



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\$ 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\$ AUM**

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

Private Wealth

Expertise in wealth
management and distribution

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

Housing Finance

Expertise in affordable housing finance

47,239 families, **3,781Cr\$ AUM**

111 branches across 12 states/UTs

Investment Banking

Expertise in capital market deals

20+ team **14 deals** in 9MFY24 **~11,000Cr\$**
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



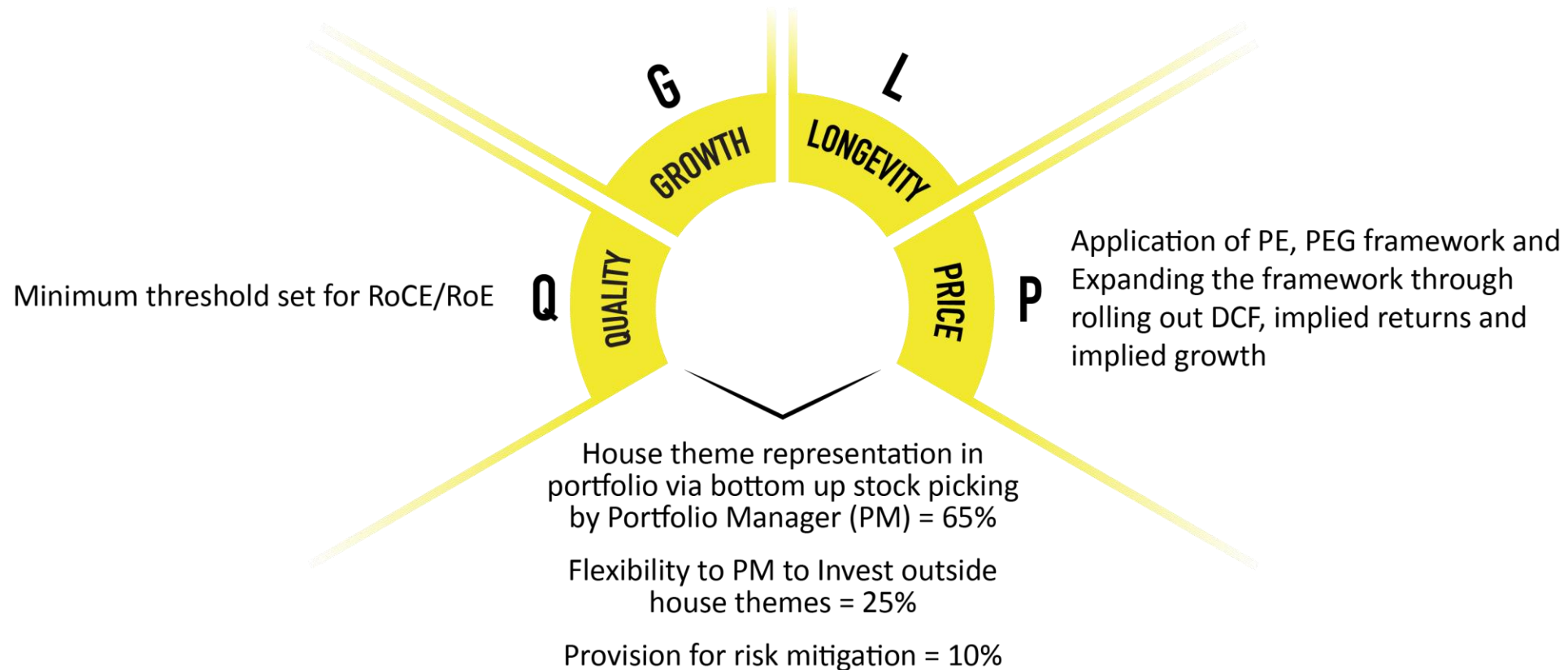
Source: MOAMC Internal. Data as on 31st December'2023

*Asiamoney Poll 2023

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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 be 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

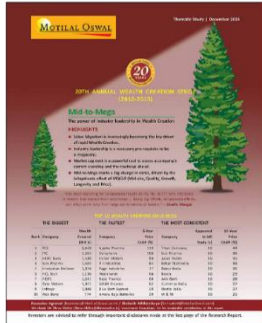
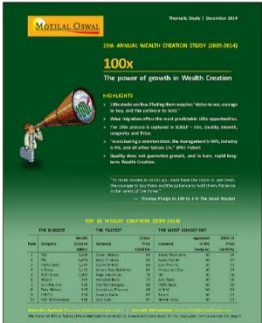


Stringent Liquidity Framework

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 31st 2024

Why invest in Equity Mutual Funds?



