



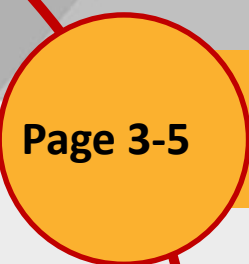
# Motilal Oswal Financial Services Ltd

## Earnings Presentation | Q3FY21 & 9MFY21

**BUSINESSES BUILDING SCALE**

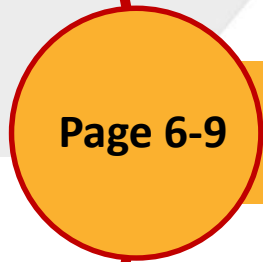
**FOCUS ON PROFITABLE GROWTH**

**STRONG LIQUIDITY ON BALANCE SHEET**



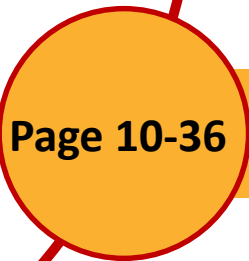
**Page 3-5**

## **Key Highlights**



**Page 6-9**

## **Financials**



**Page 10-36**

## **Businesses**

## Key Highlights for the quarter

**Highest ever  
quarterly  
Revenue and  
Profit**

**Highest ever  
Net worth**

**Highest ever  
Gains on Fund  
based  
Investments**

**Highest ever  
AMC,  
Distribution  
and Wealth  
AUM**

**Highest ever  
Broking ADTO  
& Revenue**

**Highest ever  
Interim  
dividend**

**Highest ever  
New Client  
Acquisition in  
Broking**

**Highest ever  
NIM led by  
lowest ever  
CoF for Home  
Finance**

## Motilal Oswal Financial Services

### CAPITAL MARKETS

- Market share improved by 20bps YoY to 2.8%
- Strong traction in Cash market share, up 30 bps QoQ
- Highest ever broking revenues in a quarter
- Highest ever new clients addition +220% YoY at 3.95 lacs in 9MFY21
- Strong liquidity on parent balance sheet with unutilised banking lines of Rs 15 bn and cash of Rs 7.4 bn.

### ASSET MANAGEMENT

- AMC AUM stood at Rs 439 bn, +14% QoQ in Q3FY21. Highest ever AMC AUM
- AMC gross sales gained traction in 9MFY21, +15% YoY.
- Committed investment PE & RE AUM till date stands at Rs 65 bn
- Launched IREF V with target size of Rs 8 bn
- Wealth AUM: Rs 227 bn, +13% QoQ in Q3FY21
- Wealth Net sales at multi-period high, Rs 18.1 bn in 9MFY21 vs 2.7 bn in 9MFY20

### HOUSING FINANCE

- NIM expanded by 120bps YoY in Q3FY21
- CoF reduction by 37bps QoQ in Q3FY21 led to margin expansion
- Cost to Income is down to 33%
- Traction in collection efficiency
- Superior quality of new book underwritten
- Strong liquidity on balance sheet with undrawn sanction of Rs 8.2 bn & cash of Rs 2.1 bn.

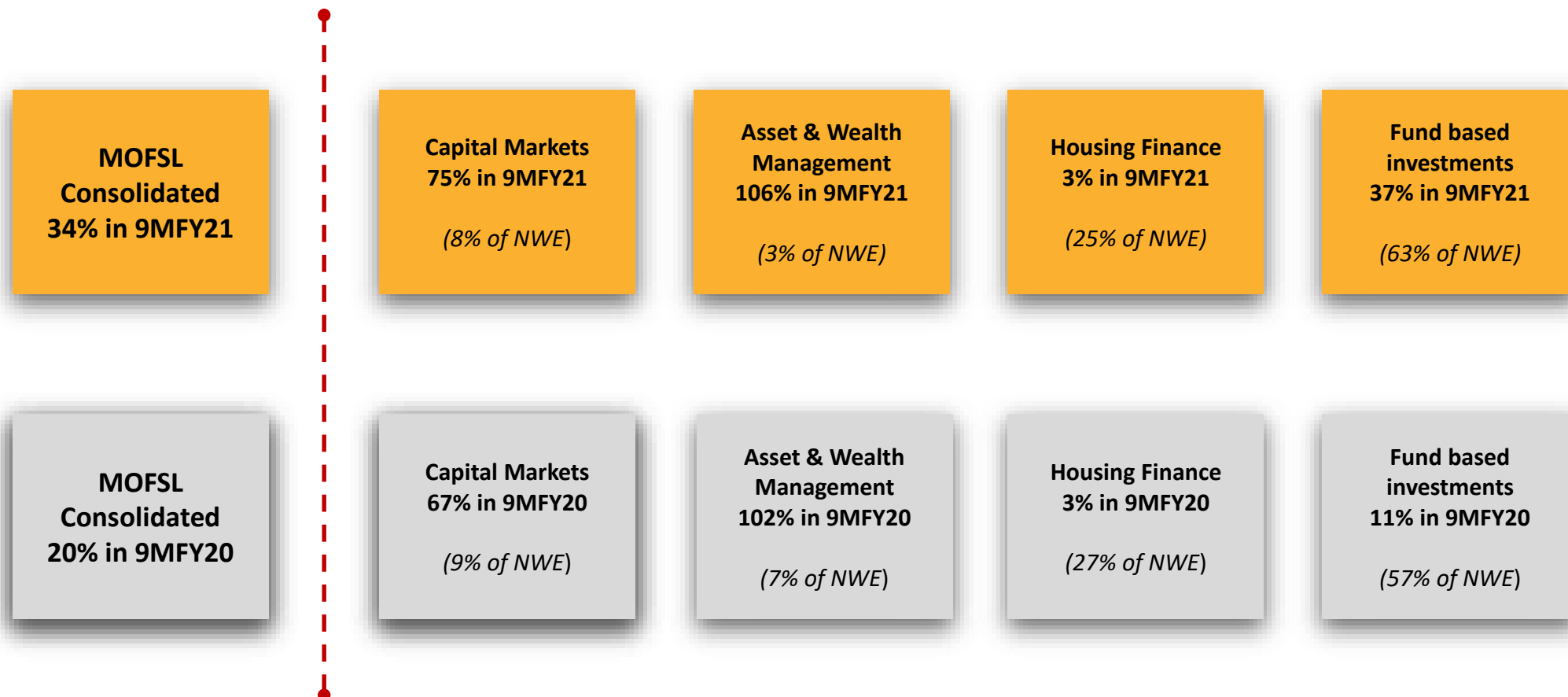
### FUND BASED INVESTMENTS

- Highest ever gain on investments in a quarter of Rs 2 bn
- Total quoted equity investment including gains at Rs 18.9 bn, +14% YoY
- Total equity investment including alternate stands at Rs 26 bn, +16% YoY
- Cumulative XIRR of ~16.3% on total quoted investments

- Completed buyback of equity shares of Rs 1.5 bn (including tax)
- Company has declared Interim dividend of Rs 5 per share

## Group RoE\*

## Segment-wise RoE, with % of net worth employed (NWE)



**Note: \* Excluding Other comprehensive income**

## Consolidated Financials – Revenue Mix

Particulars (Rs mn)	Q3FY21	Q3FY20	YoY (%)	Q2FY21	QoQ (%)	9MFY21	9MFY20	YoY (%)
Broking	4,307	3,083	40%	4,216	2%	11,957	8,867	35%
Investment Banking	2	27	-	20	-	25	112	-
Asset Management	1,291	1,439	-10%	1,162	11%	3,489	4,246	-18%
Private Equity	266	261	2%	268	-1%	754	756	-
Wealth Management	330	252	31%	349	-6%	900	752	20%
Housing Finance	1,369	1,377	-1%	1,360	1%	4,062	4,367	-7%
Fund Based (1)	2,523	535	-	2,035	24%	6,043	1,169	-
<b>Total Revenues</b>	<b>10,088</b>	<b>6,972</b>	<b>45%</b>	<b>9,411</b>	<b>7%</b>	<b>27,230</b>	<b>20,269</b>	<b>34%</b>
Total Revenues after Intercompany adjustments	9,495	6,457	47%	8,850	7%	25,657	18,771	37%
<b>Operating Costs</b>	<b>4,130</b>	<b>3,223</b>	<b>28%</b>	<b>3,906</b>	<b>6%</b>	<b>11,323</b>	<b>9,808</b>	<b>15%</b>
EBITDA	5,365	3,234	66%	4,944	9%	14,334	8,962	60%
PBT	4,214	1,954	116%	3,739	13%	10,785	5,003	116%
<b>PAT ex exceptional item</b>	<b>3,339</b>	<b>1,650</b>	<b>102%</b>	<b>2,965</b>	<b>13%</b>	<b>8,639</b>	<b>4,371</b>	<b>98%</b>
Exceptional Item (2)	-	-	-	-	-	-666	-	-
<b>PAT</b>	<b>3,339</b>	<b>1,650</b>	<b>102%</b>	<b>2,965</b>	<b>13%</b>	<b>7,973</b>	<b>4,371</b>	<b>82%</b>
Other Comprehensive Income (OCI) (3)	897	492	82%	480	87%	1,687	721	134%
<b>Total incl. OCI</b>	<b>4,236</b>	<b>2,142</b>	<b>98%</b>	<b>3,445</b>	<b>23%</b>	<b>9,660</b>	<b>5,092</b>	<b>90%</b>

1. Fund Based includes profit on investments made in Equity & Alternate Funds
2. Exceptional item comprises of full provision made by the company on account of negative price settlement of Crude Oil Derivative positions of the customers in Commodity broking.
3. Profit on equity share investment classified as OCI

## Consolidated Financials – PAT Mix

PAT (Rs mn)	Q3FY21	Q3FY20	YoY (%)	Q2FY21	QoQ (%)	9MFY21	9MFY20	YoY (%)
Broking	769	483	59%	815	-6%	2,196	1,424	54%
Investment Banking	-29	-23	-	-18	-	-86	-50	-
<b>Capital Markets</b>	<b>740</b>	<b>460</b>	<b>61%</b>	<b>797</b>	<b>-7%</b>	<b>2,110</b>	<b>1,373</b>	<b>54%</b>
Asset Management	382	414	-8%	290	32%	911	1,244	-27%
Private Equity	69	68	1%	68	1%	190	175	8%
Wealth Management	78	34	127%	82	-5%	160	47	-
<b>Asset &amp; Wealth</b>	<b>528</b>	<b>516</b>	<b>2%</b>	<b>440</b>	<b>20%</b>	<b>1,260</b>	<b>1,466</b>	<b>-14%</b>
Home Finance	47	161	-71%	57	-18%	214	214	-
Fund Based	2,112	550	-	1,728	22%	5,143	1,399	-
Total Intercompany	-87	-36	-	-57	-	-86	-77	-
<b>PAT ex exceptional item</b>	<b>3,339</b>	<b>1,650</b>	<b>102%</b>	<b>2,965</b>	<b>13%</b>	<b>8,639</b>	<b>4,371</b>	<b>98%</b>
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# Consolidated Balance Sheet

Particulars (Rs bn)	9MFY21	FY20
<b>Sources of Funds</b>		
Net Worth	39.3	30.9
Borrowings (1)	46.9	46.3
Minority Interest	0.5	0.4
<b>Total Liabilities</b>	<b>86.7</b>	<b>77.5</b>
<b>Application of Funds</b>		
Fixed assets (net block)	3.4	3.3
Investments	33.8	30.9
Loans and Advances (2)	41.7	40.8
Net current assets	7.8	2.5
<b>Total Assets</b>	<b>86.7</b>	<b>77.5</b>

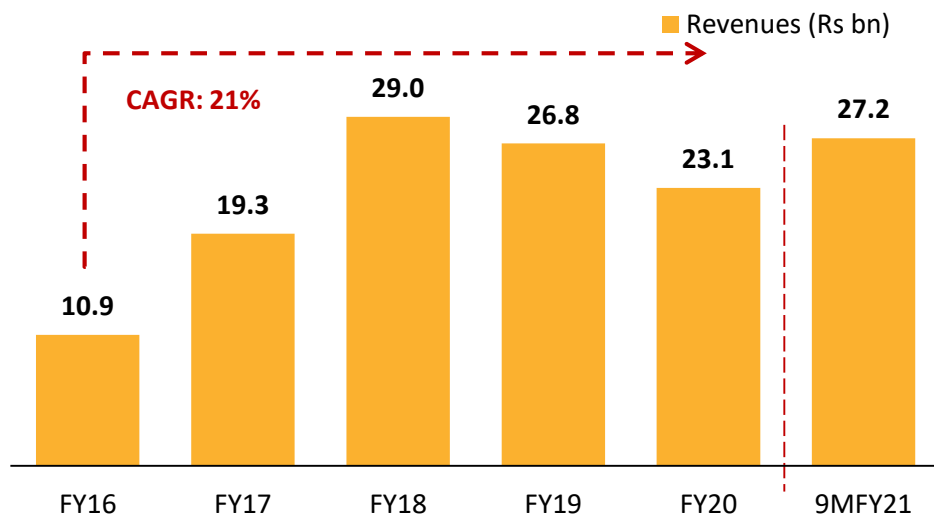
1 Borrowings are inclusive of MOHFL. Ex- MOHFL borrowings are Rs 19.1 bn in Dec-20.

