



**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

April 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: MOTILALOFS**

**Sub: Investor(s)/Analyst(s) Presentation – Financial Performance for Q4FY 2021-22**

Dear Sir/Madam,

This is with reference to our earlier letter dated April 22, 2022 regarding Earnings Conference Call with Institutional Investor(s)/Analyst(s) for discussing Q4FY2021-22 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.motilalgroup.com](http://www.motilalgroup.com).

Further, the Audio Recording & Transcript of earning con-call will be made available on the Company's Website i.e. [www.motilalgroup.com](http://www.motilalgroup.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



# Motilal Oswal

## Financial Services

2022



Earnings Presentation  
Q4FY22 & FY22

**BUSINESSES  
BUILDING SCALE**

**FOCUS ON  
SUSTAINABLE GROWTH**

**ALL BIZ OFFER HUGE  
HEADROOM FOR GROWTH**



# Key Highlights for FY22



Highest ever Annual Revenue & Profit



Highest ever AMC, Wealth, Distribution and DP AUM



Highest ever Fund Raise by PE & RE



Highest ever AMC and Wealth business Annual Profit



Highest ever Broking ADTO & Profit



Highest ever New Client Acquisition and Active Clients in Broking



Highest ever Unrealized Gains on Fund based Investments



Highest ever Annual Profit; lowest ever CoF for Home Finance

# Highest Ever

# Performance Across Businesses



# A Diversified Business Model to Create Value

FY22 Dividend  
**₹ 10 per share**  
 (₹ 7 Interim + ₹ 3 Final)

**\*Board has decided to consider Buyback program in its meeting to be held on 17<sup>th</sup> May**



## CAPITAL MARKETS

- Highest ever yearly Broking revenue & profit.
- Cash market share at multi-year high in FY22
- Acquired 0.9 mn clients in FY22, +43% YoY
- NSE Active Clients grew 59% YoY
- ADTO grew 106%/99% YoY in Q4FY22/FY22
- Distribution AUM at ₹ 168 bn, +31% YoY led by multi fold jump in Net Sales
- Strong traction in IB revenues



## HOUSING FINANCE

- Disbursements grew by 136% YoY to ₹ 6.4 bn in FY22
- CoF reduction by 105 bps YoY in FY22 to 8.2%; incremental COF at 7%
- Rating upgraded by CRISIL to AA/Stable
- NIM expanded by 119 bps YoY in FY22 to 7.3%
- Received commitment of USD 50 mn from U.S DFC
- Expanded reach in Northern India in 3 states/UTs
- Liquidity on balance sheet with undrawn sanction of ₹ 12.7 bn & cash of ₹ 2.7 bn.



## ASSET MANAGEMENT

- Highest ever yearly AMC, PE and Wealth profit
- AMC AUM stood at ₹ 490 bn, +13% YoY in FY22
- AMC gross sales grew 49% YoY in FY22 led by traction in MF & alternate sales
- Fee earning PE & RE AUM crossed ₹ 100 bn
- IBEF IV fund 2nd closing at ₹ 40 bn; IREF V fund raised ₹ 12 bn
- Wealth (incl. mass affluent) AUM grew 34% YoY at ₹ 512 bn

## MOTILAL OSWAL FINANCIAL SERVICES

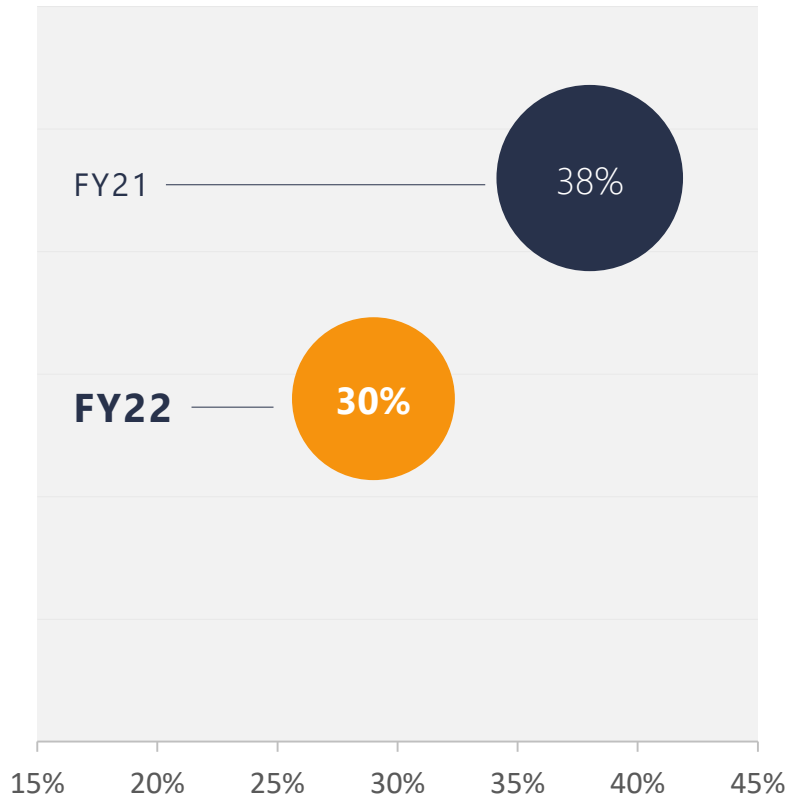


## FUND BASED INVESTMENTS

- MTM gain of ₹ 4 bn in FY22
- Total quoted equity investment including gains at ₹ 26.8 bn, +23% YoY
- Total equity investment including alternate investment stands at ₹ 40.5 bn, +31% YoY
- Cumulative XIRR of ~17% on total quoted investments (14% on listed/43% on unlisted)
- Cumulative XIRR of 26% on PE/RE investments

# Business-wise RoE mix

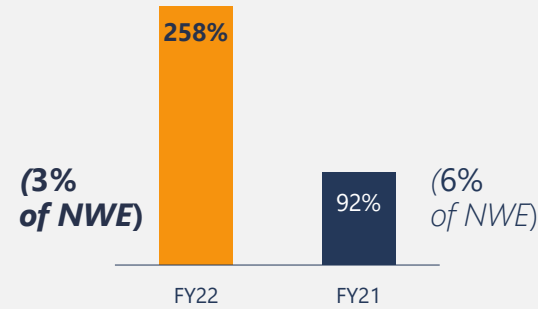
## Group RoE\* (MOFSL Consolidated)



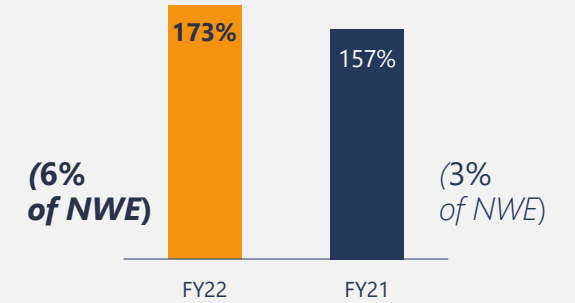
**Note:**  
\* Excluding Other comprehensive income

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

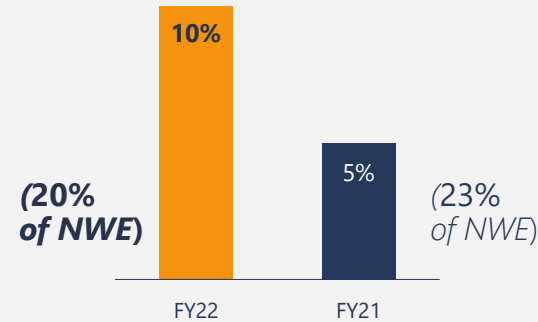
### CAPITAL MARKETS



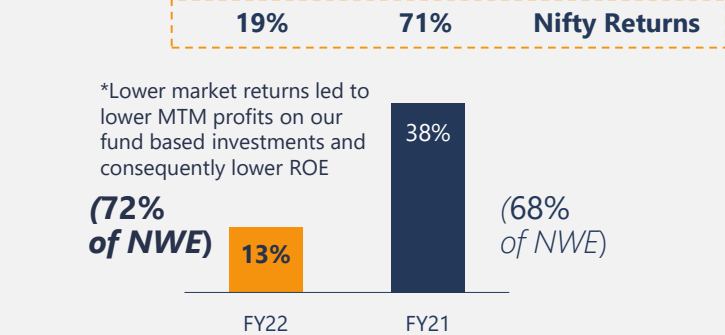
### ASSET & WEALTH MANAGEMENT



### HOUSING FINANCE



### FUND BASED INVESTMENTS



\*Lower market returns led to lower MTM profits on our fund based investments and consequently lower ROE

# Consolidated Financials- Strong Annual Operating Profit Growth @ 69%

PARTICULARS (₹ Mn)	Q4FY22	Q4FY21	YOY (%)	Q3FY22	QOQ (%)	FY22	FY21	YOY (%)
Capital Markets (Broking, Distribution & IB)	6,930	5,135	35%	7,260	-5%	25,372	17,118	48%
Asset Management	1,697	1,831	-7%	1,675	1%	6,225	5,320	17%
Private Equity	469	245	92%	323	45%	1,306	998	31%
Wealth Management	477	371	28%	593	-20%	1,941	1,271	53%
Housing Finance	1,298	1,394	-7%	1,290	1%	5,284	5,455	-3%
Other Income <sup>(1)</sup>	132	105	26%	82	60%	378	335	13%
<b>Total Revenues</b>	<b>11,002</b>	<b>9,080</b>	<b>21%</b>	<b>11,223</b>	<b>-2%</b>	<b>40,505</b>	<b>30,498</b>	<b>33%</b>
Total Revenues after Intercompany adjustments	10,134	8,422	20%	10,351	-2%	37,488	28,266	33%
<b>Operating Costs</b>	<b>5,588</b>	<b>4,764</b>	<b>17%</b>	<b>5,767</b>	<b>-3%</b>	<b>21,474</b>	<b>16,098</b>	<b>33%</b>
Operating Expense <sup>(2)</sup>	2,290	1,972	16%	2,384	-4%	8,766	6,358	38%
Employee Expense	2,504	1,859	35%	2,268	10%	8,537	6,436	33%
Other Expense	794	933	-15%	1,114	-29%	4,171	3,304	26%
EBITDA	4,546	3,657	24%	4,585	-1%	16,013	12,168	32%
PBT	3,284	2,431	35%	3,014	9%	10,749	7,390	45%
<b>Operating PAT</b>	<b>2,623</b>	<b>1,865</b>	<b>41%</b>	<b>2,319</b>	<b>13%</b>	<b>8,140</b>	<b>5,365</b>	<b>52%</b>
Total Operating PAT incl. PE profit share <sup>(3)</sup>	2,623	1,865	41%	2,319	13%	9,052	5,365	69%

**Note:**

1. Other Income comprises of Fund based revenues excluding MTM gains
2. Operating Expense comprises of commission shared with channel partners/distributors
3. Includes ₹ 912 mn of profit on exit of investments in FY22

# Consolidated Financials – PAT Mix

PAT (₹ Mn)	Q4FY22	Q4FY21	YOY (%)	Q3FY22	QOQ (%)	FY22	FY21	YOY (%)
<b>Capital Markets (Broking, Distribution &amp; IB)</b>	<b>1,436</b>	<b>802</b>	<b>79%</b>	<b>1,476</b>	<b>-3%</b>	<b>4,897</b>	<b>2,912</b>	<b>68%</b>
Asset Management <sup>(1)</sup>	527	691	-24%	528	-	1,829	1,602	14%
Private Equity	203	72	184%	89	128%	431	295	46%
Wealth Management	100	115	-12%	223	-55%	594	275	116%
<b>Asset &amp; Wealth</b>	<b>831</b>	<b>877</b>	<b>-5%</b>	<b>840</b>	<b>-1%</b>	<b>2,853</b>	<b>2,172</b>	<b>31%</b>
Home Finance	456	184	148%	188	143%	929	398	133%
Intercompany adj. and others	-98	2	-	-185	-	-537	-112	-
<b>Operating PAT</b>	<b>2,623</b>	<b>1,865</b>	<b>41%</b>	<b>2,319</b>	<b>13%</b>	<b>8,140</b>	<b>5,365</b>	<b>52%</b>
Total Operating PAT incl. PE profit share	2,623	1,865	41%	2,319	13%	9,052	5,365	69%

**Note:**

1.AMC Q4FY21 PAT includes ₹ 95 mn of tax refund along with higher profit share on alternates vis-à-vis Q4FY22 PAT. Excluding these, PAT growth would have been 20% YoY in Q4FY22.

# Reconciliation of Total PAT and TCI

PAT (₹ Mn)	Q4FY22	Q4FY21	YOY (%)	Q3FY22	QOQ (%)	FY22	FY21	YOY (%)
<b>Operating PAT</b>	<b>2,623</b>	<b>1,865</b>	<b>41%</b>	<b>2,319</b>	<b>13%</b>	<b>8,140</b>	<b>5,365</b>	<b>52%</b>
Total Operating PAT incl. PE profit share	2,623	1,865	41%	2,319	13%	9,052	5,365	69%
MTM PAT <sup>(1)</sup>	375	2,730	-	76	-	4,045	7,898	-49%
<b>PAT<sup>(2)</sup></b>	<b>2,998</b>	<b>4,601</b>	<b>-35%</b>	<b>2,395</b>	<b>25%</b>	<b>13,098</b>	<b>12,604</b>	<b>4%</b>
Other Comprehensive Income (OCI) <sup>(3)</sup>	471	1,232	-62%	-317	-	411	2,919	-
<b>Total incl. OCI</b>	<b>3,469</b>	<b>5,834</b>	<b>-41%</b>	<b>2,078</b>	<b>67%</b>	<b>13,508</b>	<b>15,523</b>	<b>-13%</b>

**Note:**

1. MTM PAT includes both realized and unrealized profit/(loss) on account of Fund based investments made in Equity & Alternate Funds
2. Q4FY21 and FY21 PAT includes ₹ 6 mn and (-) ₹ 659 mn of exceptional item comprising of provision made by the company on account of negative price settlement of Crude Oil Derivative positions of the customers in Commodity broking.
3. OCI includes MTM profit on equity share investment



# Consolidated Balance Sheet

PARTICULARS (₹ Bn)	FY22	FY21
<b>SOURCES OF FUNDS</b>		
Net Worth	56.7	44.6
Borrowings <sup>(1)</sup>	62.3	57.6
Minority Interest	0.3	0.3
<b>Total Liabilities</b>	<b>119.3</b>	<b>102.6</b>
<b>APPLICATION OF FUNDS</b>		
Fixed assets (net block)	3.6	3.5
Investments	46.8	39.2
Loans and Advances <sup>(2)</sup>	49.0	45.2
Net current assets	19.8	14.6
<b>Total assets</b>	<b>119.3</b>	<b>102.6</b>

**Note:**

1. Borrowings are inclusive of MOHFL. Ex- MOHFL borrowings are ₹ 35.7 bn in Mar-22.

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

Consolidated net debt is **₹ 41.4 Bn**

Excluding Home Finance, net debt is **₹ 18 Bn**

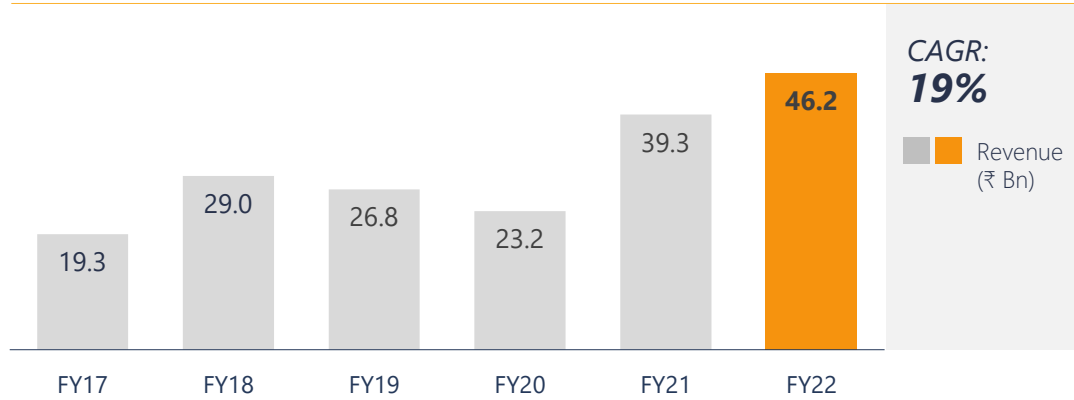
Total D/E stood at **1.1x**

Ex-MOHF D/E stood at **0.6x**

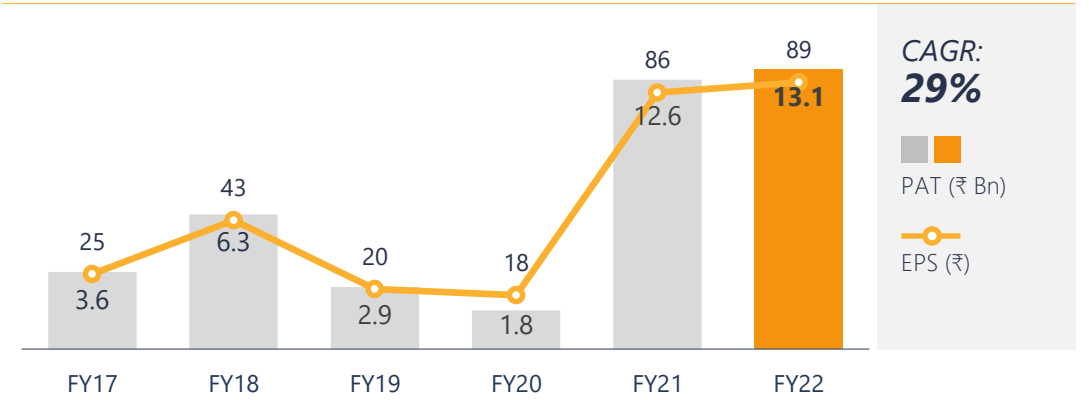
Net of investments, we have net cash on the balance sheet.

