

July 24, 2025

To,
BSE Limited
P. J. Towers,
Dalal Street, Fort,
Mumbai - 400001
Security Code: 532892

National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block,
Bandra-Kurla Complex, Bandra (E),
Mumbai - 400051
Symbol: MOTILALOF5

Sub.: Investor(s)/Analyst(s) Presentation – Financial Performance for Q1 FY 2025-26

Dear Sir/Madam,

This is with reference to our earlier letter dated July 18, 2025 regarding Earnings Conference Call with Investor(s)/ Analyst(s) for discussing Q1 FY 2025-26 Financial Performance of the Company.

In this regard, please find enclosed herewith the Presentation to be made to Investor(s) / Analyst(s). The said Presentation will be uploaded on the Company's website at www.motilaloswalgroup.com.

Further, the Audio Recording & Transcript of the Earning Con-Call will be made available on the Company's website i.e. www.motilaloswalgroup.com.

Kindly take the same on record.

Thanking you,

Yours faithfully,

For Motilal Oswal Financial Services Limited

Kailash Purohit
Company Secretary & Compliance Officer

Encl.: As above



Motilal Oswal Financial Services Limited

Investor Presentation

Q1FY26

Fine Tuning the
**Compounding
Machine**

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.

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Compounding Machine Pg 04 – 09	MOFSL Value Proposition Pg 10 – 12	Q1FY26 Highlights Pg 13 – 41
Highly Professionalized Management Pg 42 – 43		Other (ESG, Philanthropy, Hiring) Pg 44 – 49



Raamdeo Agrawal

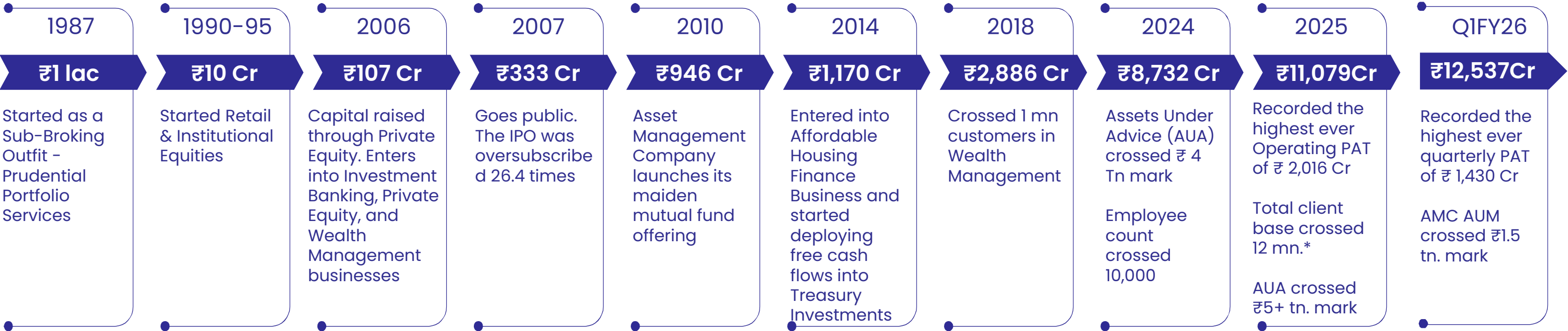
MOFSL Chairman & Co-founder,
explains fine-tuning the compounding machine
called MOFSL

“MOFSL will benefit from multi-decadal tailwinds that India will witness in capital market businesses by maintaining leadership position & garnering more market share”

“In March 2000, India’s market cap was just ₹7.5 Trillion (Today, 5 companies individually exceed that number). In March 2025, it is ₹414 Trillion, that’s a 25-year CAGR of 17%. At that pace, market cap will double in the next four years—adding ₹400 Trillion in value. This opens up exponential opportunities in: Broking, Asset Management, Wealth Management, Investment Banking, and other allied capital market businesses. As one of India’s leading capital market players, this is music to our ears and we at MOFSL have fine-tuned ourselves to benefit from these strong tailwinds available to us over multiple decades going forward”.

MOFSL's Power of compounding demonstrated over 38 years

Net Worth Trend

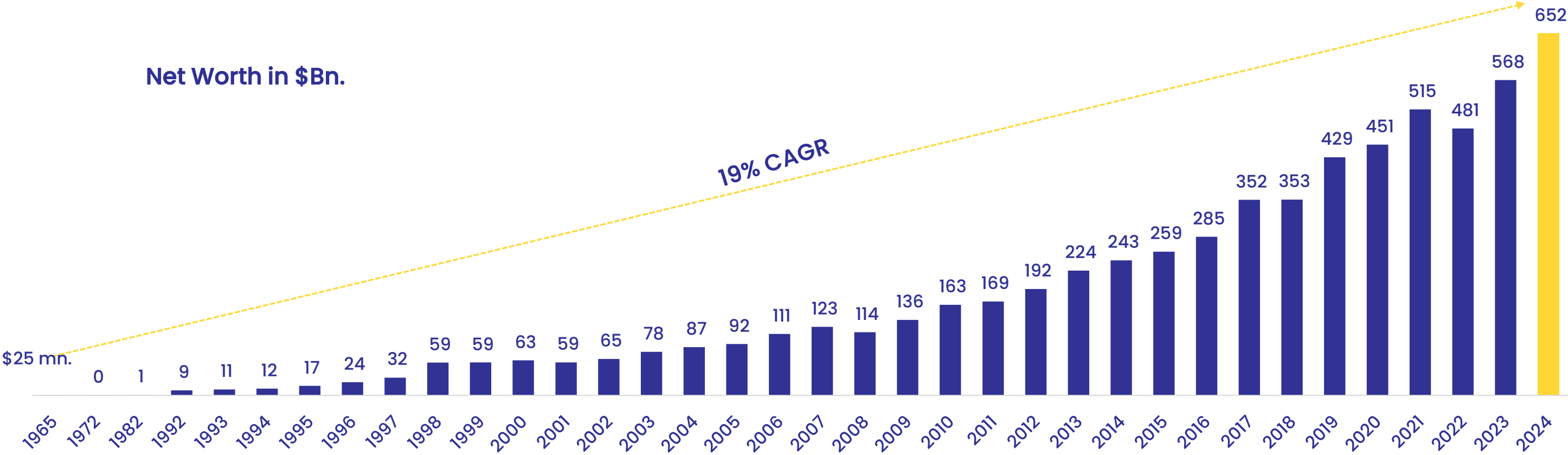


*Aggregated nos. of customers of each business

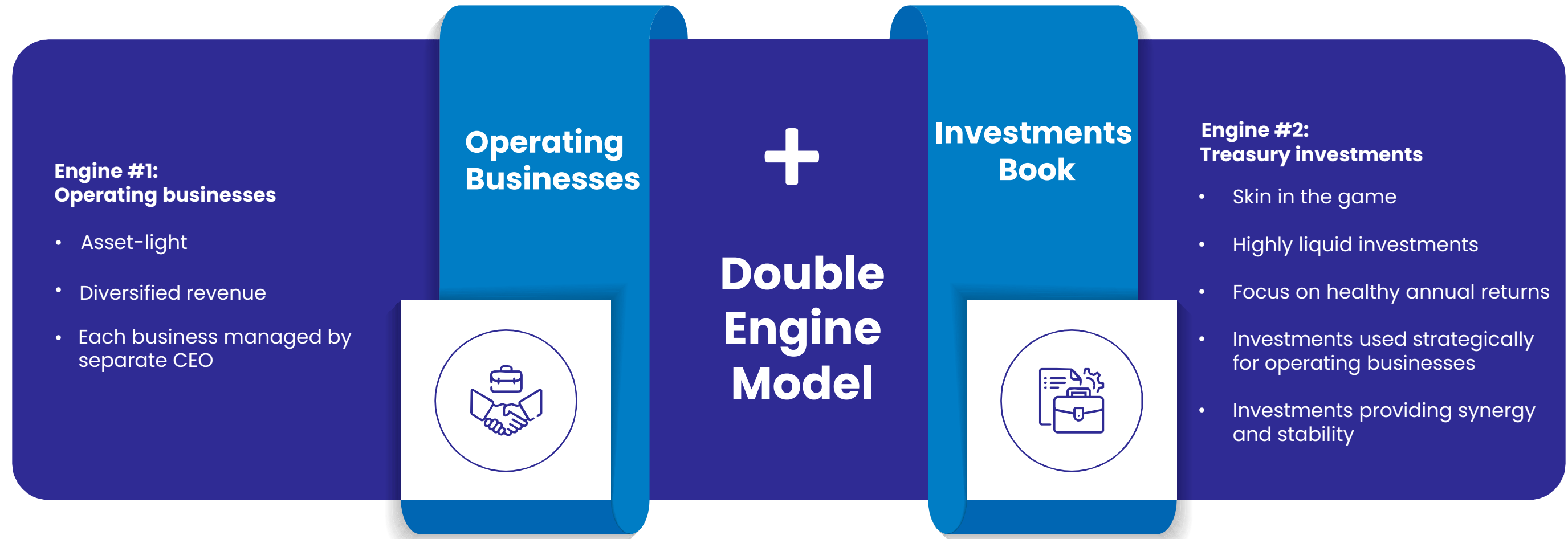
Our inspiration – Berkshire Hathaway



Since 1965	S&P 500 return with dividends	Berkshire Hathaway share price return
59 years CAGR return	10.4%	19.9%



MOFSL's Double-Engine model

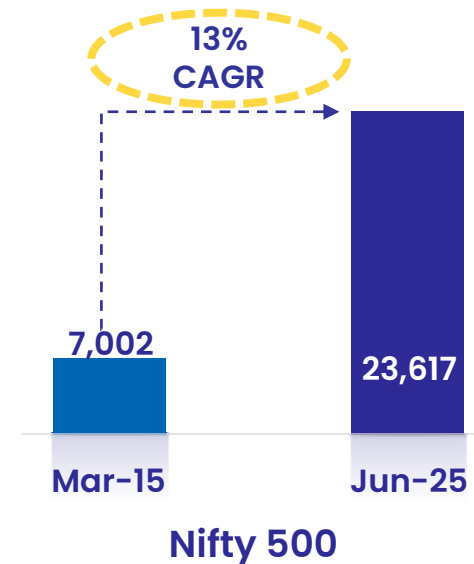
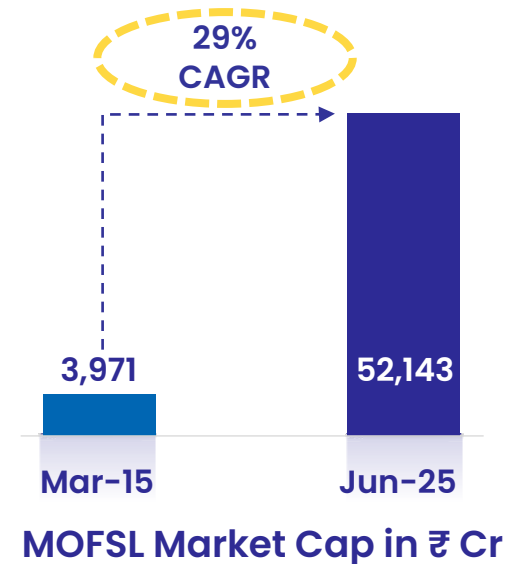
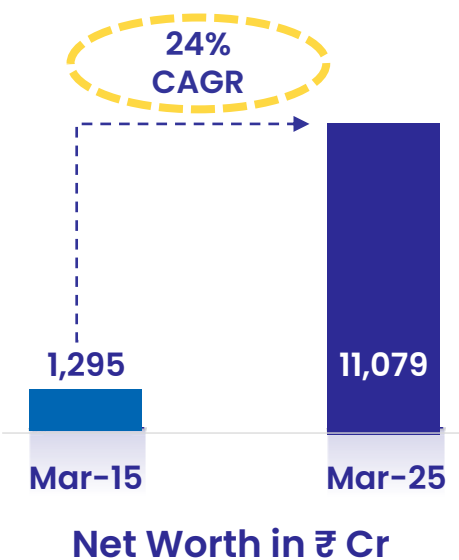
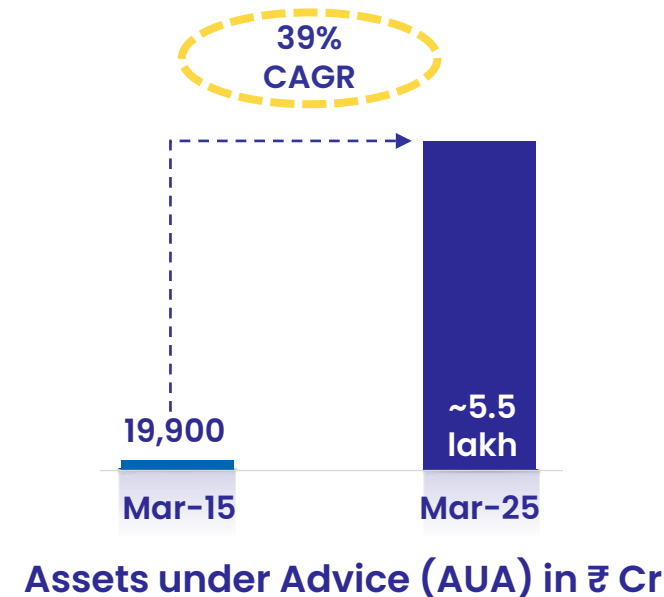
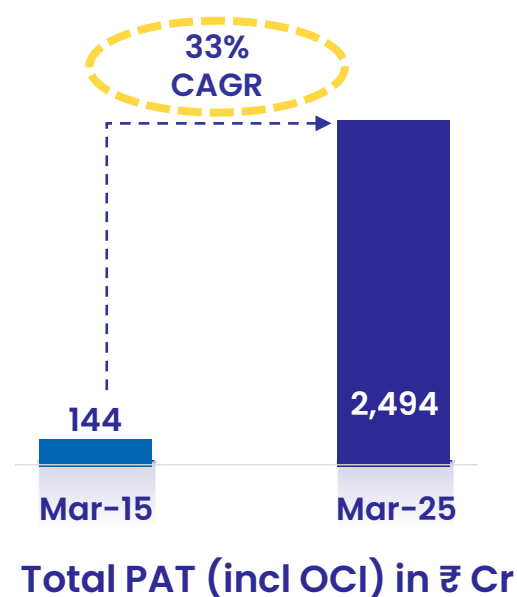
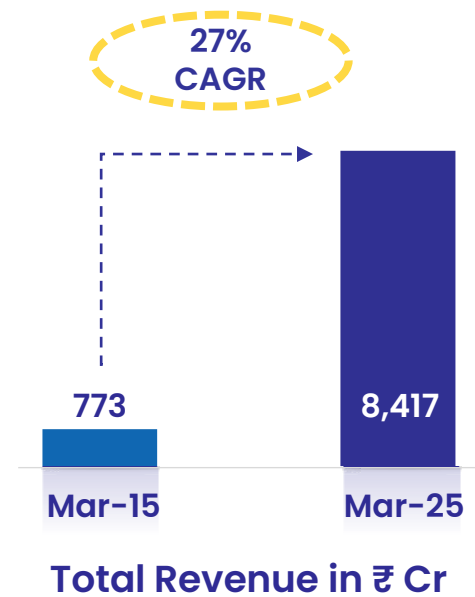


MOFSL's Decadal Compounding Journey

Profit growth has been higher than revenue growth

MOFSL's market cap has outperformed the Nifty 500 Index by 16% CAGR

Assets under Advice have posted 39% CAGR in the last decade



MOFSL: Primed for growth



Engine #1: Operating businesses

Robust Past

Operating PAT clocked 31% CAGR in last decade

Operating PAT

Promising Future

Optimistic about the future growth

Engine #2: Treasury Investments

Robust Past

Book posted 43% CAGR since inception

Treasury
investments
book

Promising Future

To maintain / improve the existing IRR

Average 20% of operating PAT in the last decade*

Dividend
Payout + Buyback

To maintain payout subject to working capital and business growth needs.

