



**THOUGHT LEADERS IN EQUITY**  
Focused, Process Driven,  
Ideas Powerhouse

**THINK EQUITY. THINK MOTILAL OSWAL.**



# HI-QUALITY HI-GROWTH BENEFIT FROM BOTH

Motilal Oswal's investing process builds Hi-Quality & Hi-Growth portfolios.

Our **process.** Your **success.**

THINK **EQUITY**  
THINK **MOTILAL OSWAL**

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

The term 'Hi-Quality and Hi-Growth Portfolios' refer to Motilal Oswal AMC's defined fund management processes based on internal qualitative and quantitative research parameters & not be construed as investment advice to any party.





# Veritable Ecosystem in Financial Services

## Asset Management

Leaders in PMS & CAT III Long only AIFs

**67,475Cr**s AUM **150+** investee companies

## Institutional Equities

Expertise in equity research

**250+** companies, **21** sectors

**300** reports, **41** analysts

**#1** Corporate Access Team **#1** Best Execution\*

**#2** Domestic Brokerage for Sales\*

## Private Equity Real Estate

Expertise in private placement and real estate

**125+** investments, **7** funds, **9,380Cr**s AUM

**2** Partial exits at IRR of **32.5%** and **15.5%** in Q3FY24

## Private Wealth

Expertise in wealth management and distribution

**89,632Cr**s AUM, **~6,302** families, **233** RMs

## Housing Finance

Expertise in affordable housing finance

**47,239** families, **3,781Cr**s AUM

**111** branches across **12** states/UTs

## Investment Banking

Expertise in capital market deals

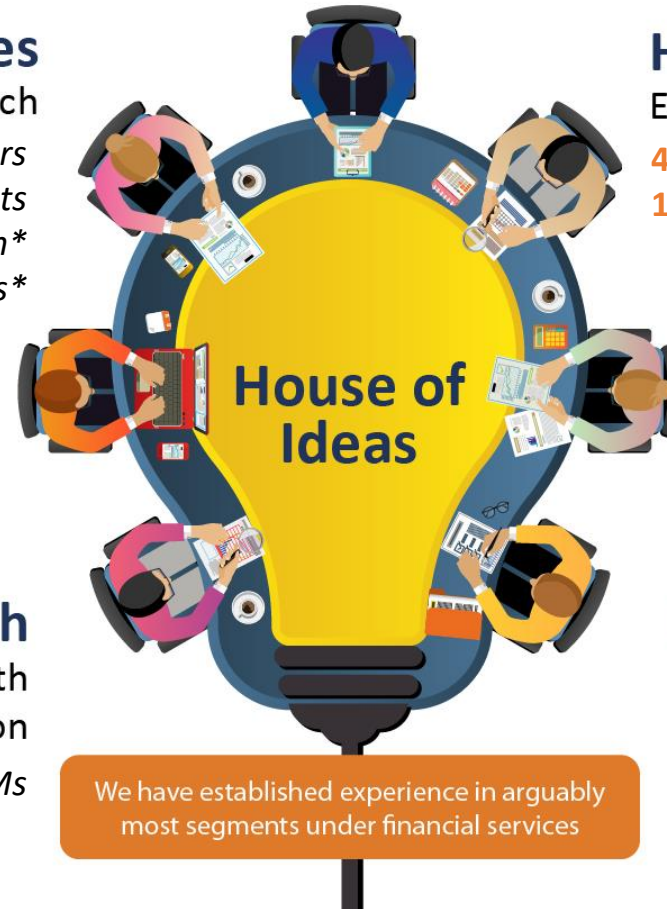
**20+** team **14** deals in 9MFY24 **~11,000Cr**s worth deals

## Retail & Distribution

Expertise in advisory and client servicing

**4.0mn** clients, **9,397** franchisees, **2,500+** advisors

**Top 3** broking houses in terms of gross brokerage revenue



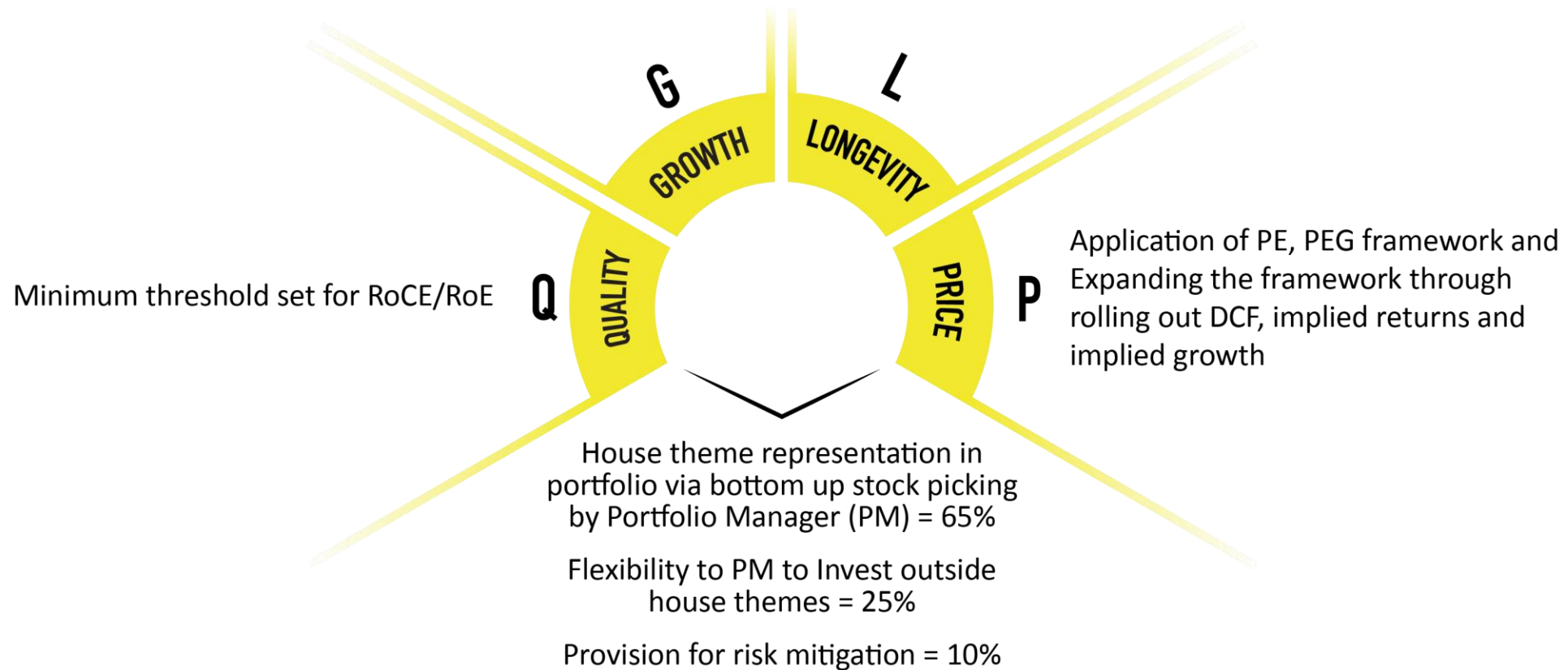
We have established experience in arguably most segments under financial services

Source: MOAMC Internal. Data as on 31<sup>st</sup> December'2023

\*Asiamoney Poll 2023

# Disciplined Investing following “Q-G-L-P” Investment Process

Ensuring Longevity of Growth by investing in sustainable themes identified by the Investment team collectively



The above graph/data is used to explain the concept and is for illustration purpose only. The data mentioned herein are for general and comparison purpose only and not a complete disclosure of every material fact, and should not used for development or implementation of an investment strategy. Past performance may or may not be sustained in future.

