

Motilal Oswal

Multicap 35 Fund (MOF35)

(Multi Cap Fund – An open ended equity scheme investing across large cap, mid cap, small cap stocks)

Invests in emerging and enduring wealth creators

Motilal Oswal Multicap 35 Fund (MOF35)

(Multi Cap Fund - An open ended equity scheme investing across large cap, mid cap, small cap stocks)

This product is suitable for investors who are seeking*

- Long-term capital growth
- Investment in a maximum of 35 equity and equity related instruments across sectors and market-capitalization levels

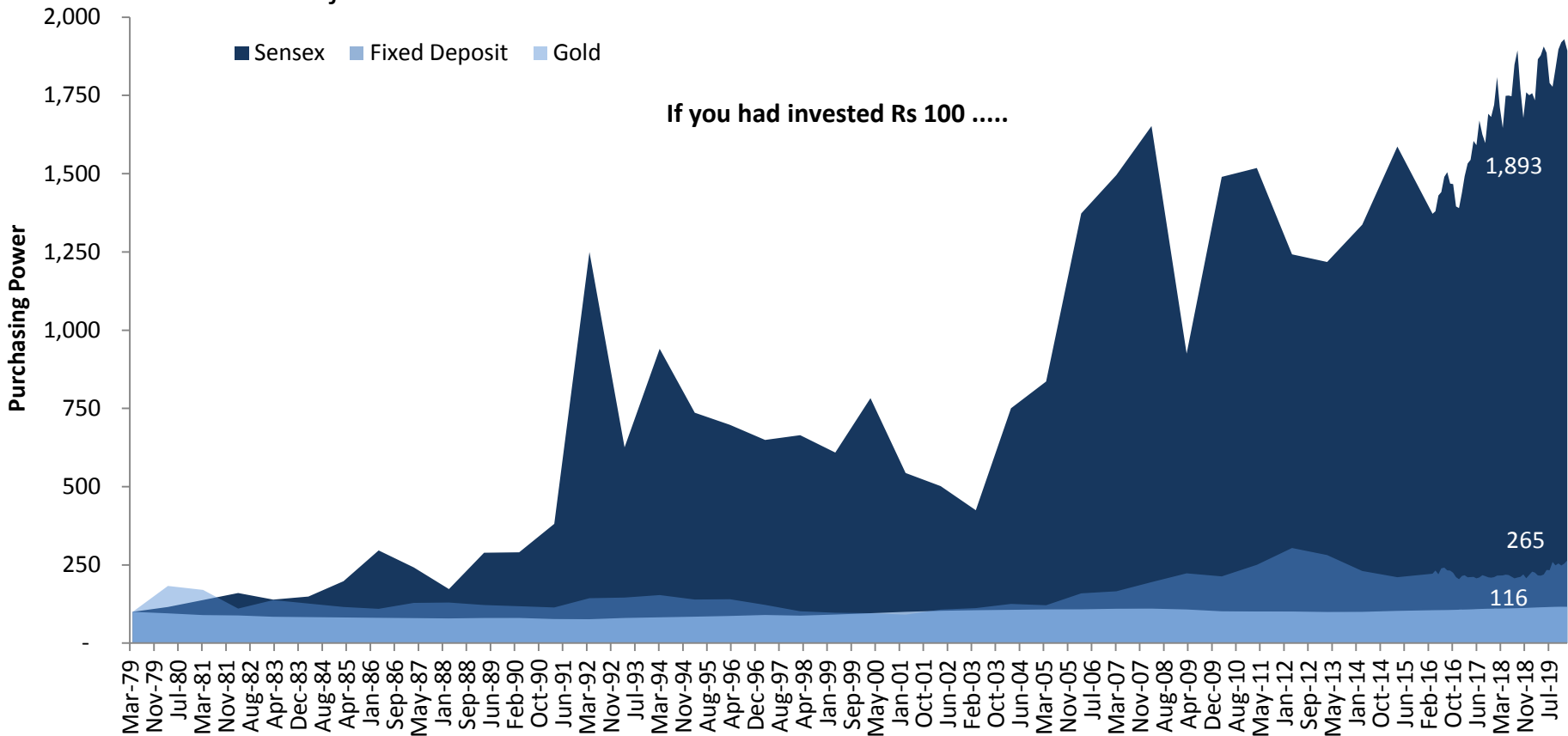


*Investors should consult their financial advisers if in doubt about whether the product is suitable for them.

