

**Independent Auditor's Limited Review Report on the Standalone Unaudited Financial Results of Motilal Oswal Financial Services Limited for the quarter and nine months ended December 31, 2022, pursuant to the Regulation 33 and 52 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulation, 2015 (as amended)**

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

1. We have reviewed the accompanying statement of standalone unaudited financial results of **Motilal Oswal Financial Services Limited** ('the Company') - for the quarter and nine months ended December 31, 2022 (the "Statement") attached herewith, being submitted by the Company pursuant to the requirements of Regulation 33 and Regulation 52 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended (the "Listing Regulations").
2. The Statement, which is the responsibility of the Company's management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in Indian Accounting Standard 34, Interim Financial Reporting ('Ind AS 34'), prescribed under Section 133 of the Companies Act, 2013 ('the Act'), and other accounting principles generally accepted in India and is in compliance with the presentation and disclosure requirements of Regulation 33 and Regulation 52 of the Listing Regulations. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410, Review of Interim Financial Information Performed by the Independent Auditor of the Entity, issued by the Institute of Chartered Accountants of India. A review of interim financial information consists of making inquiries, primarily of persons responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with the Standards on Auditing specified under section 143(10) of the Act, and consequently, does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. 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 the recognition and measurement principles laid down in Ind AS 34, prescribed under Section 133 of the Act, and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in accordance with the requirements of Regulation 33 and Regulation 52 of the Listing Regulations, including the manner in which it is to be disclosed, or that it contains any material misstatement.

**Other Matters**

5. Share of profit from investment in a limited liability partnership aggregating to Rs. 172 lakhs and Rs. 344 lakhs for the quarter and nine months ended December 31, 2022 respectively included in the Statement, is based on the management accounts of such entity. These have been furnished to us by the Management and our opinion on the Statement, in so far as it relates to the amounts, is based solely on the report of such management accounts.



*Singhi & Co.*  
Chartered Accountants

6. As mentioned in note no. 6 of the standalone financial results, figures for the quarter and nine months ended December 31, 2021 are the restated figures which have been arrived after giving effect to the scheme of arrangement, which is based on the reviewed/ management accounts of the transferor and transferee Company, which were reviewed by the respective auditors of that period, wherever applicable. Hence, these merged figures are neither audited nor reviewed. The Company has given effect to the scheme of arrangement with effect from the appointed date April 1, 2020. Accordingly, we, do not express any conclusion, as the case may be, on the figures reported in the financial results for the quarter and nine months ended December 31, 2022.

Our conclusion is not modified in respect of these matters.

**For Singhi & Co.**  
Chartered Accountants  
Firm Registration No: 302049E

**Nikhil Singh**  
Partner  
Membership No. 061567  
UDIN: 23061567BGYHLF8850



Place: Mumbai  
Date: January 24, 2023

**MOTILAL OSWAL FINANCIAL SERVICES LIMITED**

Registered office:- Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025  
Tel: +91-22-71934200, Fax: +91-22-50362365 Email:shareholders@motilaloswal.com, Website : www.motilaloswalgroup.com  
CIN: L67190MH2005PLC153397

**Statement of Standalone Financial Results for the quarter and nine months ended 31 December 2022**

(Rs. in lakhs, unless otherwise stated)

