

**Motilal Oswal Financial Services Limited**

CIN : L67190MH2005PLC153397

Regd. Office: Motilal Oswal Tower,  
Rahimtullah Sayani Road, Opp. Parel ST Depot,  
Prabhadevi, Mumbai - 400025.

Board: +91223980 4200/7193 4200

Fax: +91 22 3846 2365

January 16, 2019

**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: Unaudited Financial Results (Consolidated and Standalone) for the quarter and nine months ended December 31, 2018**

Dear Sir/Madam,

Pursuant to the provisions of Regulation 33 and Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), we hereby inform the Exchange that the Board of Directors ("Board") of the Company at its meeting held on January 16, 2019 has, inter alia, approved the Unaudited Financial Results (Consolidated and Standalone) of the Company for the quarter and nine months ended December 31, 2018.

In this regard, please find enclosed herewith the Unaudited Financial Results (Consolidated and Standalone) along with the Limited Review Report(s) issued by the Statutory Auditors and Press Release for the quarter and nine months ended December 31, 2018.

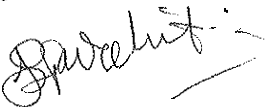
The aforesaid Financial Results would also be made available on the website of the Company at [www.motilaloswalgroup.com](http://www.motilaloswalgroup.com).

The Board Meeting commenced at 05.30 p.m. and concluded at 07.20 p.m.

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

# Walker Chandio & Co LLP

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**Walker Chandio & Co LLP**

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Mumbai - 400 013  
Maharashtra, India

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## **Independent Auditor's Review Report on Consolidated Quarterly Financial results and year to Date Results of Motilal Oswal Financial Services Limited Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

### **To the Board of Directors of Motilal Oswal Financial Services Limited**

1. We have reviewed the accompanying statement of unaudited consolidated financial results ('Statement') of Motilal Oswal Financial Services Limited ('the Company') and its subsidiaries (the Company and its subsidiaries together referred to as 'the Group'), and its associate (Refer Annexure 1 for the list of subsidiaries and associate included in the Statement) for the quarter ended 31 December 2018 and the consolidated year to date results for the period 1 April 2018 to 31 December 2018, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. This Statement is the responsibility of the Company's management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of the Company personnel and analytical procedures, applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as above and upon consideration of the review reports of the other auditors, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with applicable Indian Accounting Standards specified under Section 133 of the Companies Act, 2013 and SEBI Circulars CIR/CFD/CMD/15/2015 dated 30 November 2015 and CIR/CFD/FAC/62/2016 dated 5 July 2016, and other recognised accounting practices and policies has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.



Motilal Oswal Financial Services Limited

Independent Auditor's Review Report on Consolidated Quarterly Financial results-31 December 2018

4. We did not review the financial results of six subsidiaries included in the Statement, whose financial results (before eliminating inter Company transactions) reflect total revenues of ₹ 18,729 lacs and ₹ 59,120 lacs for the quarter and period ended 31 December 2018 respectively, net loss (including other comprehensive income) of ₹ 9,498 lacs and ₹ 13,541 lacs for the quarter and period ended 31 December 2018 respectively, total assets of ₹ 544,383 lacs and net assets of ₹ 103,868 lacs as at 31 December 2018. These financial results have been reviewed by other auditors whose review reports have been furnished to us by the management and our report in respect thereof is based solely on the review reports of such other auditors. Our review report is not modified in respect of these matters.
5. We did not review the financial results of four subsidiaries included in the Statement, whose financial results (before eliminating inter Company transactions) reflect total revenues of ₹ 896 lacs and ₹ 1,965 lacs for the quarter and period ended 31 December 2018 respectively, net profit (including other comprehensive income) of ₹ 435 lacs and ₹ 651 lacs for the quarter and period ended 31 December 2018 respectively, total assets of ₹ 3,740 lacs and net assets of ₹ 3,211 lacs as at 31 December 2018. The Statement also includes the Group's share of net profit (including other comprehensive income) of ₹ 464 lacs and ₹ 685 lacs for the quarter and period ended 31 December 2018 respectively, as considered in the Statement, in respect of one associate, whose financial results have not been reviewed by us. These financial results have not been reviewed by other auditors and have been furnished to us by the management and our report in respect thereof is based solely on the management certified accounts. In our opinion and according to the information and explanation given to us by the management, the same is not material to the Group. Our review report is not modified in respect of these matters.

Further, these subsidiaries are located outside India whose financial results have been prepared in accordance with accounting principles generally accepted in their respective countries and which are not reviewed and have been furnished to us by the management. The Company's management has converted the financial results of such subsidiaries located outside India from accounting principles generally accepted in their respective countries to accounting principles generally accepted in India. We have reviewed these conversion adjustments made by the Company's management. Our report in so far as it relates to the financial results, and balances and affairs of such subsidiaries located outside India is based on the management certified accounts furnished to us by the management and the conversion adjustments prepared by the management of the Company and reviewed by us. Our review report is not modified in respect of these matters.

For Walker Chandiook & Co LLP

Chartered Accountants

Firm Registration No: 001076N/N500013



Sudhir N. Pillai

Partner

Membership No. 105782

Place : Mumbai

Date: 16 January 2019

# Walker Chandio & Co LLP

Motilal Oswal Financial Services Limited

Independent Auditor's Review Report on Consolidated Quarterly Financial results – 31 December 2018

## Annexure 1 – List of entities included in the statement

### List of subsidiaries

| Name of the Company                                                                                             |
|-----------------------------------------------------------------------------------------------------------------|
| Motilal Oswal Commodities Broker Private Limited                                                                |
| Motilal Oswal Investment Advisors Limited (Formerly known as Motilal Oswal Investment Advisors Private Limited) |
| MOPE Investment Advisors Private Limited                                                                        |
| Motilal Oswal Fincap Private Limited (Formerly known as Motilal Oswal Insurance Brokers Private Limited)        |
| Motilal Oswal Finvest Limited (Formerly known as Motilal Oswal Capital Markets Limited)                         |
| Motilal Oswal Wealth Management Limited                                                                         |
| Motilal Oswal Asset Management Company Limited                                                                  |
| Motilal Oswal Trustee Company Limited                                                                           |
| Motilal Oswal Securities International Private Limited                                                          |
| Motilal Oswal Capital Markets (Hongkong) Private Limited                                                        |
| Motilal Oswal Capital Markets (Singapore) Pte. Limited                                                          |
| Motilal Oswal Real Estate Investment Advisors Private Limited                                                   |
| Motilal Oswal Real Estate Investment Advisors II Private Limited                                                |
| Aspire Home Finance Corporation Limited                                                                         |
| India Business Excellence Management Company                                                                    |
| Motilal Oswal Asset Management (Mauritius) Private Limited                                                      |
| Motilal Oswal Capital Limited                                                                                   |