Reported 24% CAGR in the last decade*

Net worth

To maintain or improve

**from FY15 to FY25*

MOFSL's strong value proposition

Strong Manufacturing capabilities

- Research led Broking
- Mutual Funds
- PMS
- AIF (Equities)
- Private Equity Funds
- Real Estate Funds
- Private Credit
- Margin Trading Facility (MTF)
- Loan Against Securities
- Home Loans

Third-party Product distribution

- Insurance
- Bonds
- Fixed Deposits
- Mutual Fund
- AIF & PMS
- Unlisted Equities
- Loans

Wealth Advisory

- Investment charter
- Alternate assets
- Credit solutions
- Treasury solutions
- Estate planning
- Co-investment

Corporate Advisory

- IPO
- Mergers & Acquisitions
- Qualified Institutional Placement (QIPs)
- Block Deals

BIG Numbers @ MOFSL



Above nos. are as on 30th Jun'25

MOFSL Business Segment



*Includes retail broking & distribution business | ** Includes AMC, PE/RE & PWM business | IE = Institutional Equities, IB – Investment Banking

Q1FY26 – Strong Performance Continues



*calculated on Total PAT (incl OCI)

Ranking

Market capitalization
₹ 55,850 Crs*

TTM PAT Ranking (FY25)
110 amongst listed entities

M-cap Rank
177*

*As on July 23, 2025

Q1 Operating Profit Grew at 21% YoY

Segmental PAT (₹ Cr)	Q1FY26	Q4FY25	Q3FY25	Q2FY25	Q1FY25
Wealth Management	174	191	190	225	177
YoY Growth %	-2%	-10%	16%	71%	69%
Capital Market	94	67	61	73	57
YoY Growth %	64%	43%	50%	45%	-4%
Asset & Private Wealth Management	224	219	234	213	157
YoY Growth %	43%	4%	62%	63%	30%
Housing Finance	23	36	37	27	29
YoY Growth %	-19%	15%	-	-20%	-1%
Operating PAT*	522	519	525	541	431
YoY Growth %	21%	3%	38%	53%	41%

*excluding intercompany adjustments

Highest Ever Quarterly PAT

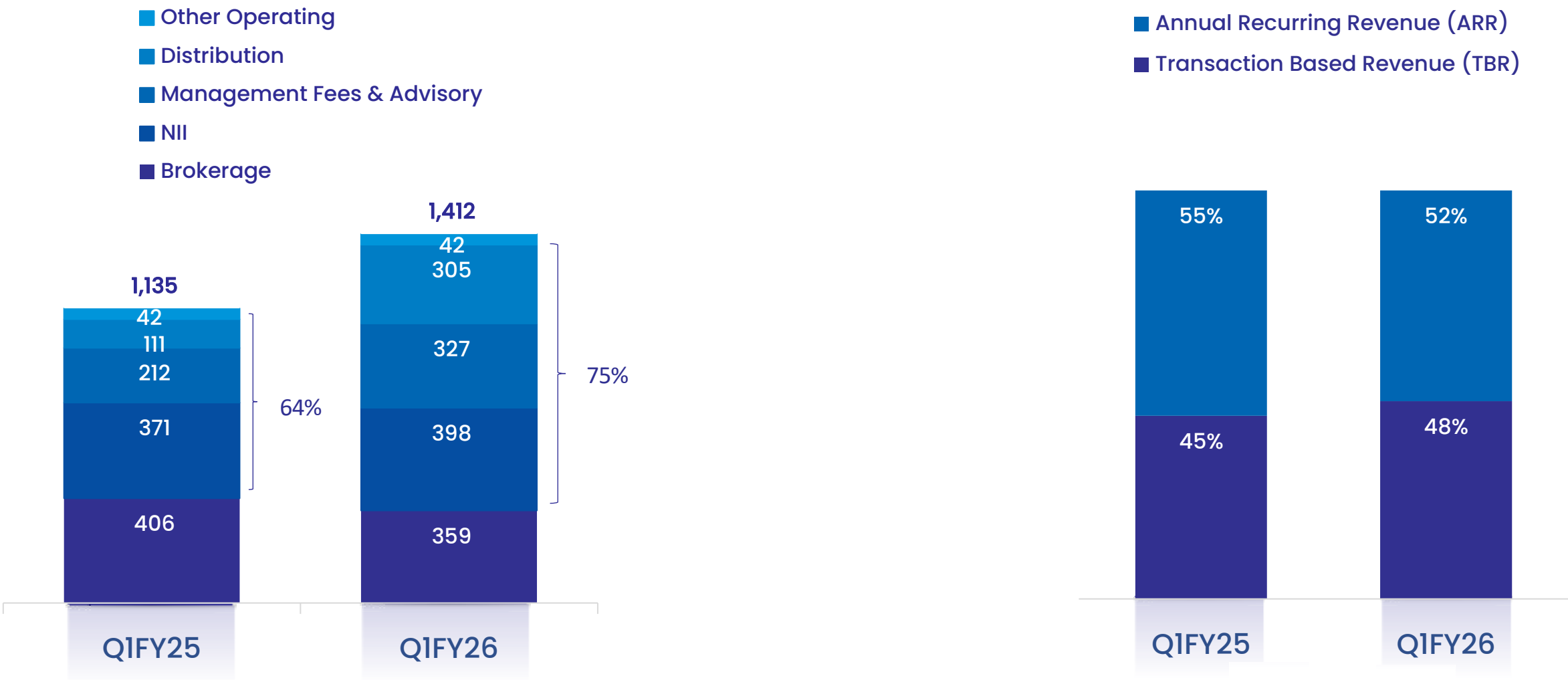
Particulars (₹ Cr)	Q1FY26	Q1FY25	YoY (%)	Q4FY25	QoQ (%)
Net Revenue					
- Wealth Management	568	532	7%	599	(5%)
- Capital Market	207	134	54%	139	50%
- Asset & Private Wealth Management	560	385	46%	486	15%
- Housing Finance	100	91	10%	110	(9%)
Total Net Revenues¹	1,412	1,135	24%	1,311	8%
Employee Expense	518	387	34%	420	23%
Other Expense	198	176	13%	221	(11%)
Total Expense	716	562	27%	641	12%
Profit Before Taxes (PBT)	696	573	21%	670	4%
<i>PBT Margin</i>	<i>49%</i>	<i>50%</i>		<i>51%</i>	
Operating PAT	522	431	21%	519	1%
Treasury Investments PAT ²	908	590		(743)	
Total PAT²	1,430	1,021	40%	(224)	

1. Net Revenue is calculated after excluding commission expenses, interest expenses and intercompany adjustments 2. Including Other Comprehensive income (OCI)

Diversified & Sustainable Revenue Streams



Consolidated Net Revenue Mix



Leveraging Strong Net Worth for Strategic Growth



Particulars (₹ Cr)	QIFY26					
	Wealth Management	Capital Market	Asset & Private Wealth Management	HFC	Treasury	Total
Net Worth	4,006	718	2,958	1,414	3,440	12,537
Operating PAT	174	94	224	23	908	1,430
Operating RoE* (Annualised)	18%	51%	32%	7%	123%	48%

Note : Net worth has been allocated between operating business & treasury investments
PAT and Net worth nos. are post minority

Particulars (₹ Cr)	June-25	Mar-25
SOURCES OF FUNDS		
Net Worth	12,537	11,079
Borrowings	15,675	14,743
Minority Interest	55	51
Total Liabilities	28,267	25,874
APPLICATION OF FUNDS		
Fixed assets (net block)	868	869
Investments	10,652	8,851
Loans and Advances	12,907	10,450
Net Current Assets ⁽¹⁾	3,841	5,705
Total Assets	28,267	25,874

1. Net Current Asset includes cash and cash equivalents and bank balance of ₹ 3,646 cr in Jun-25. Out of which unencumbered cash & cash equivalents is ₹ 1,216 cr

Wealth Management

**No. 1 full service
broking house by
gross brokerage
revenue & highest
broking ARPU in the
industry**

**Strong blend of 1,400+
internal Relationship
Managers and 9,200+
External Wealth
Managers**

**Extensive Geographical
reach – 2,500+
business locations
covering clients across
98% of the PIN codes**

**Consolidated Market share
Q1FY26
Cash: 7.1%
F&O Premium Turnover: 7.9%**

Extensive Network of Internal RM & External Wealth Managers

1,429

Internal
Relationship
Managers

74

Branches

9,262

External Wealth
Managers

1.5 mn+

Total Active
Clients

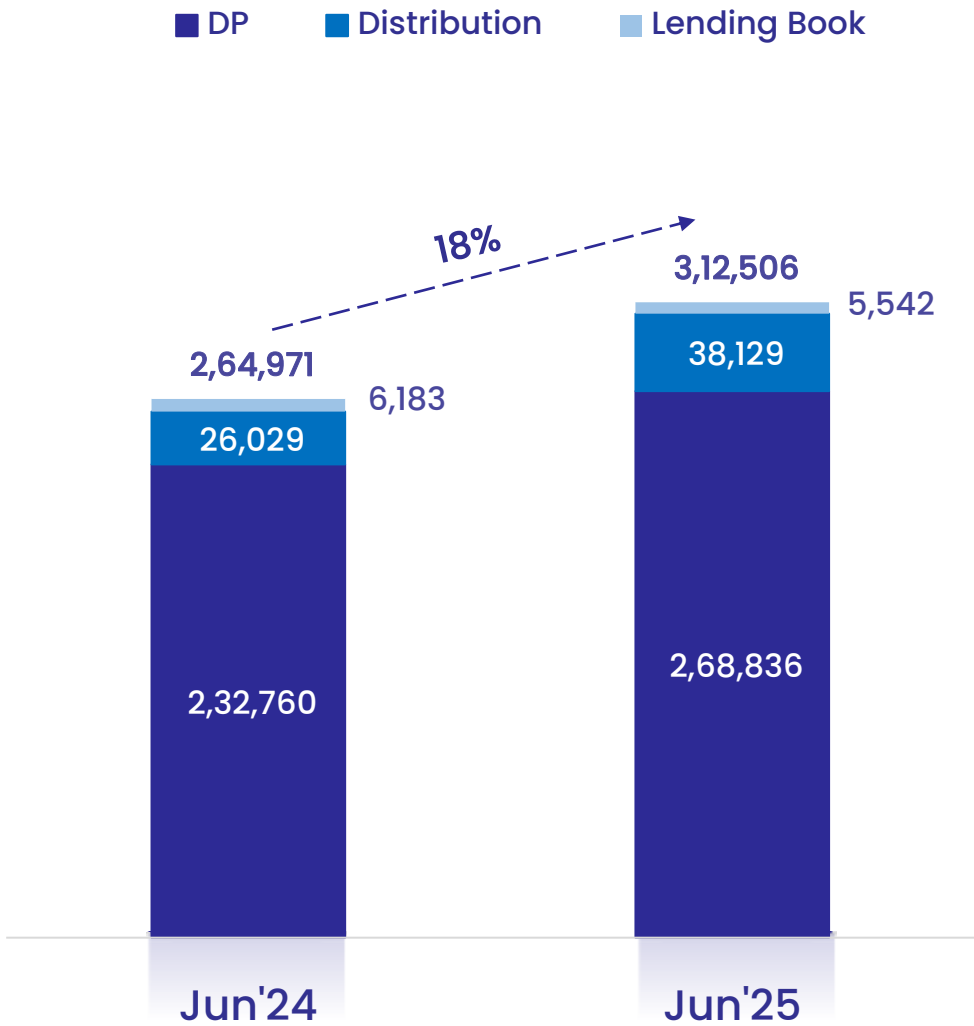
Per Client

AUM- ₹ 2 mn

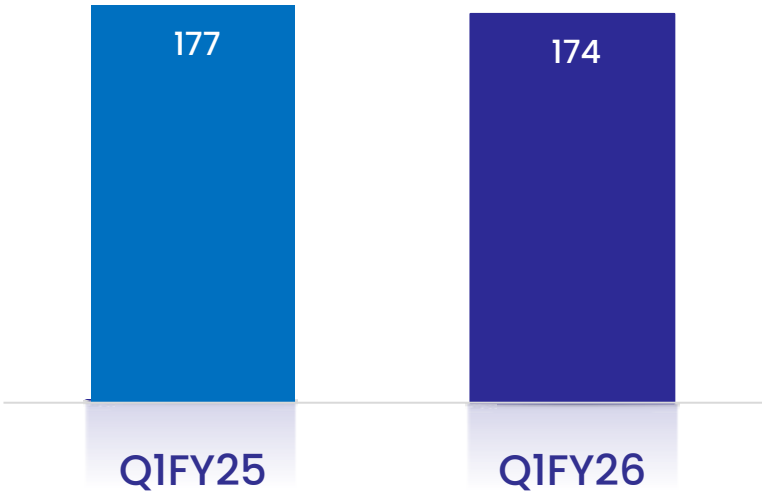
Per RM

AUM- ₹ 29 cr
Clients- 144

Growing AUM Base



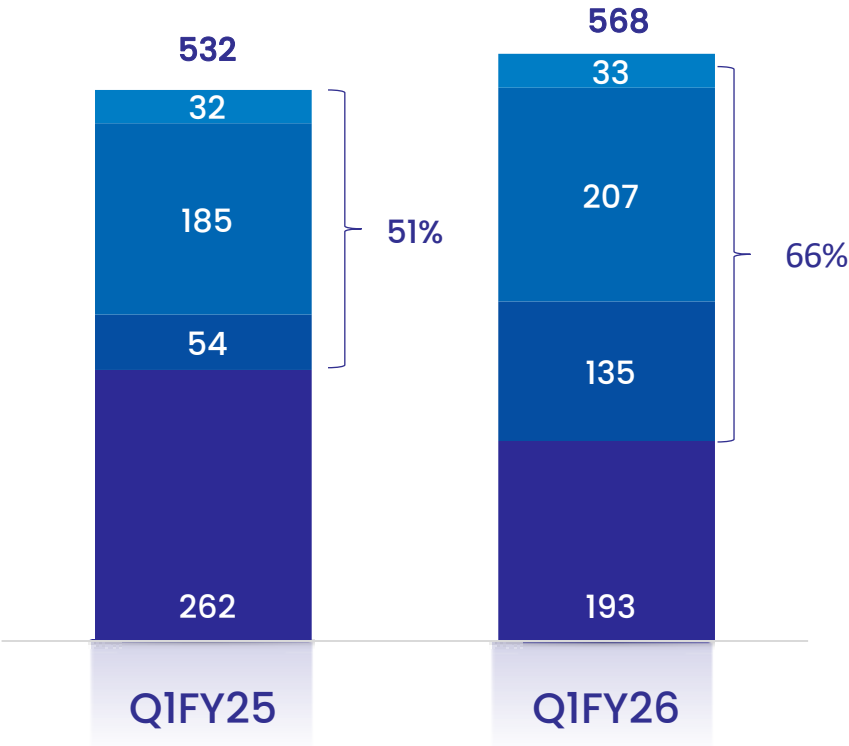
AUM Break-up (₹ Cr.)



PAT (₹ Cr.)

