



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

67,475Crs 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

89,632Crs 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

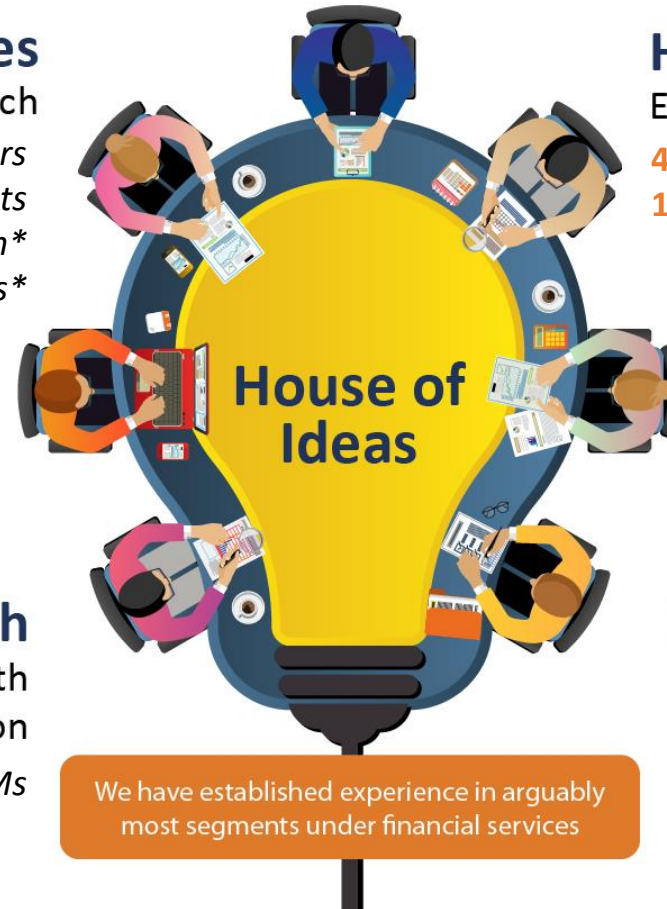
20+ team **14** deals in 9MFY24 **~11,000Cr**s worth deals

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

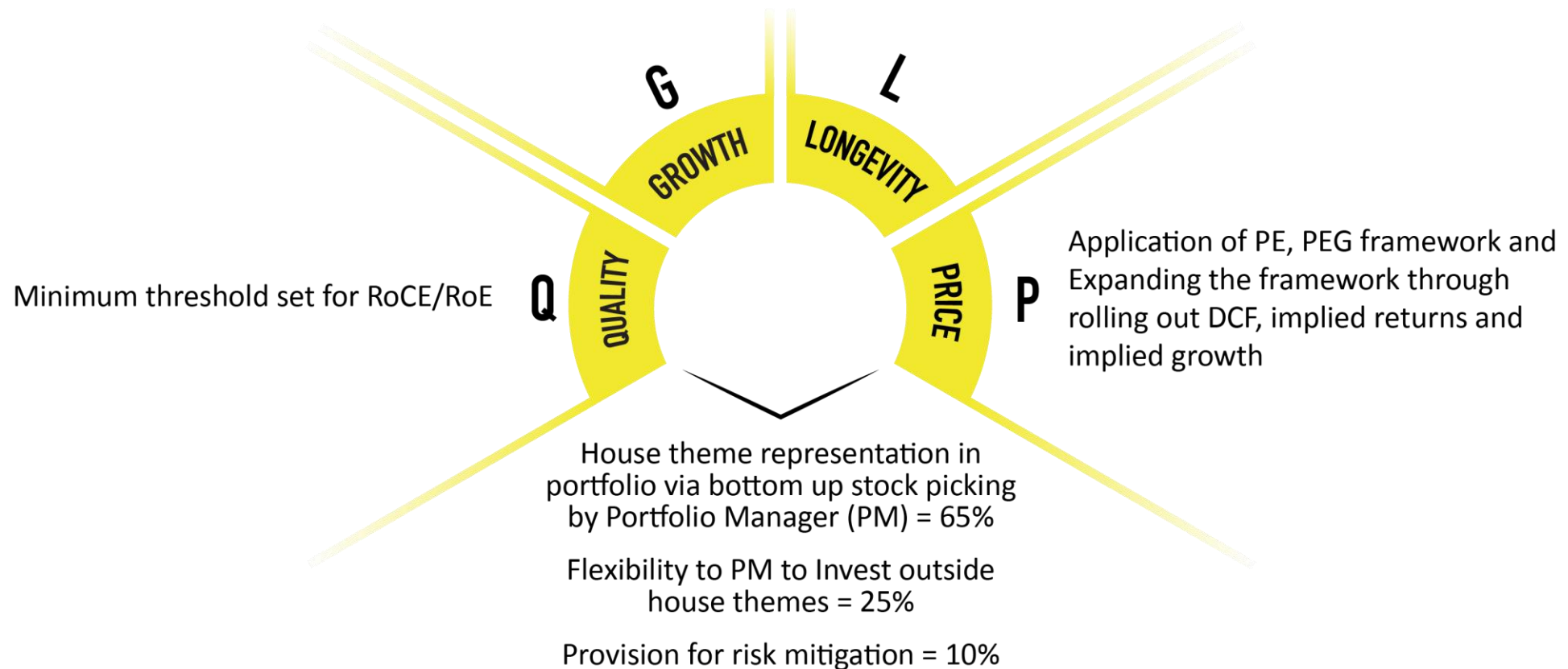
Source: MOAMC Internal. Data as on 31st December'2023