# Risk Management Framework for Consistency & Sustainability of Performance



## Stock Weightage & Stock Sizing

Minimum and maximum exposure limits set



## Sector Sizing

Limits on sector deviations relative to benchmark



## Diversification Strategy

Portfolio size capped up to 35 stocks



## Profit Taking / Stop Loss Framework

Proprietary framework for measuring triggers

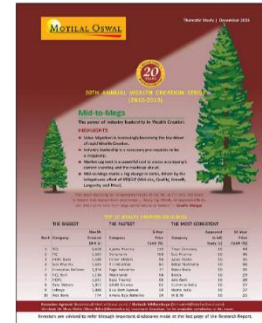
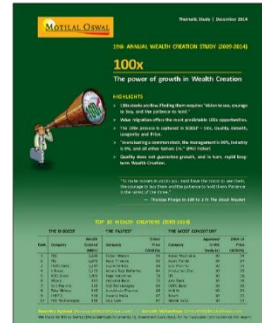


## Stringent Liquidity Framework

Ensuring efficient management for ability to take necessary action

The above graph/data is used to explain the concept and is for illustration purpose only. The data mentioned herein are for general and comparison purpose only and not a complete disclosure of every material fact, and should not used for development or implementation of an investment strategy. Past performance may or may not be sustained in future.

## 25+ Years of Thought Leadership – Wealth Creation Studies



## Skin in the Game



**What is at stake?**  
~6,000+ Cr

Source: MOAMC Internal, Data as on Jan 31<sup>st</sup> 2024

# Why invest in Equity Mutual Funds?

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## Diversification

Investment in a basket of stocks across sectors



## Professional Management

Managed by professional fund managers with years of experience in the field



## Liquidity

Investors can easily enter and exit the scheme



## Capital Appreciation

Delivers inflation beating returns

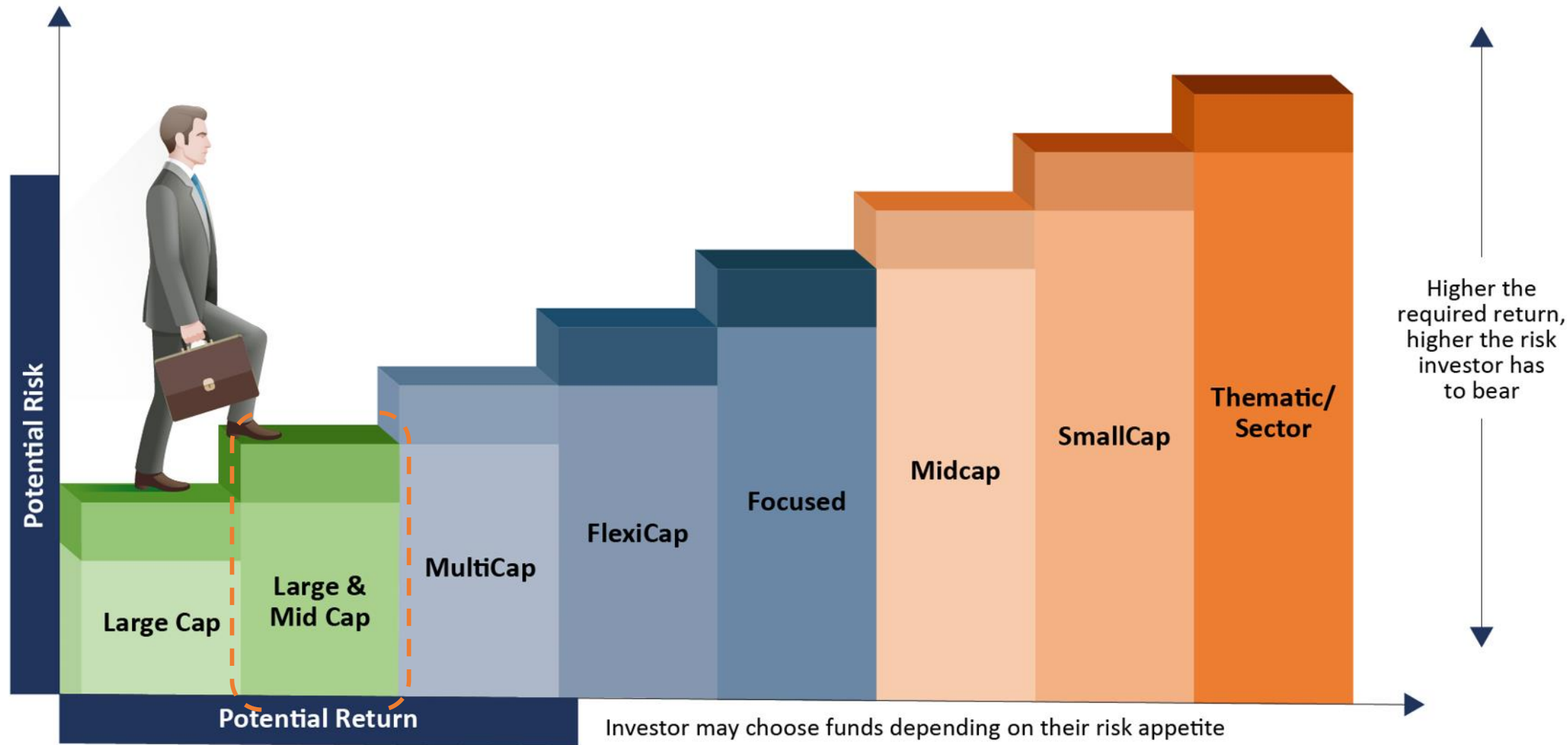


## Tax Advantage

Lower taxation relative to other asset classes



# Risk Return Spectrum - Active Equity Funds



Source: Internal MOAMC Research.

Disclaimer: This data should not be used for development or implementation of an investment strategy. Past performance may or may not be sustained in future.



