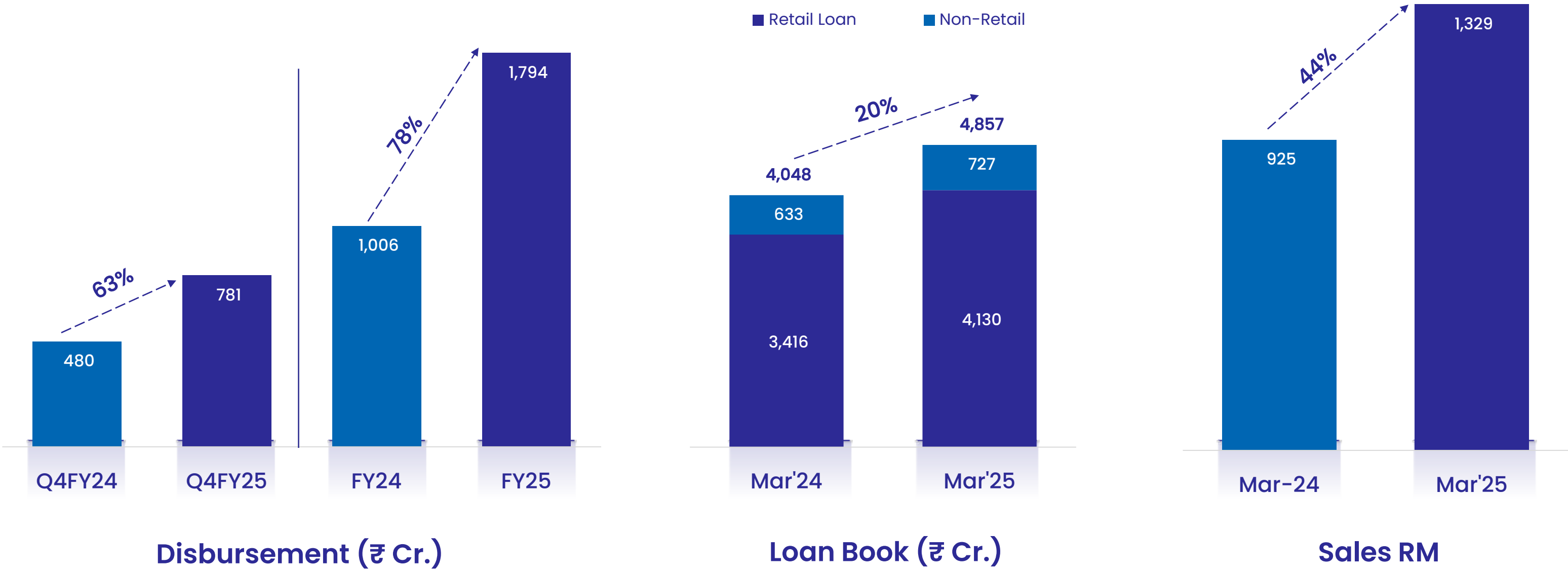
**Building retail granular book with wide geographical distribution and maintaining asset quality**

**Expanding Sales RM Strength to drive Disbursement growth**

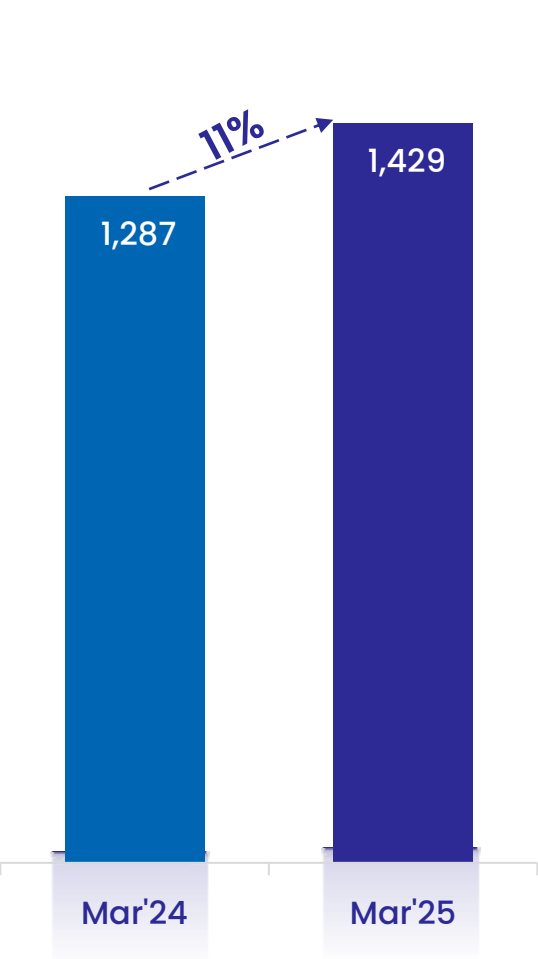
**Scalable operating Model built on Holistic Technology Usage**

**Credit rating: AA with Positive outlook (by all three credit rating agencies)**

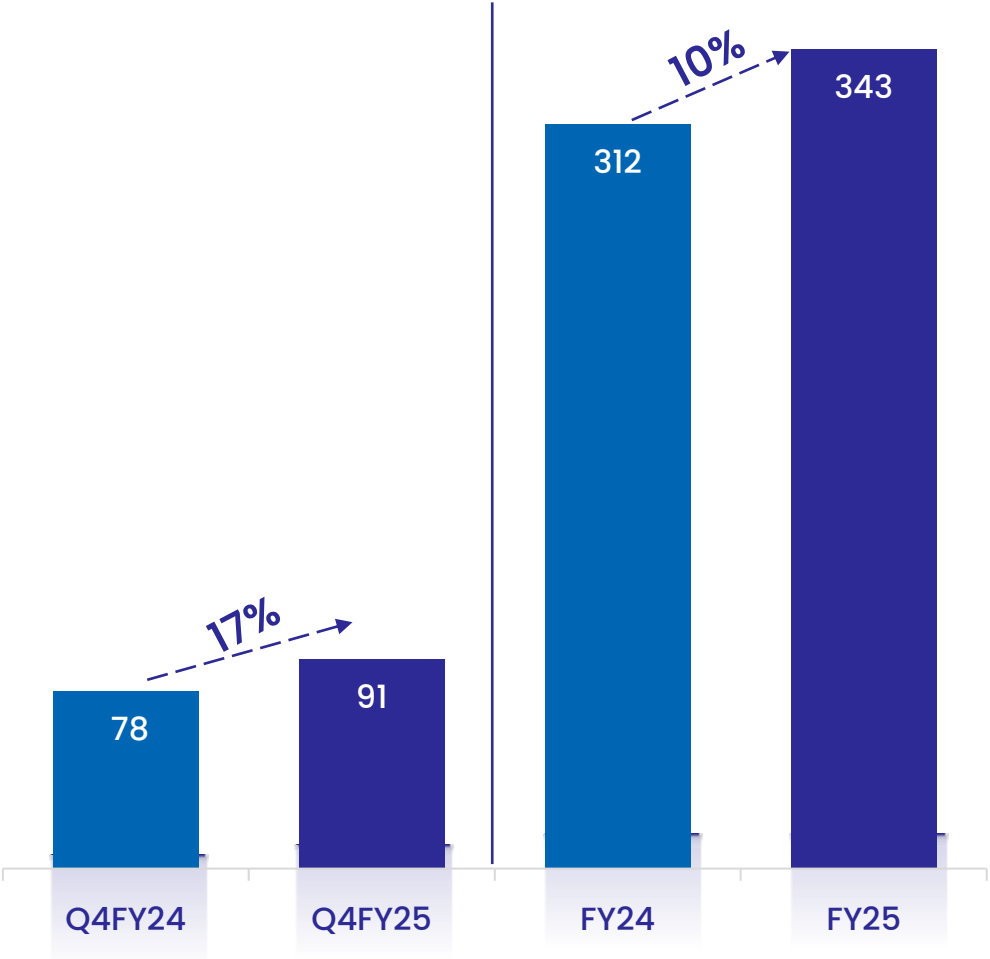
# Momentum Across Disbursement, Loan book & Sales Distribution



