



**Motilal Oswal Financial Services Limited**

CIN: L67190MH2005PLC153397

Regd. Off.: Motilal Oswal Tower,

Rahimtullah Sayani Road,

Opp. Parel ST Depot,

Prabhadevi, Mumbai – 400025

Board: +91 22 7193 4200 / 4263

Fax: +91 22 5036 2365

July 28, 2022

**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: MOTILALOF5**

**Sub: Investor(s)/Analyst(s) Presentation – Financial Performance for Q1FY 2022-23**

Dear Sir/Madam,

This is with reference to our earlier letter dated July 21, 2022 regarding Earnings Conference Call with Institutional Investor(s)/Analyst(s) for discussing Q1FY2022-23 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 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

Earnings Presentation  
Q1FY23



**BUSINESSES  
BUILDING SCALE**

**FOCUS ON  
SUSTAINABLE GROWTH**

**ALL BIZ OFFER HUGE  
HEADROOM FOR GROWTH**

# Group Structure

## MOFSL Group

### Capital Markets

Broking & Distribution

Institutional Equities

Investment Banking

Motilal Oswal Financial Services Ltd. (MOFSL)

Motilal Oswal Investment Advisors Ltd. (MOIAL)

Motilal Oswal Finvest Ltd. (MOFL)

### Asset and Wealth Management

Asset Management Company

Private Equity & Real Estate

Wealth Management

Motilal Oswal Asset Management Company Ltd. (MOAMC)

Motilal Oswal Alternate Investment Advisors Pvt. Ltd. (MOAIAPL)

Motilal Oswal Wealth Ltd. (MOWL)

### Housing Finance

Motilal Oswal Home Finance Ltd. (MOHFL)



# Key Highlights for Q1FY23



## Assets under advice

₹ 2.9 tn 15% YoY



## Revenue

₹ 9.6 bn 13% YoY



## Operating profit

₹ 1.8 bn 40% YoY



## Operating PAT margin

20% 344 bps YoY



## Customers

5 mn 35% YoY



## Broking ADTO

₹ 1.5 tn 163% YoY



## Wealth- AUM

₹ 344 bn 20% YoY



## MOHF- NIM

7.7% 120 bps YoY

Company has successfully completed buyback of 14.5 lakh shares amounting to ~₹ 2 bn

# Consolidated Financials

| PARTICULARS (₹ Mn)                            | Q1FY23       | Q1FY22       | YOY (%)    | Q4FY22        | QOQ (%)     |
|---|--------------|--------------|------------|---------------|-------------|
| Capital Markets (Broking, Distribution & IB)  | 6,083        | 5,105        | 19%        | 6,866         | -11%        |
| Asset and Wealth Management                   | 2,190        | 2,013        | 9%         | 2,594         | -16%        |
| Housing Finance                               | 1,262        | 1,369        | -8%        | 1,298         | -3%         |
| Other Income                                  | 111          | 87           | 28%        | 245           | -55%        |
| <b>Total Revenues</b>                         | <b>9,646</b> | <b>8,573</b> | <b>13%</b> | <b>11,002</b> | <b>-12%</b> |
| Total Revenues after Intercompany adjustments | 9,236        | 7,981        | 16%        | 10,134        | -9%         |
| Operating Expense                             | 2,213        | 1,968        | 12%        | 2,290         | -3%         |
| Employee Expense <sup>(1)</sup>               | 2,322        | 1,838        | 26%        | 2,503         | -7%         |
| Interest Expense                              | 1,144        | 1,062        | 8%         | 1,151         | -1%         |
| Other Expense <sup>(2)</sup>                  | 1,118        | 1,288        | -13%       | 907           | 23%         |
| <b>Total Expense</b>                          | <b>6,798</b> | <b>6,155</b> | <b>10%</b> | <b>6,850</b>  | <b>-1%</b>  |
| PBT   | 2,439        | 1,826        | 34%        | 3,284         | -26%        |
| <b>Operating PAT</b>                          | <b>1,817</b> | <b>1,295</b> | <b>40%</b> | <b>2,619</b>  | <b>-31%</b> |

**Note:**

- Employee Expense was up 26% YoY due to annual salary increment and addition of ~1800 employees
- Other Expense was up 23% QoQ due to higher provisioning



# Consolidated Financials – PAT Mix

| PAT (₹ Mn)                                   | Q1FY23       | Q1FY22       | YOY (%)    | Q4FY22       | QOQ (%)     |
|--|--------------|--------------|------------|--------------|-------------|
| Capital Markets (Broking, Distribution & IB) | 909          | 785          | 16%        | 1,404        | -35%        |
| Asset & Wealth                               | 580          | 549          | 6%         | 802          | -28%        |
| Home Finance                                 | 321          | 85           | 279%       | 456          | -30%        |
| Intercompany adj. and others                 | 1            | -122         | -          | -41          | -           |
| <b>Operating PAT</b>                         | <b>1,817</b> | <b>1,295</b> | <b>40%</b> | <b>2,619</b> | <b>-31%</b> |

## Reconciliation of Total PAT and TCI

| PAT (₹ Mn)                                      | Q1FY23       | Q1FY22       | YOY (%)     | Q4FY22       | QOQ (%)     |
|---|--------------|--------------|-------------|--------------|-------------|
| <b>Operating PAT</b>                            | <b>1,817</b> | <b>1,295</b> | <b>40%</b>  | <b>2,619</b> | <b>-31%</b> |
| MTM PAT <sup>(1)</sup>                          | -1,504       | 915          | -           | 378          | -           |
| <b>PAT</b>                                      | <b>313</b>   | <b>2,211</b> | <b>-86%</b> | <b>2,998</b> | <b>-90%</b> |
| Other Comprehensive Income (OCI) <sup>(2)</sup> | -495         | -391         | -           | 471          | -           |
| <b>Total incl. OCI</b>                          | <b>-182</b>  | <b>1,820</b> | <b>-</b>    | <b>3,469</b> | <b>-</b>    |

**Note:**

1. MTM PAT includes both realized and unrealized profit/(loss) on account of Fund based investments made in Equity & Alternate Funds
2. OCI includes MTM profit on equity share investments

# Consolidated Balance Sheet

| PARTICULARS (₹ Bn)                | June 30, 2022 | Mar 31, 2022 |
|-----------------------------------|---------------|--------------|
| <b>SOURCES OF FUNDS</b>           |               |              |
| Net Worth                         | 56.5          | 56.7         |
| Borrowings <sup>(1)</sup>         | 63.6          | 62.3         |
| Minority Interest                 | 0.3           | 0.3          |
| <b>Total Liabilities</b>          | <b>120.3</b>  | <b>119.3</b> |
| <b>APPLICATION OF FUNDS</b>       |               |              |
| Fixed assets (net block)          | 3.6           | 3.6          |
| Investments                       | 44.4          | 46.8         |
| Loans and Advances <sup>(2)</sup> | 49.9          | 49.0         |
| Net Current Assets                | 22.4          | 19.8         |
| <b>Total Assets</b>               | <b>120.3</b>  | <b>119.3</b> |

**Note:**

1. Borrowings are inclusive of MOHFL. Ex- MOHFL borrowings are ₹ 37.4 bn in Jun-22.

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

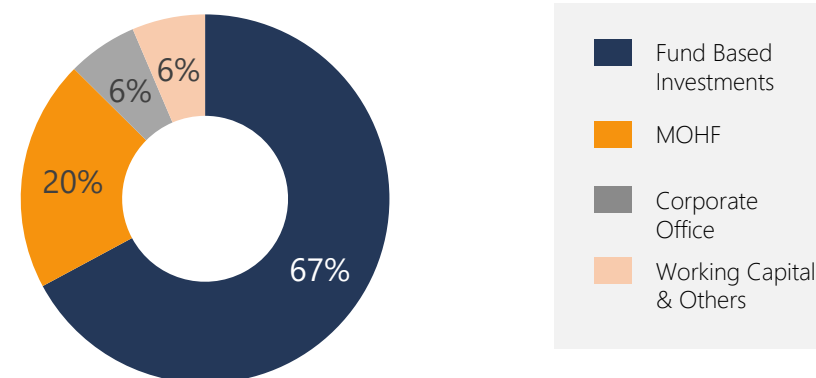
## ROE

|                                     | Q1FY23 <sup>1</sup> | FY22       | FY21       |
|-------------------------------------|---------------------|------------|------------|
| Capital Markets                     | 148%                | 258%       | 92%        |
| Asset & Wealth Mgt.                 | 76%                 | 173%       | 157%       |
| Housing Finance                     | 13%                 | 10%        | 5%         |
| Fund Based Investments <sup>2</sup> | -18%                | 13%        | 38%        |
| <b>Overall</b>                      | <b>2%</b>           | <b>30%</b> | <b>38%</b> |

1. Annualized for Q1FY23

2. ROE for Q1FY23 subdued due to MTM impact on our fund based investments

## Net Worth Deployment



# Capital Markets

**3.2%**

Retail F&amp;O market share; up 34 bps QoQ

**2.1 Lakh**

New clients acquired in Q1FY23

**₹ 24,000+**

One of the highest ARPU's in the industry

**₹ 172 Bn**

Distribution AUM; +23% YoY

**₹ 3.8 Bn**

Distribution Net Sales in Q1FY23, registering a 7x YoY growth

| PARTICULARS (₹ Mn)         | Q1FY23       | Q1FY22       | YoY (%)    | Q4FY22       | QoQ (%)     |
|----------------------------|--------------|--------------|------------|--------------|-------------|
| <b>Revenues</b>            | <b>6,083</b> | <b>5,105</b> | <b>19%</b> | <b>6,866</b> | <b>-11%</b> |
| • Brokerage                | 3,888        | 3,572        | 9%         | 4,237        | -8%         |
| • Distribution             | 376          | 330          | 14%        | 437          | -14%        |
| • Interest                 | 1,363        | 830          | 64%        | 1,397        | -2%         |
| • IB                       | 6            | 12           | -53%       | 258          | -98%        |
| • Other Operating Revenue  | 450          | 361          | 25%        | 536          | -16%        |
| <b>Total Expense</b>       | <b>4,858</b> | <b>4,029</b> | <b>21%</b> | <b>5,065</b> | <b>-4%</b>  |
| • Employee Expense         | 1,506        | 1,187        | 27%        | 1,631        | -8%         |
| • Fee Sharing & Commission | 1,825        | 1,673        | 9%         | 1,999        | -9%         |
| • Interest Expense         | 629          | 437          | 44%        | 672          | -6%         |
| • Other Expense            | 898          | 732          | 23%        | 763          | 18%         |
| PBT                        | 1,225        | 1,076        | 14%        | 1,801        | -32%        |
| <b>PAT</b>                 | <b>909</b>   | <b>785</b>   | <b>16%</b> | <b>1,404</b> | <b>-35%</b> |

- MOFSL's overall ADTO grew 24% QoQ to ₹ 1,524 bn with overall market share of 2.9% in Q1FY23, up 30 bps QoQ.
- Active clients have registered 43% YoY growth at 0.93 mn as of June 2022. 83% of new clients acquired from Tier II & III cities.
- Brokerage Income was up 9% YoY but down 8% QoQ in spite of 24% QoQ growth in ADTO due to mix shift in favor of F&O.
- Distribution Income was up 14% YoY but down 14% QoQ due to decline in Alternates (IBEF IV) and Insurance income.
- IB revenue was down 98% QoQ due to muted market activity.
- Employee expenses was up 27% YoY due to annual increment and ~1,400 employee addition, predominantly in sales.
- Funding book, which is run as a spread business out of borrowings, stood at ₹ 20 bn in Q1FY23, + 17% YoY.
- IAP (Investment Advisory Portfolio) AUM grew by 78% YoY to ₹ 14 bn.