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

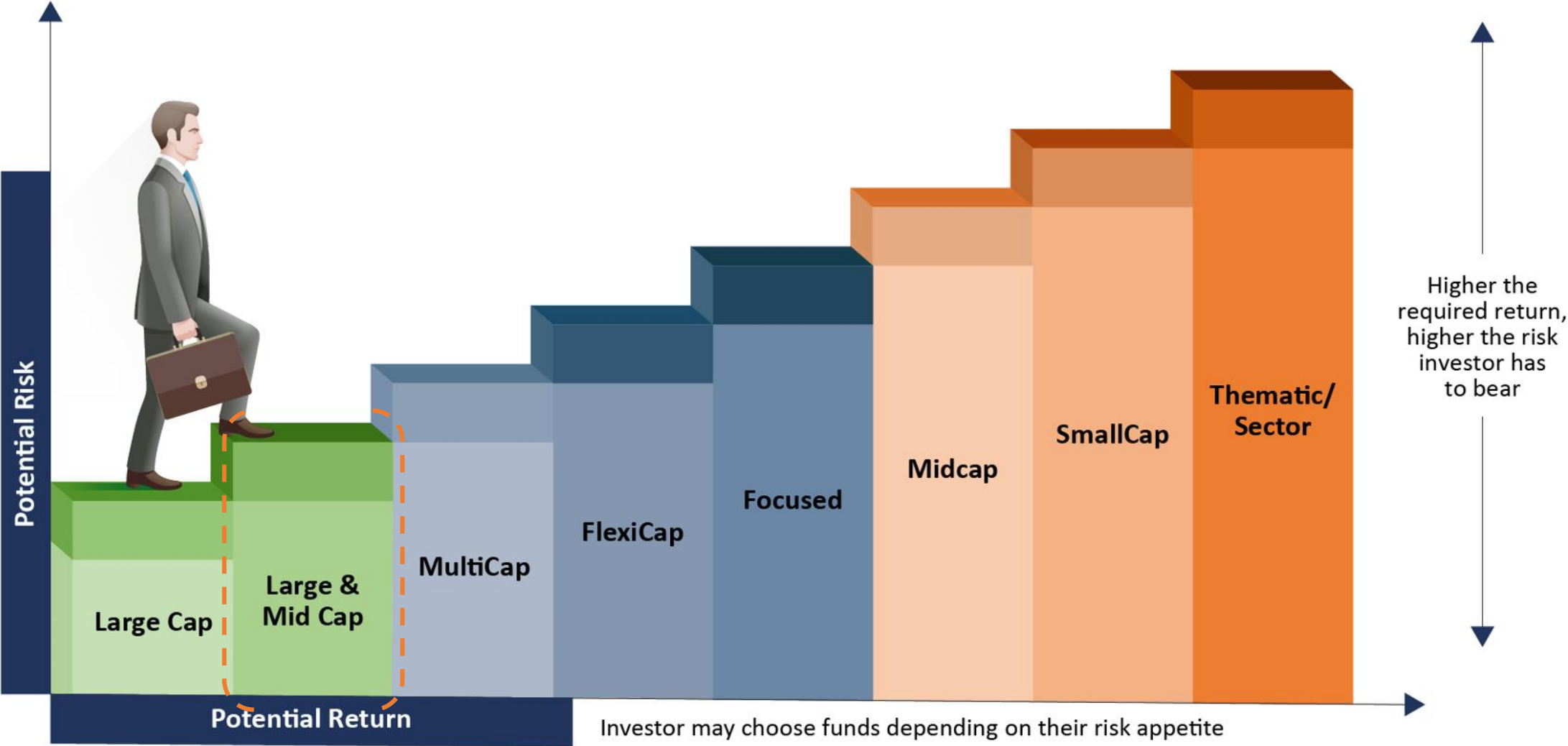
Delivers inflation beating returns



Tax Advantage

Lower taxation relative to other asset classes

Risk Return Spectrum - Active Equity Funds



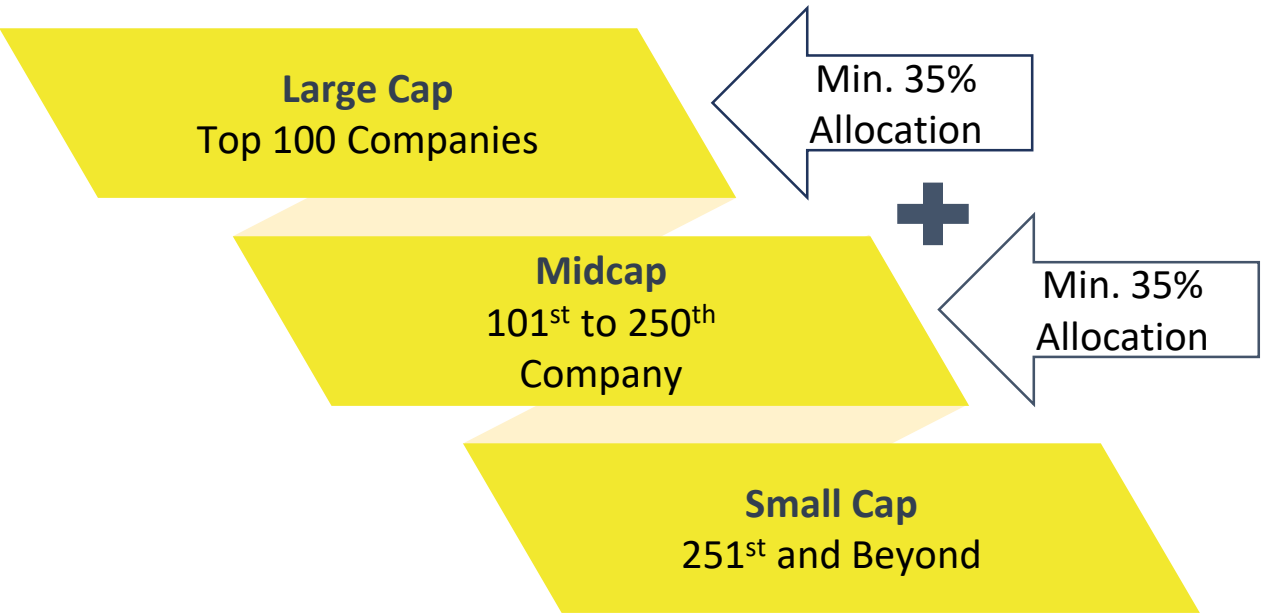
Source: Internal MOAMC Research.