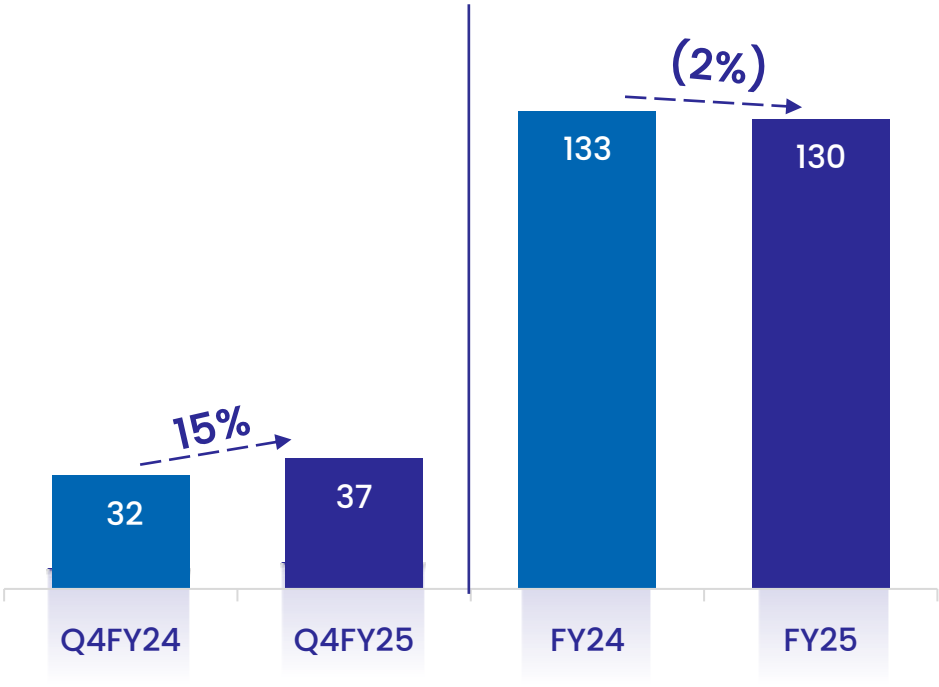
# Strategic Investment Phase: Growth in Net Worth & NII, Controlled PAT Impact



Net Worth (₹ Cr.)



Net Interest Income (₹ Cr.)

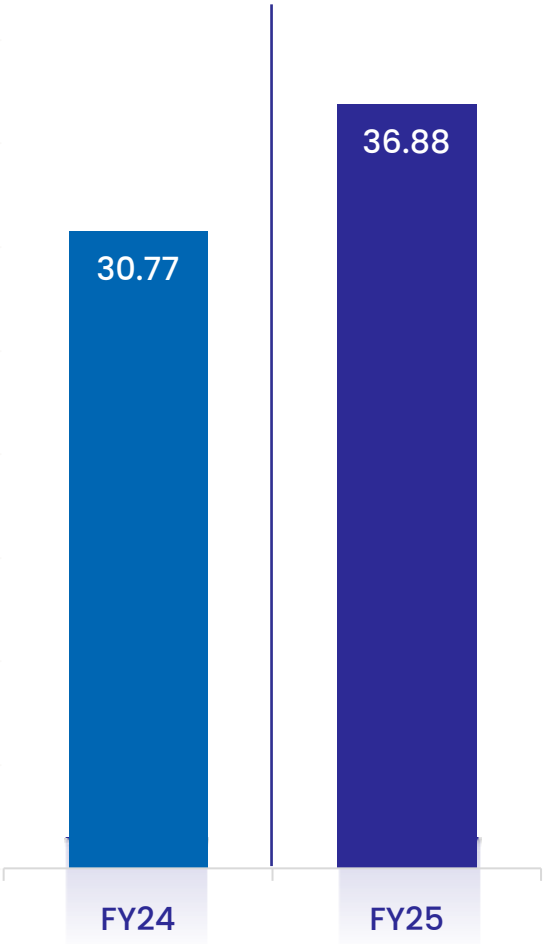


PAT\* (₹ Cr.)

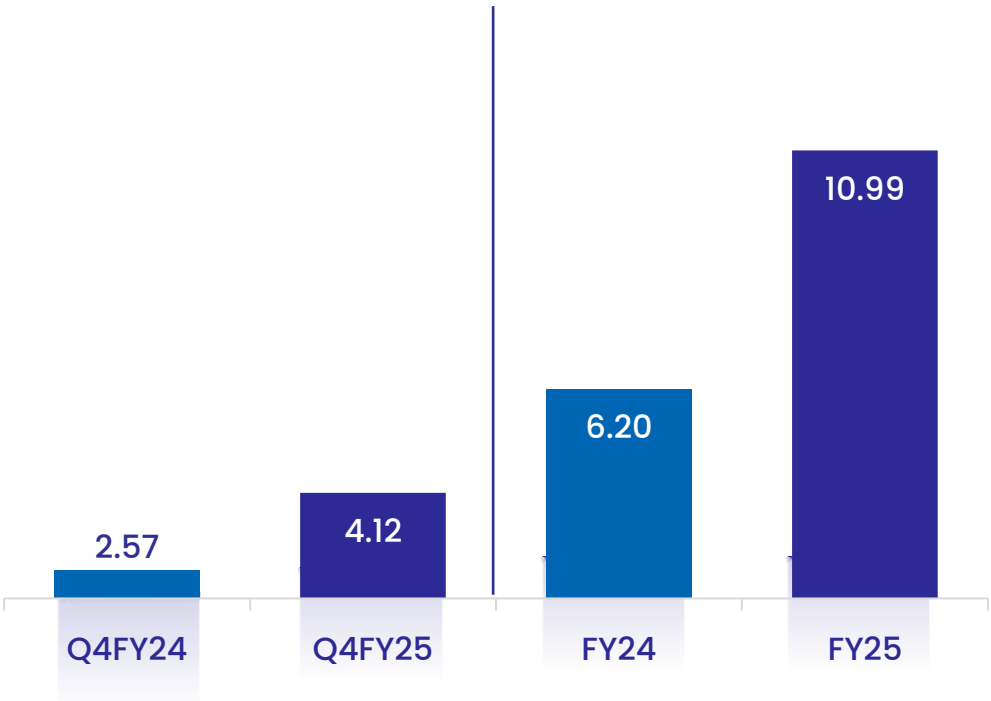
*\*investment in capacity building impacted the PAT*