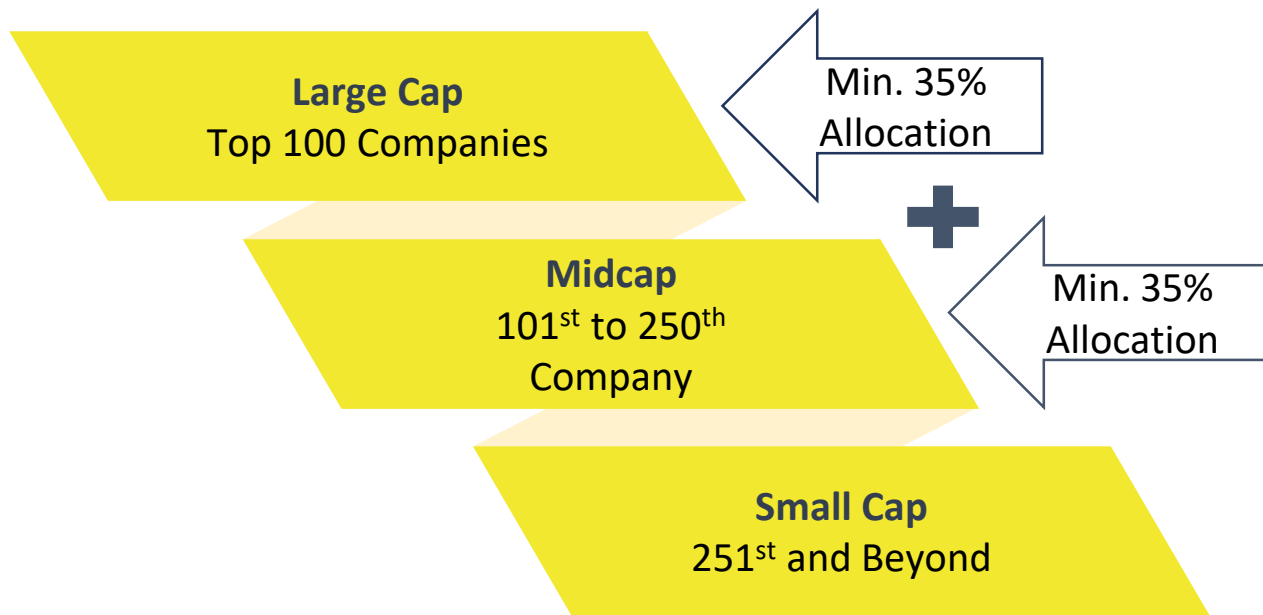
## Motilal Oswal Large and Midcap Fund

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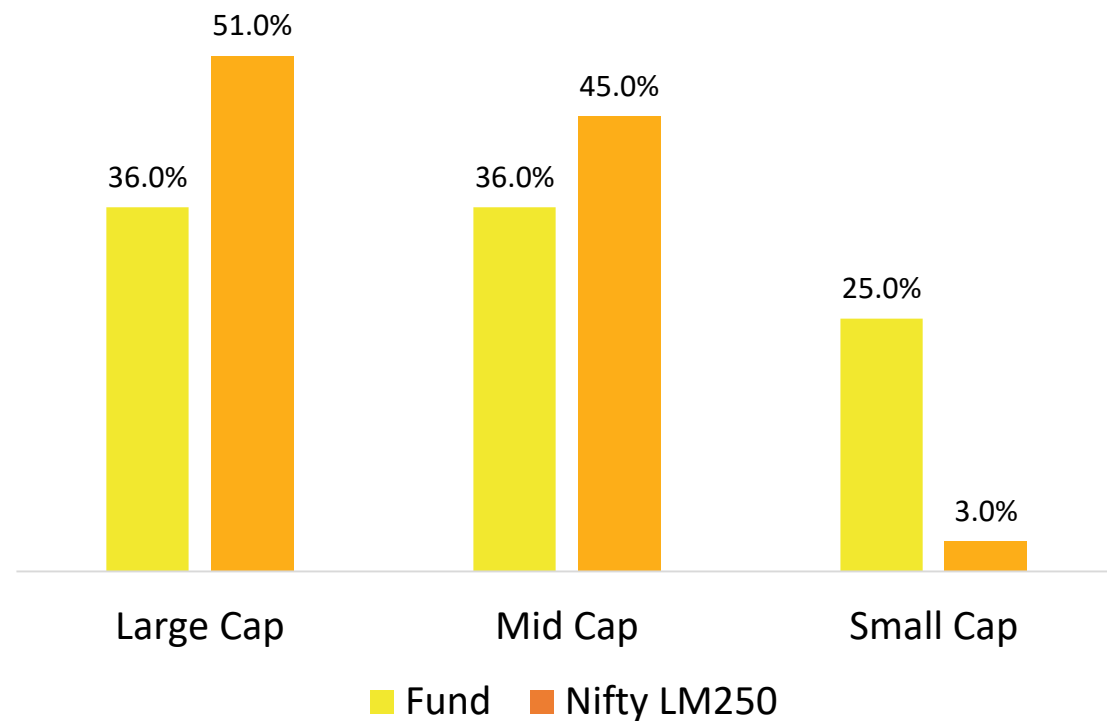
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# Market Cap Breakdown: Mix of Stability and Growth

## Large and Midcap Category Requirement



## Current Portfolio Mix



Source: AMFI & SEBI. Data as on 31<sup>st</sup> Dec 2023 (Latest data)

Source: Internal MOAMC Research. Data as on Mar 31<sup>st</sup> 2024

## Large and Midcap: Mix of Stability and Growth

Indices	Nifty 50	Nifty Next 50	Nifty 100	Nifty Midcap 150	S&P BSE 200	Nifty Large Midcap 250	Nifty Smallcap 250	Nifty Mid-Smallcap 400	Nifty 500
2022	4.3	-0.1	3.6	3	4.2	3.4	-3.6	0.9	3
2021	24.1	29.9	25	46.8	27.6	35.7	61.9	51.3	30.2
2020	14.9	14.8	14.8	24.3	16.3	19.6	25	24.5	16.6
2019	12	0.5	10.4	-0.3	9.1	4.9	-8.3	-2.9	7.7
2018	3.1	-9	1.1	-13.3	-0.5	-6.2	-26.7	-17.9	-3.4
2017	28.6	44.8	31	54.3	33.3	42.4	57.3	55.3	35.9
2016	3	7.1	3.6	5.4	4	4.7	0.4	3.8	3.8
2015	-4.1	7	-2.4	8.4	-1.5	2.8	10.2	9	-0.7
2014	31.4	44.4	33.2	60.3	35.5	46.2	69.6	63.2	37.8
2013	6.8	4.8	6.5	-3	4.4	1.7	-8.1	-4.7	3.6
2012	27.7	48.1	30.6	44.3	31	36.8	38.2	42.2	31.8
2011	-24.6	-31.9	-25.8	-32.1	-27	-29	-36	-33.5	-27.2
2010	17.9	17.8	17.9	18.5	16.2	15.7	16.3	17.8	14.1
2009	75.8	127.9	82.7	110.6	88.5	97.3	113.9	111.6	88.6
2008	-51.8	-63.5	-53.7	-65.5	-56.5	-60.4	-69.1	-66.7	-57.1
2007	116.4	125.4	117.4	123.6	123.9	122.5	155.4	133.5	117.7

Source: Internal MOAMC Research. Data as on 31<sup>st</sup> Dec 2022.

