



Motilal Oswal Equity Hybrid Fund

The power of Equity and Debt


September 2021

Investors' Dilemma – Where to invest?


We want to build wealth but short term movements in equity markets cause sleepless nights.



Investors' Dilemma – Where to invest?



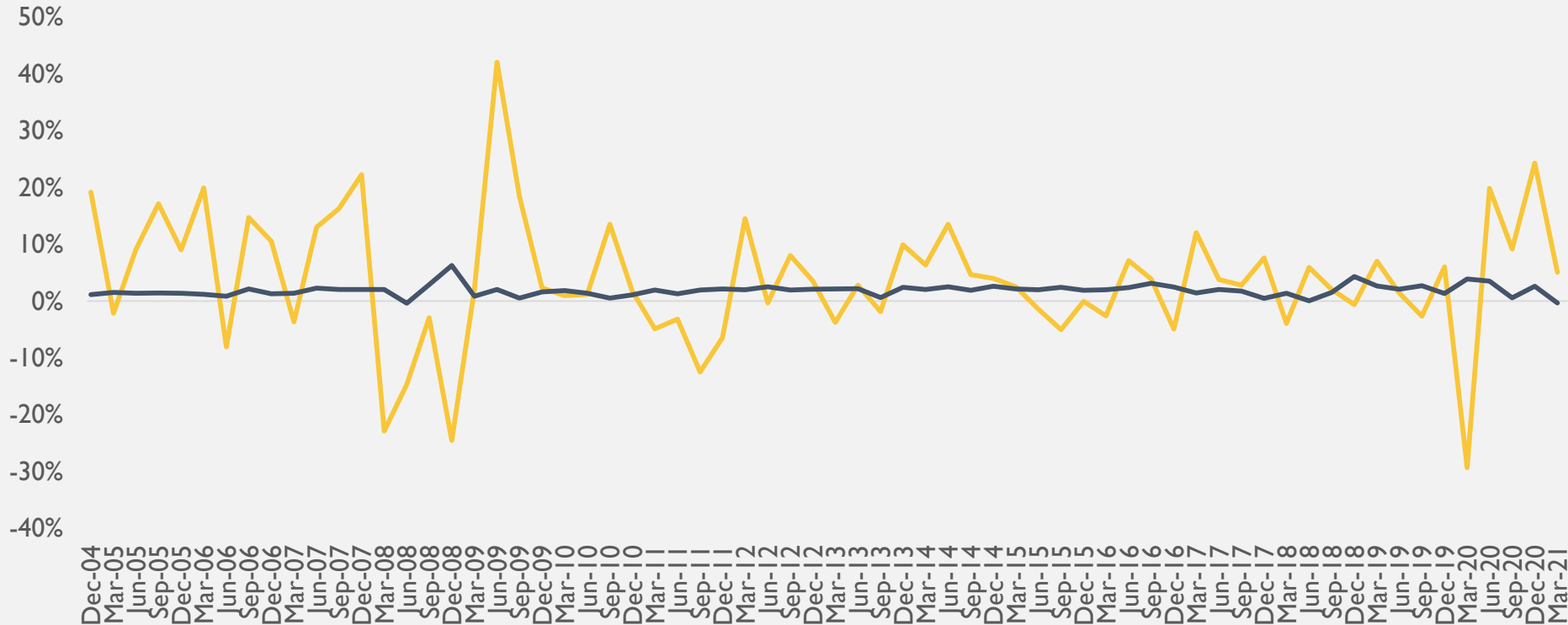
Should we just stick to conservative asset classes?
Should we invest in equities?
Can equity investing be less risky?



Let us analyse if it is possible

Equity markets are choppy in the short term

Equity movement V/S Fixed Income Movement



Equities are volatile in the short term. However...