### List of Associate

|                                     |
|-------------------------------------|
| India Realty Excellence Fund II LLP |
|-------------------------------------|



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**MOTILAL OSWAL FINANCIAL SERVICES LIMITED**

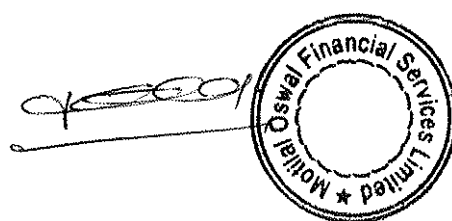
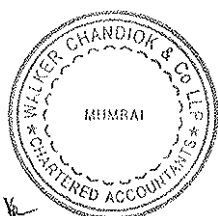
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Tel: +91-22-39804200/71934200, Fax: +91-22-38462365 Email: shareholders@motilaloswal.com Website: www.motilaloswalgroup.com  
CIN: L67190MH2005PLC153397

Statement of unaudited consolidated financial results for the quarter and nine months ended 31 December 2018

(Rs. in Lakhs, unless otherwise stated)

| Particulars                                                                                       | For the quarter ended |                   |                  | For the nine months ended |                  |
|---------------------------------------------------------------------------------------------------|-----------------------|-------------------|------------------|---------------------------|------------------|
|                                                                                                   | 31 December 2018      | 30 September 2018 | 31 December 2017 | 31 December 2018          | 31 December 2017 |
|                                                                                                   | (Un audited)          | (Unaudited)       | (Unaudited)      | (Unaudited)               | (Unaudited)      |
| <b>1) Income</b>                                                                                  |                       |                   |                  |                           |                  |
| Revenue from operations                                                                           | 64,759                | 64,986            | 81,016           | 1,91,194                  | 2,15,564         |
| Other income                                                                                      | 103                   | 189               | 266              | 425                       | 1,708            |
| <b>Total Income (1)</b>                                                                           | <b>64,862</b>         | <b>65,175</b>     | <b>81,282</b>    | <b>1,91,619</b>           | <b>2,17,272</b>  |
| <b>2) Expenses</b>                                                                                |                       |                   |                  |                           |                  |
| Employee benefits expenses                                                                        | 12,870                | 12,554            | 12,999           | 37,329                    | 35,765           |
| Finance cost                                                                                      | 12,517                | 13,009            | 13,328           | 38,575                    | 39,213           |
| Depreciation and amortisation expenses                                                            | 595                   | 597               | 972              | 1,795                     | 2,611            |
| Operating expenses                                                                                | 10,619                | 11,631            | 12,035           | 33,426                    | 34,341           |
| Other expenses                                                                                    | 26,547                | 24,684            | 9,936            | 61,651                    | 24,418           |
| <b>Total Expenses (2)</b>                                                                         | <b>63,148</b>         | <b>62,475</b>     | <b>49,330</b>    | <b>1,72,776</b>           | <b>1,36,348</b>  |
| <b>3) Profit before tax (3) = (1)-(2)</b>                                                         | <b>1,714</b>          | <b>2,700</b>      | <b>31,952</b>    | <b>18,843</b>             | <b>80,924</b>    |
| <b>4) Tax expense/(credit)</b>                                                                    |                       |                   |                  |                           |                  |
| Current tax                                                                                       | 4,219                 | 4,401             | 6,029            | 13,417                    | 15,081           |
| Deferred tax liability/(asset)                                                                    | (5,806)               | (2,210)           | 1,609            | (9,929)                   | 4,141            |
| Minimum alternate tax credit (utilised)/writeoff                                                  | (31)                  | 372               | (303)            | 1,526                     | 458              |
| Short/(excess) provision for earlier years                                                        | (209)                 | (171)             | (26)             | (345)                     | 189              |
| <b>Total tax expenses (4)</b>                                                                     | <b>(1,827)</b>        | <b>2,392</b>      | <b>7,369</b>     | <b>4,669</b>              | <b>19,874</b>    |
| <b>5) Net profit after tax (5) = (3)-(4)</b>                                                      | <b>3,541</b>          | <b>308</b>        | <b>24,583</b>    | <b>14,174</b>             | <b>61,050</b>    |
| <b>6) Share of profit from associates (net of taxes)</b>                                          | <b>464</b>            | <b>146</b>        | <b>249</b>       | <b>686</b>                | <b>805</b>       |
| <b>7) Profit after tax and share in profit of associates (7) = (5)+(6)</b>                        | <b>4,005</b>          | <b>454</b>        | <b>24,832</b>    | <b>14,860</b>             | <b>61,855</b>    |
| <b>8) Other comprehensive income</b>                                                              |                       |                   |                  |                           |                  |
| (i) Items that will not be reclassified to profit or loss                                         |                       |                   |                  |                           |                  |
| - Actuarial gain/(losses) on post retirement benefit plans                                        | 84                    | (7)               | 87               | 173                       | 382              |
| - Fair value gain/(loss) of investment held through fair value through other comprehensive income | 1,569                 | (2,673)           | 3,223            | 133                       | 12,019           |
| (ii) Deferred tax on above                                                                        | (209)                 | 313               | (27)             | (74)                      | (113)            |
| <b>Total other comprehensive income (8)</b>                                                       | <b>1,444</b>          | <b>(2,367)</b>    | <b>3,283</b>     | <b>232</b>                | <b>12,338</b>    |
| <b>9) Total comprehensive income (9) = (7)+(8)</b>                                                | <b>5,449</b>          | <b>(1,913)</b>    | <b>28,115</b>    | <b>15,092</b>             | <b>74,193</b>    |
| <b>10) Net profit attributable to</b>                                                             |                       |                   |                  |                           |                  |
| Owners of parent                                                                                  | 3,990                 | 419               | 24,734           | 14,758                    | 60,859           |
| Non-controlling interests                                                                         | 15                    | 35                | 98               | 102                       | 996              |
| <b>11) Other comprehensive income attributable to:</b>                                            |                       |                   |                  |                           |                  |
| Owners of parent                                                                                  | 1,442                 | (2,368)           | 3,282            | 228                       | 12,336           |
| Non-controlling interests                                                                         | 2                     | 1                 | 1                | 4                         | 2                |
| <b>12) Total comprehensive income attributable to: (12) = (10)+(11)</b>                           |                       |                   |                  |                           |                  |
| Owners of parent                                                                                  | 5,432                 | (1,949)           | 28,015           | 14,986                    | 73,195           |
| Non-controlling interests                                                                         | 17                    | 36                | 100              | 106                       | 998              |
| <b>13) Paid up equity share capital (Face value Rs.1 per share)</b>                               | <b>1,456</b>          | <b>1,456</b>      | <b>1,447</b>     | <b>1,456</b>              | <b>1,447</b>     |
| <b>14) Earning per share (EPS) (not annualised)</b>                                               |                       |                   |                  |                           |                  |
| Basic EPS (Amount in Rs.)                                                                         | 3.73                  | (1.34)            | 19.37            | 10.31                     | 50.60            |
| Diluted EPS (Amount in Rs.)                                                                       | 3.70                  | (1.32)            | 19.06            | 10.20                     | 49.80            |

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Statement of unaudited consolidated financial results for the quarter and nine months ended 31 December 2018

**Consolidated notes:**

1) The unaudited consolidated financial results have been reviewed by the Audit Committee and subsequently approved by the Board of Directors at its meeting held on 16 January 2019, in terms of Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations").