# Making Robust Progress

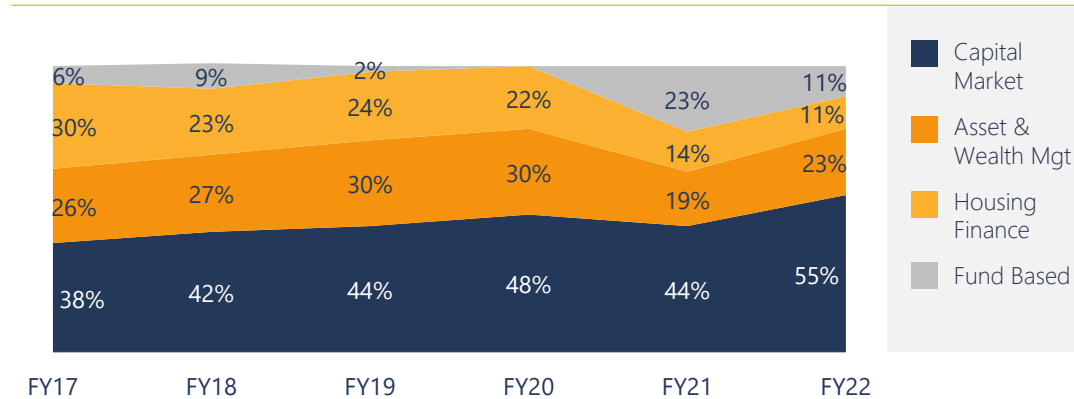
## Revenue Trend



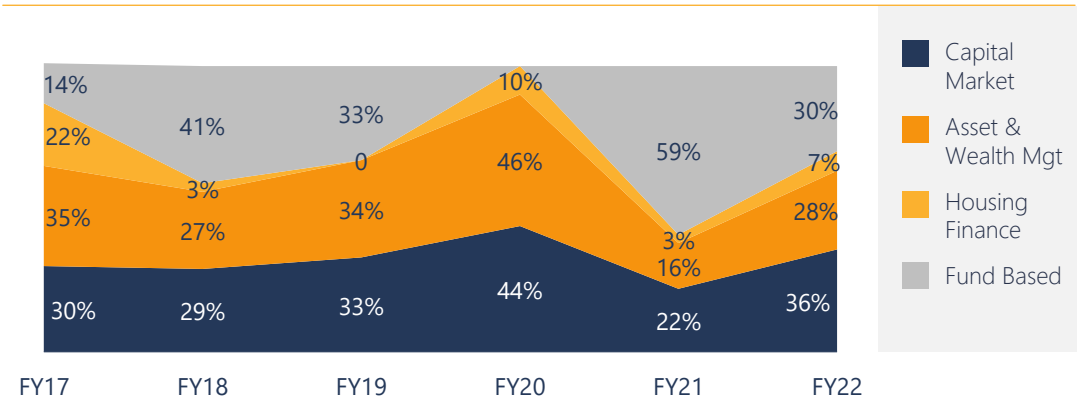
## Profitability Trend



## Revenue Mix



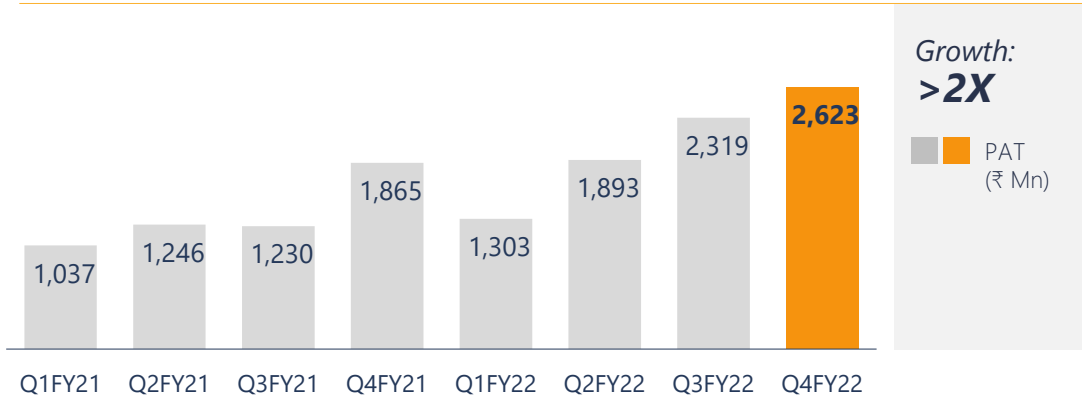
## PAT Mix



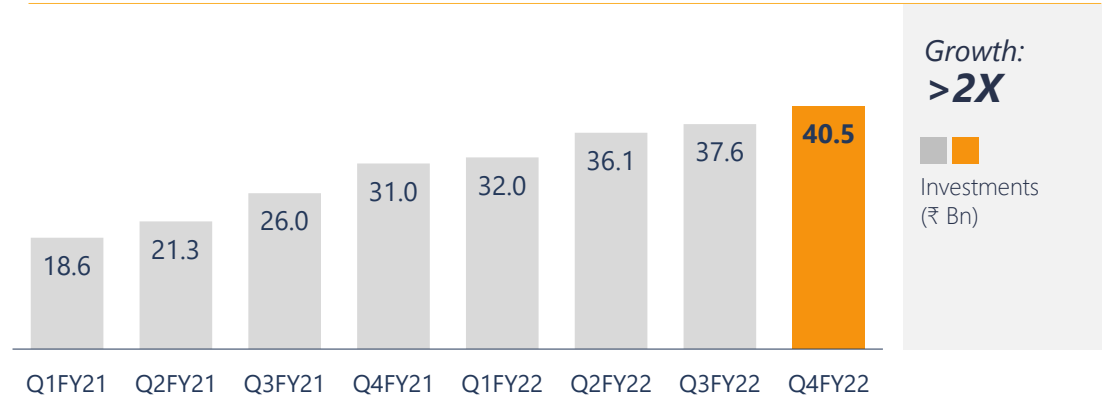
**Note:** Revenue and PAT are as per IGAAP for FY17. FY20 Fund Based Revenue and PAT are not factored in mix due to negative MTM.

# Demonstrating Resilience in Challenging Times

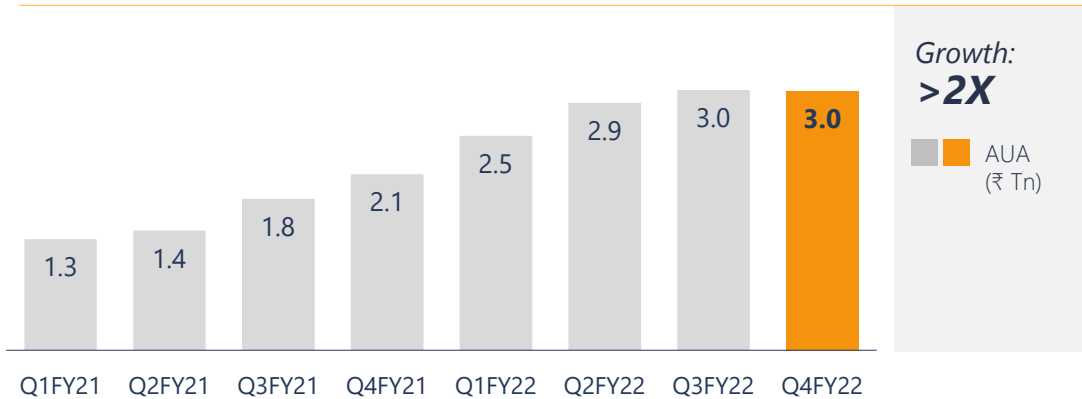
## Operating PAT Trend



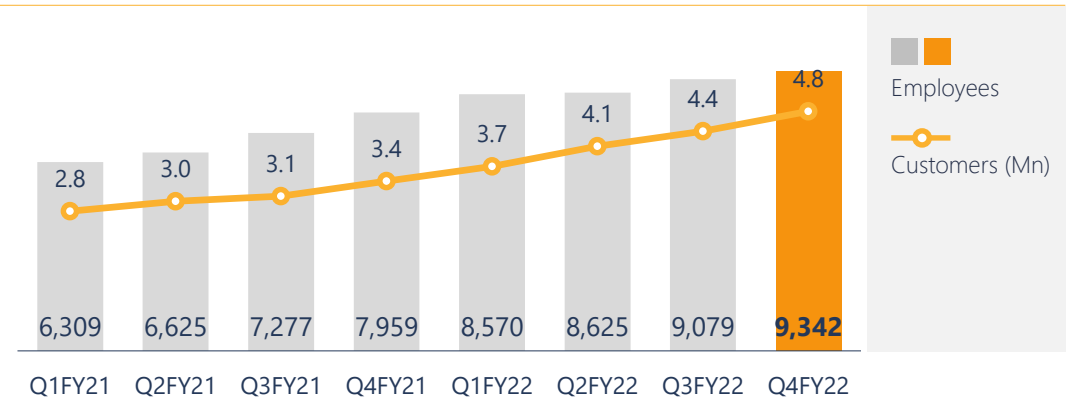
## Growth in Equity Investments



## Asset Under Advice Trend

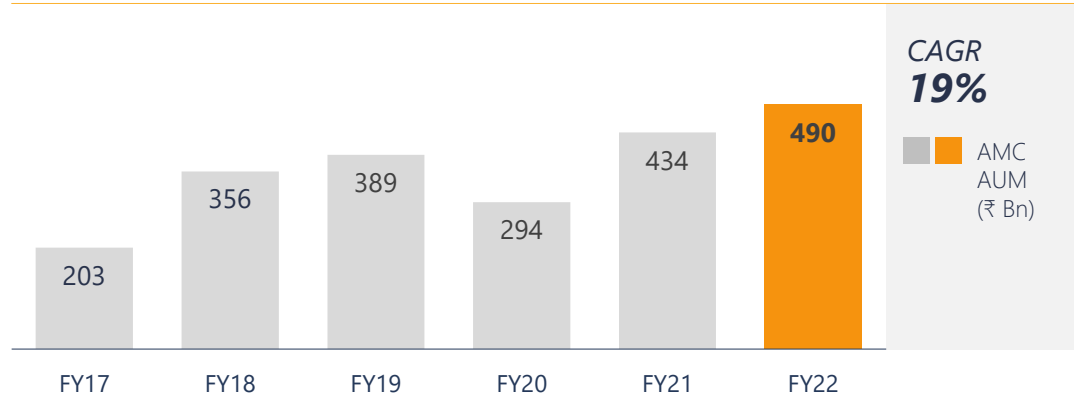


## Customer and Employee Trend

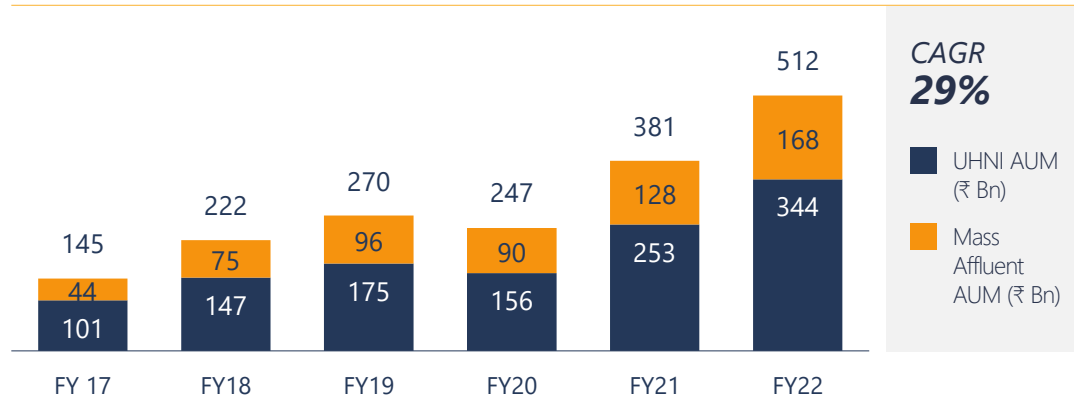


# A Business Built to Scale

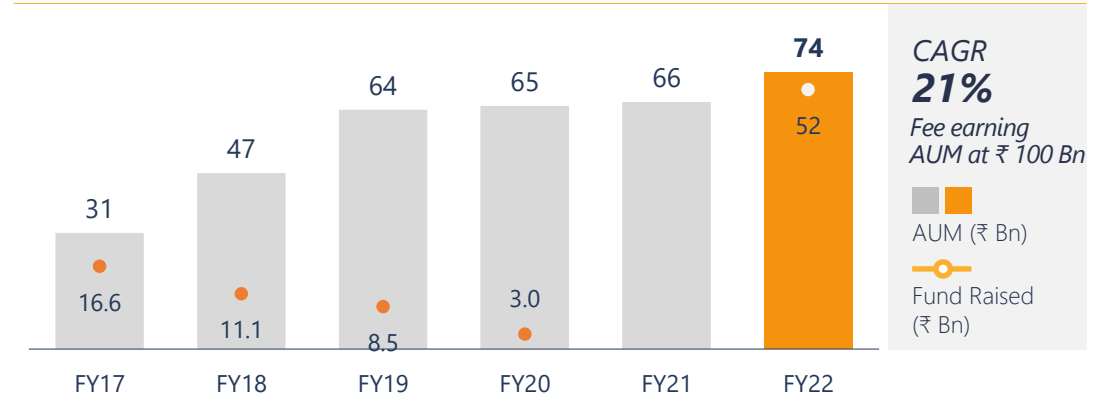
## AMC AUM Growth Trend



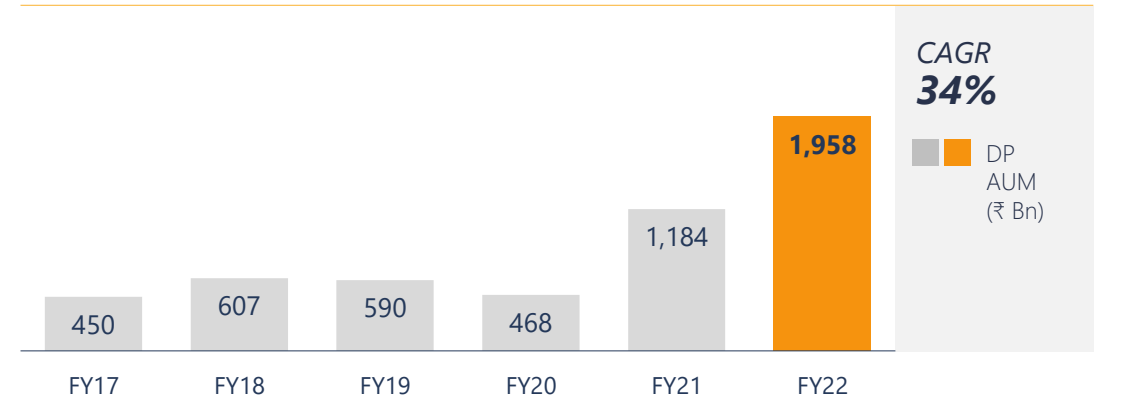
## Wealth AUM (UHNI + Mass Affluent) Growth Trend



## PE/RE Commitment AUM & Fund Raise

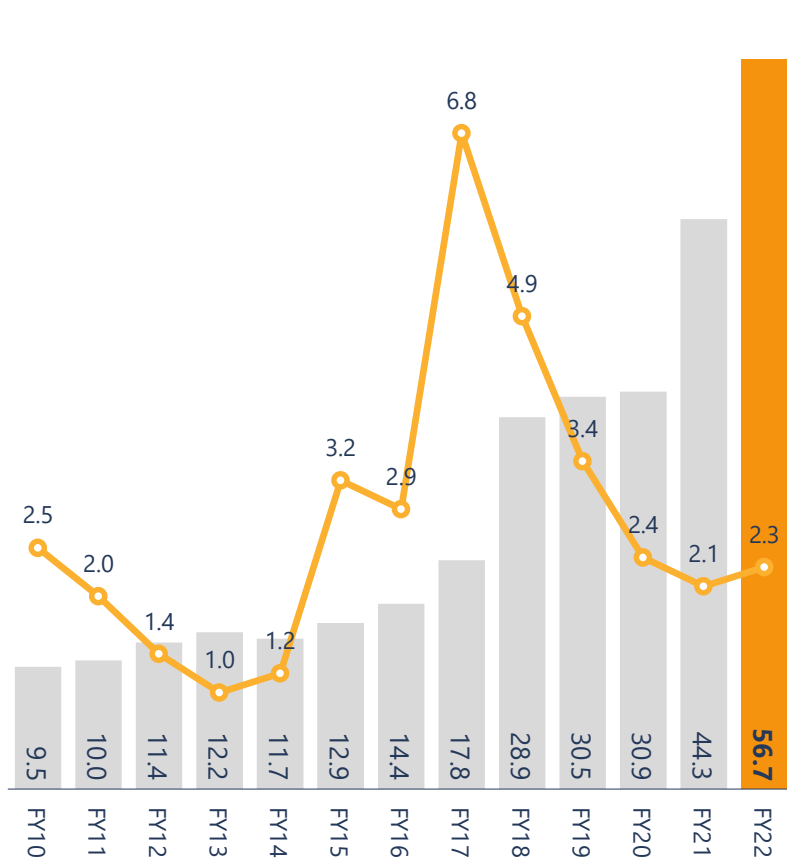


## DP AUM Growth Trend



# Amplifying Value for Our Stakeholders

## Net Worth Trend



7 Years CAGR  
**24%** (post buyback)

### Benefits of having near to liquid Net Worth:

- Helped “seed” new businesses, which are adjacent, scalable and profitable opportunities.
- Serve as highly liquid “resources” available for future investments in business.
- Raise working capital resources on balance sheet to handle volatility intrinsic to capital market business comfortably.
- Capable of generating high RoE

Allocation of free cash to fund based investments over and above sponsor commitment started from FY15 onwards.