Key Objectives of Investing

Because key objective of investing in equities is to create wealth.

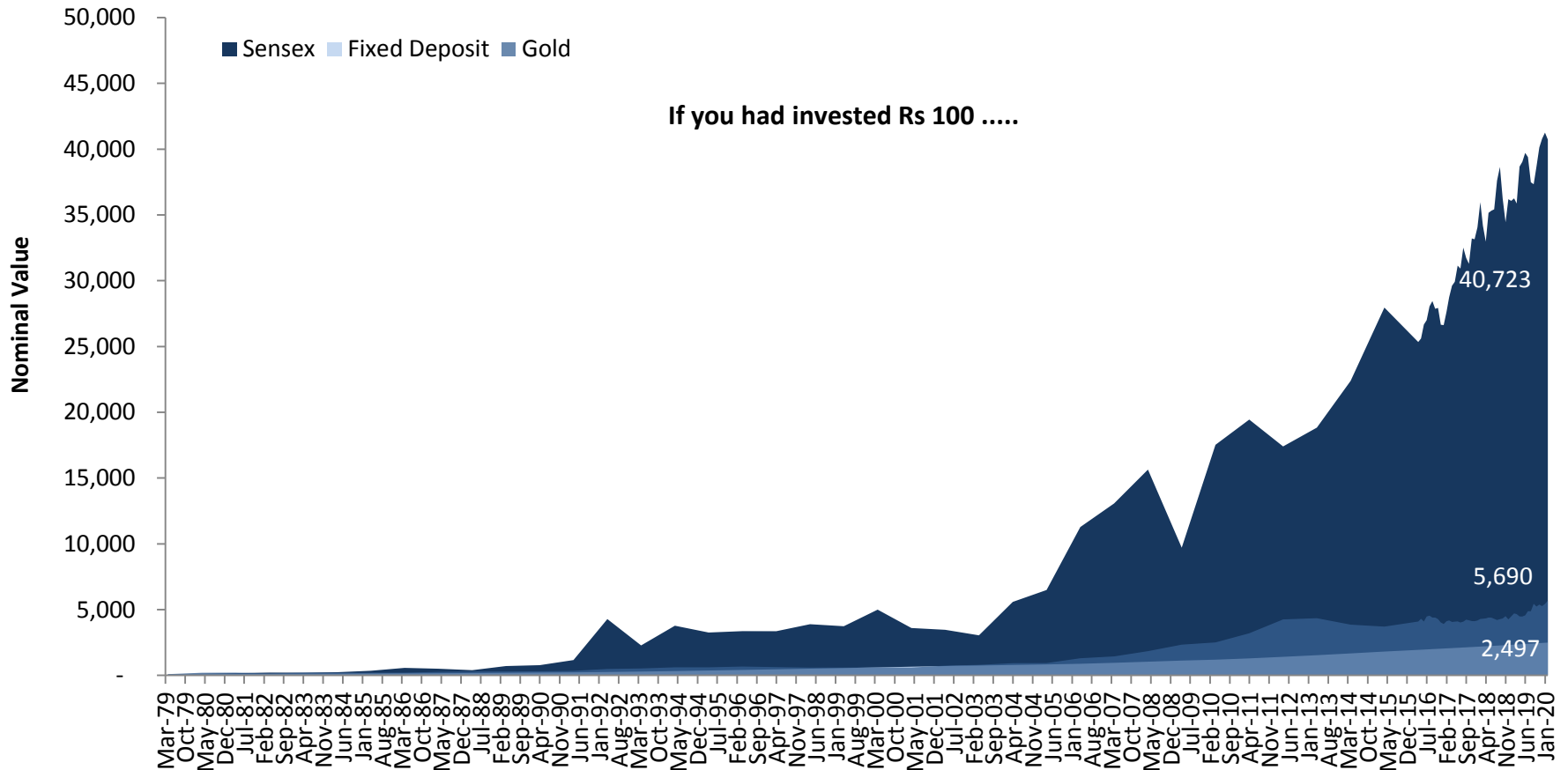
Inflation adjusted current values of the investment of Rs. 100 invested in March 1979



Source: Bloomberg, MOAMC internal analysis, Data as on Feb 29, 2020

The information herein is used for comparison purpose and is illustrative and 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. Past performance may or may not be sustained in future.