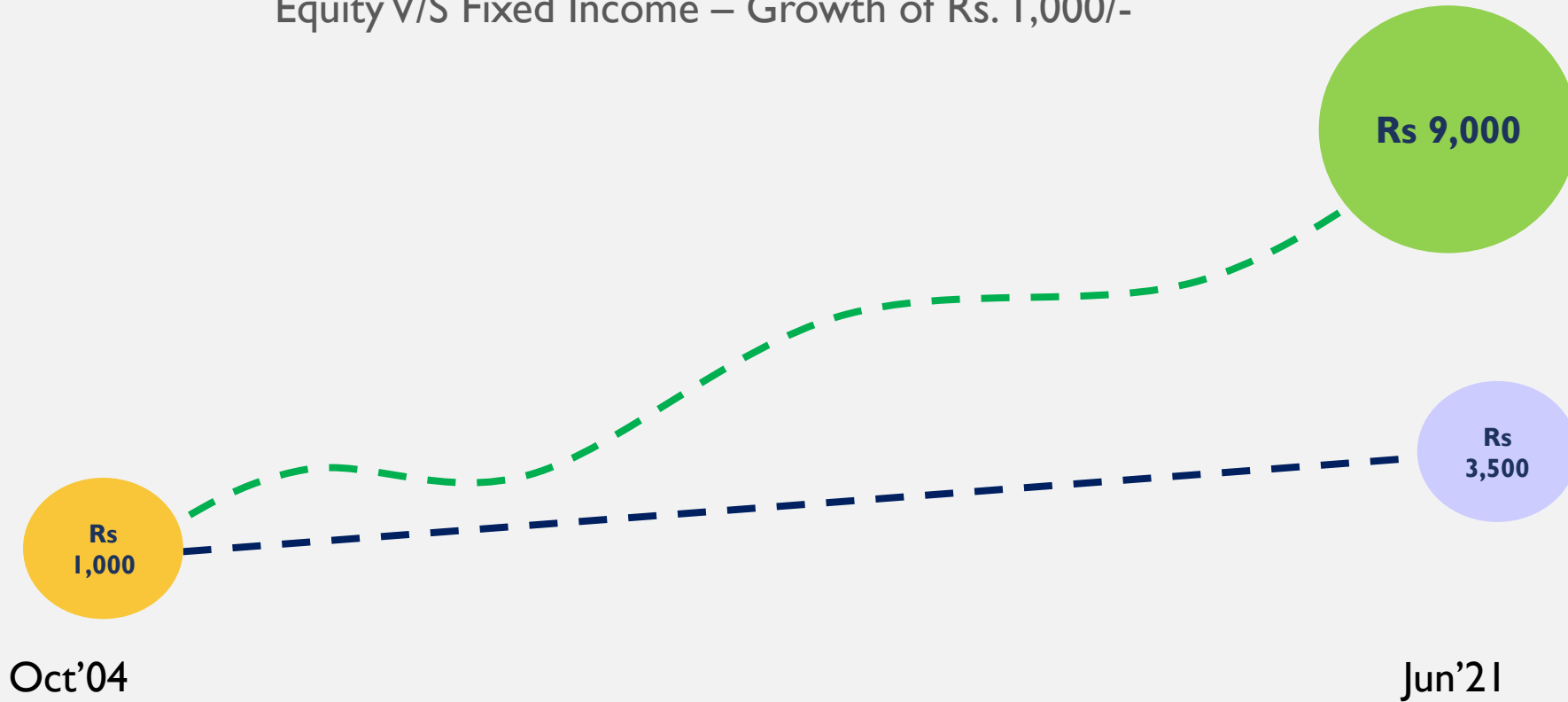


Source: Internal MOAMC Research. Quarter on quarter data as of March 31, 1996 till March 31, 2021. Equity is represented by Nifty 50 Index; Fixed Income is represented by CRISIL Short Term Bond Index

Disclaimer: The above graph is the actual performance of Nifty 50 Index. The above is for representation purpose only and should not be used for development or implementation of an investment strategy. Past performance may or may not be sustained in future.

However, equities help build wealth over a long term

Equity V/S Fixed Income – Growth of Rs. 1,000/-



Equities help build wealth.
Equities have created 2.4 x more wealth compared to Debt securities

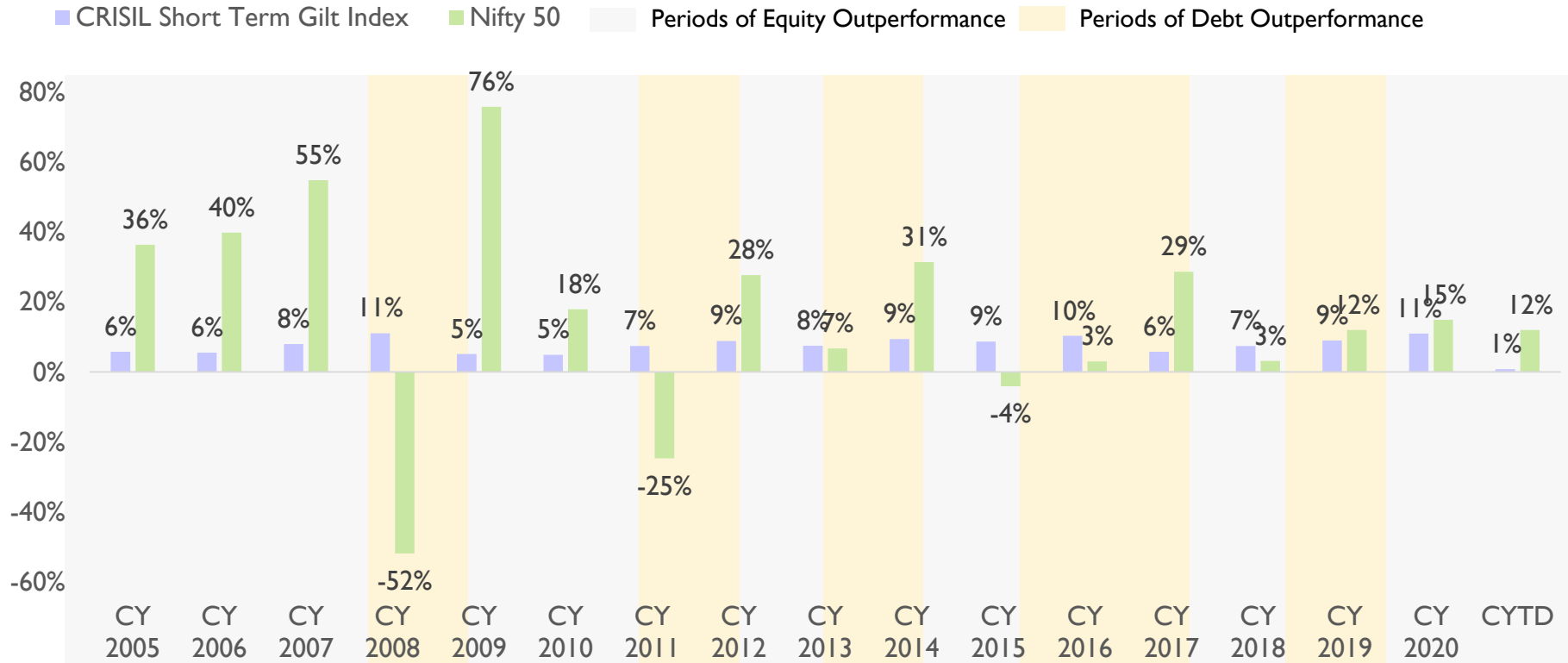


Source: Internal MOAMC Research. Quarter on quarter data as of March 31, 1996 till June 30, 2021

Disclaimer: The above graph not to exact scale. Equity is represented by Nifty 50 Index; Fixed Income is represented by CRISIL Short Term Bond Index

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Equities and debt perform during different periods



No asset class performs all the time. There are periods where equity has outperformed debt and vice versa.