■ Net Worth (₹ Bn)  
○ P/BV (x)

## Investment Breakup

TOTAL INVESTMENT @  
**₹ 40.5 Bn**

56%	MF + Alternates
26%	PE + RE
18%	Equity Shares

## Net Worth Breakup

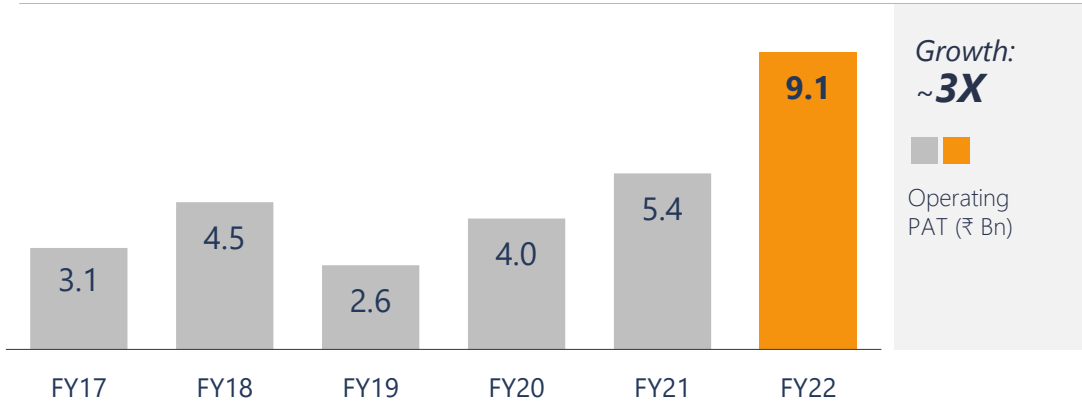
TOTAL NET WORTH @  
**₹ 56.7 Bn**

72%	Fund based Investments
20%	MOHF
06%	Corporate Office
02%	Working Capital and others

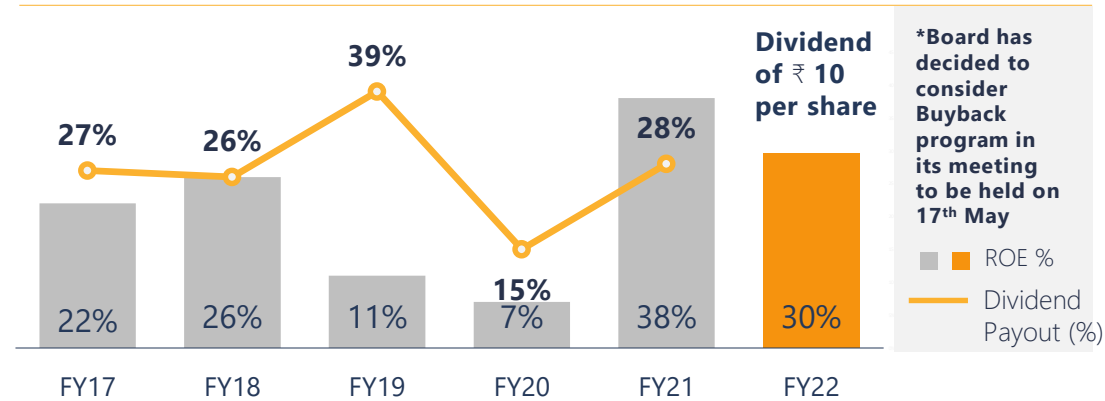


# Operating Profit and ROE Trend

## Operating Profitability Trend

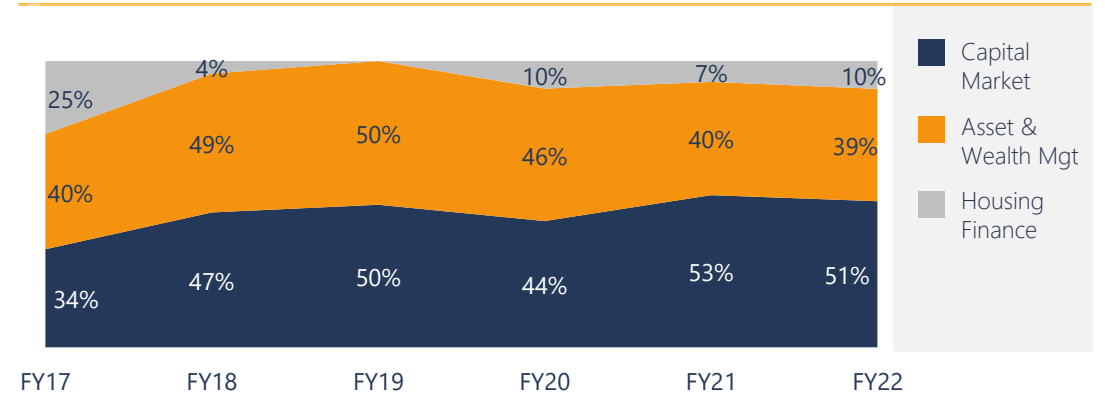


## ROE trend, Dividend Payout (% of PAT excl. MTM)

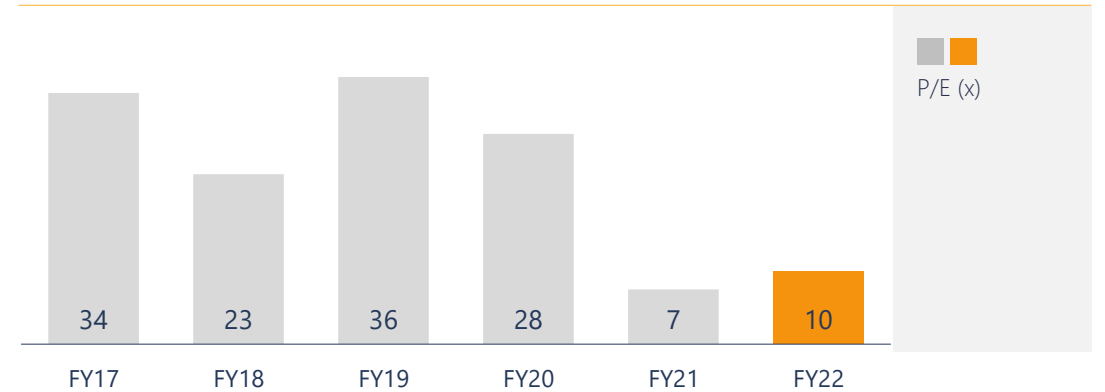


**Note:** Operating PAT incl. profit share on exit of investments. ROE for FY18, FY19, FY20, FY21 & FY22 are excluding OCI. In FY21, company completed buyback of equity shares of ₹ 1.5 bn (incl. tax)

## Operating PAT Mix



## P/E Trend



# Capital Markets– All Round Performance (1/2)

## 6.0%

Cash market share at multi-year high; up 30 bps YoY in FY22

## 8.8 Lakh

Added 8.8 lakh new clients in FY22; 53% acquired through digital channel

## ARPU

One of the highest ARPUs in the industry

## ₹ 23.7 Bn

Distribution Net Sales at ₹ 23.7 Bn, registering a 7x growth

## IB

IB business made a turnaround in performance in FY22

PARTICULARS (₹ Mn)	Q4FY22	Q4FY21	YoY (%)	Q3FY22	QoQ (%)	FY22	FY21	YoY (%)
<b>Revenues</b>	<b>6,930</b>	<b>5,135</b>	<b>35%</b>	<b>7,260</b>	<b>-5%</b>	<b>25,372</b>	<b>17,118</b>	<b>48%</b>
• Brokerage	4,245	3,482	22%	4,155	2%	15,827	11,858	33%
• Distribution	491	334	47%	677	-27%	1,915	1,011	89%
• Interest/Other Income	1,936	1,315	47%	2,373	-18%	7,254	4,219	72%
• IB	258	5	-	56	-	377	30	-
Operating Costs	4,301	3,418	26%	4,276	1%	15,865	11,307	40%
EBITDA	2,629	1,718	53%	2,985	-12%	9,507	5,810	64%
EBITDA Margin	38%	33%	-	41%	-	37%	34%	-
PBT	1,850	1,076	72%	1,968	-6%	6,499	3,923	66%
<b>PAT</b>	<b>1,436</b>	<b>802</b>	<b>79%</b>	<b>1,476</b>	<b>-3%</b>	<b>4,897</b>	<b>2,912</b>	<b>68%</b>

- The business reported highest ever revenue and profit for FY22. Brokerage revenue growth was led by gain in cash market share coupled with strong growth in volumes. Further, robust growth in distribution income and interest income boosted total revenues.
- In Retail broking business, strong traction witnessed in new clients addition driven by digital acquisition, total 0.9 mn clients acquired in FY22, +43% YoY. Active clients have registered 59% YoY growth at 0.9 mn as of March 2022.
- Distribution business AUM grew by 31% YoY at ₹ 168 bn. We have registered strong insurance premium collections in FY22 at ₹ 57 cr, up 43% YoY.
- MOFSL's overall ADTO grew 29% QoQ to ₹ 1,231 bn with overall market share of 2.6% (ex-prop) in Q4FY22, up 10 bps QoQ.
- Significant investment has been made in talent and digital marketing during the year. We hired around ~900 people in 12M, majority in digital vertical. Despite these investments, our EBITDA margin has improved on YoY basis to 38%.
- Broking business funding book stood at ₹ 20 bn in FY22, + 32% YoY.

# Capital Markets – All Round Performance (2/2)

## RETAIL BROKING & DISTRIBUTION



- Ramped up digital acquisition by expanding dedicated digital acquisition team.
- Enhancing our client journey by building Super Fina app, Research Portal, e-KYC journey and redesigning options flow strategy.
- New product launched- “Option Brains”, providing expert’s advice on derivatives which is published real-time on multiple “MO Platforms” through our in-house Research Module “IDEAGEN”.
- 58% of total trades were online trades & 57% of clients have traded online.

## INSTITUTION BROKING



- 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
- Corporate Access has always been a key focus area. In FY22, we hosted AGIC, Ideation Conferences and Fintech Conferences

## INVESTMENT BANKING



- During the quarter, we completed QIP of Restaurant Brands Asia Ltd., Gulshan Polyols Ltd. and participated in fund raising activity of Kushal’s Fashion Jewellery and Ferns n Petals.
- We have a strong pipeline of signed IPO mandates which will start entering the markets, as a result further revenue traction can be witnessed in coming quarters.
- 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