2 Loan & Advances include loan book of Motilal Oswal Home Finance and Margin Trading Facility book.

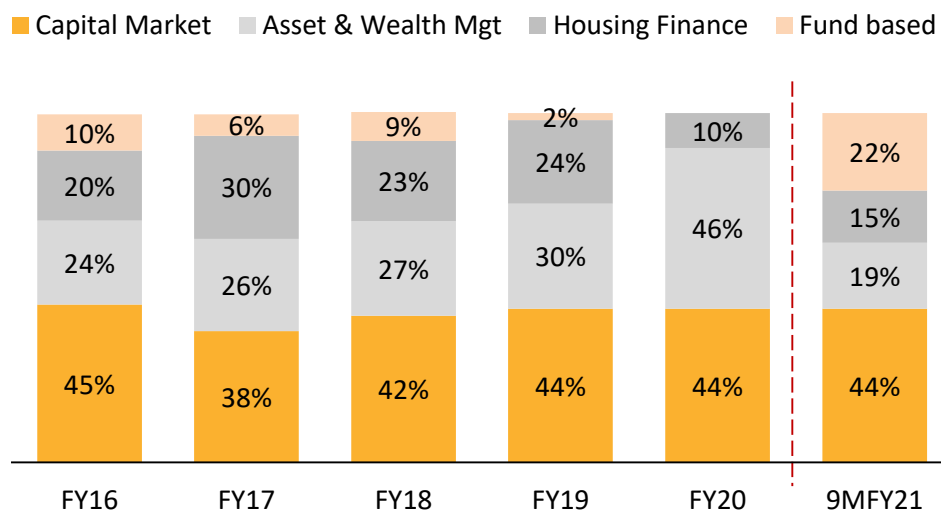


# Strong Revenue and Profit trend

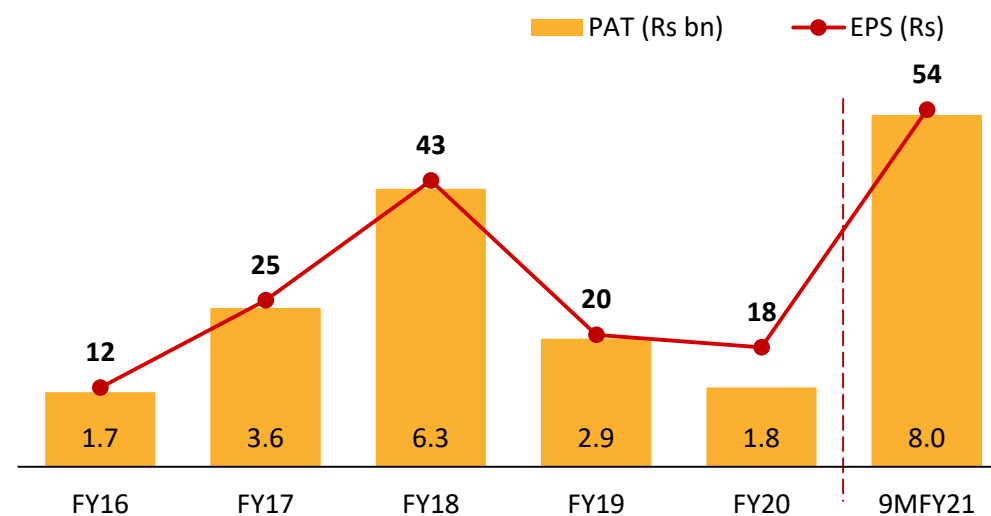
## Revenue Trend



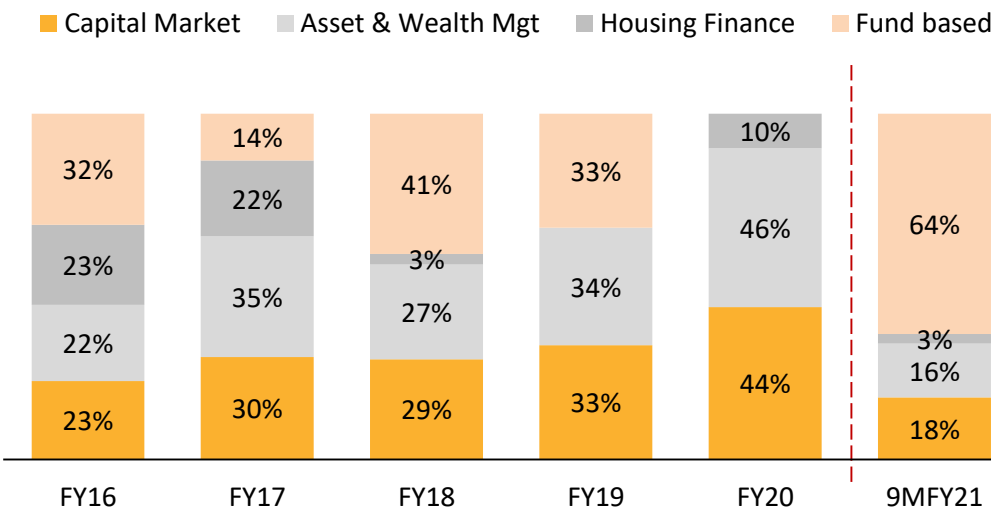
## Revenue Mix



## Profitability Trend



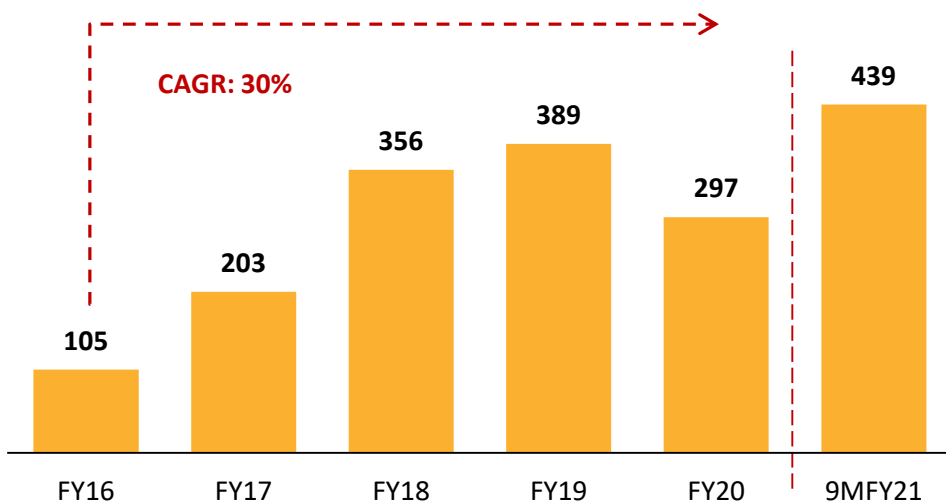
## PAT Mix



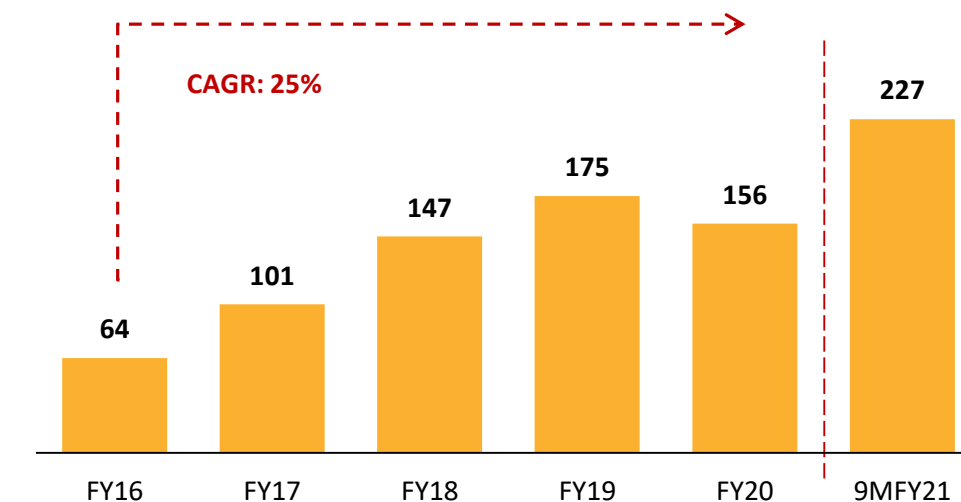
**Note:** Revenue and PAT are as per IGAAP for FY16 & FY17. 9MFY21 EPS is not annualized.

# Businesses Building Scale

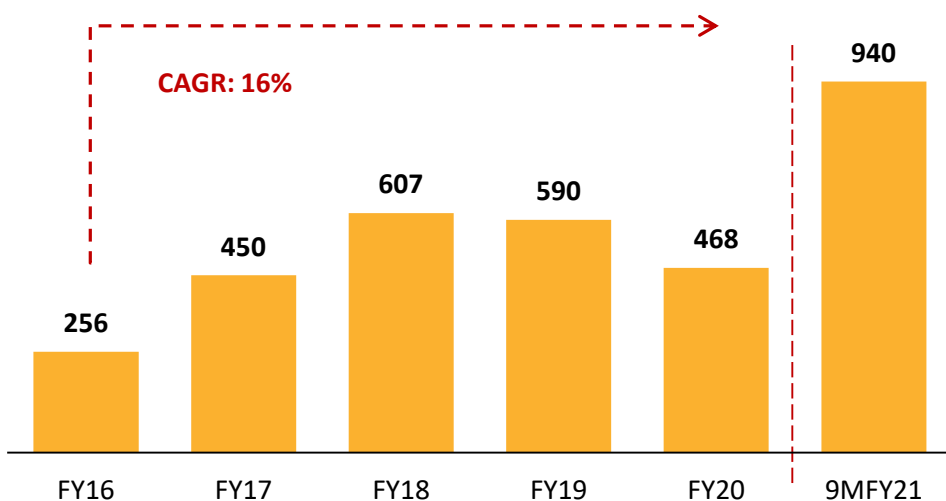
AMC AUM growth trend (Rs bn)



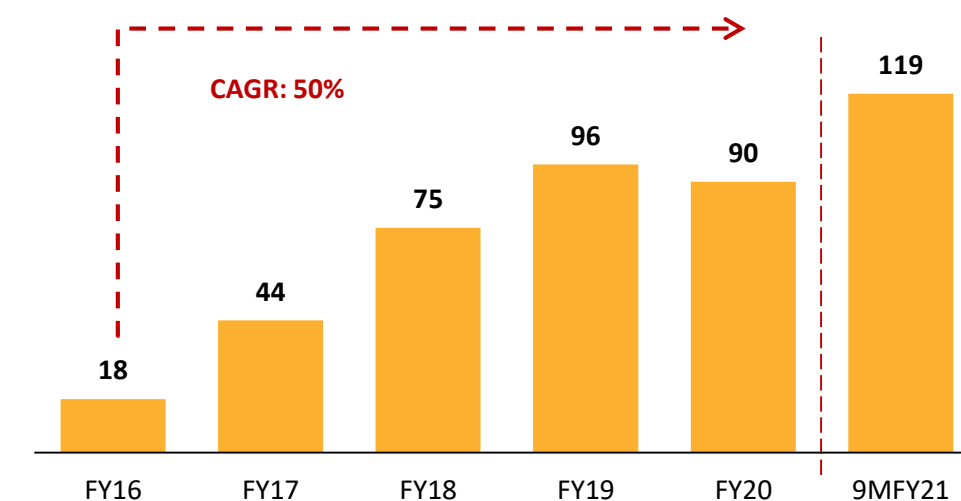
Wealth AUM growth trend (Rs bn)



DP AUM growth trend (Rs bn)

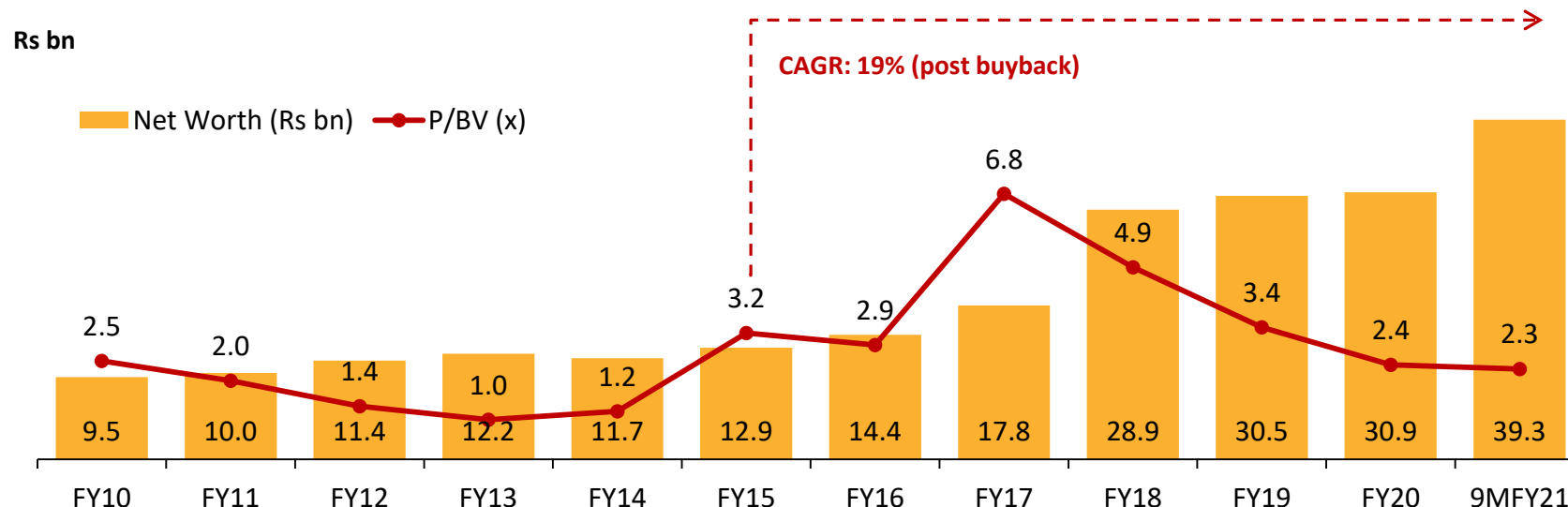


Distribution AUM growth trend (Rs bn)



# Strong growth in Net worth

## Net Worth Trend

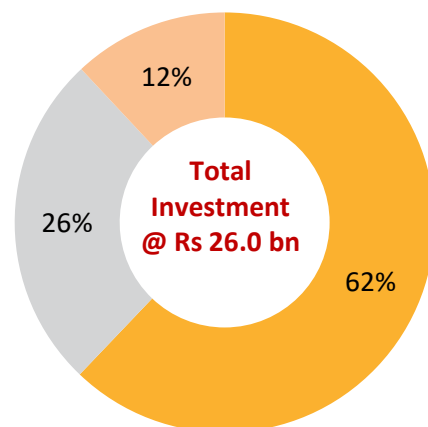


### Benefits of having near to liquid net worth:

- Helped to “seed” our new businesses, which are scalable, high-RoE opportunities.
- Serve as highly liquid “resources” available for future investments in business.
- Help to raise working capital resources on balance sheet
- Capable of generating high ROE

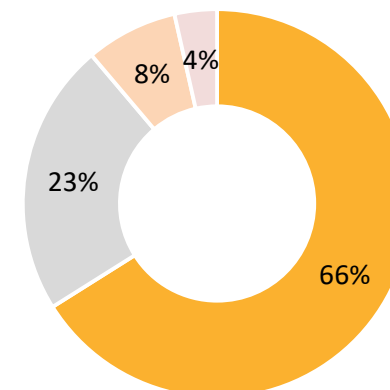
## Investment Breakup

MF+Alternates PE+RE Equity Shares



## Net worth Breakup

Fund Based Investments MOHF  
Corporate Office Working Capital and Others



## GROWTH DRIVERS

### BROKING & DISTRIBUTION

- Benefitting from Industry consolidation
- 15+ prime brokers acquired & become our franchisee with client base of more than 1 lac.
- 50+ new branches added in 9MFY21 in new geographies
- 1100+ employees are added in 9MFY21
- Distribution business aiming big with newly added Insurance distribution.

### ASSET MANAGEMENT

- Expanded Sales force with 30+ addition in CY20.
- Expanded branch footprint with addition of 10 new branches in CY20.
- Increasing penetration in IFAs & banking channel.
- Expanding product offerings across passive & alternate category.
- Traction in SIP book

### WEALTH MANAGEMENT

- Expanding products across asset classes.
- On-boarding new managers with differentiated product offerings.
- Focus on deepening client relationship
- Client level engagement is all-time high with no. of families reaching 4,840, +22% YoY
- Rise in RM productivity will aid margins in future.

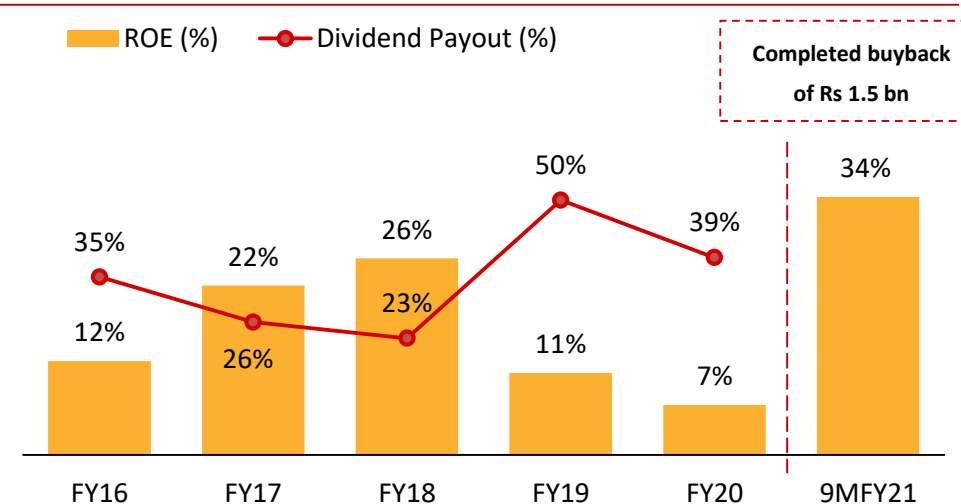
### HOUSING FINANCE

- Incremental focus on ramp-up sales.
- Sales force expanded by +50% in Q3FY21.
- Cost of funds to trend lower as new fund raising happening at lower rates.
- Robust performance of new loan book
- Strong PBT growth despite elevated credit cost

## Key Highlights

- MOFSL has reported highest ever quarterly profit led by strong performance from its operating business and Investment book.
- We have reported highest ever revenues for our Broking business with highest ever ADTO, new client addition and distribution AUM.
- We have reported highest ever MTM gain on fund based investments.
- Our Net worth has touched a new high of Rs 39.3 bn.
- Home Finance business has seen sharp reduction in CoF leading to margin significant expansion. Home Finance company is well capitalised with net gearing of 2.9x.
- Consolidated net debt is Rs 37.0 bn. Excluding Home finance net debt is Rs 11.3 bn. Total D/E stood at 1.2x. Ex-MOHF D/E stood at 0.5x. Net of investments, we have net cash on balance sheet.

## ROE trend



Note: ROE for FY18, FY19, FY20 & 9MFY21 are excluding OCI.

Market share improved by 20 bps YoY to 2.8%; traction in cash market share

Highest ever revenues in Q3FY21

Added 3.94 lakh new clients in 9MFY21

Distribution business AUM at an all-time high at Rs 119 bn

Online business ~60% of retail volume

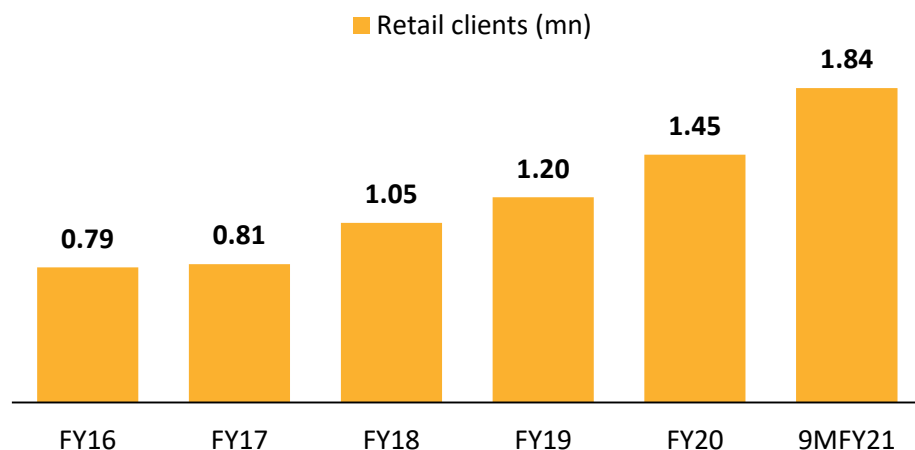
Particulars (Rs mn)	Q3FY21	Q3FY20	YoY (%)	Q2FY21	QoQ (%)	9MFY21	9MFY20	YoY (%)
<b>Revenues</b>	<b>4,307</b>	<b>3,083</b>	<b>40%</b>	<b>4,216</b>	<b>2%</b>	<b>11,957</b>	<b>8,867</b>	<b>35%</b>
- Brokerage	2,942	1,929	52%	3,028	-3%	8,378	5,405	55%
- Distribution	266	317	-16%	244	9%	677	830	-18%
Operating Costs	2,842	2,059	38%	2,701	5%	7,763	5,828	33%
EBITDA	1,465	1,023	43%	1,515	-3%	4,194	3,039	38%
EBITDA Margin	34%	33%	-	36%	-	35%	34%	-
PBT	1,029	647	59%	1,115	-8%	2,957	1,898	56%
<b>PAT</b>	<b>769</b>	<b>483</b>	<b>59%</b>	<b>815</b>	<b>-6%</b>	<b>2,196</b>	<b>1,424</b>	<b>54%</b>
Exceptional Item	-	-	-	-	-	-666	-	-
PAT incl. exceptional items	769	483	59%	815	-6%	1,531	1,424	8%

- Retail broking revenues are at all time high led by strong surge in volumes coupled with market share gain in cash segment.
- In **Retail broking** business we have witnessed strong traction in new clients addition driven by franchisee and retail channel , total 1.90 lakh clients acquired in Q3FY21, +63% QoQ. Active clients have also registered 10% QoQ growth at 0.5 mn as of December 2020.
- **Distribution** business AUM grew by 7% QoQ at Rs 119 bn. Current penetration of only ~13% on total client base. We have started Insurance broking business a year back and have registered strong premium collection in first year of business.
- Significant investment has been made in talent (+1150, +160% YoY). Branch count increased to 92, comprising of 72 exclusive branches and 20 branches has a synergy with AMC/HFC.
- MOFSL's overall ADTO grew 98% YoY to Rs 497 bn in Q3FY21. Overall market share (ex-prop) stood at 2.8% in Q3FY21 supported by robust growth in high yield-cash market share.
- Broking business also runs a margin funding and LAS business, with total book size of ~Rs 6.8 bn as of 9MFY21.