*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 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

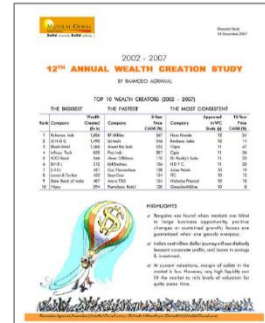
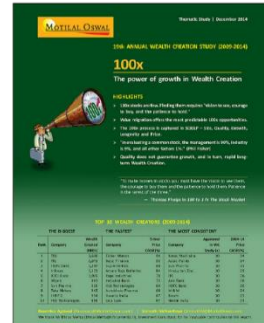


Stringent Liquidity Framework

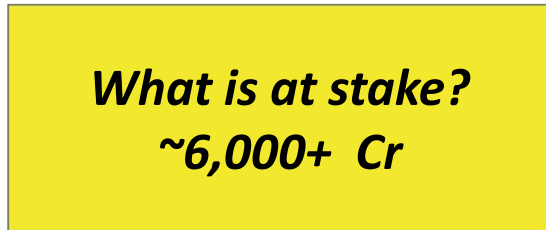
Ensuring efficient management for ability to take necessary action

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



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

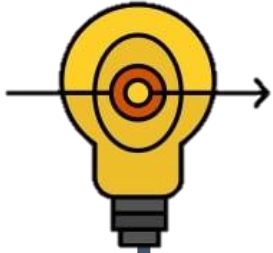
Lower taxation relative to other asset classes

Motilal Oswal ELSS Tax Saver Fund

(Formerly known as Motilal Oswal Long Term Equity Fund)



ELSS Category - Fund Mandate



Equity * | **$\geq 80\%$**

At least 80% in equity & equity related instruments

Other than equity | **$< 20\%$**

Lock-in | **3 Yr**

3 year lock-in period

Tax saving instrument, eligible for deduction under Sec 80C of the Income Tax Act up to ₹1,50,000

Source: AMFI. *Equity is defined as equity and equity related instruments.

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Benjamin Franklin

“
A penny saved is a penny earned
”

What is an Equity Linked Savings Scheme?

Equity Linked Saving Scheme, also known as **ELSS** is a type of mutual fund scheme investing in equity market. Investments under these schemes, give investors the benefit of **tax saving of up to 1.5 Lac** under section 80C of the Income Tax Act.

Save upto **₹46,800*** in taxes by investing ELSS funds

Helps in **wealth creation** through equity investing

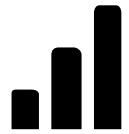
Efficient tax planning through small investing using SIP

- Considering 4% educational cess on tax. Including cess, the tax saving per annum would amount to 31.2% of Rs. 1.5 Lakh or Rs. 46,800
- Disclaimer: For individual nature of tax implications, investors are requested to consult their tax advisors before investing