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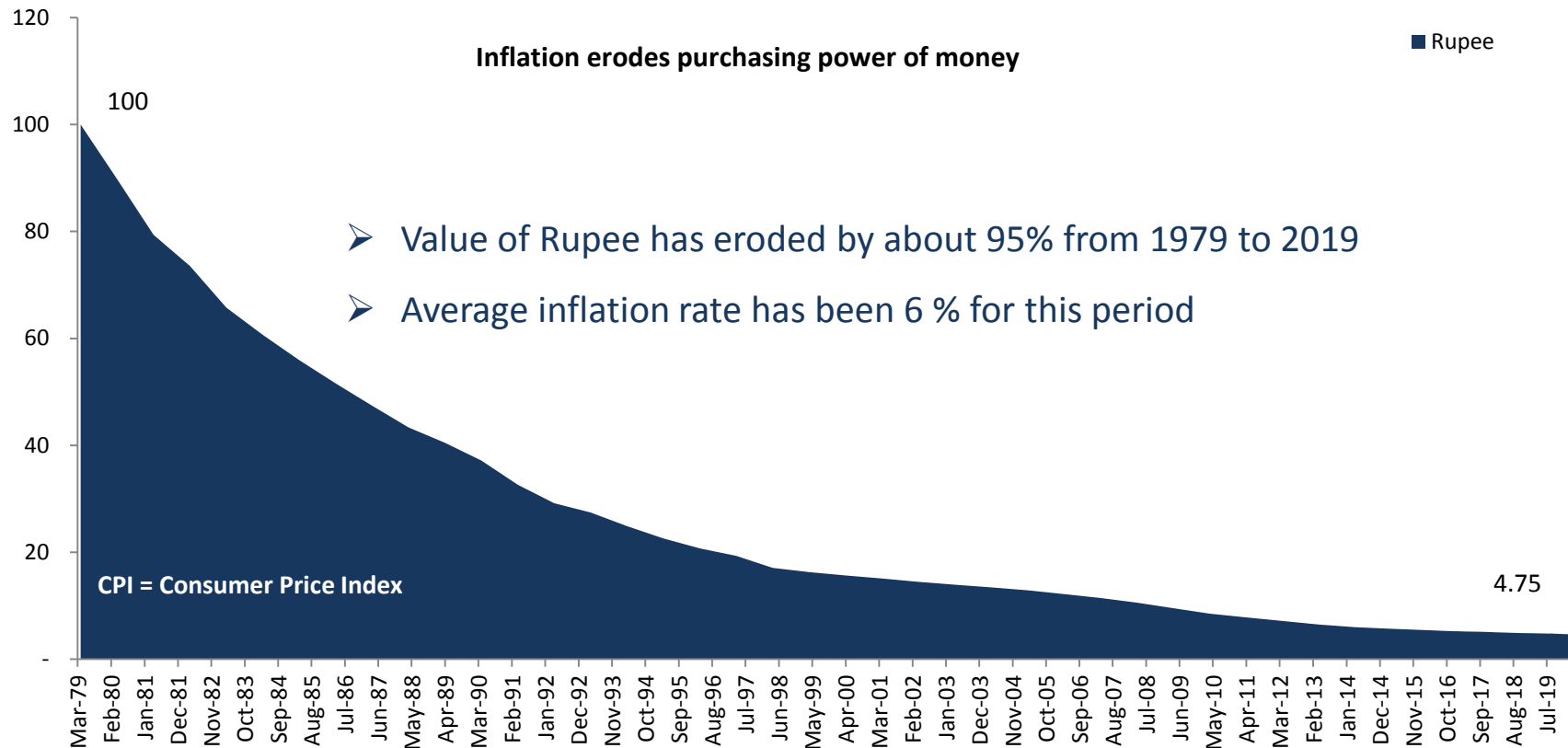


Source: Bloomberg, MOAMC internal analysis, Data as on Feb 29, 2020

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Inflation: Biggest destroyer of purchasing power...

Because Inflation erodes the purchasing power of your money.



