

# Motilal Oswal Financial Services Ltd

## Earnings Presentation | Q4FY18 & FY18

**Businesses building scale**

**Sustainability of high RoE**

**Annuity revenue driving visibility**

**All biz offer huge headroom for growth**

# Consolidated Ex- Aspire financials

Particulars (Rs mn)	Q4FY18	Q4FY17	YoY (%)	Q3FY18	QoQ (%)	FY18	FY17	YoY (%)
<b>Total Revenues</b>	<b>5,886</b>	<b>3,790</b>	<b>55%</b>	<b>5,853</b>	<b>1%</b>	<b>21,282</b>	<b>13,683</b>	<b>56%</b>
Operating expenses	1,696	1,090	56%	1,563	9%	5,990	3,660	64%
Personnel costs	1,169	1,001	17%	1,199	-3%	4,457	3,129	42%
Other costs	557	461	21%	571	-2%	2,025	1,488	36%
Total costs	3,422	2,553	34%	3,333	3%	12,471	8,277	51%
<b>EBITDA</b>	<b>2,464</b>	<b>1,237</b>	<b>99%</b>	<b>2,520</b>	<b>-2%</b>	<b>8,811</b>	<b>5,406</b>	<b>63%</b>
Depreciation	96	78	24%	80	20%	311	295	5%
Interest	331	221	50%	299	11%	1,183	926	28%
<b>PBT</b>	<b>2,036</b>	<b>938</b>	<b>117%</b>	<b>2,141</b>	<b>-5%</b>	<b>7,317</b>	<b>3,906</b>	<b>87%</b>
<b>Reported PAT</b>	<b>1,531</b>	<b>626</b>	<b>145%</b>	<b>1,474</b>	<b>4%</b>	<b>5,105</b>	<b>2,818</b>	<b>81%</b>

# Consolidated Ex- Aspire balance sheet

Particulars (Rs mn)	FY18	FY17
<b>Sources of Funds</b>	-	-
Net Worth	21,185	16,669
Loan Funds	14,283	13,687
Minority Interest	78	74
Deferred Tax Liability	535	359
<b>Total</b>	<b>36,081</b>	<b>30,789</b>
<b>Application of Funds</b>		
Fixed Assets (Net Block)	2,507	2,482
Investments	27,369	20,128
Long Term Loan & Advances	1,539	1,350
Net Current Assets	4,647	6,803
Deferred tax asset	19	25
<b>Total</b>	<b>36,081</b>	<b>30,789</b>



**For any query, please contact :**

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