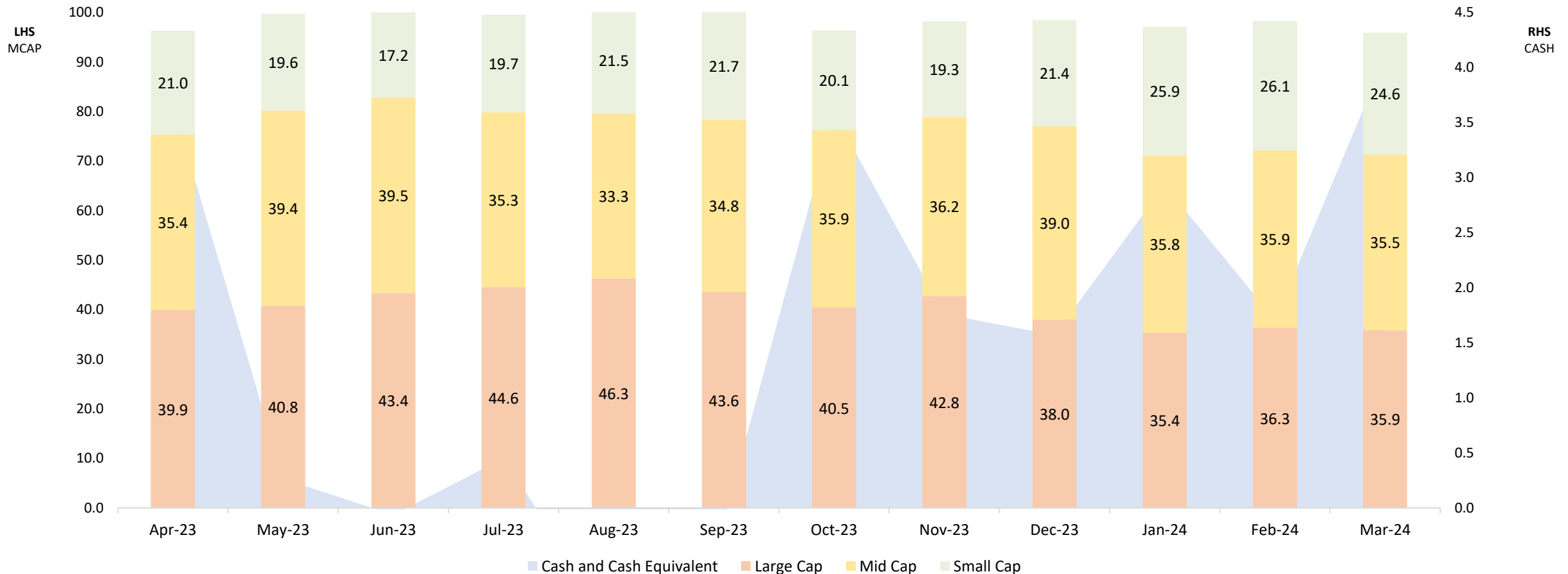


## Portfolio Construct and Positioning

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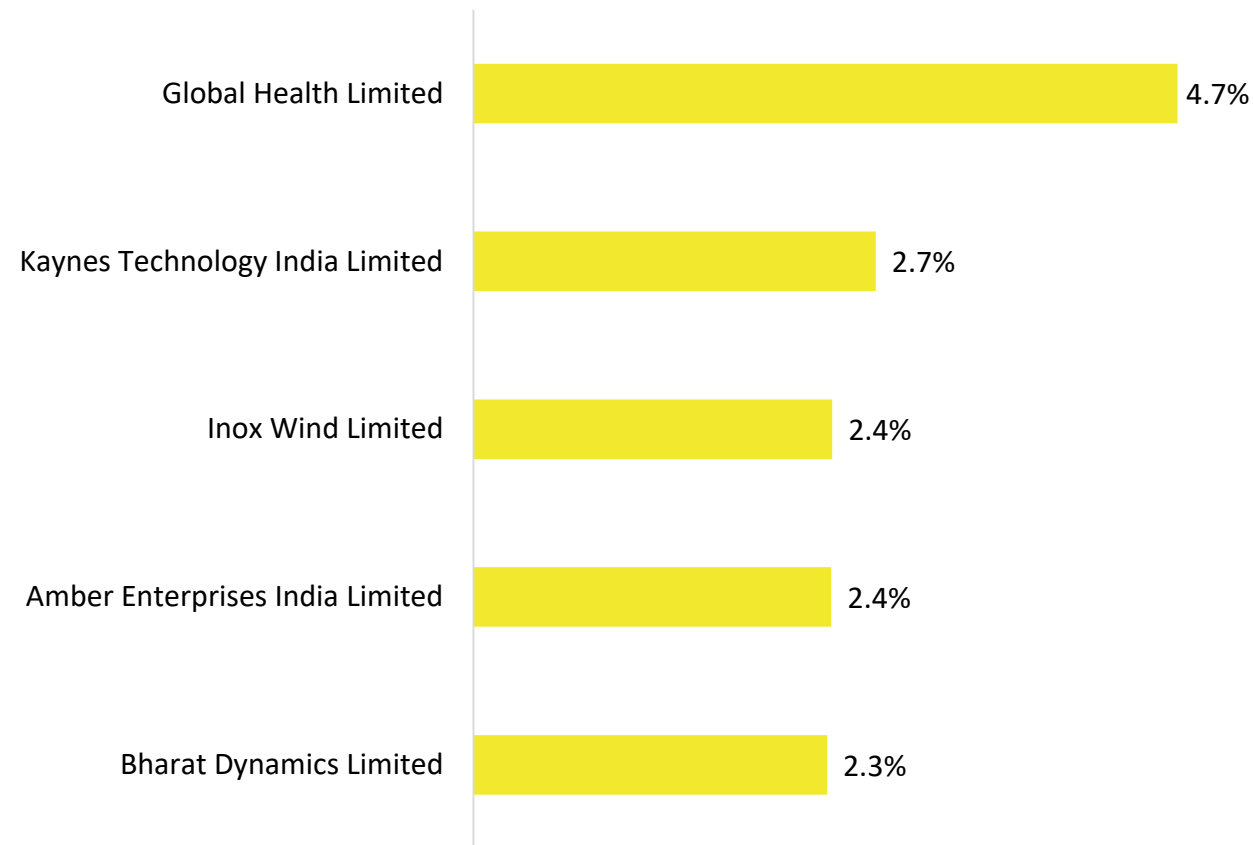
# Market Cap Strategy: Around 50% Large Cap and 50% Mid and Small Cap