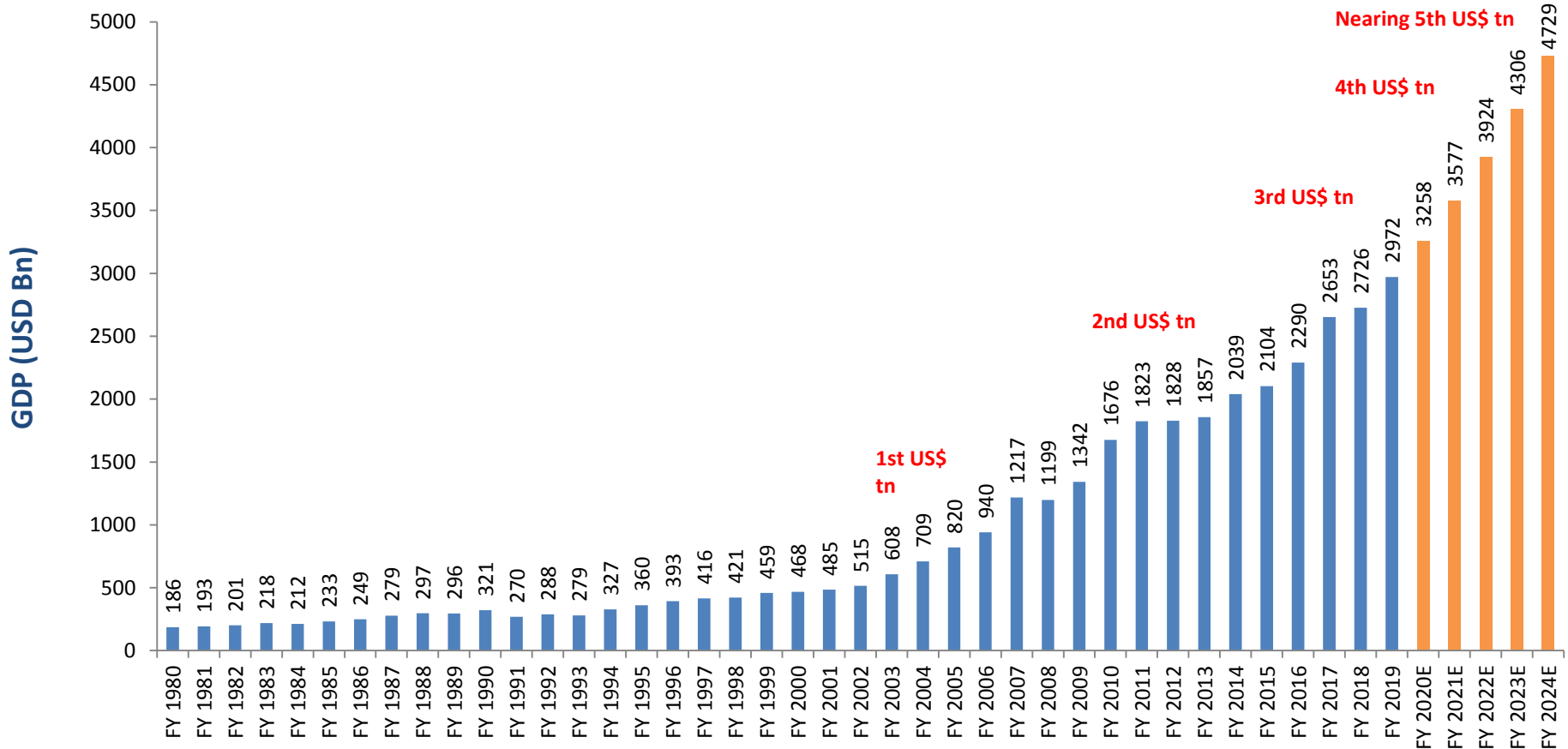
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WHY INVEST IN EQUITIES NOW?

Continued surge in India's GDP

By 2025 India's GDP would be almost \$5 trn
Economic Growth may leads to Exponential Business Opportunities



Source: statisticstimes.com

Past performance may or may not sustain and does not guarantee future performance

Note - Above forward looking statements are based on external current views and assumptions and involve known and unknown risks and uncertainties that could affect actual results. Investments are subject to market risk.