## Retail Broking & Distribution

- Mobile app logins have been peaking since last 3 months at 3.6 lakhs
- Online business witnessed 60%+ turnover during 9MFY21
- Conversion rate through referral programs is at highest level at ~60%.
- Focus on banking partnership. Active engagement with several banks for 3 in 1 (banking + demat + trading) account.
- Focus towards development and infusion of entrepreneurial spirit in new and existing franchisees has led strong growth in client base as well as franchisee base (+10% YoY).
- Acquisition of smaller regional brokers by converting them in franchisees is gaining traction across geographies.
- Organized 20+ webinars in December across various product and customer segment.

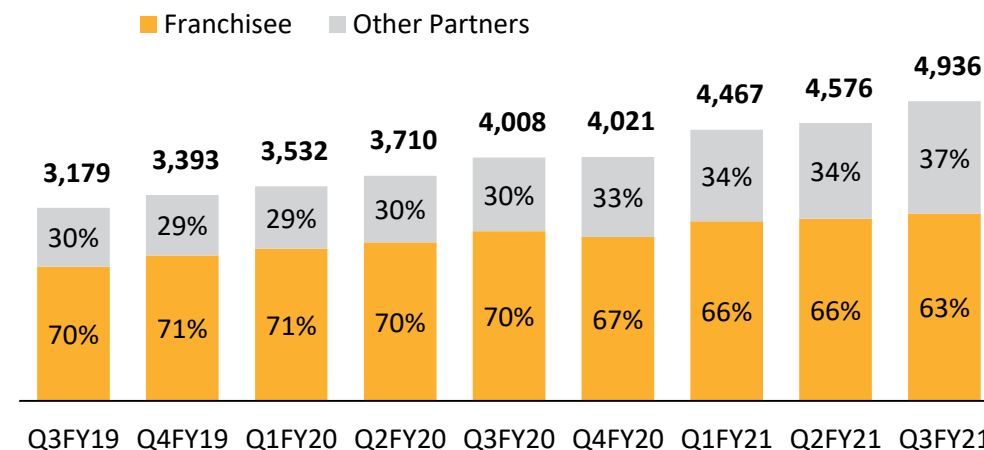
### Strong growth in Retail Client base



## Institutional Broking

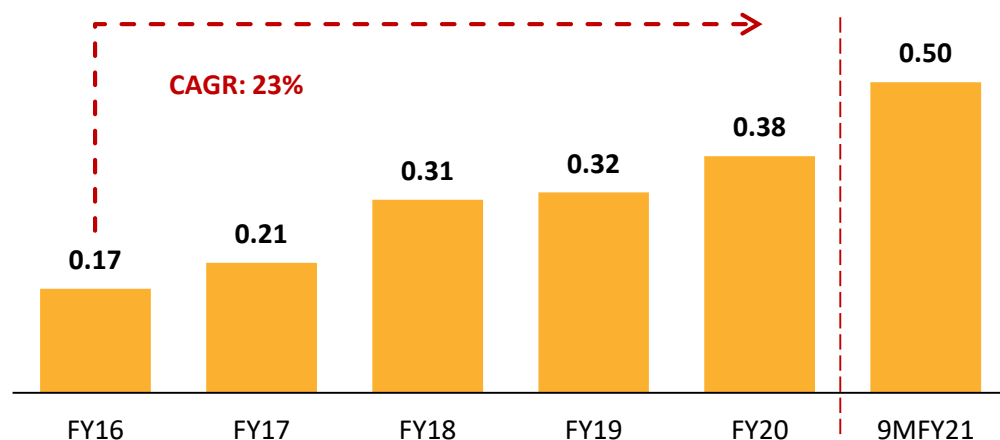
- Institution broking team wins big in Asiamoney poll 2020.
  - Ranked #1 Local Brokerage
  - Ranked #1 Overall Sales
  - Ranked #1 Sales Trading Team
  - Ranked #1 Corporate Access Team
  - Ranked #2 Overall Research
- Strong improvement in domestic client rankings in Q3 with top 3 retained in most clients.
- This has been the result of focus driven differentiated research products with 250+ companies covering 21 sectors.
- Corporate access has always been a key focus area. Hosted Quarterly Ideation Conference and 8 CEO Track Sessions.

### Acquisition Trend of Franchisees/Business Partners

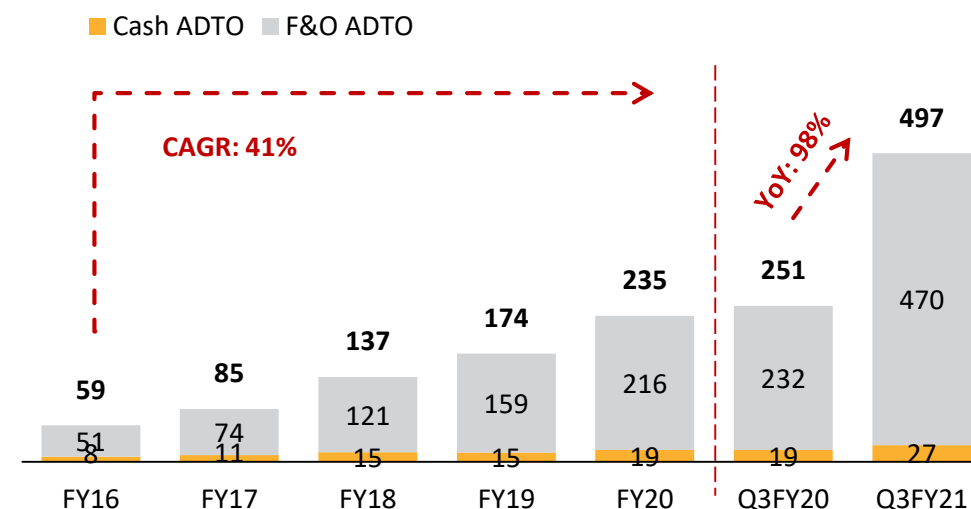


# Broking & Distribution – Strong growth in Client acquisition

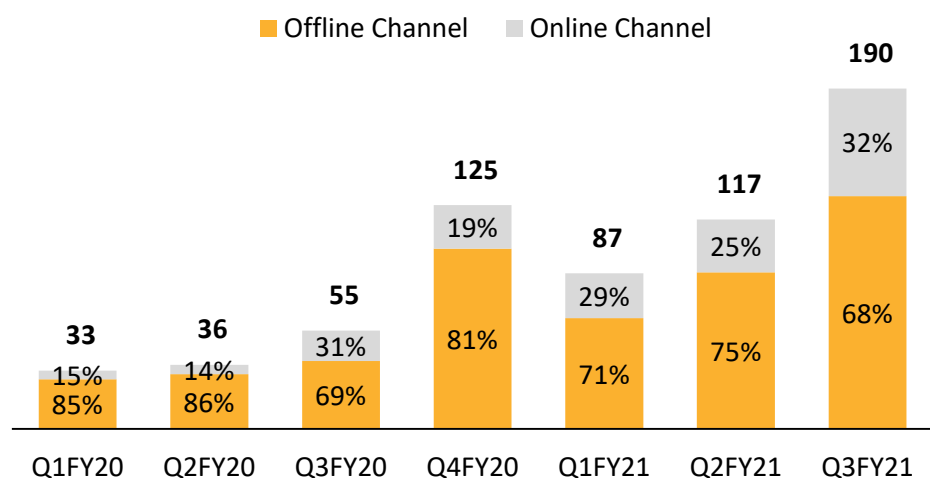
Active Clients (mn)



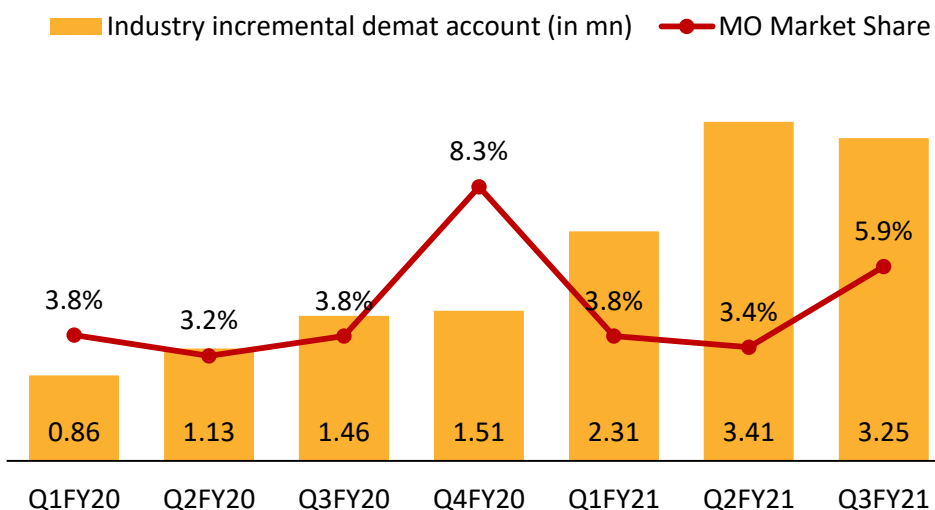
MOFSL Broking ADTO (Ex-prop, Rs bn)



Significant traction in Client Acquisition (in '000)

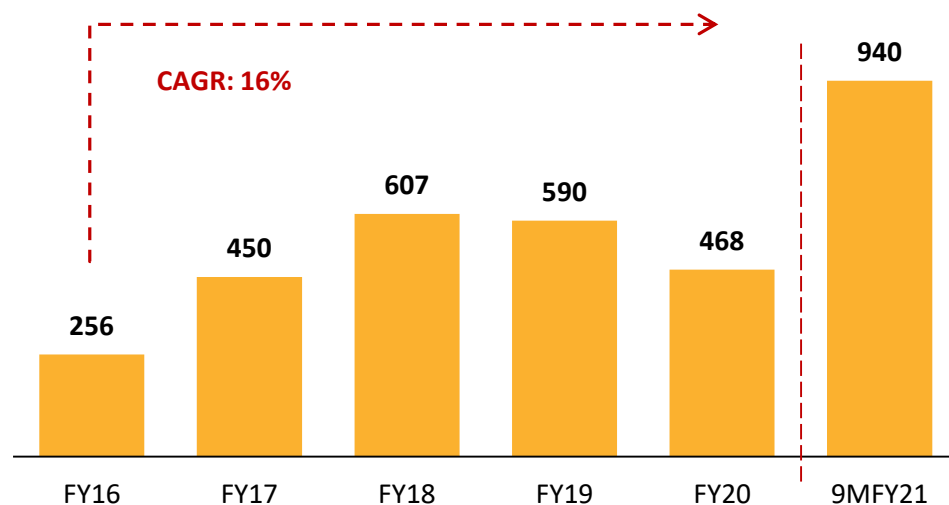


Incremental Demat Account Market Share

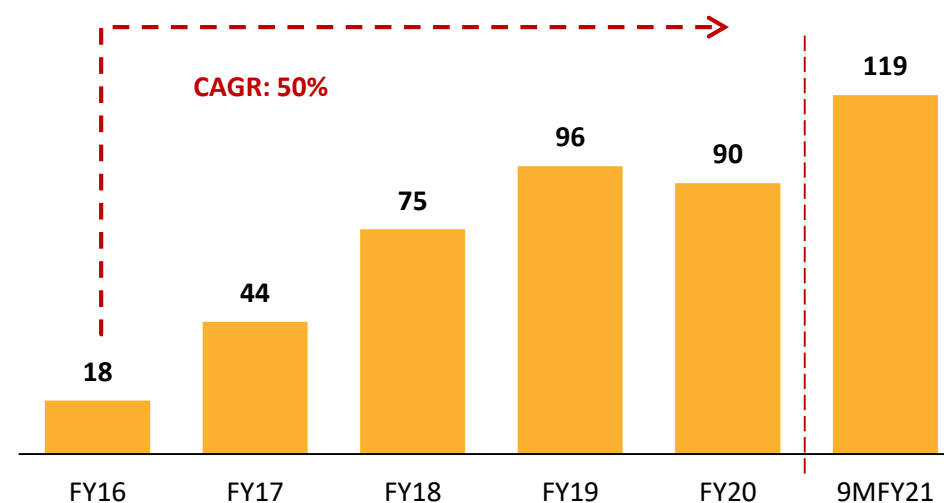


# Broking & Distribution – Strong growth in Distribution AUM

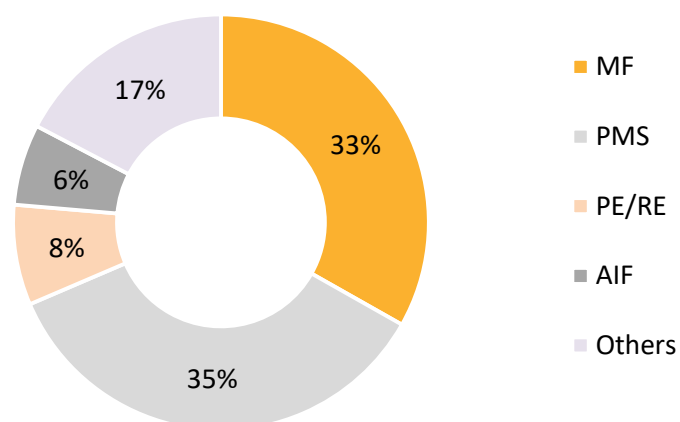
DP AUM growth trend (Rs bn)



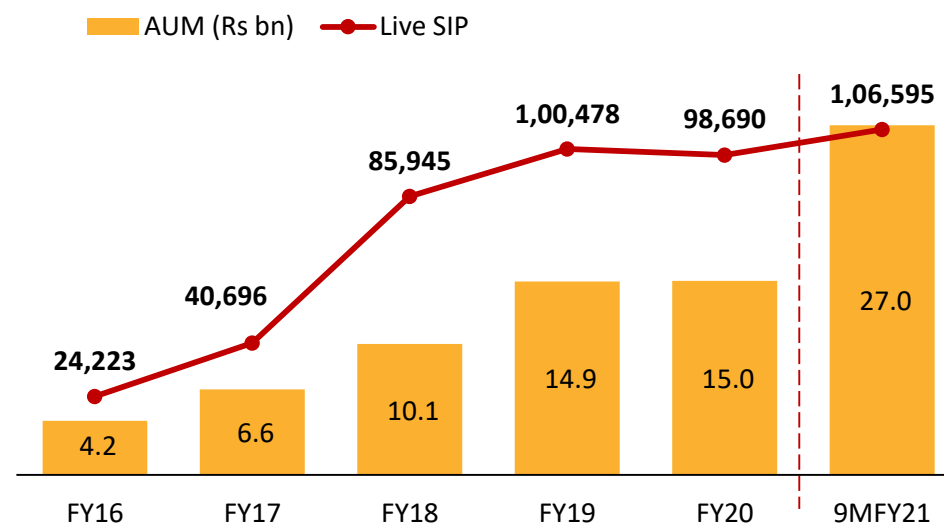
Rising Distribution AUM (Rs bn)



Distribution AUM Mix



SIP AUM and Live SIP count





01

## Prospecting & Acquisitions

### Digital Presence:

- Social Media
- Branding
- Website Engagement



### 15 Mins On-Boarding:

- Mobile
- Website
- DIY & Assisted Model



02

## New Client Engagement

- Real time research delivered directly on Mobile with one click execution



- Digital journeys – induct and familiarize clients – products / services / platforms



- Multi language digital product demos and videos



- Education focused Offerings – video tutorials and webinars



03

## Multi Node Client Servicing

### Best in Class Products

Robo driven products / offering for all investor & trader types / multiple startup integration / wealth creation at the core



### Habit Sensitive Platforms

Only broker to have specialized platforms for traders & investors / completely aligned product suit on each platform



### ML Backed Services

Machine learning powered customer engagement / Artificial intelligence to customize offerings



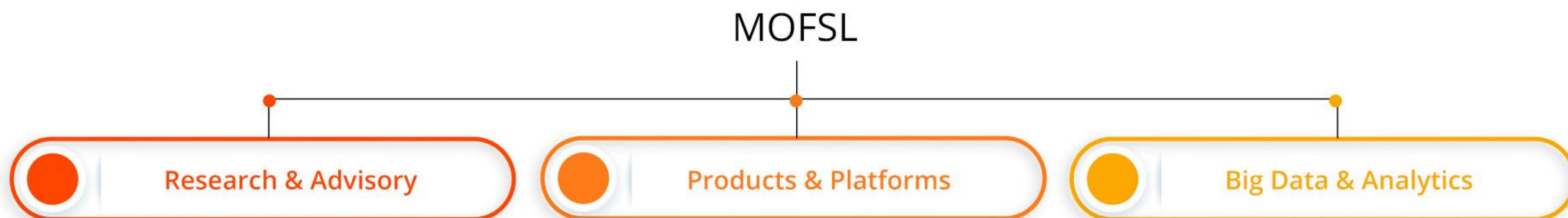
04

## Engaging Clients – On-Going














### Digital Engagement

Behaviour based artificial intelligence powered product sales / machine learning powered customized advisory / data assisted engagement automated engagement journeys





## CLIENTS

- |   |  |
|---|--|
|  Option Trading Strategies        |  MO Investor App/Web                |
|  100% Digital Gold                |  MO Trader App/Web                  |
|  Intelligent Advisory Portfolios |  Smart Watch                       |
|  Portfolio Restructuring        |  Option Strategy 1 Click Executor |
|  Research Thematic Baskets      |  Fixed Income                     |
|  Sensibull                      |  Curated MF Advice                |
|  Suggest me tool                |  |

## BUSINESS PARTNERS & INTERNAL TEAMS

-  Advisory as per Client Type – Retail / HNI/ Digital Desk
-  Rule based Behaviour based research advice
-  AI enabled Dashboard
-  Dedicated Advisory for Partners
-  Saathi – AI backed acquisition tool
-  UpperMOST – smart business manager for Partners

### Data & Analytics Backed By:

Automated Digital Engagement | Real Time Client Campaigns | Product Design basis VoC and Feedback | Predictive Analytics

## DEALS



QIP - Rs 177 bn



QIP - Rs 150 bn



QIP - Rs 28 bn



QIP - Rs 10 bn



QIP - Rs 49.9 bn



IPO - Rs 19.1 bn



IPO - Rs 4.6 bn

Particulars (Rs mn)	Q3FY21	Q3FY20	YoY (%)	Q2FY21	QoQ (%)	9MFY21	9MFY20	YoY (%)
Revenues	2	27	-	20	-	25	112	-
Operating Costs	37	53	-31%	36	1%	127	167	-78%
EBITDA	-35	-26	-	-16		-101	-55	-
PBT	-38	-30	-	-20		-110	-64	-
PAT	-29	-23	-	-18	-	-86	-50	-

- During 9MFY21, we associated with ICICI Bank for its largest ever QIP of Rs 150 bn. We were successful in securing demand from a cross section of Domestic Funds as well as Global Long Only and Multi Strategy Funds.
- We also participated in the QIP of HDFC aggregating to about Rs 177 bn. This was our third straight association with the corporation's fund raising program over the past 3 years.
- We were also the Sole Lead Manager for Granules India Ltd for its Rs 1.4 bn of share buyback program.
- The team continues to engage on a wide cross-section of mandated transactions across capital markets and advisory. Sharp recovery in capital markets augur well for deal closures.

