



**BUY RIGHT
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Motilal Oswal Nasdaq 100 ETF (NI00)

The Scheme seeks investment return that corresponds (before fees and expenses) generally to the performance of the Nasdaq 100 Index, subject to tracking error.

THINK EQUITY. THINK MOTILAL OSWAL.

Product labeling

This product is suitable for investors who are seeking*

- Return that corresponds generally to the performance of the Nasdaq 100 Index, subject to tracking error
- Investment in equity securities of Nasdaq 100 Index



*Investors should consult their financial advisers if in doubt about whether the product is suitable for them.

What is the Nasdaq 100 Index?



- The top 100 domestic and international non-financial securities listed on The Nasdaq Stock Market[®] based on market capitalization.
- One of the **greenest** major large cap U.S. equity benchmark indices.
- Long-established holdings include companies that have a legacy of leadership and innovation.
- Does NOT contain securities of financial companies, including investment companies
- Technology stocks have evolved from creating new and niche consumer products to a group of companies upon which every industry and sector have become dependent. The companies within the Nasdaq 100 represent the true innovators of the modern economy bringing disruption to the old economy on a global basis.
- Today, Apple, Microsoft, Google, Facebook and other Nasdaq 100 components have become the global leaders of business and are the new industrials.

Criteria and Index Rebalancing

The security must be exclusively listed on Nasdaq, with an average daily trading volume of at least 200,000 shares

The security must be of a non-financial company

If the security is of a foreign issuer, it must have listed options or be eligible for listed options trading (A foreign issuer is determined based on its country of incorporation).

Review / Rebalancing

Annual Ranking Review (Reconstitution of components) – 3rd Friday of December

Quarterly Review and Monthly Component Market Weight Analysis

RIC Diversification Test – 25/5/50 percent rule

Modified Capitalization-Weighting. If highest weighted stock exceeds 24.0%, reset to 20.0% or..

If collective weight of stocks >5% exceeds 48.0%, reset proportionally to 40.0%

Reset by compressing all stock weights toward 1.0% (average weight)

Diversification enhanced, relative position preserved

Nasdaq 100 Industry Weights by Market Value

Industry	Number of Companies	Aggregate Market Value (\$)	Weight of Mkt Value
Information Technology	37	3,086,437,830,562	43%
Communication Services	17	1,627,337,982,659	22%
Consumer Discretionary	17	1,185,268,262,867	16%
Health Care	16	645,427,467,655	9%
Consumer Staples	6	469,826,371,348	6%
Industrials	9	199,364,312,839	3%
Utilities	1	26,456,992,085	0%
Total	103	7,240,119,220,015	100%

Data as on 31st December 2018. Source: Nasdaq Economic Research based on the Industry Classification Benchmark (ICB) maintained by FTSE and Dow Jones Indexes.



Nasdaq 100 Index Performance : Relative

Even in this tough economy, the Nasdaq 100 Index provides outperformance over the S&P 500 Index, the Dow Jones Index and Russell 2000 Index.

Period	Nasdaq 100 Index	S&P 500 Index	Dow Jones Index	Russell 2000 Index
1 Year	-1.04%	-6.24%	-5.63%	-12.18%
3 Year	11.27%	7.04%	10.20%	5.88%
5 Year	11.99%	6.28%	7.07%	2.99%
10 Year	17.97%	10.74%	10.26%	10.44%
Since Inception (1/31/85)	12.23%	8.07%	8.91%	7.54%



Price/Earnings	21.67
Dividend Yield	1.15
Volume	223.32 Million
Index Market Cap	\$ 7.55 Trillion
Divisor	1143.79
Currency	USD
Composite Volume	792.83 Million

Index past performance is not indicative of future results and is not representative of any particular investment product. Does not include dividends. As 30-day rolling annualized volatility. Volatility is annualized standard deviation of daily price returns. NDX is a modified-capitalization-weighted index. Component true market values are used. Returns are calculated on USD. Source: Bloomberg. Data as on 31st December 2018.