# Capital Markets

## INSTITUTIONAL EQUITIES



- Focus driven differentiated research products with 250+ companies covering 21 sectors, catering to ~800 institutional clients.
- Institutional team wins big in Asiamoney poll 2021.
- Ranked
  - #1** Domestic Brokerage,
  - #1** Overall Sales,
  - #1** Corporate Access Team,
  - #1** Execution Team and
  - #1** Sales Person
- Retained top quartile domestic ranking across clients.

## INVESTMENT BANKING



- We have a strong pipeline of signed IPO mandates which will start entering the markets with improvement in markets, as a result revenue traction can be witnessed in coming quarters.
- Further there is a strong pipeline of ECM and advisory transactions which would further strengthen the top-line.
- The team continues to engage on a wide cross-section of mandated transactions across capital markets and advisory.



**₹ 27.7 Bn**  
IPO



**₹ 18.4 Bn**  
IPO



**₹ 9.6 Bn**  
IPO



**₹ 14.0 Bn**  
QIP

# Revamping Digital Ecosystem

## Data Science

- Set up team of 20+ employees
- Emphasis on data driven insights and decisions
- Lead cost optimization and prioritization through data analytics
- Improving client activation across channels
- Launched MO Data Science Academy

## Digital Business Unit

- Designing comprehensive customer On-boarding program to improve Activation
- Improving CAC by reorienting and digitizing referral programs
- Emphasis on first 30 days activation
- Personalized customer offerings

## Digital Ecosystem

## Digital Infrastructure

- Moving to cloud based modular architecture
- Rapid application development platform with new age technologies like Flutter (Google)
- Centralized platform for client and partner servicing
- Collaboration with Fintechs & Financial Institutions
- Integrating open source platforms

## Digital Products

- Research 360, to monetize strong research capabilities
- SuperFina, a one-stop shop for all financial needs

### Launch of first in kind products like

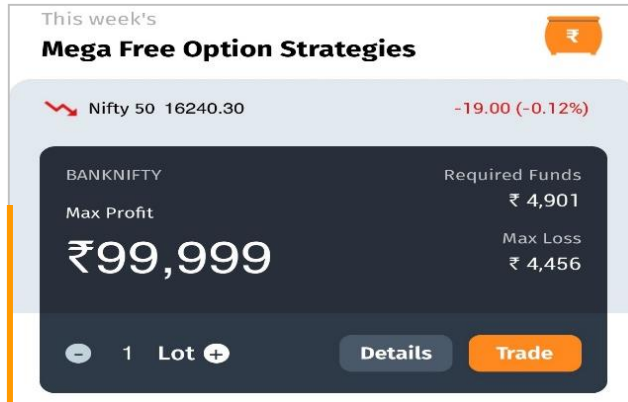
- Robo driven advisory product - IAP
- Simplified Option strategies through **Option Store**
- Curated baskets for investors



200+ Tech team. Added 100+ employees in last 6 months. Plan to add another 100 in next 6 months

# Options Store – Industry first exclusive product

Launched easy to invest and multi-leg option strategies to enable retail investors to take advantage of options trading



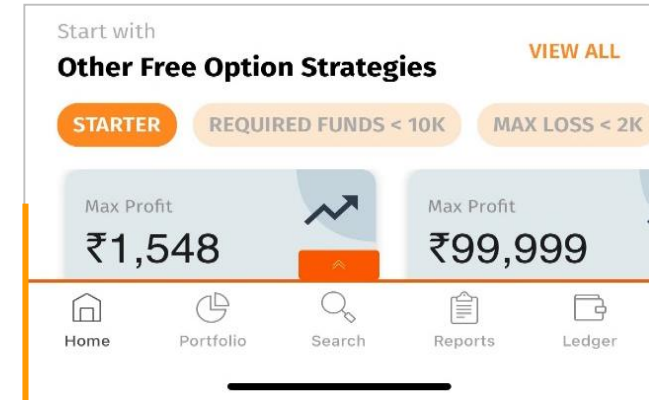
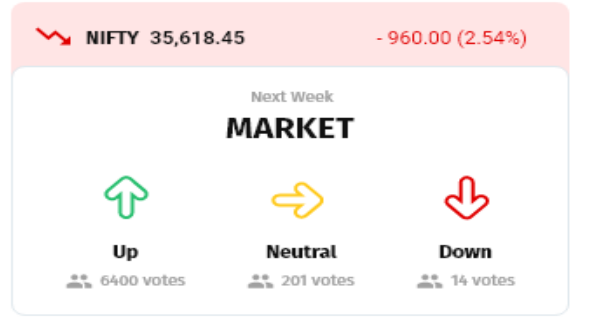
## Mega Free Option Strategies

Get the best of the strategies that provides assorted trades for Nifty, Bank Nifty and USD INR

## Predict & Trade

Recommending options strategies with high success probability, basis client's prediction

### Predict & Trade



## Other Option Strategies

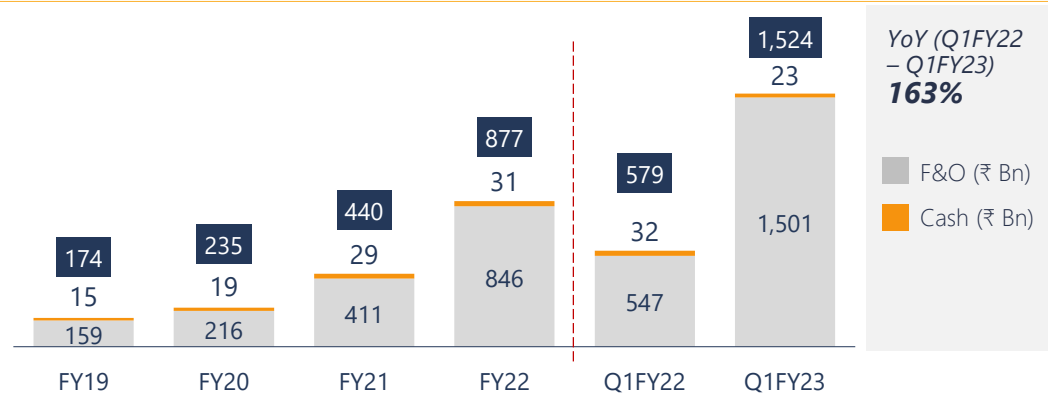
Customer have a wide array of options to execute strategies i.e. funds requirement <10k, Max Loss <2k, Only Sell, etc.

**Additional features  
Coming Soon**

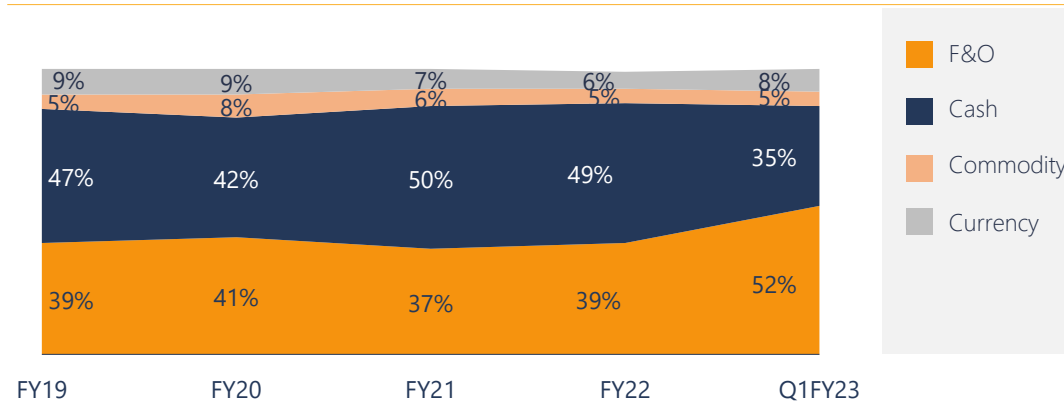
- Readymade Option Strategies for the Advance Traders
- Inclusive Premium Option Strategies under Brains, TGS & Tradetron, that are specially curated by expert team
- Partner Strategies to take you one level up

# Broking and Distribution

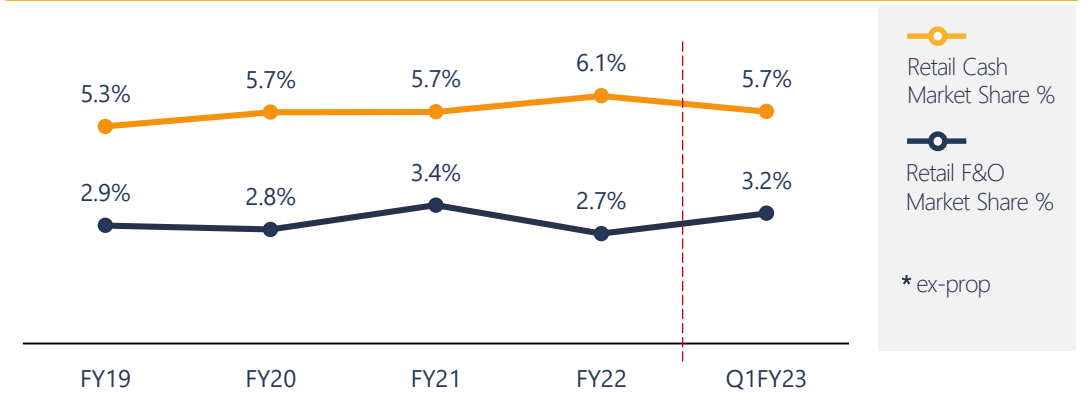
## ADTO continue to rise in midst of volatility