Benefits of a 3 Year Lock-In Period



Investment horizon aligned with market cycle



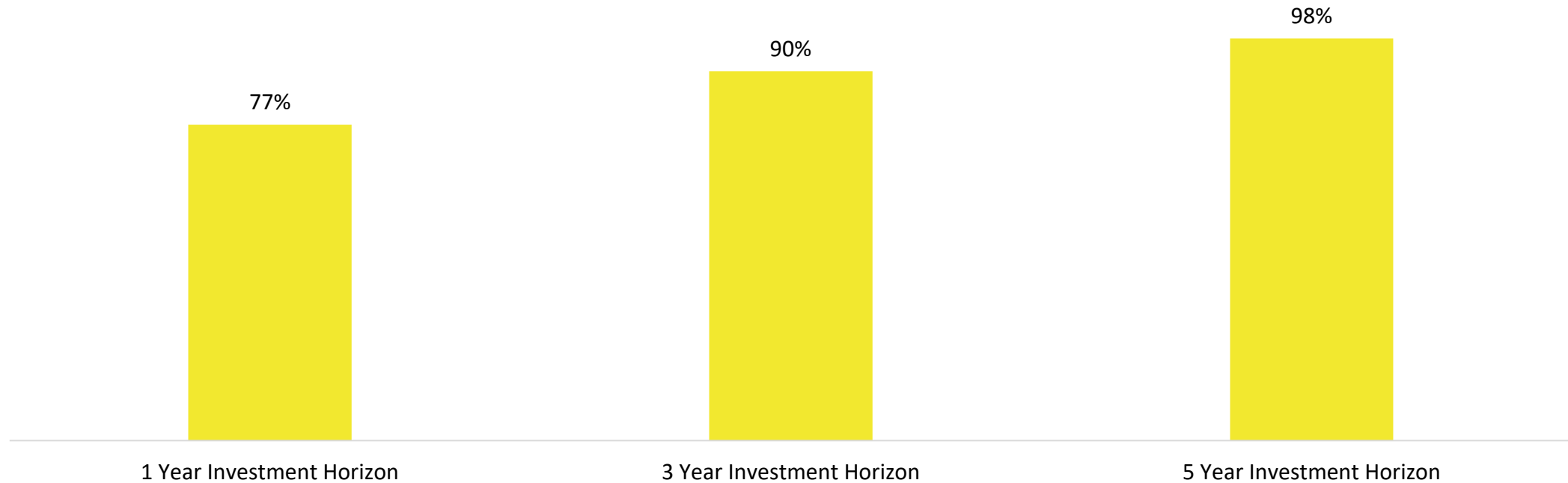
Wealth creation – Power of Compounding working it's magic



Riding through short term volatility and not exiting equity markets at the bottom

Benefits of Long Term Investing

% of observations showing positive returns since Jan'00 till Apr'22



- Higher probability of generating positive returns.

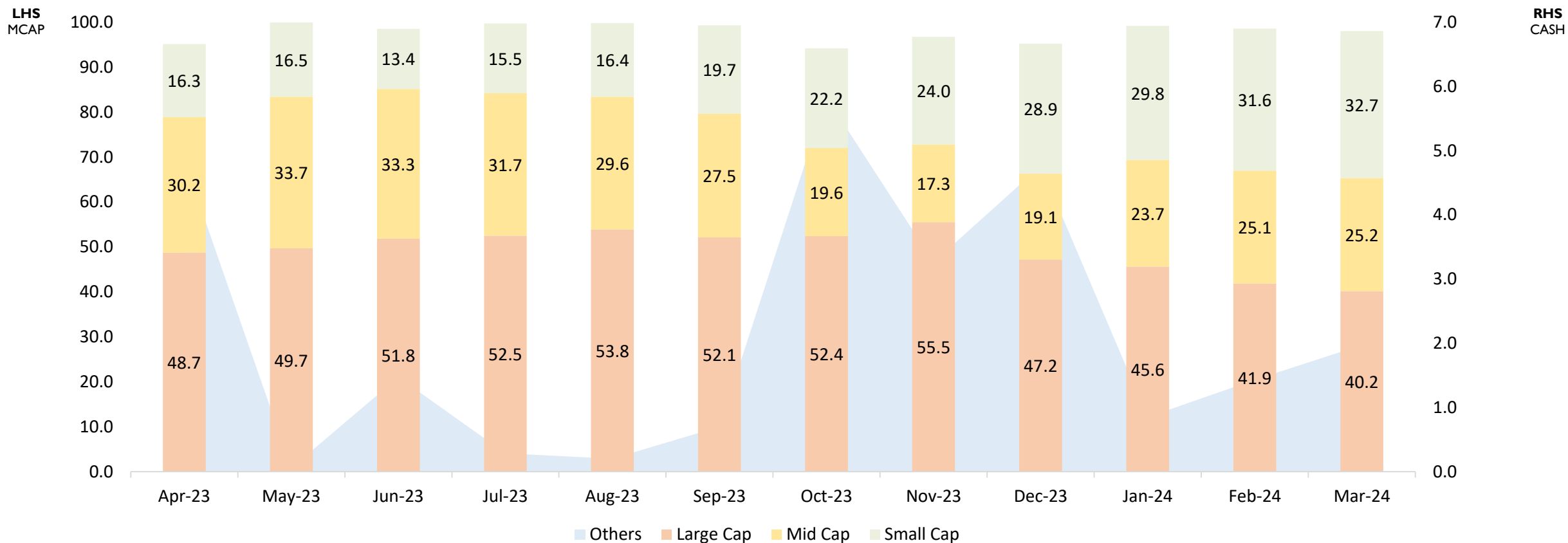
Source: Internal MOAMC Research. Data as on Apr'22 end. Nifty 500 TRI daily frequency rolling returns