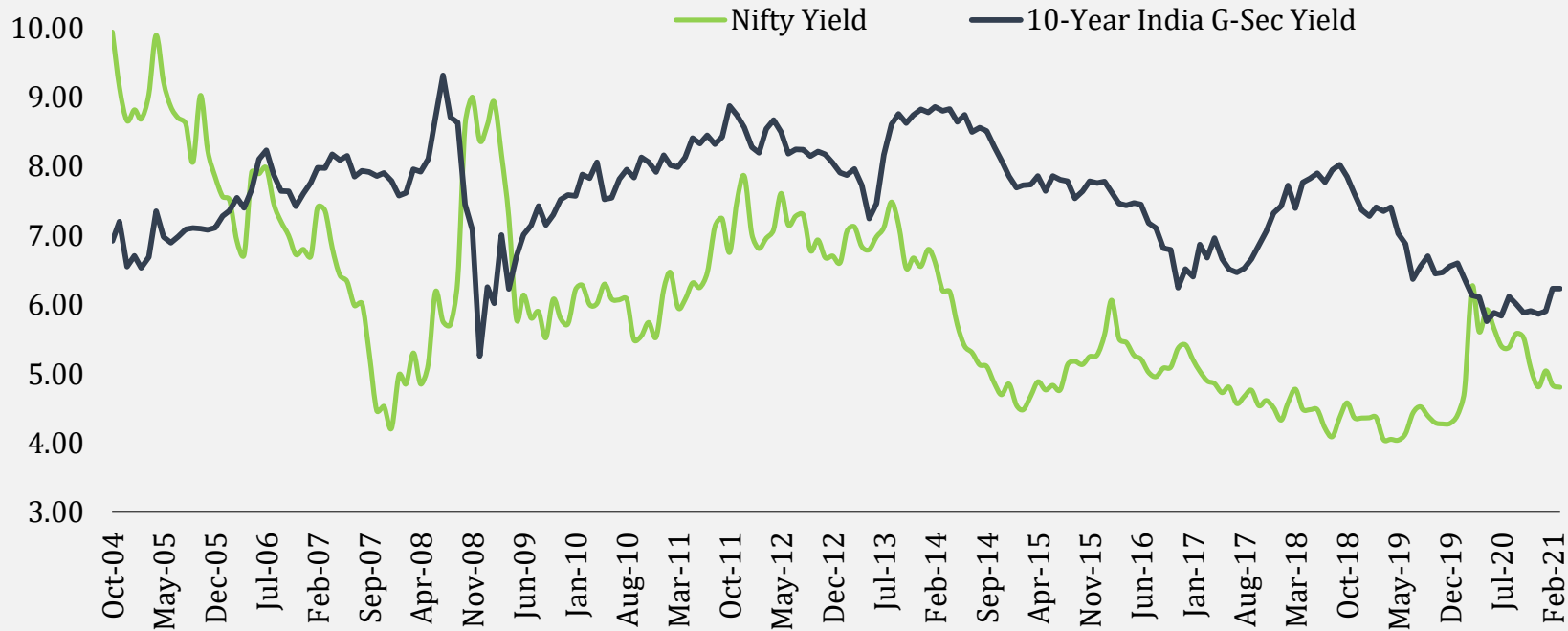


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Equities yields and debt yields are inversely related



Equity Yields outperform when debt yields are subdued and vice versa

Inverse relationship between equity & bond yields



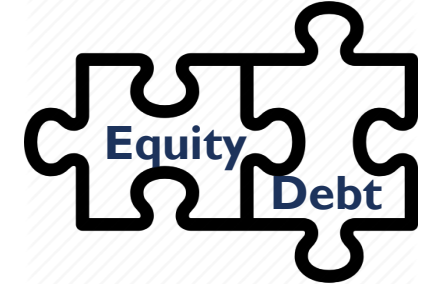
Source: NSEIndia.com and Internal MOAMC Research. Quarter on quarter data from October 2004 till Feb 2021

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Different factors affecting equity and fixed income

| | Equity | Debt |
|-------------------------|---|---|
| Factors Affecting Price | <ul style="list-style-type: none"> • Economy • Company fundamentals • Cash flows | <ul style="list-style-type: none"> • Prevailing interest rates • Credit ratings • Duration |
| Positive Factors | <ul style="list-style-type: none"> • Favourable macro economic factors • Growth in company • Favourable sectoral changes | <ul style="list-style-type: none"> • Falling Interest Rates • Credit Upgrades |
| Negative Factors | <ul style="list-style-type: none"> • Economic slowdown • Low demand | <ul style="list-style-type: none"> • Rising interest rates • Fiscal Deficit |
| Role in Portfolio | <ul style="list-style-type: none"> • Bulding wealth • Providing inflation beating returns in the long term | <ul style="list-style-type: none"> • Protecting during downturns • Providing stability |

A mix of Equity and Debt: Best of both worlds!



Equity

Debt

Hybrid

Instruments

Stocks of listed companies

Bonds, Debentures, Money market instruments & G-Secs

Equity + Debt

Volatility

High in short term

Low to moderate

Moderate to High

Long Term Returns

Beats Inflation

Equivalent to Inflation or slightly higher

Beats Inflation

Equity and fixed income : Better returns at low risk

| Period | Returns (%) | | Volatility (%) | | Returns/Volatility Ratio (Higher the better) | |
|---------|--------------|--|----------------|--|--|--|
| | Nifty 50 TRI | Crisil Hybrid 35+65 - Aggressive Index | Nifty 50 TRI | Crisil Hybrid 35+65 - Aggressive Index | Nifty 50 TRI | Crisil Hybrid 35+65 - Aggressive Index |
| 1 Year | 54.6 | 37.9 | 16.7 | 10.6 | 3.26 | 3.57 |
| 3 Year | 15.0 | 14.3 | 19.6 | 12.3 | 0.77 | 1.16 |
| 5 Year | 15.1 | 13.6 | 18.2 | 11.5 | 0.83 | 1.18 |
| 10 Year | 12.1 | 11.9 | 17.4 | 11.2 | 0.70 | 1.07 |

Source: Internal MOAMC Research. Data as on Jun 30, 2021

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A mix of Equity and Debt: Best of both worlds!

Equity V/S Fixed Income – Growth of Rs. 1,000/-



Captures ~80% of equity returns



Source: Internal MOAMC Research. Quarter on quarter data as of March 31, 1996 till Jun 30, 2021

Disclaimer: Equity Portion is represented by Nifty 50 Index and Fixed Income is represented by CRISIL Short Term Bond Index. The above graph is not to an exact scale. It is for representation purpose only and should not be used for development or implementation of an investment strategy. Past performance may or may not be sustained in future.

Introducing Motilal Oswal Equity Hybrid Fund

The right mix of equity and debt

THINK EQUITY
THINK MOTILAL OSWAL

MOTILAL OSWAL
ASSET MANAGEMENT

BUY RIGHT
SIT TIGHT

What is Motilal Oswal Hybrid Fund?