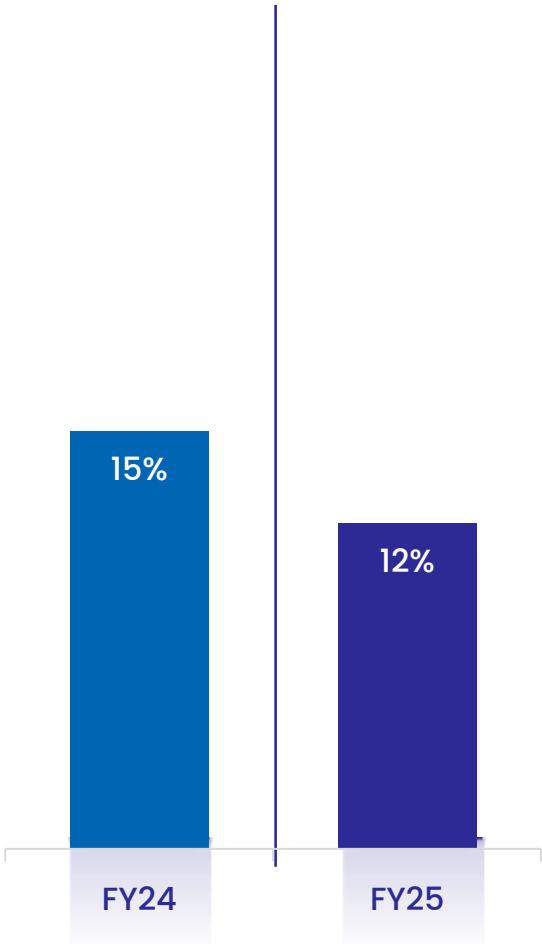
# Driving Productivity and Operational Efficiency



Retail Loan Book/Branch (₹ Cr.)

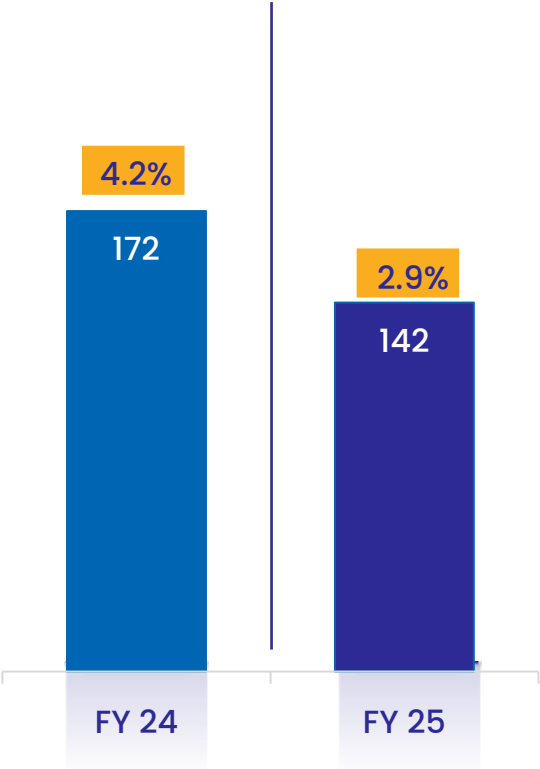


Retail Disbursement/Branch (₹ Cr.)

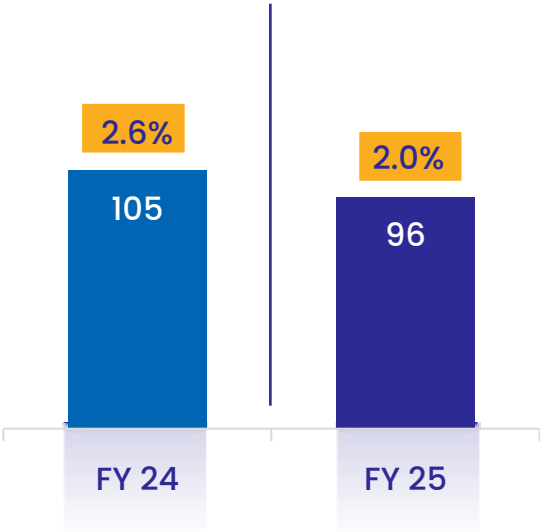


Opex to Total Disbursement

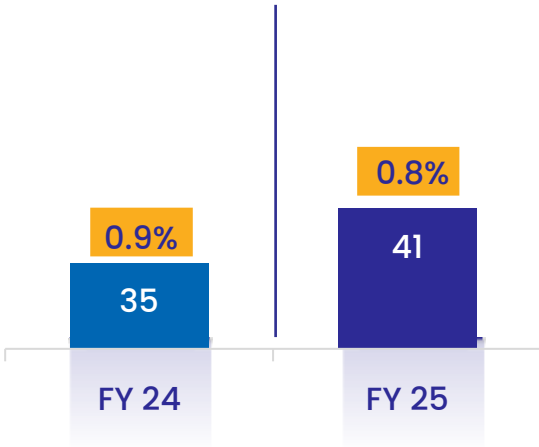
# Pristine Asset Quality



1+DPD (₹ Cr.)



30+DPD (₹ Cr.)



90+DPD (₹ Cr.)

 -DPD as a % of Loan Book

# Financial Metrics

Parameters	Q4FY25	Q4FY24	FY25	FY24
AUM (₹ Cr)	4,878	4,074	4,878	4,074
Yield*	13.5%	14.0%	13.7%	14.2%
COF	8.3%	8.4%	8.4%	8.3%
Spread	5.2%	5.6%	5.3%	5.9%
NIM	7.2%	7.1%	7.3%	7.6%
Cost/Income	55.7%	53.9%	56.2%	45.9%
ROA	2.9%	2.9%	2.8%	3.2%
ROE	10.4%	10.1%	9.6%	10.9%
CRAR	40.8%	45.4%	40.8%	45.4%
Net Leverage	2.2	2.0	2.2	2.0
GNPA	0.8%	0.9%	0.8%	0.9%
NNPA	0.4%	0.4%	0.4%	0.4%

*\*Impact of Fair Practice Code Circular in current year*

# Treasury Investments

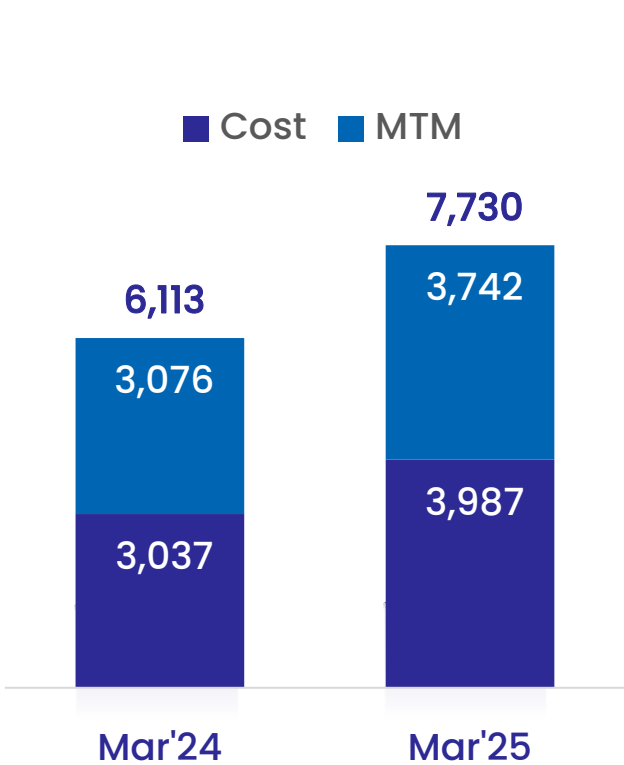
Healthy returns at  
17.9% XIRR since  
FY14