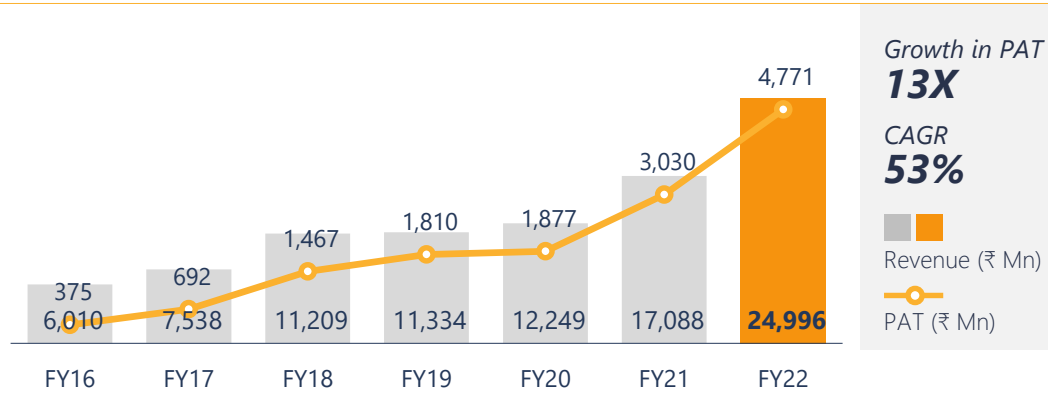
**₹ 9.6 Bn**  
IPO



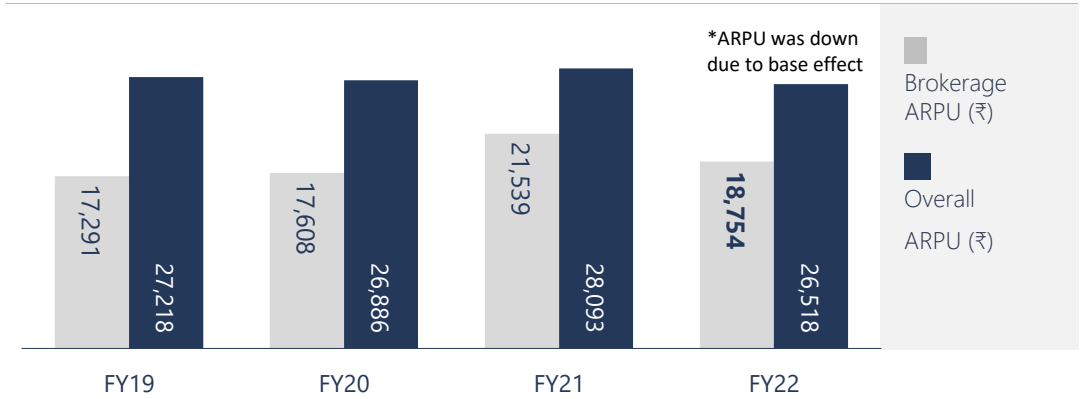
**₹ 14.0 Bn**  
QIP

# Broking and Distribution - Powering Our Way Forward

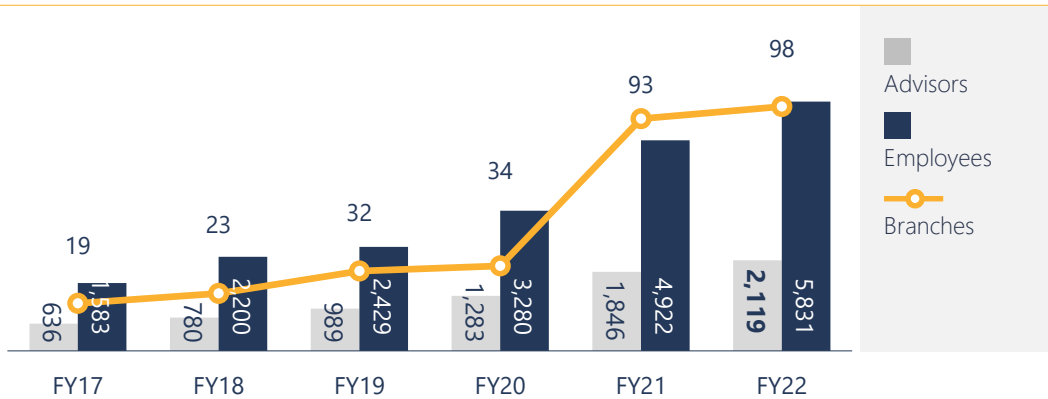
## Revenue & PAT Trend



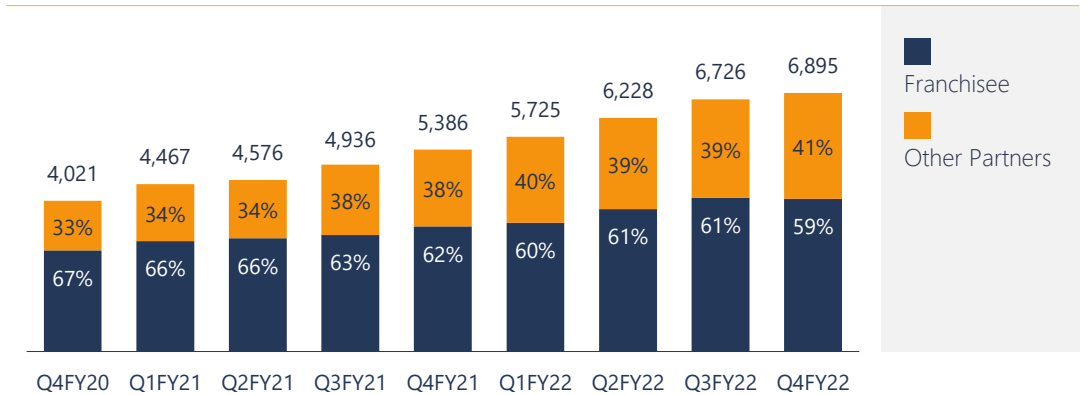
## ARPU Trend



## Investment in talent & geographically diversified branches

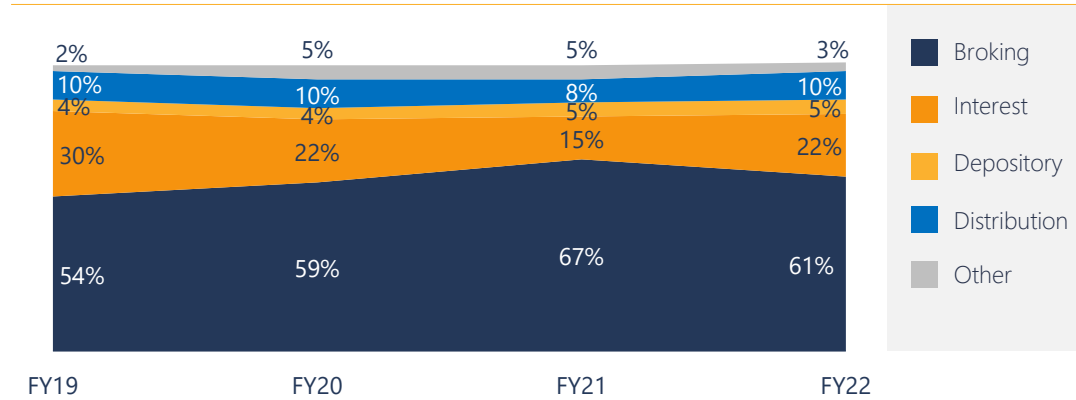


## Acquisition Trend of Franchisees/Business Partners

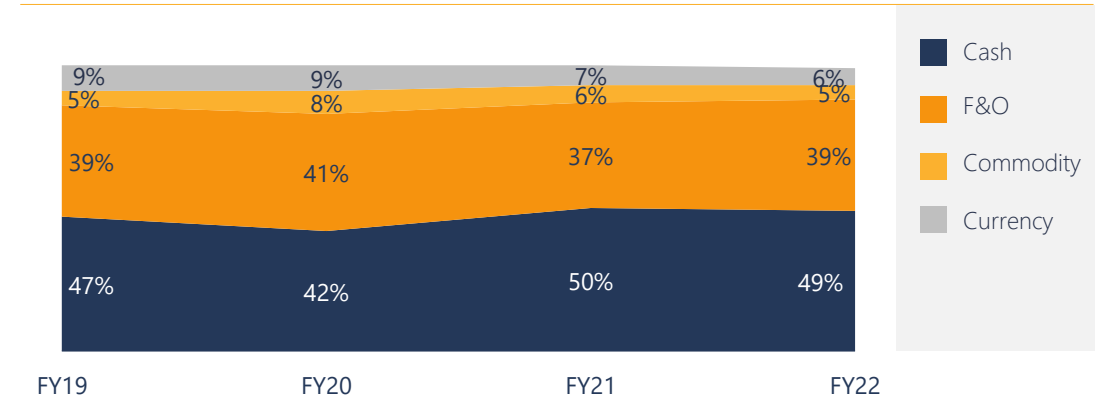


# Broking and Distribution – Well Diversified Revenue Mix

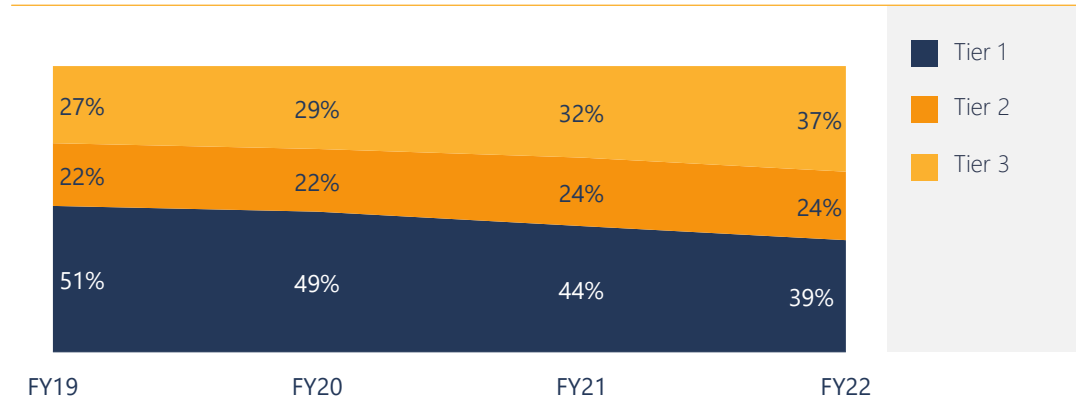
## Net Revenue Mix



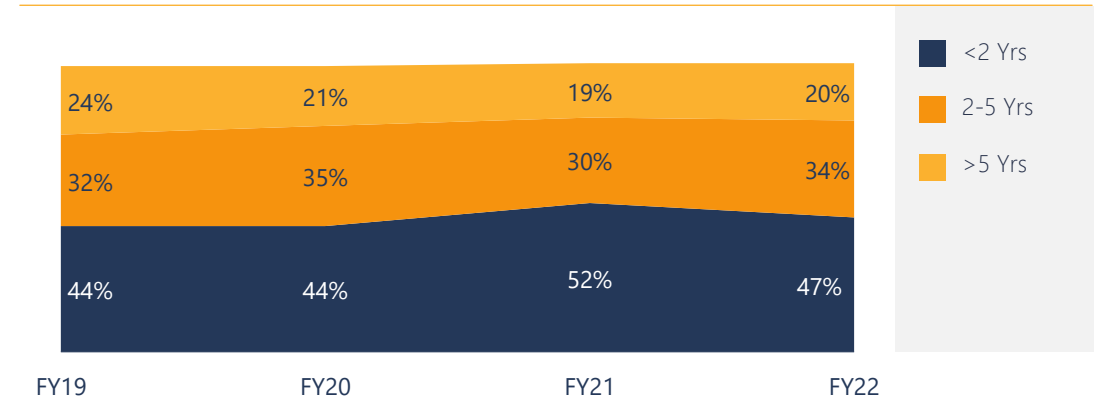
## Gross Brokerage Mix



## Tier wise Net Brokerage Mix



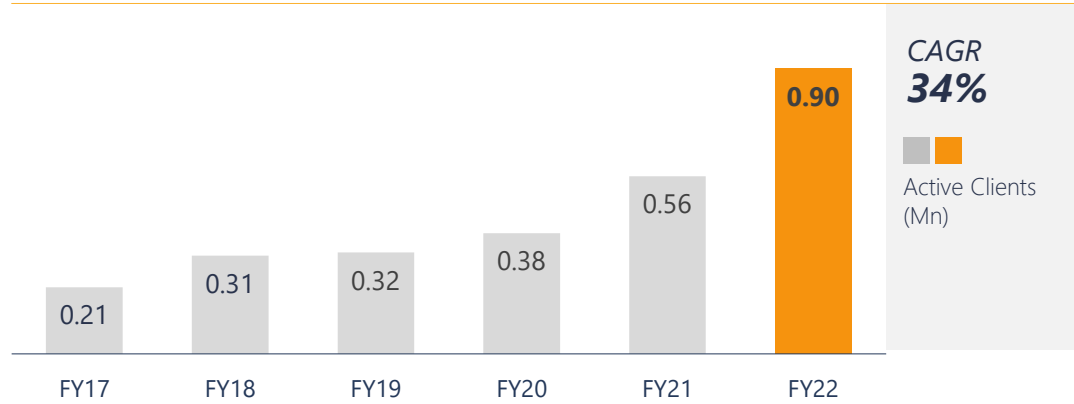
## Vintage wise Net Brokerage Mix



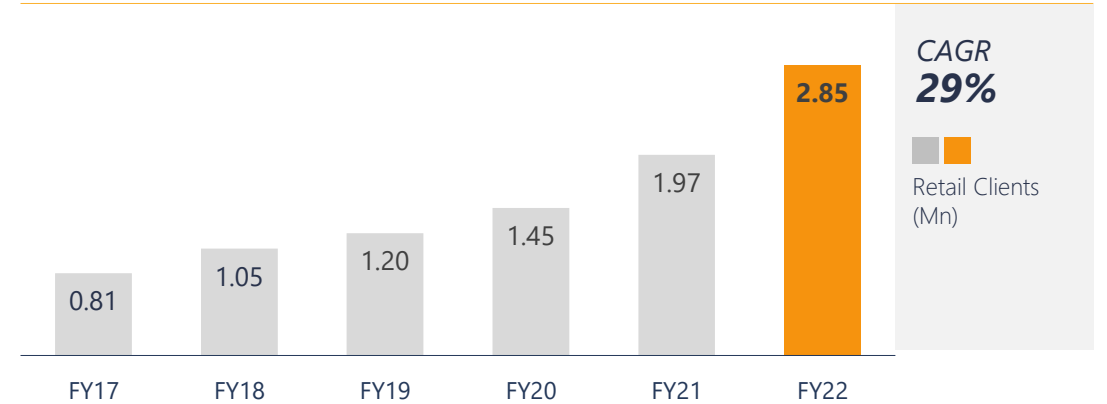


# Broking and Distribution - Strong Growth in Client Acquisition

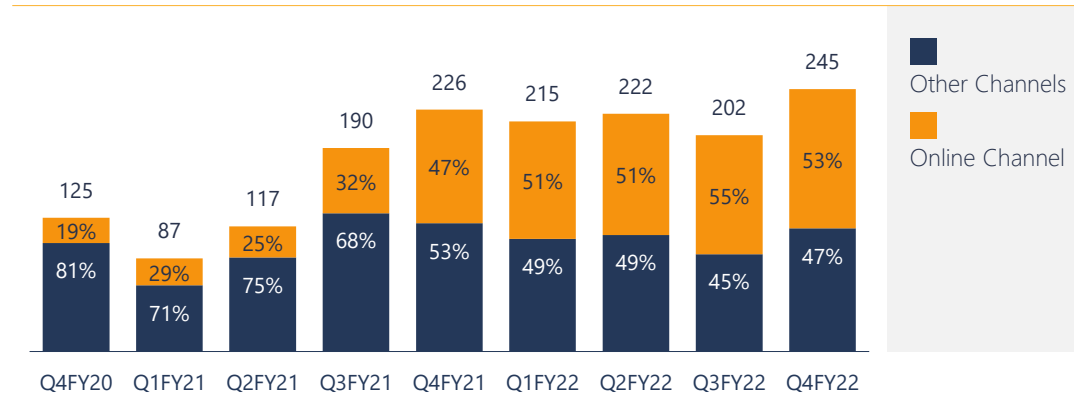
## Active Clients



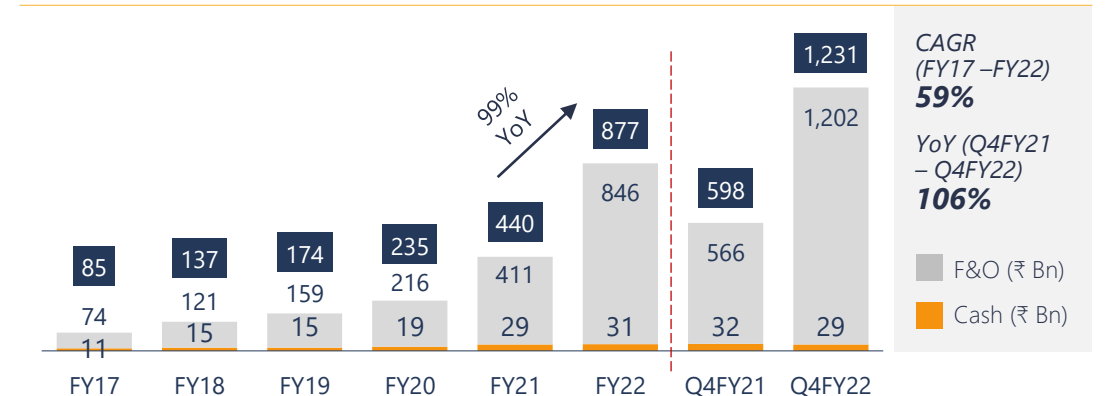
## Strong growth in Retail Client base



## Significant traction in Client Acquisition (in '000)



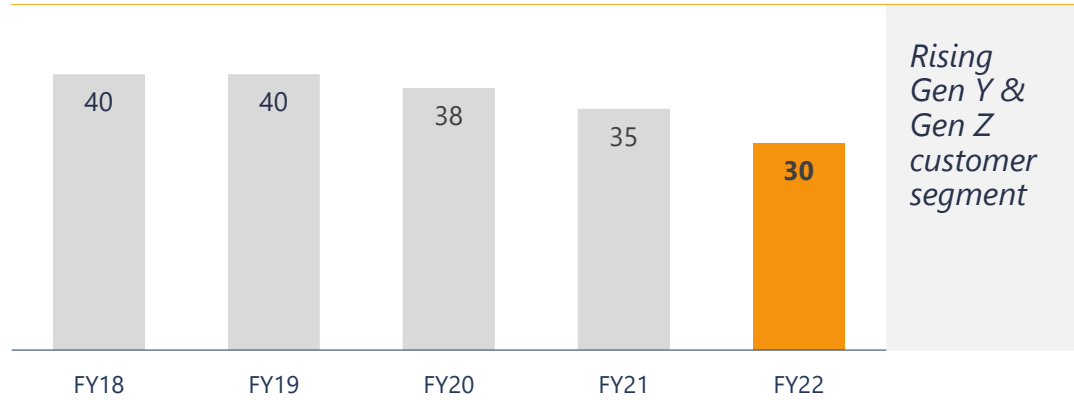
## MOFSL Broking ADTO (Ex-prop)



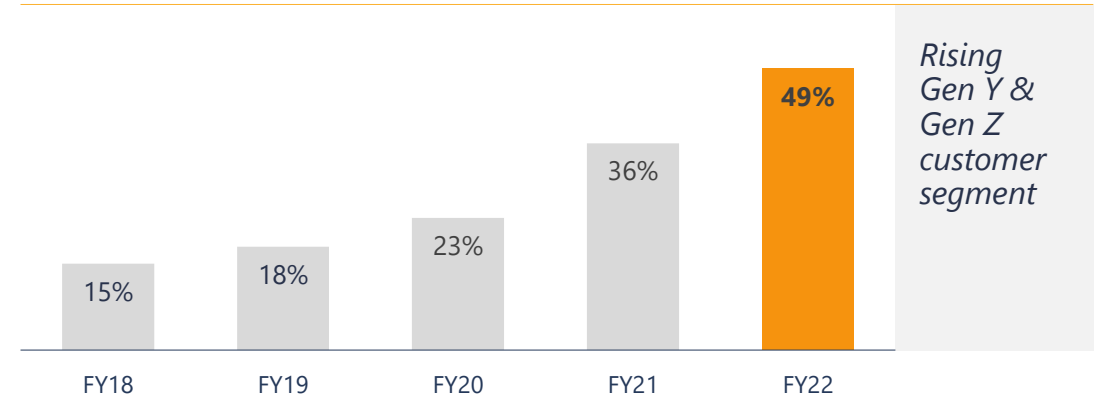


# Broking and Distribution - Diversifying Customer Segment & Penetration

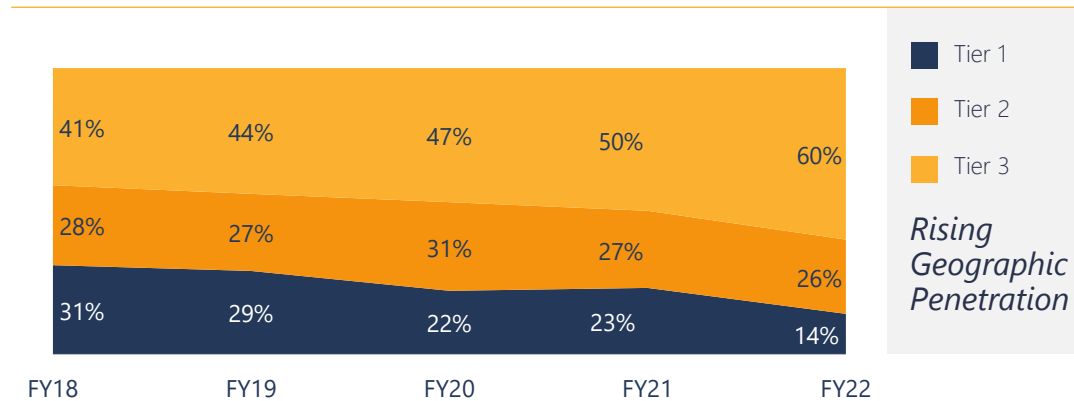
## Median Age of Clients Acquired



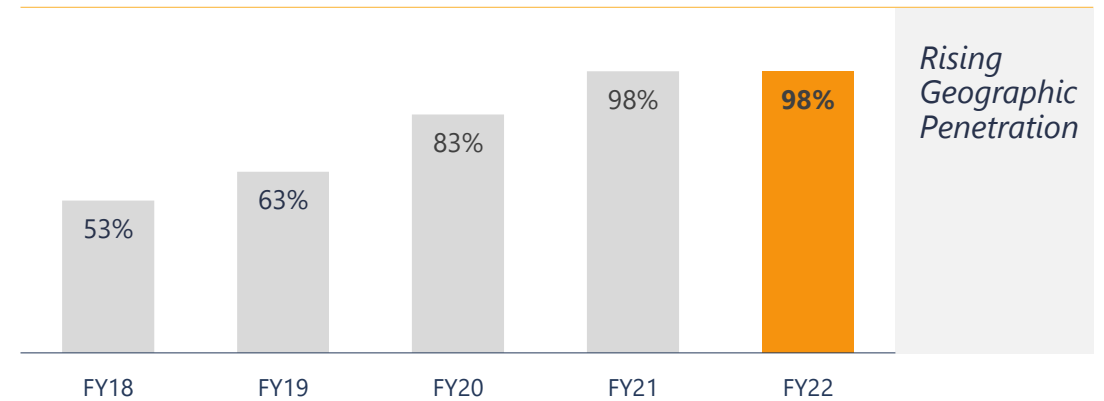
## Customers acquired % below 30 years of age



## City wise Acquisition

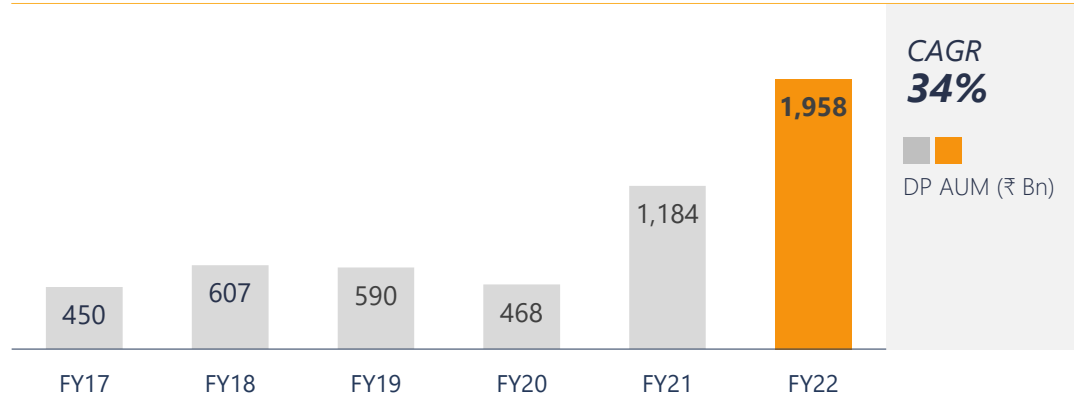


## Pin code coverage - new clients acquired

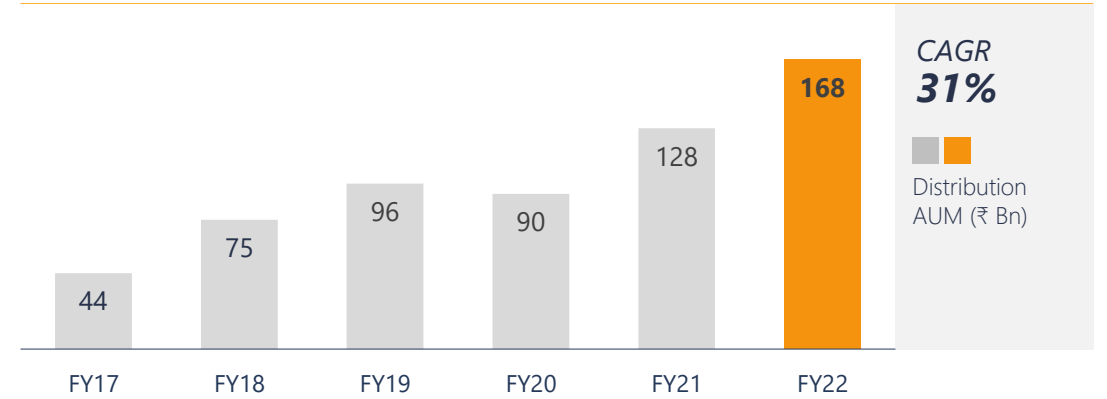


# Broking and Distribution - Strong Growth in Distribution AUM

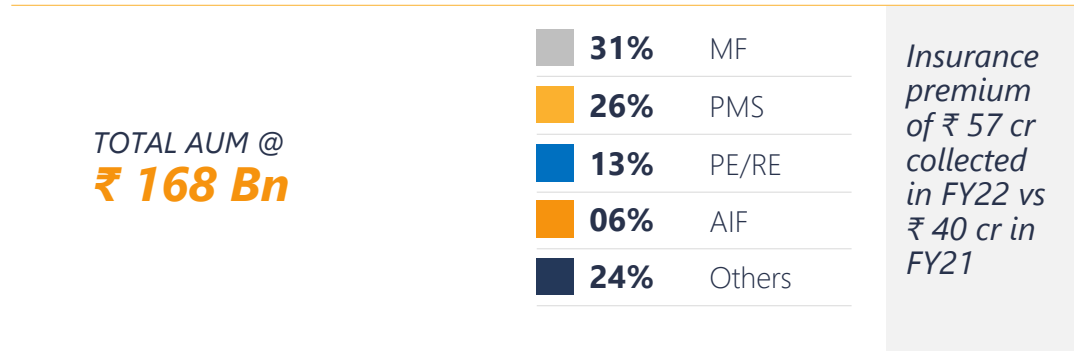
## DP AUM Growth Trend



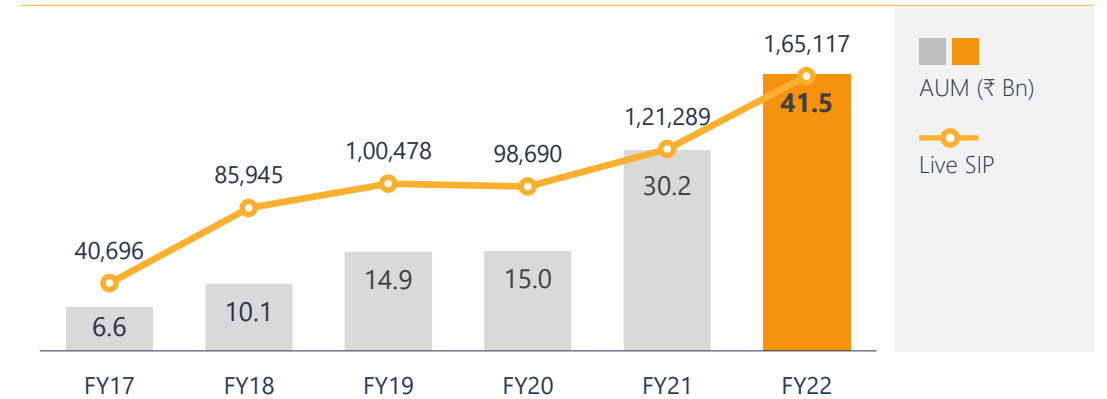
## Rising Distribution (Mass Affluent) AUM



## Distribution AUM Mix



## SIP AUM and Live SIP Count





# Broking and Distribution - Various Initiatives to Enhance Our Digital Journey

**RESEARCH 360 –  
POWERED BY MOTILAL  
OWSAL**

In the process to launch Subscription Based Research Portal

**PROJECT  
SUPER APP**

In the process to launch Super Fina App in 3-4 quarters where all financial products will be available on 1 platform with enhanced features



UI/UX improvement of MO Trader App



Enhancing E-KYC Journey



Revamping Options Flow



Strengthening In-House Digital Team

# Asset Management

## ₹ 490 Bn

AMC AUM stood at ₹ 490 bn, +13% YoY

## ₹ 100 Bn

Passive AUM crossed ₹ 100 Bn mark

## 49%

Strong traction in AMC gross sales, up 49% YoY in FY22

## 54%

Strong growth in SIP addition, +54% YoY

## ₹ 219 Cr

SIP Inflows touched an all-time high of ₹ 219 cr in March

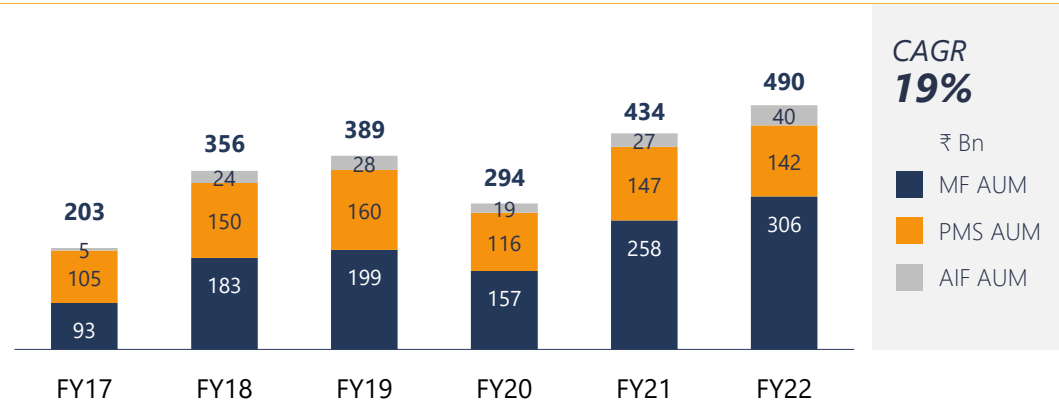
- Highest ever profit recorded in FY22 led by strong growth in net flows and average AUM.
- Q4FY21 PAT includes tax refund of ₹ 95 mn and higher profit share on alternates at ₹ 220 mn vs ₹ 50 mn in Q4FY22. Excluding these adjustments, PAT growth would have been 20% in Q4FY22 and 31% in FY22 on YoY basis.
- Gross sales of AMC improved 49% YoY in FY22 led by 30% growth in MF and 125% growth in Alternate sales. Further, improvement in performance coupled with decline in redemptions across MF and PMS products has resulted in strong positive net sales of AMC in FY22 as compared to net outflows in FY21.
- Focus on CAT III long only close ended AIF with AUM of ₹ 58 bn (₹ 40 bn AUM + ₹ 18 bn commitment).
- Received strong traction in Passive offerings, our AUM crossed ₹ 100 bn mark. Most of the investments by large family offices are preferring our unique passive and international offerings.
- Added around 4.8 lakh SIPs in FY22, +54% YoY. New SIP count market share stood at 1.8% in FY22.
- SIP inflows in FY22 was at ₹ 22 bn, +30% YoY (on realised basis).

