

Motilal Oswal Financial Services Ltd

Additional Slides | Q4 FY16 & FY16 Earnings Update



Efforts into building competencies & capabilities leading to tangible business results

Retail Broking & Distribution and Institutional Equities (Motilal Oswal Securities Ltd – MOSL)

Particulars <i>Rs million</i>	Q4 FY16	Q4 FY15	Change (%) Y-o-Y	Q4 FY16	Q3 FY16	Change (%) Q-o-Q	FY16	FY15	Change (%) Y-o-Y
	Mar 31, 2016	Mar 31, 2015		Mar 31, 2016	Dec 31, 2015		Mar 31, 2016	Mar 31, 2015	
Total Revenues	1,389	1,440	-3%	1,389	1,392	0%	5,496	5,426	1%
EBITDA	365	414	-12%	365	376	-3%	1,485	1,815	-18%
PBT	147	305	-52%	147	170	-13%	794	1,493	-47%
PAT	131	204	-36%	131	122	8%	605	1,081	-44%

MOSL Standalone numbers are predominantly Broking activities, but would also include impact of some Treasury activities which is done from MOSL balance sheet apart from MOFSL Standalone balance sheet, as explained in our Earnings Presentation slide



Consolidated financials – Ex-Aspire Housing Finance

Particulars <i>Rs million</i>	Q4 FY16	Q4 FY15	Change (%) Y-o-Y	Q4 FY16	Q3 FY16	Change (%) Q-o-Q	FY16	FY15	Change (%) Y-o-Y
	Mar 31, 2016	Mar 31, 2015		Mar 31, 2016	Dec 31, 2015		Mar 31, 2016	Mar 31, 2015	
Total Revenues	2,257	2,275	-1%	2,257	2,335	-3%	8,742	7,527	16%
Operating expenses	578	601	-4%	578	599	-4%	2,300	1,943	18%
Personnel costs	632	593	7%	632	568	11%	2,277	1,821	25%
Other costs	342	341	1%	342	353	-3%	1,411	1,252	13%
Total costs	1,552	1,534	1%	1,552	1,520	2%	5,988	5,016	19%
EBITDA	705	741	-5%	705	815	-14%	2,754	2,511	10%
Depreciation	89	93	-4%	89	93	-4%	339	304	11%
Interest	207	128	62%	207	170	22%	653	266	145%
PBT	408	520	-22%	408	552	-26%	1,763	1,941	-9%
Tax	105	115	-8%	105	137	-23%	444	506	-12%
Minority Interest	2	4	-49%	2	7	-74%	19	20	-3%
Reported PAT	301	402	-25%	301	408	-26%	1,300	1,414	-8%
EPS - Basic	2.1	2.9		2.1	2.9		9.2	10.2	
EPS - Diluted	2.1	2.8		2.1	2.8		9.0	9.9	
No. of shares outstanding (million) - FV Rs 1/share	142	139		142	142		142	139	



Consolidated balance sheet – Ex-Aspire Housing Finance

<i>Rs million</i>	As on Mar 31, 2016	As on Mar 31, 2015
Sources of Funds		
Networth	13,956	12,930
Loan funds	7,450	6,131
Minority interest	82	63
Deferred tax liability	65	123
Total	21,552	19,246

Application of Funds		
Fixed assets (net block)	2,885	2,992
Investments	13,571	9,440
Deferred tax asset	-	-
Current Assets (A)	14,365	14,519
- <i>Sundry debtors</i>	7,055	5,883
- <i>Cash & Bank Balances</i>	2,673	2,553
- <i>Loans & Advances</i>	3,558	5,998
- <i>Other Assets</i>	1,079	85
Current liabilities (B)	9,269	7,704
Net current assets (A-B)	5,096	6,815
Total	21,552	19,246



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Thank You

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