Skin in the game

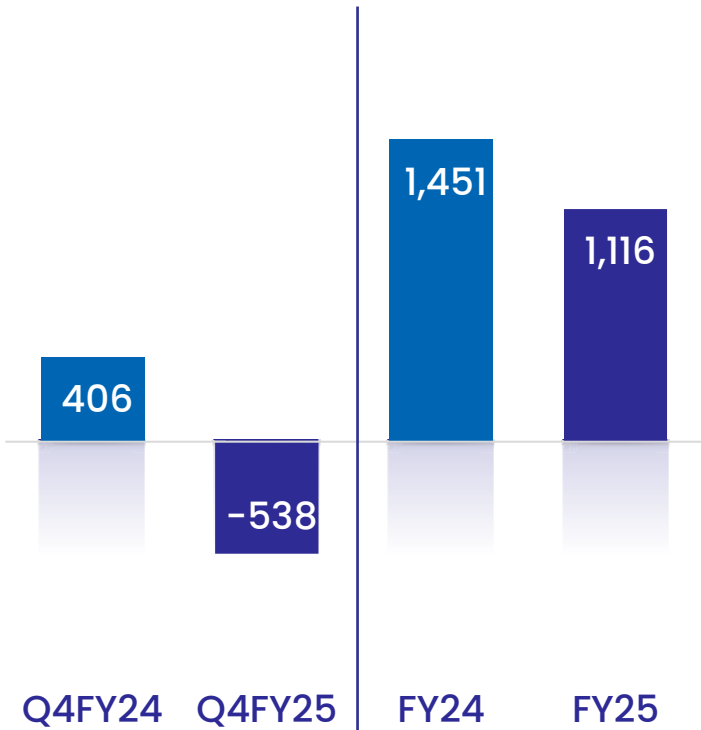
Helps in absorbing  
shocks in an uncertain  
environment

Helps to grab new  
opportunities and foster  
the existing businesses

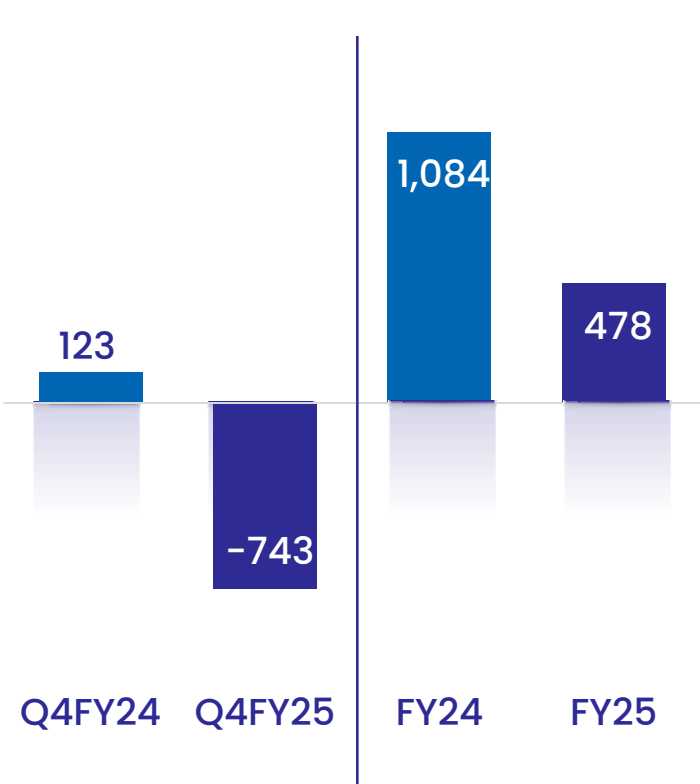
# Skin in the game- ₹10,000+ Cr.



Treasury Investments (₹ Cr.)



Gross Revenue\* (₹ Cr.)



PAT incl. OCI\* (₹ Cr.)

*\*PAT include OCI PAT whereas gross revenue is MTM on non-OCI investments only*

# Highly Experienced and Pedigreed Management Team



**Raamdeo Agrawal**  
Chairman

- Chartered Accountant
- Four decades of rich experience in research and wealth creating study
- Co-Promoter of Motilal Oswal



**Motilal Oswal**  
MD & CEO

- Chartered Accountant
- decades of rich experience in operations
- Co-Promoter of Motilal Oswal



**Navin Agarwal**  
Group MD – MOFSL

- CA, ICWA, CS, and CFA
- Three decades of rich experience in building and running businesses
- Joined the group in 2000



**Ajay Menon**  
CEO – Wealth Management

- Chartered Accountant
- Over 24 years of experience in Capital Markets
- Joined the Group in 1998



**Prateek Agarwal**  
MD & CEO – Asset Mgmt

- PGDM, from XIMB and B.E. in Electronics from NIT
- 30+ years of experience in fund & asset management.
- Joined MOAMC in 2023



**Rajat Rajgarhia**  
CEO – Institutional Equities

- CA and MBA
- Over two decades of rich experience in capital markets
- He joined MOFSL in 2001



**Vishal Tulsyan**  
Executive Chairman – MO Alternates

- Chartered Accountant
- 25+ years of experience in Financial Services.
- Joined MOFSL in 2006



**Amit Ramchandani**  
CEO – Investment Banking

- MBA from JBIMS
- 20+ years of rich experience in financial sectors across Investment Banking role.
- Joined MOFSL Group in 2024



**Sukesh Bhowal**  
CEO- Housing Finance

- B.Tech from IIT Mumbai & PGDM in Finance & Marketing from IIM Lucknow
- 27+ years of experience real estate and lending industry
- Joined MOHFL in 2023



**Ashish Shanker**  
CEO- Private Wealth

- Management Graduate from University of Bangalore & an alumni of Harvard Business School
- 25+ years of experience
- He joined MOPW in 2012



# Highly Experienced and Pedigreed Management Team



**Shalibhadra Shah**  
Chief Financial Officer

- Chartered Accountant
- 22 years of experience in Finance and Strategy
- He joined the MOFSL Group in 2006



**Pankaj Purohit**  
Chief Technology Officer

- Bachelor in Engineering
- More than 26 years of experience.
- He joined the MOFSL Group in 2004.



**Niren Srivastava**  
Chief Human Resource Officer

- Postgraduate in HR & graduate in Political Science & Sociology.
- More than 20 years of experience.
- He joined the MOFSL Group in 2023



**Sandeep Walunj**  
Chief Marketing Officer

- PDGM from IIM Ahmedabad
- 28+ years of rich experience in Marketing, digital, products, & innovation across various industries.
- He joined the MOFSL Group in 2024



**Neetu Juneja**  
Chief Compliance Officer

- Chartered Accountant
- 24 years of extensive experience in regulatory functions
- She joined the MOFSL Group in 2024.