PARTICULARS (₹ Mn)	Q4FY22	Q4FY21	YoY (%)	Q3FY22	QoQ (%)	FY22	FY21	YoY (%)
<b>Avg. AUM (Bn)</b>	<b>492</b>	<b>433</b>	<b>14%</b>	<b>503</b>	<b>-2%</b>	<b>482</b>	<b>382</b>	<b>26%</b>
• MF	307	255	20%	315	-2%	299	216	38%
• Alternates	182	174	5%	186	-2%	181	160	13%
<b>Total Revenues</b>	<b>1,697</b>	<b>1,831</b>	<b>-7%</b>	<b>1,675</b>	<b>1%</b>	<b>6,225</b>	<b>5,320</b>	<b>17%</b>
• Mutual Fund (Net)	489	364	34%	439	12%	1,653	1,177	41%
• Alternates (Net)	530	719	-26%	584	-9%	2,076	1,976	5%
Opex	387	350	11%	356	9%	1,421	1,161	22%
EBITDA	698	754	-7%	684	2%	2,451	2,033	21%
EBITDA Margin	41%	41%	-	41%	-	39%	38%	-
PBT	694	750	-7%	680	2%	2,430	2,003	21%
<b>PAT</b>	<b>527</b>	<b>691</b>	<b>-24%</b>	<b>528</b>	<b>-</b>	<b>1,829</b>	<b>1,602</b>	<b>14%</b>

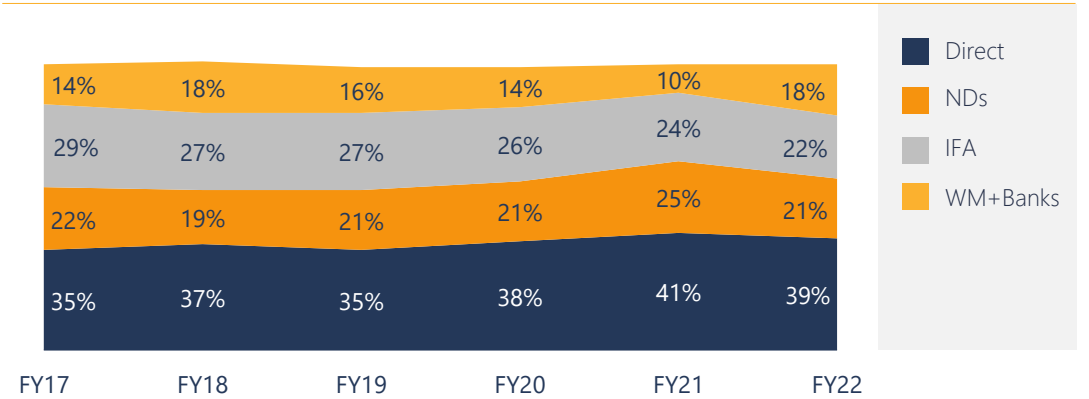


# Asset Management – Potential Levers to Scale Business

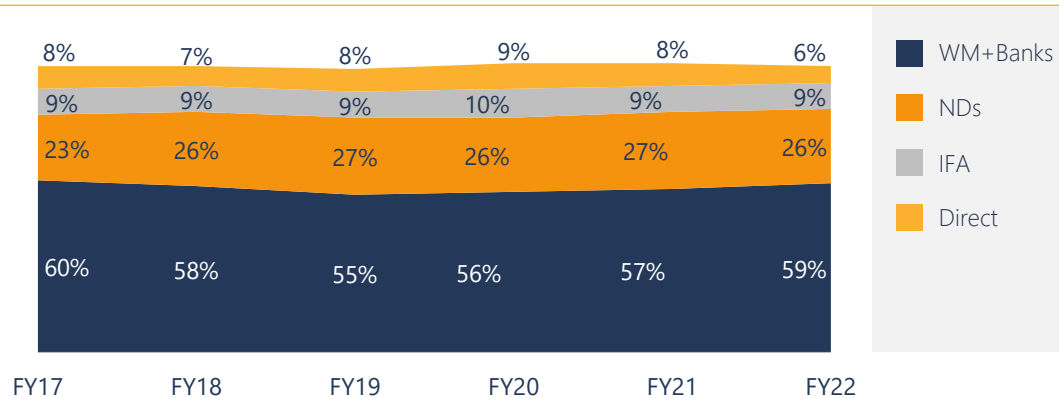
## MOAMC AUM Breakup and Growth trend



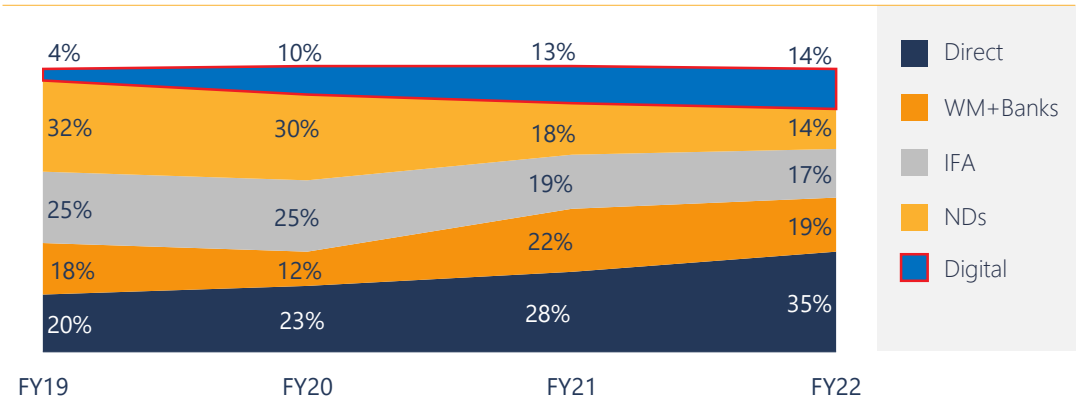
## MOMF AUM mix



## MO Alternates AUM mix

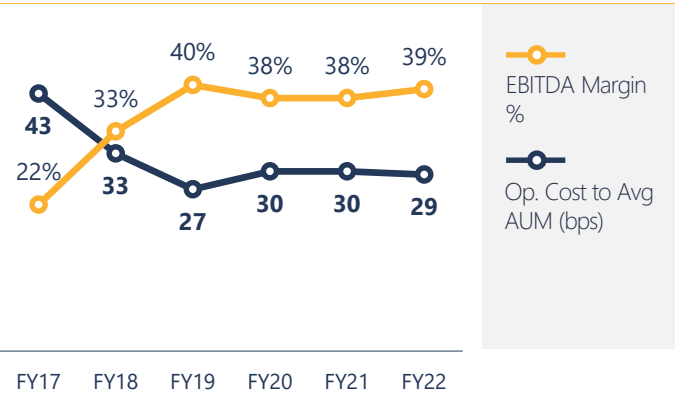


## MO MF GS mix

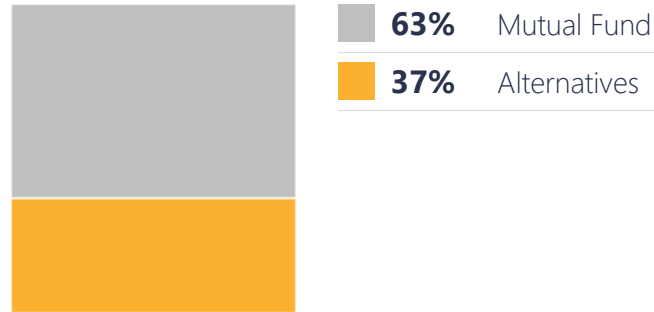


# Asset Management – Potential Levers to Scale Profitability

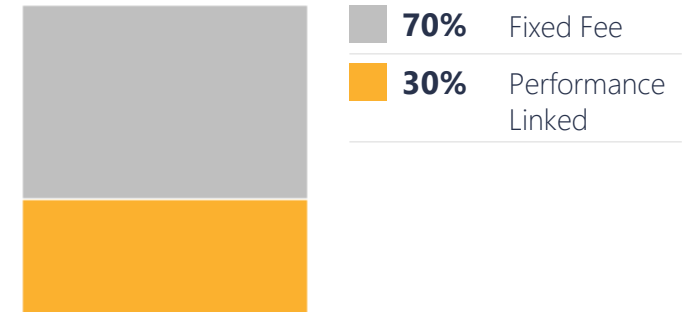
## AMC EBITDA Margin and Opex to AAUM trend



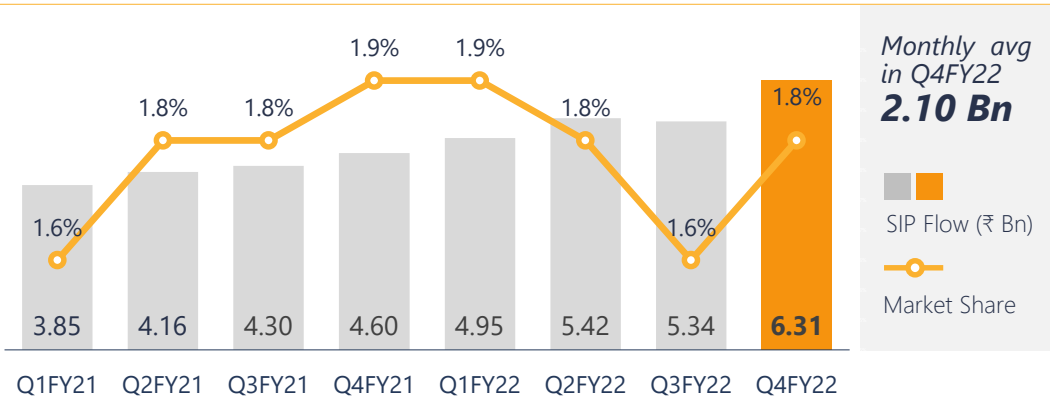
## Alternatives share in AUM



## Performance linked AUM share in alternatives

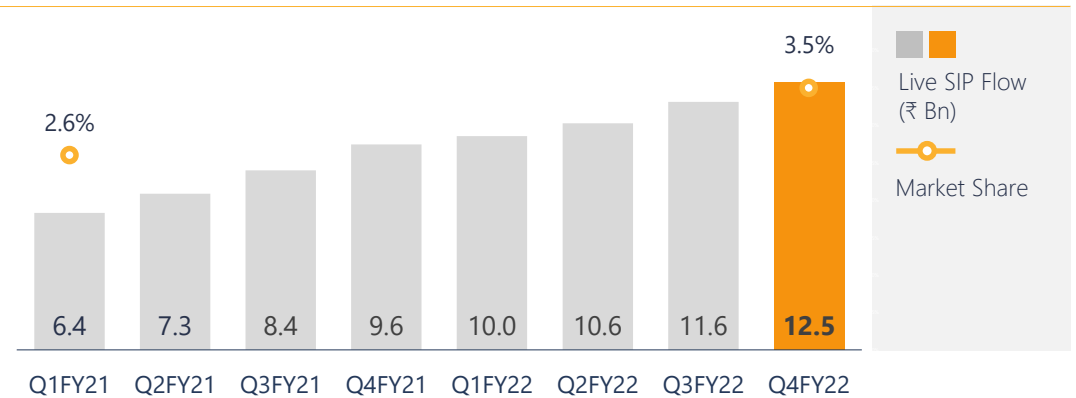


## MOMF SIP flows



**Note:**  
SIP Flows amount are on realized basis

## MOMF Live SIP Flows



**Note:**  
Live SIP Flows amount includes unrealized flows.

# Private Equity & Real Estate – Scaling Big

## ₹ 100 Bn

Fee earning PE & RE AUM crossed ₹ 100 bn

## ₹ 40 Bn

IBEF IV achieved its 2<sup>nd</sup> close at ₹ 40 bn

## ₹ 12 Bn

IREF V raised ₹ 12 bn

## ~27% IRR

IBEF I fund has delivered an IRR of 26.8%

## +21% IRR

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

- PE Revenue and PAT excludes ₹ 1,233 mn and ₹ 912 mn respectively of profit on exit of investments in FY22.
- IBEF III fund with a corpus of ~₹ 23 bn stands fully committed with 11 investments; the Fund is tracking top quartile performance compared to funds of its vintage.
- IBEF IV fund, with a target size of ₹ 45 bn, has achieved its 2<sup>nd</sup> close at ₹ 40 bn. We have received strong response for this fund. The full impact on the fee based revenue will be visible in FY23.
- IREF V with a size of ₹ 12.15 bn has deployed ₹ 3.14 bn across 8 investments till date.
- Most of our investments across PE & RE products will start maturing in next 24-36 months which will result in high profits from exit of investments on consistent basis.

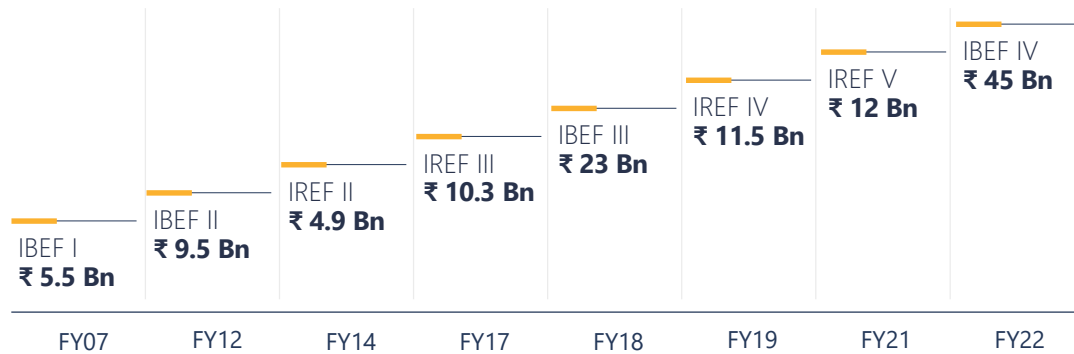
PARTICULARS (₹ Mn)	Q4FY22	Q4FY21	YoY (%)	Q3FY22	QoQ (%)	FY22	FY21	YoY (%)
<b>Total Revenues</b>	<b>469</b>	<b>245</b>	<b>92%</b>	<b>323</b>	<b>45%</b>	<b>1,306</b>	<b>998</b>	<b>31%</b>
Operating Cost	264	146	81%	185	43%	771	604	28%
EBITDA	204	99	107%	138	48%	534	394	36%
PBT	203	98	107%	137	48%	531	387	37%
<b>PAT</b>	<b>203</b>	<b>72</b>	<b>184%</b>	<b>89</b>	<b>128%</b>	<b>431</b>	<b>295</b>	<b>46%</b>
<b>PAT incl. profit share</b>	<b>203</b>	<b>72</b>	<b>184%</b>	<b>89</b>	<b>128%</b>	<b>1,343</b>	<b>295</b>	<b>355%</b>

#### Note:

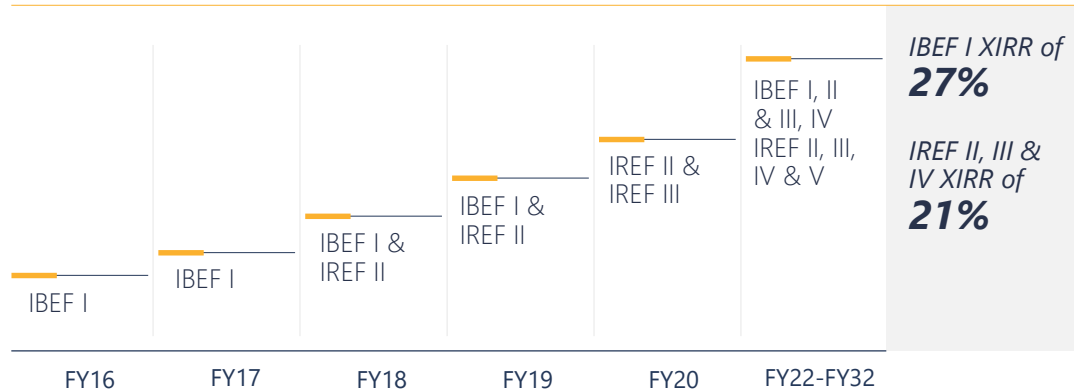
1. Revenue growth was higher on QoQ basis due to ₹ 140 mn of income generated from 1<sup>st</sup> and 2<sup>nd</sup> close of IBEF IV in Q4FY22 vis-à-vis ₹ 45 mn generated from 1<sup>st</sup> close in Q3FY22.
2. In Q4FY22, PBT and PAT were same because of tax synergy due to de-merger.