**AMC Closing AUM  
Rs 439 bn, +14% QoQ  
in Q3FY21**

**Introduced digital  
platform for on  
boarding PMS clients**

**Traction in SIP  
addition**

**Traction in direct and  
digital channel**

**Market share of 1.8%  
in MF Equity AUM**

Particulars (Rs mn)	Q3FY21	Q3FY20	YoY (%)	Q2FY21	QoQ (%)	9MFY21	9MFY20	YoY (%)
Avg. AUM (bn)	409	395	4%	375	9%	371	387	-4%
<b>Total Revenues</b>	<b>1,291</b>	<b>1,439</b>	<b>-10%</b>	<b>1,162</b>	<b>11%</b>	<b>3,489</b>	<b>4,246</b>	<b>-18%</b>
-Mutual Fund (Net)	315	337	-7%	258	22%	812	1,011	-20%
-Alternates (Net)	478	501	-5%	424	13%	1,260	1,442	-13%
Opex	264	275	-4%	280	-6%	811	831	-2%
EBITDA	532	567	-6%	411	30%	1,279	1,641	-22%
EBITDA Margin	41%	39%	-	35%	-	37%	39%	-
PBT	524	563	-7%	399	31%	1,253	1,626	-23%
<b>PAT</b>	<b>382</b>	<b>414</b>	<b>-8%</b>	<b>290</b>	<b>32%</b>	<b>911</b>	<b>1,244</b>	<b>-27%</b>

- Strong growth in PAT on sequential basis. In 9MFY21, AMC's profit impacted on account of lower average AUM and due to cut in TER in mutual funds. However, MF yields have improved by 8 bps QoQ in Q3FY21 resulting in overall yield improvement by 4 bps QoQ at 79 bps.
- In Q3FY21, MF AUM stood at Rs 262 bn (+18% QoQ), while PMS and AIF AUM stood at Rs 148 bn (+7% QoQ) and Rs 26.5 bn (+17% QoQ) respectively.
- Gross sales of AMC improved 15% YoY in 9MFY21.
- Industry has witnessed multi-quarter high net outflow in equity category in Q3FY21. We had also witnessed net outflow in line with the industry. However, our gross sales market share was stable and redemption market share declined on sequential basis.
- We have added 2.1 lakh SIPs in 9MFY21 vs 1.6 lakh in FY20. This has resulted in increase in new SIP count market share by 80 bps in 9MFY21 to 2.1%.
- SIP inflows in Q3FY21 was at Rs 4.3 bn, +4% QoQ (on realised basis). In 9MFY21, Industry SIP realization declined by 8%, whereas MOAMC's SIP realisation increased by 13% in same period.

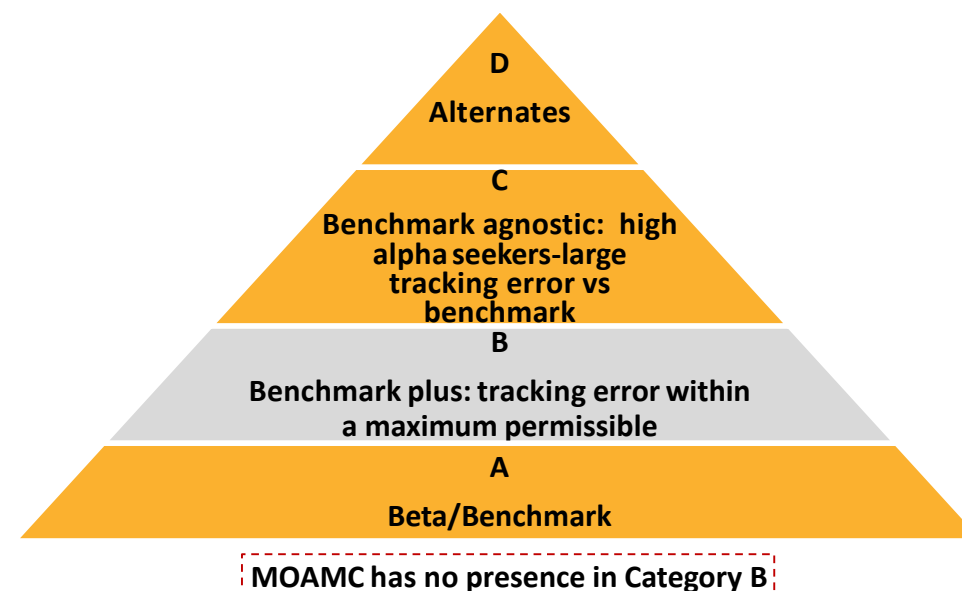
- Market share in MF Equity AUM continued to remain stable at 1.8% in Q3FY21. Overall industry witnessed a fall in equity flows.
- Strengthen sales vertical with 30+ sales employees added in CY20 including some senior level hiring.
- Branch network has also expanded by adding 10 branches in CY20 taking total branch count to 38. Further, distribution reach is also expanded by reaching out to more number of IFAs and tie-up with banking channel.
- We have received encouraging response to newly launched AIF. We believe that flows in alternate would be incrementally driven by AIF compared to PMS.
- We have received strong traction in our Passive offerings, our AUM reached 10x to Rs 50 bn in a years time. Our entry in passive category will help us to on-board clients from bottom of pyramid which are typically new to equity asset class or has lower risk appetite. Moreover, this has also ensured our presence in bottom as well as top of the equity product pyramid.

## Performance across product and categories

Product	Strategy	Inception Date	Since Inception Return	Since Inception Alpha
PMS-Value	Large-Cap	25-Mar-03	19.8%	2.7%
PMS-NTDOP	Multi-Cap	11-Dec-07	15.3%	5.2%
PMS-IOP	Mid-Cap	15-Feb-10	7.7%	-
MF – F-25	Large-Cap	13-May-13	15.7%	2.0%
MF – F-30	Mid-Cap	24-Feb-14	15.6%	0.8%
MF – F-35	Multi-Cap	28-Apr-14	15.5%	3.6%

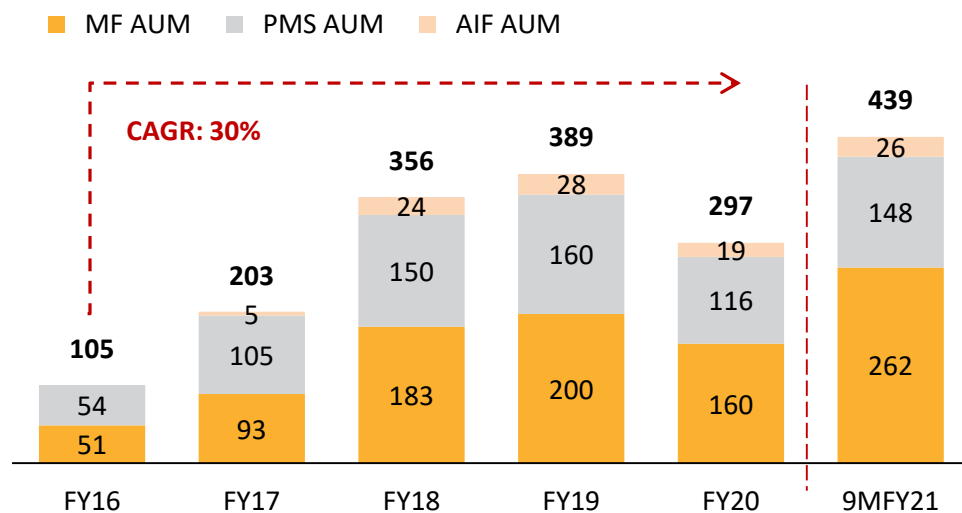
\* Read above MF (direct) performances with their corresponding Disclaimers in the funds' Fact Sheets, which are available in [www.motilaloswalmf.com](http://www.motilaloswalmf.com).

## Equity Product Pyramid

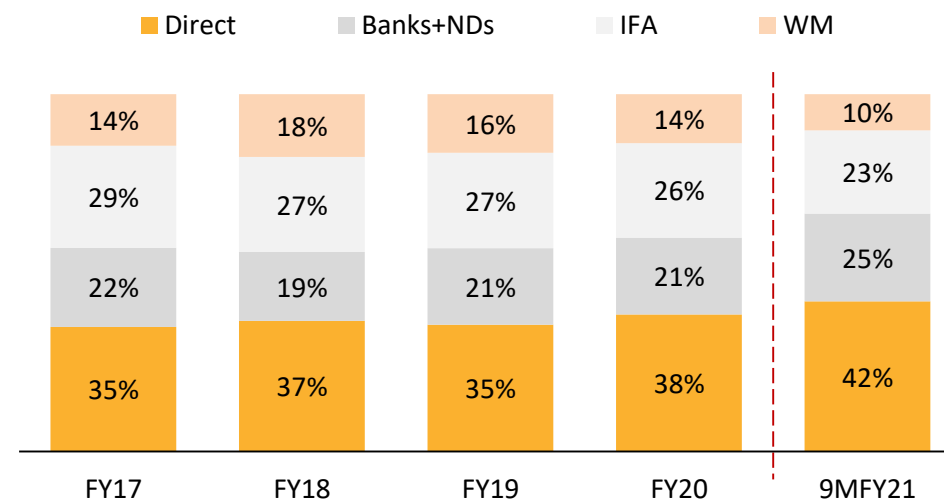


# Asset Management – Potential levers to scale business

## MOAMC AUM breakup and growth trend (Rs bn)

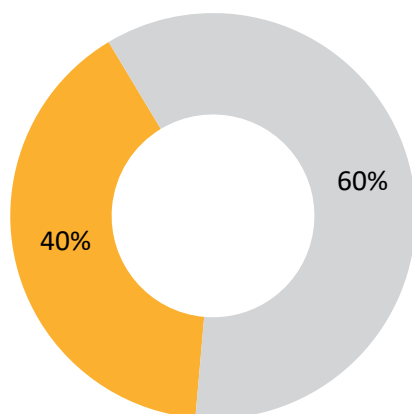


## MOMF AUM mix

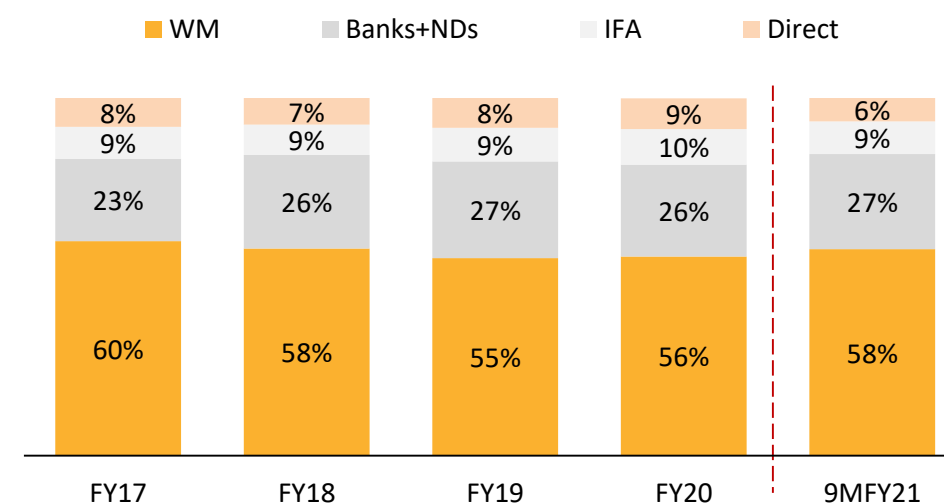


## Alternatives share in MOAMC AUM

■ Alternatives share in MOAMC AUM 
 ■ Mutual Fund share in MOAMC AUM



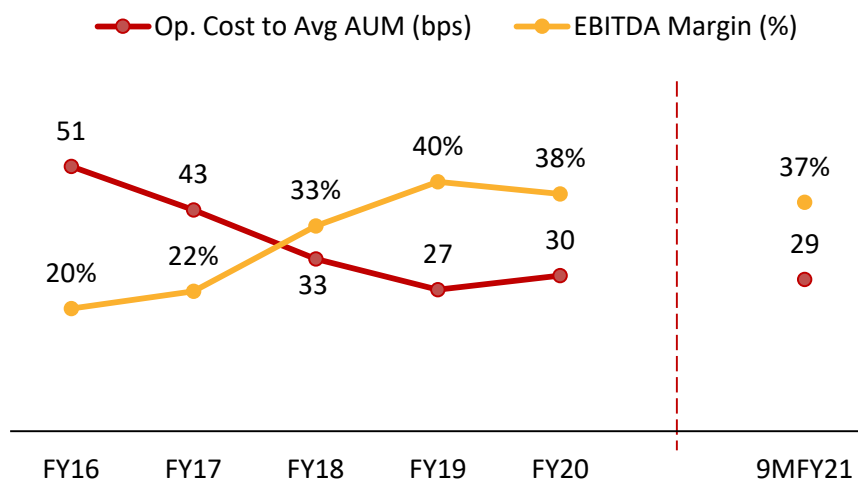
## MO Alternates AUM mix



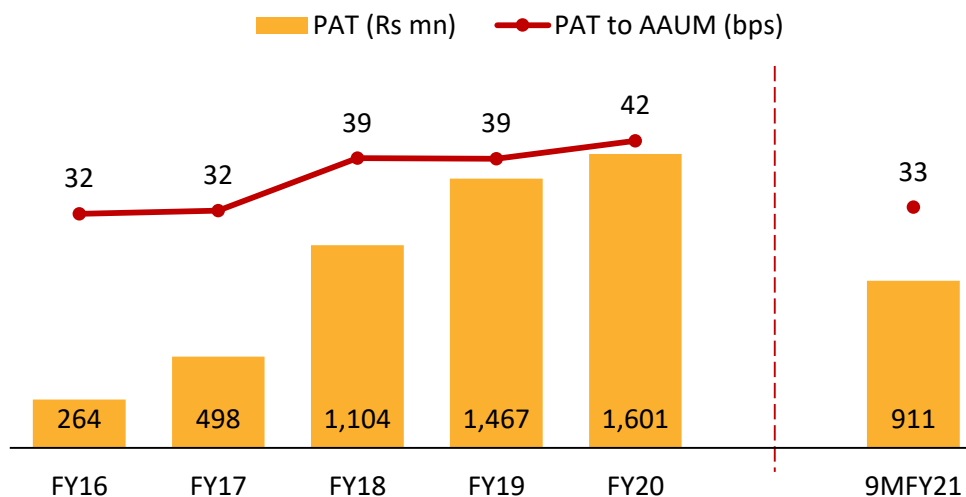
\*Alternatives includes PMS and AIF

# Asset Management – Potential levers to scale profitability

## AMC EBITDA and Opex to AUM trend

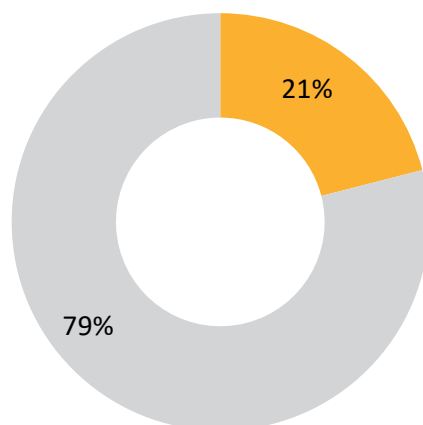


## MOAMC profitability trend



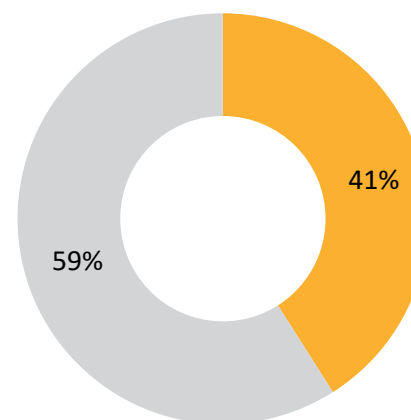
## Share of performance linked AUM in alternatives

