

MOTILAL OSWAL FINANCIAL SERVICES LIMITED

Registered Office: Palm Spring Centre, Palm Court Complex, 2nd Floor, Link Road, Malad (W), Mumbai - 400 064

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CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER & NINE MONTHS ENDED 31ST DECEMBER 2013

(Rs. in Lacs)

Particulars	Quarter Ended			Nine Months Ended		Year Ended (Audited)
	31.12.2013	30.09.2013	31.12.2012	31.12.2013	31.12.2012	31.03.2013
1. Income from Operations						
(a) Income from Operations	10,662	10,836	10,685	31,598	30,876	42,471
(b) Other Operating Income	692	677	689	2,068	2,404	3,992
Total Income	11,354	11,513	11,374	33,666	33,280	46,463
2. Expenditure						
a. Operating expense	2,635	2,403	2,882	7,452	8,206	11,061
b. Employees' benefit expense	3,284	3,292	2,677	9,551	7,852	10,796
c. Depreciation and amortisation expenses	618	604	657	1,811	1,931	2,585
d. Other expenditure	2,741	2,318	2,159	7,191	6,376	7,991
Total expenses	9,278	8,617	8,375	26,005	24,365	32,433
3. Profit from Operations before Other Income, finance cost & Exceptional Items (1-2)	2,076	2,896	2,999	7,661	8,915	14,030
4. Other Income	397	85	121	759	598	825
5. Profit from Ordinary Activities before finance cost & Exceptional Items (3+4)	2,473	2,981	3,120	8,420	9,513	14,855
6. Finance Cost	84	81	121	251	208	480
7. Profit from ordinary activities after finance cost but before Exceptional Items (5-6)	2,389	2,900	2,999	8,169	9,305	14,375
8. Exceptional Items - (Expense)/Income	(1,877)	(1,948)	1,523	(3,825)	1,523	1,808
9. Prior period items - (Expense)/Income	2	14	-	33	-	-
10. Profit from Ordinary Activities before tax (7-8+9)	514	966	4,522	4,377	10,828	16,183
11. Tax expense	90	325	1,567	1,436	3,538	5,184
12. Net Profit from Ordinary Activities after tax but before minority interests (9-10)	424	641	2,955	2,941	7,290	10,999
13. Share of minority interests in (profits)/ loss	(69)	(79)	(33)	(177)	(53)	(90)
14. Net Profit after tax and Minority Interests (12-13)	355	562	2,922	2,764	7,237	10,909
15. Paid-up equity share capital (Face Value of Re. 1/- Per Share)	1,388	1,389	1,452	1,388	1,452	1,452
16. Reserves excluding Revaluation Reserves	-	-	-	-	-	1,20,334
17. i. Earnings Per Share (EPS) (before Extraordinary items) (of Re. 1/- each)						
a) Basic EPS	0.30	0.45	2.01	2.08	4.98	7.57
b) Diluted EPS	0.30	0.45	2.01	2.08	4.98	7.57
17. ii. Earnings Per Share (EPS) (after Extraordinary items) (of Re. 1/- each)						
c) Basic EPS	0.30	0.45	2.01	2.08	4.98	7.57
d) Diluted EPS	0.30	0.45	2.01	2.08	4.98	7.57
Particulars of Shareholding						
18. Public shareholding						
- Number of shares	3,63,31,845	3,64,61,059	4,33,84,636	3,63,31,845	4,33,84,636	4,31,43,928
- Percentage of shareholding	26.18%	26.25%	29.87%	26.18%	29.87%	29.71%
19. Promoters' and promoter group Shareholding						
a) Pledged/Encumbered						
- Number of shares	NIL	NIL	NIL	NIL	NIL	NIL
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	NIL	NIL	NIL	NIL	NIL	NIL
- Percentage of shares (as a % of the total share capital of the company)	NIL	NIL	NIL	NIL	NIL	NIL
b) Non-encumbered						
- Number of shares	10,24,30,692	10,24,30,692	10,18,51,140	10,24,30,692	10,18,51,140	10,20,91,848
- Percentage of shares (as a % of the total shareholding of promoter and promoter group)	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
- Percentage of shares (as a % of the total share capital of the company)	73.82%	73.75%	70.13%	73.82%	70.13%	70.29%
20. Investors' Complaints						
Pending at the beginning of the period	NIL	NIL	NIL	NIL	1	1
Received during the period	3	11	3	14	8	11
Disposed off during the period	3	11	3	14	9	12
Remaining unresolved at the end of the period	NIL	NIL	NIL	NIL	NIL	NIL

Notes

1) The above results were reviewed by the Audit Committee and taken on record by the Board of Directors of the Company at its Meeting held on Tuesday, 21st January, 2014. The results for the quarter & nine months ended 31st December, 2013 have been reviewed by the Statutory Auditors of the Company.