# PE & RE – Exits from 7 Funds provides Strong Visibility Over Next Decade

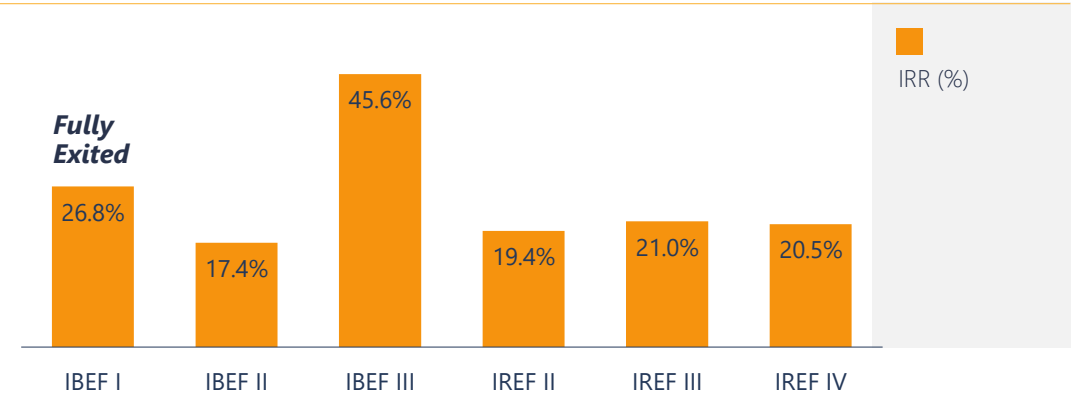
## Launch period of PE & RE Funds



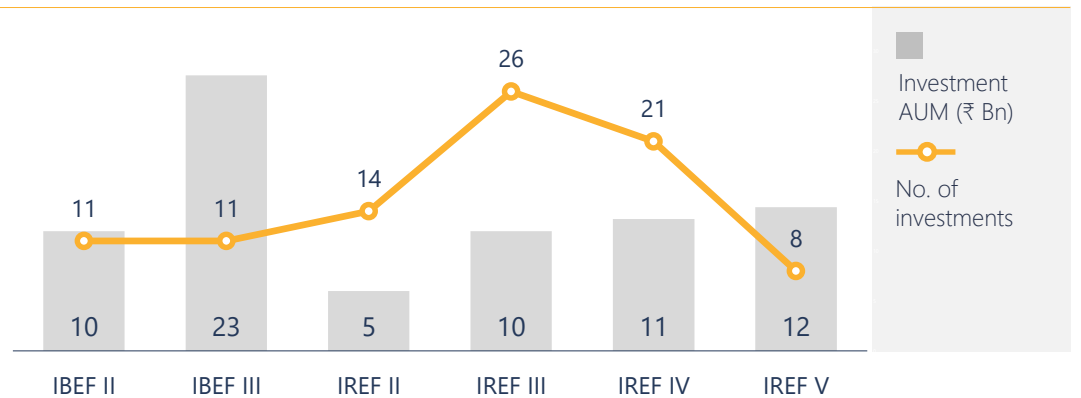
## Exit period of PE & RE Funds



## PE & RE Fund Level IRR



## PE & RE Active Investments



# Wealth Management - Aiming High

## ₹ 344 Bn

Wealth AUM at an all-time high at ₹ 344 bn, up 36% YoY

## ₹ 54 Bn

Strong traction in Net Sales at ₹ 54 bn in FY22, +99% YoY

## 89%

Trail income covers 89% of expenses; will help in protecting margin in downturn

## ~4,660

Total families

## ₹ 13.5 Mn

RM Productivity in FY22 (Revenue per RM)

- Wealth business demonstrated strong growth in revenue and profitability in FY22 led by significant traction in net sales and average AUM.
- Net Sales in FY22 doubled on YoY basis at ₹ 54 bn.
- Strong operating leverage is visible led by improvement in RM productivity. We continue to invest in this business by adding RMs; we added 21 RMs in FY22.
- RM Vintage (3+ years) have improved to 49% in FY22 from 46% in FY21.
- Trail based revenue model since inception has helped us to cover our fixed costs despite higher investment in RMs in the recent past.
- Yield stood at 63 bps. Equity mix of ~63% in total AUM in FY22.
- Launched several new products during the year across various asset classes. New portfolio managers are getting on-boarded with differential offerings.

PARTICULARS (₹ Mn)	Q4FY22	Q4FY21	YoY (%)	Q3FY22	QoQ (%)	FY22	FY21	YoY (%)
AUM (Bn)	344	253	36%	342	1%	344	253	36%
<b>Revenues</b>	<b>477</b>	<b>371</b>	<b>28%</b>	<b>593</b>	<b>-20%</b>	<b>1,941</b>	<b>1,271</b>	<b>53%</b>
Operating Cost	317	212	50%	290	10%	1,100	888	24%
EBITDA	159	159	-	303	-47%	841	383	120%
EBITDA Margin	33%	43%	-	51%	-	43%	30%	-
PBT	135	157	-14%	299	-55%	801	371	116%
<b>PAT</b>	<b>100</b>	<b>115</b>	<b>-12%</b>	<b>223</b>	<b>-55%</b>	<b>594</b>	<b>275</b>	<b>116%</b>

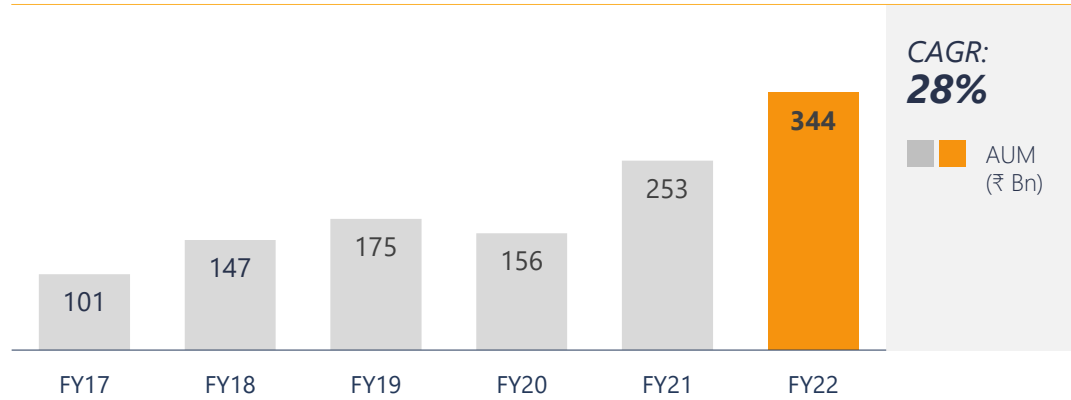
#### Note:

Revenue growth was lower on QoQ basis due to ₹ 25 mn of income generated from 2<sup>nd</sup> close of IBEF IV in Q4FY22 vis-à-vis ₹ 140 mn generated from 1<sup>st</sup> close in Q3FY22.

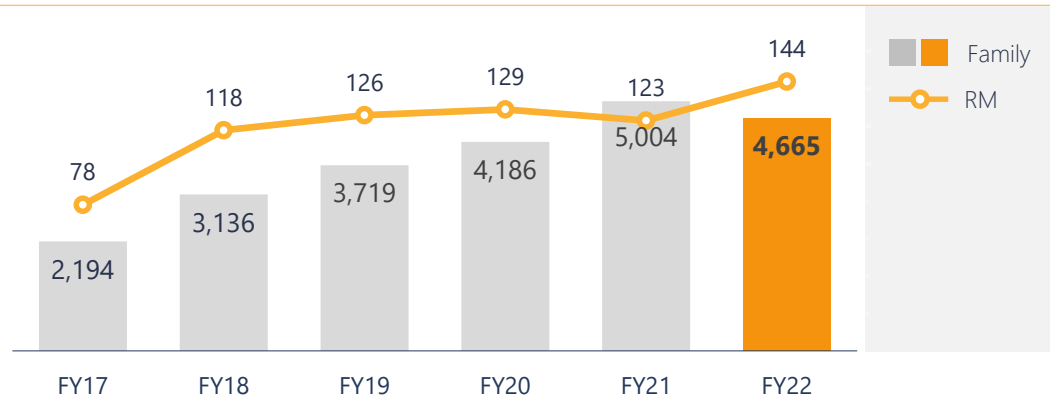


# Wealth Management

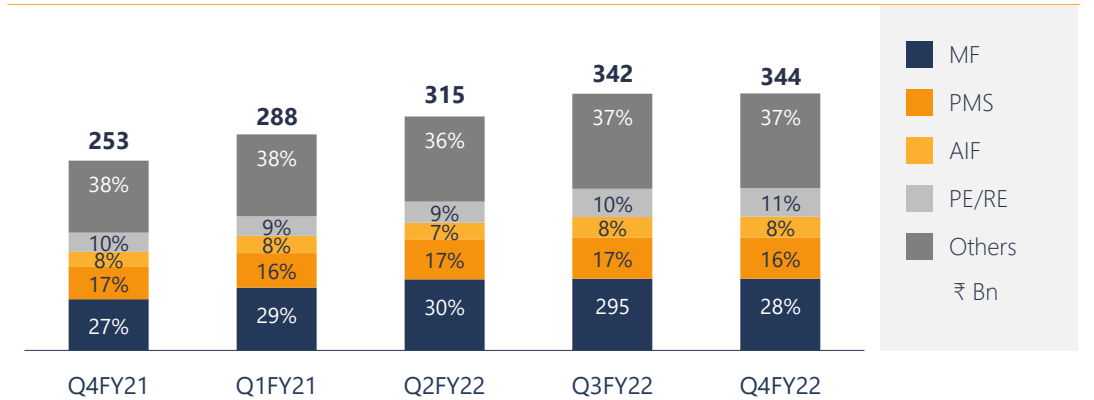
## Wealth AUM



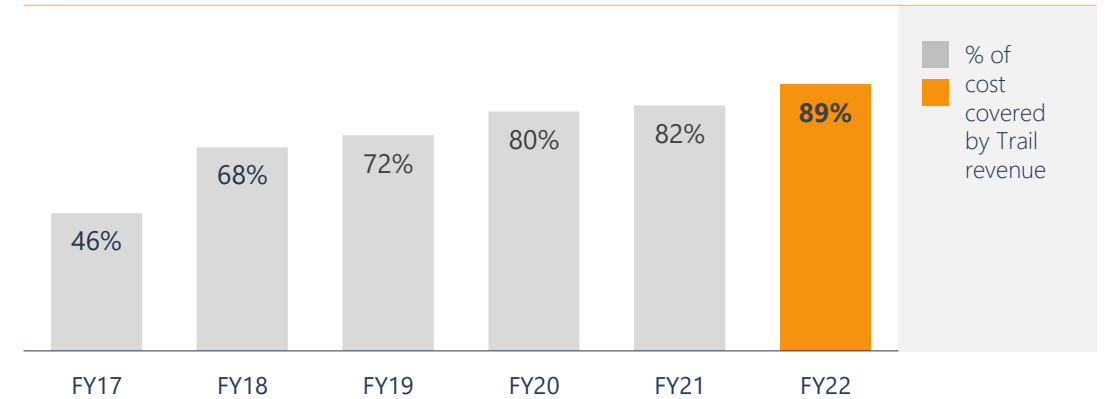
## Wealth UHNI Family Clients and Sales RM



## AUM Breakup

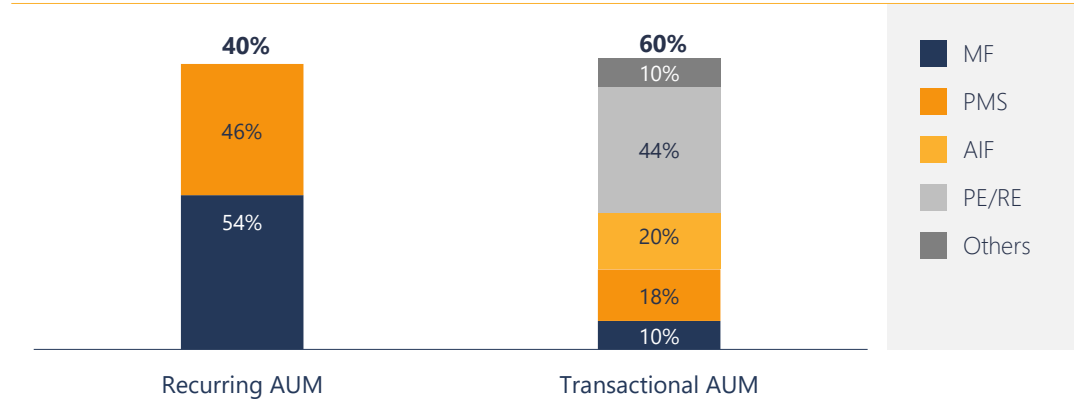


## Trail income will protect margin in downturn

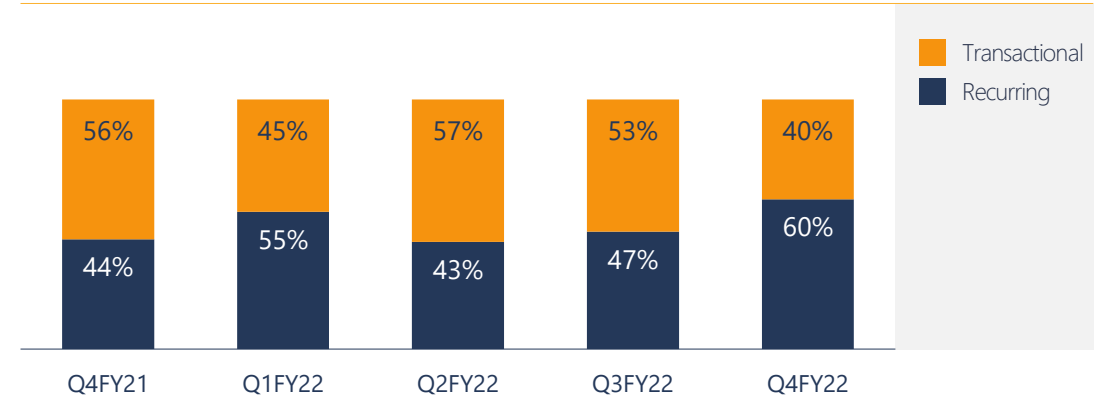


# Wealth Management

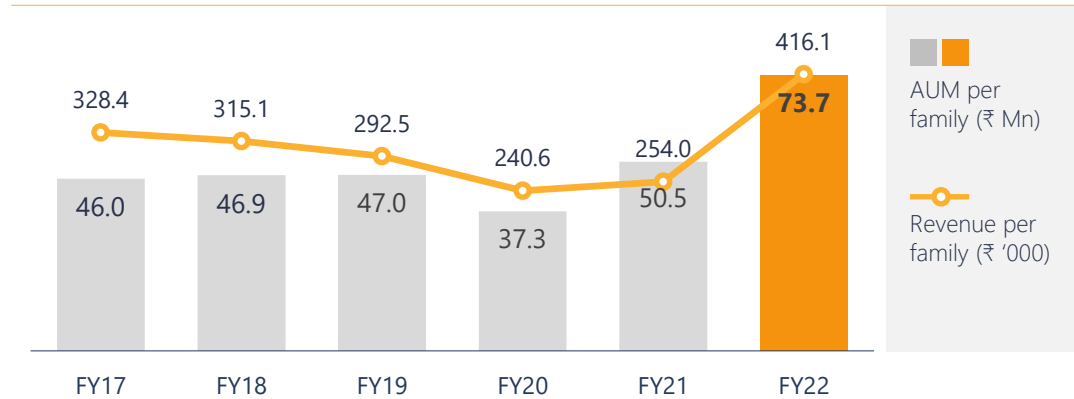
## AUM Mix- Q4FY22



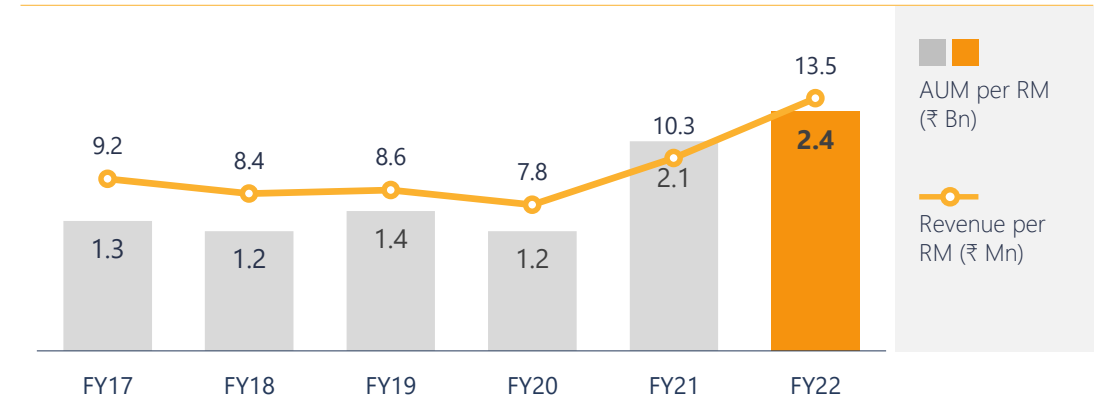
## Revenue Mix



## AUM and Revenue per Family Trend



## RM Productivity



# Home Finance

## >2x Growth

Disbursements witnessed a robust >2x YoY growth in FY22

## ECB- \$50 Mn COF @7%

Received USD 50 mn commitment from DFC via ECB route

## AA (Stable)

Incremental COF in FY22 led by long term diversified liabilities

## Expansion

CRISIL upgraded rating to AA (stable)

Expanded our presence in Northern India by entering into 3 new States/UTs in FY22

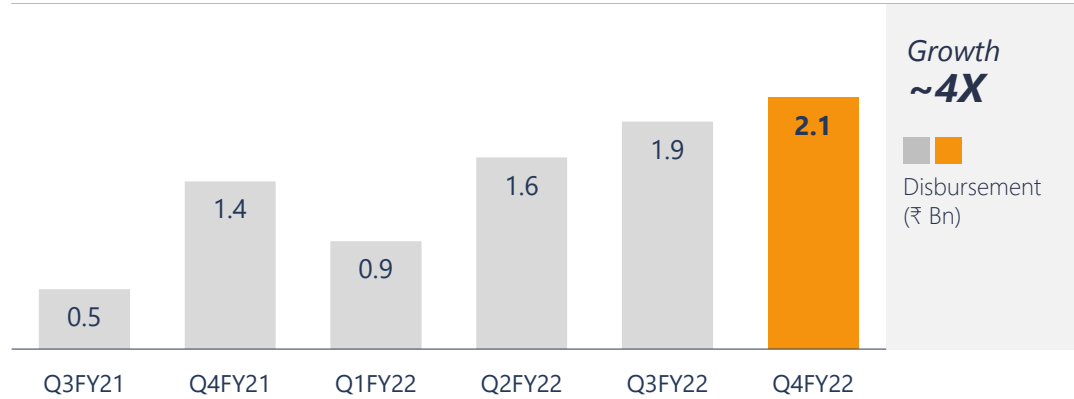
- MOHFL reported highest ever profit of ₹ 929 mn in FY22 led by robust disbursement growth of 136% YoY to ₹ 6.4 bn.
- Yield on Advances stood at 13.9% in FY22 while Cost of Funds was down by 105 bps YoY to 8.2%, resulting in expansion in Spread by 66 bps YoY to 5.7%.
- NII grew by 11% YoY in FY22 led by robust disbursement and improvement in cost of funds. NIM expanded to 7.3% in FY22 mainly on account of lower cost of funds.
- GNPA was down by 60 bps YoY to 1.6% in FY22 led by improved collection efficiency, which stood at 104% in March 2022.
- MOHFL recently joined hands with U.S. International Development Finance Corporation (DFC), world's largest development finance institution. DFC has committed USD 50 mn as a long term loan (for 15 years @ fixed ROI) under ECB route.
- MOHFL carries liquidity on balance sheet of ₹ 2.7 bn representing 10% of its borrowing. Undrawn sanction of ₹ 12.7 bn as of Mar-22. Net gearing stood at 2.3x, Tier 1 CRAR remained robust at 50%.
- During the quarter, CRISIL upgraded long term ratings to CRISIL AA (stable) from CRISIL AA- (positive).
- We have added net 150 people in sales in FY22. This expansion in sales force coupled with improvement in their productivity would further result in strong disbursement growth in coming quarters.