2) Pursuant to receipt of Order dated July 30, 2018 from the Hon'ble National Company Law Tribunal, Mumbai Bench ("NCLT") approving the Scheme of Amalgamation of Motilal Oswal Securities Limited ("Transferor Company") with Motilal Oswal Financial Services Limited ("Transferee Company" or "Company") and their respective shareholders ("Scheme"), the Board of Directors ("Board") of the Company at its Meeting held on August 21, 2018, inter-alia, has made the Scheme effective from August 21, 2018. The Appointed date is April 1, 2017. Accordingly the unaudited figures for the quarter and nine months ended 31 December 2017 has been revised to give effect to the sanctioned Scheme.

The Company has transferred the lending business by way of a slump sale on a going concern basis, to its wholly owned subsidiary, Motilal Oswal Finvest Limited ("MOFL") (formerly known as "Motilal Oswal Capital Markets Limited" as contemplated in the Business Transfer Agreement ("BTA") dated August 23, 2018 at a consideration of Rs. 5,000 lakhs (subject to the post completion adjustments).

3) The Group has adopted Indian Accounting Standards (Ind AS) with effect from 1 April 2018 with comparative figures being restated to make them comparable. The above financial results have been prepared in accordance with the recognition and measurement principles laid down in Ind AS 34 - Interim Financial Reporting prescribed under section 133 of Companies Act, 2013 read with relevant Rules issued thereunder and other accounting principles generally accepted in India.

Reconciliation of net profit for the previous year's quarter and nine months ended 31 December 2017 between the erstwhile Indian GAAP (IGAAP) and Ind AS is as under:

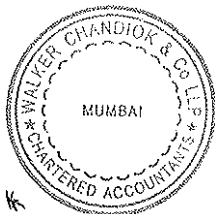
| Particulars                                                                                              | (Rs. in Lakhs)                            |                                               |
|----------------------------------------------------------------------------------------------------------|-------------------------------------------|-----------------------------------------------|
|                                                                                                          | For the quarter ended<br>31 December 2017 | For the nine months ended<br>31 December 2017 |
|                                                                                                          | (Unaudited)                               | (Unaudited)                                   |
| Net profit as per the erstwhile Indian GAAP (IGAAP) before minority interest                             | 15,784                                    | 40,894                                        |
| Increase/(Decrease) in Interest income pursuant to application of effective interest rate method         | 1,155                                     | 2,212                                         |
| (Increase)/ Decrease in Borrowing cost pursuant to application of effective interest rate method         | (34)                                      | (38)                                          |
| (Increase)/ Decrease in provision due to expected credit loss                                            | 34                                        | (2,339)                                       |
| Gain/ (loss) on fair valuation of investments                                                            | 9,819                                     | 23,169                                        |
| (Increase)/ Decrease in employee benefit expenses due to fair valuation of employee stock options        | (80)                                      | 1,023                                         |
| Reclassification of net actuarial loss on employee benefit obligation to Other Comprehensive Income(OCI) | (87)                                      | (382)                                         |
| Changes in non-controlling interest on above adjustments                                                 | (25)                                      | (96)                                          |
| Others                                                                                                   | (1)                                       | 9                                             |
| Tax impact on above adjustments                                                                          | (1,833)                                   | (3,595)                                       |
| <b>Net profit after tax (before OCI) as per Ind AS</b>                                                   | <b>24,732</b>                             | <b>60,857</b>                                 |
| (i) Other comprehensive income after tax                                                                 |                                           |                                               |
| - Actuarial gain/(losses) on post retirement benefit plans                                               | 87                                        | 382                                           |
| - Fair value gain/(loss) of investment held through fair value through other comprehensive income        | 3,223                                     | 12,069                                        |
| (ii) Deferred tax on above                                                                               | (27)                                      | (113)                                         |
| <b>Total comprehensive income as per Ind AS</b>                                                          | <b>28,015</b>                             | <b>73,195</b>                                 |

4) The consolidated results of the Company include the results of the subsidiaries - Motilal Oswal Investment Advisors Limited (formerly known as Motilal Oswal Investment Advisors Private Limited) (100%), MOPE Investment Advisors Private Limited (85%), Motilal Oswal Commodities Broker Private Limited (100%), Motilal Oswal Finvest Limited (formerly known as Motilal Oswal Capital Markets Limited) (100%), Motilal Oswal Wealth Management Limited (100%), Motilal Oswal Finseq Private Limited (formerly known as Motilal Oswal Insurance Brokers Private Limited) (100%), Motilal Oswal Asset Management Company Limited (98.16%), Motilal Oswal Trustee Company Limited (100%), Motilal Oswal Securities International Private Limited (100%), Motilal Oswal Capital Markets (Singapore) Pte. Limited (100%), Motilal Oswal Capital Markets (Hongkong) Private Limited (100%), Motilal Oswal Real Estate Investment Advisors Private Limited (85%), Motilal Oswal Real Estate Investment Advisors II Private Limited (76.50%), Aspire Home Finance Corporation Limited (98.02%), India Business Excellence Management Co. (85.00%), Motilal Oswal Asset Management (Mauritius) Private Limited (98.16%), Motilal Oswal Capital Limited (98.16%) and an Associate, India Realty Excellence Fund II LLP (20.44%).

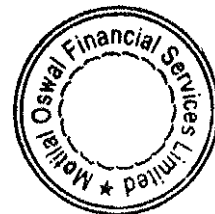
5) As per IndAS 109 the group has unrealised gain/(loss) of Rs (2,409) lakhs and Rs 9,819 lakhs for the quarter ended 31 December 2018 and 31 December 2017 respectively which has been classified under 'Revenue from Operations/Other expenses'. Further, the group has investment designated as 'Fair value through other comprehensive income' on which unrealised gain/(loss) has been classified under 'Other comprehensive income' amounting to Rs 1,569 lakhs and Rs 3,223 lakhs for the quarter ended 31 December 2018 and 31 December 2017 respectively.

6) Other expenses includes Bad and doubtful debt write-off of Rs 29,146 lakhs and NIL for the nine month ended 31 December 2018 and 31 December 2017, respectively in Aspire Home Finance Corporation Limited, the subsidiary of the Company.