2) The Company obtained approval from the shareholders, by way of Postal Ballot process on 21st June, 2013 and from SEBI on 2nd July, 2013 to buyback the shares of the Company at a price not exceeding Rs. 90/- per share of upto a maximum of 75,00,000, fully paidup equity shares of Re. 1/- each . Pursuant to this the Company has bought back 64,75,584 shares upto 31st December, 2013. The amount utilised for buyback is Rs. 5,109 Lacs. Out of the said equity shares bought back, 2,345 equity shares have been extinguished post 31st December 2013.

3) Motilal Oswal Group has exposure to National Spot Exchange Limited (NSEL) of Rs 5,561 Lacs with respect to the proprietary positions and Rs 131 Lacs with respect to the funded positions. NSEL has not been able to adhere to its payment obligations over the past few months. Motilal Oswal group has perused legal action against NSEL and others by filing writ petition in Bombay High court and Criminal complaint in Economic Offences Wing (EOW). Pending final outcome which is uncertain, the Company has provided for an amount of Rs 1,877 Lacs (Previous quarter 1,948 Lacs) in this respect for the quarter ending 31st December 2013, which is disclosed under the head "Exceptional items".

4) Effective this quarter ended December 2013, the Company has adopted principles of Accounting Standard -30 "Financial Instruments : Recognition and Measurement". Accordingly for this quarter, the company has designated its Stock-in-trade of Securities and Corresponding Derivatives positions at "fair value through Profit or loss" in order to ensure consistency in recognition and/or measurement of such financial instruments. These instruments are measured at fair value and changes therein are recognized in the profit or loss. All other outstanding derivative contracts in the nature of futures/options /embedded derivatives are measured at fair value. Pursuant to this change, profit after tax for the quarter & nine months ended 31st December 2013 has increased by Rs.7.06 lacs

5) The consolidated results of the Company include the results of the subsidiaries – Motilal Oswal Securities Limited (99.95%), Motilal Oswal Investment Advisors Private Limited (100%), MOPE Investment Advisors Private Limited (formally known as Motilal Oswal Private Equity Advisors Private Limited) (85%), Motilal Oswal Commodities Broker Private Limited (97.55%), Motilal Oswal Capital Markets Private Limited (99.95%), Motilal Oswal Wealth Management Private Limited (99.95%), Motilal Oswal Insurance Brokers Private Limited (99.67%), Motilal Oswal Asset Management Company Limited (99.95%), Motilal Oswal Trustee Company Limited (99.95%), Motilal Oswal Securities International Private Limited (99.95%), Motilal Oswal Capital Markets (Singapore) Pte Ltd (99.95%) & Motilal Oswal Capital Markets (Hongkong) Private Limited (99.95%), Motilal Oswal Real Estate Investment Advisors Private Limited (85%) , Aspire Home Finance Corporation Limited (99.95%)



6)The previous financial quarter / year figures have been regrouped/rearranged wherever necessary to make them comparable.

7) Standalone financial results are summarised below and also available on the Company's website: www.motilaloswal.com.

Particulars	Quarter Ended			Nine Months Ended		Year Ended (Audited)
	31.12.2013	30.09.2013	31.12.2012	31.12.2013	31.12.2012	31.03.2013
Gross Revenue	3,096	3,128	3,065	7,984	6,572	9,490
Profit Before Tax	1,319	1,739	2,141	3,833	3,980	4,540
Profit After Tax	1,364	1,600	1,916	3,498	3,394	3,875