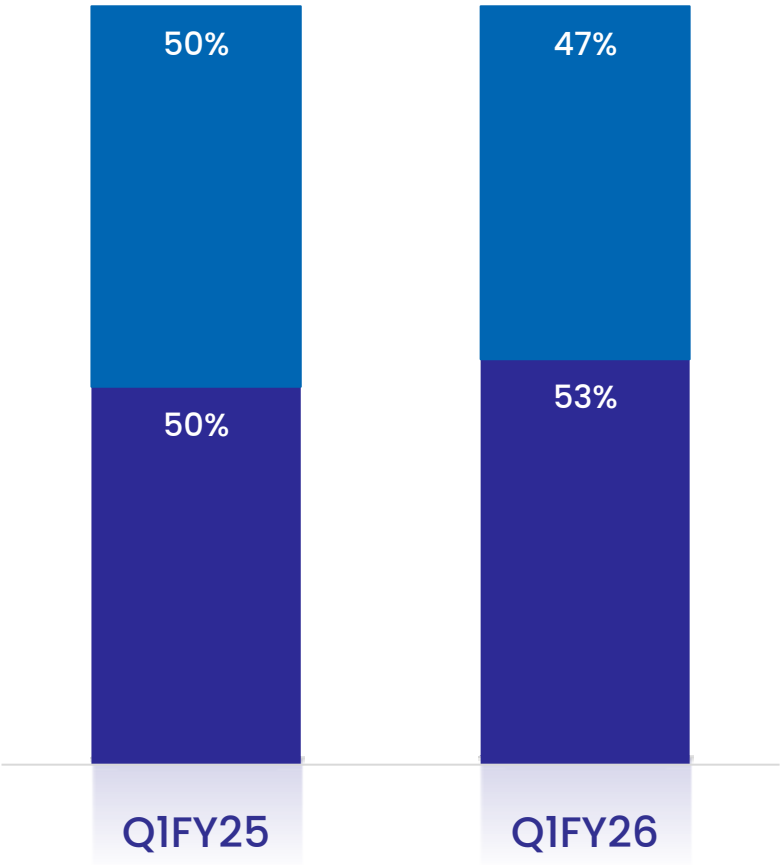
Focus to Grow Recurring Revenue Share

■ Brokerage ■ Distribution ■ NII ■ Other Operating



Net Revenue Break-up by Products (₹ Cr.)

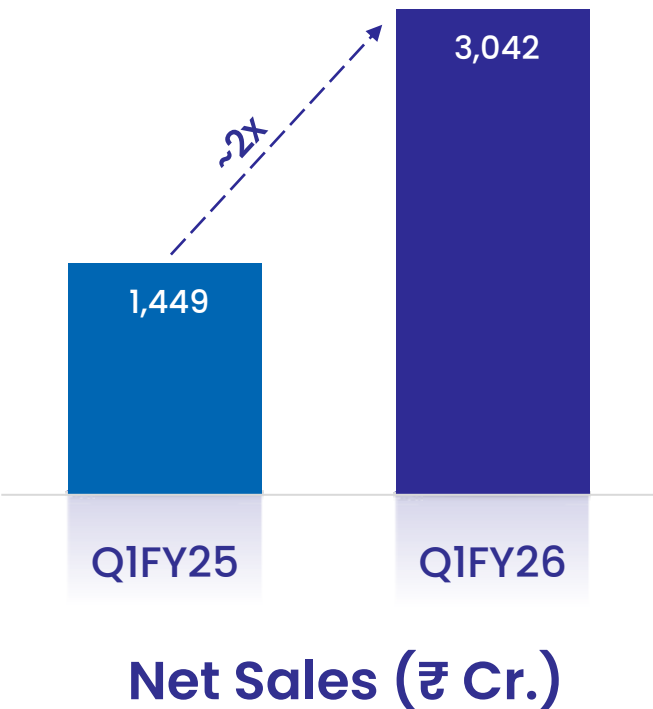
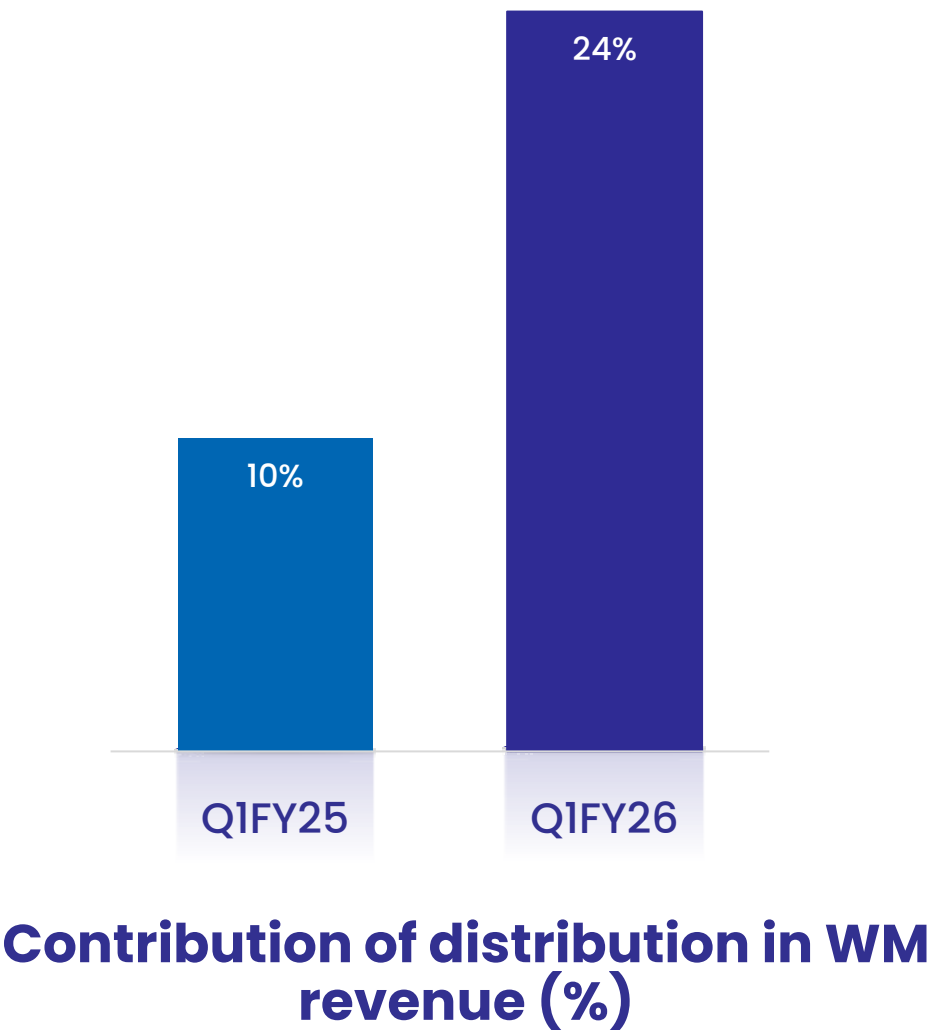
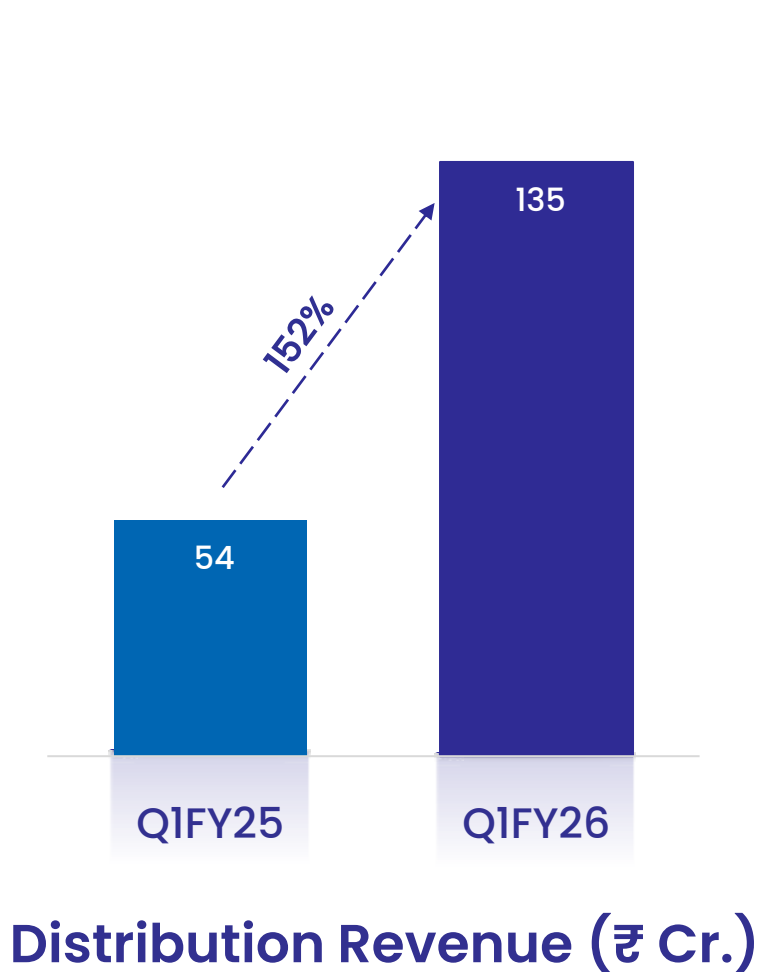
■ Internal ■ External



Net Revenue Break-up by Channels*

* External channel includes Franchisees

Distribution Business – Firing on All Cylinders



Asset & Private Wealth Management

**Blend of
manufacturing
and
distribution
capabilities**

**Focused and leading
player in alternate
assets**

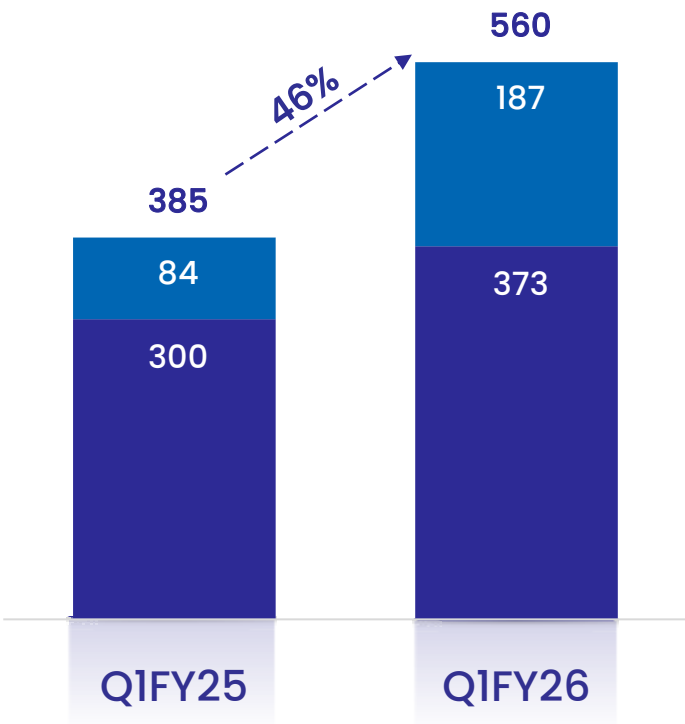
**Robust Investment
and Risk Management
process**

**AUM of ₹3.3 lakh Cr & Net
sales of ~₹12,000 Cr
in Q1FY26**

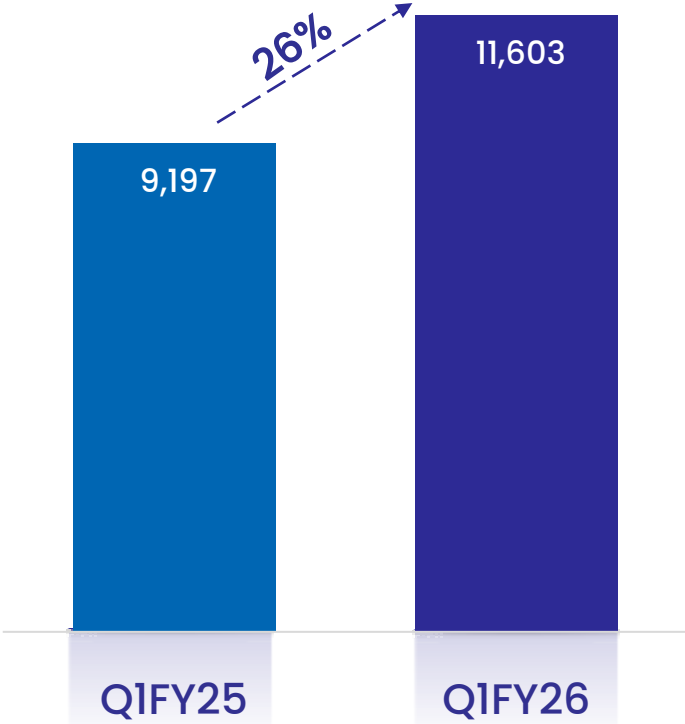
Asset & Private Wealth contributes 43% of Group PAT



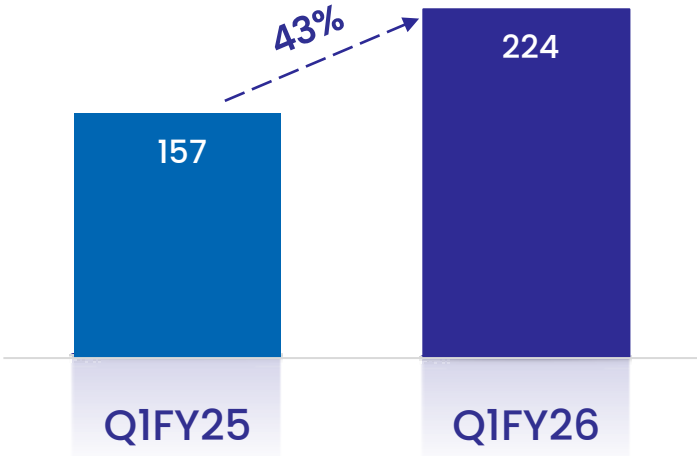
■ ARR ■ TBR



Net Revenue Break-up (₹ Cr.)



Net Sales (₹ Cr.)



PAT (₹ Cr.)

Asset Management

**Listed Equities
MF + PMS + AIF
(CAT III)**

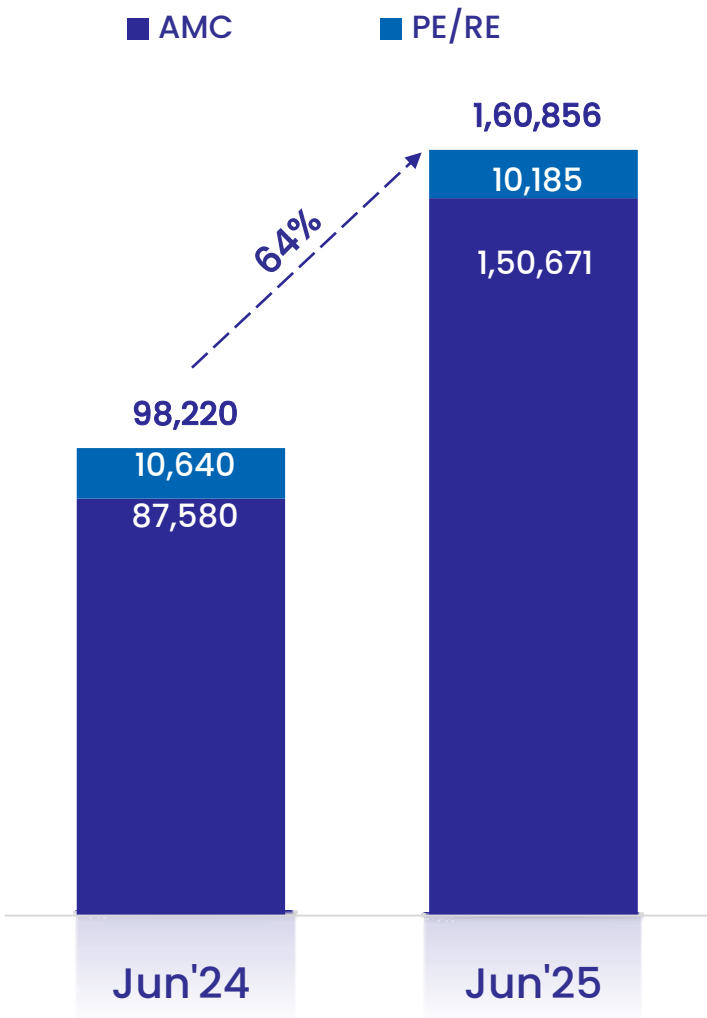
**Unlisted
Private Equity +
Real Estate Funds
(CAT II).**