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Nasdaq 100 Fundamentals

Calendar Year	CY 2009	CY 2010	CY 2011	CY 2012	CY 2013	CY 2014	CY 2015	CY 2016	CY 2017	CY 2018 Est	CY 2019 Est	CY 2020 Est
Valuation Metrics												
Price/Earnings	24.51	18.83	14.69	16.75	21.57	22.00	23.11	22.68	25.27	20.78	16.18	14.22
Price/Earnings, Positive	22.08	18.43	14.54	16.16	21.17	20.55	21.86	21.77	24.14	20.06	16.18	14.22
Price/Earnings before XO	31.64	18.74	14.68	16.86	21.39	22.04	23.84	23.67	28.46	22.48		
Price/Book Value	3.55	3.64	3.12	3.21	4.13	4.49	4.46	4.19	5.23	5.23	4.41	3.87
EV/Sales	2.29	2.23	1.86	2.01	2.71	2.86	2.94	2.96	3.50	3.14	2.79	2.57
EV/EBIT	20.34	12.92	10.01	11.67	15.79	15.94	16.85	17.49	19.70	17.01		
EV/EBITDA	13.67	10.08	8.01	9.12	11.92	11.74	12.68	12.58	14.48	12.77	10.26	9.26
Dividend Yield	0.66	0.70	1.02	1.39	1.27	1.28	1.17	1.24	1.05	1.19	1.36	1.49
Fundamentals												
Gross Margin	41.85	42.80	44.26	43.26	43.20	44.03	44.17	45.15	44.77	47.09		
Operating Margin	11.28	17.20	18.35	17.18	16.97	17.78	17.31	16.94	17.56	18.24		
Profit Margin	7.82	13.12	13.82	13.11	13.44	14.18	12.48	12.47	12.19	13.83		
Return on Assets	6.27	11.33	11.61	10.26	9.96	10.31	8.45	7.35	7.43	9.09	13.78	12.56
Return on Equity	12.30	21.49	22.72	20.60	20.55	22.87	19.20	18.00	18.54	23.64	34.84	35.78

Values rebased to INR. All growth CAGR (Compounded Annualized Growth Rate). Source: Internal Analysis and Bloomberg. Past performance may or may not be achieved in the future.* Source: Bloomberg, as on December 31, 2018



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Nasdaq 100 Index Performance

America's Darling Stocks: Even in this tough economy, the Nasdaq 100 provides outperformance over the S&P 500 Index. Period 31st Dec 2003 – 31st Dec 2018.

CAGR	Nasdaq 100	S&P 500 Index	Nifty Index
1 Year	8.01%	2.34%	6.36%
2 Year	15.51%	7.14%	15.00%
3 Year	13.17%	8.86%	11.07%
4 Year	13.28%	7.63%	6.08%
5 Year	14.69%	8.84%	11.98%
7 Year	20.28%	14.71%	12.28%
10 Year	22.28%	14.79%	14.71%
15 Year	13.38%	8.59%	13.55%

CAGR: Compounded Annual Growth Rate. Source: Internal Analysis and Bloomberg Data – Values Rebased to INR. Data as on 31st December 2018. Past performance may or may not be achieved in the future



Growth 1995 to 2018: Nifty 50 and Nasdaq 100 Index



All Index values converted to applicable INR USD exchange rate and values rebased to INR 10000 on 1st Jan, 1995 Data Source: Bloomberg; Data as on 31st December 2018. Missing values for holidays taken as previous closing index values. Past performance may or may not be achieved in the future



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Growth 1985 to 2018: Sensex and Nasdaq 100 Index



All Index values converted to applicable INR USD exchange rate and values rebased to INR 10000 on 31st Jan, 1985. Data Source: Bloomberg; Data as on 31st December 2018. Missing values for holidays taken as previous closing index values Past performance may or may not be achieved in the future



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Low correlations over 10 years with all Indian segments

DIVERSIFY YOUR PORTFOLIO!