Disclaimer: This data should not be used for development or implementation of an investment strategy. Past performance may or may not be sustained in future.

Motilal Oswal Large and Midcap Fund

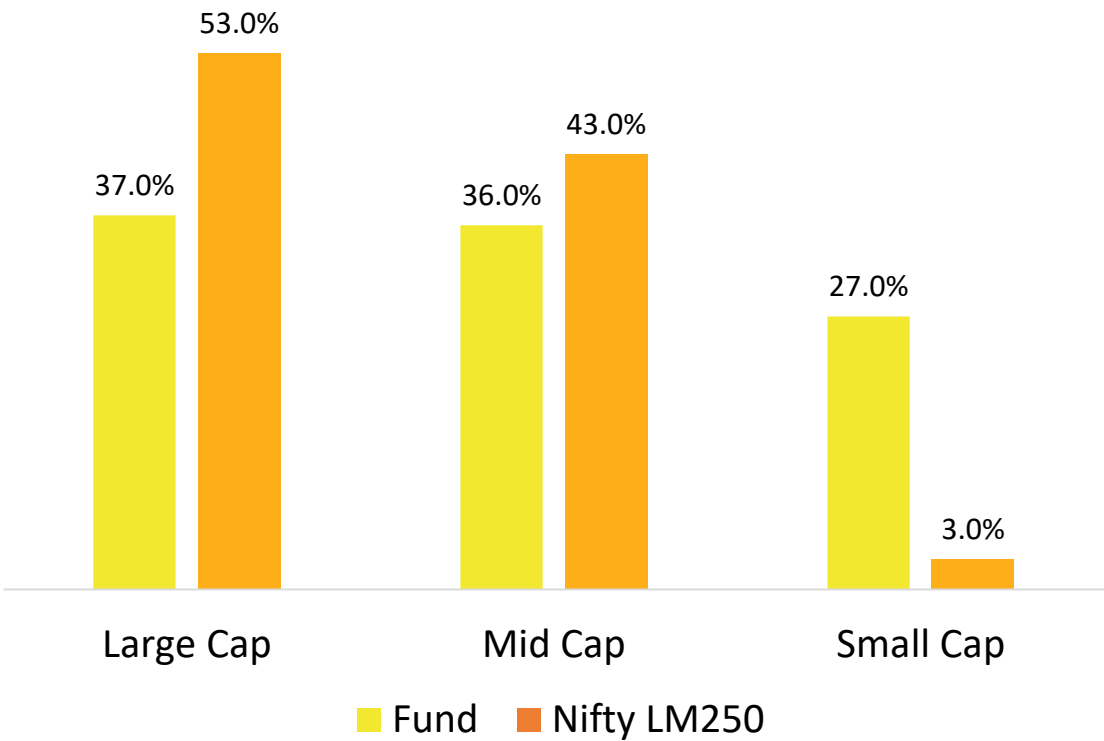
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Market Cap Breakdown: Mix of Stability and Growth