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**Statement of unaudited consolidated financial results for the quarter and nine months ended 31 December 2018**

7) Consolidated segment results for the quarter and nine months ended 31 December 2018 is as follows:

| Particulars                                                        | Rs in Lakhs           |                   |                  |                           |                  |
|--------------------------------------------------------------------|-----------------------|-------------------|------------------|---------------------------|------------------|
|                                                                    | For the quarter ended |                   |                  | For the nine months ended |                  |
|                                                                    | 31 December 2018      | 31 September 2018 | 31 December 2017 | 31 December 2018          | 31 December 2017 |
|                                                                    | (Unaudited)           | (Unaudited)       | (Unaudited)      | (Unaudited)               | (Unaudited)      |
| <b>1. Segment revenue</b>                                          |                       |                   |                  |                           |                  |
| (a) Broking and other related activities                           | 26,949                | 29,169            | 29,811           | 85,190                    | 80,213           |
| (b) Fund based activities                                          | 5,653                 | (5,390)           | 14,009           | 962                       | 33,130           |
| (c) Asset management and advisory                                  | 18,770                | 18,734            | 14,717           | 60,359                    | 58,963           |
| (d) Investment banking                                             | 501                   | 343               | 4,614            | 2,354                     | 9,119            |
| (e) Home finance                                                   | 15,409                | 17,246            | 16,087           | 48,681                    | 50,359           |
| (f) Unallocated                                                    | 348                   | (37)              | 310              | 371                       | 432              |
| <b>Total</b>                                                       | <b>67,630</b>         | <b>60,065</b>     | <b>79,548</b>    | <b>197,917</b>            | <b>232,216</b>   |
| Less: Inter segment revenue                                        | (4,600)               | (6,305)           | (2,995)          | (16,228)                  | (13,706)         |
| <b>Total segment revenue (Inclusive of revenue from associate)</b> | <b>63,030</b>         | <b>53,760</b>     | <b>76,553</b>    | <b>1,81,689</b>           | <b>2,18,510</b>  |
| <b>2. Segment results</b>                                          |                       |                   |                  |                           |                  |
| (a) Broking and other related activities                           | 4,939                 | 7,043             | 6,967            | 19,560                    | 16,014           |
| (b) Fund based activities                                          | 5,556                 | (5,388)           | 13,911           | 669                       | 32,781           |
| (c) Asset management and advisory                                  | 7,454                 | 8,142             | 6,858            | 22,976                    | 22,431           |
| (d) Investment banking                                             | (160)                 | (186)             | 2,958            | 589                       | 6,384            |
| (e) Home finance                                                   | (14,941)              | (5,354)           | 915              | (21,968)                  | 5,601            |
| (f) Unallocated                                                    | (506)                 | (1,334)           | 720              | (1,995)                   | (1,036)          |
| <b>Total</b>                                                       | <b>2,362</b>          | <b>2923</b>       | <b>32,329</b>    | <b>19,831</b>             | <b>82,178</b>    |
| <b>3. Segment assets</b>                                           |                       |                   |                  |                           |                  |
| (a) Broking and other related activities                           | 2,98,043              | 3,38,504          | 4,75,932         | 2,98,043                  | 4,75,932         |
| (b) Fund based activities                                          | 3,22,991              | 2,88,371          | 3,16,392         | 3,22,991                  | 3,16,392         |
| (c) Asset management and advisory                                  | 36,310                | 34,757            | 33,502           | 36,310                    | 33,502           |
| (d) Investment banking                                             | 5,507                 | 208               | 2,499            | 5,507                     | 2,499            |
| (e) Home finance                                                   | 4,74,804              | 4,92,121          | 5,07,406         | 4,74,804                  | 5,07,406         |
| (f) Unallocated                                                    | 39,176                | 12,661            | 12,048           | 39,176                    | 12,048           |
| Less: Inter segment assets                                         | (1,60,832)            | (1,12,777)        | (2,30,399)       | (1,60,832)                | (2,30,399)       |
| <b>Total segment assets</b>                                        | <b>10,15,999</b>      | <b>10,53,845</b>  | <b>11,17,380</b> | <b>10,15,999</b>          | <b>11,17,380</b> |
| <b>4. Segment liabilities</b>                                      |                       |                   |                  |                           |                  |
| (a) Broking and other related activities                           | 2,86,336              | 2,99,565          | 3,41,040         | 2,86,336                  | 3,41,040         |
| (b) Fund based activities                                          | 15,241                | 15,472            | 16,827           | 15,241                    | 16,827           |
| (c) Asset management and advisory                                  | 15,798                | 19,070            | 14,440           | 15,798                    | 14,440           |
| (d) Investment banking                                             | 6,744                 | 425               | 2,147            | 6,744                     | 2,147            |
| (e) Home finance                                                   | 4,06,073              | 4,28,554          | 4,41,010         | 4,06,073                  | 4,41,010         |
| (f) Unallocated                                                    | 18,705                | 20,386            | 25,020           | 18,705                    | 25,020           |
| Less: Inter segment liabilities                                    | (31,878)              | (24,295)          | (12,135)         | (31,878)                  | (12,135)         |
| <b>Total segment liabilities</b>                                   | <b>7,17,019</b>       | <b>7,53,177</b>   | <b>8,28,349</b>  | <b>7,17,019</b>           | <b>8,28,349</b>  |

The group has reported segment information as per Indian Accounting Standard 108 on 'Operating Segments'. As per Ind AS 108, segments are identified based on management's evaluation of financial information for allocating resources and assessing performance. Accordingly, the Group has identified five reportable segments, namely i) Broking and other related activities, ii) Fund Based activities, iii) Asset Management and Advisory, iv) Investment banking and v) Home Finance. The balance is shown as unallocated items.

8) Pursuant to the exercise of Employee Stock Options under various Employee Stock Options Scheme, the Company has allotted 39,100 shares and 5,08,925 shares during the quarter and nine months ended 31 December 2018 respectively.

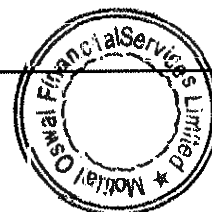
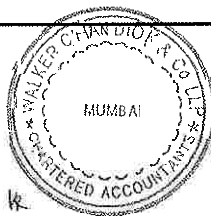
9) The Board of Directors at its meeting held on 16 January 2019 has declared an interim dividend of Rs. 4/- per equity share (on face value of Rs. 1/- per equity share) for the Financial year 2018-19.

10) Previous quarter and nine months ended figures have been regrouped/reclassified wherever necessary to conform to the current quarter/nine months presentation.