PARTICULARS (₹ Mn)	Q4FY22	Q4FY21	YoY (%)	Q3FY22	QoQ (%)	FY22	FY21	YoY (%)
<b>Net Interest Income (NII)</b>	<b>706</b>	<b>690</b>	<b>2%</b>	<b>695</b>	<b>2%</b>	<b>2,710</b>	<b>2,445</b>	<b>11%</b>
<b>Total Income</b>	<b>764</b>	<b>771</b>	<b>-1%</b>	<b>741</b>	<b>3%</b>	<b>2,972</b>	<b>2,566</b>	<b>16%</b>
Operating Cost	289	230	25%	265	9%	1,057	858	23%
- Employee Cost	210	148	42%	191	10%	758	577	32%
- Other Cost	78	82	-5%	74	6%	298	282	6%
<b>Operating Profit (Pre-Prov.)</b>	<b>475</b>	<b>540</b>	<b>-12%</b>	<b>476</b>	<b>-</b>	<b>1,915</b>	<b>1,708</b>	<b>12%</b>
Provisioning	-57	197	-	215	-	732	803	-9%
PBT	532	343	55%	261	104%	1,183	904	31%
<b>PAT*</b>	<b>456</b>	<b>184</b>	<b>148%</b>	<b>188</b>	<b>143%</b>	<b>929</b>	<b>398</b>	<b>133%</b>

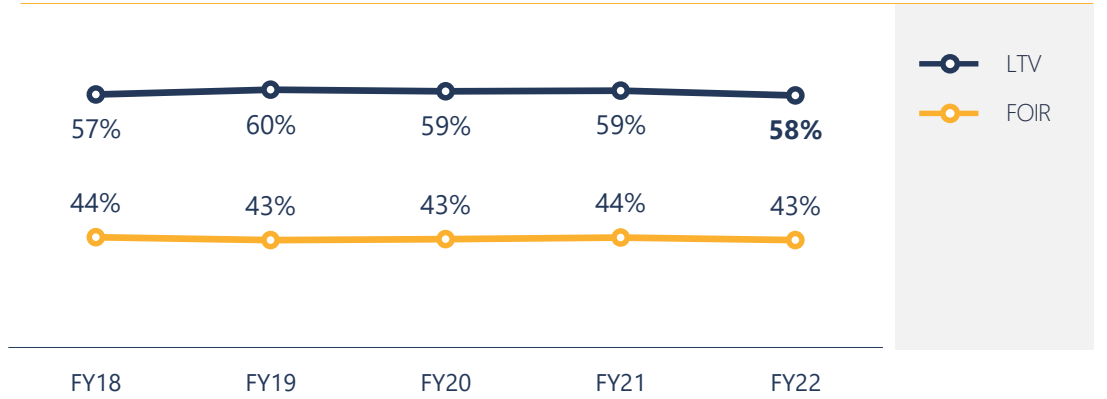
\*FY21 PAT includes impact of deferred tax (₹ 120 mn) due to reinstatement of tax asset post migration to new regime.

# Home Finance – Disbursement Trend

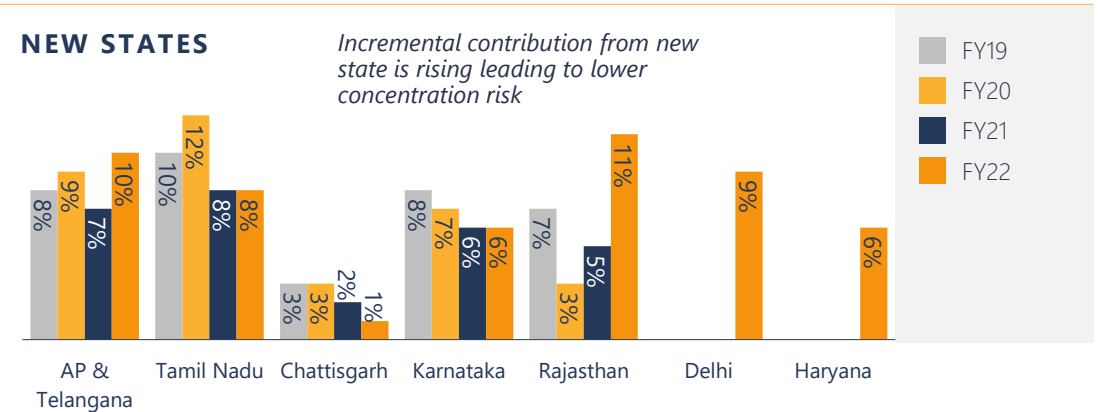
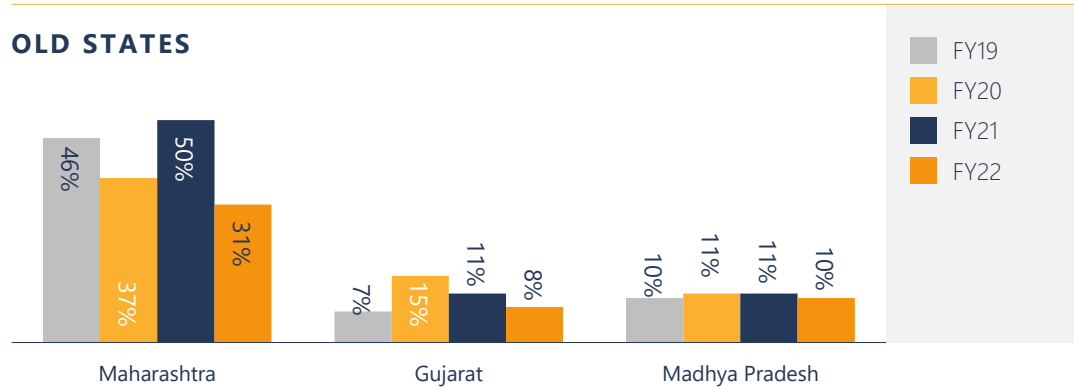
## Disbursement Trend



## Conservative LTV and FOIR



## State Wise Disbursement– Rising new state contribution



# Home Finance

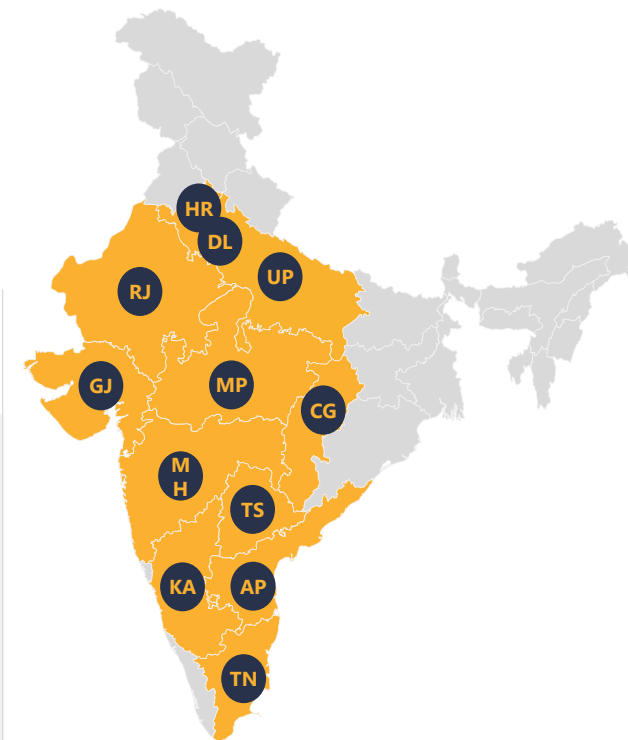
## ECL Provisioning Details

PARTICULARS (₹ MN)	FY22
Stage 1 & 2	34,345
% portfolio in stage 1 & 2	98.36%
<b>Stage 3</b>	<b>572</b>
% portfolio in Stage 3	1.64%
<b>ECL Provision % Stage 1 &amp; 2</b>	<b>1.74%</b>
<b>Total Assets</b>	<b>34,917</b>
ECL Provision	853
<b>ECL Provision %</b>	<b>2.44%</b>
<b>Stage 3 Coverage Ratio</b>	<b>45%</b>

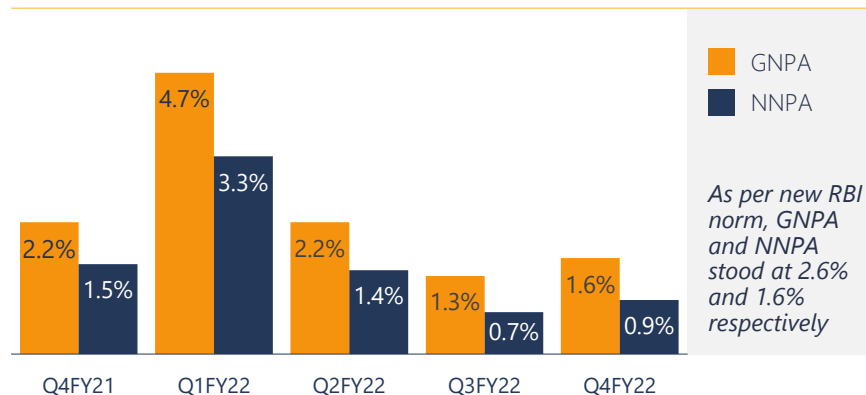
STATE	NOS. OF BRANCHES	
MH	Maharashtra	32
GJ	Gujarat	15
TN	Tamil Nadu	14
RJ	Rajasthan	10
KA	Karnataka	09
MP	Madhya Pradesh	09
AP	Andhra Pradesh	05
HR	Haryana	03
CG	Chhattisgarh	02
TS	Telangana	02
DL	Delhi	02
UP	Uttar Pradesh	01

## MOHFL's Geographic Reach

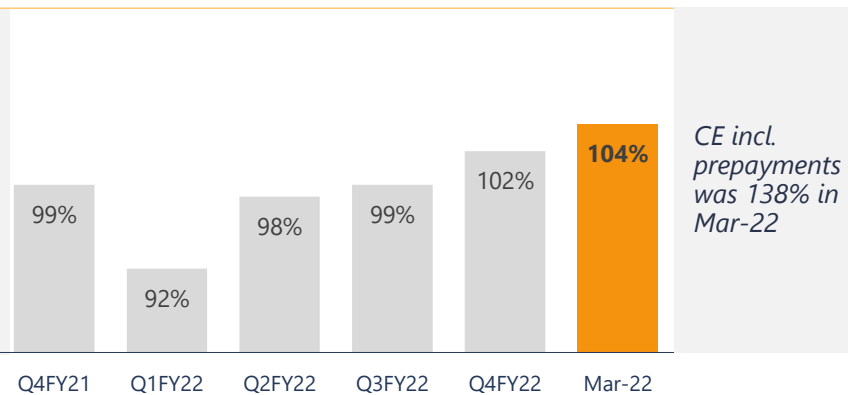
PRESENCE ACROSS  
**104 LOCATIONS IN 12 STATES/UTS**