■ Alternatives AUM - Performance linked
 ■ Alternatives AUM - Fixed fee



## MOMF AUM Mix

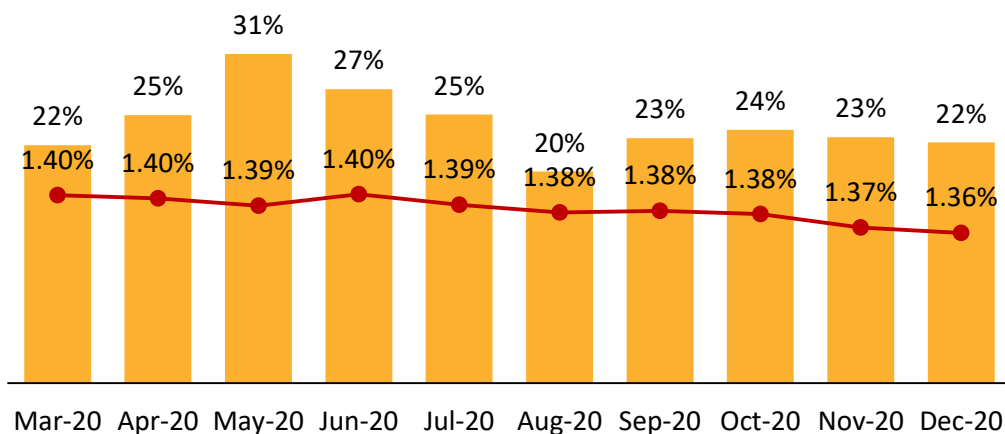
■ Share of Direct in MF Eq AUM
 ■ Share of Regular in MF Eq AUM





# Asset Management – Granularity of MF AUM

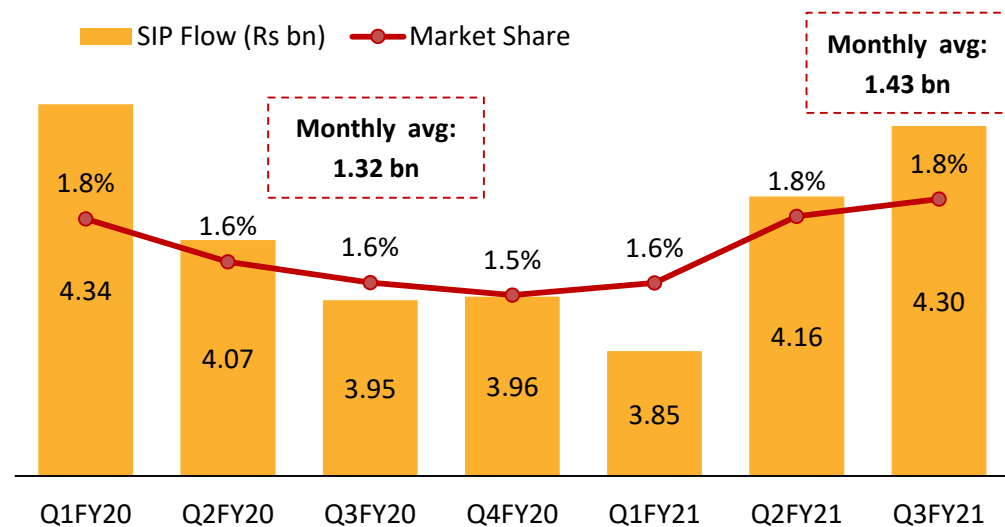
## MOMF SIP AUM of inflows and SIP market share

 MO MF SIP % of MOMF gross inflows 
  MO MF SIP AUM Market share



## MOMF SIP flows (Rs bn)

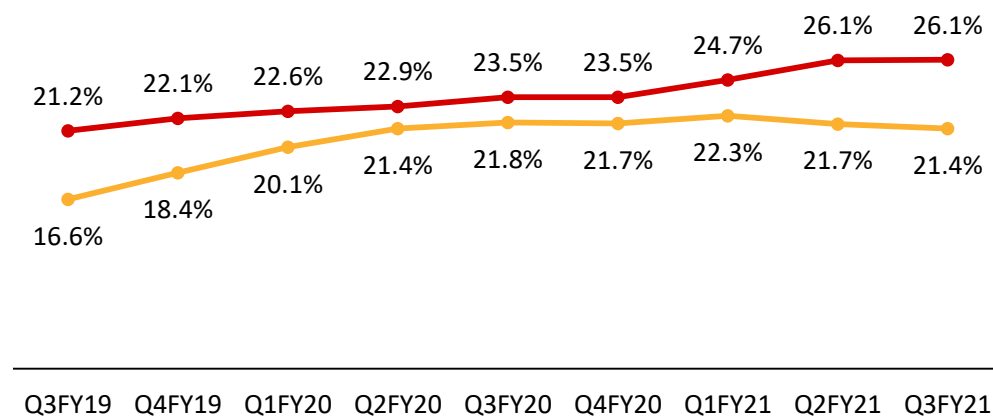
 SIP Flow (Rs bn) 
  Market Share



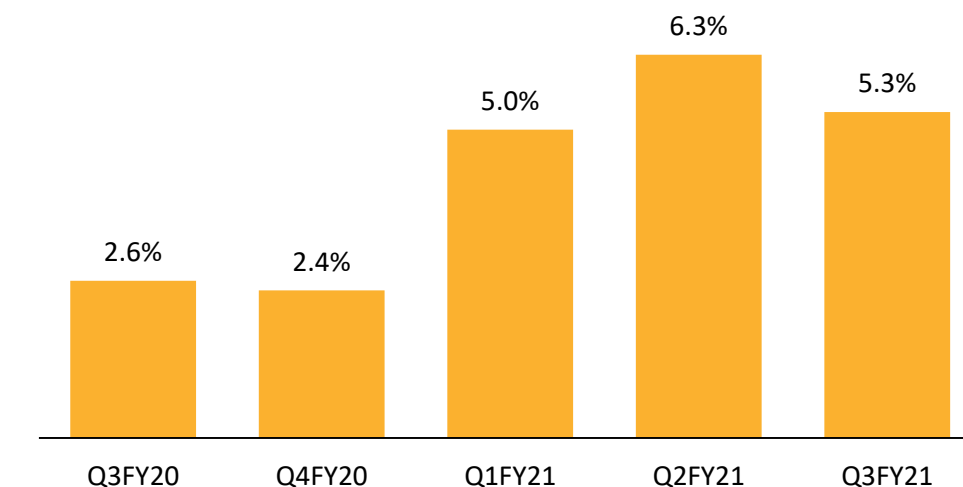
Note :SIP Flows amount are on realized basis

## MOMF SIP proportion to SIP flows

 Industry SIP AUM as % of Ind Eq MF AUM 
  MOMF SIP AUM as % Eq MF AUM



## MOMF proportion of Net Folios added





**Committed investment  
AUM till date stands at  
Rs 65 bn**

**Launched IREF V with  
targeted fund size of  
Rs 8 bn**

**IREF IV raised Rs 11.5 bn  
in an environment of  
uncertain market  
conditions**

**Strong performance of  
IREF II & III funds with  
+21% IRR**

Particulars (Rs mn)	Q3FY21	Q3FY20	YoY (%)	Q2FY21	QoQ (%)	9MFY21	9MFY20	YoY (%)
<b>Total Revenues</b>	<b>266</b>	<b>261</b>	<b>2%</b>	<b>268</b>	<b>-1%</b>	<b>754</b>	<b>756</b>	<b>-</b>
Operating Cost	156	160	-2%	158	-1%	459	460	-
EBITDA	110	101	9%	110	-	295	296	-
PBT	108	99	9%	107	-	289	283	2%
<b>PAT</b>	<b>69</b>	<b>68</b>	<b>1%</b>	<b>68</b>	<b>1%</b>	<b>190</b>	<b>175</b>	<b>8%</b>

## Growth PE Funds

- India focused mid-market PE fund with global & domestic institutions, family office and HNI investors.
- MOPE Funds stand out with stellar performance. Fund I has delivered a portfolio IRR of 26.1%.
- Fund II was deployed across 11 investments after raising commitments from marquee institutions and expect the exits to happen going forward.
- Fund III was raised in 2018 with a corpus of ~Rs 23 bn of which it has already committed 70% across 7 investments; the Fund is extensively evaluating opportunities across its preferred sectors for deploying the balance amount.

## Real Estate Funds

- Real Estate focused fund driving superior risk adjusted returns through debt related / structured equity instruments. Focuses on Mid-income housing projects.
- IREF II is fully deployed across 14 investments. The Fund has secured 10 complete exits and 1 structured exit and has returned money equalling 125.4% of the Fund Corpus back to the investors. Average IRR on exited investments is 21.3%
- IREF III has deployed Rs 13.56 bn including reinvestments across 24 investments. The Fund has secured 6 full exits and has returned money equalling 41.1% of the investible funds back to its investors. Average IRR on exited investments is 22.4%.
- IREF IV, with size of Rs.11.48 bn has deployed Rs 5.8 bn across 10 investments.

## PE & RE – Fund performance and allocation

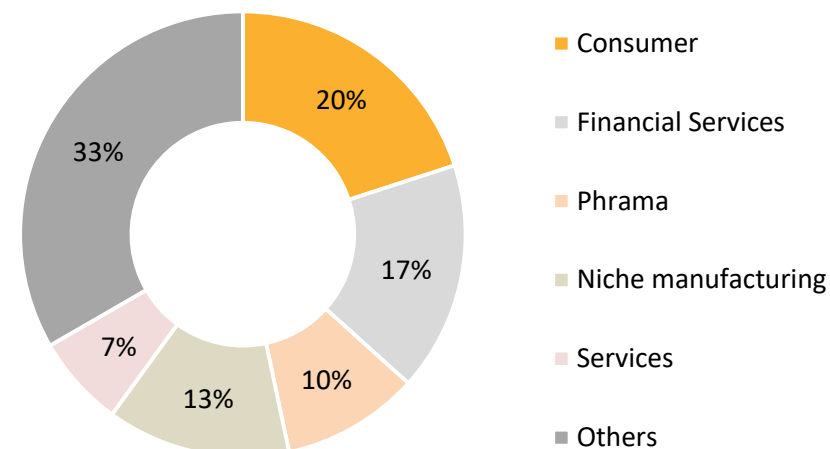
### MOPE Funds Performance

No. of Investments	30
Investments Fully Exited	10
Drawdown	Rs 20.4 bn
Amount Invested	Rs 18.2 bn
Current Value of Investments*	Rs 24.2 bn
IBEF Fund IRR	26%+

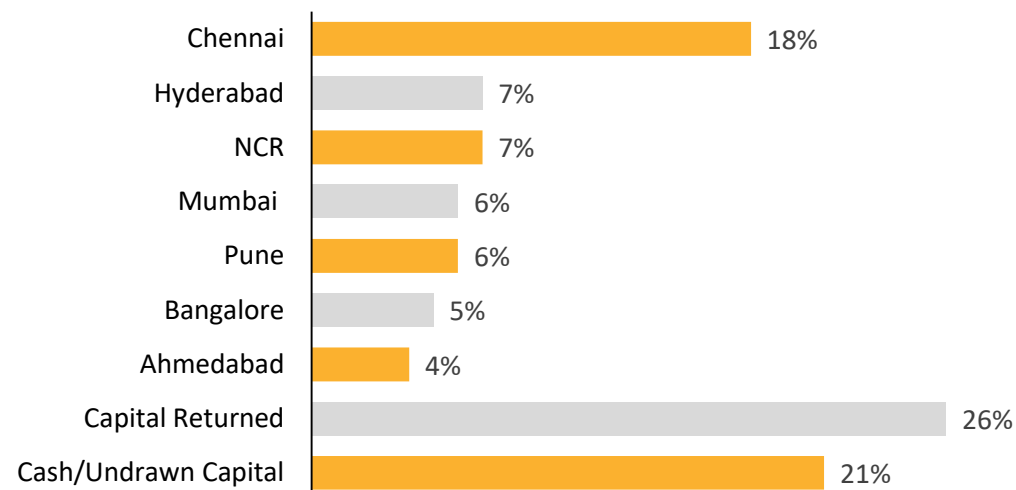
### MORE Funds Performance

No. of Investments	62
Investments Fully Exited	30
Amount Invested	Rs 31.1 bn
Total Receipts	Rs 24.2 bn
Amount Distributed	Rs 16.3 bn
Average IRR of Fully Exited Investments (Fund II, III & IV)	21%+

### MOPE Funds- Sector Allocation



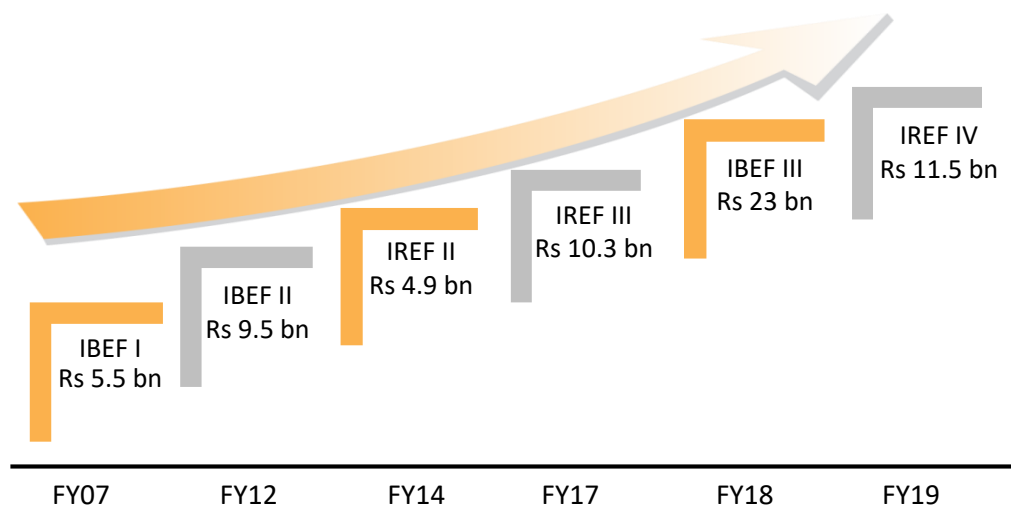
### MORE Funds- City Allocation



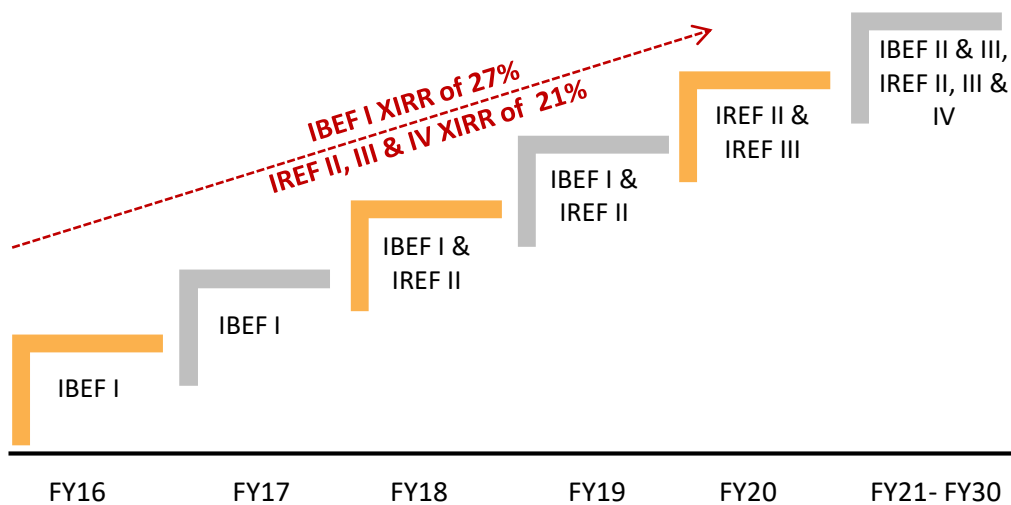
\*Value of investments is based on the Valuation Report as on 31st March 2020 by Grant Thornton (GT), a leading global audit firm.