Blazing growth trails at select companies, while Index has been rather lackluster

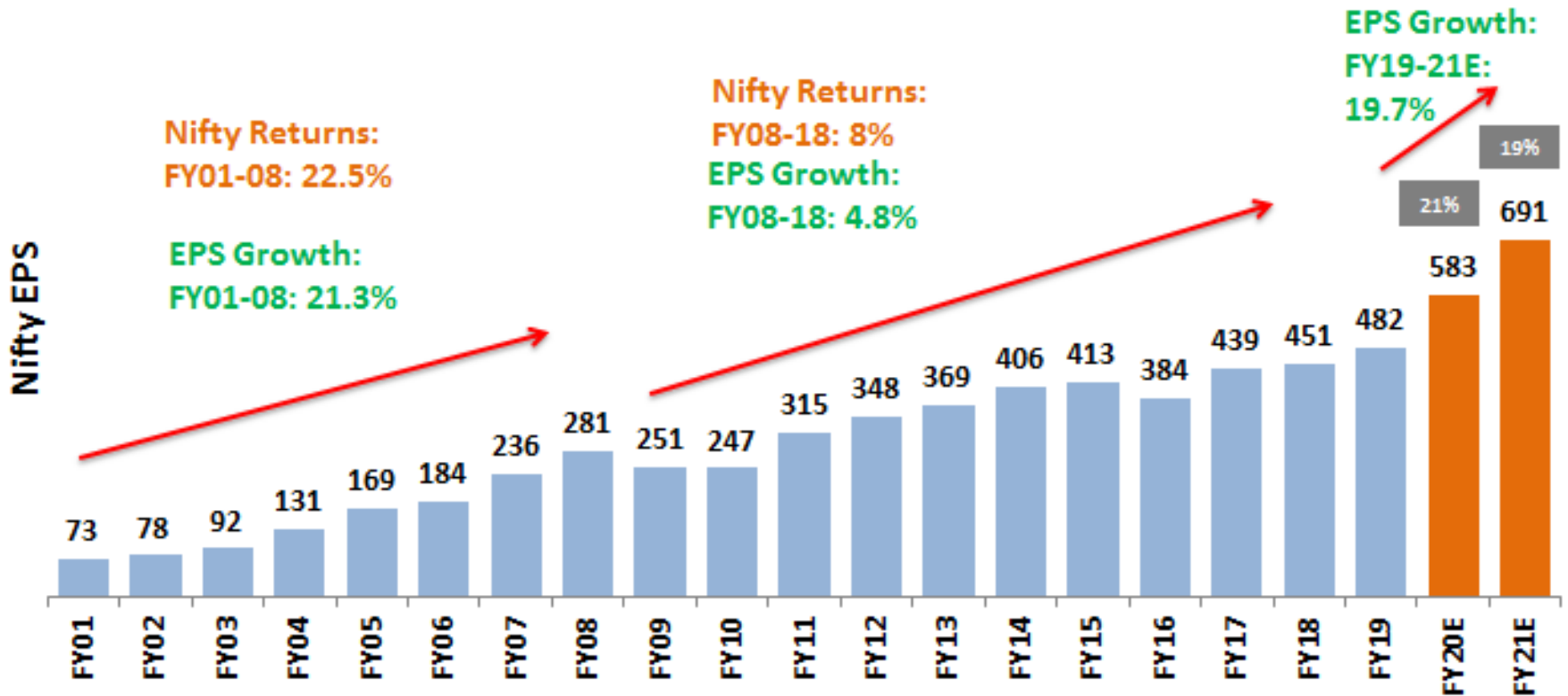
Stocks	Market Price (Rs) (As on 4th January, 2008)	Market Price (Rs) (As on 30 th November, 2019)	Performance (Growth)
Nifty Index	6,274	12,056	92.16%
Eicher Motors	416	22881	5407%
GlaxoSmith C H L	687	8847	1188%
HCL Technologies	79	564	616%
Lupin	122	801	554%
Page Industries	481	22049	4484%
TCS	251	2053	717%
TTK Prestige	186	5748	2985%

Source: Bloomberg. Data as on Nov 30th, 2019

The Stocks mentioned above are used to explain the concept and is for illustration and comparison purpose only and should not used for development or implementation of an 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

Expected upturn in earnings growth of India Inc shall produce more companies with uncommon profits

Earnings Per Share (EPS) growth of Nifty from FY01 – FY20(E)



Strong leadership can further accelerate growth through infrastructure development

Source: Motilal Oswal Securities Ltd. Data as on July 2019

Note: Above forward-looking statements are based on external current views and assumptions and involve known and unknown risks and uncertainties that could cause actual results. Past performance may or may not be sustained in future.