**Siddharth Sureka**  
Chief AI Officer

- MBA from Kelley Scholl of Business and Master of Science
- 20 years of experience in AI/ML, Product Management
- He joined the MOFSL Group in 2024.



**Sanchit Suneja**  
Group Chief Strategy Officer

- MBA from Indian School of Business
- More than 14 years of experience.
- He joined the MOFSL Group in 2025



**Vighnesh Mehta**  
Group Head – Risk Management

- Master of Mgmt from IIT Bombay, CFA & FRM
- Over 15 years of experience in Risk Management, ALM, Treasury
- Joined the MOFSL group in 2025



**Manish Kayal**  
Head – Corporate Planning & IR

- Chartered Accountant and CFA (USA)
- Over 20 years of experience in IR, IB, Equity research & AMC
- Joined the MOFSL group in 2024

# MOFSL's ESG Initiatives

Rating assigned by CRISIL has assigned to MOFSL in its Sustainability Yearbook 2024

**"ADEQUATE"**  
Rating Category

**"VERY GOOD"**  
Disclosure level

Launched an online ESG profile platform, which adheres to international frameworks such as IFC, GRI, SASB, CDP, etc.

[Link](#)

## Environment

- More than 80% of servers are in virtual environment, which reduces electricity costs & 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 the head office
- We ensure that we fund projects that are on non-agricultural and/or non-forest lands, with all environmental clearances in place
- MOHF follows International Finance Corporation (IFC) Performance Standard

## Social

- Physical & emotional wellbeing assistance program
- Employee engagement programs – sports events & festival celebrations
- Set standard practices are followed across all branches to ensure safety of employees
- Dedicated Talent Development Programs for developing and fast-tracking high potential talents

- We have formed a 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
- Employee Diversity – ~27% of the company's permanent employees are women

## 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



# Philanthropy



**Maharshi Vaishnav  
joined as a CEO, Motilal  
Oswal Foundation**



MO Research Centre  
@IIT Mumbai



MO Knowledge Centre  
@IIM Mumbai



Free education to 108 meritorious,  
marginalized students from 14 States at  
Mewar University



State of the art farmer training institution  
"Krishikul" at Beed district  
in Maharashtra



Setting up of Plaksha University at Mohali, Punjab



# Strategic Brand Leadership Initiatives



Old Logo



New Logo



**'Khaas Mahurat, Khaas Basket' campaign for Diwali 2024**

A special Diwali Mahurat Trading Stock Basket was created for investors.



**Motilal Oswal AMC's Investor awareness initiative – WhyNot24?**

Campaign to increase awareness on the benefits of SIP



**Motilal Oswal AMC's Investor awareness initiative – Children's day SIP**

Campaign to increase awareness on the benefits of SIP.



**Campaign for: Culture Anthem**

Hum Motilal Oswal Hain:  
Behaviours That Have Shaped Our  
37-Year-Old Legacy



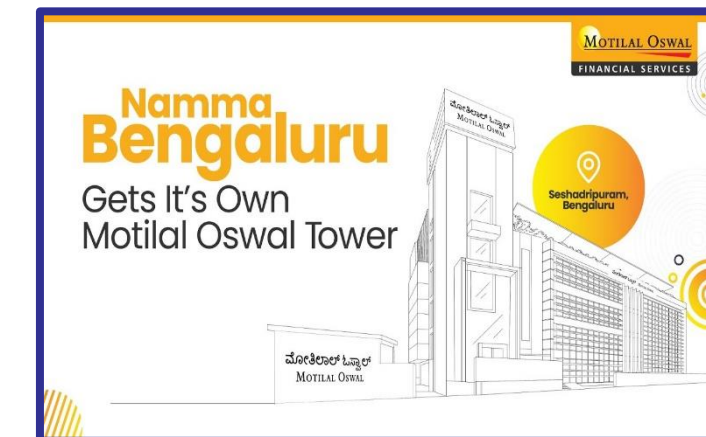
**Man from Motilal Oswal Campaign**

Positioned research and advisory as key  
brand differentiators.



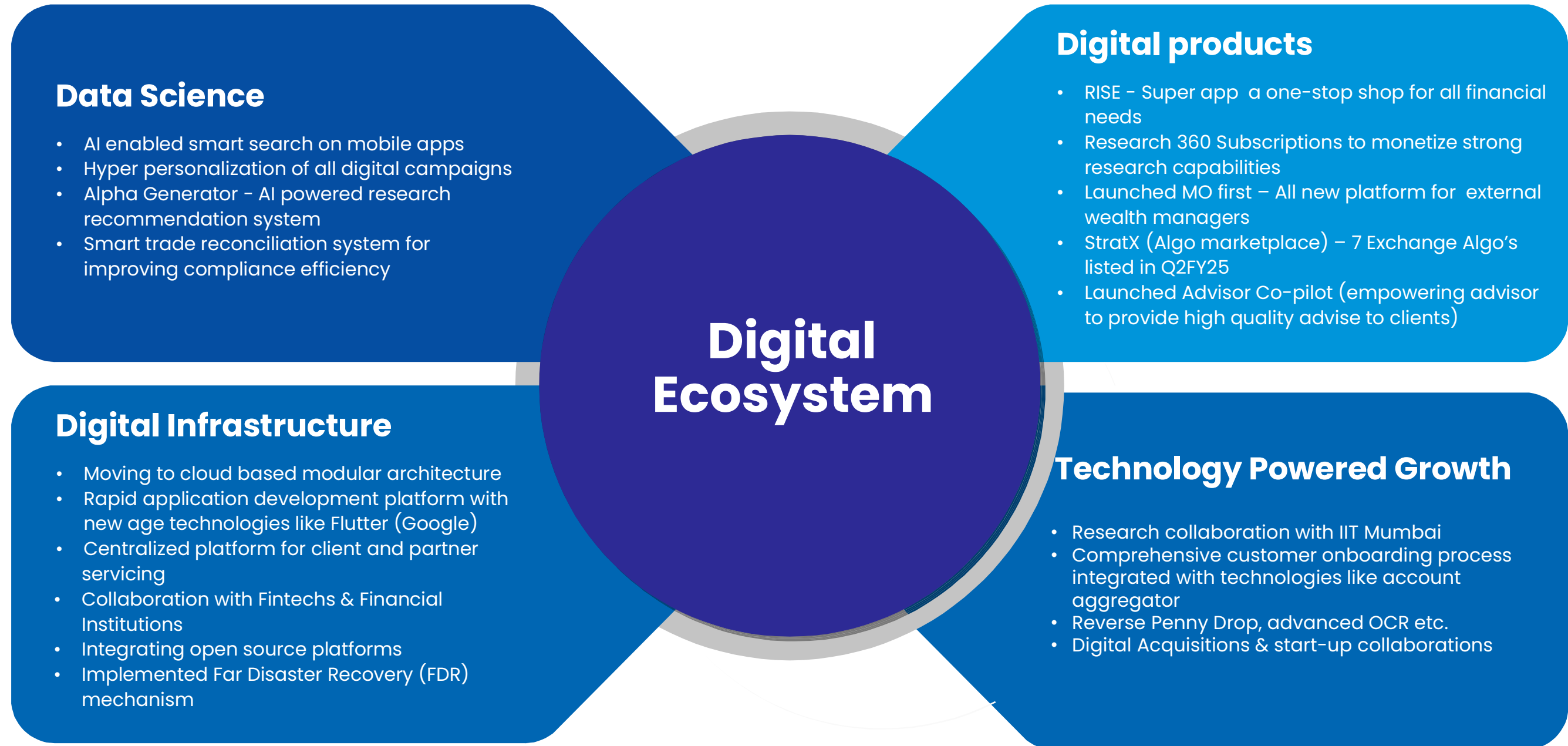
**Motilal Oswal Malad West – Metro Station**

Landmark association with Malad, a  
suburb that houses over 4,000+  
employees.