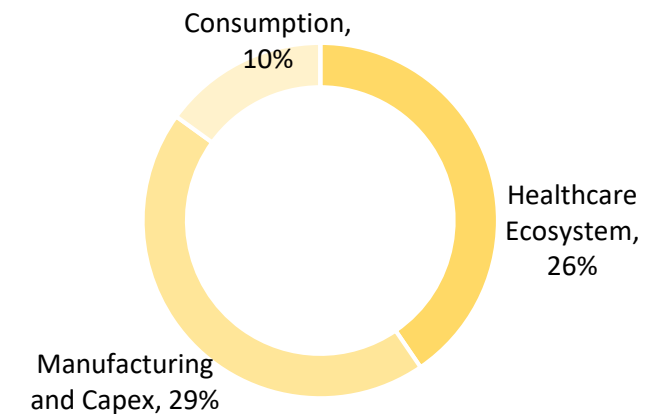
- Benchmark aware allocation of around 50% allocation to Large Caps and 50% to Mid and Small Caps
- Portfolio construction oriented towards risk adjusted long term growth with lower volatility
- No strategic use of cash – generally fully invested

Source: Internal MOAMC Research. Data as on 31<sup>st</sup> Mar 2024.

## Small Cap Strategy: Orientation towards less volatile companies



MCAP	INR Cr.
Wt. Average	22,997
Average	21,858
Median	18,357
Max	35,474
Min	6,899



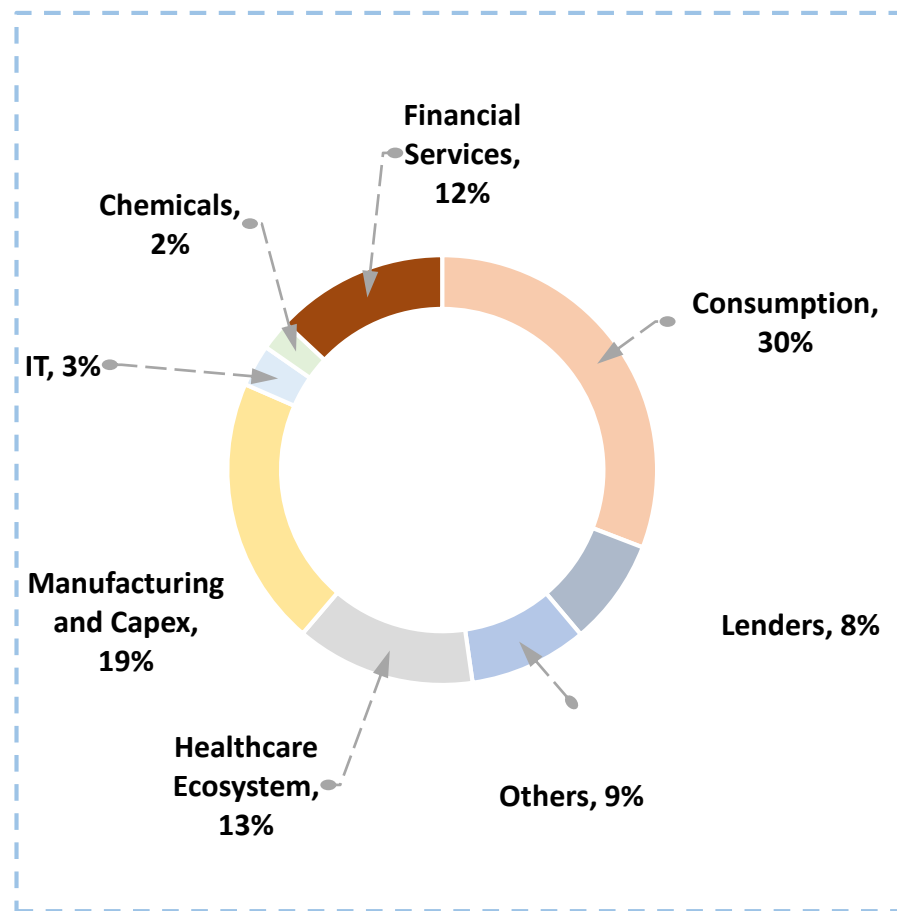
- Allocation towards larger companies
- Majority allocation towards healthcare & manufacturing and capex which is displaying ample earnings growth

Source: Internal MOAMC Research. Data as on Mar 31<sup>st</sup> 2024



# Portfolio Construct: Basket approach to stock selection

Financial Services	14%
Jio Financial Services Limited	7%
BSE Limited	2%
Angel One Limited	2%
IT	3%
L&T Technology Services Limited	2%
Coforge Limited	1%
Manufacturing and Capex	22%
Suzlon Energy Ltd	3%
Inox Wind Ltd	3%
NTPC Ltd	3%
Kaynes Technology India Limited	3%
Bharat Dynamics Limited	3%
CG Power and Industrial Solutions Limited	2%
Tube Investments Of India Limited	2%
Welspun Corp Ltd	2%
Cummins India Ltd	2%
Lenders	8%
Indusind Bank Ltd	5%
IDFC First Bank Limited	3%



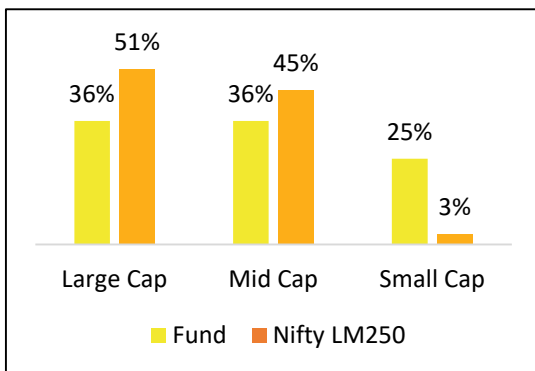
Consumption	29%
Trent Ltd	6%
Zomato Limited	6%
Kalyan Jewellers India Limited	6%
Prestige Estates Projects Ltd	5%
TVS Motor Company Ltd	3%
The Phoenix Mills	3%
Amber Enterprises India Limited	2%
Healthcare Ecosystem	14%
Global Health Limited	5%
Fortis Healthcare Ltd	4%
Mankind Pharma Limited	3%
Religare Enterprises Ltd	2%
Others	3%
Interglobe Aviation Ltd	3%
Chemicals	2%
Gujarat Fluorochemicals Limited	2%