## MOHFL's GNPA and NNPA Trend

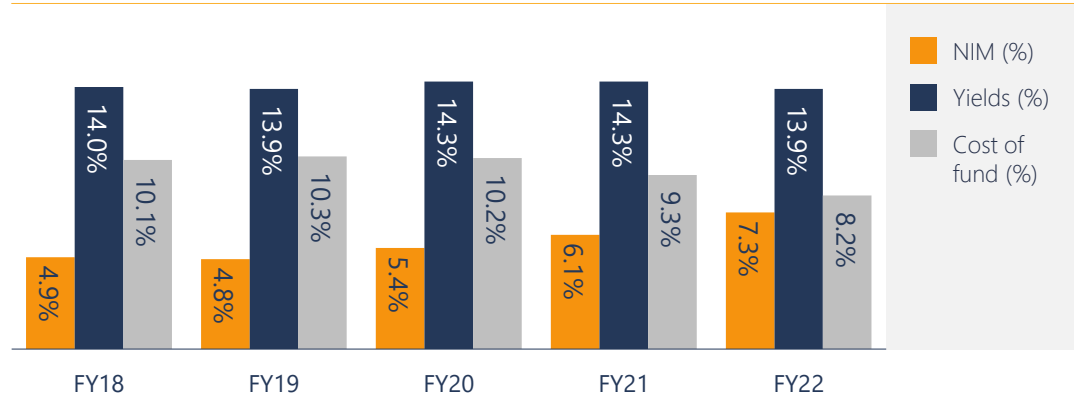


## Collection Efficiency Trend

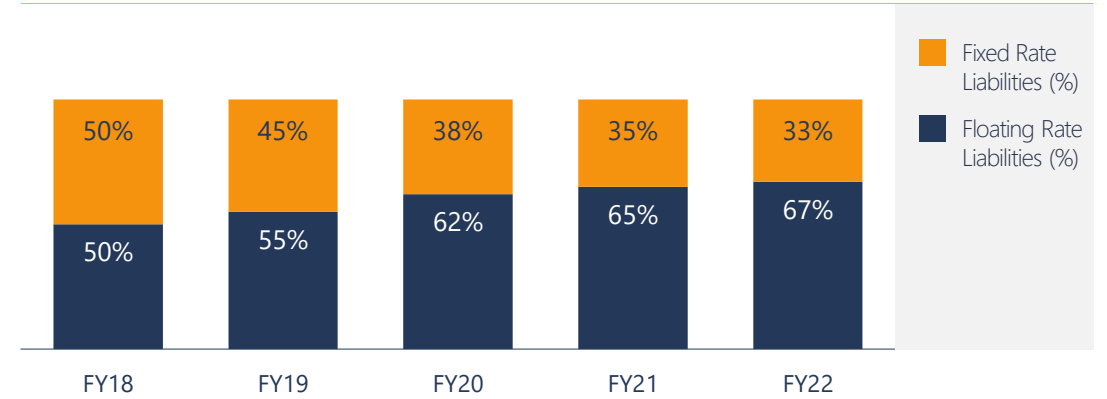


# Home Finance – Strong Liability Management

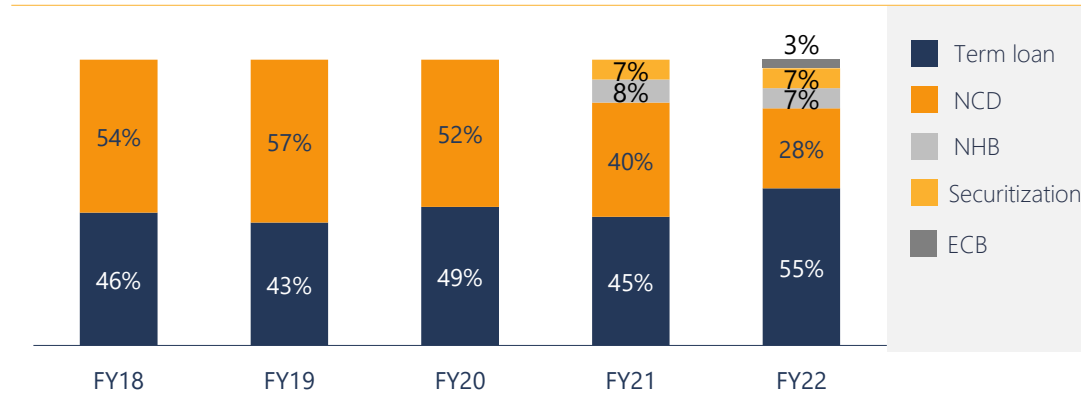
## NIM Expansion Led by Traction in CoF



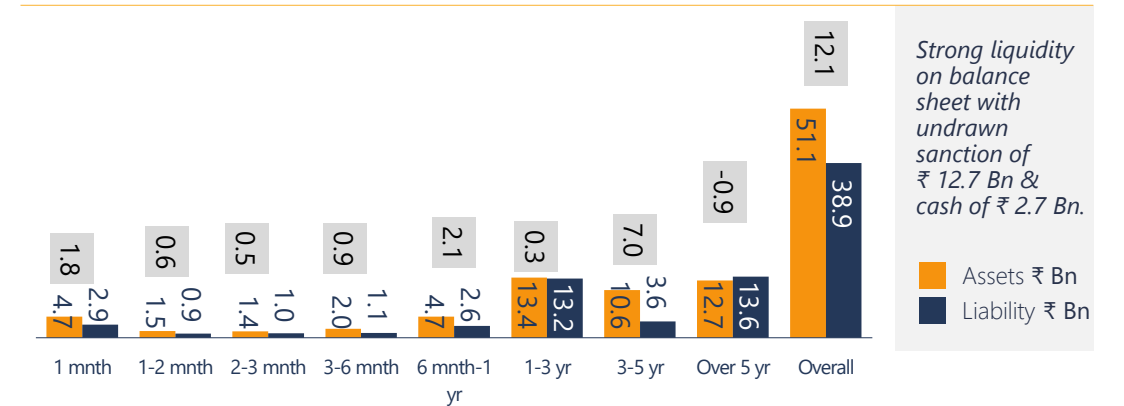
## Liability Mix Based on Rates



## Diversified Liability Mix

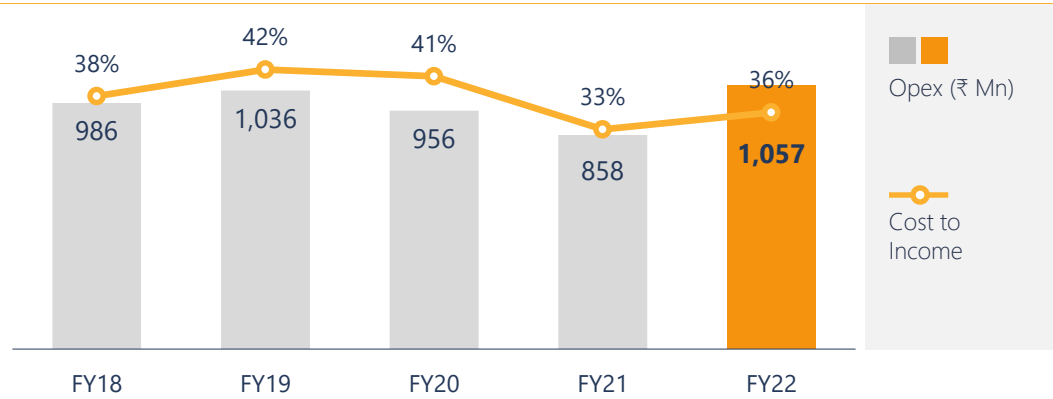


## Positive ALM for 1 year

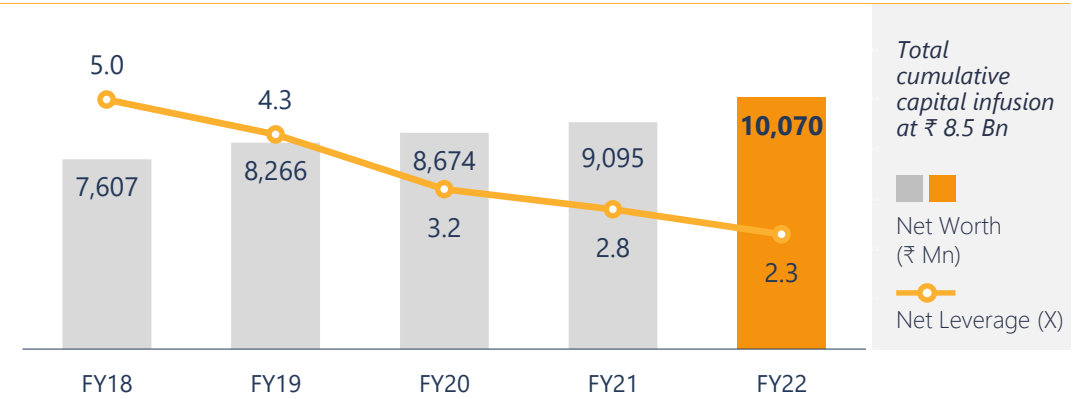


# Home Finance

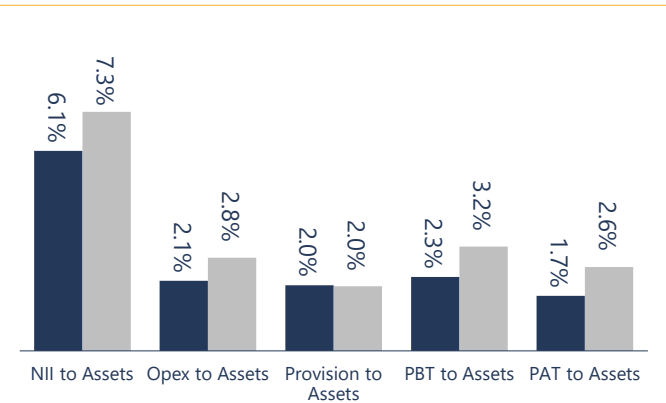
## Opex and Cost to Income Trend



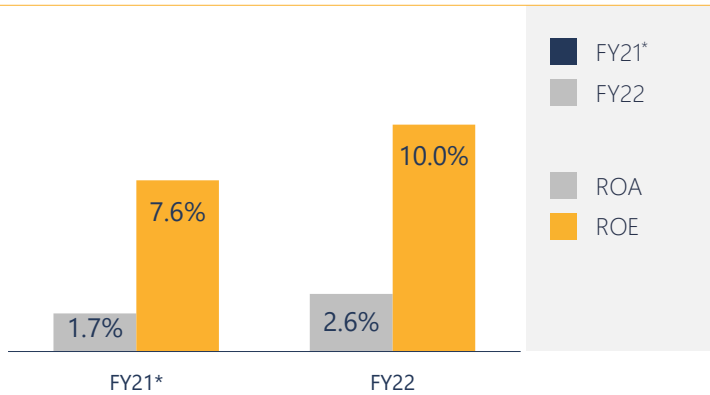
## Net Worth and Net D/E



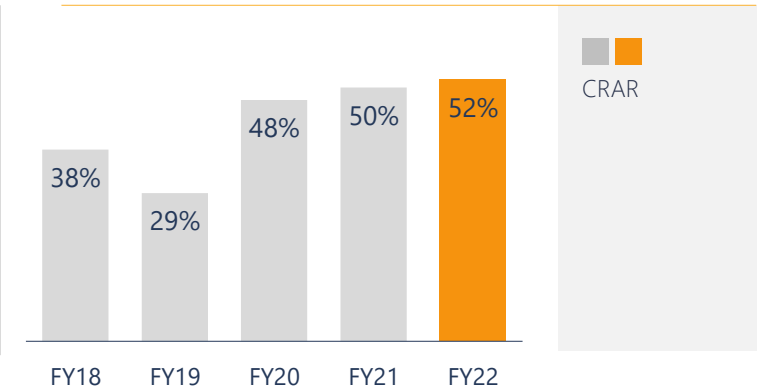
## ROA Tree



## ROA and ROE Trend

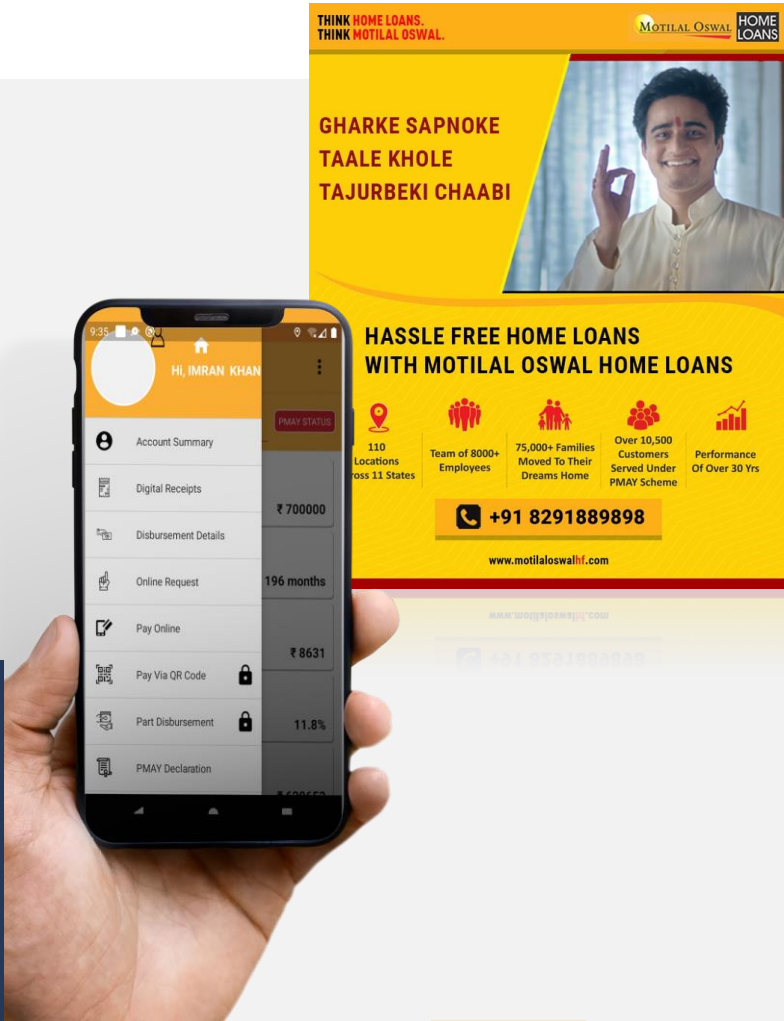


## Capital Adequacy Ratio Trend



**Note:**  
\* ROA and ROE are after excluding the impact of adoption to new tax regime in FY20.

# Adopting the Digital Way



## MOBILITY

- MO Parivaar App for all stakeholders
- 360 Degree view of customer for employees
- Download various certificate, statements and receipts
- Online EMI, PEMI & Part payment facility
- Online E-KYC
- Employee Training Application

## DIGITAL MARKETING

- Chat Bot and E-mail BOT solution for customer query handling
- Whatsapp solutions is In-process
- Digital promotion on major online media platform
- 14,000 + digital leads generated
- Social Media presence on Instagram, Facebook, Twitter, YouTube, Linked In

## CHANNEL PARTNERS (MOF & MOP)

- 80% of channel partners are on-boarding with MO Partner Application
- Real-Time empanelment of MOF and MOP
- Real-Time lead sharing capability
- Real-Time lead Status

## INFRASTRUCTURE

- E-Ticket system for customer query handling
- E-Ticket system for customer query handling
- API Integration (CIRIF & Hunter)
- Digital documentation management
- Individual tracking platform for various loan processes
- Digital payment solutions



# Fund Based Investments

**₹ 40.5 Bn**

Total equity investment including alternate funds as of FY22.

**₹ 26.8 Bn**

Total quoted equity investment as of FY22.

**~₹ 17.9 Bn**

Total unrealised gain on fund-based investments

**~17%**

Cumulative XIRR on total quoted investments

**26%**

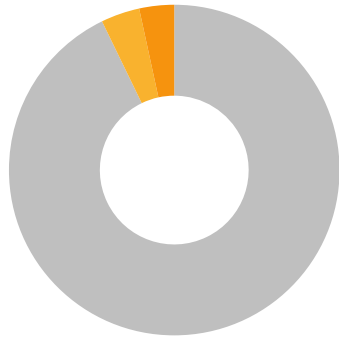
XIRR on PE/RE investments

- 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 ₹ 40.5 bn as of Mar-22, MTM of these gains are now included in earnings under Ind-AS reporting.
- Cumulative XIRR on total quoted equity investments is ~17% (14% on listed/43% on unlisted), whereas XIRR on PE/RE investments stood 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.

PARTICULARS (₹ Mn)	Q4FY22	Q4FY21	YoY (%)	Q3FY22	QoQ (%)	FY22	FY21	YoY (%)
<b>Revenues</b>	<b>558</b>	<b>3,070</b>	<b>-82%</b>	<b>86</b>	<b>-</b>	<b>4,879</b>	<b>9,103</b>	<b>-46%</b>
-MF/Alternates	-911	978	-	145	-	2,226	5,566	-60%
-PE/RE	413	1,869	-78%	-163	-	1,450	3,216	-55%
-Unlisted Shares/Others	1,055	223	373%	104	-	1,203	321	275%
<b>PAT</b>	<b>402</b>	<b>2,748</b>	<b>-85%</b>	<b>85</b>	<b>375%</b>	<b>4,067</b>	<b>7,887</b>	<b>-48%</b>
Fund Based OCI	453	1,233	-63%	-310	-	397	2,896	-86%
<b>TCI</b>	<b>855</b>	<b>3,981</b>	<b>-79%</b>	<b>-226</b>	<b>-</b>	<b>4,465</b>	<b>10,784</b>	<b>-59%</b>

# Fund Based investments – Skin in The Game

## Skin in the Game in AMC (₹ Bn)

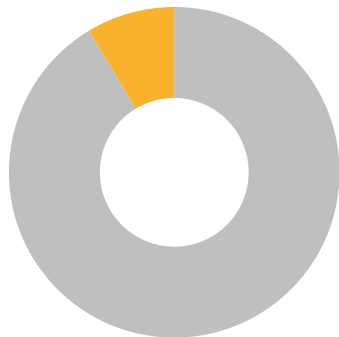


**490** AMC AUM

**20** Sponsor AUM

**18** Promoter AUM

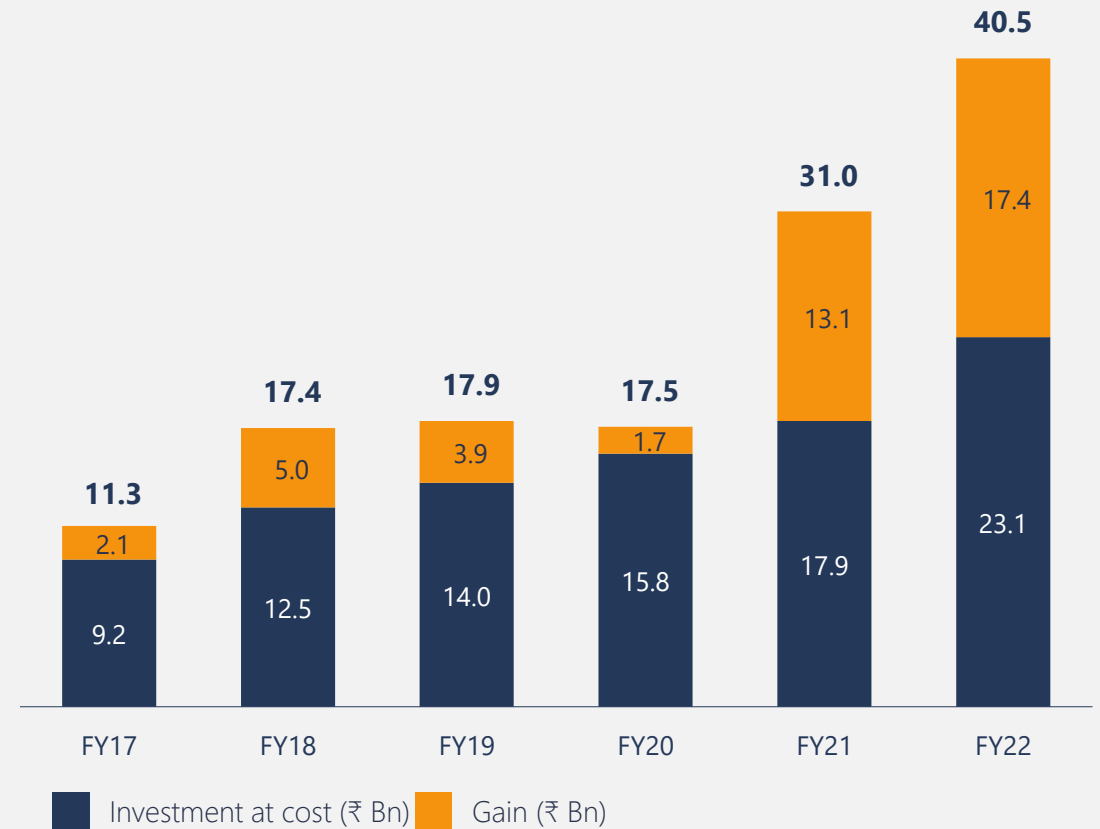
## Skin in the game in PE (₹ Bn)



**74** Committed Investment AUM

**07** Sponsor Commitment in PE

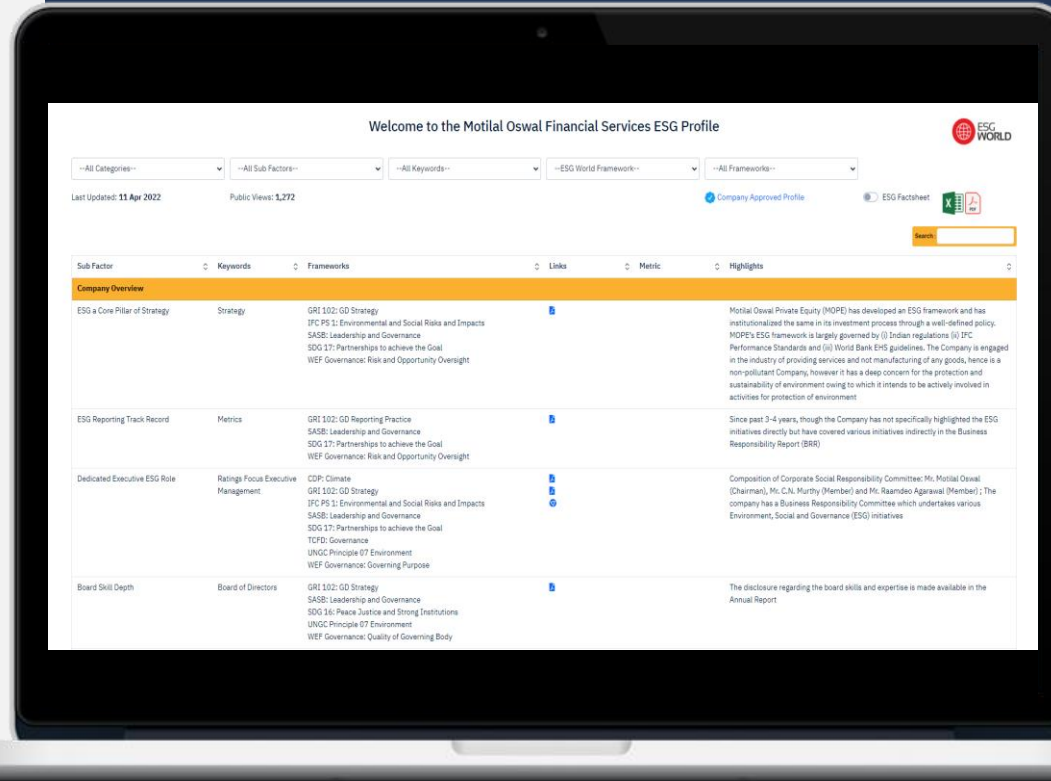
## Strong Growth in investments over the years



# MOFSL - ESG Profile

- Launched online ESG profile platform, a public, consolidated, and searchable profile on MOFSL group website, that summarizes the company's approach towards sustainability.
- Provides insightful and easily accessible information on the impact of group's activities across the three ESG areas.
- This profile will allow various stakeholders such as clients, shareholders, rating agencies etc. to conveniently review and keep abreast of company's rapidly evolving ESG practices.
- By pioneering this effort, MOFSL became one of early adopters of a transparent, comprehensive and real time platform to share company-wide ESG commitments.

## ESG World Frameworks



**CLICK HERE TO VISIT:  
ONLINE ESG PROFILE**

# MOFSL - ESG Initiatives

## ENVIRONMENTAL



- Usage of LED lights which consume 45% less electricity
- Emphasis on increased use of electronic means of communication
- Food wastage awareness drive in head office
- Main office building is equipped with rainwater harvesting system and recycled waste water is reused as flush water and in watering plants
- Around 1,000+ trees planted by employees through various volunteer programs
- We ensure that we fund to projects which is on non agriculture land & non forest land and having all environmental clearance.
- MOHF follows International Finance Corporation (IFC) Performance Standard

## SOCIAL



- Physical & emotional wellbeing assistance program
- Medical – Moral – Financial support to Employees & their families combating Covid
- Set standard practices is followed across all branches to ensure safety of employees
- Dedicated Talent Development Program for developing High Potentials, fast-tracking for Hi-Pos
- Company has formed committee W-I-N-G-S (Women Initiative to Nurture, Grow & Succeed) to ensure substantial women representation in mid-senior level of the organization
- Offers home loan at concessional rate to women borrowers.

## GOVERNANCE



- Diverse Board Composition
- 50% Independent Director in Holding Company and at least 30% 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



# Awards & Accolades

## GREAT PLACE TO WORK

Motilal Oswal Financial Services Limited once again recognized as a Great Place to Work - India certified organization.

## ASIA MONEY BROKERS POLL 2021

Asia Money Brokers Poll 2021  
No. 1 Local Brokerage,  
No. 1 Overall Sales,  
No. 1 Execution Team,  
No. 1 Corporate Access Team.

## INDIA'S SMART MONEY MANAGER AWARDS - 2021

Motilal Oswal Wins Best PMS in 10 years performance across all categories at India's Smart Money Manager Awards - 2021.

## BEST DIGITAL PRIVATE BANK-INDIA AWARD

Motilal Oswal PWM win "Best Digital Private Bank – India" at Asiamoney Private Banking Awards 2022

## BEST WEALTH MANAGER - HIGHLY COMMENDED (INDIA)

Motilal Oswal PWM win "Best Wealth Manager - Highly Commended (India)" award at The Asset Triple A Private Capital Awards 2021.

## BEST VACCINATION CAMPAIGN AWARD

Motilal Oswal awarded "Best Vaccination Campaign" at the iNFRA Workplace Excellence Awards 2021.

## NATIONAL MARKETING EXCELLENCE

Motilal Oswal wins Gold in the "Best 360 Degree Marketing Campaign" for the "Skin in the game" campaign at National Marketing Excellence 2022

## TODAY'S TOP 30 CORPORATE COM TEAMS

Motilal Oswal Corporate Communication team featured in Reputation Today's top 30 corporate communication teams for 2021.





# 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.

## COVID-19 IMPACT

The Covid-19 pandemic have resulted in significant number of cases in India. The impact of the same is uncertain and will depend on on-going as well as future developments. The Company has recognised provisions as on 31<sup>st</sup> March 2022 towards its 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 these results. However, the impact assessment of Covid-19 is a continuing process given its nature and duration. The Company will continue to monitor for any material changes to future economic conditions.

## DISCLAIMER

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MOTILAL OSWAL



# Thank You

2022



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