Security		INDIA			US			EUROPE		ASIA-PACIFIC	
		Nifty 50	Nifty MIDCAP 100	Nifty NEXT 50	Nasdaq 100 STOCK	DOW JONES INDUS. AVG	S&P 500	DAX	FTSE 100	NIKKEI 225	HANG SENG (HIS)
INDIA	Nifty 50	1.00									
	Nifty MIDCAP 100	0.94	1.00								
	Nifty NEXT 50	0.94	0.98	1.00							
US	Nasdaq 100 STOCK	0.62	0.57	0.58	1.00						
	DOW JONES INDUS. AVG	0.62	0.59	0.59	0.84	1.00					
	S&P 500	0.65	0.60	0.61	0.90	0.97	1.00				
Europe	DAX	0.71	0.70	0.69	0.80	0.83	0.87	1.00			
	FTSE 100	0.68	0.64	0.63	0.76	0.82	0.86	0.86	1.00		
ASIA-PACIFIC	NIKKEI 225	0.59	0.59	0.60	0.62	0.64	0.69	0.70	0.69	1.00	
	HANG SENG (HIS)	0.74	0.70	0.70	0.68	0.68	0.71	0.76	0.82	0.58	1.00

Correlation of monthly returns; Period - from December 1, 2008 to December 31, 2018. Source: Calculated from Bloomberg Data – NDX value rebased to INR. Correlation of 20 day rolling returns. Past correlations may not be observed in the future



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Growth with diversification examples

Inherent diversification benefits with growth

Facebook

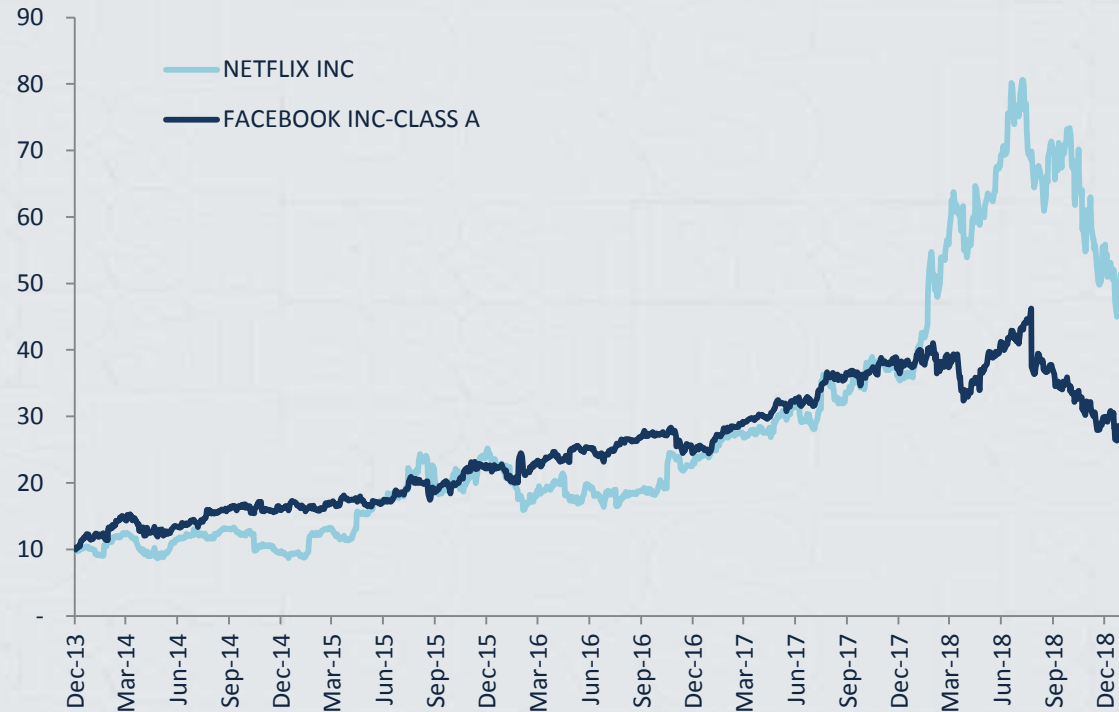
Facebook, Inc. operates a social networking website. The Company website allows people to communicate with their family, friends, and co-workers.