**New Motilal Oswal Tower in Bengaluru**

Inaugurated a cutting-edge facility in  
Bengaluru, commencing our plan to  
have a tower in every major city.



# People Focus | Continuing our Investments in Building MOFSL a Talent Powerhouse



## An expanding employee base to support our aspirations



~13,540 (20% up YoY)  
strong employee base



~23% Diversity levels  
across the group



8,700+ Gross hires in FY25  
390 + Senior hires in FY25

## With a focus on becoming a talent powerhouse through a bouquet of talent related interventions

### Signature Leadership Programmes



200 “Talent” employees  
being covered

### Building our Young Leadership Practice



Hiring 100 future leaders  
with 76 joinees

## Recognition of our focus on people



Top 50 India’s Best  
Workplaces in BFSI  
2025



WOW Workplace  
for 2025 by Jombay!  
(Top 50-BFSI Category)



We are certified as a  
Great Place to Work  
for the 8<sup>th</sup> time!



## Strong Industry Tailwinds

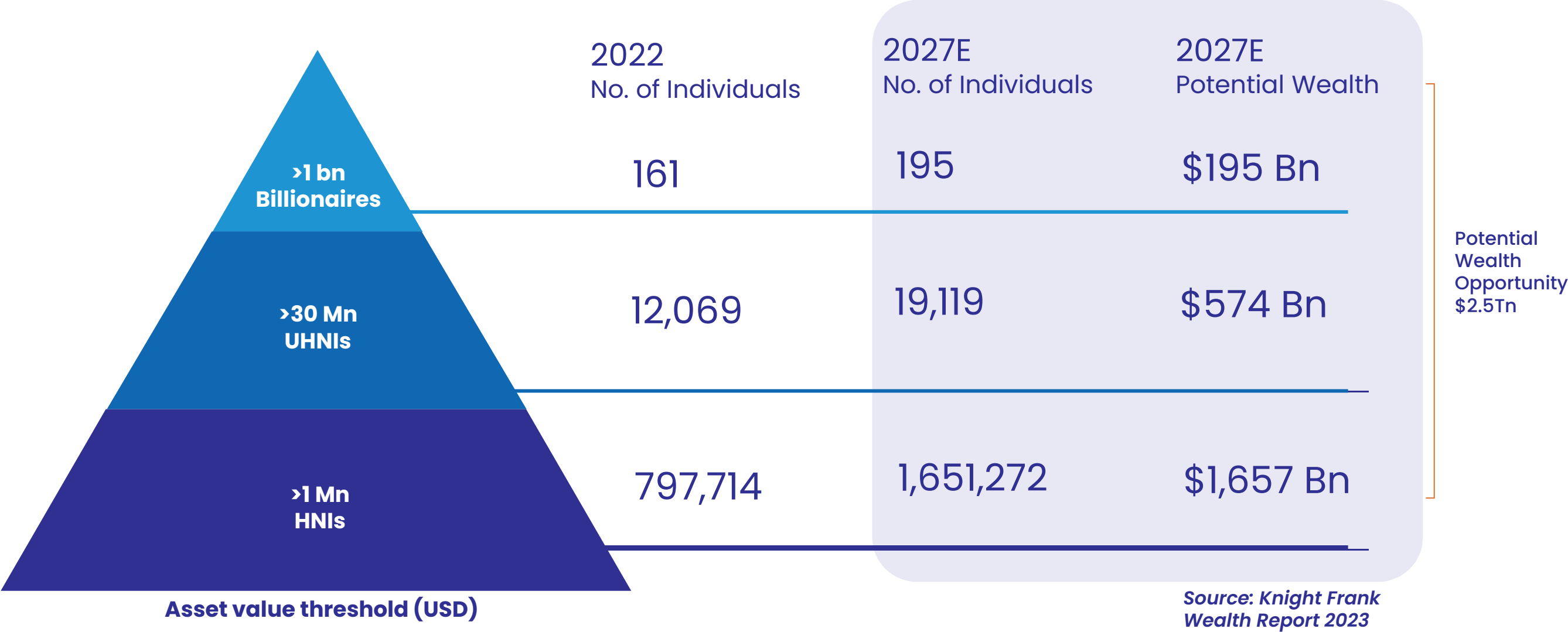
Wealth  
Management  
Opportunities in  
India

Economic  
take-off: India  
likely to retain  
its position as  
world's fastest-  
Growing major  
economy