8) CONSOLIDATED UNAUDITED SEGMENT RESULTS FOR THE QUARTER AND NINE MONTH ENDED 31ST DECEMBER 2013

Particulars	Quarter Ended			Nine Months Ended		Year Ended (Audited)
	31.12.2013	30.09.2013	31.12.2012	31.12.2013	31.12.2012	31.03.2013
1. Segment Revenue						
(a) Broking & Other related activities	7,918	7,601	8,459	23,526	25,463	34,411
(b) Financing & Other activities	1,735	1,678	1,615	5,191	4,397	7,315
(c) Asset Management & Advisory	2,146	2,382	1,577	6,078	4,489	6,602
(d) Investment Banking	114	448	200	648	700	780
(e) Unallocated	833	577	541	1,915	1,392	2,077
Total	12,746	12,686	12,392	37,358	36,441	51,185
Less: Inter Segment Revenue	993	1,089	897	2,914	2,563	3,897
Income From Operations, Other Operating income & Other Income	11,753	11,597	11,495	34,444	33,878	47,288
2. Segment Results Profit / (Loss) before tax and interest from Each segment						
(a) Broking & Other related activities	1,274	1,270	1,797	4,386	6,515	8,877
(b) Broking & Other related activities (exceptional item)	(1,829)	(1,903)	1,523	(3,732)	1,523	3,446
(c) Financing & Other activities	(82)	289	691	1,000	1,805	4,003
(d) Financing & Other activities (exceptional item)	(48)	(45)	-	(93)	-	(1,638)
(e) Asset Management & Advisory	438	677	274	1,102	644	1,196
(f) Investment Banking	(198)	147	(98)	(284)	(438)	(661)
(g) Unallocated	1,070	639	513	2,198	1,326	1,936
Total	625	1,074	4,699	4,577	11,376	17,159
Less: (i) Interest	111	108	178	200	548	976
Profit/(Loss) from Ordinary Activities before Tax	514	966	4,522	4,377	10,828	16,183
3. Capital Employed						
(Segment assets – Segment Liabilities)						
(a) Broking & Other related activities	29,561	42,292	39,218	29,561	39,218	48,212
(b) Financing & Other activities	56,280	54,659	58,809	56,280	58,809	58,852
(c) Asset Management & Advisory	839	946	82	839	82	478
(d) Investment Banking	628	844	712	628	712	746
(e) Unallocated	30,832	20,770	21,221	30,832	21,221	13,498
Total	1,18,140	1,19,511	1,20,042	1,18,140	1,20,042	1,21,786

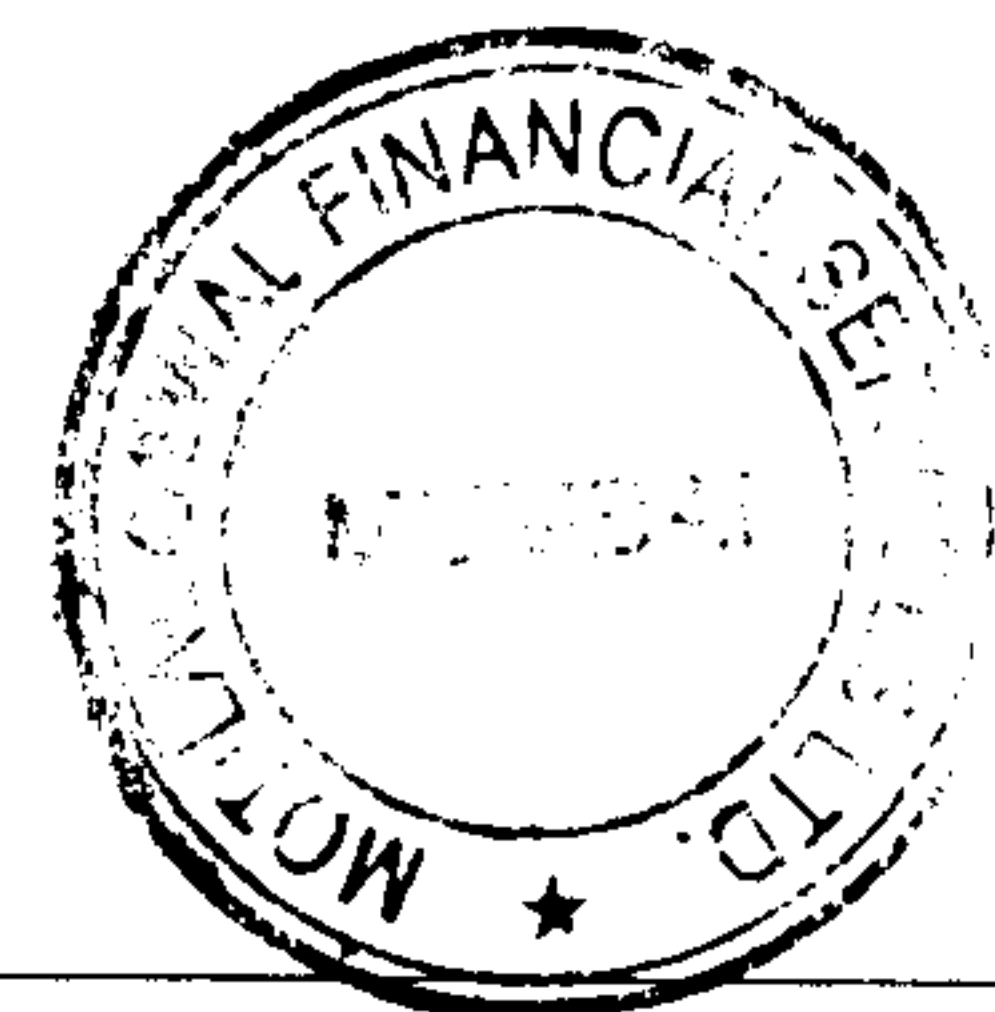
Notes:

9. The above Segment information is presented on the basis of the unaudited consolidated financial statements. The company's operations predominantly relate to Broking and other related activities, Financing and other activities, Asset Management & Advisory and Investment banking. In accordance with Accounting Standard -17 on Segment reporting ,Broking and other related activities, Financing and other activities , Asset Management & Advisory and Investment banking are classified as reportable segments. The balance is shown as unallocated items.

10.The previous financial quarter / year figures have been regrouped/rearranged wherever necessary to make them comparable.

On behalf of the Board of Directors
Motilal Oswal Financial Services Limited


Motilal Oswal
Chairman & Managing Director



MOTILAL OSWAL FINANCIAL SERVICES LIMITED

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STANDALONE UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER 2013

(Rs. In Lacs)

Particulars	Quarter Ended			Nine Months ended		Year Ended (Audited)
	31.12.2013	30.09.2013	31.12.2012	31.12.2013	31.12.2012	31.03.2013
1. Income from Operations						
a. Income from Operations	1,693	1687	1,566	5,006	4,200	6,125
b. Other Operating Income	58	(10)	48	181	189	1,155
Total Income	1,751	1,677	1,614	5,187	4,389	7,280
2. Expenditure						
a. Operating expense	60	112	-	172	-	-
b. Employees' benefit expense	165	162	143	478	465	631
c. Depreciation	208	207	219	622	635	836
d. Provision for Standard, Sub standard and Doubtfull asset/write offs	476	214	141	822	366	31
e. Other expenditure	175	167	93	493	381	469
Total expenses	1,084	862	596	2,587	1,847	1,967
3. Profit from Operations before Other Income, finance cost & Exceptional Items (1-2)	667	815	1,018	2,600	2,542	5,313
4. Other Income	1,345	1,451	1,451	2,797	2,183	2,210
5. Profit from Ordinary Activities before finance cost & Exceptional Items (3+4)	2,012	2,266	2,469	5,397	4,725	7,523
6. Finance Cost	645	482	328	1,471	745	1,345
7. Profit from ordinary activities after finance cost but before Exceptional Items (5-6)	1,367	1,784	2,141	3,926	3,980	6,178
8. Exceptional Items - (Expense)/Income	(48)	(45)	-	(93)	-	(1,638)
9. Profit from Ordinary Activities before tax (7-8)	1,319	1,739	2,141	3,833	3,980	4,540
10. Tax expense	-45	139	225	335	586	665
11. Net Profit from Ordinary Activity after tax (9-10)	1,364	1,600	1,916	3,498	3,394	3,875
12. Net Profit after tax	1,364	1,600	1,916	3,498	3,394	3,875
13. Paid-up equity share capital (Face Value of Re 1/- Per share)	1,388	1,389	1,452	1,388	1,452	1,452
14. Reserves excluding Revaluation Reserves						55,361
15(i). Earnings Per Share (EPS) (before Extraordinary items) (of Re. 1/- each)						
a) Basic EPS	0.98	1.14	1.32	2.47	2.34	2.67
b) Diluted EPS	0.98	1.14	1.32	2.47	2.34	2.67
15(ii). Earnings Per Share (EPS) (after Extraordinary items) (of Re. 1/- each)						
c) Basic EPS	0.98	1.14	1.32	2.47	2.34	2.67
d) Diluted EPS	0.98	1.14	1.32	2.47	2.34	2.67
Particulars of Shareholdings						
16. Public shareholding						
- Number of shares	3,63,31,845	3,64,61,059	4,33,84,636	3,63,31,845	4,33,84,636	4,31,43,928
- Percentage of shareholding	26.18%	26.25%	29.87%	26.18%	29.87%	29.71%
17. Promoters' and promoter group Shareholding						
a) Pledged/Encumbered						
- Number of shares	NIL	NIL	NIL	NIL	NIL	NIL
- Percentage of shares (as a % of the total shareholding of promoters' and promoter	NIL	NIL	NIL	NIL	NIL	NIL
- Percentage of shares (as a % of the total share capital of the company)	NIL	NIL	NIL	NIL	NIL	NIL
b) Non-encumbered						
- Number of shares	10,24,30,692	10,24,30,692	10,18,51,140	10,24,30,692	10,18,51,140	10,20,91,848
- Percentage of shares (as a % of the total shareholding of promoters' and promoter	100.00%	100.00%	100.00%	100.00%	100.00%	100.00%
- Percentage of shares (as a % of the total share capital of the company)	73.82%	73.75%	70.13%	73.82%	70.13%	70.29%
18. Investors' Complaints						
Pending at the beginning of the period	NIL	NIL	Nil	NIL	1	1
Received during the period	3	11	3	14	8	11
Disposed off during the period	3	11	3	14	9	12
Remaining unresolved at the end of the period	NIL	NIL	NIL	NIL	NIL	NIL