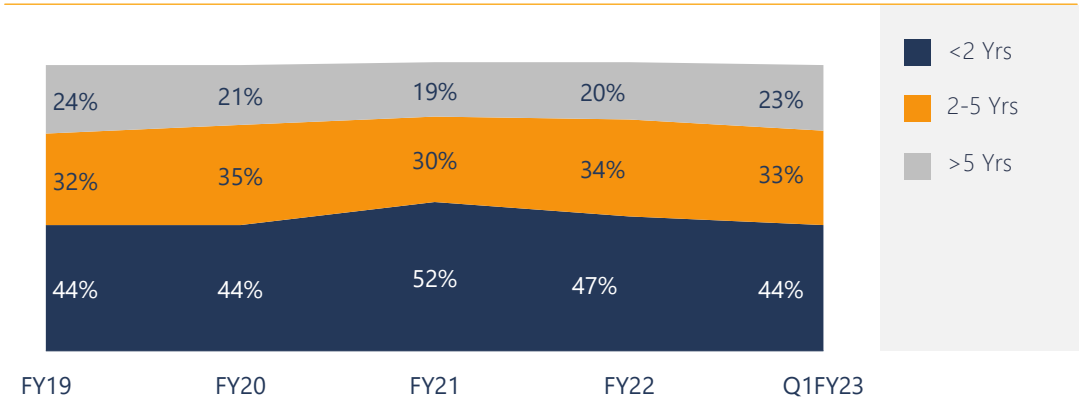
## Rising share of F&O brokerage



## Gaining F&O & Stable Cash market share

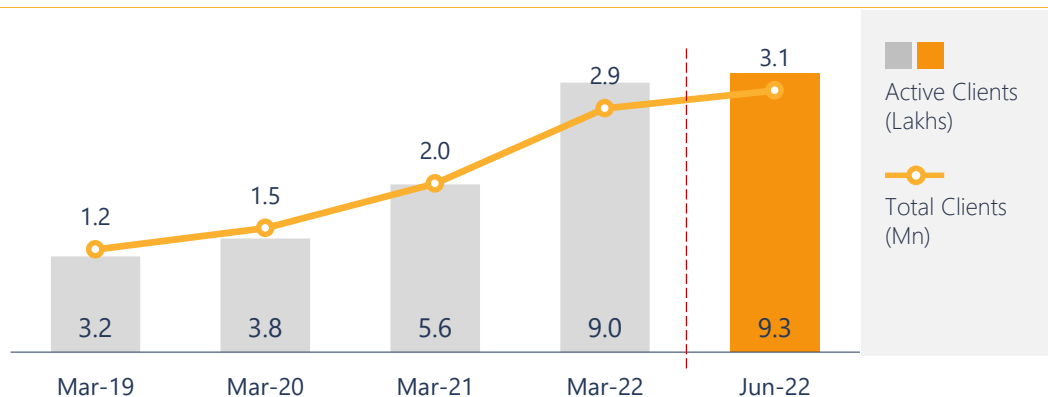


## Vintage wise Brokerage Mix

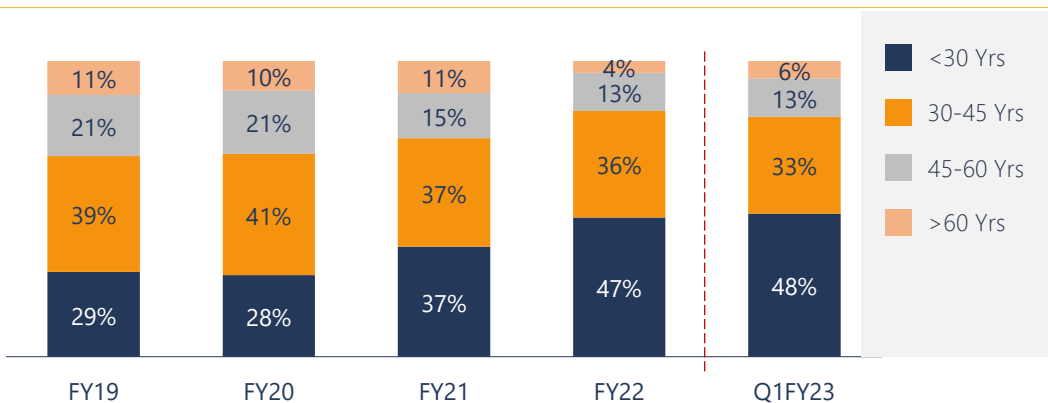


# Broking and Distribution – Loyal and Diversified Client Base

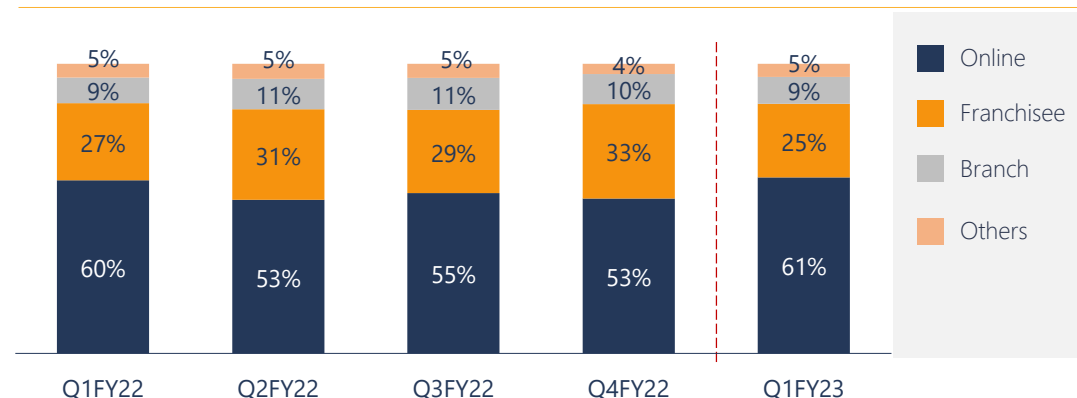
## Continuous improvement in client activation



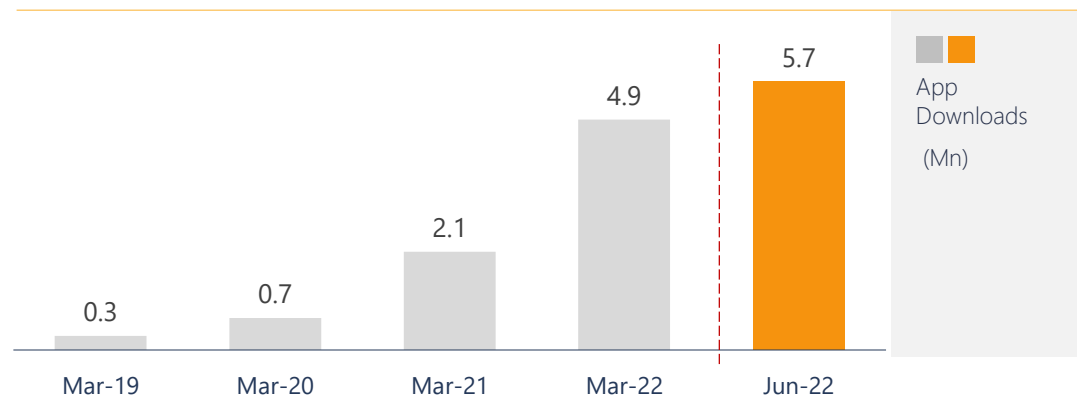
## Age wise Client Acquisition mix



## Emphasis on diversified sourcing model

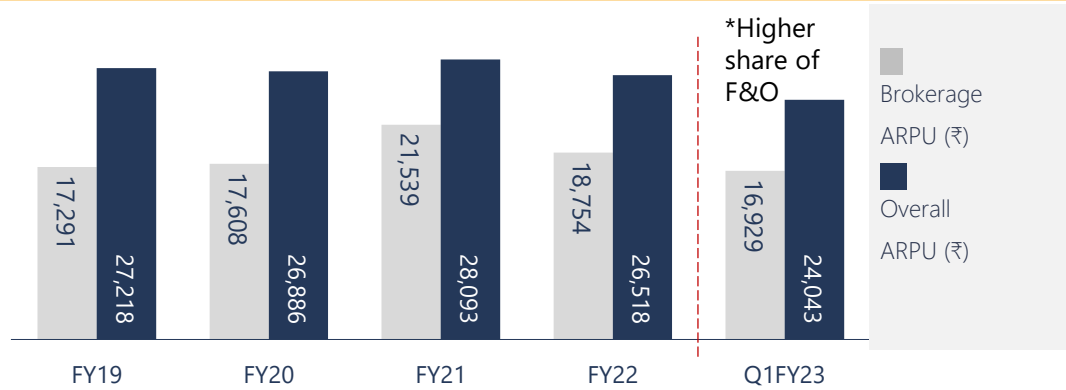


## Gaining traction in App Installations

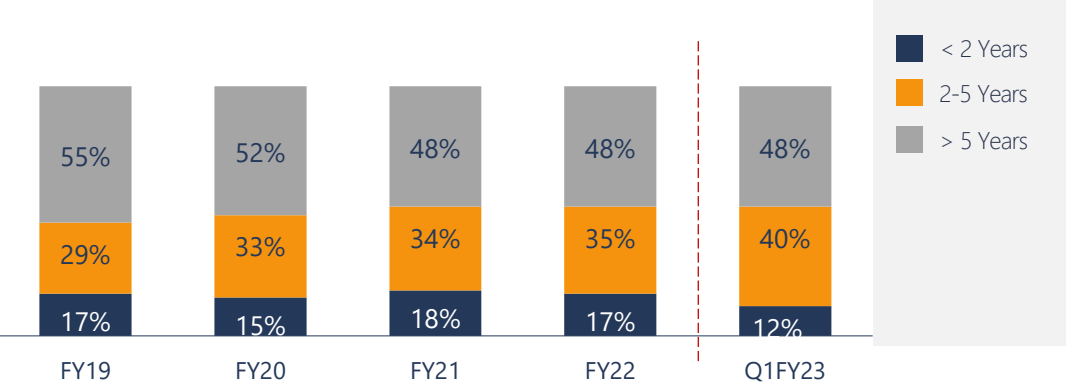


# Broking and Distribution – Emphasis on Revenue & Productivity

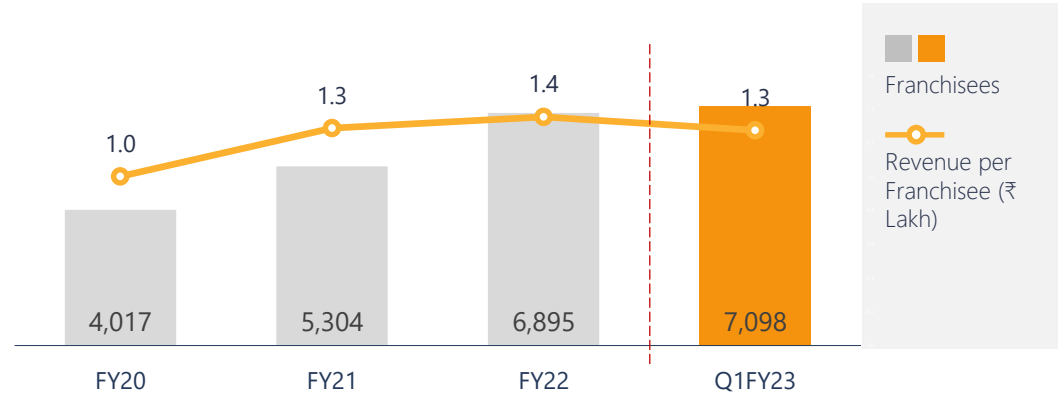
## One of the Highest ARPUs in the industry



## 48% revenue contributed by 5 yrs+ vintage Franchisees



## Franchisee Productivity intact



## Advisor Productivity

Advisor Count  
1,866

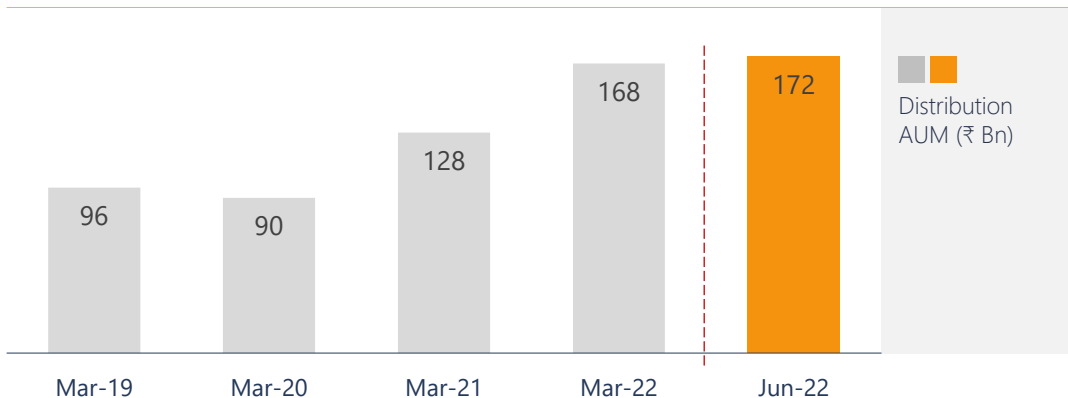
Revenue per  
Advisor  
₹ 6.5 Lakhs

\*Advisor Count and Productivity for Direct Channels  
Revenue per Advisor is for Q1FY23