Large and Midcap Category Requirement



Current Portfolio Mix



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

Source: Internal MOAMC Research. Data as on Feb 29th 2024

Large and Midcap: Mix of Stability and Growth

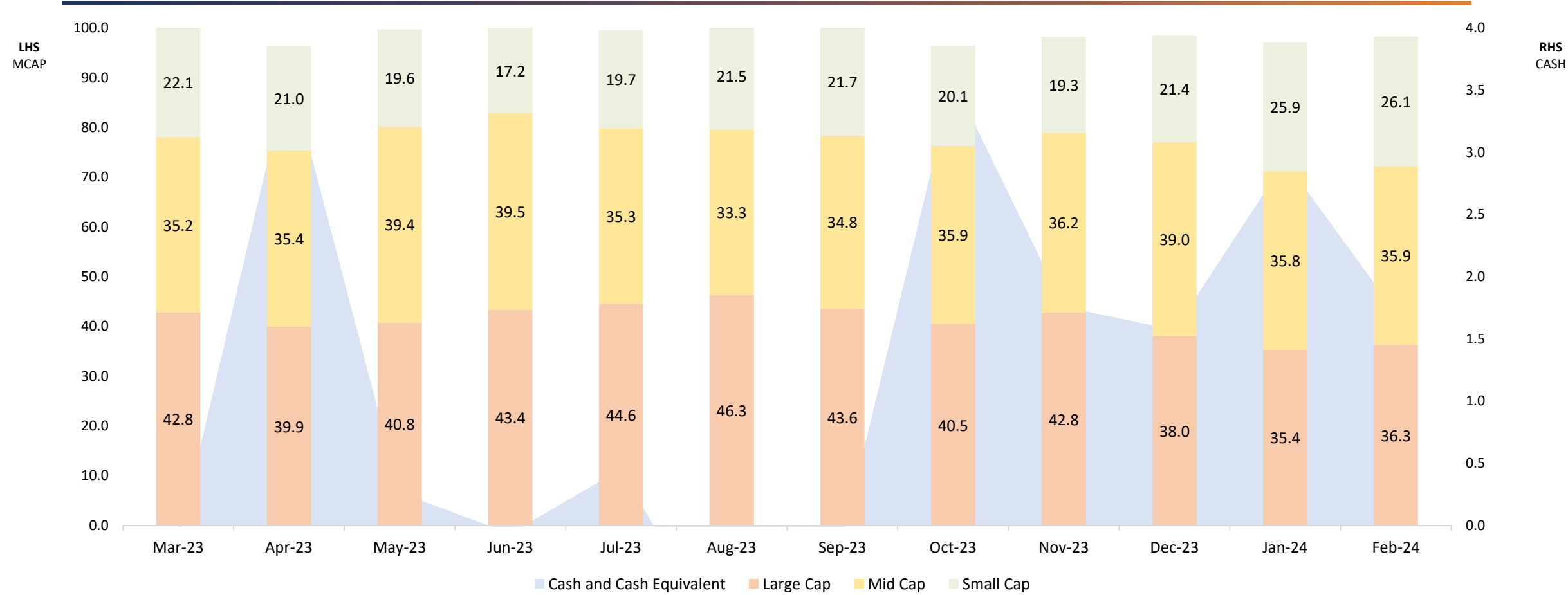
Indices	Nifty 50	Nifty Next 50	Nifty 100	Nifty Midcap 150	S&P BSE 200	Nifty Large Midcap 250	Nifty Smallcap 250	Nifty Mid-Smallcap 400	Nifty 500
2022	4.3	-0.1	3.6	3	4.2	3.4	-3.6	0.9	3
2021	24.1	29.9	25	46.8	27.6	35.7	61.9	51.3	30.2
2020	14.9	14.8	14.8	24.3	16.3	19.6	25	24.5	16.6
2019	12	0.5	10.4	-0.3	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 31st Dec 2022.