Why
Motilal Oswal
Asset Management Company?

Our Investment Philosophy

At Motilal Oswal Asset Management Company (MOAMC), our investment philosophy and investing style is centered on 'Buy Right: Sit Tight' principle.

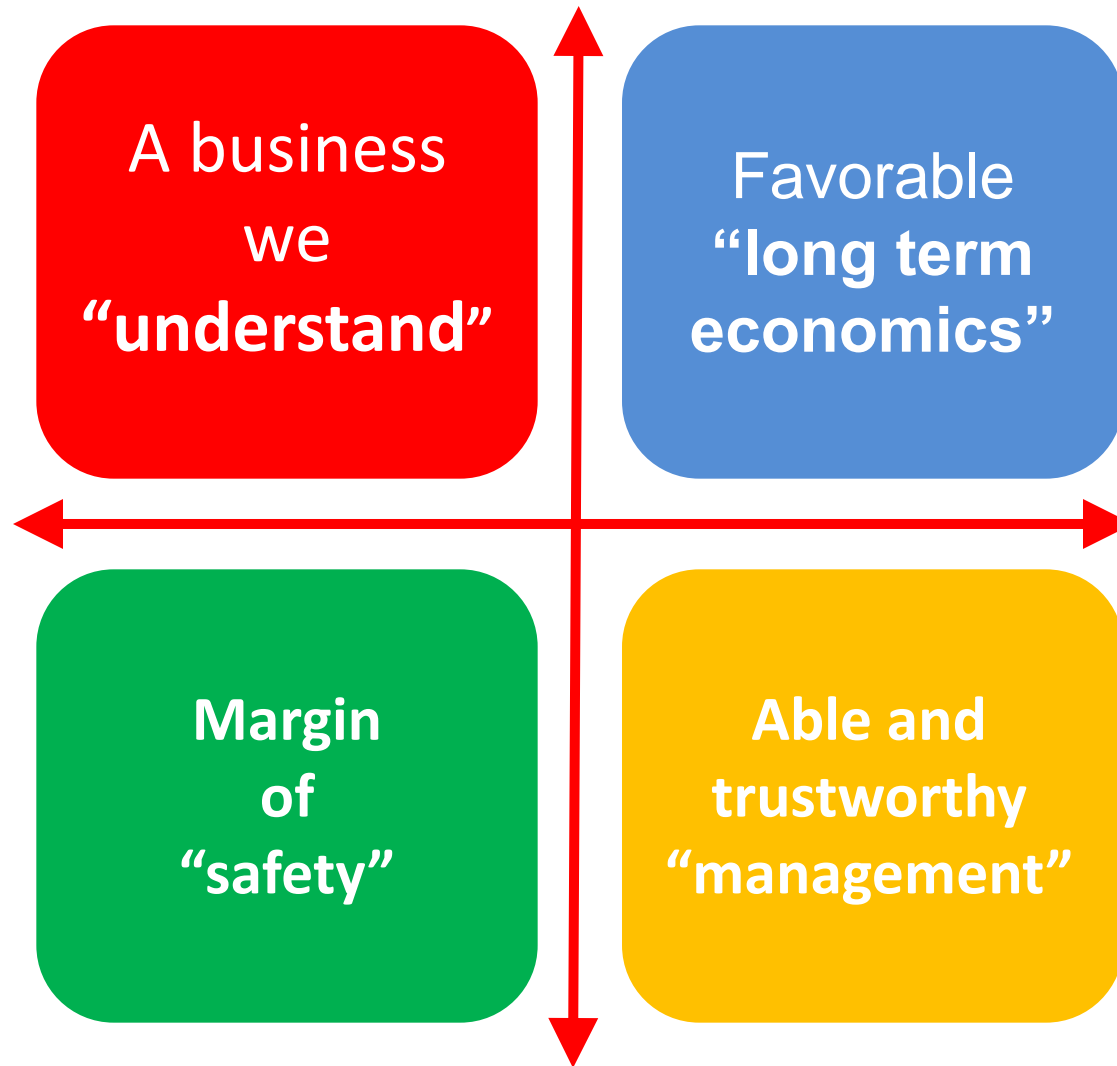
Buy Right

QGLP

- 🌀 **'Q'uality** denotes quality of the business and management
- 🌀 **'G'rowth** denotes growth in earnings and sustained RoE
- 🌀 **'L'ongevity** denotes longevity of the competitive advantage or economic moat of the business
- 🌀 **'P'rice** denotes our approach of buying a good business for a fair price rather than buying a fair business for a good price