Particulars	For the quarter ended			Nine months ended		For the year ended
	31 December 2022	30 September 2022	31 December 2021	31 December 2022	31 December 2021	31 March 2022
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
<b>Revenue from operations</b>						
(i) Interest income	13,227	10,422	8,889	33,055	23,734	33,145
(ii) Dividend income	24	67	67	115	6,207	7,387
(iii) Rent income	470	469	475	1,432	1,421	1,891
(iv) Fees and commission income						
Brokerage income	45,958	46,258	43,620	1,33,119	1,21,300	1,65,667
-Other commission income	4,933	4,348	6,760	13,071	14,230	18,605
(v) Net gain/(loss) on fair value changes	4,189	24,146	1,765	19,946	28,181	26,453
(vi) Other operating revenue	1,103	944	405	2,980	2,653	4,036
<b>(I) Total revenue from operations</b>	<b>69,904</b>	<b>86,654</b>	<b>61,981</b>	<b>2,03,718</b>	<b>1,97,726</b>	<b>2,57,184</b>
<b>(II) Other income</b>	<b>615</b>	<b>656</b>	<b>1,173</b>	<b>1,938</b>	<b>2,759</b>	<b>3,960</b>
<b>(III) Total income (I+II)</b>	<b>70,519</b>	<b>87,310</b>	<b>63,154</b>	<b>2,05,656</b>	<b>2,00,485</b>	<b>2,61,144</b>
<b>Expenses</b>						
(i) Finance cost	6,162	5,104	4,445	15,510	11,424	16,558
(ii) Fees and commission expense	19,804	20,168	20,291	58,197	55,294	75,461
(iii) Impairment on financial instruments	400	772	770	1,523	1,944	1,992
(iv) Employee benefit expenses	15,590	15,411	14,682	45,342	37,895	53,768
(v) Depreciation and amortisation expense	1,420	1,316	998	3,836	2,854	3,876
(vi) Other expenses	7,194	7,475	5,898	21,815	17,695	23,076
<b>(IV) Total expenses (IV)</b>	<b>50,570</b>	<b>50,246</b>	<b>47,084</b>	<b>1,46,223</b>	<b>1,27,106</b>	<b>1,74,731</b>
<b>(V) Profit before tax (III-IV)</b>	<b>19,949</b>	<b>37,064</b>	<b>16,070</b>	<b>59,433</b>	<b>73,379</b>	<b>86,413</b>
<b>Tax expense/(credit)</b>						
(1) Current tax	4,693	3,606	3,799	12,034	11,838	14,807
(2) Deferred tax/(credit)	72	1,147	(608)	(531)	1,173	1,123
(3) (Excess)/ short provision for earlier years	-	-	-	-	-	(199)
<b>(VI) Total tax expenses / (credit)</b>	<b>4,765</b>	<b>4,753</b>	<b>3,191</b>	<b>11,503</b>	<b>13,011</b>	<b>15,731</b>
<b>(VII) Profit after tax (V-VI)</b>	<b>15,184</b>	<b>32,311</b>	<b>12,879</b>	<b>47,930</b>	<b>60,368</b>	<b>70,682</b>
<b>Other comprehensive income</b>						
(i) Items that will not be reclassified to profit or loss						
(a) Remeasurement of the defined employee benefit plans	(27)	170	(108)	(4)	(166)	(27)
(b) Changes in fair value gain/(loss) of FVOCI equity instruments	1,003	2,637	(3,899)	103	(3,785)	2,324
(ii) Deferred tax related to items that will not be reclassified to profit and loss account	(108)	(407)	473	(74)	475	(259)
<b>(VIII) Other comprehensive income/(loss)</b>	<b>868</b>	<b>2,400</b>	<b>(3,534)</b>	<b>25</b>	<b>(3,476)</b>	<b>2,038</b>
<b>(IX) Total comprehensive income/(loss) (VII+VIII)</b>	<b>16,052</b>	<b>34,711</b>	<b>9,345</b>	<b>47,955</b>	<b>56,892</b>	<b>72,720</b>
<b>(X) (a) Paid-up equity share capital (Face value of Re. 1)</b>	<b>1,479</b>	<b>1,476</b>	<b>1,490</b>	<b>1,479</b>	<b>1,490</b>	<b>1,491</b>
<b>(b) Other equity</b>						<b>4,22,720</b>
<b>Earnings per share (EPS)*</b> <b>(Face value Re. 1 per equity share)</b>						
Basic (amount in Rs.)	10.36	21.86	8.65	32.34	40.59	48.10
Diluted (amount in Rs.)	10.28	21.74	8.48	32.07	39.83	47.69

\* EPS for the quarters / period is not annualized

(Page 1 of 2)