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.

Portfolio Construct and Positioning



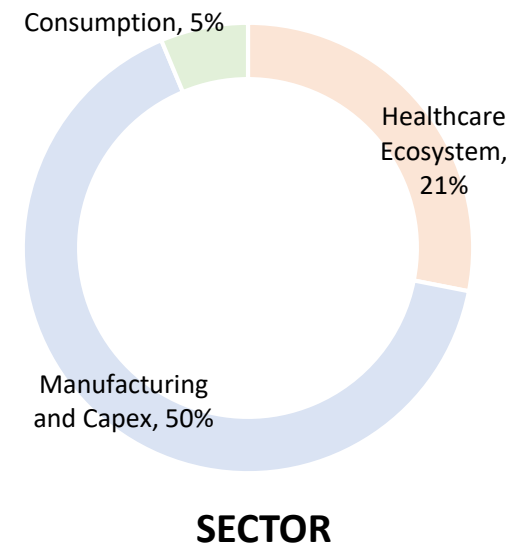
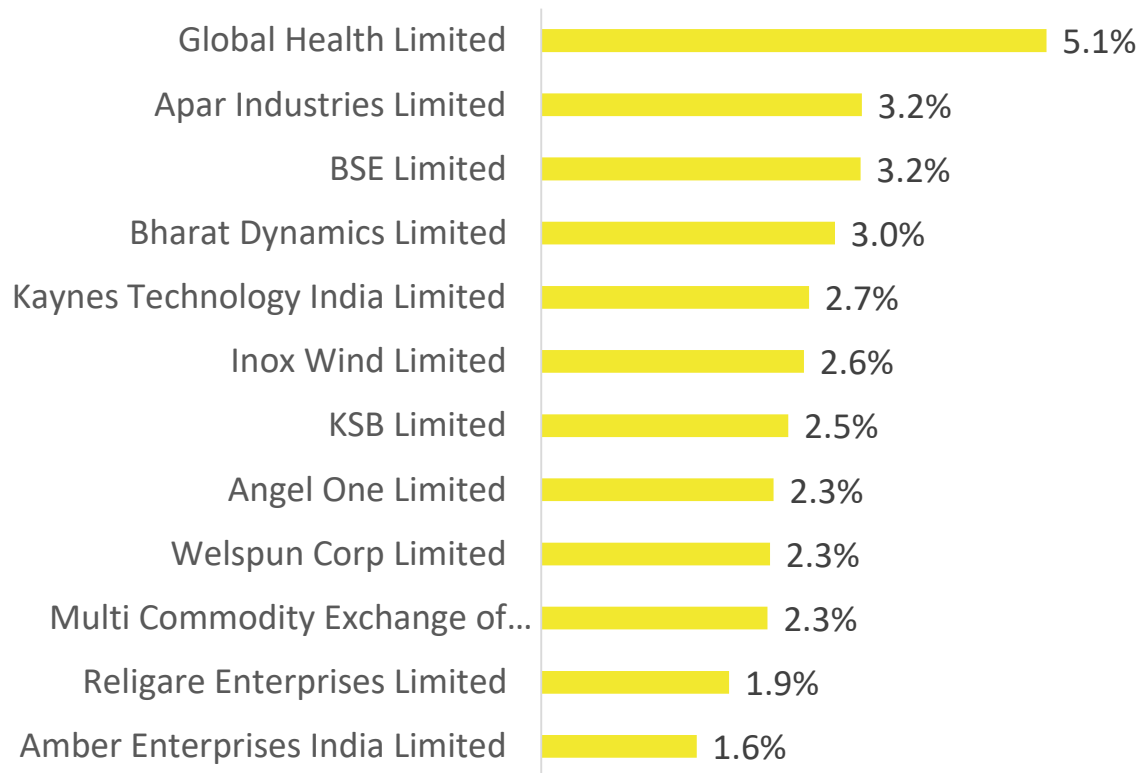
Market Cap Strategy