**Forayed in Private
Credit business**

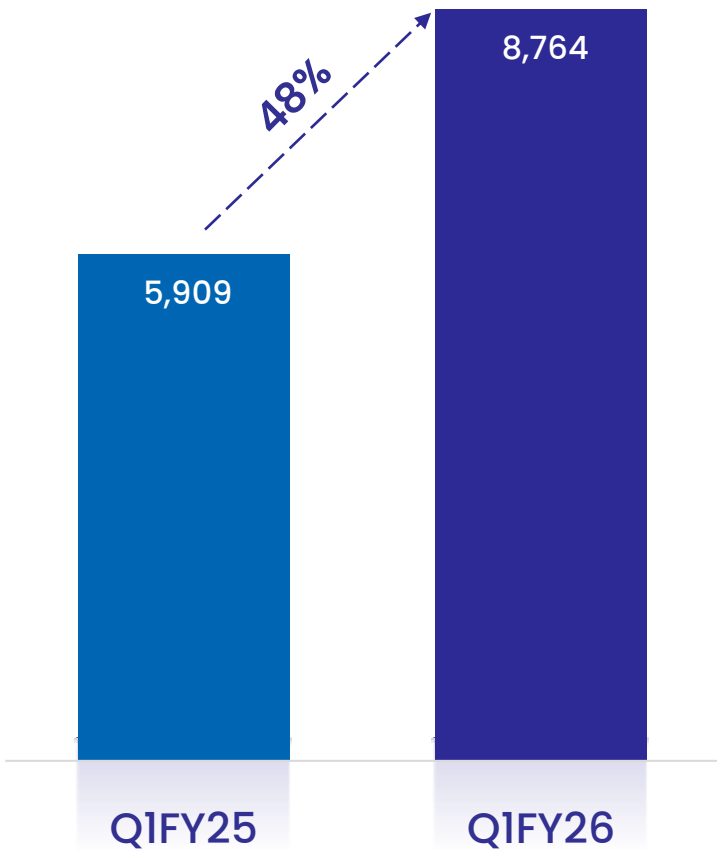
**Fee earning AUM of
₹1.61 Lakh cr.**

**Quality Investment
Team with a
successful track
record**

AUM Crossed 1.5 Lakh Cr Milestone

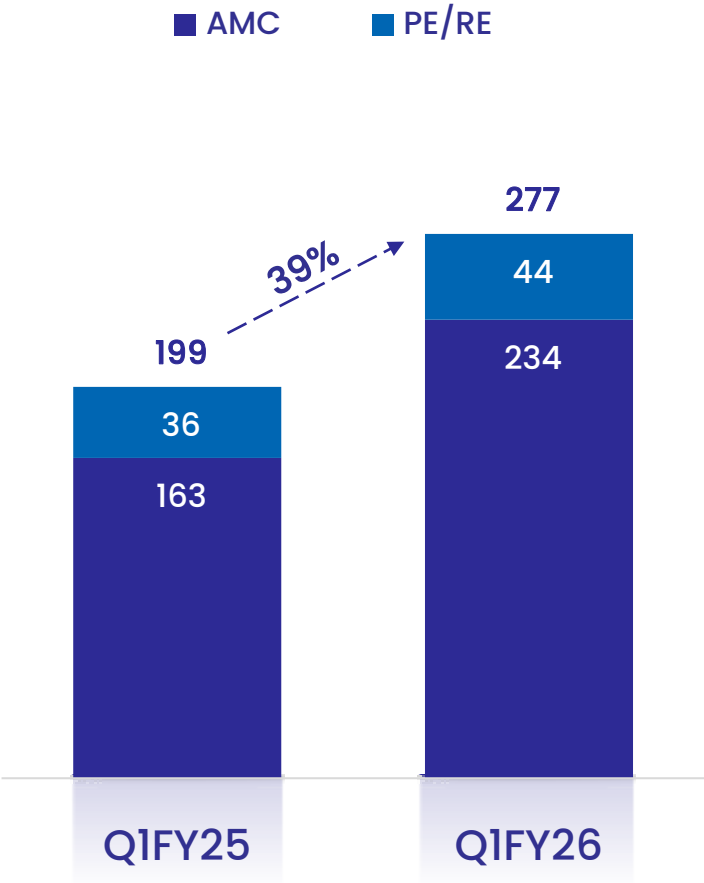


AUM Break-up (₹ Cr.)

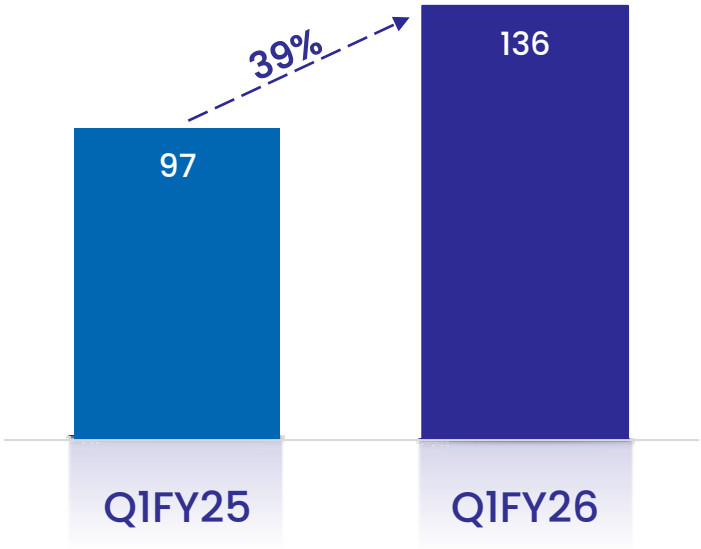


Net Sales (₹ Cr.)

Robust Revenue & PAT growth



Net Revenue Break-up (₹ Cr.)



PAT (₹ Cr.)

Gain in Flows Market Share to Boost AUM Market Share

Asset Management

One year performance *

Total No. of Strategies (MF + PMS + AIF) 16

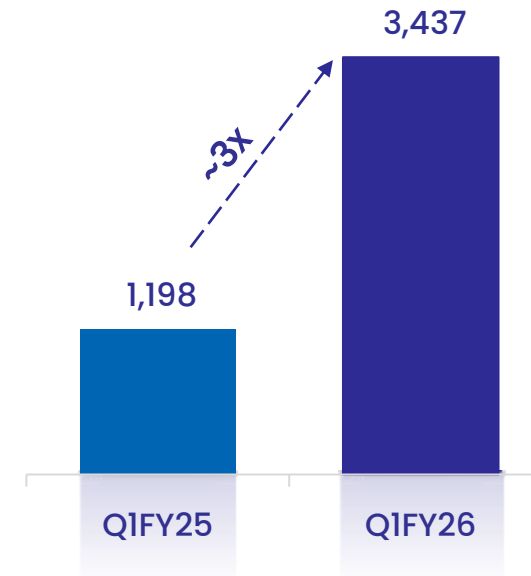
11 strategies outperformed benchmark 11

Mutual Fund 7

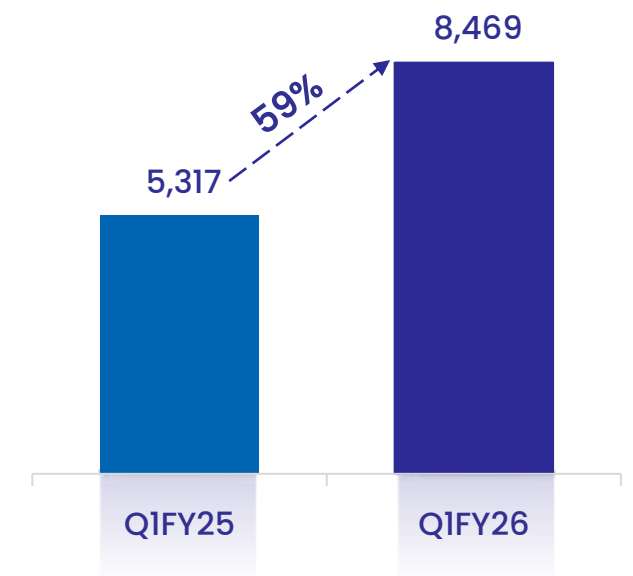
Alternates (PMS + AIF) 4

Outperforming Strategies basis AUM (%) 92%

*Performance as on 30th June 25



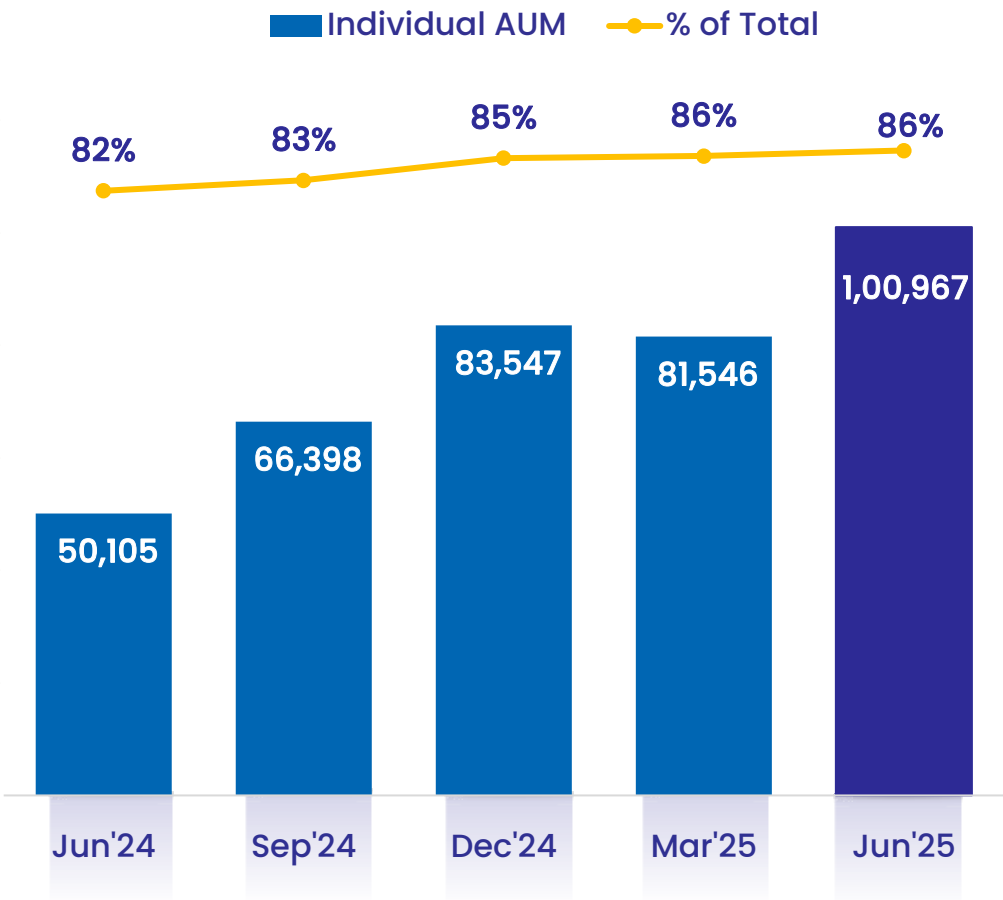
SIP Flows (₹ Cr.)



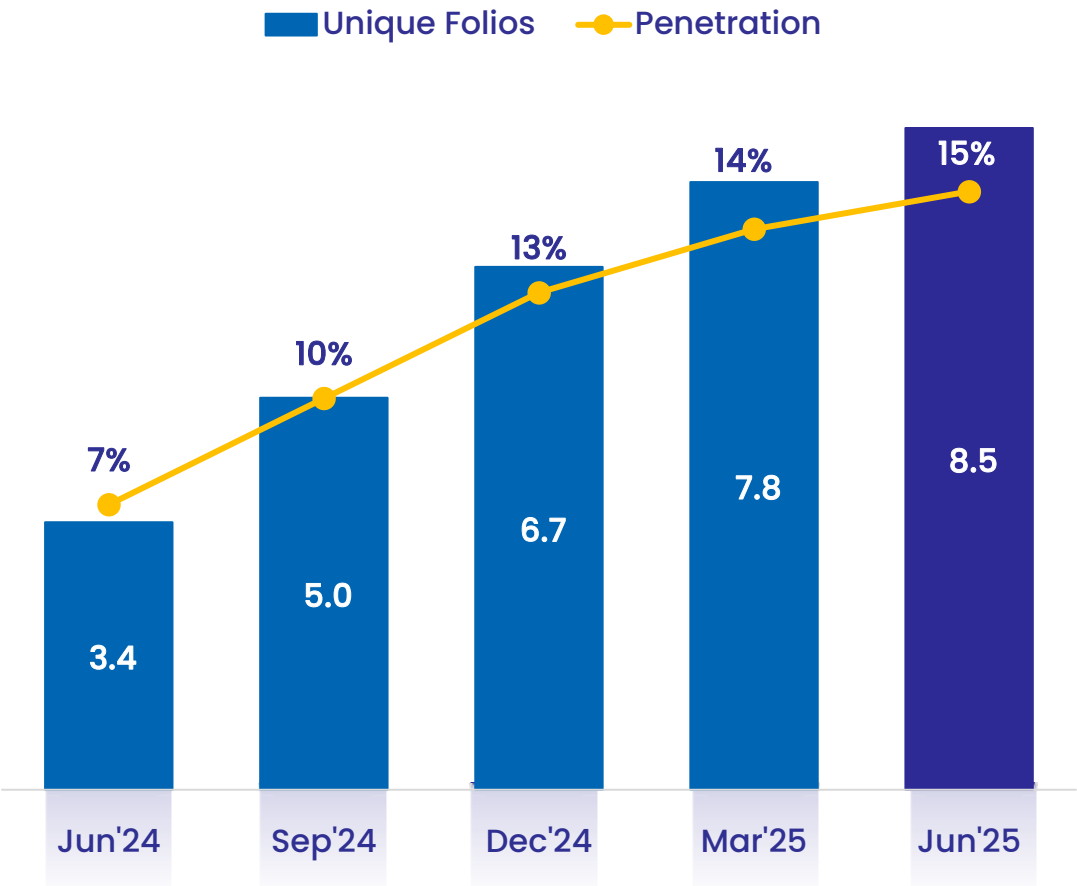
Net Flows (₹ Cr.)