Data as on March 31<sup>st</sup> 2024

The Stocks / Sectors mentioned above are used to explain the concept and is for illustration purpose only and should not be used for development or implementation of any investment strategy. It should not be construed as investment advice to any party. The stocks may or may not be part of our portfolio/strategy/ schemes. Past performance may or may not be sustained in future

# Portfolio Overview

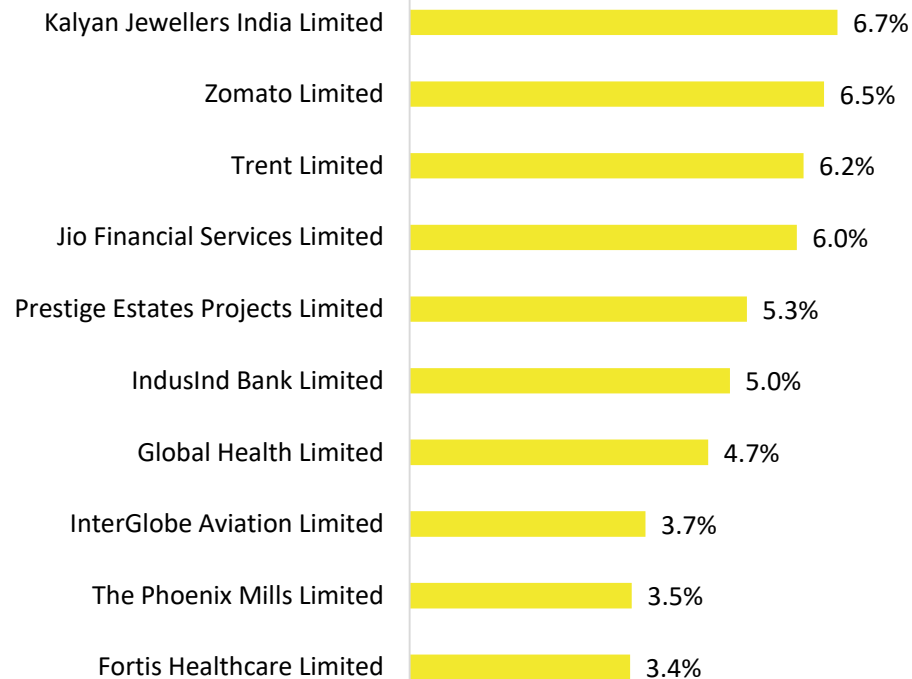
## Market Cap Mix



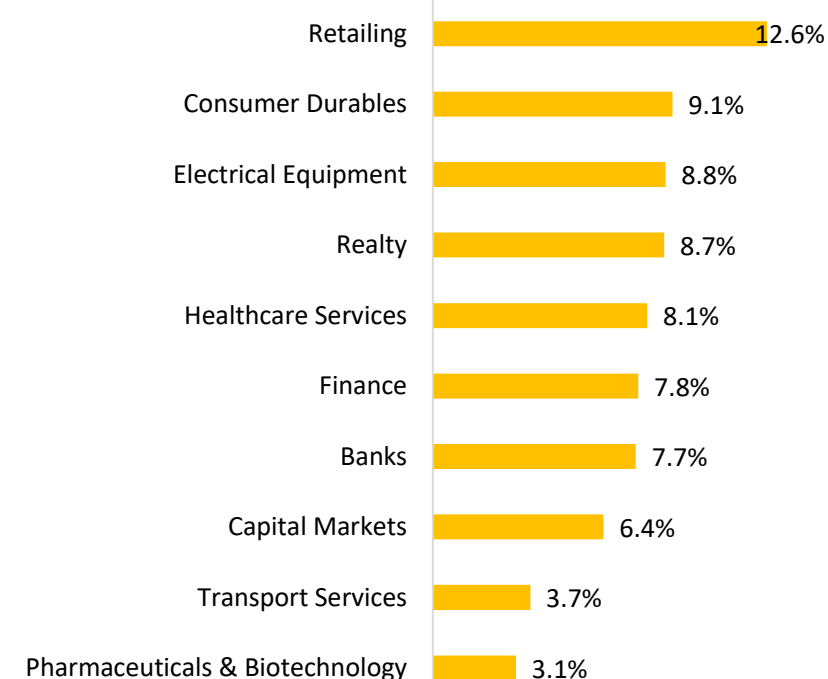
## Risk Parameters

Beta	0.9
Portfolio Turnover Ratio	1.0
Standard Deviation	13.4%
Sharpe Ratio	1.2

## Top 10 Stocks



## Top 10 Sectors



Data as on Mar 31<sup>st</sup> 2024. Sector classification as per AMFI defined sectors.

The Stocks/Sectors mentioned above are used to explain the concept and is for illustration purpose only and should not be used for development or implementation of any investment strategy. It should not be construed as investment advice to any party. The stocks may or may not be part of our portfolio/strategy/ schemes. Past performance may or may not be sustained in future