- 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 March 31st 2024.

Small Cap Strategy: Orientation towards less volatile companies

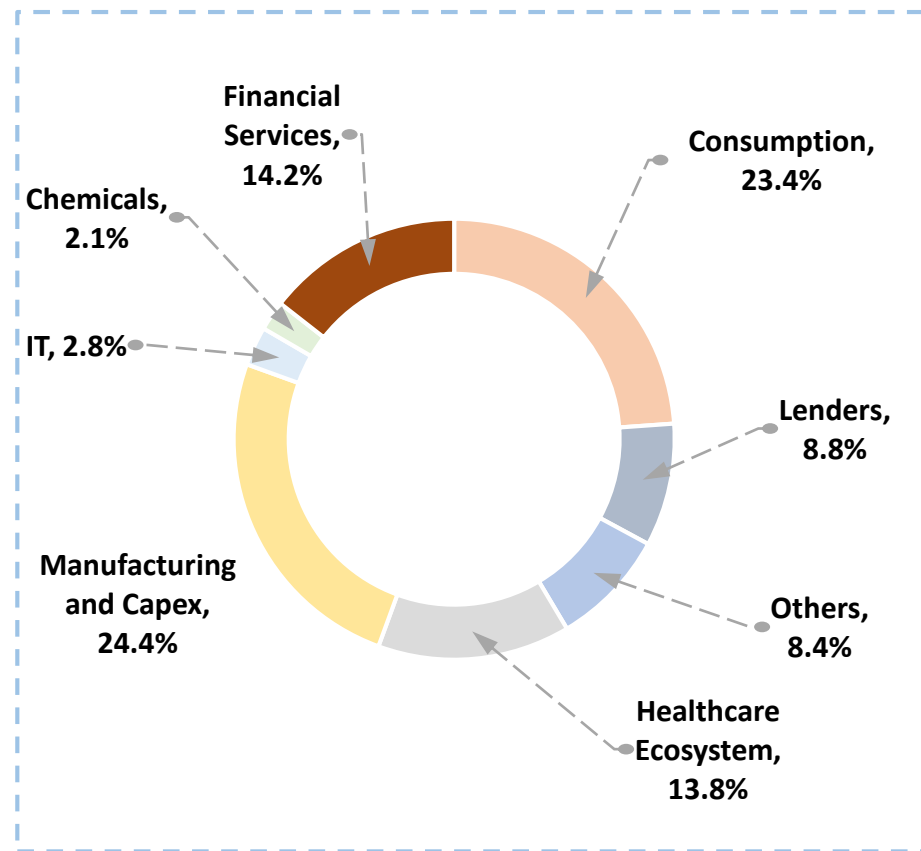


- Allocation towards larger companies in small caps
- Majority allocation towards manufacturing and capex segment which has been displaying earnings growth momentum

Source: Internal MOAMC Research. Data as on March 31st 2024.

Portfolio Construct: Basket approach to stock selection

Chemicals
Gujarat Fluorochemicals
IT
Infosys
Manufacturing & Capex
Industrial Products
Welspun Corp
CG Power & industrials Solution
Apar Industries
Kaynes Technology India
KSB
Power
NTPC
Inox Wind
Suzlon Energy
Financial Services
Jio Financial Services
Angel One
BSE
Multi Commodity Exchange of India