Flow Market Share	Jun'25	Q1FY26	FY25	Q4FY25	Q3FY25	Q2FY25	Q1FY25
Total MF Net Sales	9.8%	7.7%	7.7%	7.1%	10.8%	7.8%	4.5%
▪ Growth / Active Equity MF Schemes Net Sales	8.4%	8.4%	7.8%	8.4%	11.6%	6.9%	3.5%
▪ Passive Equity MF Schemes Net Sales	27.2%	6.0%	7.1%	3.0%	7.4%	11.4%	6.8%
SIP Market Share	4.4%	4.3%	3.2%	4.2%	3.8%	2.6%	1.9%
AUM Market share (ex-hybrid)	2.4%	2.4%	2.3%	2.3%	2.3%	1.9%	1.6%

Granular AUM With Growing Penetration

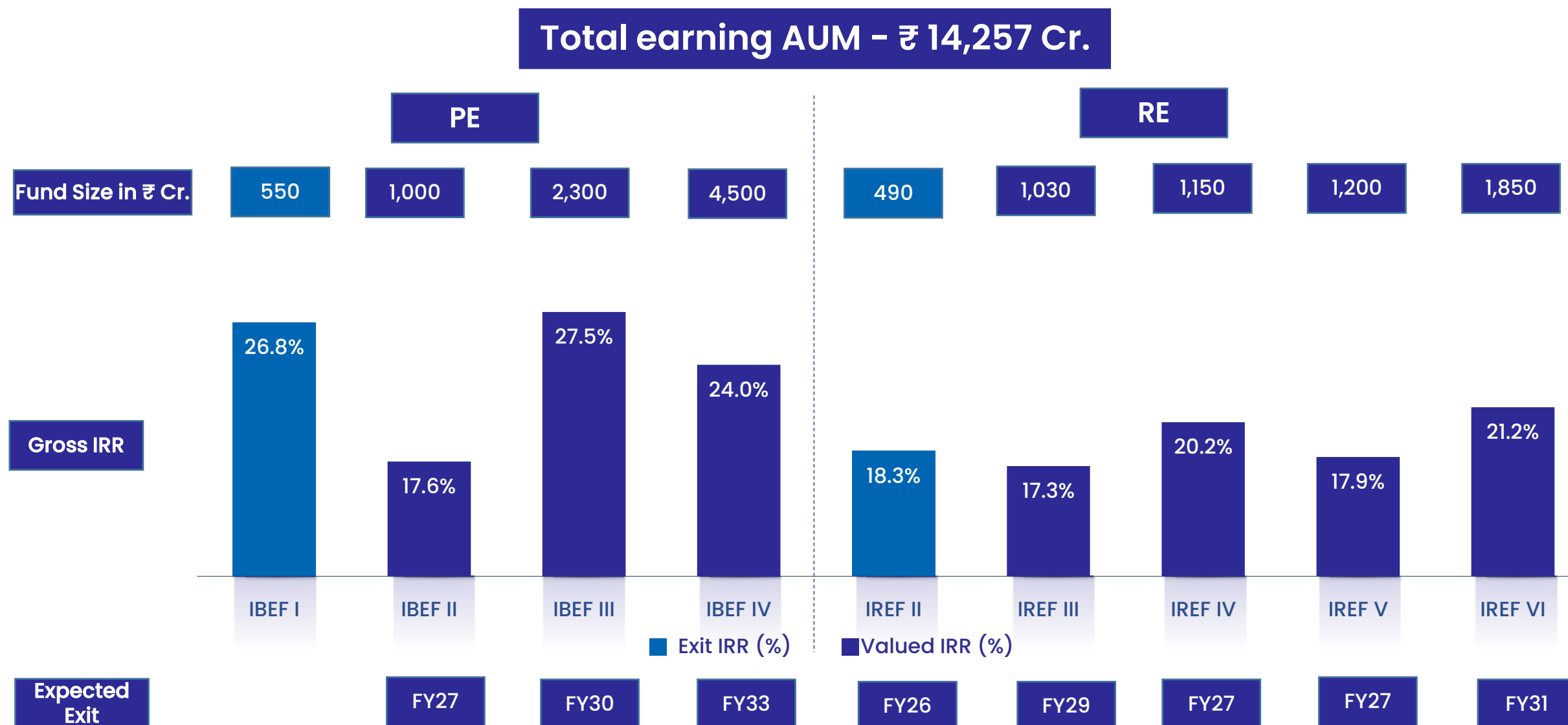


Individual MF AUM (₹ Cr.)



MF Unique Customers (Mn.)

Private Equity & Real Estate



- Launched IBEF V with Target size of ₹ 8,000 cr. First close done in July 2025 with over 80% of target size.
- Successfully closed IREF II fund with gross IRR of 18.3%.
- Raised ₹ 2,000 cr. in IREF VI fund.

Private Wealth Management

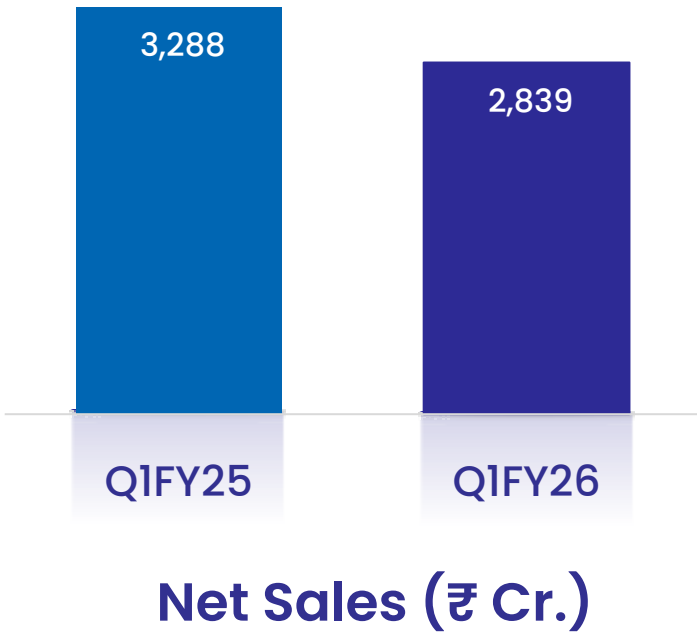
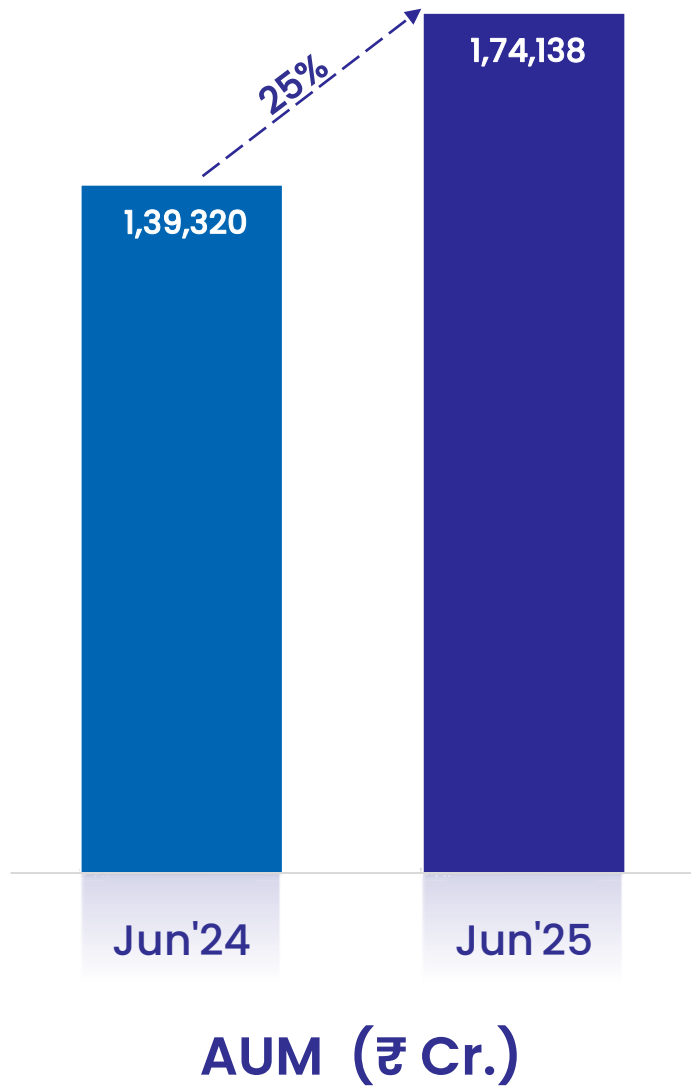
Focus on catering to the HNI & UHNI clients with a net worth of more than ₹5 Cr

High quality team of 615 RMs; 3+ years vintage of 33%

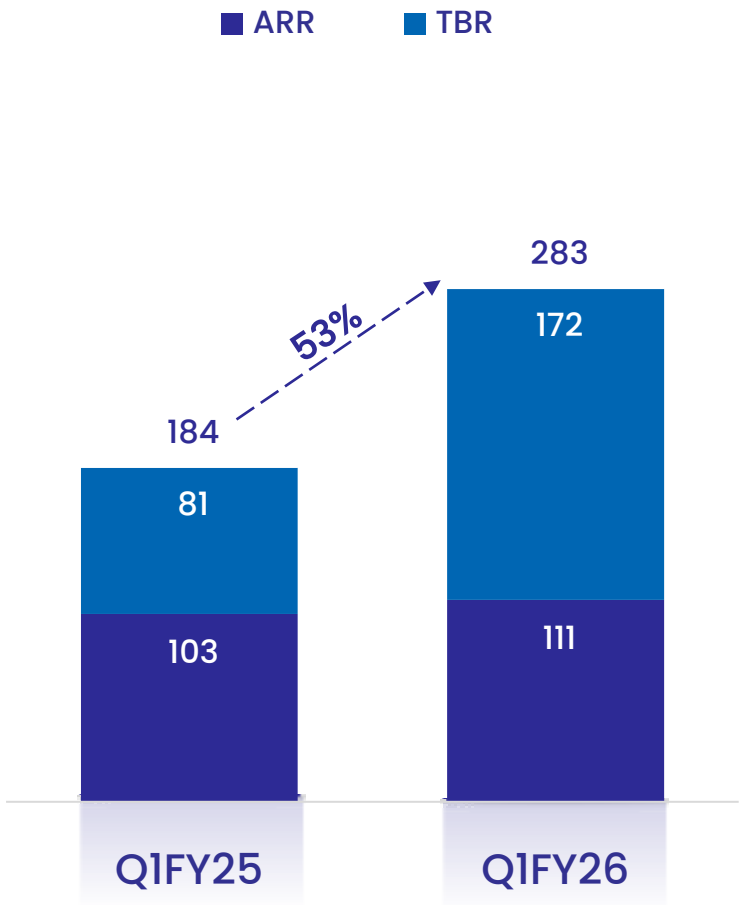
Integrated platform with solutions offering across asset management, lending, investment banking and institutional equities

Growing clients assets under management of ₹1.7 lakh Cr

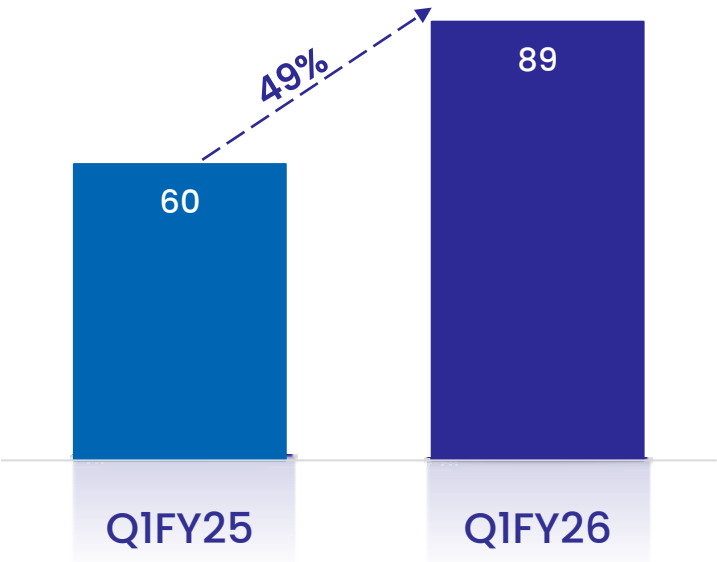
RM Vintage Improvement to Drive Productivity



Robust Revenue and PAT Growth

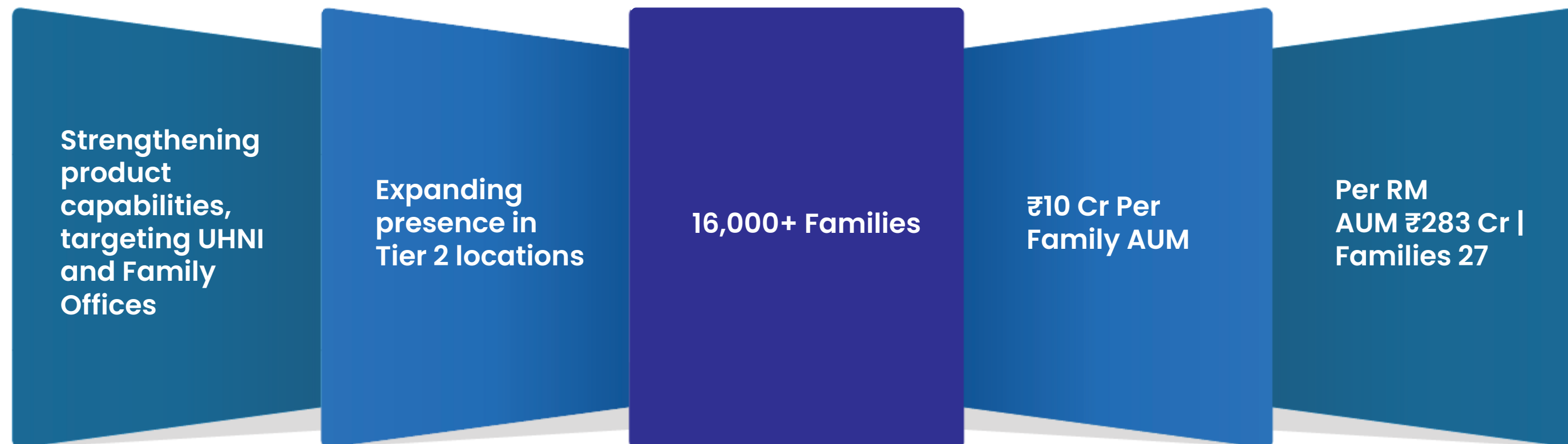


Net Revenue Break-up (₹ Cr.)



PAT (₹ Cr.)

Focus on Improving Productivity and Margins



Capital Markets

Institutional Equity

Covering 320 companies across 25 sectors, valuing ~73% of India's market-cap

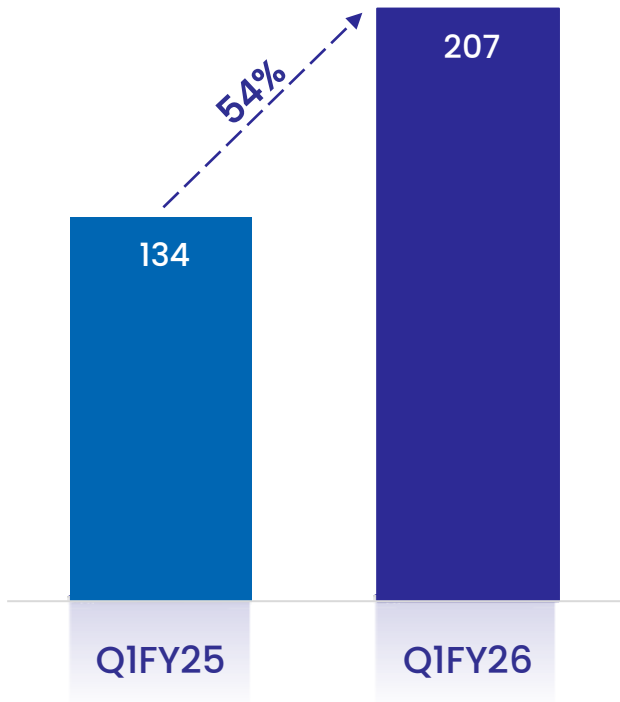
Strong team of 150+ employees catering to 890+ institutional clients

Investment Banking

Completed 16 deals with total issue size of ₹29,500+ Cr during Q1FY26

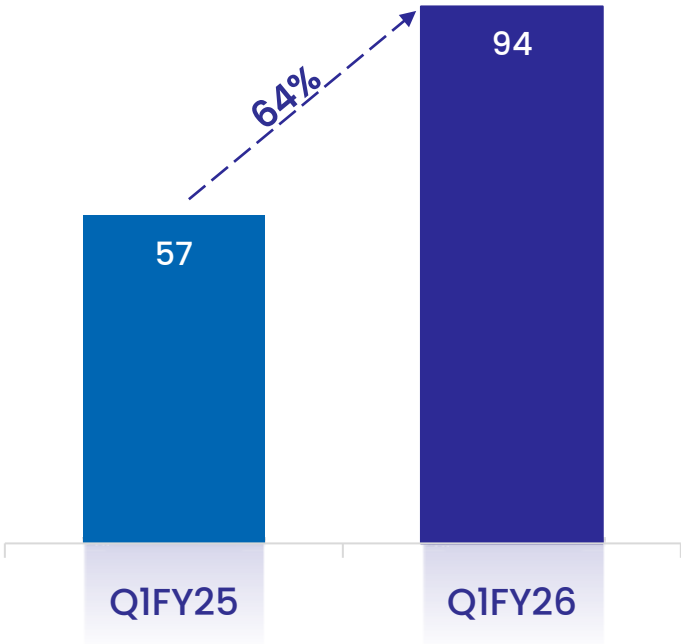
With best ever deal mandate pipeline, share in IB league table to further rise.

Ranked No.1 in QIP and No. 3 in IPO League Table



Net Revenue (₹ Cr.)