For and on behalf of the Board of  
Motilal Oswal Financial Services Limited

  
Motilal Oswal  
Chairman & Managing Director  
(DIN - 00021503)

Mumbai, 16 January 2019



# Walker Chandio & Co LLP

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**Walker Chandio & Co LLP**

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Indiabulls Finance Centre,  
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Mumbai - 400 013  
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## **Independent Auditor's Review Report on Standalone Quarterly Financial Results and Year to Date Results of Motilal Oswal Financial Services Limited Pursuant to the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015**

### **To the Board of Directors of Motilal Oswal Financial Services Limited**

1. We have reviewed the accompanying statement of unaudited standalone financial results ('Statement') of Motilal Oswal Financial Services Limited ('the Company') for the quarter ended 31 December 2018 and the year to date results for the period 1 April 2018 to 31 December 2018, being submitted by the Company pursuant to the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. This Statement is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on the Statement based on our review.
2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of the Company personnel and analytical procedures, applied to financial data and thus provides less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with applicable Indian Accounting Standards ('Ind AS') specified under Section 133 of the Companies Act, 2013 and SEBI Circulars CIR/CFD/CMD/15/2015 dated 30 November 2015 and CIR/CFD/FAC/62/2016 dated 5 July 2016, and other recognised accounting practices and policies, has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, including the manner in which it is to be disclosed, or that it contains any material misstatement.

### **For Walker Chandio & Co LLP**

Chartered Accountants

Firm Registration No: 001077NN30013



**Sudhir N. Pillai**

Partner

Membership No. 105782

Place : Mumbai

Date : 16 January 2019

**MOTILAL OSWAL FINANCIAL SERVICES LIMITED**

Registered office:- Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025  
Tel: +91-22-39804200/71934200, Fax: +91-22-38462365 Email: shareholders@motilaloswal.com Website: www.motilaloswalgroup.com  
CIN: L67190MH2005PLC153397

Statement of unaudited standalone financial results for the quarter and nine months ended 31 December 2018

(Rs. in Lakhs, unless otherwise stated)

| Particulars                                                                                                                   | Quarter ended    |                   |                  | Nine months ended |                  |
|-------------------------------------------------------------------------------------------------------------------------------|------------------|-------------------|------------------|-------------------|------------------|
|                                                                                                                               | 31 December 2018 | 30 September 2018 | 31 December 2017 | 31 December 2018  | 31 December 2017 |
|                                                                                                                               | (Unaudited)      | (Unaudited)       | (Unaudited)      | (Unaudited)       | (Unaudited)      |
| <b>1) Income</b>                                                                                                              |                  |                   |                  |                   |                  |
| Revenue from operations                                                                                                       | 33,089           | 31,150            | 43,454           | 92,025            | 1,11,175         |
| Other income                                                                                                                  | 777              | 560               | 25               | 2,305             | 350              |
| <b>Total income (1)</b>                                                                                                       | <b>33,866</b>    | <b>31,710</b>     | <b>43,479</b>    | <b>94,330</b>     | <b>1,11,525</b>  |
| <b>2) Expenses</b>                                                                                                            |                  |                   |                  |                   |                  |
| Employee benefit expenses                                                                                                     | 7,145            | 6,678             | 6,895            | 20,390            | 19,504           |
| Finance costs                                                                                                                 | 2,624            | 2,734             | 2,402            | 8,120             | 6,516            |
| Depreciation and amortisation expense                                                                                         | 435              | 452               | 758              | 1,359             | 2,028            |
| Operating expenses                                                                                                            | 7,373            | 8,244             | 9,045            | 23,442            | 23,604           |
| Other expenses                                                                                                                | 6,777            | 9,422             | 3,663            | 19,153            | 9,143            |
| <b>Total expenses (2)</b>                                                                                                     | <b>24,354</b>    | <b>27,530</b>     | <b>22,763</b>    | <b>72,464</b>     | <b>60,795</b>    |
| <b>3) Profit before tax from continuing operations</b>                                                                        | <b>9,512</b>     | <b>4,180</b>      | <b>20,716</b>    | <b>21,866</b>     | <b>50,730</b>    |
| <b>4) Tax expense/(credit)</b>                                                                                                |                  |                   |                  |                   |                  |
| Current tax                                                                                                                   | 1,700            | 2,417             | 2,798            | 6,545             | 6,052            |
| Deferred tax                                                                                                                  | (445)            | (556)             | 1,422            | (1,515)           | 3,690            |
| Minimum alternate tax (credit)/write-off                                                                                      | -                | -                 | 82               | -                 | 1,020            |
| Short/(excess) provision for earlier years                                                                                    | -                | -                 | -                | -                 | 247              |
| <b>Total tax expenses / (credit)</b>                                                                                          | <b>1,255</b>     | <b>1,861</b>      | <b>4,302</b>     | <b>5,030</b>      | <b>11,009</b>    |
| <b>5) Profit after tax continuing operations (3-4)</b>                                                                        | <b>8,257</b>     | <b>2,319</b>      | <b>16,414</b>    | <b>16,836</b>     | <b>39,721</b>    |
| Loss from discontinuing operations before tax                                                                                 | -                | (55)              | (264)            | (186)             | (381)            |
| Tax on discontinuing operations                                                                                               | -                | (8)               | (92)             | (54)              | (124)            |
| <b>6) Loss from discontinuing operations after tax</b>                                                                        | <b>-</b>         | <b>(47)</b>       | <b>(172)</b>     | <b>(132)</b>      | <b>(255)</b>     |
| <b>7) Profit after tax (5+6)</b>                                                                                              | <b>8,257</b>     | <b>2,272</b>      | <b>16,242</b>    | <b>16,704</b>     | <b>39,466</b>    |
| <b>8) Other Comprehensive Income / (loss)</b>                                                                                 |                  |                   |                  |                   |                  |
| i) Items that will not be reclassified to profit or loss                                                                      |                  |                   |                  |                   |                  |
| Actuarial gain / (losses) on post retirement benefit plans                                                                    | 32               | (40)              | 40               | 34                | 315              |
| Fair value gain/(loss) of investment                                                                                          | 1,569            | (2,673)           | 3,223            | 133               | 12,069           |
| ii) Deferred tax on above                                                                                                     | (192)            | 323               | (12)             | (26)              | (92)             |
| <b>Total other comprehensive income / (loss)</b>                                                                              | <b>1,409</b>     | <b>(2,390)</b>    | <b>3,251</b>     | <b>142</b>        | <b>12,292</b>    |
| <b>9) Total Comprehensive Income (7+8)</b>                                                                                    | <b>9,666</b>     | <b>(118)</b>      | <b>19,493</b>    | <b>16,846</b>     | <b>51,758</b>    |
| <b>10) Paid-up equity share capital (Face value Re. 1 per equity share)</b>                                                   | <b>1,456</b>     | <b>1,456</b>      | <b>1,447</b>     | <b>1,456</b>      | <b>1,447</b>     |
| <b>11) Earnings/(loss) Per Share (EPS) from continuing operations (Face value Re. 1 per equity share) (not annualised)</b>    |                  |                   |                  |                   |                  |
| Basic (Amount in Rs.)                                                                                                         | 6.64             | (0.05)            | 13.60            | 11.68             | 35.96            |
| Diluted (Amount in Rs.)                                                                                                       | 6.58             | (0.05)            | 13.39            | 11.55             | 35.39            |
| <b>12) Earnings/(loss) Per Share (EPS) from discontinuing operations (Face value Re. 1 per equity share) (not annualised)</b> |                  |                   |                  |                   |                  |
| Basic (Amount in Rs.)                                                                                                         | -                | (0.03)            | (0.12)           | (0.09)            | (0.18)           |
| Diluted (Amount in Rs.)                                                                                                       | -                | (0.03)            | (0.12)           | (0.09)            | (0.17)           |