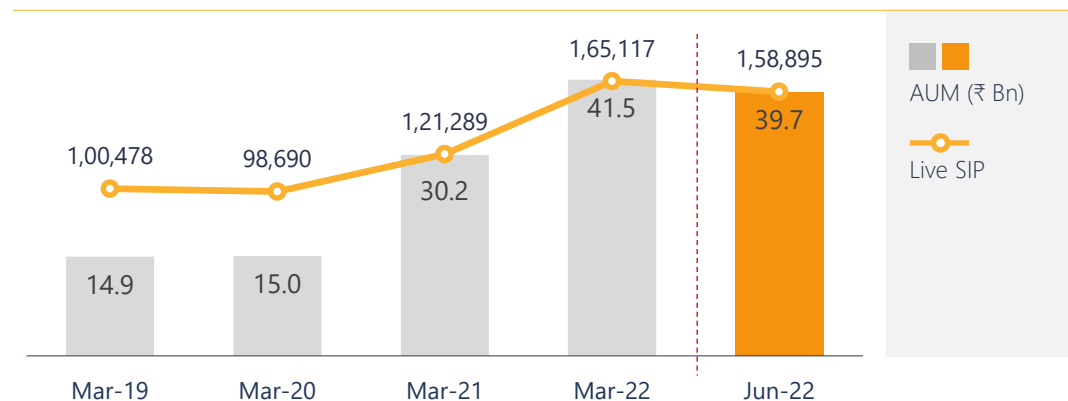


# Broking and Distribution – Large client assets under advice

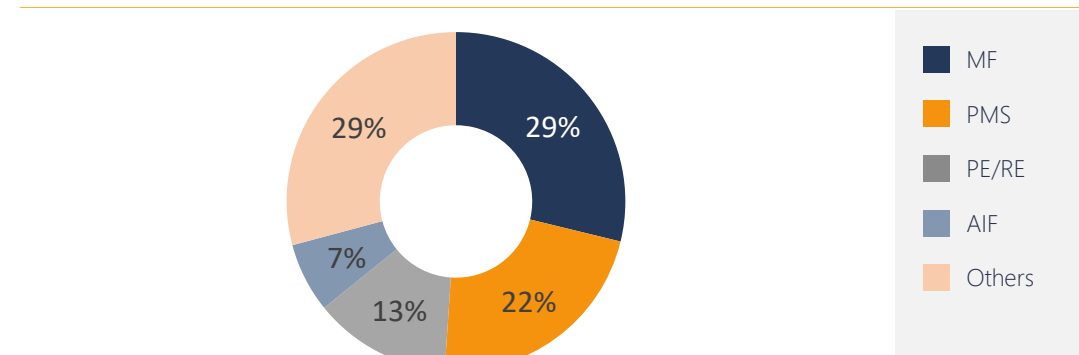
## Rising Distribution (Mass Affluent) AUM



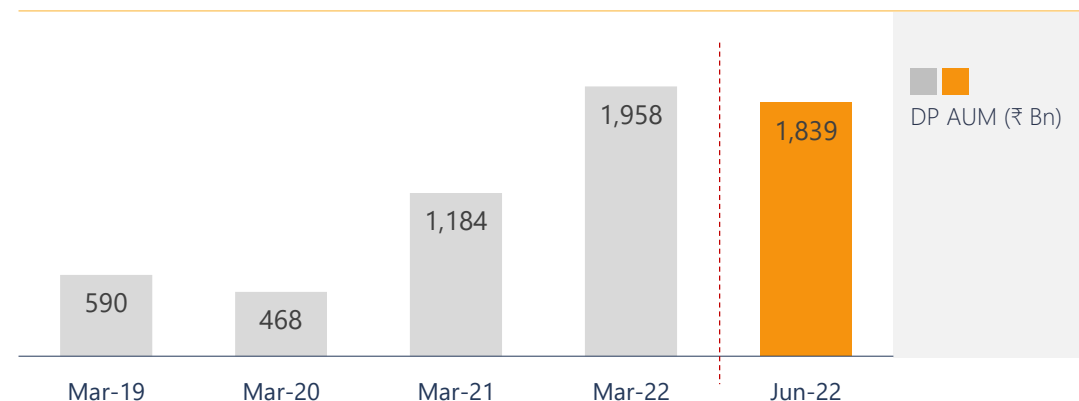
## SIP AUM and Live SIP Count



## Distribution AUM Mix



## DP AUM Growth Trend





# Asset and Wealth Management

₹ 434 Bn

AMC AUM

36%

Alternates Share in  
AMC AUM

₹ 114 Bn

PE &amp; RE AUM

₹ 344 Bn

Wealth AUM

₹ 19.9 Bn

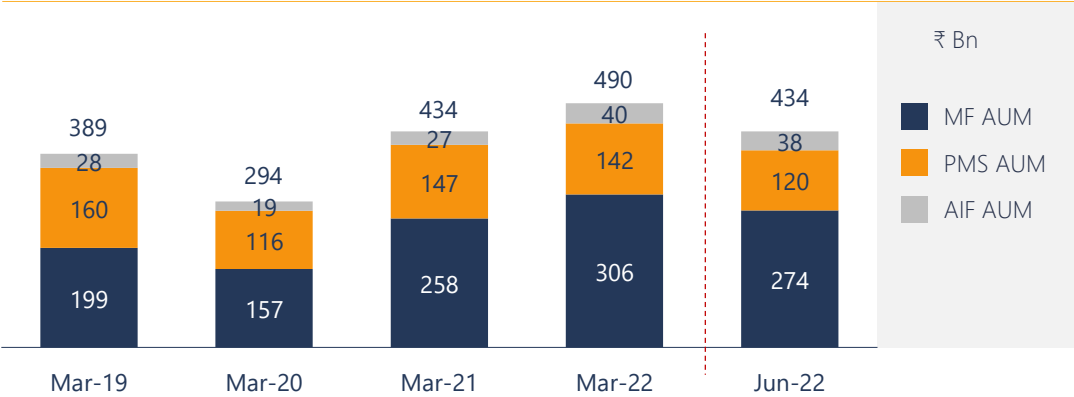
Wealth Net Sales;  
+88% YoY

- AMC AUM stood at ₹ 434 bn, with MF AUM at ₹ 274 bn and Alternates AUM at ₹ 158 bn.
- Added around 47k new SIPs in Q1FY23, with traction witnessed in active funds.
- Revenue was down 16% QoQ due to one-off profit share on alternates of ₹ 80 mn in AMC and ₹ 82 mn of additional accrual of management fee in IBEF III and ₹ 30 mn in IREF V(5<sup>th</sup> close) in Q4FY22.
- Launched Motilal Oswal Ethical Strategy fund- an Ethical and Shariah complaint PMS.
- We have a strong pipeline of domestic passive funds and AIF which will be launched in coming quarters.
- IBEF IV fund, with a target size of ₹ 45 bn, has already raised ₹ 40 bn and expects to commit ~40% over next 2 quarters.
- Exit from IREF II is expected during the year which will result in profit share from exit of investments.
- IREF VI is planned to launch during the 2<sup>nd</sup> half of FY23.

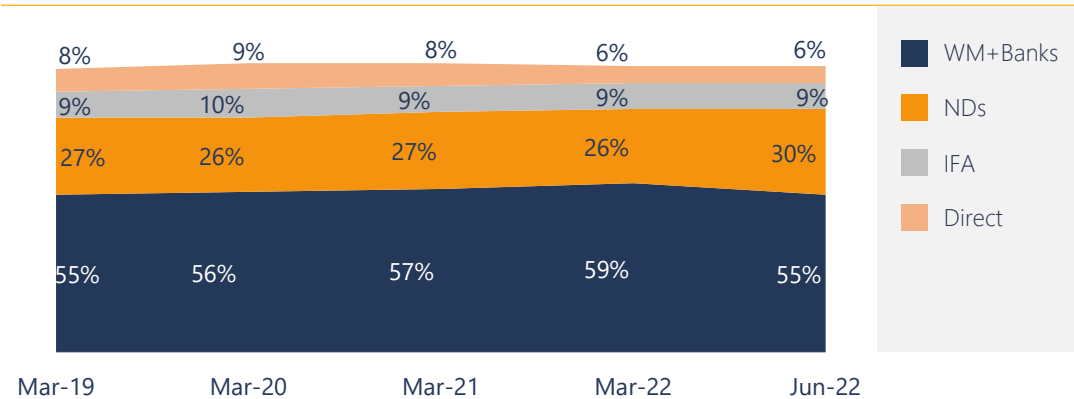
| PARTICULARS (₹ Mn)         | Q1FY23       | Q1FY22       | YoY (%)    | Q4FY22       | QoQ (%)     |
|----------------------------|--------------|--------------|------------|--------------|-------------|
| <b>Total Revenues</b>      | <b>2,190</b> | <b>2,013</b> | <b>9%</b>  | <b>2,594</b> | <b>-16%</b> |
| • AMC                      | 1,398        | 1,381        | 1%         | 1,648        | -15%        |
| • PE                       | 318          | 236          | 35%        | 469          | -32%        |
| • Wealth                   | 473          | 396          | 20%        | 477          | -1%         |
| <b>Total Expense</b>       | <b>1,405</b> | <b>1,260</b> | <b>11%</b> | <b>1,588</b> | <b>-12%</b> |
| • Employee Expense         | 576          | 456          | 26%        | 637          | -10%        |
| • Fee Sharing & Commission | 588          | 597          | -1%        | 674          | -13%        |
| • Other Expense            | 241          | 208          | 16%        | 277          | -13%        |
| PBT                        | 785          | 753          | 4%         | 1,006        | -22%        |
| <b>PAT</b>                 | <b>580</b>   | <b>549</b>   | <b>6%</b>  | <b>802</b>   | <b>-28%</b> |