ECM Ranking (by No. of Issues)	FY25	Q1FY26
IPOs	12 th	3 rd
QIPs	1 st	1 st
IPOs + QIPs	6 th	2 nd



PAT (₹ Cr.)

Home Finance

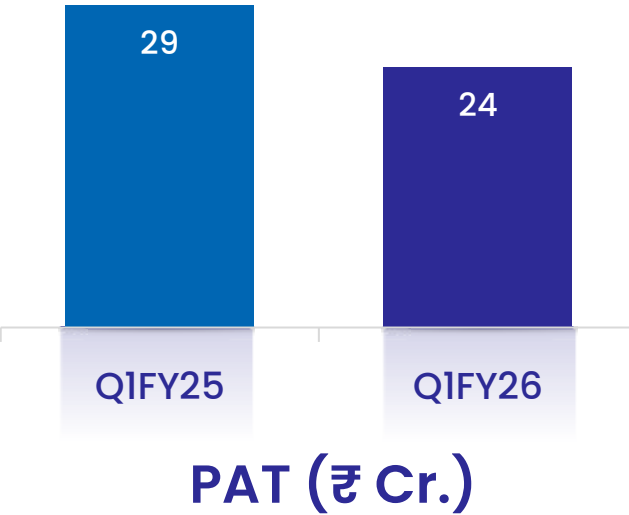
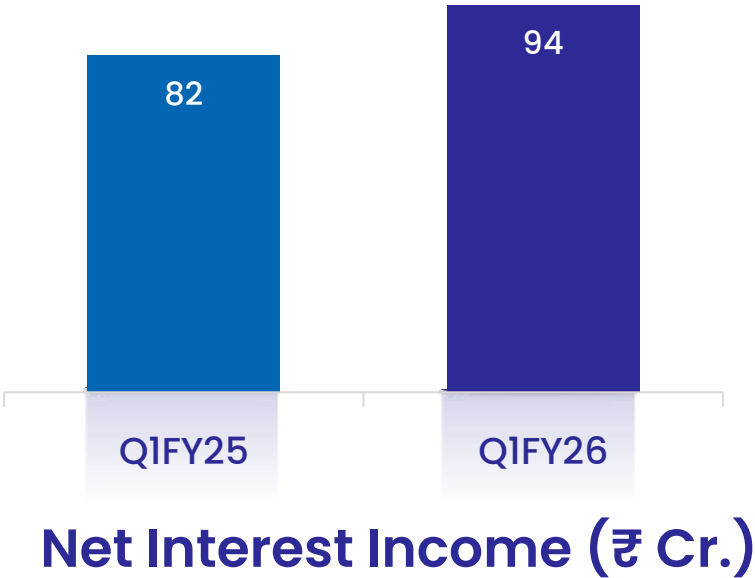
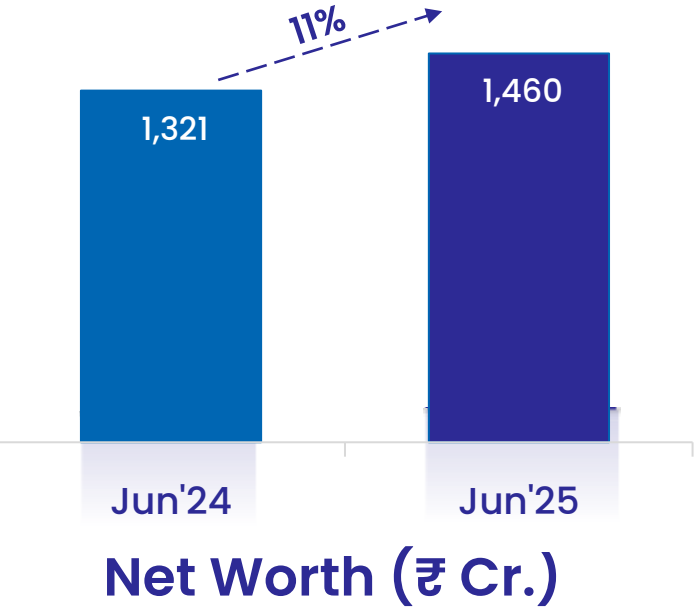
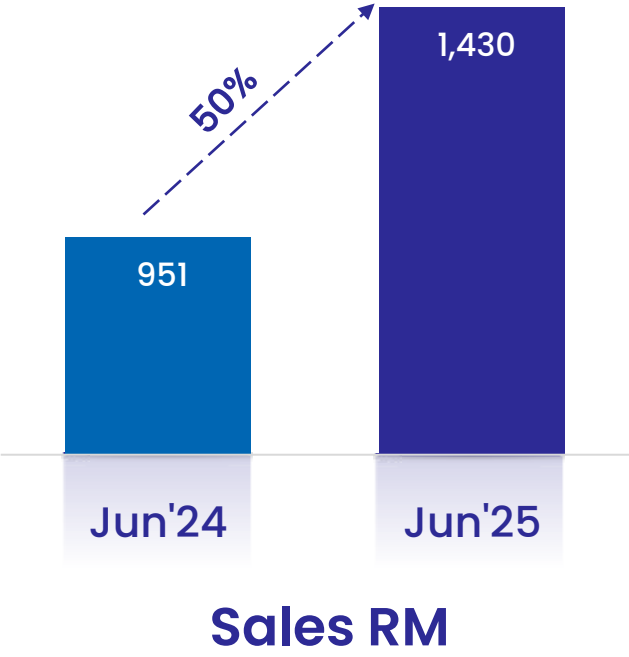
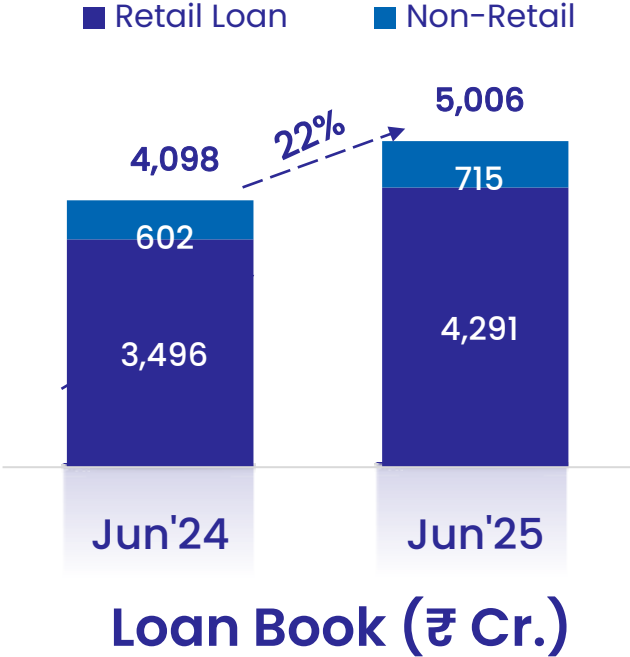
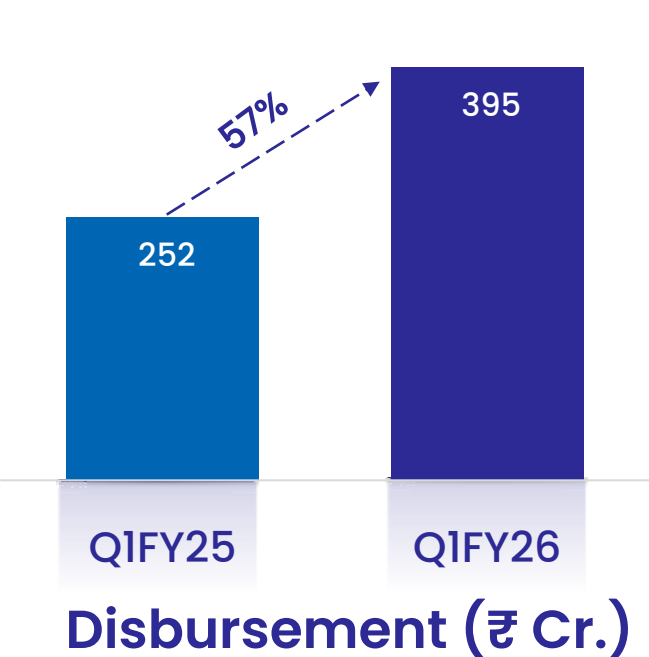
Building retail granular book with wide geographical distribution and maintaining asset quality

Expanding Sales RM Strength to drive Disbursement growth

Scalable operating Model built on Holistic Technology Usage

Credit rating: AA with Positive outlook (by all three credit rating agencies)

Strategic Investment Phase



Financial Metrics

Parameters	Q1FY26	Q1FY25
AUM (₹ Cr)	5,027	4,122
Yield	13.6%	14.0%
COF	8.4%	8.4%
Spread	5.2%	5.6%
NIM	6.9%	7.3%
Opex to AUM	4.7%	4.7%
ROA	1.8%	2.6%
ROE	6.6%	9.0%
CRAR	40.8%	45.5%
Net Leverage	2.3	2.0
GNPA	1.2%	1.2%
NNPA	0.6%	0.6%

Treasury Investments

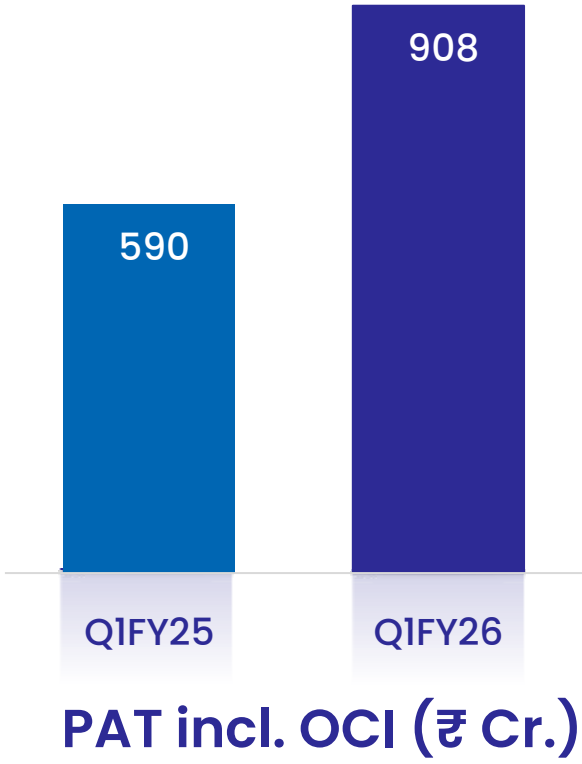
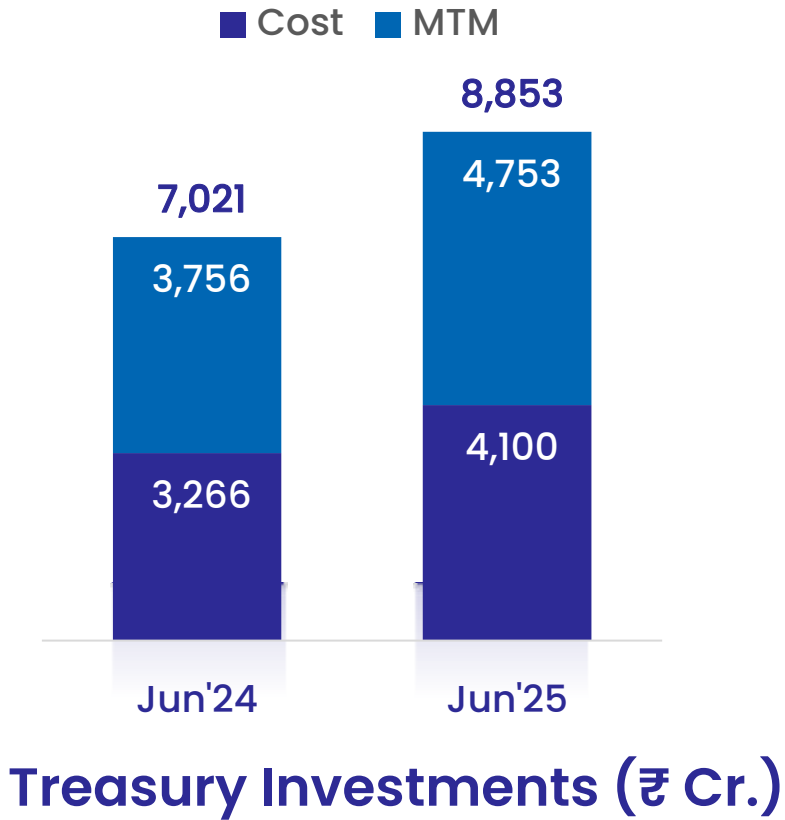
Healthy returns at
20.1% XIRR since
FY14

Skin in the game

Helps in absorbing
shocks in an uncertain
environment

Helps to grab new
opportunities and foster
the existing businesses

Skin in the game- ₹11,000+ Cr.



Particulars (₹ Cr)	Q1FY26
Treasury Investment	8,853
Less : Capital allocated from operating businesses	(5,413)
Net Worth of Treasury Segment	3,440

Highly Experienced and Pedigreed Management Team



Raamdeo Agrawal
Chairman

- Chartered Accountant
- Four decades of rich experience in research and wealth creating study
- Co-Promoter of Motilal Oswal



Motilal Oswal
MD & CEO

- Chartered Accountant
- decades of rich experience in operations
- Co-Promoter of Motilal Oswal



Navin Agarwal
Group MD – MOFSL

- CA, ICWA, CS, and CFA
- Three decades of rich experience in building and running businesses
- Joined the group in 2000



Ajay Menon
CEO – Wealth Management

- Chartered Accountant
- Over 24 years of experience in Capital Markets
- Joined the Group in 1998



Prateek Agarwal
MD & CEO – Asset Mgmt

- PGDM, from XIMB and B.E. in Electronics from NIT
- 30+ years of experience in fund & asset management.
- Joined MOAMC in 2023



Rajat Rajgarhia
CEO – Institutional Equities

- CA and MBA
- Over two decades of rich experience in capital markets
- He joined MOFSL in 2001



Vishal Tulsyan
Executive Chairman – MO Alternates

- Chartered Accountant
- 25+ years of experience in Financial Services.
- Joined MOFSL in 2006



Amit Ramchandani
CEO – Investment Banking

- MBA from JBIMS
- 20+ years of rich experience in financial sectors across Investment Banking role.
- Joined MOFSL Group in 2024



Sukesh Bhowal
CEO- Housing Finance

- B.Tech from IIT Mumbai & PGDM in Finance & Marketing from IIM Lucknow
- 27+ years of experience real estate and lending industry
- Joined MOHFL in 2023



Ashish Shanker
CEO- Private Wealth

- Management Graduate from University of Bangalore & an alumni of Harvard Business School
- 25+ years of experience
- He joined MOPW in 2012

Highly Experienced and Pedigreed Management Team



Shalibhadra Shah
Chief Financial Officer

- Chartered Accountant
- 22 years of experience in Finance and Strategy
- He joined the MOFSL Group in 2006



Pankaj Purohit
Chief Technology Officer

- Bachelor in Engineering
- More than 26 years of experience.
- He joined the MOFSL Group in 2004.



Niren Srivastava
Chief Human Resource Officer

- Postgraduate in HR & graduate in Political Science & Sociology.
- More than 20 years of experience.
- He joined the MOFSL Group in 2023



Sandeep Walunj
Chief Marketing Officer

- PDGM from IIM Ahmedabad
- 28+ years of rich experience in Marketing, digital, products, & innovation across various industries.
- He joined the MOFSL Group in 2024



Neetu Juneja
Chief Compliance Officer

- Chartered Accountant
- 24 years of extensive experience in regulatory functions
- She joined the MOFSL Group in 2024.



Siddharth Sureka
Chief AI Officer

- MBA from Kelley Scholl of Business and Master of Science
- 20 years of experience in AI/ML, Product Management
- He joined the MOFSL Group in 2024.