Financialization of  
Savings Propelling  
equities

Digitization Driving  
Exponential Retail  
participation

# MOFSL well geared to tap growing wealth opportunity in India

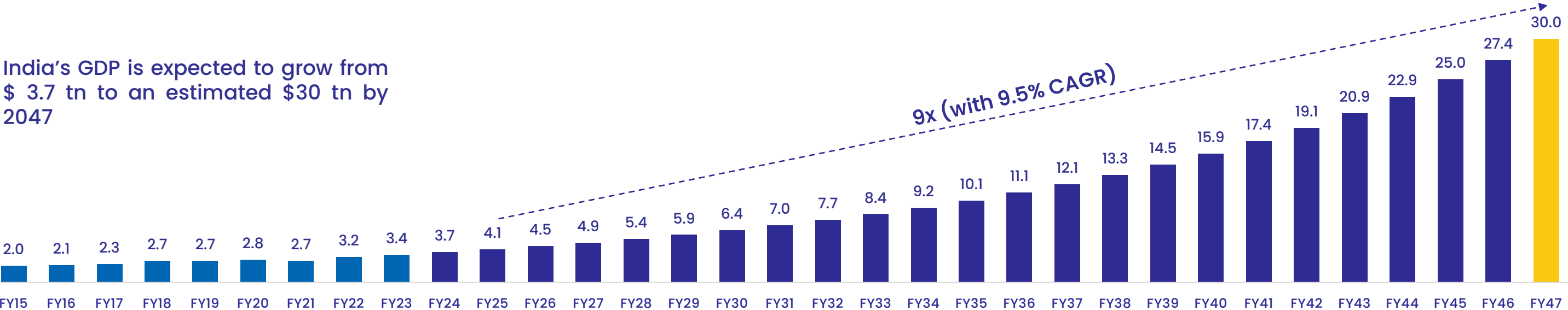


# ‘Economic takeoff’: India likely to retain its position as the world’s fastest- growing major economy



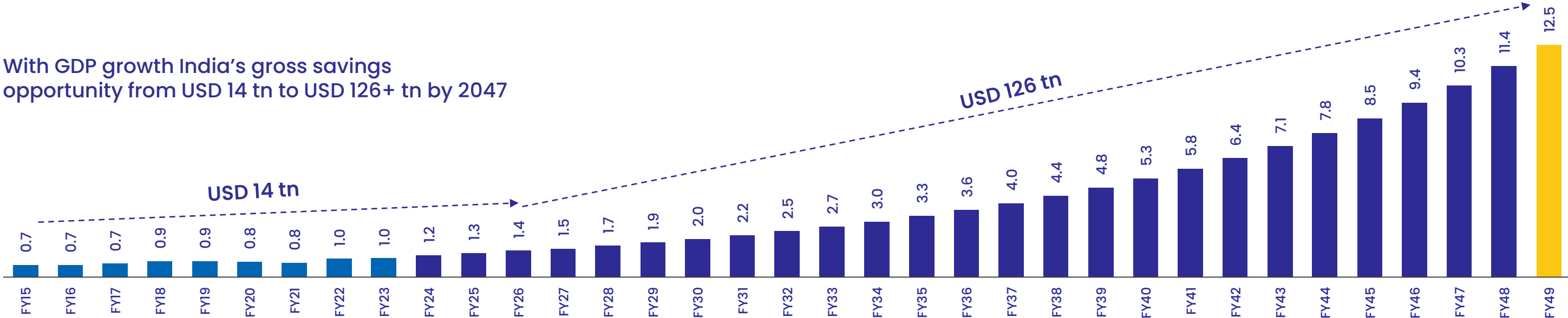
Gross Domestic Product (USD Bn.)

India’s GDP is expected to grow from \$ 3.7 tn to an estimated \$30 tn by 2047



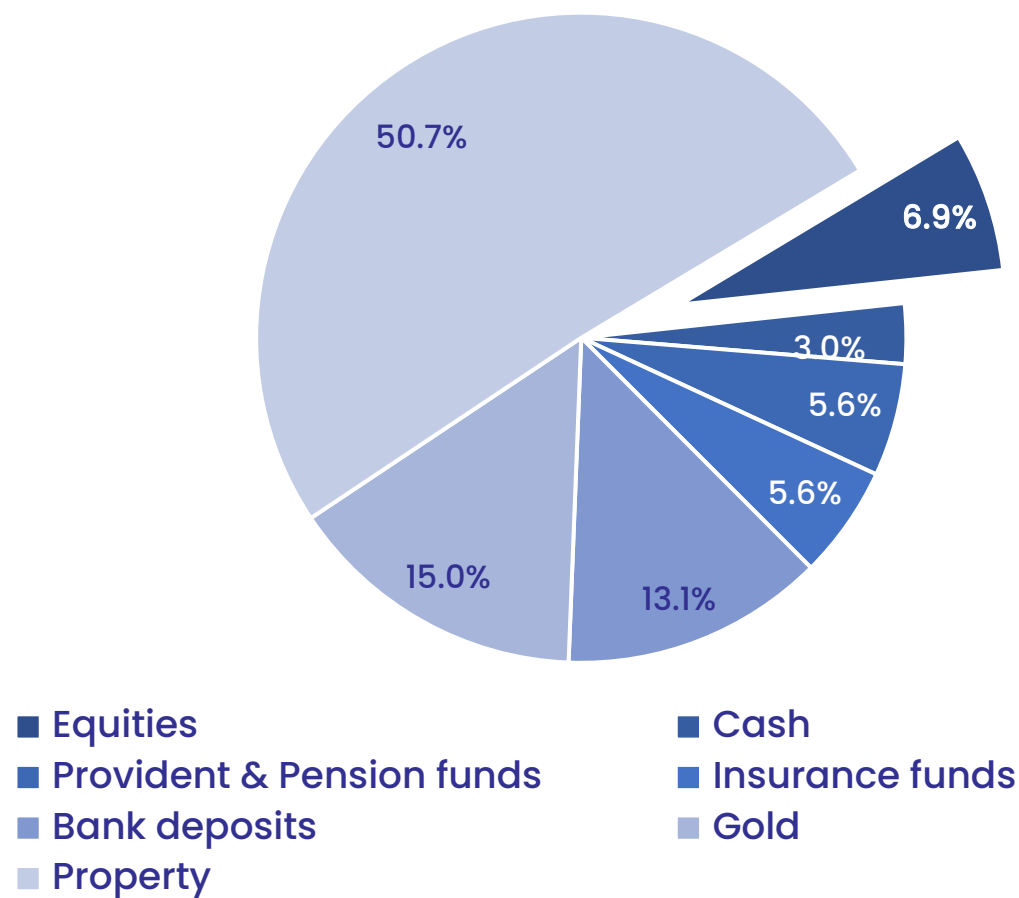
Gross Domestic Savings (USD Bn.)

With GDP growth India’s gross savings opportunity from USD 14 tn to USD 126+ tn by 2047