Portfolio Construct and Positioning



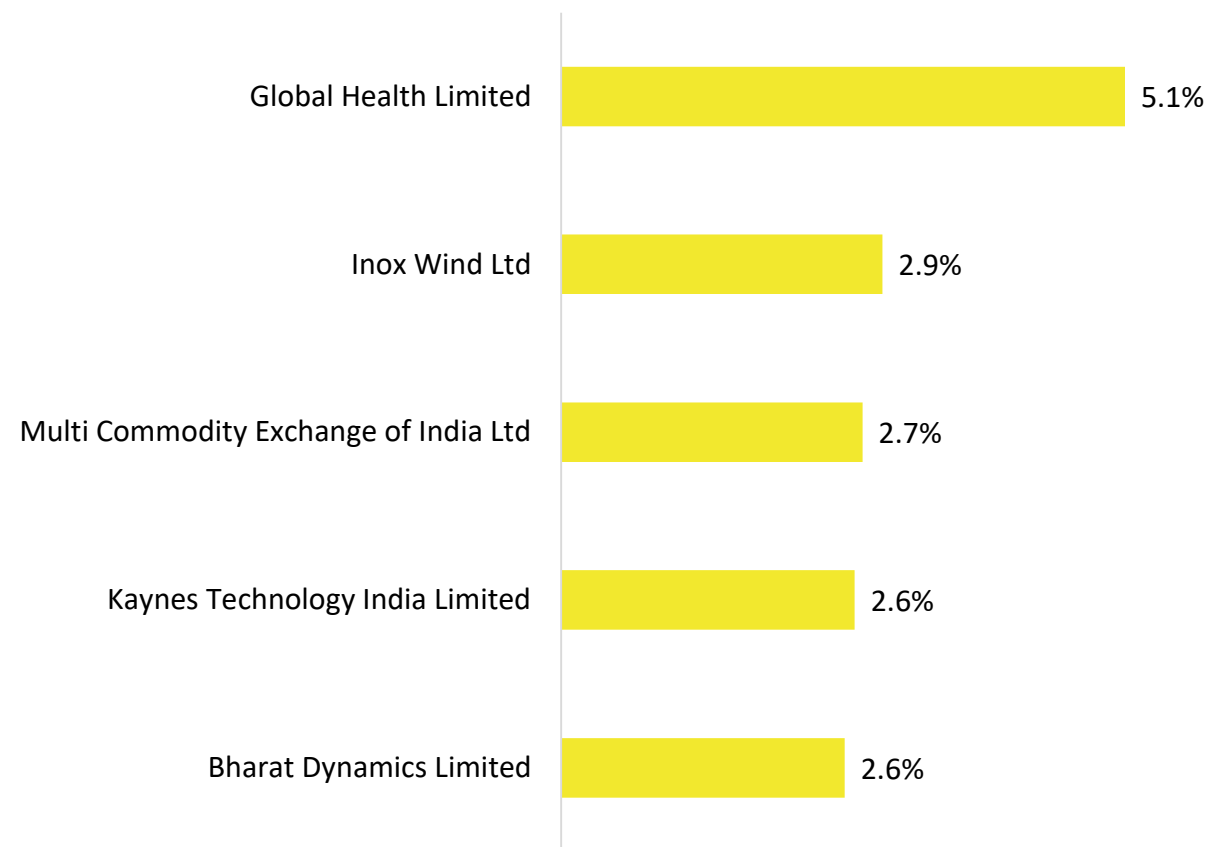
Market Cap Strategy



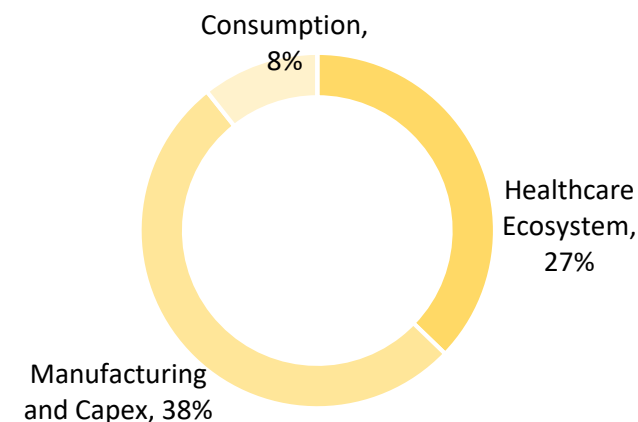
- Portfolio construction oriented towards risk adjusted long term growth with lower volatility
- No strategic use of cash – generally fully invested

Source: Internal MOAMC Research. Data as on 29th February 2024.

Small Cap Strategy: Orientation towards less volatile companies



MCAP	INR Cr.
Wt. Average	23,417
Average	20,297
Median	19,195
Max	36,624
Min	6,744