Sanchit Suneja
Group Chief Strategy Officer

- MBA from Indian School of Business
- More than 14 years of experience.
- He joined the MOFSL Group in 2025



Vighnesh Mehta
Group Head – Risk Management

- Master of Mgmt from IIT Bombay, CFA & FRM
- Over 15 years of experience in Risk Management, ALM, Treasury
- Joined the MOFSL group in 2025



Manish Kayal
Head – Corporate Planning & IR

- Chartered Accountant and CFA (USA)
- Over 20 years of experience in IR, IB, Equity research & AMC
- Joined the MOFSL group in 2024

MOFSL's ESG Initiatives

Rating assigned by CRISIL has assigned to MOFSL in its Sustainability Yearbook 2024

"ADEQUATE"
Rating Category

"VERY GOOD"
Disclosure level

Launched an online ESG profile platform, which adheres to international frameworks such as IFC, GRI, SASB, CDP, etc.

[Link](#)

Environment <ul style="list-style-type: none"> Reduced paper waste by shifting to electronic communication and paperless processes Ensured responsible disposal of e-waste through certified vendors Adopted green IT practices including remote work enablement, e-waste handling, and digital documentation 	<ul style="list-style-type: none"> Transformed office spaces by incorporating vertical gardens and live plants across all floors Recycled over 8 metric tonnes each of dry and wet waste, and safely disposed of nearly 3 metric tonnes of e-waste during FY24-25 Implemented Sewage Treatment Plants (STPs) to recycle wastewater for irrigation and other non-potable purposes.
Social <ul style="list-style-type: none"> Delivered over 9.6 lakh hours of soft skills training to employees during FY25 Organised several health camps to support employee wellness Introduced "Switch-Off" policy that ensures work-life balance by defining after-hours communication limits 	<ul style="list-style-type: none"> Existence of "Heritage Club" which rewards employees serving for more than 5 years Restoration and improvement of school Infrastructure and quality education for 13,000+ tribal students in Wada, Maharashtra. Over 18,560 persons benefitted from various CSR projects Tree plantation drives and environmental conservation efforts undertaken.
Governance <ul style="list-style-type: none"> Diverse Board composition 50% Independent Director in Holding Company and at least 50% in material subsidiary Average Board experience >30 years Remuneration Policy recommended by Nomination and Remuneration Committee Corporate Governance 	<ul style="list-style-type: none"> 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 and awareness Equal Opportunity Policy Anti-Bribery and Anti-Corruption Policy

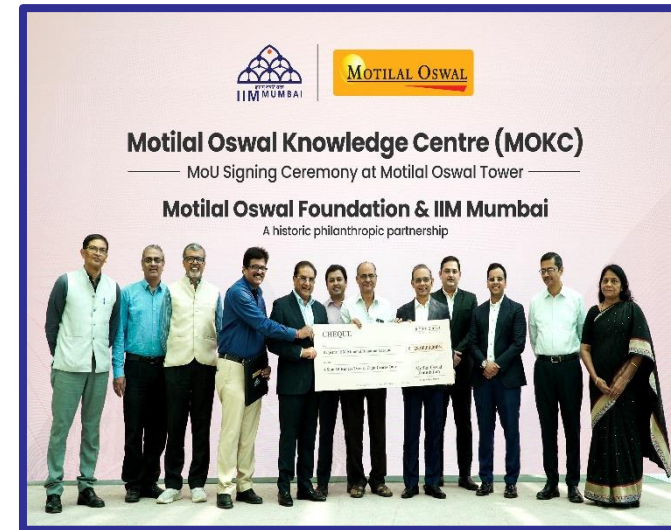
Philanthropy



Maharshi Vaishnav
CEO, Motilal Oswal
Foundation



MO Research Centre
@IIT Mumbai



MO Knowledge Centre
@IIM Mumbai



State-of-the-art Executive Centre @ ISB
Hyderabad campus



State of the art farmer training institution
"Krishikul" in Maharashtra



Setting up of Plaksha University at Mohali,
Punjab



Campus for outstation Chartered
Accountant (CA) aspirants in Mumbai.

Strategic Brand Leadership Initiatives



Old Logo



New Logo



'Khaas Mahurat, Khaas Basket' campaign for Diwali 2024

A special Diwali Mahurat Trading Stock Basket was created for investors.



Motilal Oswal AMC's Investor awareness initiative – WhyNot24?

Campaign to increase awareness on the benefits of SIP



Motilal Oswal AMC's Investor awareness initiative – Children's day SIP

Campaign to increase awareness on the benefits of SIP.



Campaign for: Culture Anthem

Hum Motilal Oswal Hain:
Behaviours That Have Shaped Our
37-Year-Old Legacy



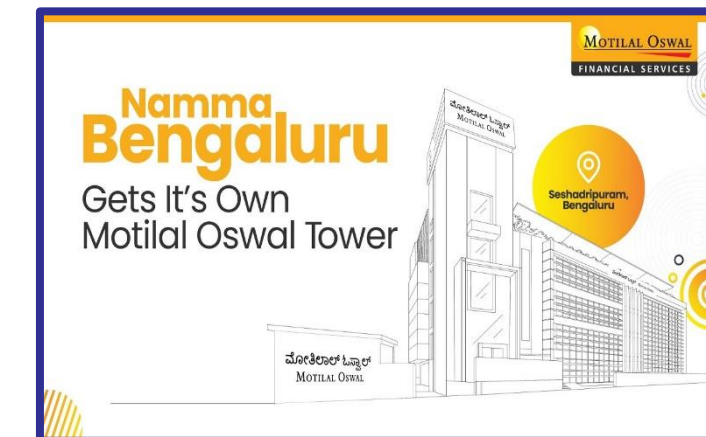
Man from Motilal Oswal Campaign

Positioned research and advisory as key
brand differentiators.



Motilal Oswal Malad West – Metro Station

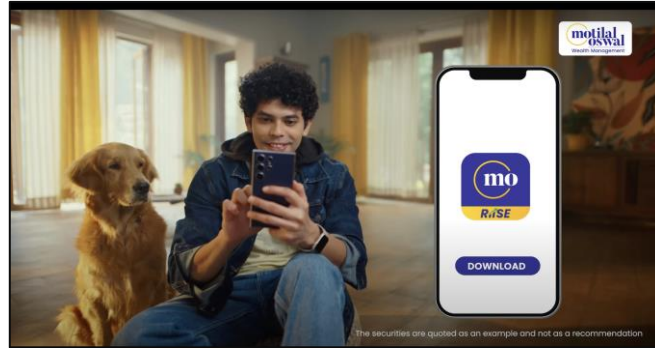
Landmark association with Malad, a
suburb that houses over 4,000+
employees.



New Motilal Oswal Tower in Bengaluru

Inaugurated a cutting-edge facility in
Bengaluru, commencing our plan to
have a tower in every major city.

Strategic Brand Leadership Initiatives



Motilal Oswal RIIE app campaign
6 series films; curated for awareness and increase app downloads



Motilal Oswal RIIE app performance campaign
6 series films to build momentum and showcasing App superiority and differentiation



Motilal Oswal R360 app campaign
5 series films were launched to nudge investors about the importance of reliable research before investing



Motilal Oswal AMC brand campaign
Sharp articulation to differentiate MOAMC as Hi Quality and Hi-growth; reinforcing our investing philosophy



Motilal Oswal AMC
A digital-first high decibel brand campaign to establish positioning in the research-driven, high-conviction investing space



Motilal Oswal Mutual Funds ETFs launched
To reinforced our position as a leading provider with India's widest range of Index Funds.



Motilal Oswal Mutual Funds NFOs launched
To strengthen our product suite; innovative & future ready portfolios.



Research 360 performance Films:
11 series influencer led campaign to drive Products USPs and increase subscription

Robust Digital Infrastructure

Data Science



AI-Enabled Smart Search
on mobile apps



Alpha Generator – AI
Powered research recommendation



Hyper Personalization



Chatbot powered by
LLM models for client queries



News Engine
for instant news sentiment analysis



Smart Trade Reconciliation system
for compliance efficiency

Digital Products



RiISE – Super app for all financial needs



StratX – Algo market-place for automated trading



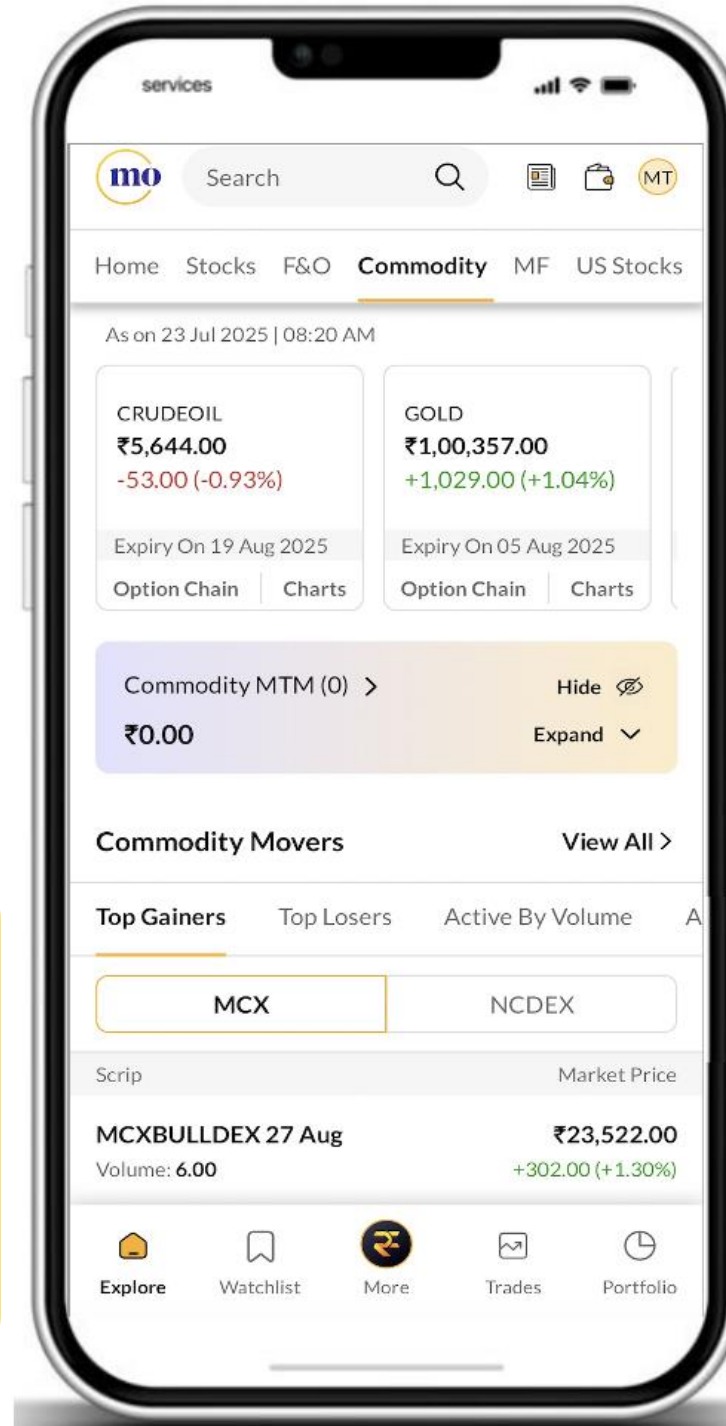
MO First – Platform for external wealth managers



Research 360° – Subscription to monetize research



Empowering Advisors



Technology Powered Growth



Reverse Penny Drop,
advanced OCR



Start-up collaborations



Digital Acquisitions



Comprehensive customer onboarding –
integrated with technologies like account aggregator



Research collaboration with
IIT Mumbai

Digital Infrastructure



Cloud Based Modular Architecture



Collaboration with fintech and financial institution



Disaster recovery system in place (FDR) mechanism



Rapid Application development with flutter



Integration of Open-source platform



Centralised platform for client and partner servicing

People Focus | Continuing our Investments in Building MOFSL a Talent Powerhouse



An expanding employee base to support our aspirations



13,270
strong employee base



~23% Diversity levels
across the group



1,300+ Gross hires in Q1FY26
60 + Senior hires in Q1FY26

With a focus on becoming a talent powerhouse through a bouquet of talent related interventions

Signature Leadership Programmes



300 “Talent Pool”
employees being covered

Building our Young Leadership Practice



100 Management Trainees
being onboarded

Recognition of our focus on people



Top 50 India’s Best
Workplaces in BFSI
2025



WOW Workplace
for 2025 by Jombay!
(Top 50-BFSI Category)



We are certified as a
Great Place to Work
for the 8th time!

Strong Industry Tailwinds

Economic
take-off: India
likely to retain
its position as
world's fastest-
Growing major
economy

Financialization of
Savings Propelling
equities

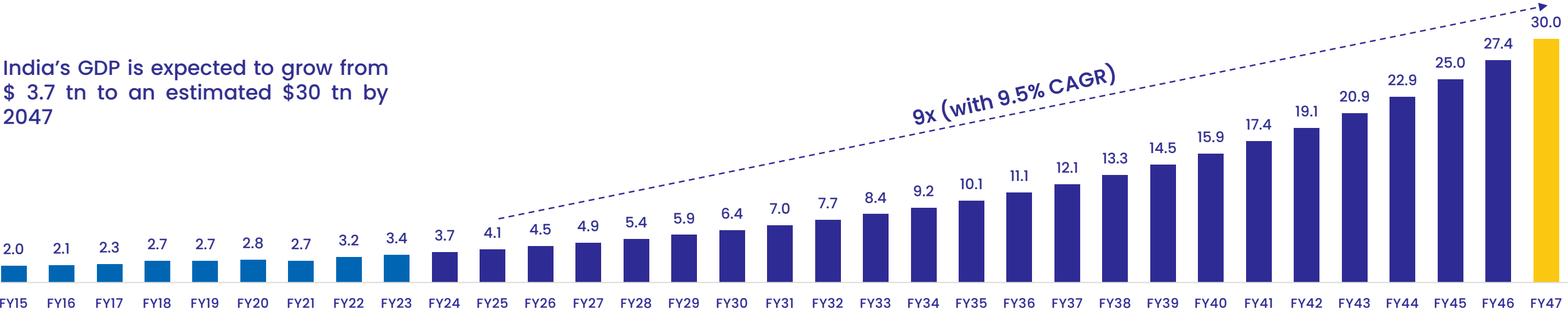
Digitization Driving
Exponential Retail
participation

Wealth
Management
Opportunities in
India

‘Economic takeoff’: India likely to retain its position as the world’s fastest- growing major economy

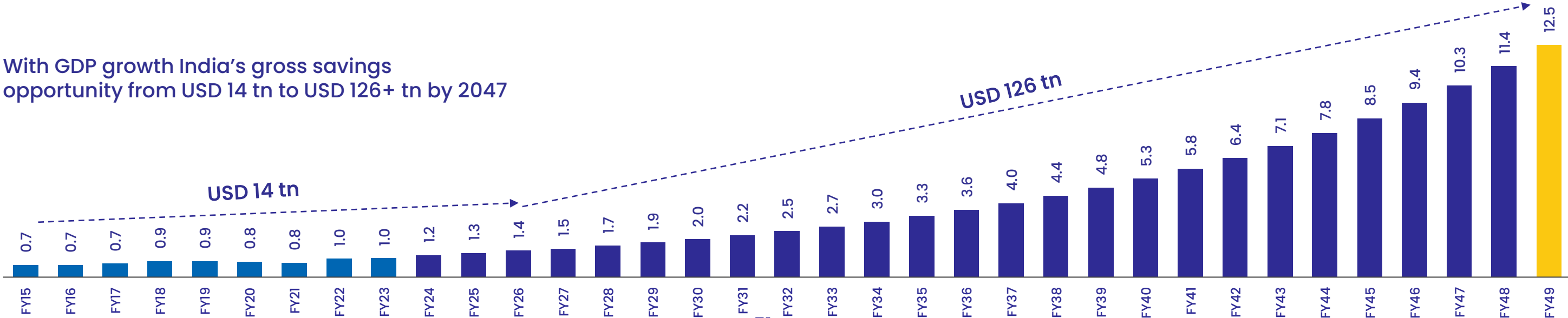
Gross Domestic Product (USD Bn.)