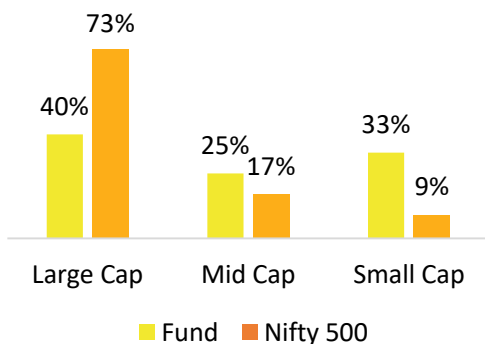
Consumption
Discretionary
Trent
The Phoenix Mills
Amber Enterprises India
Consumption
Kalyan Jewellers India
Realty
Prestige Estates Projects
Consumer Services
Zomato
Lenders
ICICI Bank
IndusInd Bank
Others
InterGlobe Aviation
Bharat Dynamics
Tube Investment of India
Healthcare Ecosystem
Hospitals
Global Health
Fortis Healthcare
Health Insurance
Religare Enterprises
Pharmaceuticals
Mankind Pharma

Data as on March 31st 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

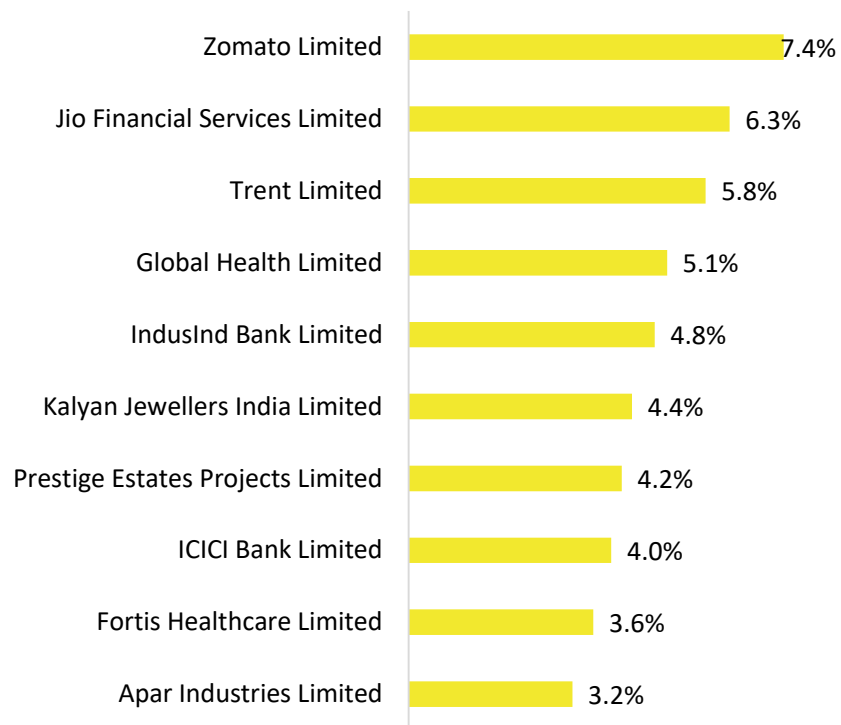
Market Cap Mix



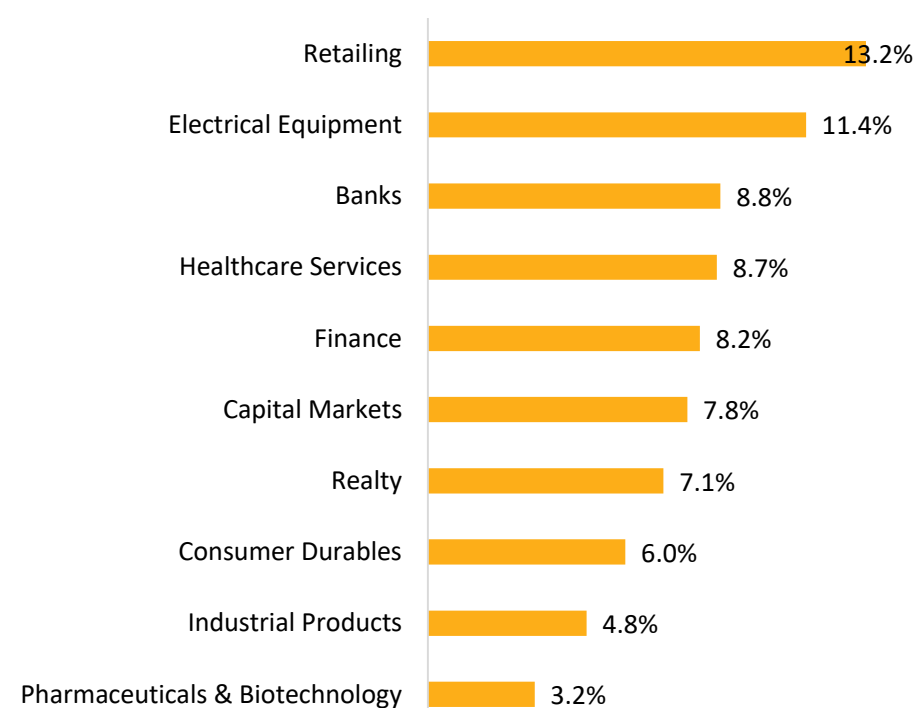
Risk Parameters

Beta	0.9
Portfolio Turnover Ratio	1.0
Standard Deviation	13.5%
Sharpe Ratio	1.1

Top 10 Stocks



Top 10 Sectors

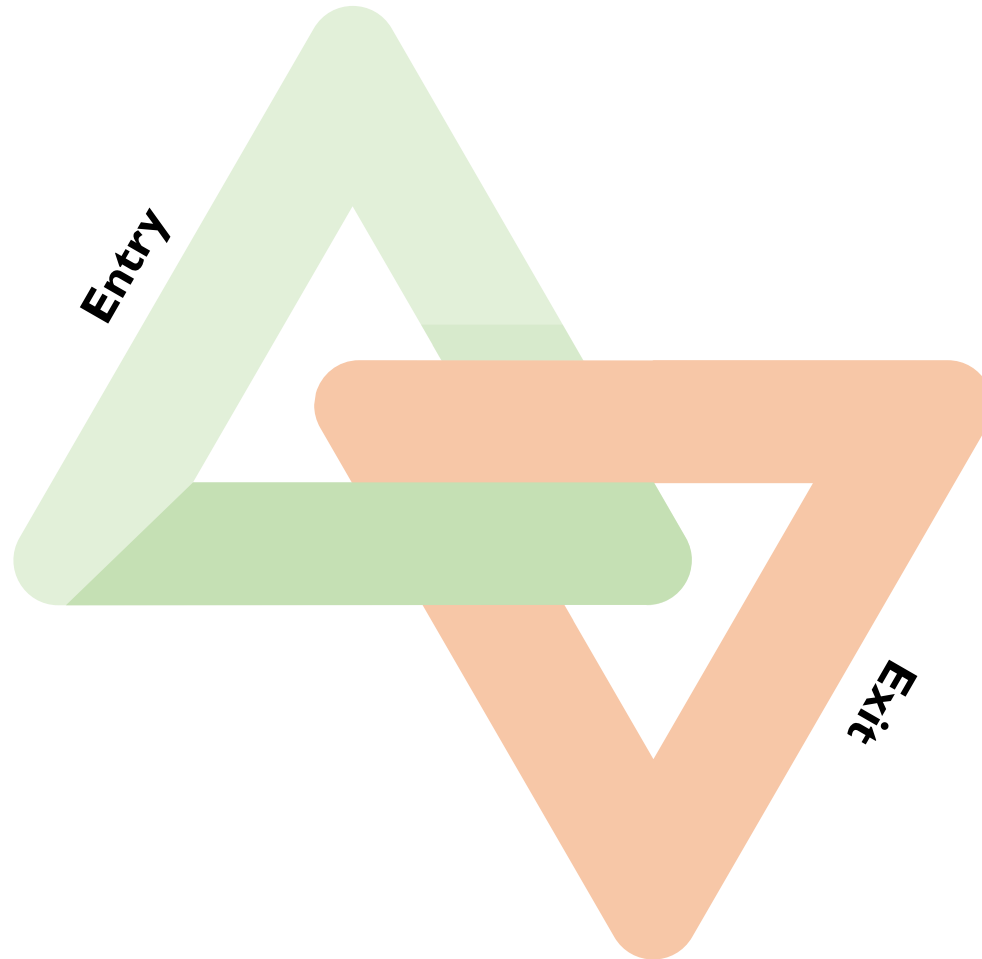


Data as on Mar 31st 2024. Sector classification as per AMFI defined sectors.