Facebook has grown 14.2% p.a in the past 3 years and 24.7% p.a in the past 5 years.

Netflix Inc. (E-Commerce Discretionary)

Netflix Inc. is an Internet subscription service for watching television shows and movies.

Netflix Inc. has grown 40.7% p.a CAGR in the past 3 years and 45.6% p.a CAGR in the past 5 years.



Past performance may or may not be achieved in the future.

Source: Bloomberg Data as on 31st December 2018



Growth with diversification examples

Inherent diversification benefits with growth

NVIDIA Corp

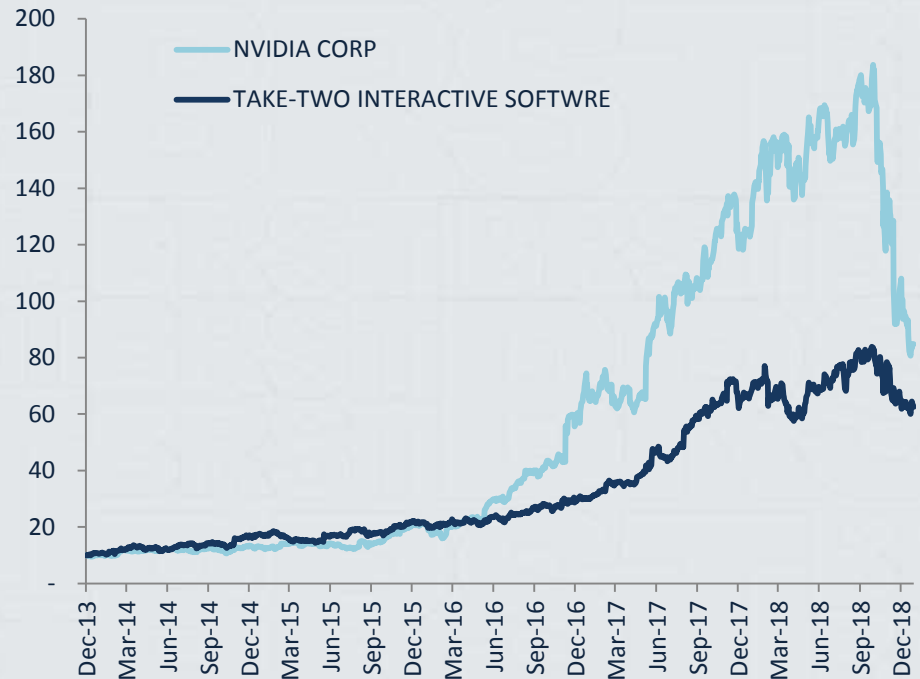
NVIDIA Corporation designs, develops, and markets three dimensional (3D) graphics processors and related software. The Company's products provide interactive 3D graphics to the mainstream personal computer market.

NVIDIA Corp has grown 95.1% p.a in the past 3 years and 69.3% p.a in the past 5 years.

Take-Two Interactive Software, Inc.

Take-Two Interactive Software, Inc. develops, markets, distributes, and publishes interactive entertainment software games and accessories. The Company's products are for console systems, handheld gaming systems and personal computers and are delivered through physical retail, digital download, online, and cloud streaming services..

Take-Two Interactive Software, Inc. has grown 57.2% p.a CAGR in the past 3 years and 48.4% p.a CAGR in the past 5 years.



Past performance may or may not be achieved in the future.

Source: Bloomberg Data as on 31st December 2018



Motilal Oswal Nasdaq 100 ETF



1. India's 1st US Equity based ETF

- a. Rupee denominated investment
- b. For Investor, it does not fall under foreign investment cap of \$250k.