It is an investment portfolio with an ideal mix of Equities and Fixed Income instruments, thus it aims to offer both, growth and stability

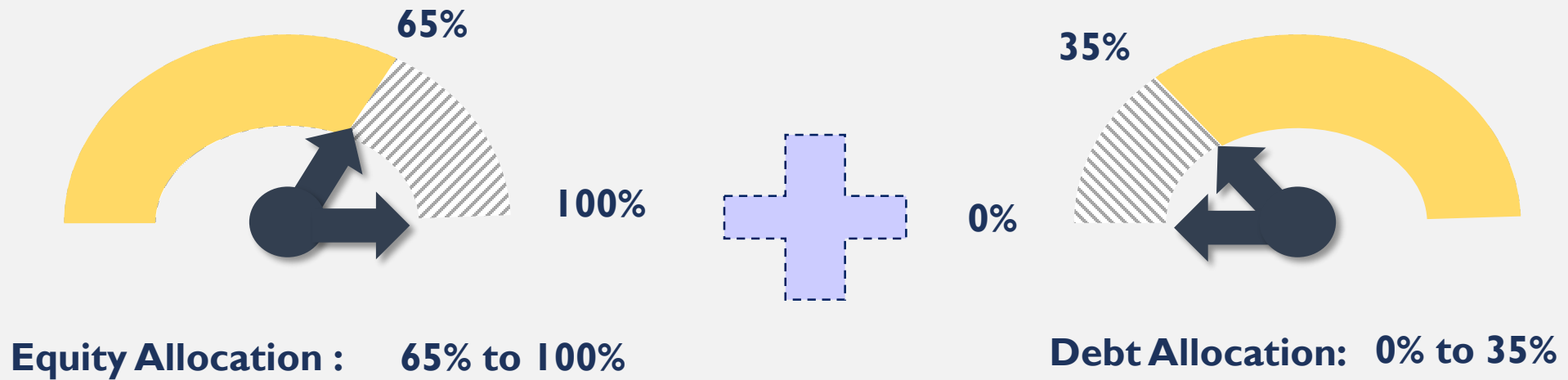


- **Equity**
Powers wealth creation
- **Fixed Income**
Protects from volatility and adds stability



Aims to benefit from both, equities and fixed income across market cycles

Asset Allocation



- Motilal Oswal Equity Hybrid Fund invests in a mix of equity and debt securities
- It belongs to the aggressive hybrid category, investing more than 65% in equities

What is Motilal Oswal Equity Hybrid Fund?

| | |
|----------|--|
| H | Hybrid Scheme investing in equity and debt |
| Y | Yet reap the benefits of equity taxation |
| B | Best quality equity portfolio following the QGLP framework |
| R | Right mix which makes the fund less volatile compared to broader equity market indices at the same giving decent returns |
| I | Ideal for investors who want to invest in equity markets but have lower risk tolerance |
| D | Debt Portfolio: No high duration or credit portfolio |

Equity Portion: QGLP Framework

Quality of business x Quality of management

- Stable business, preferably consumer facing
- Huge business opportunity
- Sustainable competitive advantage
- Competent management team
- Healthy financials & ratios

Price

- Reasonable valuation, relative to quality and growth prospects
- High margin of safety



Growth in earnings

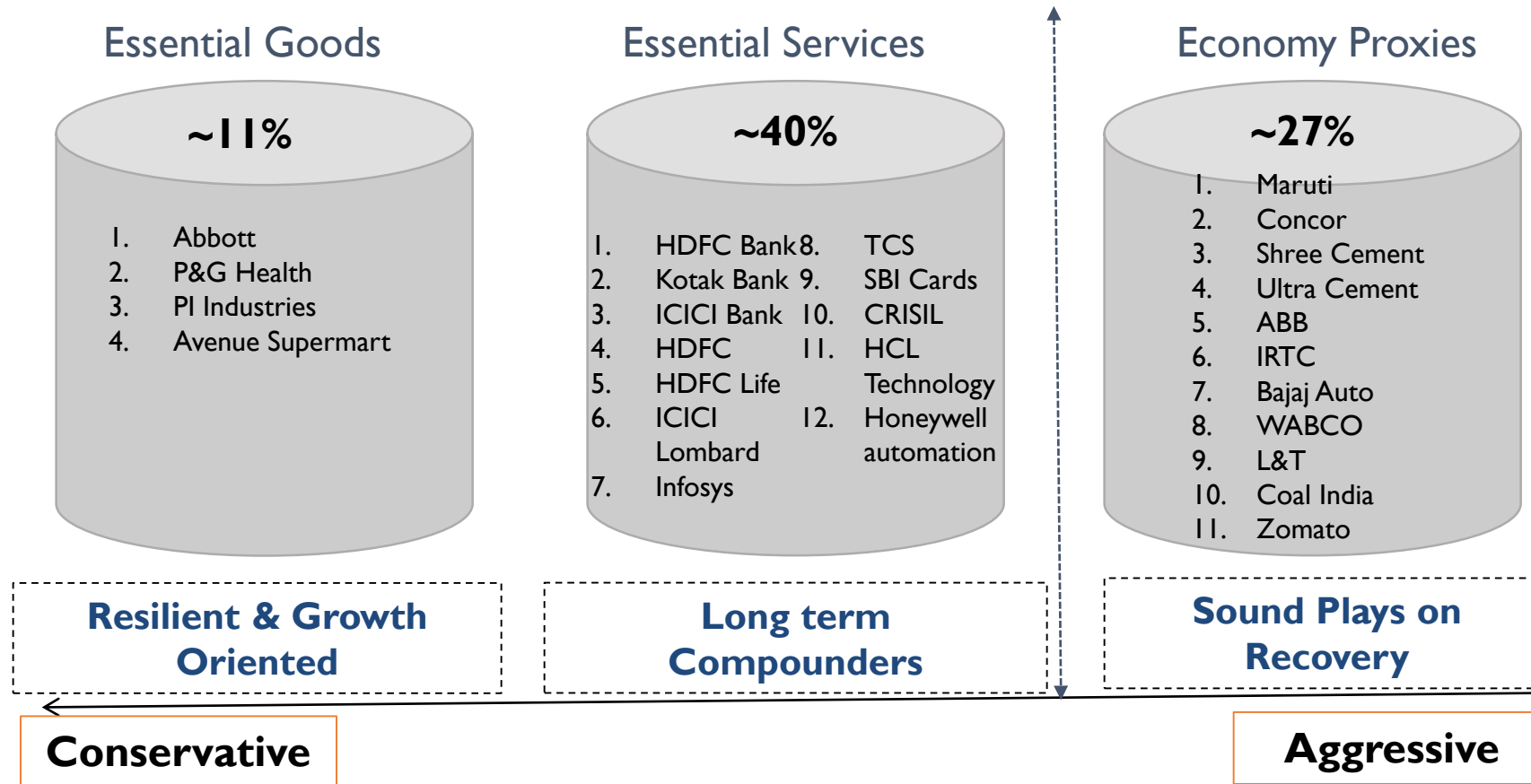
- Volume growth
- Price growth
- Mix change
- Operating & Financial leverage

Longevity – of both Q & G

- Long-term relevance of business
- Extending competitive advantage period
- Initiatives to sustain growth for 10-15 years