India’s GDP is expected to grow from \$ 3.7 tn to an estimated \$30 tn by 2047



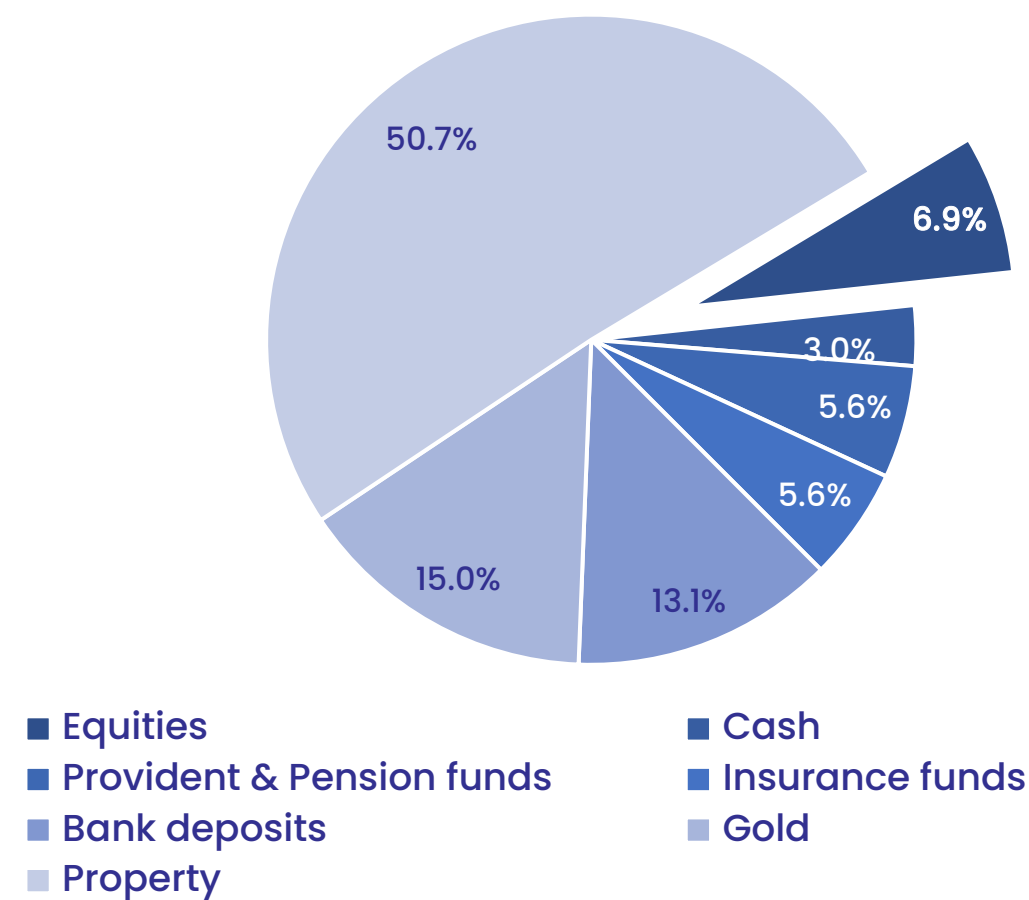
Gross Domestic Savings (USD Bn.)

With GDP growth India’s gross savings opportunity from USD 14 tn to USD 126+ tn by 2047

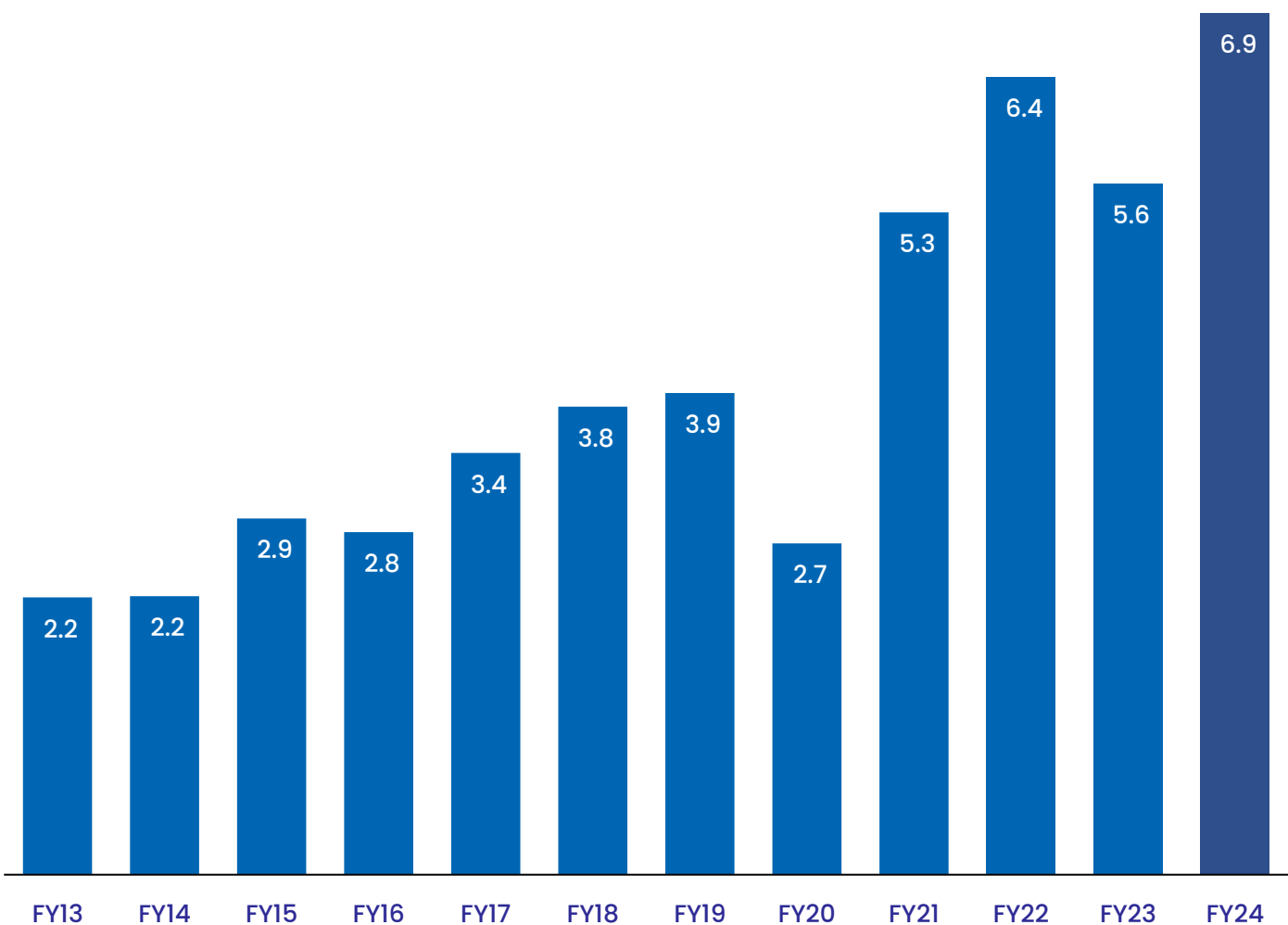


Financialization of Savings Propelling equities

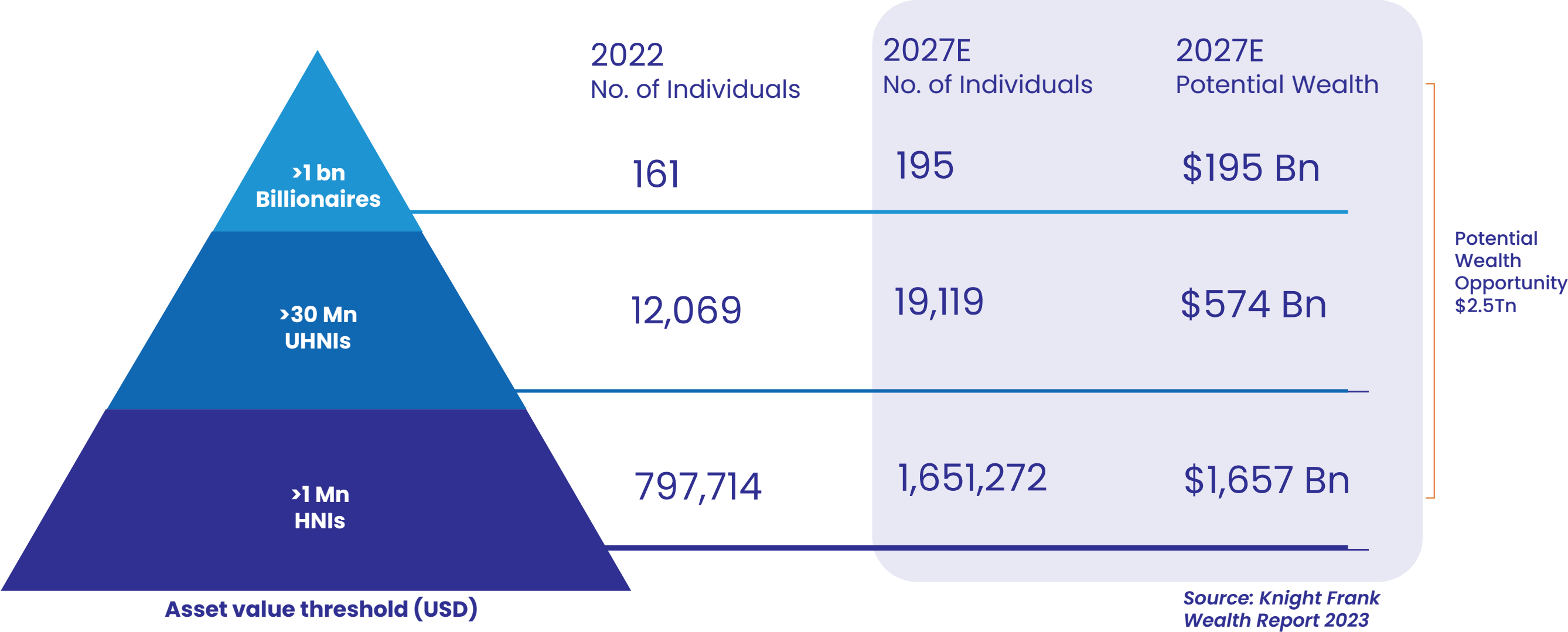
Total Indian Household assets \$ 12.9 Tn (FY24)



% of Household Assets in Equities



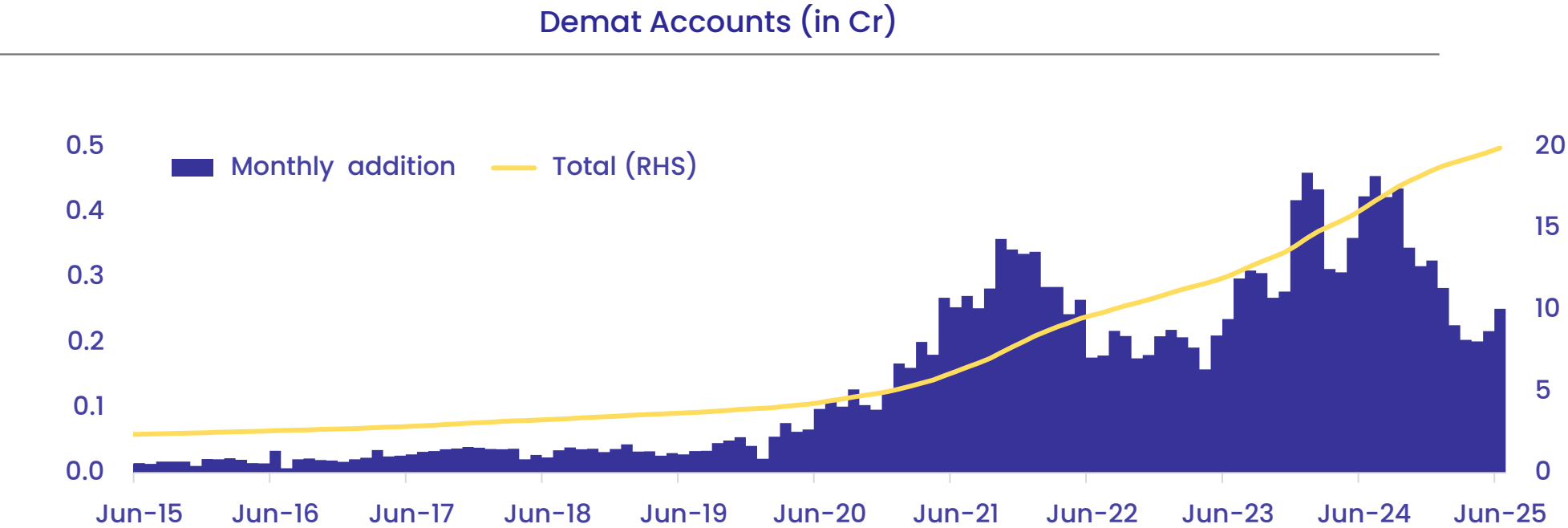
MOFSL well geared to tap growing wealth opportunity in India



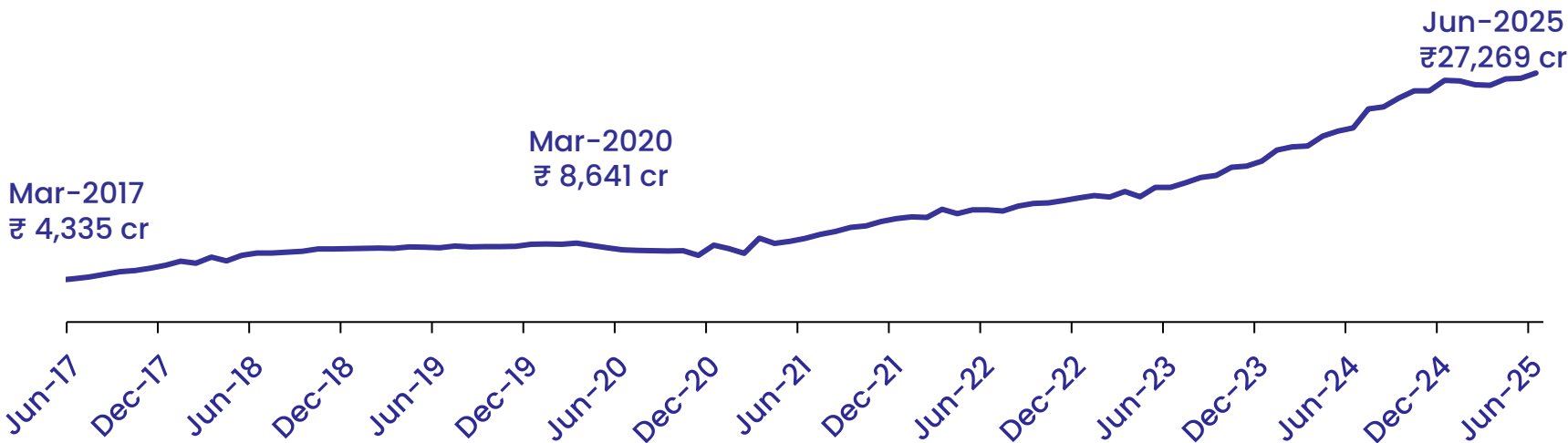
Digitization Driving Exponential Retail participation



Strong addition of Demat accounts and SIP flows signal a significant runway for sustained growth with projections indicating a trajectory ~30% for the medium term



SIP flows on a relentless rise, making the markets resilient



Thank You

For any query, please contact :

Shalibhadra Shah

Chief Financial Officer

shalibhadrashah@motilaloswal.com

Manish Kayal

Head Investor Relations

manish.kayal@motilaloswal.com
investorrelations@motilaloswal.com

For more details refer data book published on our website [\(here\)](#)

Data Book Contents

- Consolidated Performance
- Segmental Performance
- Segmental PAT trend of last 5 years
- Balance Sheet
- Reconciliation to Financial Statements
- Exchange format P&L

Company Website:

www.motilaloswalgroup.com

[Past Transcripts & Investor Presentations](#)