2. Indian market hours access – Motilal Oswal Nasdaq 100 trades during Indian market hours.

- a. Real-time iNAV published

3. Investment:

- a. Passive Investing: no discretion with fund manager.
- b. Transparent portfolio.
- c. Listed on NSE and BSE.

4. A mutual fund scheme with the convenience of real time liquidity and prices

- Low cost structure: Total Expense Ratio (TER) of 0.50% p.a.
Traditional investment products have TER > 2% p.a.
- No loads (no entry load, no exit load)

5. Taxed as 'investment other than equity oriented fund' (i.e. debt taxation with/without indexation benefits).

6. Fund Manager: Mr. Swapnil P. Mayekar

7. Mr. Mayekar has 10 years of experience in the financial services industry. He has been part of fund management & product development team for Motilal Oswal Asset Management Company Limited (Mutual Fund) for last 5 years. He has done his post-graduation in Commerce (Finance Management) from University of Mumbai.



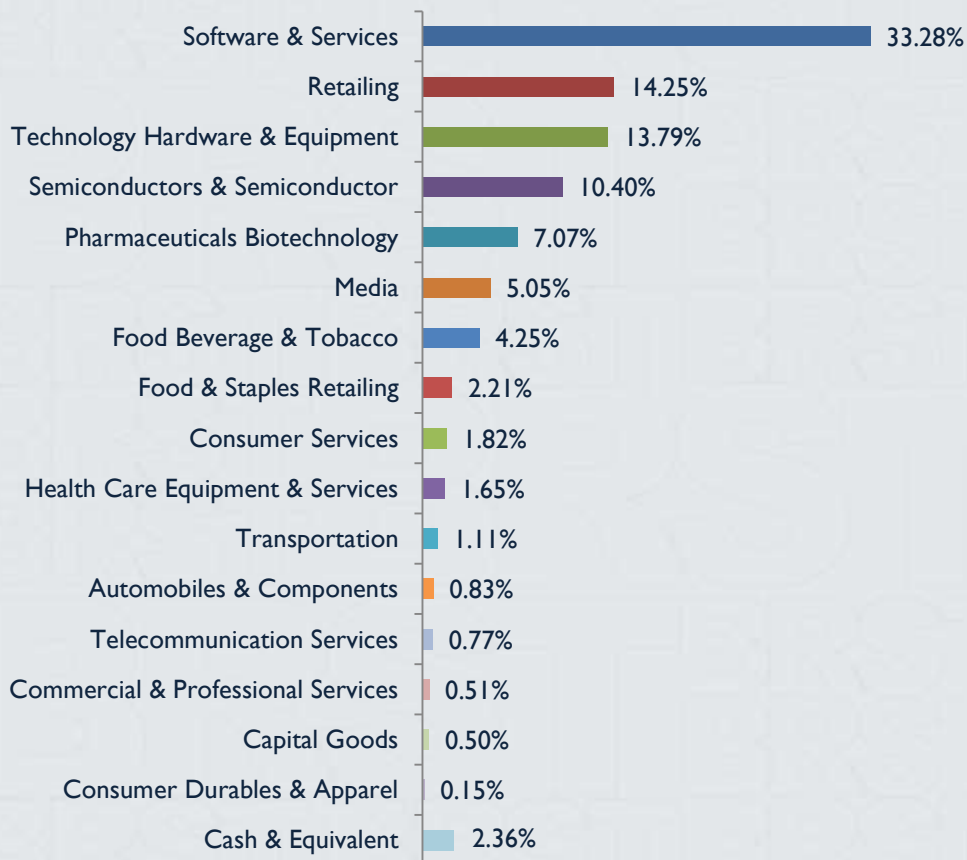
For further details, please refer to the Scheme Information Document (SID)



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Motilal Oswal Nasdaq 100 ETF Portfolio

Sector Allocation



Top 10 Holdings

Sr. No.	Name of Instrument	Weightage
1	Microsoft Corporation	10.07%
2	Apple	9.69%
3	Amazon.com	9.45%
4	Alphabet INC-Class C	4.78%
5	Facebook	4.22%
6	Alphabet INC-Class A	4.21%
7	Intel Corporation	3.07%
8	Cisco Systems	2.79%
9	Pepsico Inc	2.26%
10	Comcast Corporation	2.24%

Data as on 31st December 2018

Industry Classification is as per Global Industry Classification Standard (GICS).