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Portfolio Changes: 3 month entry/exit

Amber Enterprises India Ltd
Multi Commodity Exchange Of India Ltd
One 97 Communications Ltd
Phoenix Mills Ltd
Suzlon Energy Ltd



Cello World Ltd
Medplus Health Services Ltd
One 97 Communications Ltd
T V S Motor Co. Ltd
Titan Industries Ltd

Source: Internal MOAMC Research. Data as on March 31st 2024.

Performance and Performance Attribution



Scheme Performance

Point to Point Returns (%)	1 Year		3 years		5 Years		Since Inception	
	CAGR (%)	Rs. 10000	CAGR (%)	Rs. 10000	CAGR (%)	Rs. 10000	CAGR (%)	Rs. 10000
Motilal Oswal ELSS Tax Saver Fund – Reg (G)	54.5	15,412	23.1	18,611	19.2	24,076	16.7	41,308
Nifty 500 TRI (Benchmark)	40.7	14,049	19.3	16,970	17.2	22,112	13.4	31,629
Nifty 50 TRI (Additional Index)	30.3	13,008	16.3	15,736	15.3	20,356	12.1	28,599

SIP Performance (%)	1 Year			3 Years			5 Years			Since Inception		
	Scheme	BM	Add. BM	Scheme	BM	Add. BM	Scheme	BM	Add. BM	Scheme	BM	Add. BM
Investment Amount	120,000			360,000			600,000			1,100,000		
Market Value	152,793	142,234	137,018	539,554	485,677	461,301	1,115,875	1,025,607	951,756	2,633,622	2,432,751	2,280,854
Returns (XIRR)%	55.33	36.73	27.81	28.30	20.57	16.88	25.18	21.66	18.58	18.30	16.67	15.34

Data as on Mar 31st 2024. BM = Benchmark i.e. Nifty 500 TRI Index; Add. BM = additional BM i.e. Nifty 50 TRI Index;

Date of inception: 21-Jan-15. 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. 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. Ajay Khandelwal is the Fund Manager for equity component and Mr. Rakesh Shetty is the Fund Manager for debt component.

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

Tax saving product

5

Quality and Growth oriented equity style with focus on industry leaders

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/aa0fa-annexure.pdf>

Fund Managers



For Debt Component: Mr. Rakesh Shetty

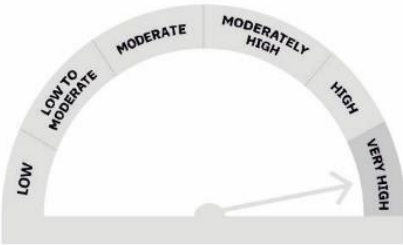

- **Rich Experience:** Mr Rakesh Shetty has an experience of more than 13 years in debt and equity markets
- **Prestigious past experience:** Prior to joining Motilal Oswal AMC he has worked with multiple organizations such as Zyfin Capital, Derivium Tradition Securities, HDFC Bank, Aldmondz Global Securities 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/aa0fa-annexure.pdf>

Fund Facts

Type of the Scheme	An open ended equity linked savings scheme with the statutory lock in of 3 years and tax benefit.		
Category of the Scheme	ELSS		
Investment Objective	The investment objective of the Scheme is to generate long-term capital appreciation from a diversified portfolio of predominantly equity and equity related instruments. However, there can be no assurance or guarantee that the investment objective of the Scheme would be achieved.		
Benchmark	NIFTY 500 TRI		
Entry / Exit Load	Nil		
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. 500/- thereafter		
Additional Application Amount	Rs. 500/- and in multiples of Re. 500/- thereafter		
	Weekly SIP	Any day of the week from Monday to Friday	Rs. 500 and in multiples of Re.500/- 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	Rs. 1,500 and in multiples of Re.500/- thereafter (Minimum Installment – 4)
	Quarterly SIP	Any day each quarter (Jan, Apr, Jul, Oct) 29th, 30th or 31 st	
	Annual SIP	Any day or date of his/her preference	Rs. 6,000 and in multiples of Re. 500/- 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 500 TRI
<p>Motilal Oswal Long Term Equity Fund (An open ended equity linked saving scheme with a statutory lock in of 3 years and tax benefit)</p>		
<p>This product is suitable for investors who are seeking*</p> <ul style="list-style-type: none"> • Long-term capital growth • Investment predominantly in equity and equity related instruments 	<p>Investors understand that their principal will be at Very High risk</p>	<p>Investors understand that their principal will be at Very High risk</p>

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

Disclaimer

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

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Thank you

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