*[Handwritten Signature]*

**MOTILAL OSWAL FINANCIAL SERVICES LIMITED**

Registered office:- Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025  
Tel: +91-22-71934200, Fax: +91-22-50362365 Email:shareholders@motilaloswal.com, Website : www.motilaloswalgroup.com  
CIN: L67190MH2005PLC153397

**Notes to Statement of Standalone Financial Results for the quarter and nine months ended 31 December 2022**

**Standalone Notes:-**

- 1) The standalone financial results have been reviewed by the Audit Committee and approved by the Board of Directors of the Motilal Oswal Financial Services Limited (the 'Company') at its Meeting held on Tuesday 24 January 2023. The results for the quarter and nine months ended 31 December 2022 have been reviewed by the Statutory Auditors, M/s. Singhi & Co., Chartered Accountants.
- 2) This statement has been prepared in accordance with recognition and measurement principles of the Companies (Indian Accounting Standards) Rules, 2015 (IndAS) prescribed under Section 133 of the Companies Act, 2013.
- 3) Pursuant to Regulation 52(4) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015 (Listing Regulations), SEBI's Operational circular SEBI/HO/DDHS/P/CIR/2021 /613 dated August 10, 2021 to the extent applicable to Commercial Papers, information as required for nine months ended December 31, 2022 in respect of Non-convertible Debentures and Commercial Papers of the Company is enclosed as Annexure A.
- 4) Pursuant to Regulation 54 of Listing Regulations, all secured Non-Convertible Debentures (NCDs) issued by the Company and outstanding as on 31 December 2022 are fully secured by first pari passu charge created over all present and future trade receivables and Margin Trading Facility receivables of the Company. Accordingly, the Company is maintaining the asset cover of 1x or such higher asset cover required as per the terms & conditions given in the offer document/information memorandum. The Details of security cover as per prescribed format under Regulation 54(3) of Listing Regulation is enclosed as Annexure B.
- 5) During nine months ended, CRISIL Limited has reaffirmed its ratings at CRISIL A1+ to the Commercial Paper Programme of the Company. ICRA Limited has reaffirmed [ICRA]AA (Stable) on Non-Convertible Debentures and [ICRA]AA (Stable) on Unallocated Bank Lines of the Company and PP-MLD[ICRA]AA (Stable) on Principal Protected Market Linked Debentures of the Company. The ICRA Limited also assigned/reaffirmed [ICRA]A1+ to the Commercial Paper Programme of the Company. Further, India Ratings & Research Private Limited, has assigned and affirmed credit rating of IND A1+ on Commercial Paper and affirmed IND AA/Stable on Non-Convertible Debentures and IND PP-MLD AAemr/Stable on Principal Protected Market Linked Debentures of the Company.
- 6) Figures for the quarter ended 31 December 2021 and nine months ended 31 December 2021 as shown above in the financial results are the figures which has been arrived upon after giving effect to the scheme of merger.
- 7) 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.
- 8) Pursuant to the exercise of Employee Stock Options under various Employee Stock Options Schemes, the Company has allotted 2,35,792 and 2,66,742 equity shares to the employees during the quarter and nine months ended 31 December 2022 respectively.
- 9) The Company has bought back 14,54,545 equity shares under Tender Offer on July 18, 2022 (i.e. settlement date) and the said shares have been extinguished on 22 July 2022.
- 10) The Company acquired shares of MO Alternative IFSC Private Limited on December 12, 2022. From this date onwards, MO Alternative IFSC Private Limited has become a wholly owned subsidiary company.
- 11) The Board of Directors at its meeting held on 24 January 2023 has declared an interim dividend of Rs. 7/- per equity share (on face value of Rs.1/- per equity share) for the financial year 2022-23.
- 12) The amounts reflected as "0" in the Financial Information are values with less than rupees one lakhs.
- 13) The previous quarter/period/year figures have been regrouped/reclassified wherever necessary to confirm to the current quarter/period/year presentation.