# Asset Management

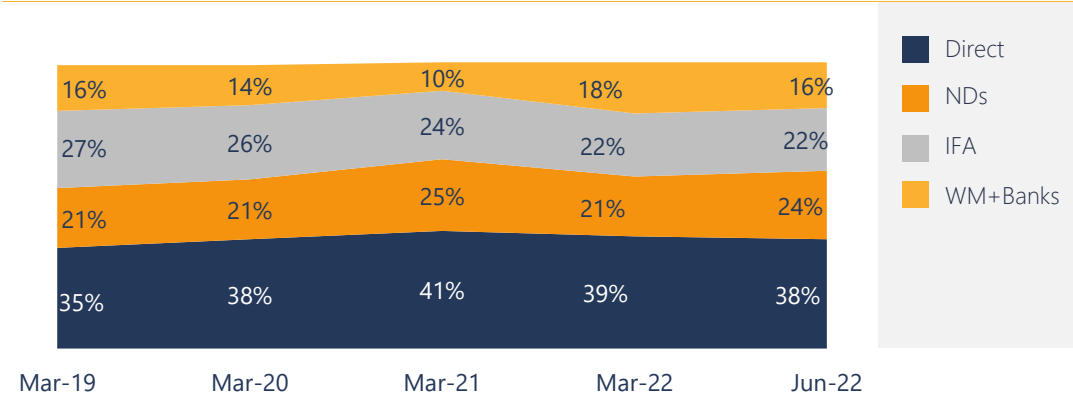
## AMC AUM Breakup and Growth trend



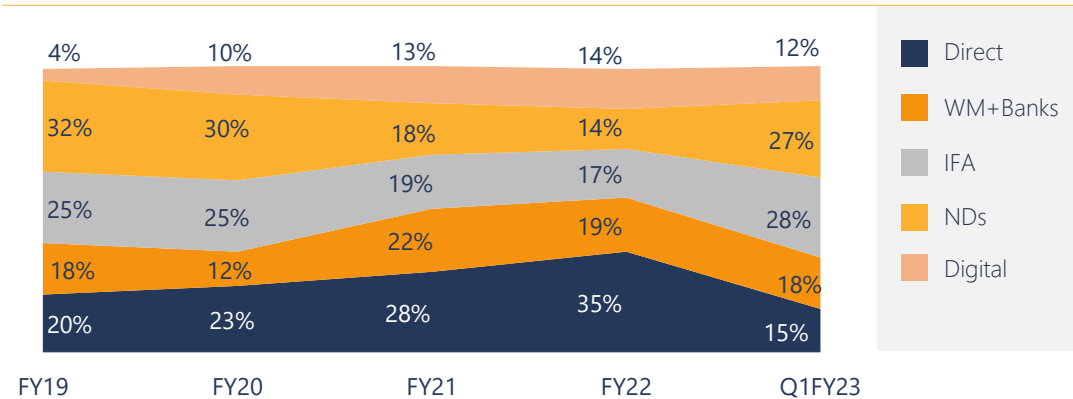
## AMC Alternates AUM mix



## AMC MF AUM mix

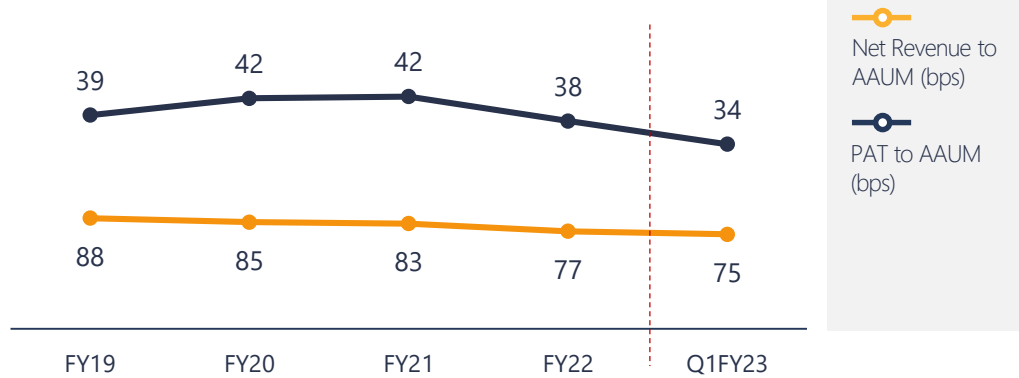


## AMC MF GS mix

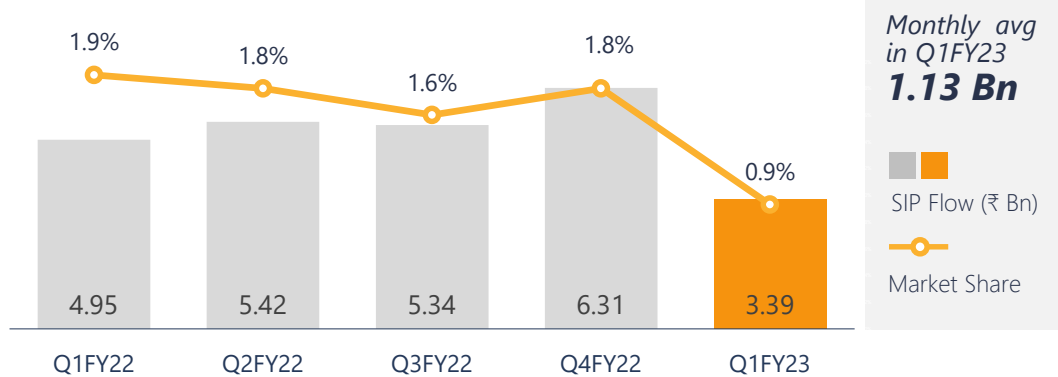


# Asset Management

## Calibration in AMC yields

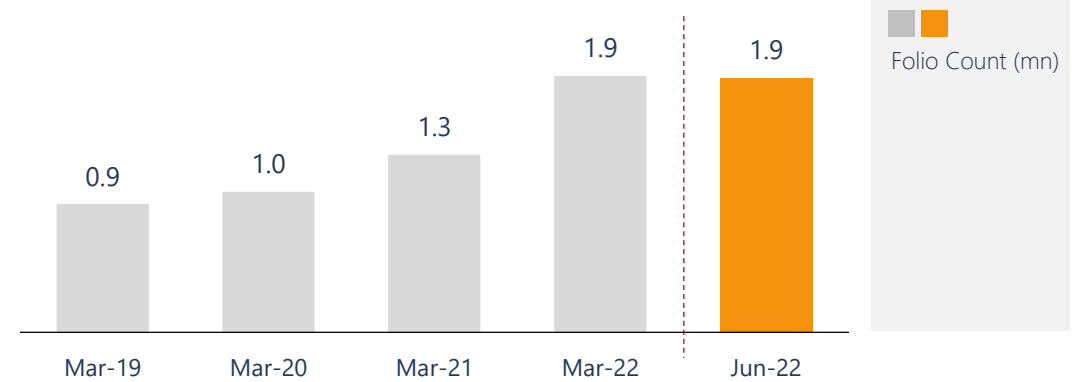


## AMC MF SIP flows

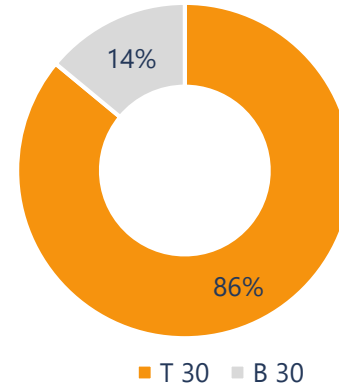


\*Q1FY23 SIP flows were down due to the RBI restriction on investment in international MF

## AMC MF Folios

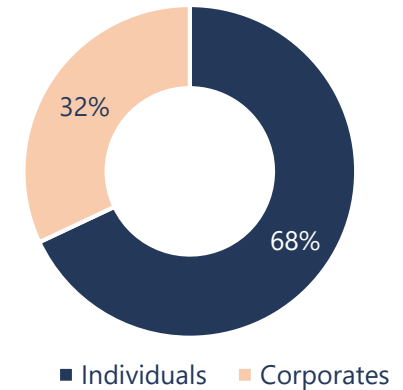


## MF MAAUM Location Mix



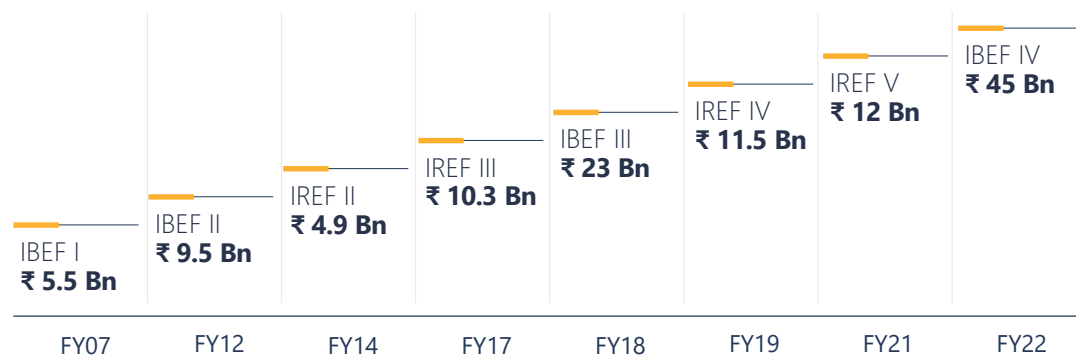
\*Monthly Avg. AUM

## High Share of Individuals in MF

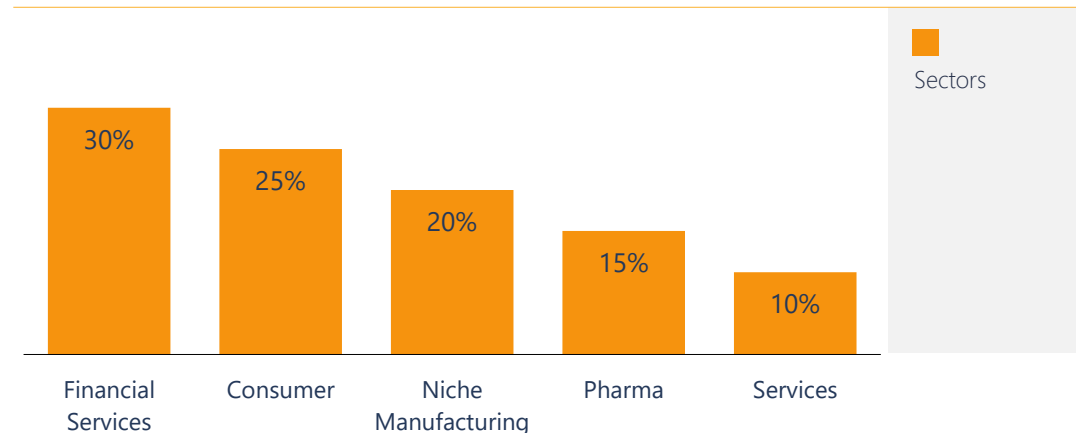


# Private Equity & Real Estate Funds

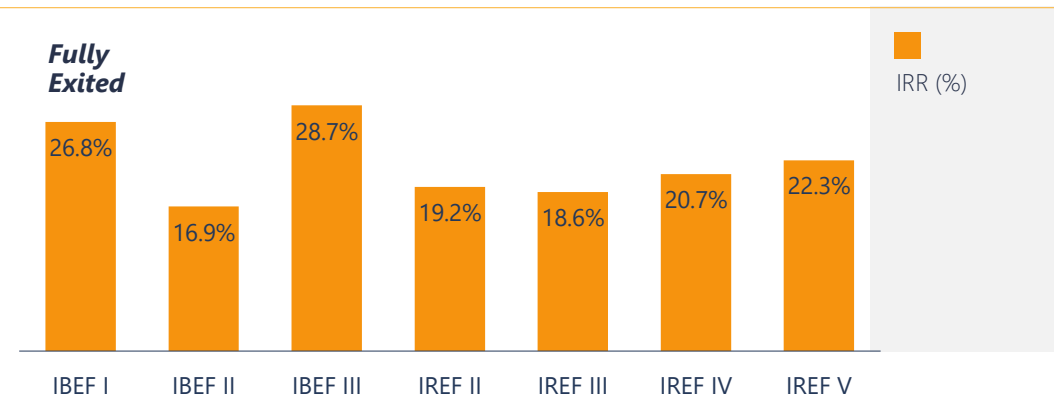
## Successful launch of PE & RE Funds over years