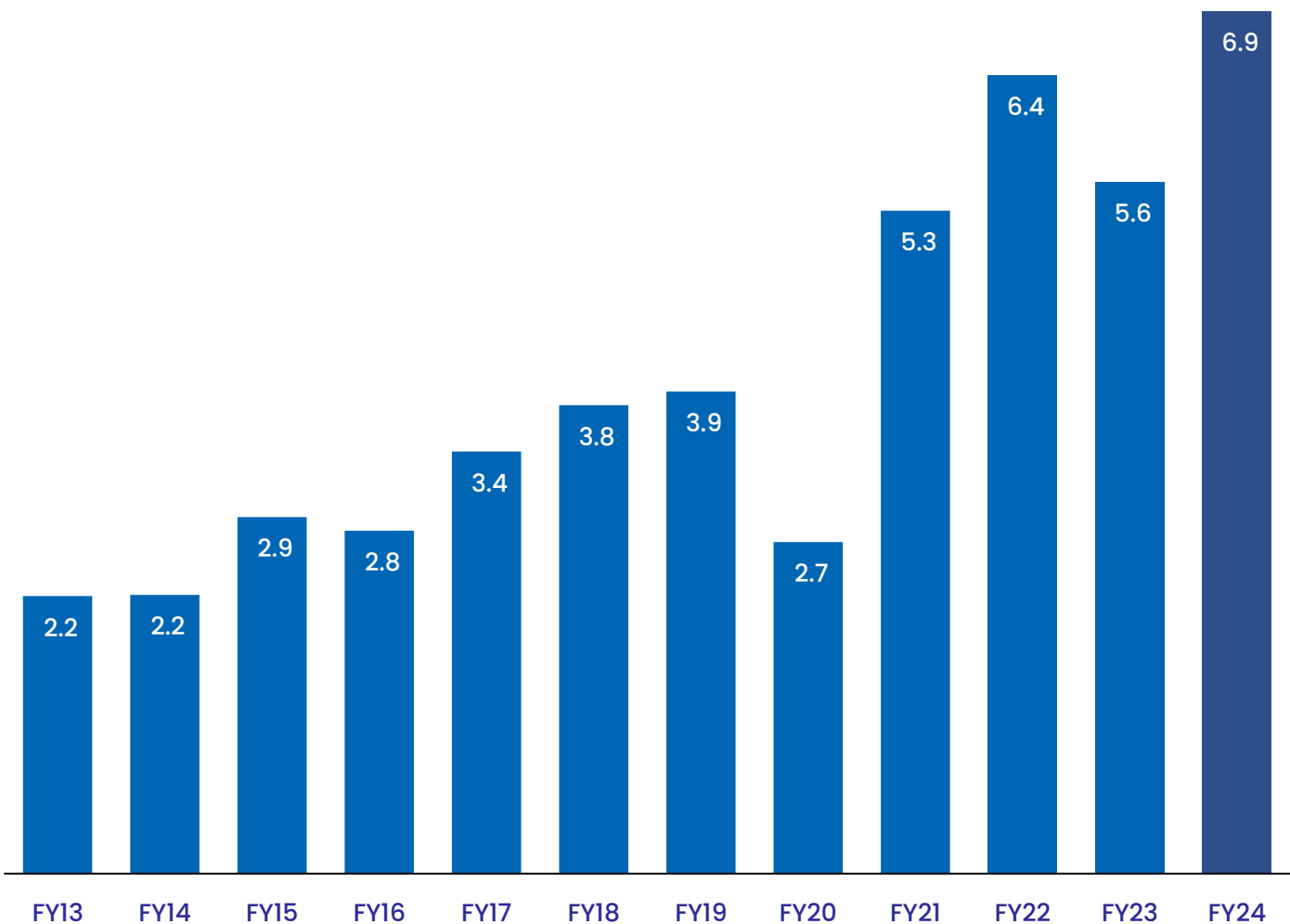


# Financialization of Savings Propelling equities

Total Indian Household assets \$ 12.9 Tn (FY24)



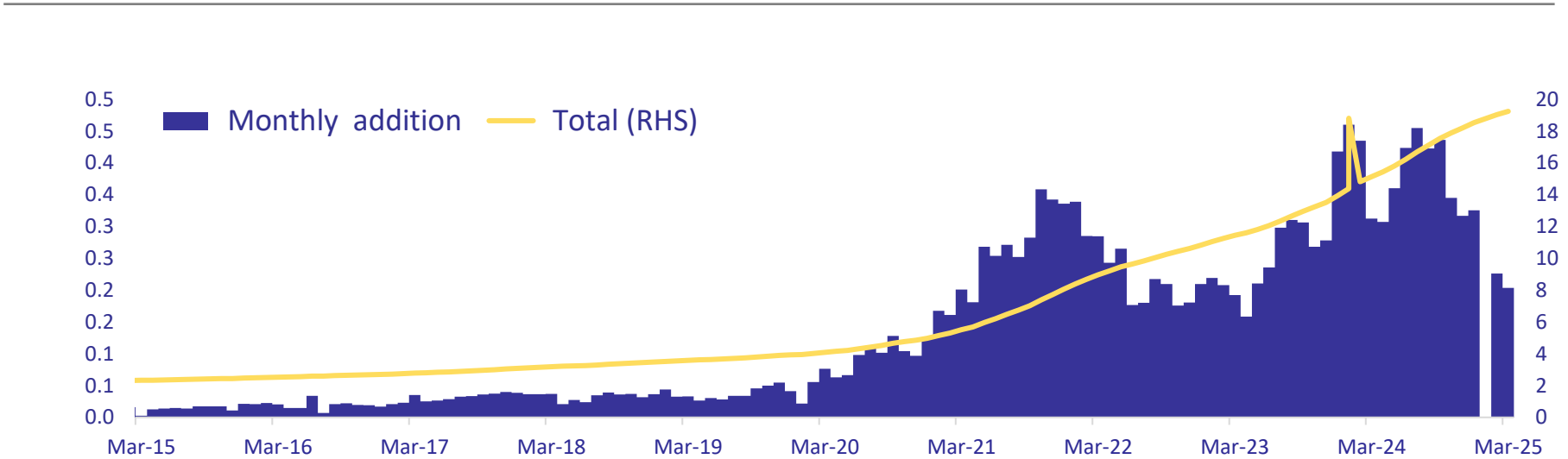
% of Household Assets in Equities



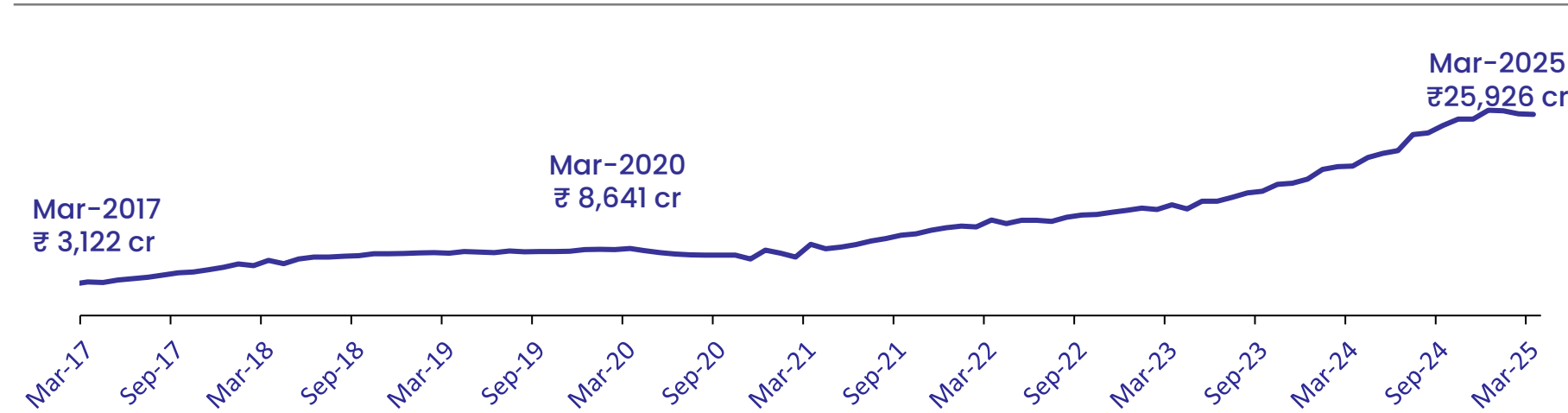
# Digitization Driving Exponential Retail participation

Strong addition of Demat accounts and SIP flows signal a significant runway for sustained growth with projections indicating a trajectory ~30% for the medium term

Demat Accounts (in Cr)



SIP flows on a relentless rise, making the markets resilient



# Thank You

For any query, please contact :

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Chief Financial Officer

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**Manish Kayal**

Head Investor Relations

[manish.kayal@motilaloswal.com](mailto:manish.kayal@motilaloswal.com)  
[investorrelations@motilaloswal.com](mailto:investorrelations@motilaloswal.com)

For more details refer data book published on our website [\(here\)](#)

**Data Book Contents**

- Consolidated Performance
- Segmental Performance
- Segmental PAT trend of last 5 years
- Balance Sheet
- Reconciliation to Financial Statements
- Exchange format P&L

Company Website:

[www.motilaloswalgroup.com](http://www.motilaloswalgroup.com)

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**[Past Transcripts & Investor Presentations](#)**