Source: MOAMC internal analysis

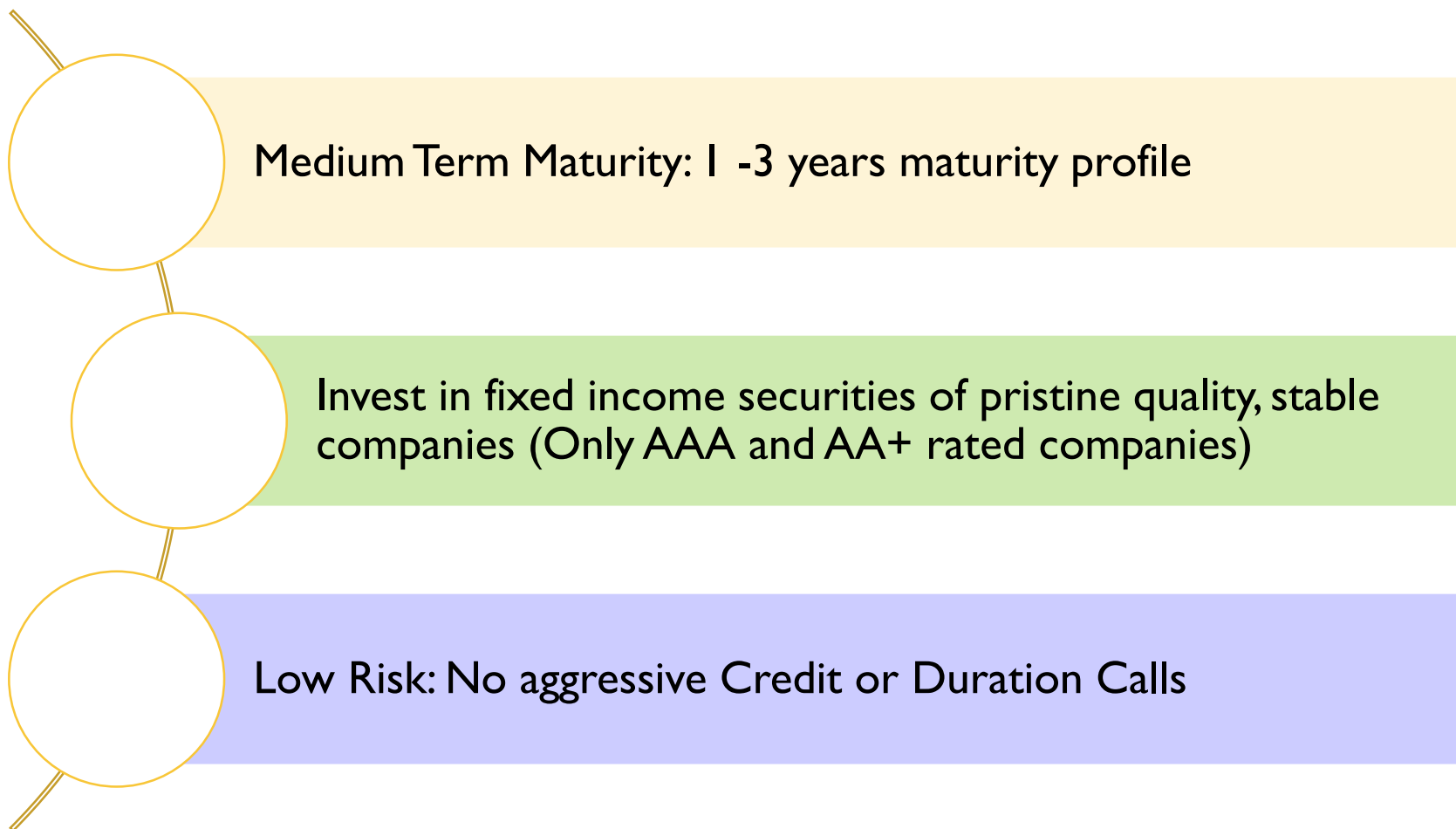
Equity Portion: Portfolio Themes



Data as on August 31, 2021

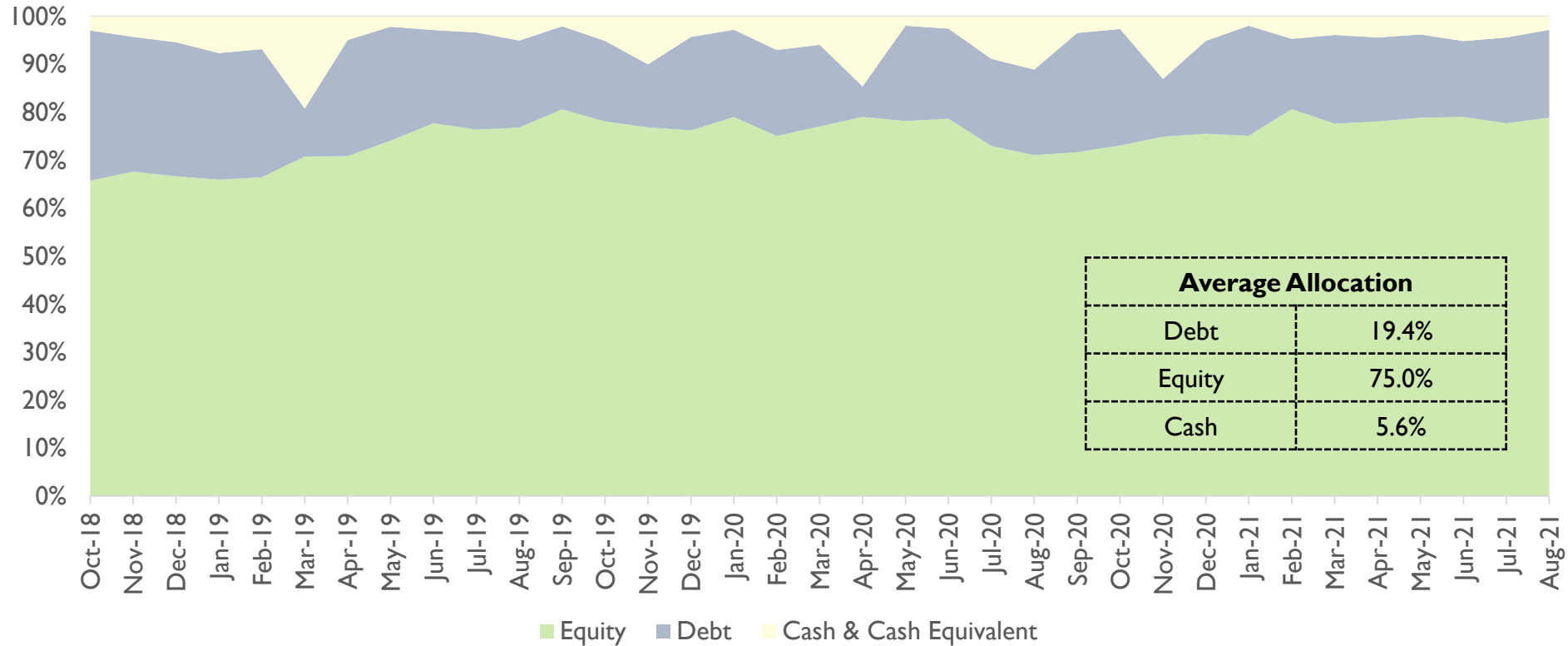
The above buckets of essentials is shown only to explain the concept. The Stocks/Sectors mentioned above are used to explain the concept and is for illustration purpose only and should not be used for development or implementation of any investment strategy. It should not be construed as investment advice 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