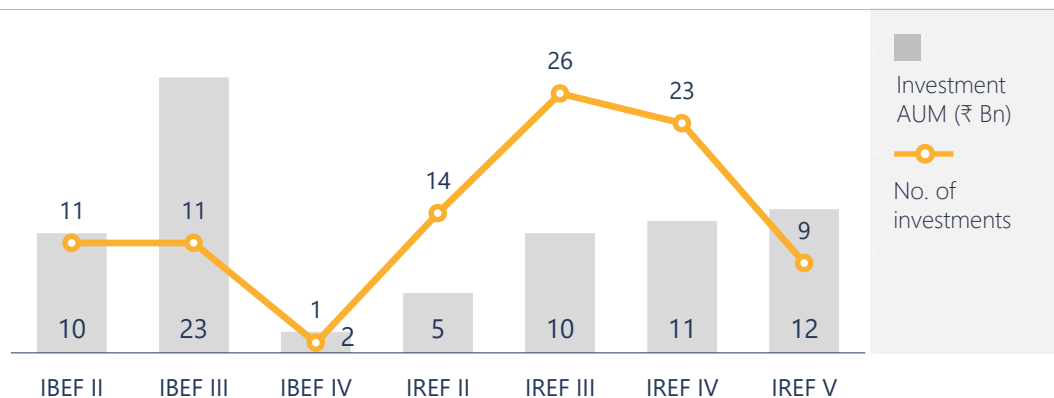
## Investments spread across sectors



## PE & RE Fund Level IRR

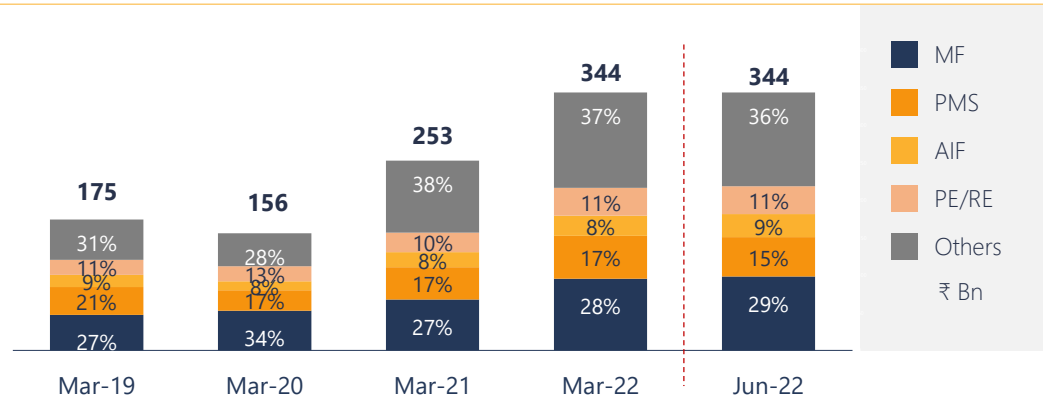


## PE & RE Active Investments

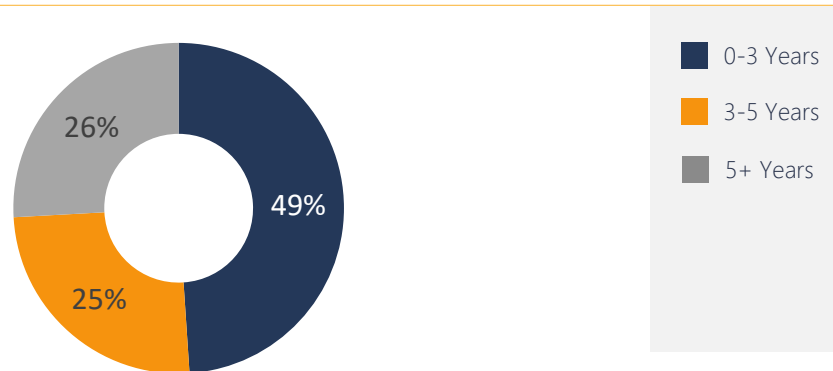


# Wealth Management

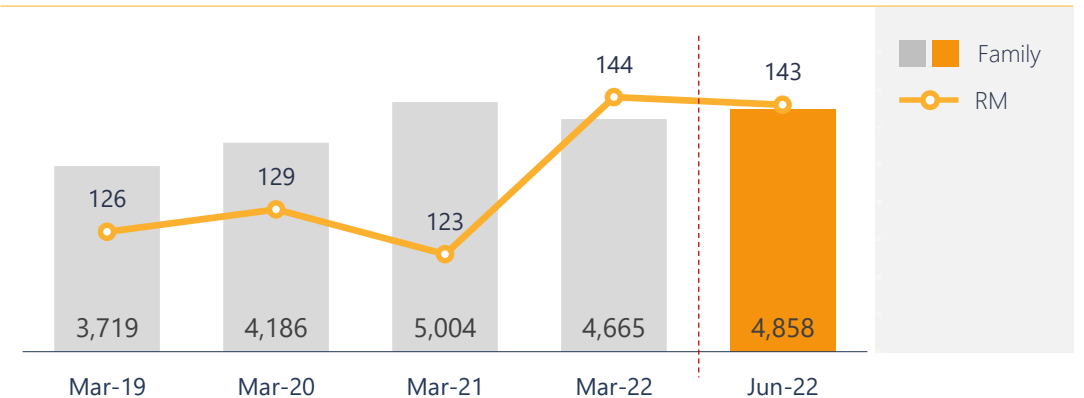
## AUM diversified across asset classes



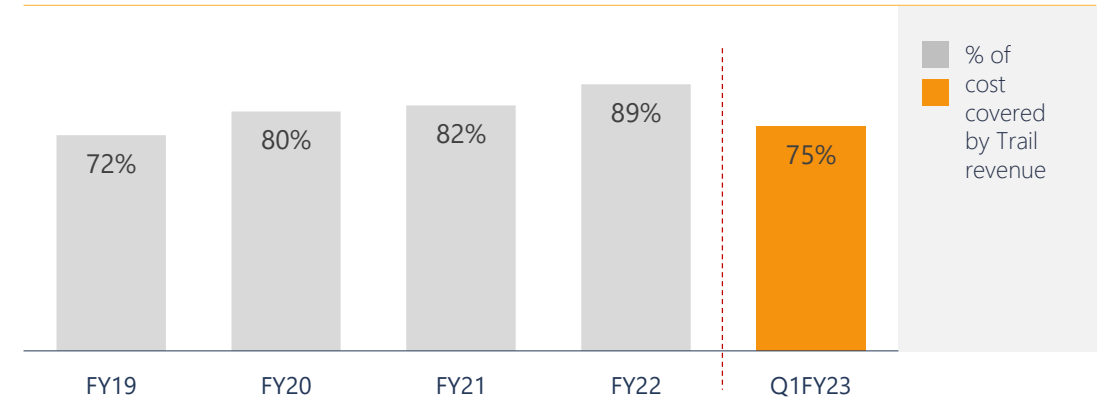
## More than 50% of RM with vintage of 3+ years



## Continued traction in UHNI families addition



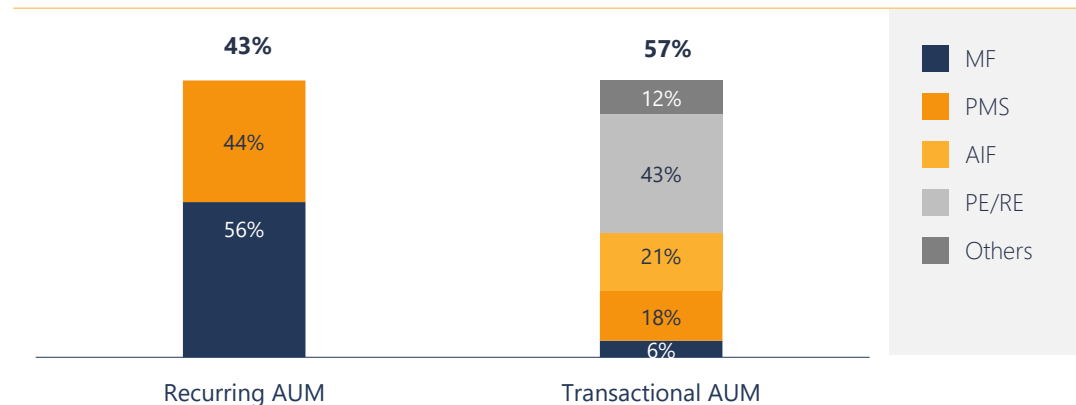
## Trail income covers majority of the opex