# PE & RE– Exits from 7 funds provides strong visibility over next decade

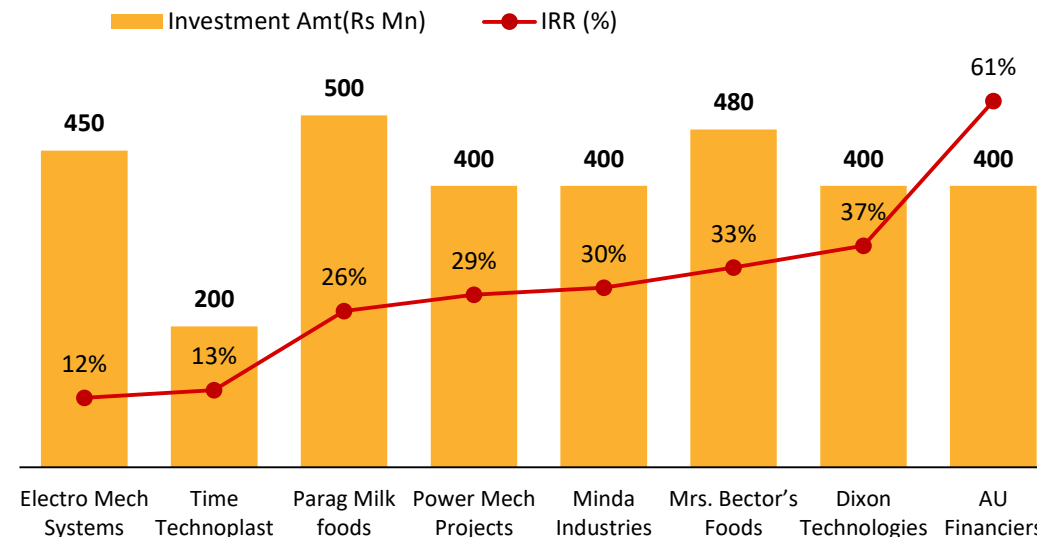
## Launch period of PE & RE Funds



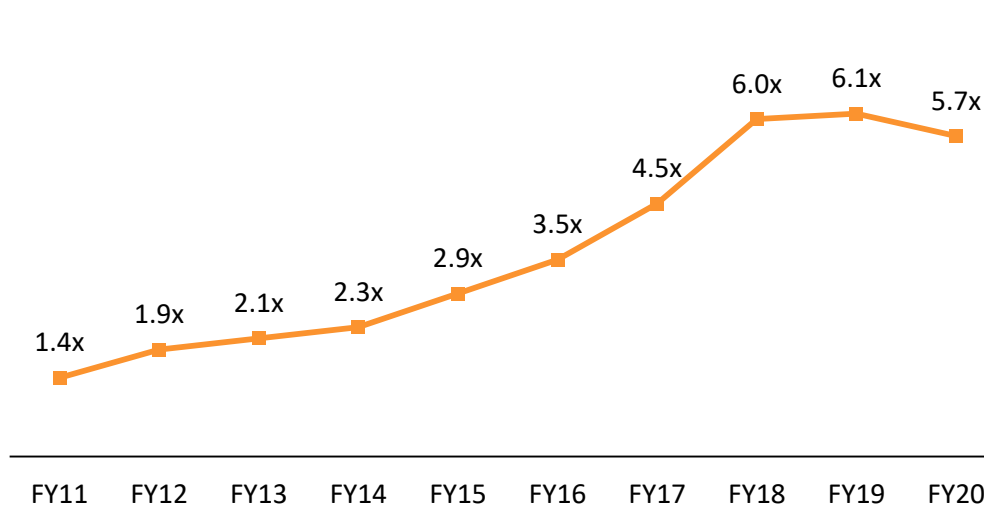
## Exit period of PE & RE Funds



## QGLP investments delivering higher IRR



## IBEF I exits delivering 5.7x MoC



**Wealth AUM**  
at an all-time high at Rs  
227 bn, up 13% QoQ

**Strong traction in**  
**Gross/Net sales. Net**  
**sales at Rs 18.1 bn in**  
**9MFY21, +583% YoY**

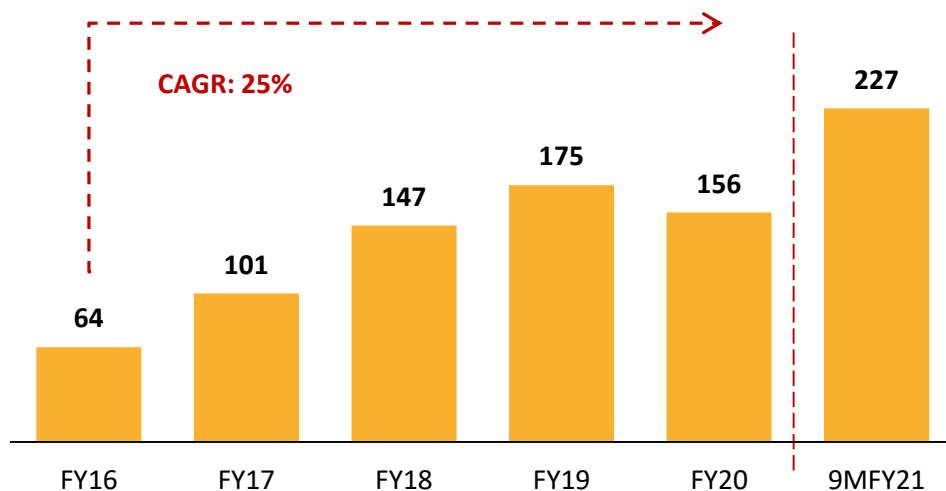
**Launched Advisory**  
**Portal for RMs and**  
**Strategy Team**

**Client acquisition**  
**growth rate at +22% YoY**

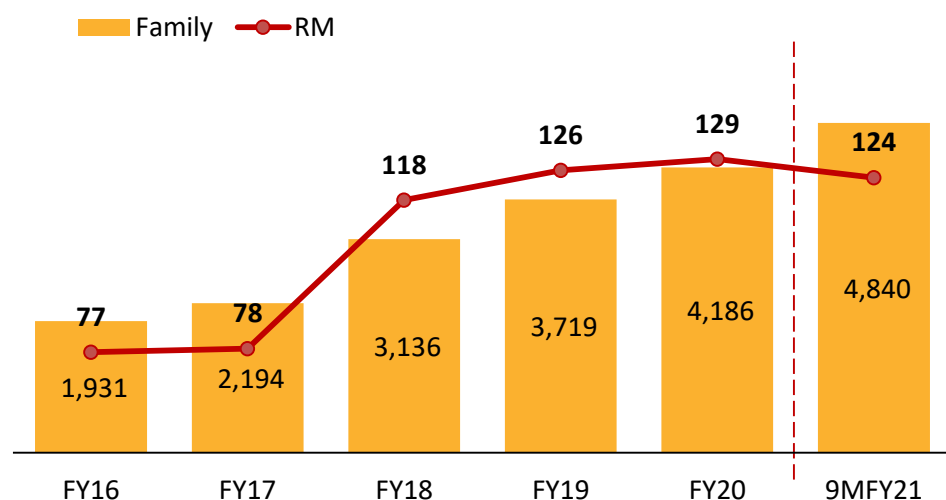
Particulars (Rs mn)	Q3FY21	Q3FY20	YoY (%)	Q2FY21	QoQ (%)	9MFY21	9MFY20	YoY (%)
AUM (bn)	227	189	20%	200	13%	227	189	20%
<b>Revenues</b>	<b>330</b>	<b>252</b>	<b>31%</b>	<b>349</b>	<b>-6%</b>	<b>900</b>	<b>752</b>	<b>20%</b>
Operating Cost	224	206	9%	236	-5%	677	678	-
EBITDA	106	46	129%	113	-6%	224	74	-
EBITDA Margin	32%	18%	-	32%	-	25%	10%	-
PBT	103	43	140%	110	-6%	215	64	-
<b>PAT</b>	<b>78</b>	<b>34</b>	<b>127%</b>	<b>82</b>	<b>-5%</b>	<b>160</b>	<b>47</b>	<b>-</b>

- Wealth business revenue grew by 31% & 20% YoY in Q3FY21 & 9MFY21 respectively led by strong net sales of 18.1 bn in 9MFY21 vs Rs 2.7 bn in 9MFY20. Further, higher net sales of high yielding equity products has boosted revenues.
- During 9MFY21, there was a strong improvement in RM productivity. RM productivity will further pick up in line with their rising vintage.
- Trail based revenue model since inception has helped us to cover our fixed costs despite higher investment in RMs in recent past.
- Yield stood at 62 bps. Equity mix of ~63% in total AUM in Q3FY21.
- Strong pipeline of products across asset classes. New managers are getting on-boarded with differential offerings.
- Open architecture model is enabling the incremental sales to be driven by non captive products, resulting in more diversified products offering.
- Focus on portfolio strategy implementation using Investment charters, technology solutions and higher yield.

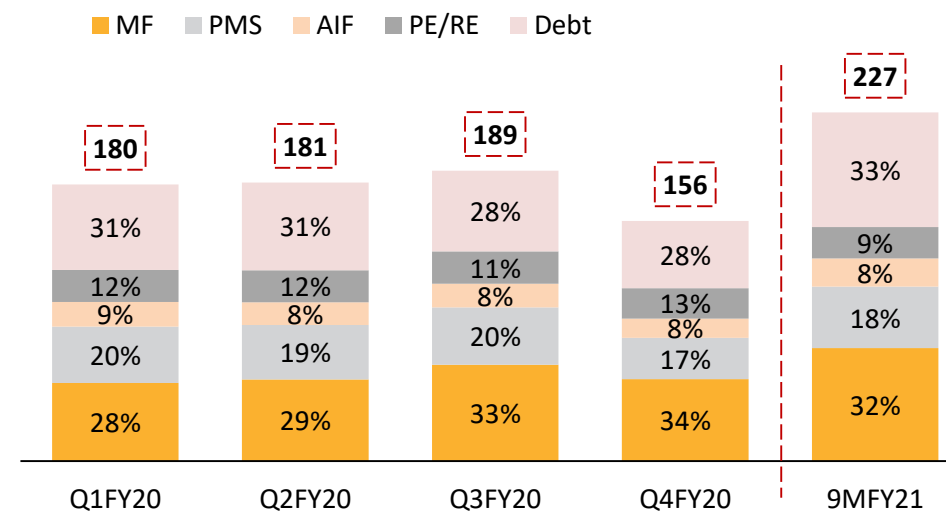
## Wealth AUM (Rs bn)



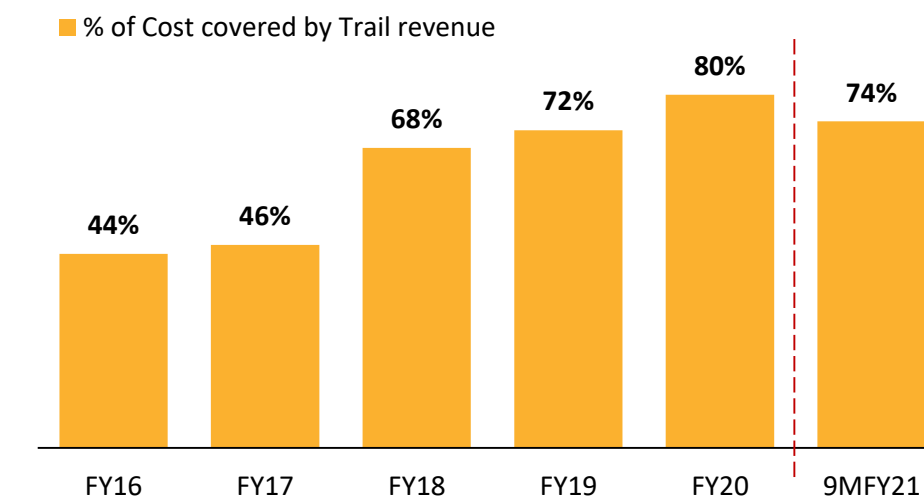
## Wealth UHNI Family Clients and Sales RM



## AUM Breakup (Rs bn)



## Trail income will protect margin in downturn



Improvement in CoF led to margin expansion

Traction in Login and Sanction pipeline

Sales force expansion currently underway

Tier 1 CAR remains robust at 48% and liquidity remains strong

Cost to Income ratio is down to 33%

Particulars (Rs mn)	Q3FY21	Q3FY20	YoY (%)	Q2FY21	QoQ (%)	9MFY21	9MFY20	YoY (%)
<b>Net Interest Income (NII)</b>	<b>629</b>	<b>526</b>	<b>20%</b>	<b>558</b>	<b>13%</b>	<b>1,755</b>	<b>1,646</b>	<b>7%</b>
<b>Total Income</b>	<b>655</b>	<b>540</b>	<b>21%</b>	<b>563</b>	<b>16%</b>	<b>1,795</b>	<b>1,700</b>	<b>6%</b>
Operating Cost	215	237	-9%	202	7%	628	725	-13%
- Employee Cost	151	144	5%	133	14%	428	474	-10%
- Other Cost	64	94	-31%	70	-8%	199	251	-21%
<b>Operating Profit (Pre-Prov.)</b>	<b>439</b>	<b>302</b>	<b>45%</b>	<b>360</b>	<b>22%</b>	<b>1,168</b>	<b>975</b>	<b>20%</b>
Provisioning	286	49	-	193	48%	606	647	-6%
PBT	154	253	-39%	167	-8%	561	328	71%
<b>PAT</b>	<b>47</b>	<b>161</b>	<b>-71%</b>	<b>57</b>	<b>-18%</b>	<b>214</b>	<b>214</b>	<b>-</b>

- NII grew by 20% YoY led by fall in borrowings along with improvement in cost of funds. NIM expanded by 120 bps YoY/QoQ at 6.4% in Q3FY21 mainly on account of lower cost of funds.
- Yield on Advances remained flattish sequentially at 14.25% in Q3FY21 while of Cost of Funds is down by 37 bps QoQ / 163 bps YoY to 8.95%, resulting in expansion in Spread by 38 bps QoQ/ 153 bps YoY to 5.3%.
- Strong PBT growth in 9MFY21 despite elevated provisioning due to Covid. However, PAT remained flattish due to impact of deferred Tax (Rs 210 mn in 9M) due to reinstatement of tax asset post migration to new regime. (Overall tax rate 61%, Cash Tax Nil).
- Disbursements in 9MFY21 were Rs 1.33 bn. Under new leadership, business is geared up for growth in disbursements . Sales force expansion is currently underway.
- In 9MFY21 total credit cost at Rs 606 mn due to acceleration in Covid provisioning. Incremental slippages during the quarter was on account of Covid related stress.
- MOHFL carries strong liquidity on balance sheet of Rs 2.1 bn representing 8% of its borrowing. We have raised Rs 11 bn in 9MFY21 at average cost of 7.4%. We expect average CoF to trend lower in coming quarters.
- Opex was brought down to Rs 215 mn in Q3FY21 and is down ~25% from the high. As a result, Cost to Income ratio is down to 33% from 44% in Q3FY20.

## ECL Provisioning Details

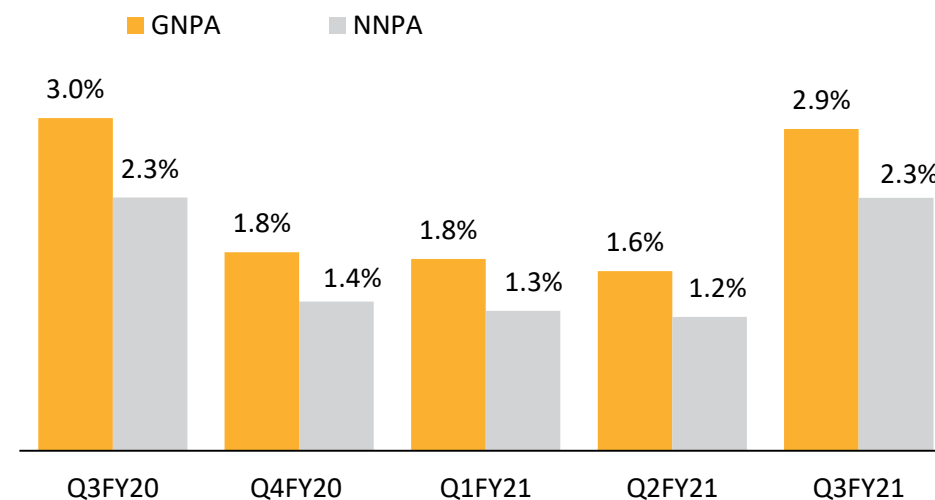
Particulars (Rs mn)	Q3FY21
Stage 1 & 2	34,501
% portfolio in stage 1 & 2	97.07%
<b>Stage 3</b>	<b>1,040</b>
% portfolio in Stage 3	2.93%
<b>ECL Provision % Stage 1 &amp; 2</b>	<b>1.23%</b>
<b>Total Assets</b>	<b>35,439</b>
ECL Provision	664
<b>ECL Provision %</b>	<b>1.87%</b>
<b>Coverage Ratio % (incl. Std. and Covid provisioning)</b>	<b>64%</b>

## MOHFL's geographic reach - Presence across 105 locations in 9 states

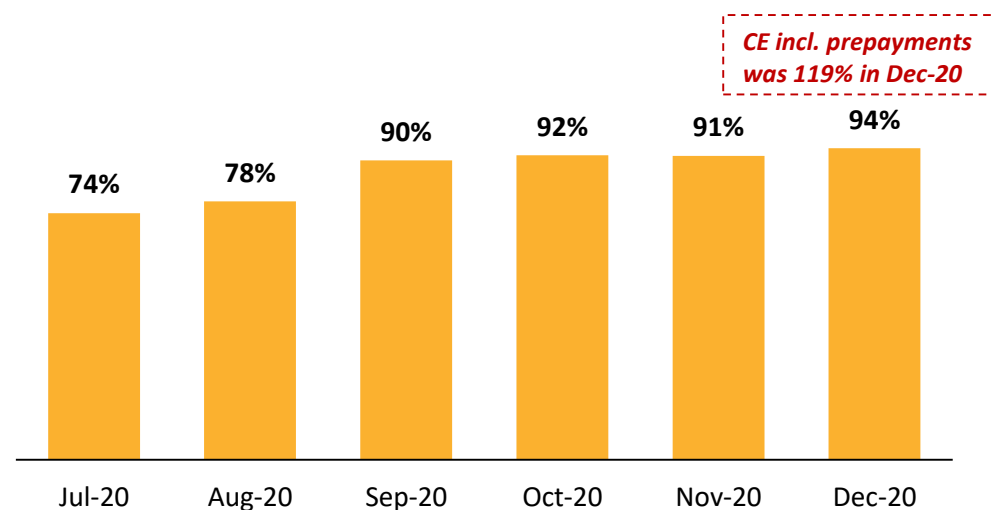
State	Nos. of Branches
Maharashtra	34
Gujarat	17
Tamil Nadu	14
Rajasthan	10
Karnataka	10
Madhya Pradesh	9
Andhra Pradesh	5
Chhattisgarh	3
Telangana	3