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About Motilal Oswal Nasdaq 100 ETF

Scheme Name	Motilal Oswal Nasdaq 100 ETF (MOFN100)
Type of Scheme	An open-ended scheme replicating Nasdaq 100 Index
Investment Objective	The Scheme seeks investment return that corresponds (before fees and expenses) generally to the performance of the Nasdaq 100 Index, subject to tracking error. However, there can be no assurance or guarantee that the investment objective would be achieved
Benchmark	Nasdaq 100 TRI
Continuous Offer	On NSE & BSE: Investors can buy/ sell units of the Scheme in round lot of 1 unit and in multiples thereof
	Directly with the Mutual Fund: Investors can buy/ sell units of the Scheme only in creation unit size, i.e. 100,000 units and in multiples thereafter

NSE Symbol/BSE Code	N100
Bloomberg Code	MOSTNDX
Reuters Code	N100.NS or N100.BO

ISIN Code	INF247L01031
Entry Load	N. A.
Exit Load	NIL

Date of Allotment	March 29 2011
NAV (INR)	Rs 428.3312
Latest AUM (31 st December 2018)	Rs 102.31 crore
Tracking Error*	0.14%(Annualised)
Total Expense Ratio [^]	0.50% p.a.
Standard Deviation	14.82 (Annualised)
Sharpe Ratio [#]	0.34 (Annualised)
Portfolio Turnover Ratio	0.139
Beta	0.97

*Against the benchmark with Nasdaq 100 TRI

[^]Year-to-date

[#] Risk free returns based on 365-days T bill cut-off of 6.73% as on the last auction. (Data as on 31st December 2018)

DISCLAIMER

DISCLAIMER: This presentation has been prepared and issued on the basis of internal data, publicly available information and other sources believed to be reliable. The information contained in this document is for general purposes only and not a complete disclosure of every material fact and terms and conditions and features of Motilal Oswal Nasdaq 100 ETF (MOFNI00). The information / data herein alone is not sufficient and shouldn't be used for the development or implementation of an investment strategy. It should not be construed as investment advice to any party. All opinions, figures, charts/graphs, estimates and data included in this presentation are as on date and are subject to change without notice. While utmost care has been exercised while preparing this document, Motilal Oswal Asset Management Company Limited does not warrant the completeness or accuracy of the information and disclaims all liabilities, losses and damages arising out of the use of this information. The statements contained herein may include statements of future expectations and other forward-looking statements that are based on our current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results, performance or events to differ materially from those expressed or implied in such statements. Readers shall be fully responsible/liable for any decision taken on the basis of this presentation. No part of this document may be duplicated in whole or in part in any form and/or redistributed without prior written consent of the Motilal Oswal Mutual Fund/ Motilal Oswal Asset Management Company Limited. Readers should before investing in the Scheme make their own investigation and seek appropriate professional advice.