Mumbai,  
24 January 2023



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

**Motilal Oswal**  
Managing Director and Chief Executive Officer  
(DIN 00024503)

(Page 2 of 2)

Annexure A

**MOTILAL OSWAL FINANCIAL SERVICES LIMITED**

Registered office:- Motilal Oswal Tower, Rahimtullah Sayani Road, Opposite Parel ST Depot, Prabhadevi, Mumbai-400025  
Tel: +91-22-71934200, Fax: +91-22-50362365 Email:shareholders@motilaloswal.com, Website : www.motilaloswalgroup.com  
CIN: L67190MH2005PLC153397

Pursuant to Regulation 52(4) of SEBI (Listing Obligations and Disclosures Requirements) Regulations, 2015 (Listing Regulations), SEBI's Operational circular SEBI/HO/DDHS/P/CIR/2021 /613 dated August 10, 2021 to the extent applicable to Commercial Papers, information as required for the nine months ended December 31, 2022 in respect of Non-convertible Debentures and Commercial Papers of the Company is as mentioned below:

**Key Financial Information**

Particulars	Nine months ended 31 December 2022	Year ended 31 March 2022
Debt Equity Ratio <sup>1</sup>	0.71	0.51
Debt Service Coverage Ratio <sup>2</sup>	0.26	0.42
Interest Services Coverage Ratio <sup>3</sup>	6.42	5.95
Net Worth <sup>4</sup> (Rs.in Lakhs)	4,49,640	4,24,211
Net Profit after tax (Rs.in Lakhs)	47,930	70,682
Earnings per share (Basic)	32.34	48.10
Earnings per share (Diluted)	32.07	47.69
Outstanding redeemable preference shares	Not Applicable	Not Applicable
Capital Redemption Reserve (Rs.in Lakhs)	104	90
Debenture Redemption Reserve	Nil	Nil
Current Ratio	1.06	1.04
Long Term Debt to Working Capital Ratio <sup>5</sup>	0.42	1.72
Bad Debts to Accounts Receivables Ratio <sup>6</sup>	0.79%	1.26%
Current Liability Ratio	0.97	0.94
Total Debts to Total Assets	0.23	0.20
Debtors Turnover Ratio <sup>7</sup>	2.44	2.87
Inventory Turnover Ratio	Not Applicable	Not Applicable
Operating Margin (%) <sup>8</sup>	29.17%	33.60%
Net Profit Margin (%) <sup>9</sup>	23.53%	27.48%

<sup>1</sup> Debt Equity Ratio = Debt (Borrowings + Accrued interest) / Equity (Equity share capital + Other Equity)

<sup>2</sup> Debt Service Coverage Ratio = Profit/Loss before exceptional items, interest and tax (excludes unrealized gains/losses and interest costs on leases as per IND AS 116 on Leases) / (Interest expenses/ excludes interest costs on leases as per IND AS 116 on Leases)+Principal Repayments)

<sup>3</sup> Interest Service Coverage Ratio = Profit/Loss before exceptional items, interest and tax (excludes unrealized gains/losses and interest costs on leases as per IND AS 116 on Leases)/Interest expenses/ excludes interest costs on leases as per IND AS 116 on Leases)

<sup>4</sup> Net Worth = Equity + Other Equity

<sup>5</sup> Long Term Debt to Working Capital Ratio = Long Term Borrowing/Working Capital

<sup>6</sup> Bad debt includes provision made on doubtful debts. Accounts receivable includes trade receivables and MTF

<sup>7</sup> Debtors Turnover Ratio = Fee and Commission Income / Average Trade Receivables

<sup>8</sup> Operating Margin = Profit before tax / Total Revenue from operations

<sup>9</sup> Net Profit Margin= Profit after tax / Total Revenue from operations



*[Handwritten signature]*

Annexure I - Statement of security cover as on December 31, 2022 (the "Statement")