Fixed Income Portion: Pristine Quality with less risk



Historic Asset Allocation

Active Asset Allocation



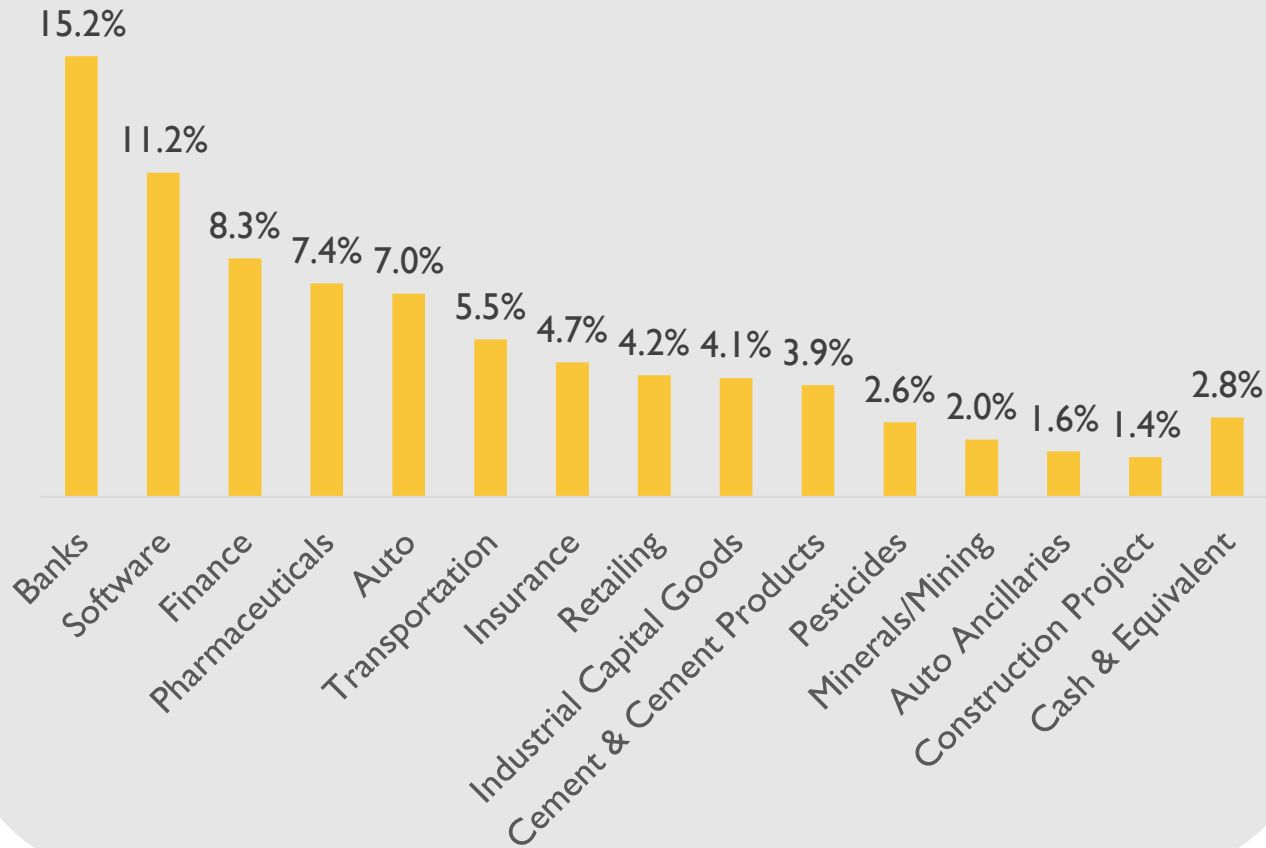
- **Equity portion is more than 65% at all times**
- **Investors get the benefits of equity taxation**

Data as on August 31, 2021

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What are the fund holdings?

Industry Allocation



Asset Allocation

| Instruments | Weightage (%) |
|---|---------------|
| Equity & Equity Related | 78.9% |
| Bonds & NCDs | 16.1% |
| Money Market Instrument (CD,CBLO & Treasury Bill) | 2.2% |
| Cash & Cash Equivalents | 2.8% |
| Total | 100.0% |

Data as on August 31, 2021

Industry classification as recommended by AMFI

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What are the fund holdings?

Top 10 Gross Equity Holdings

| Script | Weightage (%) |
|---|---------------|
| HDFC Bank Limited | 5.7% |
| Bajaj Auto Limited | 5.6% |
| Housing Development Finance Corporation Limited | 5.6% |
| ICICI Bank Limited | 5.2% |
| Tata Consultancy Services Limited | 5.1% |
| Kotak Mahindra Bank Limited | 4.4% |
| Container Corporation of India Limited | 4.3% |
| Infosys Limited | 4.3% |
| Abbott India Limited | 4.2% |
| HDFC Life Insurance Company Limited | 3.4% |
| Total | 47.6% |

Debt Quantitative Indicators

| | |
|-------------------|----------|
| Average Maturity | 1.74 Yrs |
| YTM | 4.43% |
| Macaulay Duration | 1.54 yrs |
| Modified Duration | 1.43 yrs |

Data as on August 31, 2021

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

How has the fund performed?