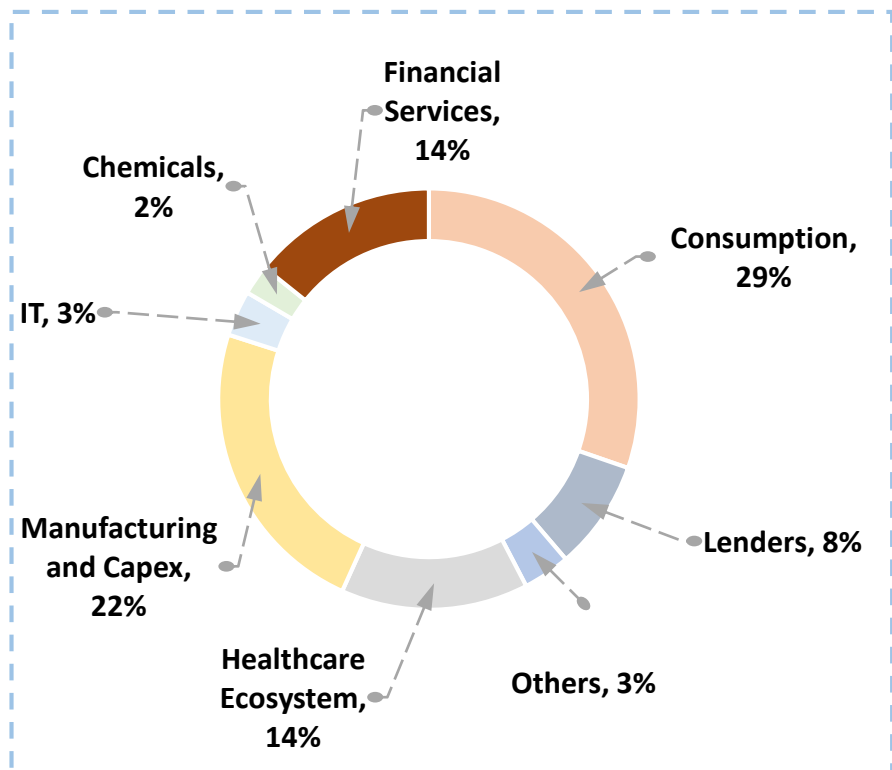


- Allocation towards larger companies
- Majority allocation towards healthcare & manufacturing and capex which is displaying ample earnings growth

Source: Internal MOAMC Research. Data as on February 29th 2024

Portfolio Construct: Basket approach to stock selection

Financial Services	14%
Jio Financial Services Limited	7%
Multi Commodity Exchange of India Ltd	3%
BSE Limited	2%
Angel One Limited	2%
India Shelter Finance Corporation Limited	0.2%
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%



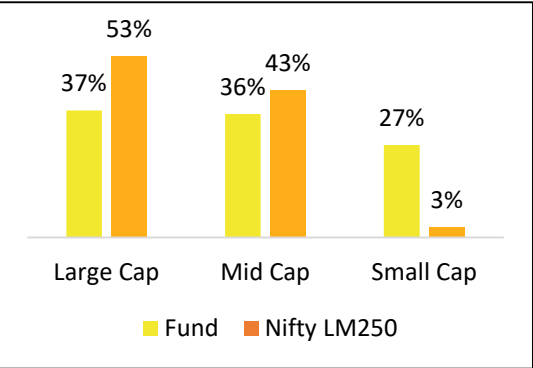
Consumption	29%
Trent Ltd	6%
Zomato Limited	6%
Kalyan Jewellers India Limited	6%
Prestige Estates Projects Ltd	5%
TVS Motor Company Ltd	3%
Amber Enterprises India Limited	2%
Healthcare Ecosystem	14%
Global Health Limited	5%
Fortis Healthcare Ltd	4%
Mankind Pharma Limited	3%
Religare Enterprises Ltd	2%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