## MOHFL's GNPA and NNPA Trend



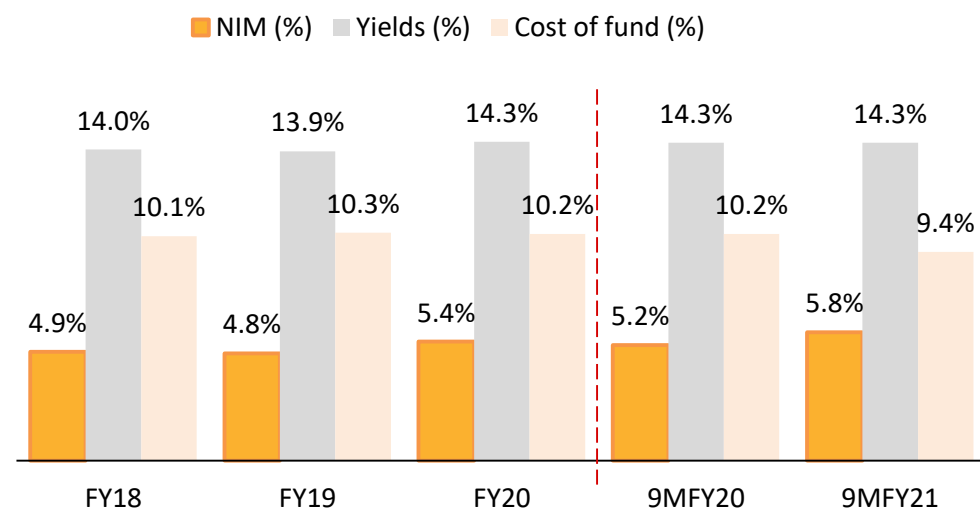
## Collection efficiency trend



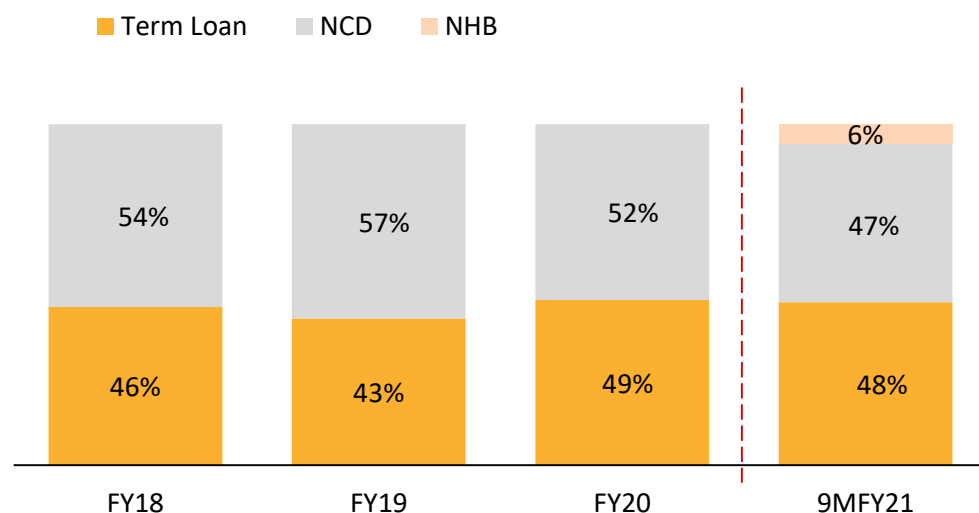
Collection efficiency (CE) = EMI / 1 EMI Due. CE is excl. prepayments.

# Home Finance – Strong liability management

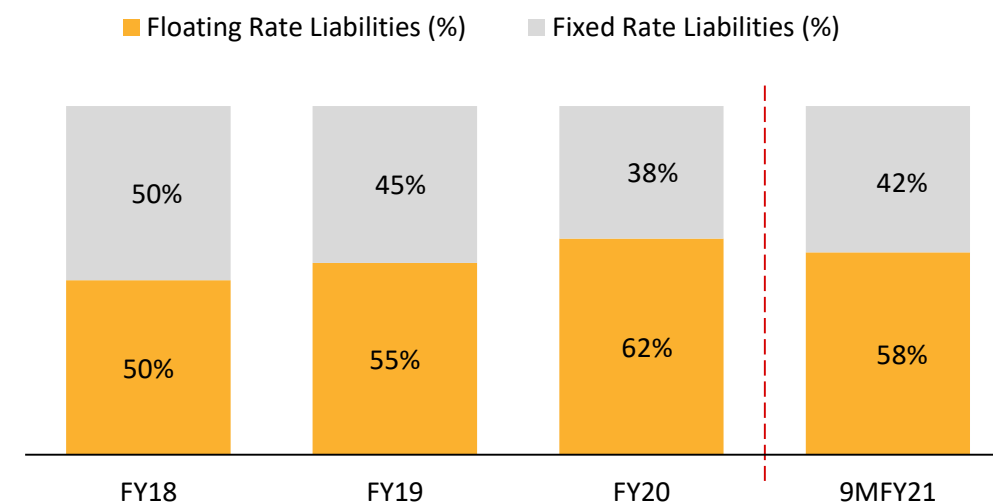
## NIM expansion led by traction in CoF & Yields



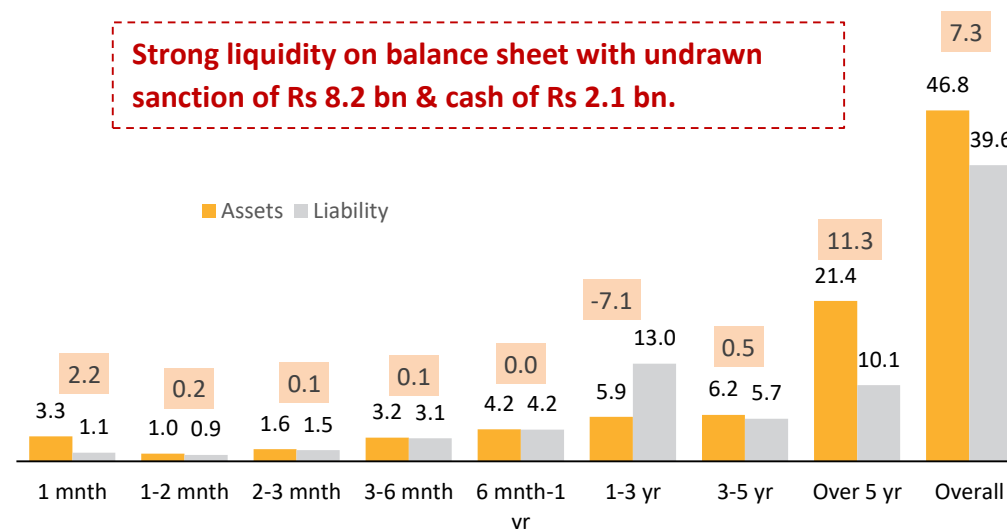
## Diversified liability mix



## Liability mix based on rates (%)

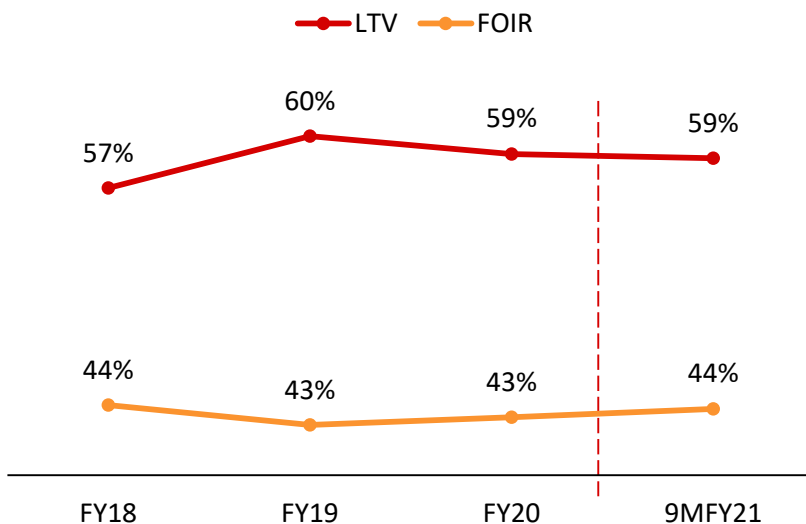


## Positive ALM for 1 year (Rs bn)

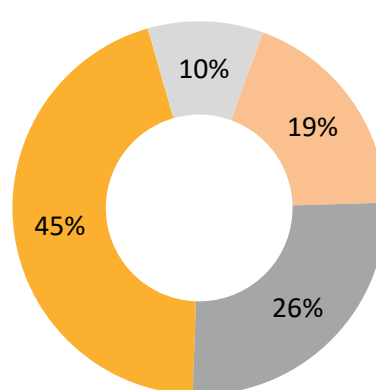




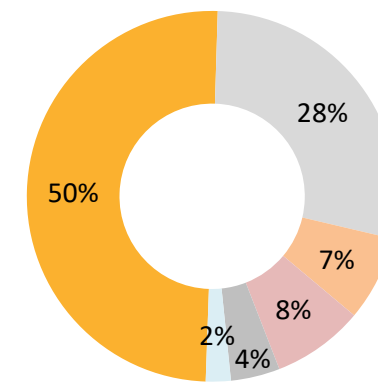
## LTV of 59% and FOIR of 44%



## Customer segment mix and Product mix

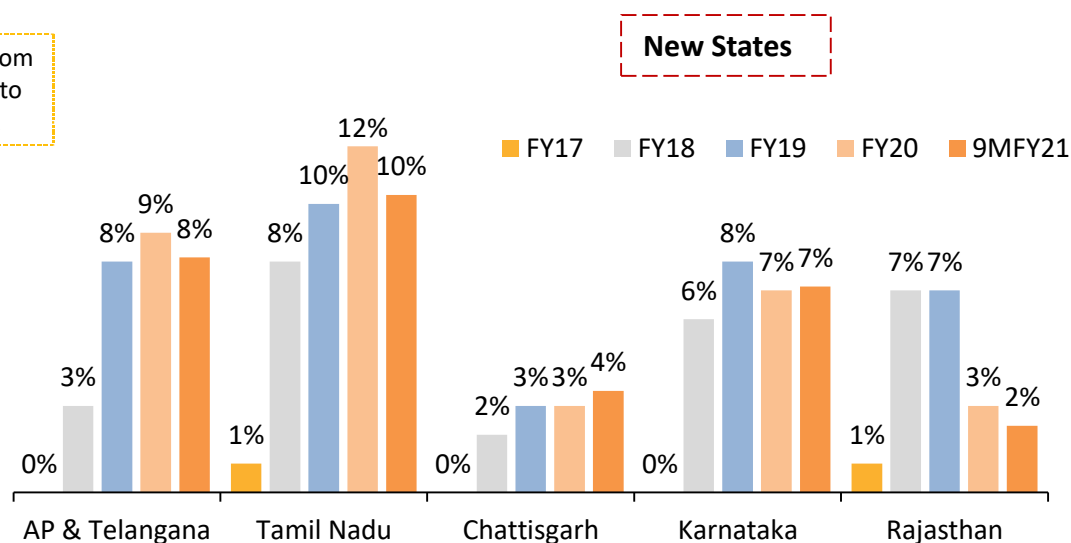
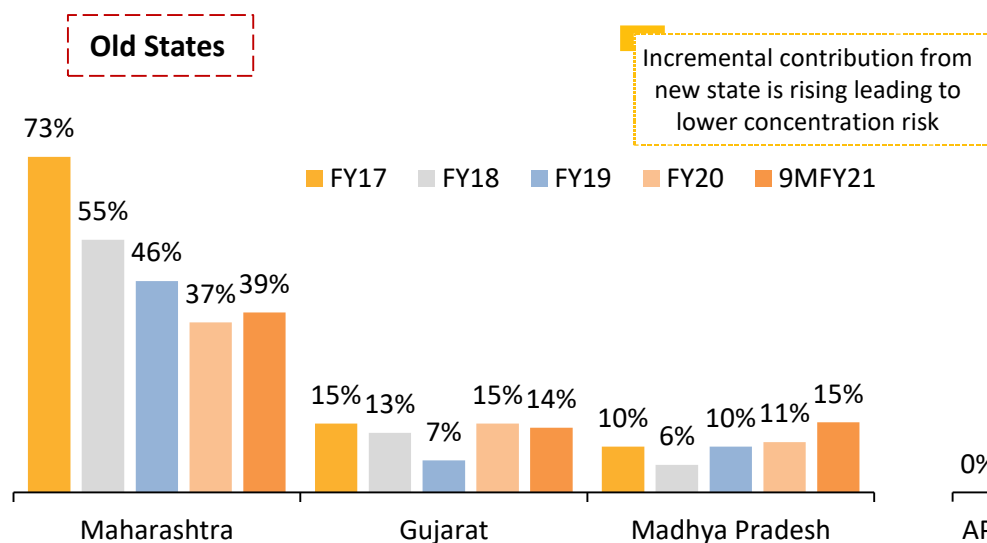


Salaried- Doc  
SE- Assessed  
Salaried- Cash  
SE- Doc

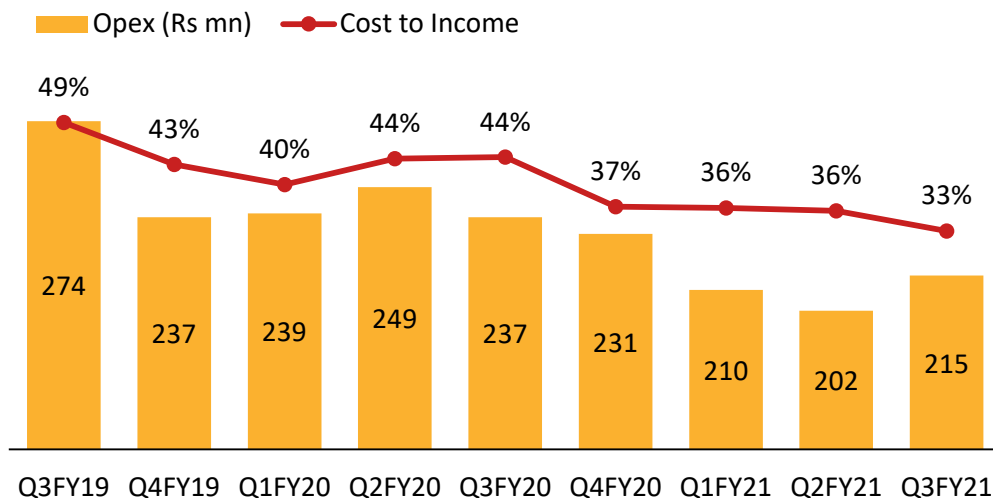


New Purchase  
Resale  
Home Improv./Ext.  
Composite  
Others

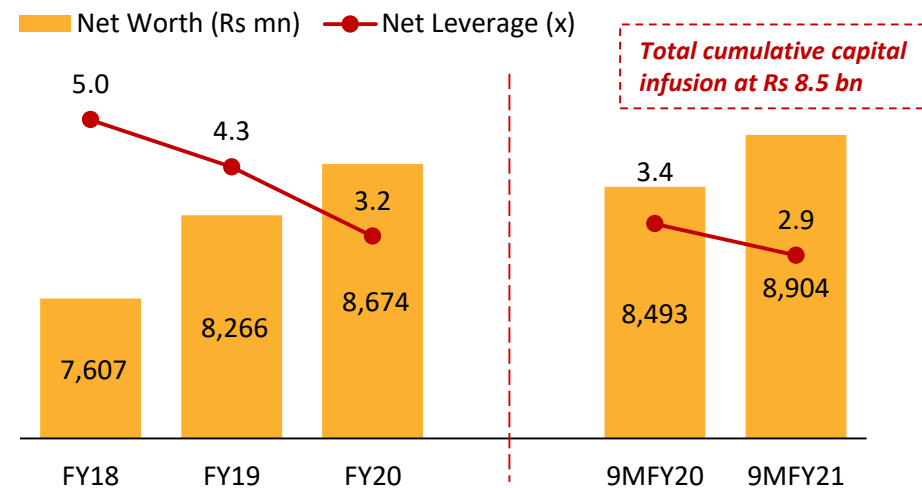
## State Wise Disbursement– Rising new state contribution



## Opex and Cost to Income trend

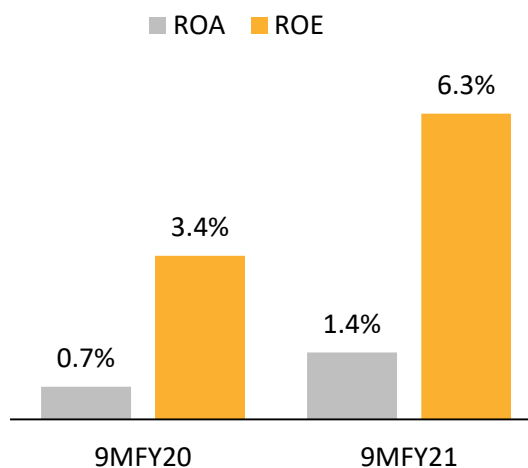
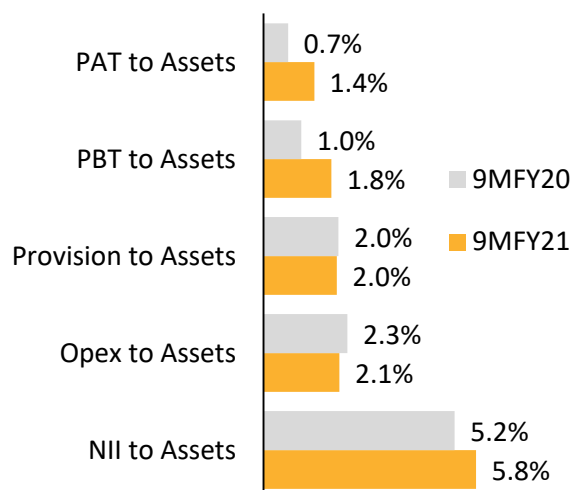