Notes:-

1) The above results were reviewed by the Audit Committee and taken on record by the Board of Directors of the Company at its Meeting held on Tuesday, 21st January, 2014. The results for the quarter and Nine month ended 31st December, 2013 have been reviewed by the Statutory Auditors of the Company.

2) The Company obtained approval from the shareholders, by way of Postal Ballot process on 21st June, 2013 and from SEBI on 2nd July, 2013 to buyback the shares of the Company at a price not exceeding Rs. 90/- per share of upto a maximum of 75,00,000, fully paidup equity shares of Re. 1/- each. Pursuant to this the Company has bought back 64,75,584 shares upto 31st December, 2013. The amount utilised for buyback is Rs. 5,109 Lacs. Out of the said equity shares bought back, 2,345 equity shares have been extinguished post 31st December 2013.

3)The Company has exposure to National Spot Exchange Limited (NSEL) of Rs 131 Lacs with respect to the funded positions. NSEL has not been able to adhere to its payment obligations over the past few months. The Company has perused legal action against NSEL and others by filing writ petition in Bombay High court and Criminal complaint in Economic Offences Wing (EOW). Pending final outcome which is uncertain, the Company has provided for an amount of Rs 48 Lacs (Previous quarter 45 Lacs) in respect of its funded positions for the quarter ending 31st December 2013 which is disclosed under the head "Exceptional items".

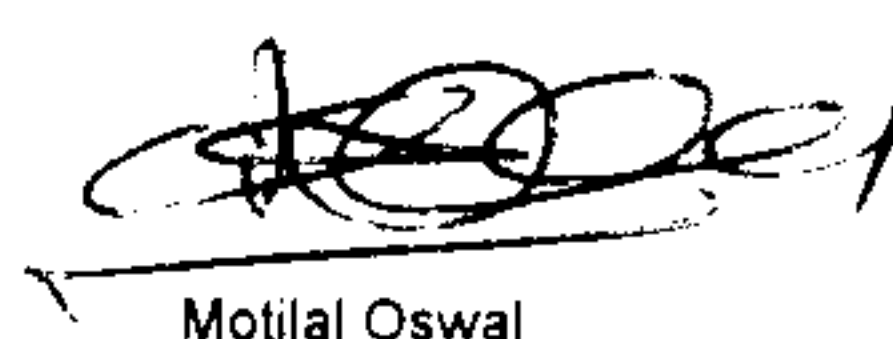
4) Effective this quarter ended December 2013, the Company has adopted principles of Accounting Standard -30 "Financial Instruments : Recognition and Measurement. Accordingly for this quarter, the company has designated its Stock-in-trade of Securities and Corresponding Derivatives positions at "fair value through Profit or loss" in order to ensure consistency in recognition and/or measurement of such financial instruments. These instruments are measured at fair value and changes therein are recognized in the profit or loss. All other outstanding derivative contracts in the nature of futures/options /embedded derivatives are measured at fair value. Pursuant to this change, profit after tax for the quarter & nine month ended 31st December 2013 has increased by Rs.18 lacs

5) The Company is engaged in single segment of financing and other activities as defined in AS-17, hence segment reporting is not applicable to the Company.

6) The previous financial quarter / period ended figures have been regrouped/rearranged wherever necessary to make them comparable.

On behalf of the Board of Directors

Motilal Oswal Financial Services Limited



Motilal Oswal

Chairman & Managing Director

Mumbai, 21st January 2014

shareholders@motilaloswal.com