Data as on February 29th 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

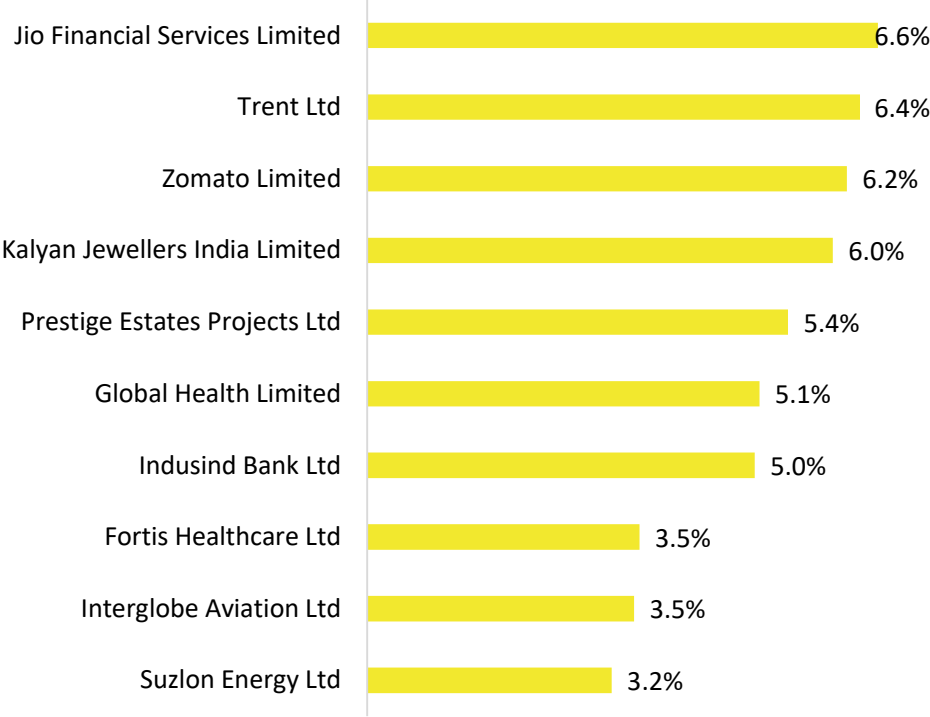
Market Cap Mix



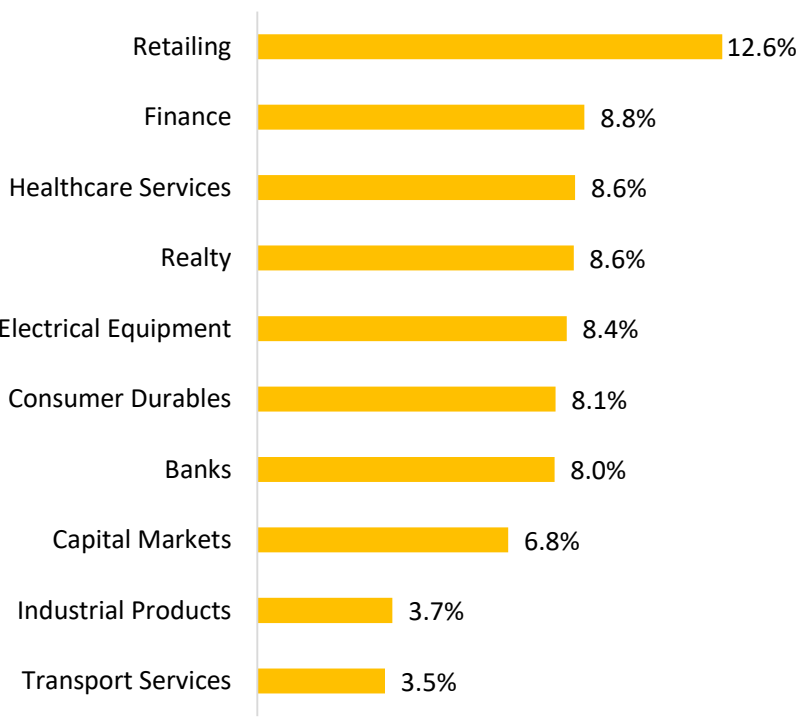
Risk Parameters

Beta	0.9
Portfolio Turnover Ratio	1.01
Standard Deviation	13.4%
Sharpe Ratio	1.3

Top 10 Stocks



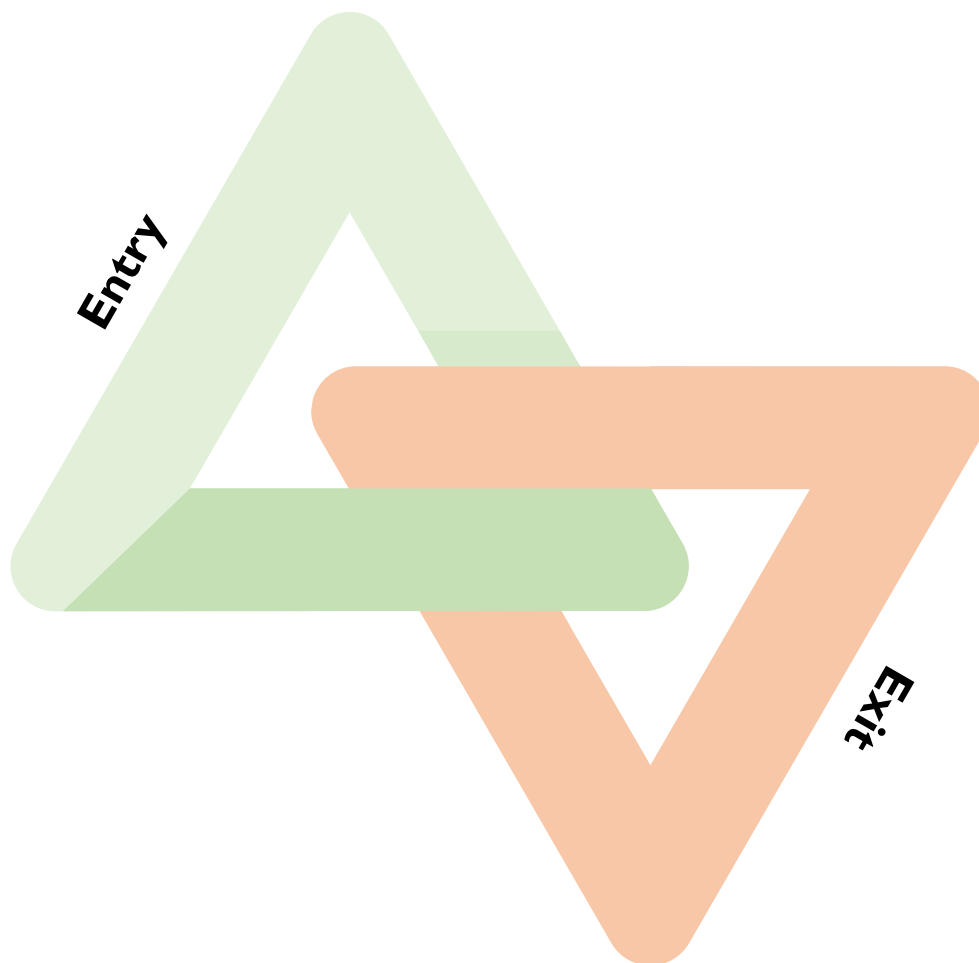
Top 10 Sectors



Data as on Feb 29th 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
Coforge
India Shelter Finance Corporation
Inox Wind
Multi Commodity Exchange Of India
One 97 Communications
Phoenix Mills
Suzlon Energy
Tube Investments of India
Welspun Corp



APL Apollo Tubes
Carborundum Universal
Cholamandalam Investment & Finance Co.
Dalmia Bharat
Federal Bank
Glenmark Pharmaceuticals
I C I C I Bank
Infosys
Jupiter Life Line Hospitals
Max Financial Services
Medplus Health Services
One 97 Communications
Star Health and Allied Insurance Co Ltd
Timken India
Titan Industries

Source: Internal MOAMC Research. Data as on Feb 29th 2024.

Performance and Performance Attribution



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)	49.1	14,928	24.2	19,211	23.5	25,134
Nifty LargeMid 250 TRI (Benchmark)	44.9	14,502	22.0	18,202	23.6	25,275
Nifty 50 TRI (Additional Index)	28.4	12,849	16.1	15,675	17.1	19,920

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			520,000		
Market Value	151,489	147,643	137,805	536,933	509,788	459,773	941,046	908,466	785,779
Returns (XIRR)%	52.21	45.50	28.73	27.81	23.99	16.58	28.09	26.35	19.28

Data as on 29th Feb 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 22nd November'22. Mr. Ankush Sood is the Fund Manager for foreign securities since 11th November'22.

For performance of other schemes managed, please refer the Annexure: <https://www.motilaloswalmf.com/CMS/assets/uploads/Documents/3a9cc-mf-annexure.pdf>

Key Takeaways

- 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



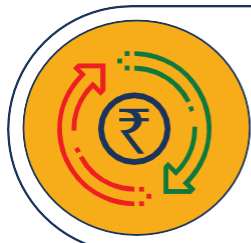
Introducing

FAB PLAN

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