| Point to Point Returns (%) | 1 Year | | Since Inception | |
|--|----------|-----------|-----------------|-----------|
| | CAGR (%) | Rs. 10000 | CAGR (%) | Rs. 10000 |
| Motilal Oswal Equity Hybrid Fund (MOHEF) | 32.9 | 13,293 | 15.2 | 15,212 |
| CRISIL Hybrid 35+65 - Aggressive Index | 36.3 | 13,626 | 14.7 | 15,027 |
| Nifty 50 TRI | 52.2 | 15,224 | 15.7 | 15,405 |

| SIP Performance (%) | 1 Year | | | Since Inception | | |
|---------------------|---------|-----------|----------------------|-----------------|-----------|----------------------|
| | DEF | Benchmark | Additional Benchmark | DEF | Benchmark | Additional Benchmark |
| Investment Amount | 120,000 | | | 350,000 | | |
| Market Value | 138,564 | 141,307 | 150,620 | 472,107 | 483,935 | 520,347 |
| Returns (CAGR)% | 29.9 | 34.5 | 50.5 | 21.1 | 22.9 | 28.4 |

Data as on August 31, 2021

Date of inception: 14 September 2018. 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. Past performance may or may not be sustained in the future.

Mr. Siddharth Bothra has been appointed as the Fund Manager with effect from May 19, 2021 in place of Mr. Akash Singhania. Revised the statement Accordingly. Mr. Abhiroop Mukherjee is the Fund Manager for debt component since inception.

Kindly refer to the factsheet for performance of other schemes managed by the fund managers: <https://www.motilaloswalmf.com/downloads/mutual-fund/Factsheet>

Fund Manager - Equity



For Equity Component: Mr. Siddharth Bothra

- **Rich Experience:** Mr Siddharth Bothra has an experience of more than 13 years in the field of research and investments
- **Experience across sectors:** Prior to joining Motilal Oswal AMC he had an extensive stint with Motilal Oswal Securities Ltd. as a senior analyst in the institutional equities division covering various sectors
- **Awards won:** During his stint with Motilal Oswal Securities Ltd. Mr. Bothra won various recognitions such as the ZEE Business TV - India's Best Analyst Awards 2009 Infrastructure, ET Reuters Starmine Awards No.1 Earnings Estimator 2009 Real Estate & No. 2 Stock Picker 2010 Real Estate
- **Excellent academic background:** Honors degree of MBA (Post Graduate Program) from ISB (Indian School of Business, Hyderabad), MBA International Student Exchange NYU Stern School of Business (New York) and B.Com (Honors)
- **Funds managed:** Motilal Oswal Focused 25 Fund, Motilal Oswal Equity Hybrid Fund, Motilal Oswal Multi Asset Fund, Motilal Oswal Dynamic Fund and Motilal Oswal Flexi Cap Fund

Fund Manager - Debt



For Debt Component: Mr. Abhiroop Mukherjee :

- **Rich Experience:** Over 11 years of experience in the Debt and Money Market Instruments Securities trading and fund management. His past stint includes, AVP at PNG Gilts as a WDM dealer
- **Academic Background:** B.Com (Honours) and PGDM (Finance)
- **Funds managed:** Fund Manager - Motilal Oswal 5 year G-sec Fund, Motilal Oswal Ultra Short Term Fund and Motilal Oswal Liquid Fund. Fund Manager for Debt Component - Motilal Oswal Focused 25 Fund, Motilal Oswal Midcap 30 Fund, Motilal Oswal Multicap 35 Fund, Motilal Oswal Long Term Equity Fund, Motilal Oswal Dynamic Fund, Motilal Oswal Nasdaq Fund of Fund, Motilal Oswal S&P 500 Fund, Motilal Oswal Large and Midcap Fund, Motilal Oswal Multi Asset Fund, Motilal Oswal Equity Hybrid Fund, Motilal Oswal Asset Allocation Passive Fund of Fund – Aggressive and Motilal Oswal Asset Allocation Passive Fund of Fund - Conservative

Fund Facts

| Type of the Scheme | An open ended hybrid scheme investing predominantly in equity and equity related instruments | | | | | | | | | | | | | | | | | |
|--|--|---------|-------------------|------------|--|--|--------------|---------|---------|-------------------|---------------------------------------|----|-----|------|--|---|----|---------------|
| Category of the Scheme | Aggressive Hybrid Fund | | | | | | | | | | | | | | | | | |
| Investment Objective | The investment objective is to generate equity linked returns by investing in a combined portfolio of equity and equity related instruments, debt, money market instruments and units issued by Real Estate Investment Trust (REITs) and Infrastructure Investment Trust (InvITs). | | | | | | | | | | | | | | | | | |
| Benchmark | CRISIL Hybrid 35 + 65 – Aggressive TRI | | | | | | | | | | | | | | | | | |
| Entry / Exit Load | Entry : Nil Exit Load: 1% - If redeemed on or before 1 year from the date of allotment. Nil - If redeemed after 1 year from the date of allotment. There would be no exit load for redemption of units on or before completion of 1 year from the date of allotment upto 12% of units allotted. Redemption of units would be done on First in First out Basis. A switch-out or a withdrawal shall also be subjected to the Exit Load like any Redemption. No Exit Load applies for switch between the schemes Motilal Oswal Focused 25 Fund, Motilal Oswal Midcap 30 Fund, Motilal Oswal Flexicap Fund, Motilal Oswal Hybrid Fund, Motilal Oswal Dynamic Fund and Motilal Oswal Multi Asset Fund No Load for switch between Options within the Scheme. Further, it is clarified that there will be no exit load charged on a switch-out from Regular to Direct plan within the same scheme | | | | | | | | | | | | | | | | | |
| Asset Allocation | <table border="1"> <thead> <tr> <th rowspan="2">Instrument</th> <th colspan="2">Indicative Asset Allocation (% of Total Assets)</th> <th>Risk Profile</th> </tr> <tr> <th>Minimum</th> <th>Maximum</th> <th>High/ Medium/ Low</th> </tr> </thead> <tbody> <tr> <td>Equity and equity related instruments</td> <td>65</td> <td>100</td> <td>High</td> </tr> <tr> <td>Debt Instruments, Money Market Instruments, G-Sec, Cash and Cash at Call, etc.</td> <td>0</td> <td>35</td> <td>Low to Medium</td> </tr> </tbody> </table> | | | Instrument | Indicative Asset Allocation (% of Total Assets) | | Risk Profile | Minimum | Maximum | High/ Medium/ Low | Equity and equity related instruments | 65 | 100 | High | Debt Instruments, Money Market Instruments, G-Sec, Cash and Cash at Call, etc. | 0 | 35 | Low to Medium |
| Instrument | Indicative Asset Allocation (% of Total Assets) | | Risk Profile | | | | | | | | | | | | | | | |
| | Minimum | Maximum | High/ Medium/ Low | | | | | | | | | | | | | | | |
| Equity and equity related instruments | 65 | 100 | High | | | | | | | | | | | | | | | |
| Debt Instruments, Money Market Instruments, G-Sec, Cash and Cash at Call, etc. | 0 | 35 | Low to Medium | | | | | | | | | | | | | | | |