(Page 1 of 2)



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**MOTILAL OSWAL FINANCIAL SERVICES LIMITED**

Registered office:- Motilal Oswal Tower, Rahimullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025  
Tel: +91-22-39804200, Fax: +91-22-33124997 email:shareholders@motilaloswal.com Website:www.motilaloswalgroup.com  
CIN: L67190MH2005PLC153397

**Statement of unaudited standalone financial results for the quarter and nine months ended 31 December 2018**

**Standalone notes:**

1) The unaudited standalone financial results have been reviewed by the Audit Committee and subsequently approved by the Board of Directors at its meeting held on 16 January 2019, in terms of Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations")

2) The Company has adopted Indian Accounting Standards (Ind AS) notified under section 133 of the Companies Act, 2013 (the Act) read with the Companies (Indian Accounting Standards) Rules, 2015 from 01 April 2018 and the effective date of such transition is 01 April 2017.

3) Pursuant to receipt of Order dated 30 July 2018 from the Hon'ble National Company Law Tribunal, Mumbai Bench ("NCLT") approving the Scheme of Amalgamation of Motilal Oswal Securities Limited ("Transferor Company") with Motilal Oswal Financial Services Limited ("Transferee Company" or "Company") and their respective shareholders ("Scheme"), the Board of Directors ("Board") of the Company at its Meeting held on 2 August 2018, inter-alia, has made the Scheme effective from 21 August 2018. The Appointed date is 1 April 2017. Accordingly the unaudited figures for the quarter and nine month ended 31 December 2017 has been revised to give effect to the sanctioned Scheme.

The Company has transferred the lending business by way of a slump sale on a going concern basis, to its wholly owned subsidiary, Motilal Oswal Finvest Limited (MOFL) (formerly known as 'Motilal Oswal Capital Markets Limited') as contemplated in the Business Transfer Agreement ('BTA') dated August 20, 2018 at a consideration of Rs. 5,000 lakhs (subject to usual post completion adjustments).

4) In terms of Ind AS 105 on Non-current Assets Held for Sale and Discontinued operations, the details of discontinued operations as disclosed in the above results are as follows:

(Rs. in Lakhs, unless otherwise stated)

| Particulars                                                                     | Quarter ended    |                   |                  | Nine months ended |                  |
|---------------------------------------------------------------------------------|------------------|-------------------|------------------|-------------------|------------------|
|                                                                                 | 31 December 2018 | 30 September 2018 | 31 December 2017 | 31 December 2018  | 31 December 2017 |
| Total income                                                                    | -                | 405               | 746              | 1,067             | 2,868            |
| Total expenses                                                                  | -                | 460               | 1,010            | 1,253             | 3,249            |
| Profit / (Loss) before tax from discontinuing operations                        | -                | (55)              | (264)            | (186)             | (381)            |
| tax charge/credit including deferred tax pertaining to discontinuing operations | -                | (8)               | (92)             | (54)              | (126)            |
| Profit / (Loss) after tax from discontinuing operations                         | -                | (47)              | (172)            | (132)             | (255)            |

5) As required by paragraph 32 of Ind AS 101, net profit reconciliation between the figures reported under previous IGAAP and Ind AS is as under:

(Rs. in Lakhs, unless otherwise stated)

| Particulars                                                                                                         | Quarter ended    | Nine months ended |
|---------------------------------------------------------------------------------------------------------------------|------------------|-------------------|
|                                                                                                                     | 31 December 2017 | 31 December 2017  |
|                                                                                                                     | (Unaudited)      | (Unaudited)       |
| Net profit after tax as per the previous GAAP                                                                       | 9,880            | 24,549            |
| Add/(Less):                                                                                                         | -                | -                 |
| Gain on fair valuation of investments                                                                               | 8,143            | 18,518            |
| Change in employee benefit expenses due to fair valuation of employee stock options                                 | -                | 942               |
| Actuarial (gain)/ loss on employee defined benefit plan recognised in 'Other Comprehensive income' as per Ind AS 19 | (40)             | (315)             |
| Deferred tax on all above                                                                                           | (1,741)          | (4,228)           |
| Total effect of transition to Ind AS                                                                                | 6,362            | 14,917            |
| Net profit after tax as per Ind AS                                                                                  | 16,242           | 39,466            |
| Other comprehensive income on account of actuarial gain or (loss)                                                   | 40               | 315               |
| Other comprehensive income on account of gain / (loss) of equity instruments carried through FVTOCI                 | 3,223            | 2,069             |
| Deferred tax on above                                                                                               | (12)             | (92)              |
| Total Comprehensive Income as per Ind AS                                                                            | 19,493           | 51,758            |

6) As per Ind AS 108 'Operating Segments', Segment has been disclosed in consolidated financial results. Hence no separate disclosure has been given in standalone financial results of the Company.

7) As per Ind AS 109, the group has unrealised (loss)/gain of Rs. (2,819) lakhs and Rs. 8,143 lakhs for the quarter ended 31 December 2018 and 31 December 2017 respectively which has been classified under 'Other expenses/Revenue from Operations'. Further, the group has investment designated as Fair value through other comprehensive income' on which unrealised gain has been classified under 'Other comprehensive income' amounting to Rs. 1,569 lakhs and Rs. 3,223 lakhs for the quarter ended 31 December 2018 and 31 December 2017 respectively.

8) Pursuant to the exercise of Employee Stock Options under various Employee Stock Options Scheme, the Company has allotted 39,100 and 5,08,925 equity shares during the quarter and period ended 31 December 2018 respectively.

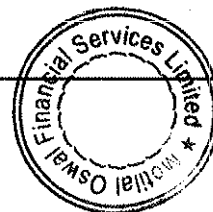
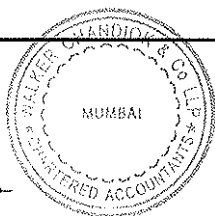
9) The Board of Directors at its meeting held on 16 January 2019 has declared an interim dividend of Rs. 4.00 per equity share (on face value of Re.1/- per equity share) for the Financial year 2018 - 19.