A Plan which aims to get you



**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 7th of every month
1st | 14th | 21st | 28th



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.

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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

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

Total wealth created: 1,57,41,060

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

Now that's a FAB Plan



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

Fund Managers



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/3a9cc-mf-annexure.pdf>

Fund Managers



For Debt Component: Mr. Rakesh Shetty

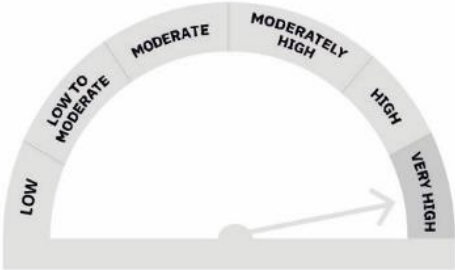
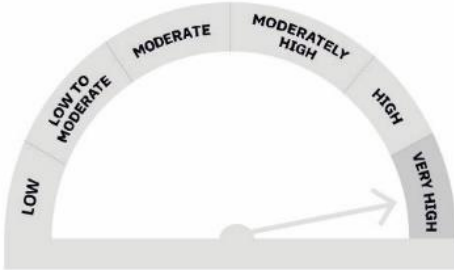
- **Rich Experience:** Mr Rakesh Shetty has an experience of more than 13 years in debt and equity markets
- **Prestigious past experience:** Prior to joining Motilal Oswal AMC he has worked with multiple organizations such as Zyfin Capital, Derivium Tradition Securities, HDFC Bank, Aldmondz Global Securities 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/3a9cc-mf-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	Rs. 500 and in multiples of Re.1/- thereafter (Minimum Installment – 12)
	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 st	Rs. 1,500 and in multiples of Re.1/- thereafter (Minimum Installment – 4)
	Annual SIP	Any day or date of his/her preference	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)		
This product is suitable for investors who are seeking* <ul style="list-style-type: none">Long-term capital growthInvestment predominantly in equity and equity related instruments of large and midcap stocks	Investors understand that their principal will be at Very High risk	Investors understand that their principal will be at Very High risk

*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.

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THANK YOU



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