## Portfolio Changes: 3 month entry/exit

Amber Enterprises India

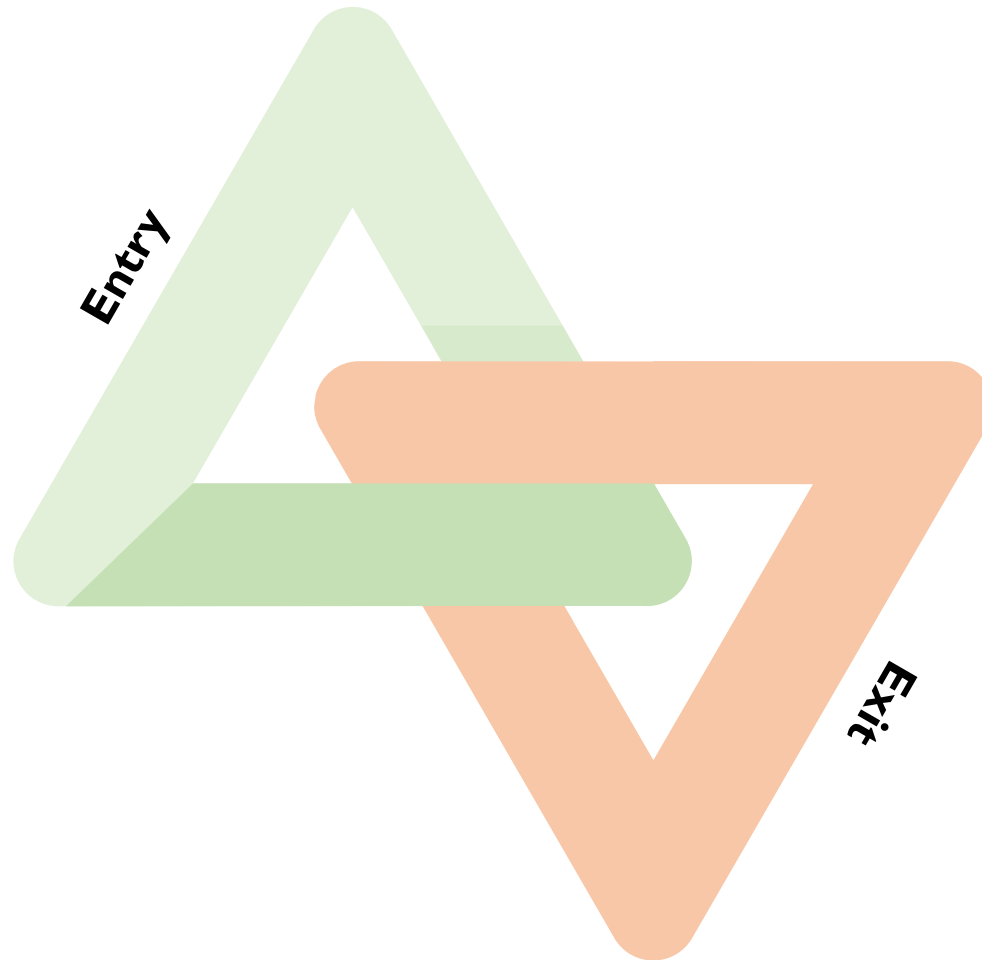
Apar Industries

Multi Commodity Exchange of India

One 97 Communications

Phoenix Mills

Suzlon Energy



APL Apollo Tubes

Carborundum Universal

Cholamandalam Investment & Finance Co.

Cummins India

Dalmia Bharat

Federal Bank

I C I C I Bank

India Shelter Finance Corporation

Max Financial Services

Source: Internal MOAMC Research. Data as on Mar 31<sup>st</sup> 2024.



## Performance and Performance Attribution

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# Scheme Performance

Point to Point Returns (%)	1 Year		3 years		Since Inception	
	CAGR (%)	Rs. 10000	CAGR (%)	Rs. 10000	CAGR (%)	Rs. 10000
Motilal Oswal Large and Midcap Fund – Reg (G)	51.8	15,148	24.3	19,167	23.5	25,588
Nifty LargeMid 250 TRI (Benchmark)	46.3	14,598	21.8	18,053	23.4	25,453
Nifty 50 TRI (Additional Index)	30.3	13,008	16.3	15,736	17.2	20,232

SIP Performance (%)	1 Year			3 Years			Since Inception		
	Scheme	BM	Add. BM	Scheme	BM	Add. BM	Scheme	BM	Add. BM
Investment Amount	120,000			360,000			530,000		
Market Value	149,279	144,203	137,018	537,462	505,281	461,301	968,173	924,825	808,084
Returns (XIRR)%	49.07	40.15	27.81	28.01	23.44	16.88	28.04	25.82	19.37

Data as on 31<sup>st</sup> Mar 2024. BM = Benchmark i.e. Nifty LargeMidcap 250 TRI Index; Add. BM = additional BM i.e. Nifty 50 TRI Index;

Date of inception: 17-Oct-2019. In case, the start/end date of the concerned period is non business date (NBD), the NAV of the previous date is considered for computation of returns. The NAV per unit shown in the table is as on the start date of the said period. The SIP amount, tenure of SIP, expected rate of return are assumed figures for the purpose of explaining the concept of advantages of SIP investments. The actual result may vary from depicted results depending on scheme selected. It should not be construed to be indicative of scheme performance in any manner. Past performance may or may not be sustained in the future. Performance is for Regular Plan Growth option. Different plans have different expense structure. Mr. Aditya Khemani is the Fund Manager for equity component since inception. Mr. Rakesh Shetty is the Fund Manager for debt component since 22<sup>nd</sup> November'22. Mr. Ankush Sood is the Fund Manager for foreign securities since 11<sup>th</sup> November'22.

For performance of other schemes managed, please refer the Annexure: <https://www.motilal Oswal MF.com/CMS/assets/uploads/Documents/aa0fa-annexure.pdf>

# Key Takeaways

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1

Portfolio construction oriented towards delivering long term stable growth with low to moderate volatility

2

Top down sector/theme view combined with bottom up stock selection

3

Diversification across sectors; Basket approach to play identified themes in the portfolio

4

Around 50% in Large caps, balance 50% in Mid and Small Caps

5

Quality and Growth oriented equity style with focus on industry leaders





Introducing

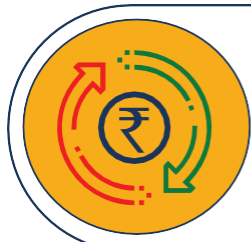
# FAB PLAN

• Motilal Oswal **F**ixed **A**mount **B**enefit Plan •



## A Plan which aims to get you

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**Regular Fixed Amount for  
expense management**

**Emergency funds for life's  
unexpected events**



**Protection from  
market fluctuations**

**Legacy planning for  
your loved ones**



# Key Specs



## What is FAB Plan?

Motilal Oswal Fixed Amount Benefit Plan (FAB) enables you to withdraw a regular sum of your investments at a fixed percentage and predefined frequency of your original investment, irrespective of the movement in the market value of the investment, subject to availability of capital.



## Withdrawal Amount

Minimum withdrawal amount of ₹500 per month



## Withdrawal Rate

Default 6% per annum  
8% | 10% | 12% per annum



## Frequency

Default Monthly  
Quarterly | Annually



## Deferment

Default 1 year from the date of investment  
Investor can choose to start earlier/later



## Withdrawal Date

Default 7<sup>th</sup> of every month  
1<sup>st</sup> | 14<sup>th</sup> | 21<sup>st</sup> | 28<sup>th</sup>



## Scheme

Default – Motilal Oswal Equity Hybrid Fund  
Investor can choose from select list of active and passive schemes

Maximize your financial potential by using the FAB calculator to create a comprehensive FAB Plan that fulfils your objective of Income bhi and Wealth bhi

<https://www.motilaloswalmf.com/fabplan>

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

# Motilal Oswal Large and Midcap Fund

Year	Investment / Opening Balance (A)	Returns (B)	Withdrawals (C)			Closing Balance (A+B-C)	Tax on Withdrawals
			Out of Capital	From Gains	Total		
2020	1,00,00,000	12,56,238	-	-	-	1,12,56,238	
2021	1,12,56,238	45,94,307	2,95,285	5,04,715	8,00,000	1,50,50,545	19,529
2022	1,50,50,545	2,49,535	3,03,517	4,96,483	8,00,000	1,45,00,080	20,352
Valuation as on 31-Jan-23						1,41,41,060	