Particulars	Column A	Column B	Column C <sup>1</sup>	Column D <sup>2</sup>	Column E <sup>3</sup>	Column F <sup>4</sup>	Column G <sup>5</sup>	Column H <sup>6</sup>	Column I <sup>7</sup>	Column J <sup>8</sup>	Column K <sup>9</sup>	Column L <sup>10</sup>	Column M <sup>11</sup>	Column N <sup>12</sup>	Column O <sup>13</sup>	
		Description of asset for which this certificate is issued	Debt for which this certificate is issued	Other Secured Debt	Debt for which this certificate is issued being issued	Assets stated by part passu debt holder, includes debt for which this certificate is issued & other debt with parastatal charge	Other assets on which there is part passu charge (including items covered in column F)	Assets not covered as Security	Elimination amount in (₹)(in)	(Total C to H)	Dec 31, 2022	Market Value for Assets charged on Exclusion basis	Carrying /Book value for exclusive charge assets where market value is not ascertainable or applicable (For Eg. Bank Balance, DEMA market value is not applicable)	Market Value for Part passu charge Assets	Carrying value/Book value for part passu charge assets where market value is not ascertainable or applicable (For Eg. Bank Balance, DEMA market value is not applicable)	Total Value=(K+M+N)
<b>ASSETS</b>			Book Value	Book Value	Yes/No	Book Value	Book Value									
Property, Plant and Equipment					No			26,598.63			26,598.63					
Capital Work-in-Progress					No											
Right of Use Assets					No											
Goodwill					No			2,291.96			2,291.96					
Intangible Assets					No			115.99			115.99					
Intangible Assets under Development					No											
Investments					No			3,90,842.79			3,90,842.79					
Loans					Yes	22,855.93	25,000.00	88,524.49			1,36,780.42			22,855.93	22,855.93	
Inventory					No											
Trade Receivables					No		18,000.00	34,576.84			52,576.84					
Cash and Cash Equivalents					No			1,72,236.72			1,72,236.72					
Bank Balance other than Cash and Cash Equivalents					No			5,47,902.47			5,47,902.47					
Others					No			37,615.51			37,615.51					
<b>Total</b>						22,855.93	43,000.00	13,02,575.40			13,68,431.33			22,855.93	22,855.93	
<b>LIABILITIES</b>																
Debt securities to which this certificate pertains						21,140.00					21,140.00			21,140.00	21,140.00	
Other debt sharing part-passu charge with above debt							22,500.00				22,500.00					
<b>Other Debt</b>																
Subordinated debt								2,76,077.30			2,76,077.30					
Borrowings																
Bank																
Debt Securities																
Others (Securitization)																
Trade Payables																
Lease Liabilities																
Provisions																
Others - Interest Accrued						1,545.67		180.04			1,725.71			1,545.67	1,545.67	
<b>Total</b>						22,885.67	22,500.00	2,76,257.34			3,21,443.01			22,885.67	22,885.67	
Cover on Book Value																
Cover on Market Value						1.01								1.01		

i. This column shall include book value of assets having exclusive charge and outstanding book value of debt for which this certificate is issued.  
 ii. This column shall include book value of assets having exclusive charge and outstanding book value of all corresponding debt other than column C.  
 iii. This column shall include debt for which this certificate is issued having any part passu charge - Mention 'Yes, else No.  
 iv. This column shall include a) book value of assets having part-passu charge b) outstanding book value of debt for which this certificate is issued and c) other debt sharing part-passu charge along with debt for which certificate is issued.  
 v. This column shall include all those assets which are not charged and shall include all unsecured borrowings including subordinated debt and shall include only those assets which are paid for.  
 vi. In order to match the liability amount with financing, it is necessary to eliminate the debt which has been covered more than once (included under exclusive charge column as also under part passu). On the assets side, there shall not be elimination as there is no overlap with assets which are considered at Market Value like Land, Building, Residential/Commercial Real Estate to be stated at Market Value. Other assets having charge to be stated at book value/Carrying Value.  
 k. The market value shall be calculated as per the total value of assets mentioned in Column O.

Place: Mumbai  
 Date: 24 January 2023

For Motilal Oswal Financial Services Limited  
 Shaubhadra Shail  
 Chief Financial Officer

