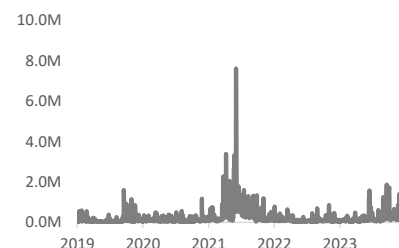


**MOTILAL OSWAL FINANCIAL SERVICES LTD - ONE PAGER PROFILE**

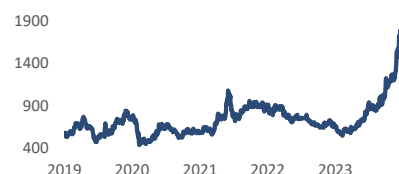

Motilal Oswal Financial Services Limited is an Indian financial services company offering a range of financial products and services. The company was founded by Motilal Oswal and Raamdeo Agrawal in 1987. The company is listed on BSE and NSE stock exchanges

**INR (Cr.)**

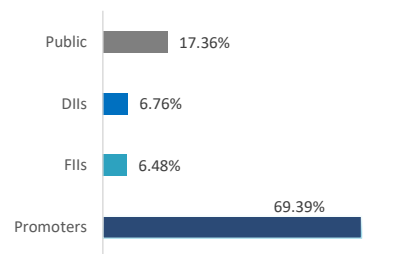
Key Financial Metrics	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23
Total Sales	2449.9	2357.9	3625.9	4298.1	4177.8
Sales Growth (y-o-y)	-10.96%	-3.76%	53.78%	18.54%	-2.80%
Gross Profit Margins (%)	80.25%	69.86%	81.77%	78.45%	78.30%
EBIDTA Margins (%)	37.02%	34.43%	55.60%	49.34%	44.93%
EBIT Margins (%)	36.04%	32.75%	54.29%	48.21%	43.53%
Net Profit Margins (%)	12.00%	7.78%	34.76%	30.47%	22.30%
Earning Per Share (In Rs)	20.2	12.4	86.0	87.8	63.0
EPS Growth (y-o-y)	-52.95%	-38.63%	594.41%	2.17%	-28.29%
Divident Per Share (In Rs)	8.5	4.0	10.1	10.0	10.0
DPS Growth (y-o-y)	-0.01%	-52.94%	153.24%	-1.28%	0.00%

**Volume - 5Y**


Key Financial Ratios	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23
Price to Earnings	29.84x	40.14x	7.27x	9.90x	9.69x
EV / EBITDA	14.60x	13.07x	5.63x	6.51x	5.58x
EV / Sales	5.40x	4.50x	3.13x	3.21x	2.51x
Price to Book	2.87x	2.39x	2.05x	2.29x	1.44x
Return on Equity (%)	9.63%	5.94%	28.25%	23.08%	14.90%
Return on Capital Employed (%)	10.90%	9.79%	21.14%	19.02%	12.96%

**Share Price - 5Y**


Top 10 Share Holders	N. Shares (in Crs.)	% Holdings	Market Price (in Crs.)
Motilal Oswal Family Trust	4.08	27.44%	7254.13
Raamdeo Ramgopal Agrawal	4.01	26.99%	7134.60
Motilal Gopilal Oswal	0.79	5.32%	1405.68
Parag Parikh Flexi Cap Fund	0.78	5.28%	1397.10
Navin Agarwal	0.76	5.14%	1359.04
Suneeta Raamdeo Agrawal	0.64	4.29%	1134.19
Raamdeo Agarwal HUF	0.45	3.03%	799.80
Pratik Motilal Oswal	0.22	1.49%	395.02
Rajat Rajgarhia	0.17	1.18%	311.17
Vaibhav Raamdeo Agrawal	0.03	0.17%	45.30

**Share Holding Pattern**


Manageral Remuneration	Designation	Salary	Variable Pay	Perquisites	Total
<b>Amount (in INR)</b>					
Mr. Motilal Oswal	MD & CEO	24120000.0		10000.0	24130000.0
Mr. Ajay Menon	WTD	13342596.0	90000000.0	239100.0	103581696.0
Mr. Rajat Rajgarhia	WTD	17556000.0	27300000.0	239500.0	45095500.0

**Capital Structure**

Share Price as on XXXX	1,763
Number of Shares o/s	15
<b>Market Capitalization</b>	<b>26,188</b>
Less: Cash & Equivalents	(8,837)
Add: Debt	10,278
Add: Minority Interest	3094
<b>Enterprise Value</b>	<b>30,723</b>

**Latest Updates**
**Source**
[The Hindu Business Line](#)

**1. Motilal Oswal AMC collects ₹1,350 crore via small-cap NFO:** Motilal Oswal Asset Management Company has collected over ₹1,350 crore through its small-cap new fund offer. This is the highest-ever collection for any active small-cap NFO, said the fund house. Moreover, it is the first active NFO from the fund house in four years.

**2. Union Bank's profitability and capitalisation to cushion impact of RBI measures on risk weights: Motilal Oswal Report**

**3. Using Motilal Oswal's TEMP framework to your advantage:** Motilal Oswal's annual wealth creation study advocates focusing on economic profit over accounting profit for identifying companies with potential 'hockey stick returns' — a sharp and sustained rise in stock prices

**Data Source**

Screener, Economic Times and Equity Master

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**Purpose**

Akash Pandey

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