## Net Worth (in mn) and Net D/E

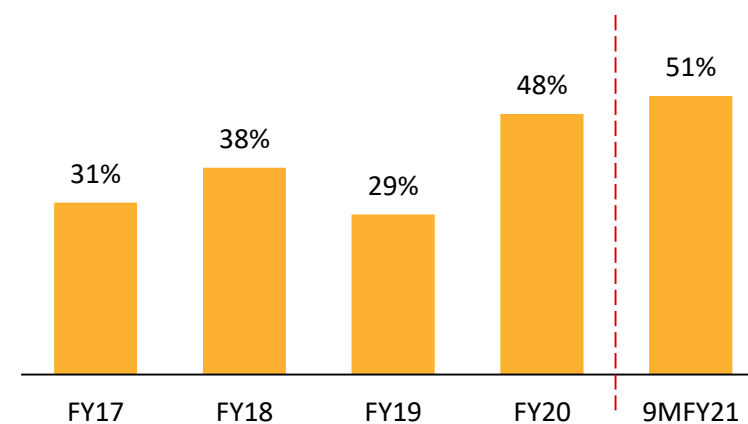


## ROA Tree

## ROA and ROE Trend



## Capital adequacy ratio trend



Note: ROA and ROE are after excluding the impact of adoption to new tax regime in 9MFY20.  
RoA/ROE are annualized

# FUND BASED INVESTMENTS

**Total quoted equity investment including MTM gains was Rs 18.9 bn as of Q3FY21.**

**Total unrealised gain on fund based investments at ~Rs 9.2 bn**

**Cumulative XIRR of ~16.3% on total quoted investments**

**XIRR of 26% on alternate investments**

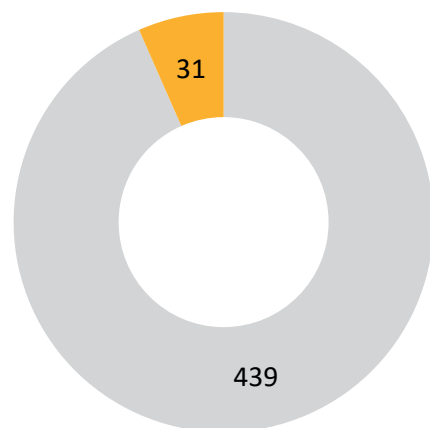
Particulars (Rs mn)	Q3FY21	Q3FY20	YoY (%)	Q2FY21	QoQ (%)	9MFY21	9MFY20	YoY (%)
Revenues	2,523	535	-	2,035	24%	6,043	1,169	-
PAT	2,112	550	-	1,728	22%	5,143	1,399	-
Fund Based OCI	897	492	82%	480	87%	1,664	705	136%
TCI	3,009	1,041	-	2,208	36%	6,807	2,104	-

- Strong traction in fund based revenues are primarily on account of positive MTM during the quarter led by sharp improvement in market.
- Fund based book includes gains/loss on 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 Rs 26.0 bn as of Dec-20, MTM of these gains are now included in earnings under Ind-AS reporting.
- Cumulative XIRR on total quoted equity investments is ~16.3% (since inception), whereas XIRR on alternate investments stands at 26%.
- 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.

# Fund Based investments – Skin in the game

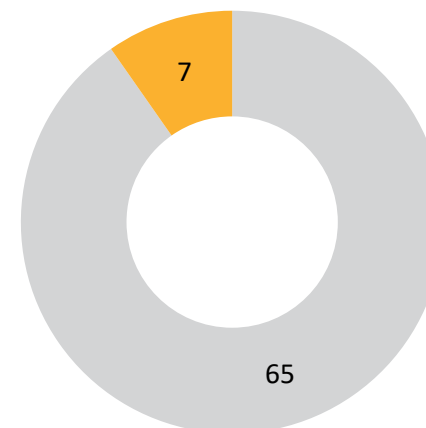
## Skin in the game in AMC

■ AMC AUM (Rs bn) 
 ■ Sponsor AUM in AMC (Rs bn)

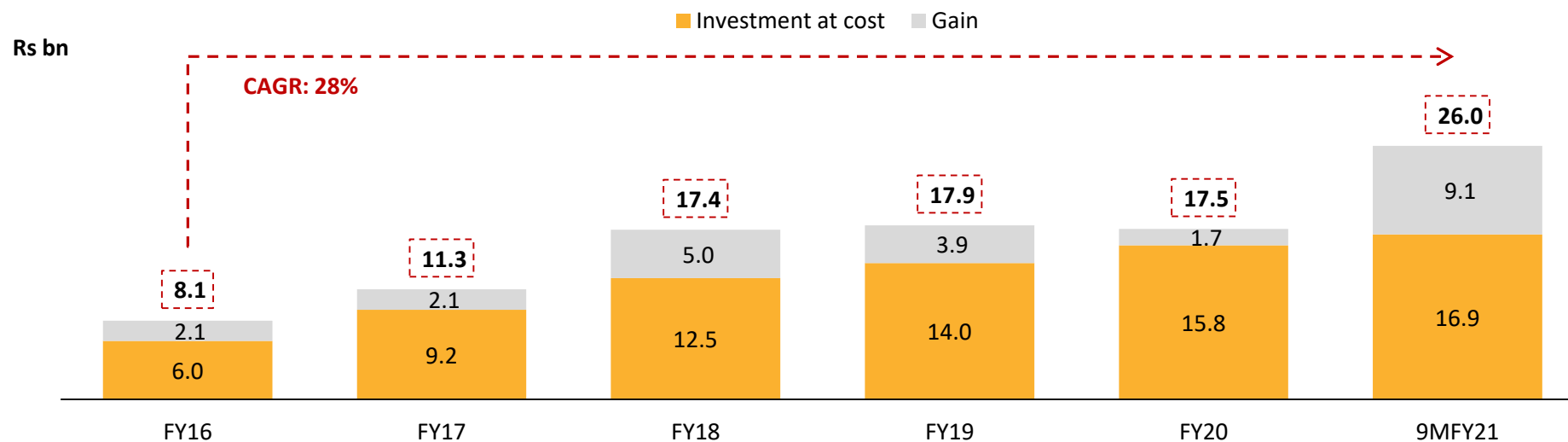


## Skin in the game in PE

■ Committed investment AUM (Rs bn) 
 ■ Sponsor Commitment in PE (Rs bn)



## Strong Growth in investments over the years







**E**nvironment  
**S**ocial Initiatives  
**G**overnance



## REDUCE

- Use of LED lights which consumes **45% less** electricity; office space is provided with motion sensors to save electricity
- Use of sensors in water taps to reduce wastage in hand washing.
- Company's building is covered with aluminum fins which refracts around 70% of sun rays and hence minimum power is utilized for cooling.
- Emphasis on increased use of electronic means of communication
- Food wastage awareness drive in head office



## WASTE MANAGEMENT

- Dry and wet waste segregation
- IT wastes are outsourced to vendor which disposes off the wastes as per proper waste disposal mechanism.
- **No single-use plastics:**
  - Use of glass bottles & mugs in all meeting & conference rooms.
  - Use of reusable cutlery at Cafeteria.
  - Employees are given personalized stainless steel water bottles & ceramic coffee mugs.



## REUSE & RECYCLE

- Paper, tissue and cardboard waste are recycled.
- Main office building is equipped with rainwater harvesting system and recycled waste water is reused as flush water and in watering plants



## TREE PLANTATION

- Planted & maintaining trees in & around the office premises.
- Use of Live plants as art décor.
- Around **1000+ trees** planted by employees through various volunteer programs





## COVID 19 RESPONSE

- Contribution to **PM and CM cares fund**.
- Supported several local NGOs and groups to arrange for nutritional meals for people affected by Covid.
- Distributed ready to cook hygienic food premixes to **1000+ tribal families** at Wada.
- Company supported **“Stand with Daily Wage Earners”** initiative and raised Rs 10 lacs through contribution by employees, friends and family.



## JOY OF GIVING

- **Joy of Giving:** As part of Joy of Giving Week, employees and well-wishers participated in the **Meal Sponsorship program**.
- Altogether **14000+ meals** were sponsored through the initiative. To increase the impact of the initiative, MO Foundation matched the number of sponsored meals.
- MO Foundation arranged for **500 essential grocery kits** containing hygienic raw-grains for people displaced by floods at Guwahati, Assam.



## EDUCATIONAL INITIATIVES

- Employees volunteered for virtual teaching to school students and mentoring youth.
- Inaugurated **Motilal Oswal-KISS Residential School** (Balangir, Odisha) which will provide free education to 2000 tribal children.
- Joined a collective philanthropic effort of building a world class university at Punjab to offer new age technological education.

# Social- focus on employee well being & growth



## EMPLOYEE ENGAGEMENT

- Paid paternity leave, paid maternity leave, Work from Home
- Necessary food & stay arrangements at office for Business Critical Employees (BCEs) i.e. employees working from Office Premises
- Designated **COVID support desk** for Employees.
- Physical & emotional well-being assistance program
- Online professional counseling services
- Virtual yoga, health, diet tips, fitness challenge
- Fun & entertainment programs, virtual celebrations and various contests
- Employee referral scheme



## LEARNING & DEVELOPMENT

- Learning through Virtual Platform: Capsular and Byte size learning
- Learning App (Paathshala)
- External certifications based on the roles with reputed universities,
- Senior Leadership and Management Development Programs



## CUSTOMER

- Dedicated helpdesk of each business
- Research and advisory services
- Online videos, blogs, articles for customers to learn



## TALENT ATTRACTION & MANAGEMENT

- Virtual hiring, Hire-Train-Deploy Program
- **MT Spark Program:** Learning through Job Rotations by hiring from Tier II and Tier III campus for all business.
- Hiring from premier campus: **MTs from IIM A/B/C campus**
- Focused Senior Leadership Development Programs
- Dedicated Talent Development Program for developing High Potentials, fast-tracking for Hi-Pos
- Development tools in the form of IDPs, coaching, CEO mentoring, Projects, Management Development Program with premium program





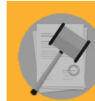
## SUPERVISORY BOARD

- Diverse Board Composition
- **50% Independent Director** in Holding Company and at least 30% in material subsidiary
- Average Board experience > 30 years
- Following regulatory norms of “Fit & Proper”



## RISK MANAGEMENT

- Risk Management Policy
- Enterprise Risk Management Framework
- Risk Awareness through Training, workshop, E-mailers, seminars, conferences, etc.



## COMPLIANCE/POLICIES

- Corporate Governance
- Code of Conduct Policy
- Policy for prohibition of Insider Trading & having system driven controls for employees
- Prevention of sexual harassment at workplace policy & awareness of the same through e-mailers
- Business Responsibility Reporting



## COMPENSATION FRAMEWORK

- Remuneration policy recommended by Nomination & Remuneration Committee
- Board Evaluation is done on annual basis
- Detailed disclosure of managerial remuneration in Annual Report




## INFORMATION AND CYBER SECURITY

- Constitution of IT Strategy Committee
- Appointment of IT Auditors and auditors validated & certified controls
- Data privacy policy

## Awards & Accolades



**Asia Money Brokers  
Poll 2020  
No. 1 Local Brokerage  
No. 1 Overall Sales,  
No. 1 Sales Trading  
Team,  
No. 1 Corporate  
Access Team**



**Motilal Oswal PWM  
win “Best Boutique  
Wealth Manager –  
India award by Asset  
Triple A three years  
in a row**



**Motilal Oswal wins  
award for innovation  
in cross media  
marketing at the Asia  
Pacific Stevie® Award**



**MOPWM wins Excellent  
in designing learning  
content award at the  
Transformance  
Forums Awards  
2020**




**Motilal Oswal  
Corporate  
Communication  
team has been listed  
in reputation today  
top 30 list for 2020**



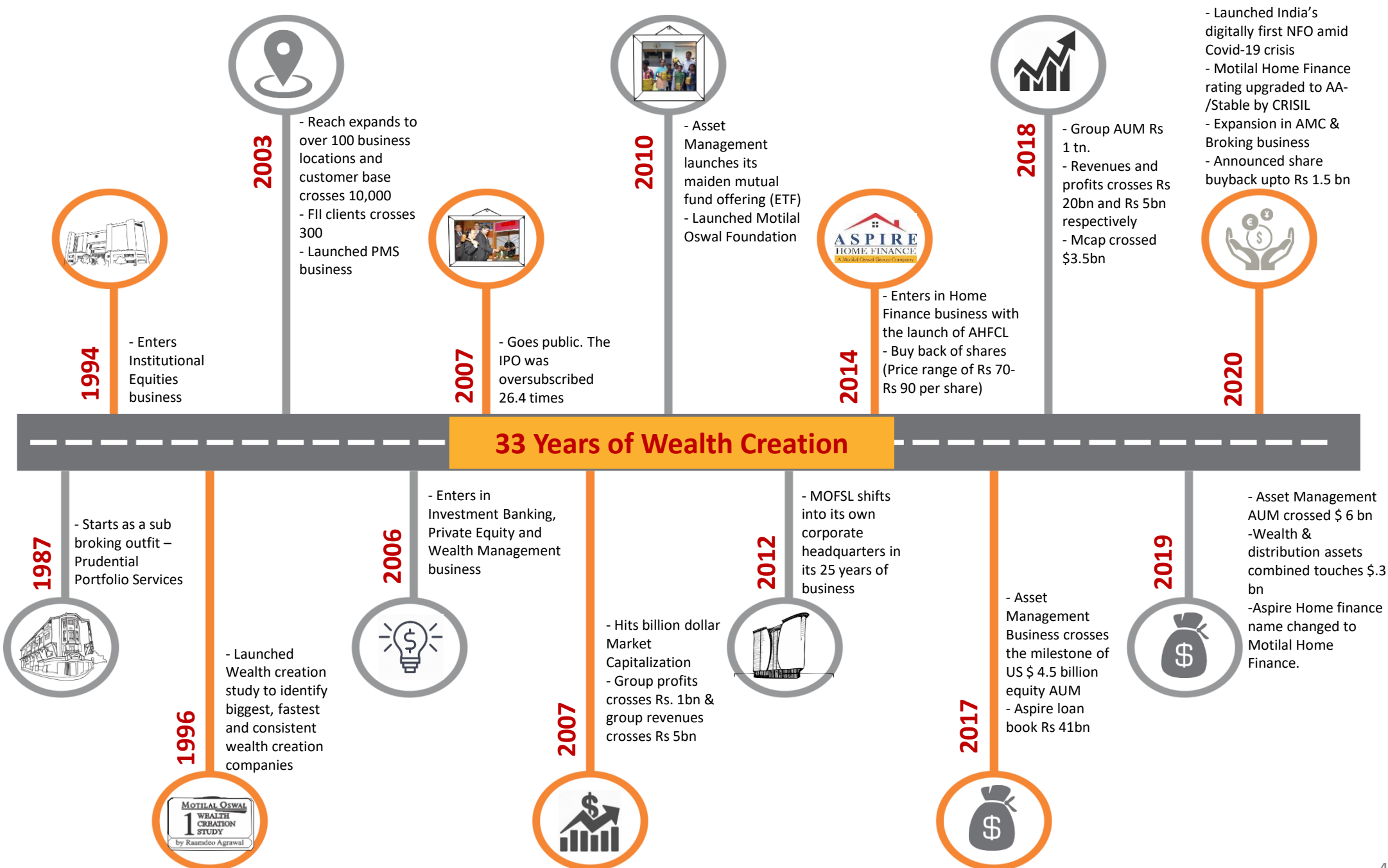
**Motilal Oswal  
wins Best Use of  
Technology in Training &  
Best Blended Learning  
Strategy award at L&D  
Innovation & TECH  
Summit by  
MERCER.**



**Motilal Oswal wins  
silver for television –  
creativity & PR  
effectiveness at ACEF  
Global Customer  
Engagement Award**



**Motilal Oswal scores  
a hat-trick at the M-  
Cube award for  
campaign on  
Investing in quality  
stocks**



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## Covid-19 Impact

- The SARS-CoV-2 virus responsible for COVID -19 has spread across the globe and India, which has contributed to a significant decline in the economic activities. Government have introduced a variety of measures to contain the spread of the virus. Governments have Introduced various lockdowns since March 2020. Such lockdowns have been lifted for activities In a phased manner by various governments at various points in time depending on the situation prevailing in their respective jurisdictions. The Company believes that it has taken into account the possible impact of known events arising out of COVID 19 pandemic in the preparation of financial results. The Company will continue to monitor for any material changes to future economic conditions.
- Further, as unlock begun in June month we gradually started opening all our branches by end of June end we have made most of our branches operational and also resumed back normalcy in business.
- In our Home finance business, in accordance with the RBI guidelines relating to COVID-19 Regulatory Package, the Company granted a moratorium of three months on payments of instalments and/ or interest falling due between 1st March 2020 and 31st May 2020 to eligible borrowers. The period was further extended for 3 months till 31st August 2020 by RBI through its circular dated May 23, 2020. The Company has accordingly extended the moratorium option to its borrowers. For such accounts where the moratorium is granted, the asset /Stage-wise classification shall remain stand still during the moratorium period. (i.e. the number of days past-due shall exclude the moratorium period for the purposes of asset classification). The moratorium proportion has been continuously coming down month on month. The Company has recognised provisions as on 30th June 2020 towards its assets including loans based on the information available at this point of time including economic forecasts, in accordance with the Expected Credit Loss method. The Company believes that it has taken into account all the possible impact of known events arising out of COVID 19 pandemic in the preparation of financial results. The Company will continue to monitor for any material changes to future economic conditions.

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# Thank You...

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