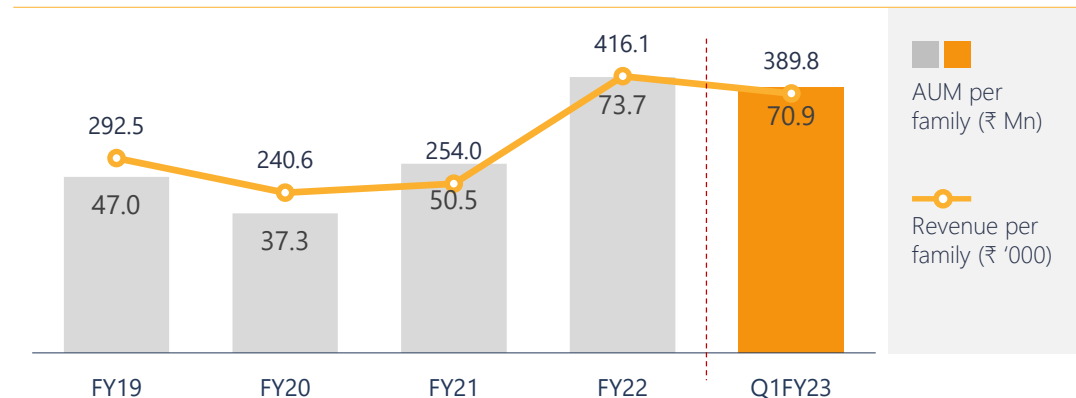


# Wealth Management

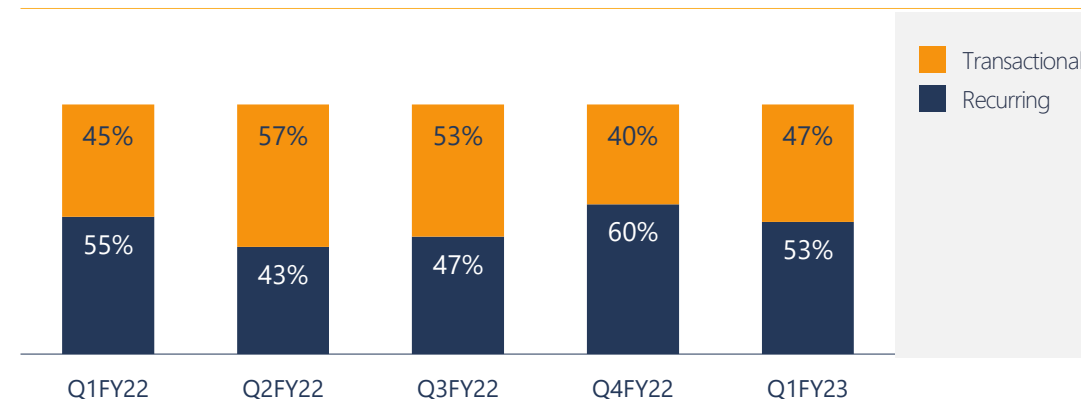
## AUM Mix- Q1FY23



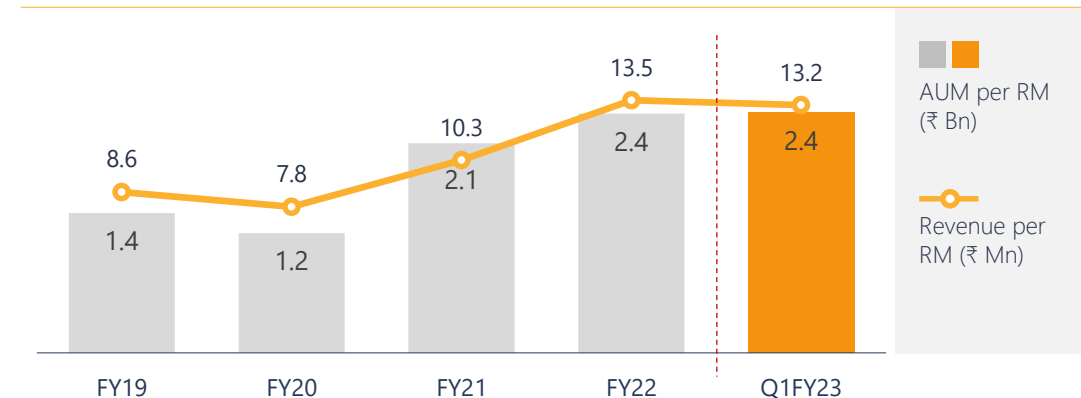
## AUM and Revenue per Family Trend



## Focus on improving share of recurring business



## RM Productivity holding up in volatile market





# Home Finance

**₹ 35.5 Bn**

AUM as on Jun-22

**₹ 1.7 Bn**

Disbursements in Q1FY23, registering a growth of 84% YoY

**COF @7.5%**

Incremental COF in Q1FY23

**<1%**

NNPA on New Book of AUM ₹ 12 bn

**Expansion**

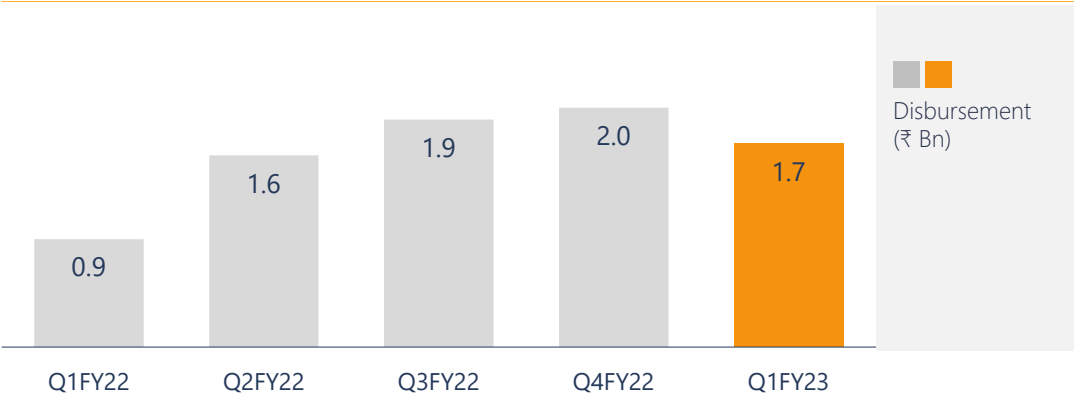
Opened 2 new branches in Q1FY23

- NII improved by 15% on YoY basis in Q1FY23 led by robust disbursement.
- PPOP was down 4% YoY due to ₹ 90 mn of Direct Assignment income recorded in Q1FY22.
- PBT was down 20% QoQ whereas PAT was down 30% due to tax benefits on special reserves created for the entire year in Q4FY22.
- Net gearing stood at 2.3x, Tier 1 CRAR remained robust at 51%.
- Leveraging MO Real Estate team's expertise to build good quality Construction Finance book.
- Focus on process development has led to TAT improvement by 25% on QoQ basis.

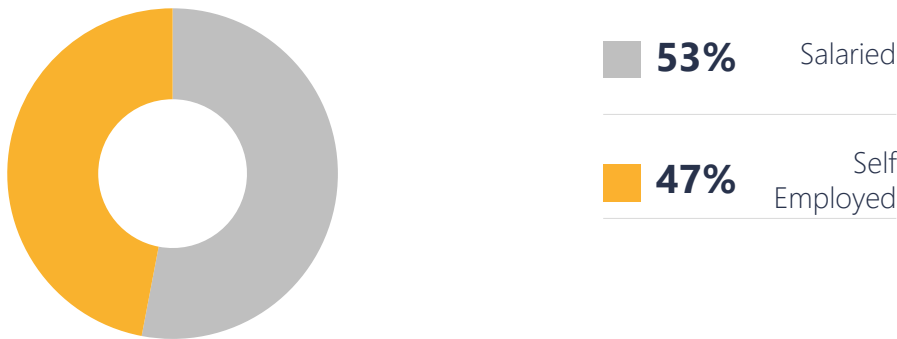
| PARTICULARS (₹ Mn)                  | Q1FY23     | Q1FY22     | YoY (%)     | Q4FY22     | QoQ (%)     |
|-------------------------------------|------------|------------|-------------|------------|-------------|
| Interest Income                     | 1,214      | 1,249      | -3%         | 1,233      | -2%         |
| Interest Expense                    | 506        | 634        | -20%        | 527        | -4%         |
| <b>Net Interest Income (NII)</b>    | <b>708</b> | <b>615</b> | <b>15%</b>  | <b>706</b> | <b>0%</b>   |
| <b>Total Income</b>                 | <b>750</b> | <b>734</b> | <b>2%</b>   | <b>764</b> | <b>-2%</b>  |
| Operating Cost                      | 285        | 250        | 14%         | 289        | -1%         |
| - Employee Cost                     | 218        | 180        | 21%         | 210        | 4%          |
| - Other Cost                        | 67         | 70         | -5%         | 78         | -14%        |
| <b>Operating Profit (Pre-Prov.)</b> | <b>465</b> | <b>484</b> | <b>-4%</b>  | <b>475</b> | <b>-2%</b>  |
| Provisioning                        | 38         | 372        | -           | -57        | -           |
| PBT                                 | 427        | 112        | 280%        | 532        | -20%        |
| <b>PAT</b>                          | <b>321</b> | <b>85</b>  | <b>279%</b> | <b>456</b> | <b>-30%</b> |

# Home Finance – Portfolio Metrics

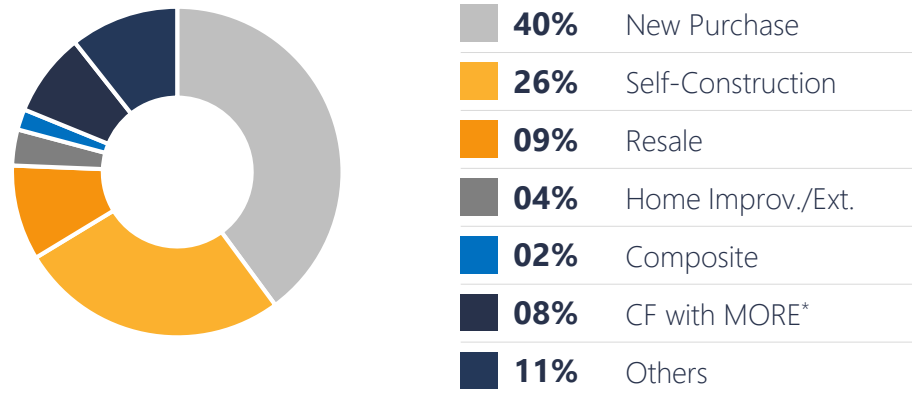
## Disbursement Trend



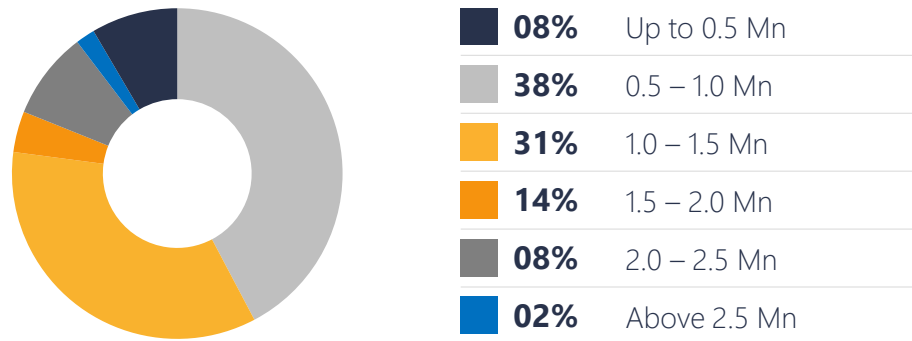
## Customer Mix



## Product Mix



## AUM by Ticket Size



**Note:**  
\*Motilal Oswal Real Estate (MORE); lending to CAT A builders

\*Based on Loan Book

# Home Finance

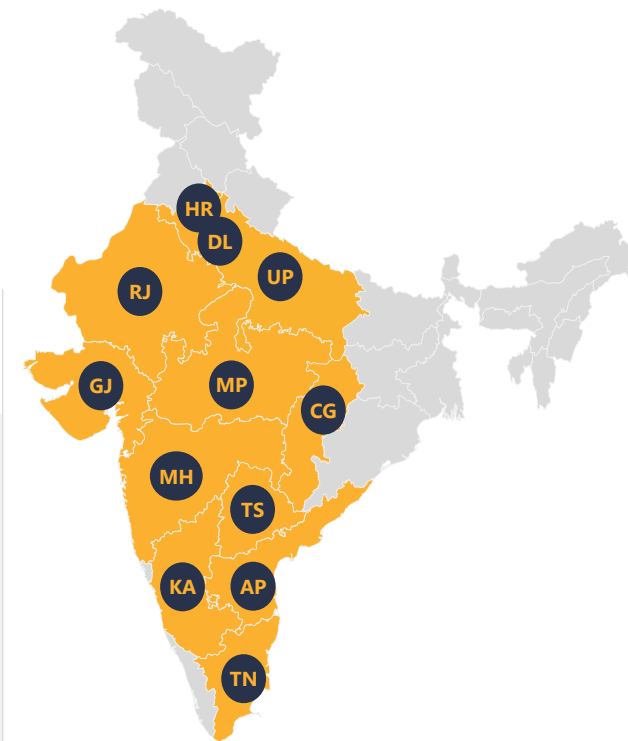
## ECL Provisioning Details

| PARTICULARS (₹ Mn)                     | Q1FY23        |
|--|---------------|
| Stage 1 & 2                            | 34,444        |
| % portfolio in stage 1 & 2             | 97.84%        |
| <b>Stage 3</b>                         | <b>759</b>    |
| % portfolio in Stage 3                 | 2.16%         |
| <b>ECL Provision % Stage 1 &amp; 2</b> | <b>1.64%</b>  |
| <b>Total Assets</b>                    | <b>35,203</b> |
| ECL Provision                          | 879           |
| <b>ECL Provision %</b>                 | <b>2.50%</b>  |
| <b>Stage 3 Coverage Ratio</b>          | <b>41%</b>    |

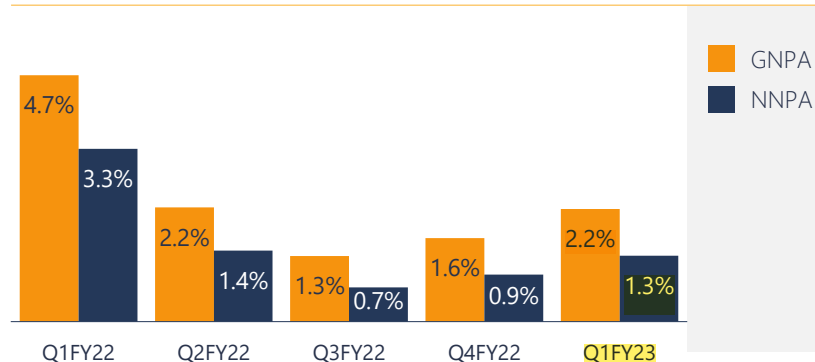
| STATE |                | NOS. OF<br>BRANCHES |
|-------|----------------|---------------------|
| MH    | Maharashtra    | 32                  |
| GJ    | Gujarat        | 15                  |
| TN    | Tamil Nadu     | 14                  |
| RJ    | Rajasthan      | 11                  |
| KA    | Karnataka      | 09                  |
| MP    | Madhya Pradesh | 09                  |
| AP    | Andhra Pradesh | 05                  |
| HR    | Haryana        | 04                  |
| CG    | Chhattisgarh   | 02                  |
| TS    | Telangana      | 02                  |
| DL    | Delhi          | 02                  |
| UP    | Uttar Pradesh  | 01                  |