**Withdrawal over tenure: 16,00,000**

**Total wealth created: 1,57,41,060**

**Investment value at the end of tenure: 1,41,41,060**

**XIRR: Pre Tax 16.19% | Post Tax 16.408%**

Assuming withdrawal of 8% per annum at the cost of original investment. date of investment 31st Dec 2019. The above table is for illustration purpose only. The amount, rate of return, etc. are assumed figures and used for explaining the concept. It should not be construed to be an indicator of scheme performance in any manner. Cashflow/Fixed Amount Benefit may be from your return on investment or return of capital. MOAMC does not guarantee or assure returns. Mutual Fund investments are subject to market risks, read all scheme related documents carefully. Source: NSE Indices, MOAMC Internal

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# Now that's a FAB Plan



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



# Fund Managers

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## Mr. Ajay Khandelwal (for equity component)

- **Rich Experience:** Over 18 years
- **Past experience:** Fund Manager in Canara Robeco & BOI AXA Investment Managers with a total experience of 6 years. also worked with BOI AXA as a Research Analyst from 2010-2017
- **Academic background:** Master's in Business Administration (MBA) from TAPMI



## For Equity Component: Mr. Niket Shah:

- **Rich Experience:** Niket has over 15 years of experience. .
- Prior to joining MOAMC, he was associated with Motilal Oswal Securities as Head of Midcaps Research from February 2013 to March 2018.
- He has worked with Edelweiss Securities as Research Analyst - Midcaps from March 2010 to January 2013 and Religare Capital Market as Research Analyst – Midcaps from June 2008 to March 2010.
- **Academic Background:** Mr. Niket has done his Master's in Business Administration (MBA) in Finance from Welingkar Institute of Management Studies

For performance of other schemes managed, please refer the Annexure: <https://www.motilaloswalmf.com/CMS/assets/uploads/Documents/aa0fa-annexure.pdf>

# Fund Managers

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## For Debt Component: Mr. Rakesh Shetty

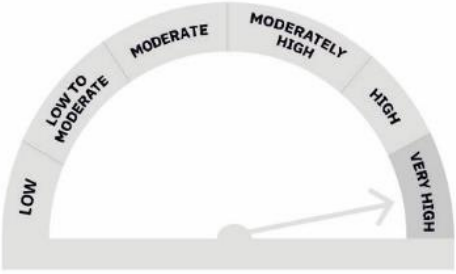
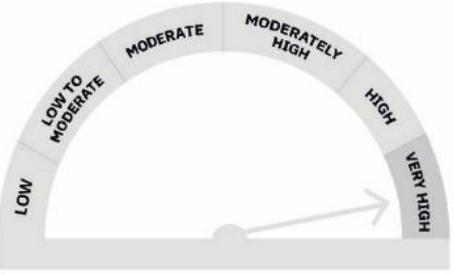
- **Rich Experience:** Mr Rakesh Shetty has an experience of more than 13 years in debt and equity markets
- **Prestigious past experience:** Prior to joining Motilal Oswal AMC he has worked with multiple organizations such as Zyfin Capital, Derivium Tradition Securities, HDFC Bank, Aldmondz Global Securities and Fullerton India Credit Company
- **Excellent academic background:** Graduation in Commerce

For performance of other schemes managed, please refer the Annexure: <https://www.motilaloswalmf.com/CMS/assets/uploads/Documents/aa0fa-annexure.pdf>

# Fund Facts

Type of the Scheme	An open ended equity scheme investing in both large cap and mid cap stocks.	
Category of the Scheme	Large and Midcap Fund	
Investment Objective	The investment objective is to provide medium to long-term capital appreciation by investing primarily in Large and Midcap stocks. However, there can be no assurance or guarantee that the investment objective of the Scheme would be achieved.	
Benchmark	NIFTY Large Midcap 250 TRI	
Entry / Exit Load	Entry : Nil Exit : 1% - If redeemed on or before 15 days from the date of allotment. Nil - If redeemed after 15 days from the date of allotment. A switch-out or a withdrawal shall also be subjected to the Exit Load like any Redemption. No Exit Load applies for switch between Motilal Oswal Focused, Motilal Oswal MidCap, Motilal Oswal FlexiCap , Motilal Oswal Equity Hybrid Fund, Motilal Oswal Large&MidCap Fund & Motilal Oswal Dynamic Equity Fund. No Load for switch between Options within the Scheme.	
Plans	Regular Plan and Direct Plan	
Options (Under each plan)	Dividend (Payout and Reinvestment) and Growth	
Minimum Application Amount	Rs. 500/- and in multiples of Re. 1/- thereafter	
Additional Application Amount	Rs. 500/- and in multiples of Re. 1/- thereafter	
	Weekly SIP	Any day of the week from Monday to Friday
	Fortnightly SIP	1 st -14th, 7th - 21st and 14 th - 28th
	Monthly SIP	Any day of the month except 29th, 30th or 31st
	Quarterly SIP	Any day each quarter (Jan, Apr, Jul, Oct) 29th, 30th or 31 <sup>st</sup>
	Annual SIP	Any day or date of his/her preference
		Rs. 500 and in multiples of Re.1/- thereafter (Minimum Installment – 12)
		Rs. 1,500 and in multiples of Re.1/- thereafter (Minimum Installment – 4)
		Rs. 6,000 and in multiples of Re. 1/- thereafter (Minimum Installment – 1)
Minimum Redemption Amount	Rs. 500/- and in multiples of Re. 1/- thereafter or account balance, whichever is lower.	

# Product Labelling

Name of the scheme	Scheme Riskometer	Benchmark Riskometer Nifty Large Midcap 250 TRI
Motilal Oswal Large and Midcap Fund (Large and Midcap Fund - An open ended equity scheme investing in both large cap and mid cap stocks)		
<b>This product is suitable for investors who are seeking*</b>	Investors understand that their principal will be at Very High risk	Investors understand that their principal will be at Very High risk
<ul style="list-style-type: none"><li>• Long-term capital growth</li><li>• Investment predominantly in equity and equity related instruments of large and midcap stocks</li></ul>		

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

# Disclaimer

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**Scheme Specific Risk Factors:** In line with its investment objective, the scheme will be required to maintain a minimum exposure of 35% each to both the large cap and the mid cap market segments at all times regardless of the prevailing market conditions/outlook for these market cap segments. The Scheme is subject to the principal risks described below. Some or all of these risks may adversely affect Scheme's NAV, yield, return and/or its ability to meet its objectives.

**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 Ltd. Investment Manager: Motilal Oswal Asset Management Company Ltd. (CIN: U67120MH2008PLC188186) Sponsor: Motilal Oswal Financial Services Ltd.

**Mutual Fund investments are subject to market risks, read all scheme related documents carefully.**



# THANK YOU



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