10) Previous period figures have been regrouped/reclassified wherever necessary to confirm to the current period/quarter presentation.

For and on behalf of the Board of  
Motilal Oswal Financial Services Limited

Motilal Oswal  
Chairman & Managing Director  
(DIN - 00024503)

Place : Mumbai  
Date: 16 January 2019



**Motilal Oswal Financial Services Limited**

CIN : L67190MH2005PLC153397

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## INVESTOR UPDATE

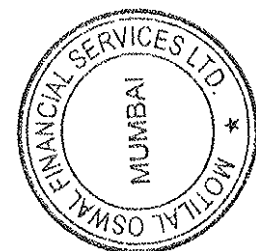
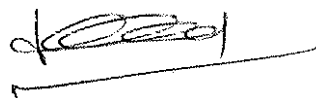
**Motilal Oswal reports 9MFY19 revenue of Rs 19.7 bn and PAT of Rs 1.48 bn ; 9MFY19 Adjusted PAT of Rs 3.7 bn ; Declares Interim dividend of Rs 4 per share.**

Mumbai, January 16, 2019: Motilal Oswal Financial Services Ltd. announced its results for the quarter and nine month ended December 31, 2018 post approval by the Board of Directors at a meeting held in Mumbai on January 16, 2019.

### **Performance for the quarter and nine month ended December 31, 2018**

- Consolidated Adjusted revenues (excluding MTM gains in fund based and lumpy gain on PE exits) were Rs 6.5 bn in Q3FY19 and Rs 19.2 bn, +3% YoY in 9MFY19. Consolidated revenues stood at Rs 6.8 bn in Q3FY19 and Rs 19.7 bn in 9MFY19. Consolidated PAT was Rs 399 mn in Q3FY19 due to impact higher provisioning/ write offs taken in Aspire. Consolidated Adjusted PAT (excluding MTM gains in fund based, lumpy gain on PE exits and Aspire) was Rs 1.43 bn in Q3FY19, +2% YoY and Rs 3.7 bn, +15% YoY in 9MFY19.
- Consolidated net worth stood at Rs 30 bn, gross borrowing was Rs 49 bn and net borrowing was Rs 45 bn (including Aspire). Excluding Aspire, gross and net borrowings were Rs 12 bn and Rs 10 bn respectively and this is less than the market value of quoted investments at Rs 14 bn. Overall gearing remains conservative at 1.7x; ex-Aspire it is at 0.4x and considering market value quoted investments, we are effectively net cash balance sheet.
- Board has declared interim dividend of Rs 4 per share (FV Re 1/share).
- Besides financial performance, the last few quarters have been very eventful in terms of our successes in brand building, advertising and several other fronts. MOPE-IBEF II awarded as "PE exit performance of the year 2017" at the IVCA conclave 2018. MOPWM won the prestigious 'Best Boutique Wealth Manager India' at the Asset Triple A Award 2018. MOAMC won 'Best Portfolio Management Service Product' at India Wealth Awards 2018. MORE won 'Best Real Estate Product' at India Wealth Awards 2018. MOFSL awarded as "Best Broking Business of the Year" at the Moneycontrol Awards 2018. These, and several other awards, are recognition of Motilal Oswal as a preferred consumer and employee brand in the financial services space.

Speaking on the performance of the company, Mr. Motilal Oswal, CMD said "Our strategy to diversify our business model towards linear sources of earnings continues to show results, with bulk of the revenue pie now coming from these new businesses. Each of these businesses offers significant headroom for growth and operating leverage as they scale up. Even our traditional businesses also saw strong uptick during the quarter by registering record revenues. Prestigious awards like Best broking business of the year, Top-15 Best Places to Work, Best boutique wealth manager and several others have made all associated with the group immensely proud".



Motilal Oswal Financial Services Limited

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## Performance of Business Segments for the quarter ended December 31, 2018

### • Capital markets Businesses (Broking & Investment banking)

- Capital markets comprises of Retail Broking, Institutional Equities and Investment Banking business. Revenues for this segment were Rs 8.8 bn in 9MFY19 and contributed ~45% of consolidated revenues. Profits were Rs 1.4 bn in 9MFY19 and contributed ~47% of consolidated PAT. Broking and distribution business profit grew by 32% YoY in 9MFY19 led by strong operating margin expansion on account of better operating leverage on the higher and linear revenues.
- In Retail Broking & Distribution, our Market share in high-yield cash segment has been maintained on sequential basis. Overall market share stood at 1.7% in Q3FY19 despite higher F&O volumes.
- Our strategy to bring in linearity through the trail-based distribution business is showing results. Distribution AUM was Rs 89.6 billion, +20% YoY and Net Sales were Rs 15 bn in 9MFY19. With only 11.5% of the near million client base tapped, Distribution income is already at 16% of retail broking gross revenues. We expect a meaningful increase in AUM and fee income as number of clients to whom we have cross sold and number of products per client cross sold rises.
- In Institutional Broking, rankings with existing clients improved, domestic institutions contribution improved and new client additions were encouraging. Every aspect of the business, research, sales, sales trading and corporate access is being strengthened. Tailwinds for local firms remain strong.
- Investment Banking business has continued to engage and conclude some significant transactions in this period. We have completed 5 ECM transactions in 9MFY19. Overall transaction pipeline remains encouraging.

### • Asset Management businesses are nearing critical mass

- Asset Management business across MF, PMS & AIF reached the mark of Rs 374 bn AUM, +7% YoY this year. Our AMC now ranks among the Top-10 players by total equity assets, PMS ranks #1 while AIF assets are growing rapidly. Net Sales is Rs 39 bn in 9MFY19. Revenues are Rs 1.4 bn (+1% YoY) and Rs 4.4 bn (+22% YoY) in Q3FY19 and 9MFY19 respectively. PAT is Rs 345 mn (+8% YoY) and Rs 1.1 bn (+45% YoY) in Q3FY19 and 9MFY19 respectively. Asset management business offers highest scalability and operating leverage among all businesses.
- Our Equity MF AUM of Rs 191 bn is just 2% of the Industry Equity AUM of Rs 9.66 tn. Our market share in Equity MF Net Sales (including balance) stood at ~2.4% in 9MFY19. The direct AUM is now 35% of total MF AUM.
- Our share of Alternate assets, comprising of PMS & AIF, is the highest among AMC's at ~49% and continues to grow very strongly. Yields and profitability of Alternates is higher. As of December 2018, ~20% of Alternates AUM is performance-fee linked, and our target is to increase this further.
- Private Equity manages an AUM of Rs 60 bn (+30% YoY) across 3 growth capital PE funds and 4 real estate funds. This business has delivered on profitability and scalability fronts. In 9MFY19, PAT excluding lumpy share of profit on exits was Rs 149 mn, +200% YoY. The 1st growth fund (IBEF 1) has delivered an XIRR of 28%, and alpha of 10% and is expected to return nearly 6x MoC (Multiple of Cost). Strong performance and positioning has also aided new fund raise. We have launched IBEF-3 in FY18 and received phenomenal response by garnering Rs 23 bn. We have launched IREF IV in FY19 with a target size of Rs. 15 bn has achieved 1st close at ~Rs. 5.6 bn.