•Statutory Details: Constitution: Motilal Oswal Mutual Fund has been set up as a trust under the Indian Trust Act, 1882. **Trustee:** Motilal Oswal Trustee Company Limited. **Investment Manager:** Motilal Oswal Asset Management Company Ltd. **Sponsor:** Motilal Oswal Financial Services Ltd. **Scheme Classification & Investment Objective: Motilal Oswal Nasdaq 100 ETF (MOFNI00), an open ended scheme replicating the Nasdaq 100 Index** that seeks investment return that corresponds (before fees and expenses) generally to the performance of the Nasdaq-100 Index, subject to tracking error. **Asset Allocation:** Securities constituting Nasdaq-100 Index: 95%-100%; Overseas Debt and Money market instruments and cash at call, mutual fund schemes or exchange traded funds based on Nasdaq-100 Index: 0-5%. **Load:** Entry Load: Nil Exit Load: Nil **Terms of Issue: Minimum Application Amount: During NFO,** Rs. 10,000/- and in multiples of Re. 1/- each. **Ongoing Basis, On the Exchange:** The units of the Scheme are proposed to be listed on the Capital Market Segment of National Stock Exchange of India Ltd. (NSE) and Bombay Stock Exchange Ltd. (BSE). On the Exchange, the units of the Scheme can be purchased/sold in minimum lot of 1 unit and in multiples thereafter. **Directly with the Fund:** The minimum number of units of the Scheme that investors can create/redeem in exchange of portfolio deposit and cash component is 100,000 units and in multiples thereof. **Face Value & Issue Price:** Offer of units having face value of Rs. 10/- per unit for cash at a premium approximately equal to the difference between the face value of Rs. 10/- each and allotment price i.e. 1/1000th of the value of Nasdaq-100 Index during the New Fund Offer and at NAV based prices during continuous offer. **Investor Benefits and General Services:** During continuous offer, sale and redemption of units of the Scheme would be at NAV based prices on all business days. NAVs to be declared on all business days. **Risk Factors: (1) All Mutual Funds and securities investments are subject to market risks and there can be no assurance that the Scheme's objectives will be achieved (2) As the price/value/interest rates of the securities in which the Scheme invests fluctuates, the Net Asset Value (NAV) of the Scheme may go up or down depending upon the factors and forces affecting the securities market (3) Past performance of the Sponsor/AMC/Mutual Fund and its affiliates does not indicate the future performance of the Scheme and may not provide a basis of comparison with other investments (4) Motilal Oswal Nasdaq 100 ETF (MOFNI00) is only the name of the Scheme and does not in any manner indicate either the quality of the Scheme, its future prospects and returns. Investors are therefore urged to study the terms of offer carefully and consult their Investment Advisor before they invest in the Scheme (5) The Sponsor is not responsible or liable for any loss or shortfall resulting from the operation of the Mutual Fund beyond the initial contribution made by it of an amount of Rs. 1 Lac towards setting up of the Mutual Fund (6) The present Scheme is not a guaranteed or assured return Scheme. (7) Investment in the scheme shall be subject to various other risk factors including but not limited to risk associated with investment in foreign securities, derivatives, currency risk, exchange rate risk, tracking error risk, etc. **Disclaimer of Nasdaq-100:** Nasdaq®, OMX®, Nasdaq OMX®, Nasdaq-100®, and Nasdaq-100 Index®, are registered trademarks of The Nasdaq OMX Group, Inc. (which with its affiliates is referred to as the "Corporations") and are licensed for use by MOAMC. 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The investors are advised to refer to the Scheme Information Document for the full text of the Disclaimer Clause of NSE. **Disclaimer of BSE:** It is to be distinctly understood that the permission given by Bombay Stock Exchange Ltd. should not in any way be deemed or construed that the SID has been cleared or approved by Bombay Stock Exchange Ltd. nor does it certify the correctness or completeness of any of the contents of the SID. The investors are advised to refer to the SID for the full text of the Disclaimer Clause of the Bombay Stock Exchange Ltd. For further Scheme Specific Risk Factors & other details, **Please read the Scheme Information Document (SID) & Statement of Additional Information (SAI) carefully before investing.** A copy of SID, SAI and KIM alongwith the application form are available at the office of the AMC, R&T, Distributors, or can be downloaded from www.motilaloswalmf.com and www.mostshares.com**

Mutual fund investments are subject to market risks, please read all scheme related documents carefully.

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THANK YOU

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