Fund Facts

| | | |
|----------------------------------|--|---|
| 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 | |
| Systematic Investment Plan (SIP) | Weekly SIP | Rs. 500 and in multiples of Re.1/- thereafter (Minimum installment – 12) |
| | Fortnightly SIP | |
| | Monthly SIP | |
| | Quarterly SIP | Rs. 1,500 and in multiples of Re.1/- thereafter (Minimum Installment – 4) |
| | Annual SIP | Rs. 6,000 and in multiples of Re. 1/- thereaer (Minimum Installment – 1) |
| | The Dates of Auto Debit Facility shall be on the 1st , 7 th , 14 th ,21st or 28 th of every month. | |
| Minimum Redemption Amount | Rs. 500/- and in multiples of Re. 1/- thereafter or account balance, whichever is lower | |

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 Hybrid Fund (MOFHEF) . 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 (MOAMC) 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. Please read Scheme Information Document (SID) and Statement of Additional Information (SAI) carefully before investing . 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. NSE Indices Limited: Motilal Oswal Value Index (MOVI) is not sponsored, endorsed, sold or promoted by NSE Indices Limited. MOVI has been developed by MOAMC and NSE Indices Limited has calculated and maintained as per the specifications and requirements of MOAMC. NSE Indices Limited does not make any representation or warranty, express or implied regarding the advisability of investing in the products linked to MOVI and availing the services generally or particularly or the ability of MOVI to track general stock market performance in India. Please read the full Disclaimers in relation to the MOVI in the Scheme Information Document.

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. (CIN: U67120MH2008PLC188186) Sponsor: Motilal Oswal Financial Services Ltd

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

For any Mutual Fund queries, please call us on +91 81086 22222 /+91 22 40548002 (Press 1) or write to mfservice@molalosal.com

Product Labelling

This product is suitable for investors who are seeking*

- Long-term capital appreciation
- Investment in equity, derivatives and debt instruments



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

Motilal Oswal Mutual Funds

Performance of other schemes managed by Abhiroop Mukherjee

| Name of Fund Manager: Abhiroop Mukherjee | | | | | | | | | |
|--|----------------|-------------------|----------------------|-------------------|----------------------|-------------------|----------------------|-------------------|----------------------|
| Period | Inception Date | 1 year | | 3 year | | 5 year | | Since Inception | |
| | | Scheme Return (%) | Benchmark Return (%) | Scheme Return (%) | Benchmark Return (%) | Scheme Return (%) | Benchmark Return (%) | Scheme Return (%) | Benchmark Return (%) |
| Motilal Oswal Nasdaq 100 FOF | 29-11-2018 | 28.6 | 31.0 | - | - | - | - | 37.4 | 37.4 |
| Motilal Oswal S&P 500 Index Fund | 28-04-2020 | 27.6 | 52.2 | - | - | - | - | 34.1 | 58.6 |
| Motilal Oswal Large & Midcap Fund | 17-10-2019 | 70.5 | 61.3 | - | - | - | - | 31.0 | 31.8 |
| Motilal Oswal Liquid Fund | 20-12-2018 | 2.9 | 3.6 | - | - | - | - | 4.1 | 5.2 |
| Motilal Oswal Ultra Short Term Fund | 06-09-2013 | 2.8 | 3.6 | -0.2 | 6.6 | 2.2 | 6.8 | 4.0 | 7.0 |
| Motilal Oswal 5 Year G-Sec ETF | 10-12-2020 | - | - | - | - | - | - | 3.0 | 3.2 |

Note:

- Abhiroop Mukherjee manages 15 schemes of Motilal Oswal Mutual Fund.
- In case the number of schemes managed by a fund manager is more than six, performance data of top 3 and bottom 3 schemes managed by fund manager has been provided herein.
- Period for which scheme's performance has been provided is computed basis last day of the month-end preceding the date of advertisement.
- Different plans shall have a different expense structure. The performance details provided herein are of Regular plan.

Source/Disclaimer : MOAMC, Data as of 31-Aug-21. Past performance may or may not be sustained in the future. Performance is for Regular Plan Growth Option. Different plans have different expense structure.

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Motilal Oswal Nasdaq 100 FOF

This product is suitable for investors who are seeking

- Long term capital appreciation
- Return that corresponds generally to the performance of the scheme, Motilal Oswal Nasdaq 100 ETF (MOFN100) through investment in units of MOFN100



Motilal Oswal S&P 500 Index Fund

This product is suitable for investors who are seeking*

Return that corresponds to the performance of S&P 500 Index subject to tracking error

Investment in equity securities of S&P 500 Index



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

BUY RIGHT SIT TIGHT

Motilal Oswal Large & Midcap Fund

| Name of the scheme | This product is suitable for investors who are seeking* | Riskometer |
|--|---|--|
| Motilal Oswal Large and Midcap Fund (MOFLM) (Large and Midcap Fund - An open ended equity scheme investing in both large cap and mid cap stocks) | <ul style="list-style-type: none">• Long term capital appreciation• Investment predominantly in equity and equity related instruments of large and midcap stocks |  <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.

Motilal Oswal Liquid Fund

This product is suitable for investors who are seeking*

- Regular income over short term
- Investment in money market securities



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

BUY RIGHT SIT TIGHT

Motilal Oswal Ultra Short Term Fund

This product is suitable for investors who are seeking

- › Optimal returns consistent with moderate levels of risk
- › Investment in debt securities and money market securities with average maturity less than equal to 12 months



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

Motilal Oswal 5 Year G-Sec ETF

This product is suitable for investors who are seeking*

Return that corresponds generally to the performance of the Nifty 5 yr Benchmark G – Sec Index, subject to tracking error.

Investment in securities of Nifty 5 yr Benchmark G-Sec Index



Thank You!

THINK EQUITY
THINK MOTILAL OSWAL

MOTILAL OSWAL
ASSET MANAGEMENT

BUY RIGHT
SIT TIGHT