Motilal Oswal Securities Limited ("MOSL") has been amalgamated with Motilal Oswal Financial Services Limited ("MOFSL") w.e.f. August 21, 2018 pursuant to the order dated July 31, 2018 issued by Hon'ble National Company Law Tribunal, Mumbai Bench. \* MOFSL Registration No(s): AMFI: ARN 146822, IRDA Corporate Agent: CA0579. \* MOSL: member of NSD/BSE, MCX/NCDX, Registration No(s): INZ090158836 (BSE/NSE/MCX/NCDX); CDSL: IN-DP-16-2015; NSDL: IN-DP-NSDL-162/2000; Research Analyst: INH000000412; Investment Advisor: INA000007000. The said registration No(s) of MOSL would be used until receipt of new MOFSL registration No(s). \* Email: shareholders@motilal-oswal.com

# MOTILAL OSWAL

**Motilal Oswal Financial Services Limited**

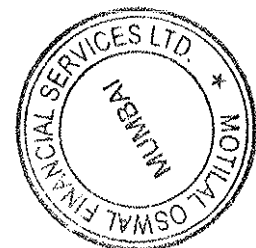
CIN : L67190MH2005PLC153397

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- **Wealth Management** business AUM grew by 7% YoY at Rs 164 bn in 9MFY19 with net sales of Rs 21 bn. In 9MFY19, revenues grew 21% YoY at Rs 829 mn and PAT excluding impact of ESOP cost under Ind-AS and intergroup transfer pricing was Rs 165 mn, +12% YoY despite higher RM addition during the period. RM count of this business has reached 135 in Q3FY19, +27% YoY. As ratio of new adds to opening RM falls and the vintage of RM improve, both productivity and profitability of the business will scale up.
- Overall **Asset and Wealth Management** revenues were Rs 6 bn in 9MFY19, +4% YoY and contributed 30% of consolidated revenues. Profits were Rs 1.47 bn and contribute 50% of consolidated profits, with highest scalability and with least capital employed among our portfolio of businesses.
- **Housing finance business**
  - Loan book stood at Rs 44 bn. Nil remain flat in 9MFY19 on YoY basis, despite reduction in loan book led by higher write offs and lower disbursements.
  - Margins stood at 4.85% in 9MFY19 on YoY basis. This was on account of lower borrowings and higher equity infusion during the period.
  - Asset quality deterioration in 9MFY19 was on account of seasoning of legacy portfolio. However, proactive clean-up of the legacy book, expected positive trends in disbursements in coming quarters along with improvement in collection efficiency from Dec-18 augur well for future asset quality and profitability outlook.
  - Provisions of Rs 1.78 bn on account of higher write offs in Q3FY19 to clean up the legacy book. Provisions including write offs stands at 69% as of Q3FY19. Strong support from parent continues with capital infusion of Rs 2 bn in Q3FY19. Gearing remains conservative at 4.5x.
  - Limited borrowing repayments till March 2019, equity infusion, strong undrawn borrowing lines, calibrated pace of growth, places us in comfortable liquidity situation.
- **Fund based business** includes sponsor commitments to our AMC & PE funds and strategic equity investments.
  - **Fund Based** activities like commitments to our asset management products, not only helped seed these new businesses by investing in highly scalable opportunities, but they also represent liquid resources for future opportunities.
  - Total quoted equity investment including unrealised gains was Rs 14 bn as of Q3FY19. MTM on these gains are now part of reported earnings under Ind-AS reporting. Cumulative XIRR of these investments is ~17%, which is the see-through RoE.



# MOTILAL OSWAL

## Motilal Oswal Financial Services Limited

CIN : L67190MH2005PLC153397

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Rahimtullah Sayani Road, Opp. Parel ST Depot,  
Prabhadevi, Mumbai - 400025.

Board: +91 22 3980 4200 / 7193 4200

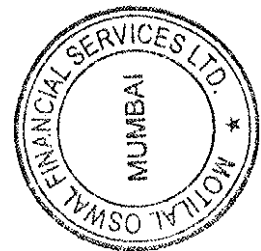
Fax: +91 22 3846 2365

### About Motilal Oswal Financial Services Limited

Motilal Oswal Financial Services Ltd. is a financial services company. Its offerings include capital markets businesses (Retail broking, Institutional broking & Investment banking), Asset & Wealth Management (Asset Management, Private Equity & Wealth Management), Housing Finance & Equity based treasury investments. Motilal Oswal Financial Service won the 'Brand of the Year' award at the IBLA CNBC TV 18. Motilal Oswal Securities won the 'Best Performing National Financial Advisor Equity Broker' award at the CNBC TV18 Financial Advisor Awards for the 6<sup>th</sup> time. It was ranked the Best in Events/Conferences, ranked amongst Top-2 for Overall Sales Services & Best Roadshows/Company Visits & amongst the Top-3 in Best Local Brokerage, Best Execution & Sales Trading Visits at the Asia Money Awards 2015. Motilal Oswal Private Equity won the 'Best Growth Capital Investor-2012' award at the Awards for PE Excellence 2013. Motilal Oswal Private Wealth Management won at the UTI-MF CNBC Financial Advisor Award in HNI Wealth Management category for 2015. Aspire Housing Finance was awarded 'India's Most Admired & Valuable Housing Finance Company' at India Leadership Conclave 2015.

### For further details contact:

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|-----------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------|----------------------------------------------------------------------------------------------------------------------|



Motilal Oswal Securities Limited ("MOSL") has been amalgamated with Motilal Oswal Financial Services Limited ("MOFSL") w.e.f. August 21, 2018 pursuant to the order dated July 30, 2018 issued by Hon'ble National Company Law Tribunal, Mumbai Bench. \* MOFSL Registration No(s), /MF1/ ARN 146522, IRDA Corporate Agent: CA0579. \* MOSL: Member of NSE, BSE, MCX, NCDEX. Registration No(s), INZ000158836 (BSE/NSE/MCX/NCDEX); CDSL: IN-DP-16-2016; NSDL: IN-DP-NSDL-152-2000; Research Analyst: INH000000102; Investment Adviser: INF-000007100. The said registration No(s), of MOSL, would be used until receipt of new MOFSL registration No(s). \* Email: shareholders@motilaloswal.com