## MOHFL's Geographic Reach

PRESENCE ACROSS  
**106 LOCATIONS IN 12 STATES/UTS**

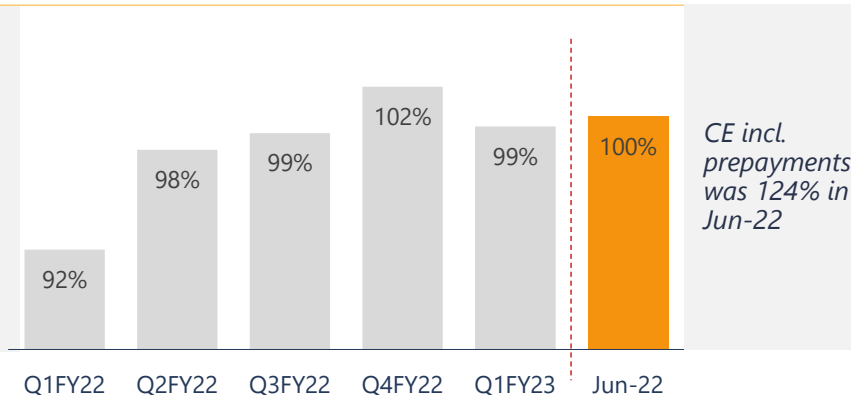


## MOHFL's GNPA and NNPA Trend



As per new RBI norm, GNPA and NNPA stood at 2.8% and 1.7% respectively

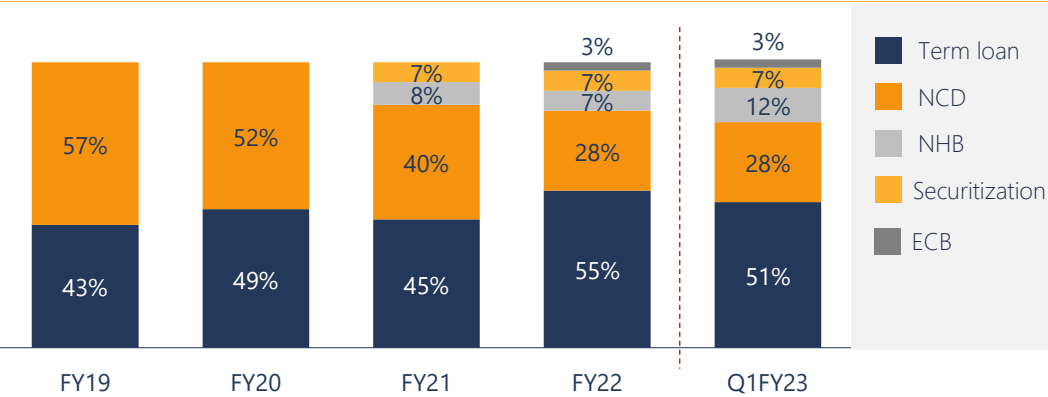
## Collection Efficiency Trend



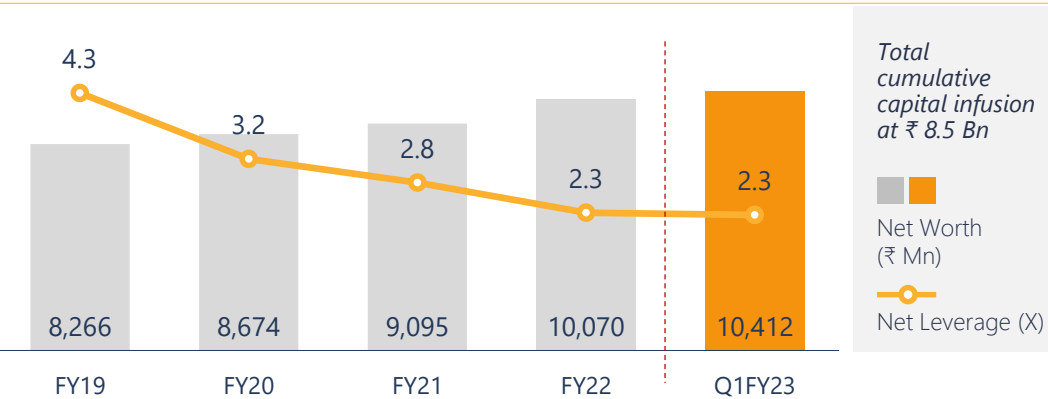
CE incl. prepayments was 124% in Jun-22

# Home Finance

## Diversified Liability Mix



## Net Worth and Net D/E



## Key Ratios

| Parameters | Q1FY23 | Q1FY22 |
|------------|--------|--------|
| Yield      | 13.7%  | 13.8%  |
| COF        | 7.9%   | 8.6%   |
| Spread     | 5.9%   | 5.2%   |
| NIM        | 7.7%   | 6.5%   |
| ROA        | 3.6%   | 0.9%   |
| ROE        | 13.2%  | 3.7%   |
| CRAR       | 51.0%  | 47.5%  |

\* All ratios are annualized

# Fund Based Investments

**₹ 44.4 Bn**

Total investments

**₹ 38.4 Bn**

Total equity investment including alternate funds

**~₹ 13.9 Bn**

Total unrealised gain on fund-based investments

**~18%**

Cumulative XIRR on total investments

**23%**

XIRR on PE/RE investments

- Fund based book 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 ₹ 38.4 bn as of Jun-22, MTM of these gains are included in earnings under Ind-AS reporting.
- Cumulative XIRR on total investments is ~18%, whereas XIRR on PE/RE investments stood at 23%.
- 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.

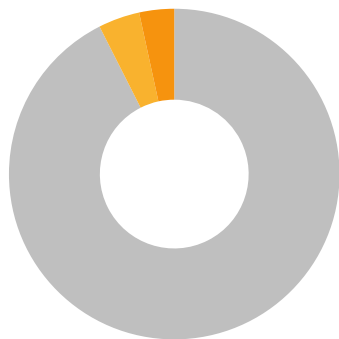
| PARTICULARS (₹ Mn)      | Q1FY23        | Q1FY22       | Q4FY22     |
|-------------------------|---------------|--------------|------------|
| <b>Revenues</b>         | <b>-1,510</b> | <b>1,136</b> | <b>670</b> |
| -MF/Alternates          | -1,447        | 1,209        | -911       |
| -PE/RE                  | -184          | -140         | 413        |
| -Unlisted Shares/Others | 121           | 66           | 1,168      |
| <b>PAT</b>              | <b>-1,509</b> | <b>896</b>   | <b>463</b> |
| OCI                     | -484          | -377         | 453        |
| <b>TCI</b>              | <b>-1,993</b> | <b>518</b>   | <b>916</b> |

Financials are regrouped as GTL and TMTL are moved from Asset Management and Capital Markets respectively to Fund Based.



# Fund Based investments – Largest Skin in The Game

## Skin in the Game in AMC (₹ Bn)

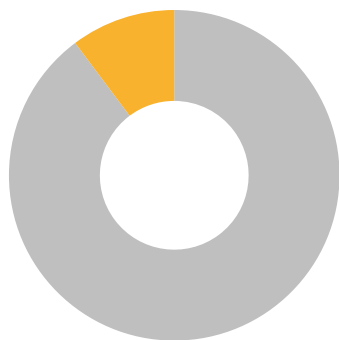


434 AMC AUM

19 Sponsor AUM

16 Promoter AUM

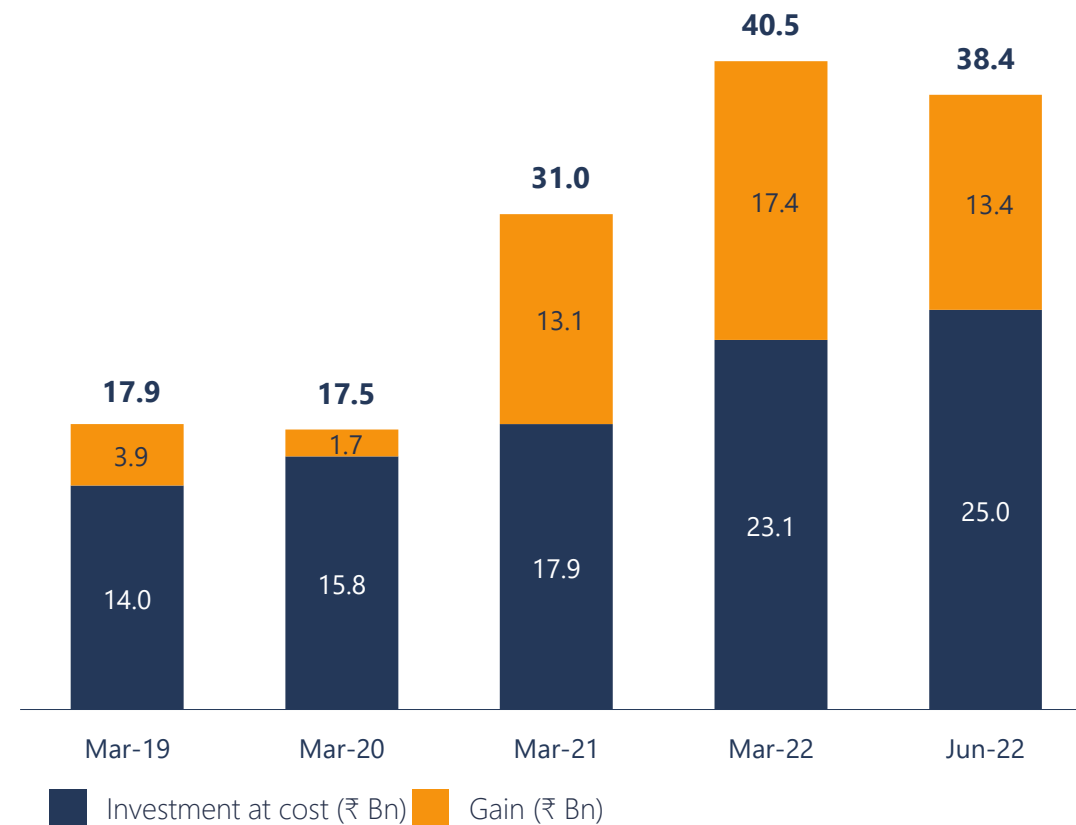
## Skin in the game in PE & RE (₹ Bn)



114 Active AUM

13 Sponsor Commitment in PE & RE

## Strong Growth in investments over the years



# MOFSL levers for sustainable growth

## Collaboration

- Build loyal franchisee and partners network
- Leveraging productivity of in-house advisors / RMs
- Collaborate with financial institutions

## Customer focus

- Phygital approach
- Launching One stop shop 'Super App' for all financial products
- Advisor for entire customer life cycle
- Leveraging strong research capabilities to onboard new customers.

## Market penetration

- Penetrating newer markets with focus on tier II & III cities
- Strengthening offerings in existing markets
- Target millennials and Gen Z customers

## Vision

Optimising group expertise and synergies to cater customer financial needs

## Scalability

- Research / Advisor driven offerings
- Emphasis on trail revenue models
- Higher Variable cost components
- Consistent RoE of 20%+

## Digital

- Digital to be one of DNA for each staff backed by trainings, campaigns & workshops
- New age UI/UX across platforms to provide seamless user experience
- Revamping tech stack with emphasis on cloud based modular architecture
- Building data analytics team for product interventions and collections

## Competency building

- Strengthening senior leadership and succession planning
- Augment the talent of young resources
- Talent development program for across management levels





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MOTILAL OSWAL



# Thank You

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