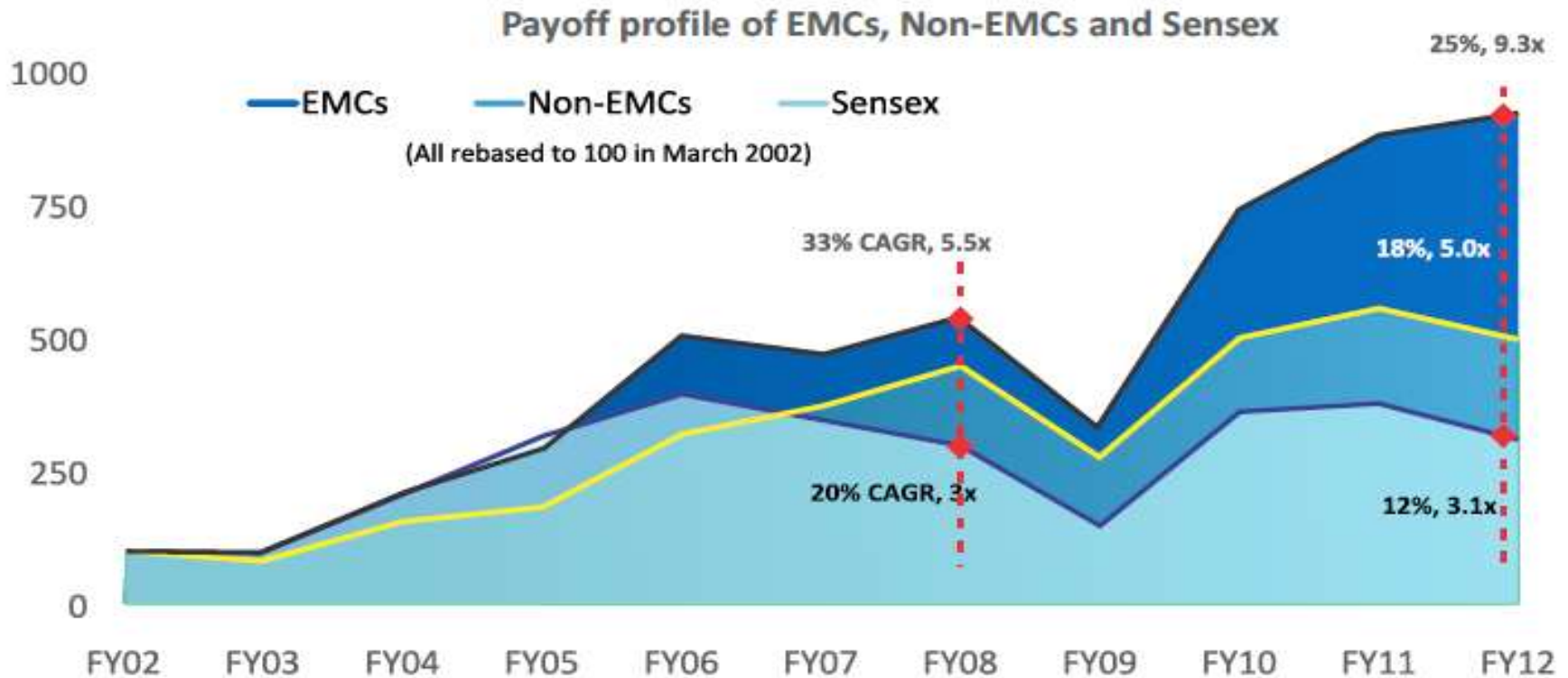
Sit Tight

- 🌀 **Buy and Hold:** We are strictly buy and hold investors and believe that picking the right business needs skill and holding onto these businesses to enable our investors to benefit from the entire growth cycle needs even more skill.
- 🌀 **Focus:** Our portfolios are high conviction portfolios with 25 to 30 stocks being our ideal number. We believe in adequate diversification but over-diversification results in diluting returns for our investors and adding market risk



Why Quality?

Quality companies are those which have enduring economic moats (EMC's)*

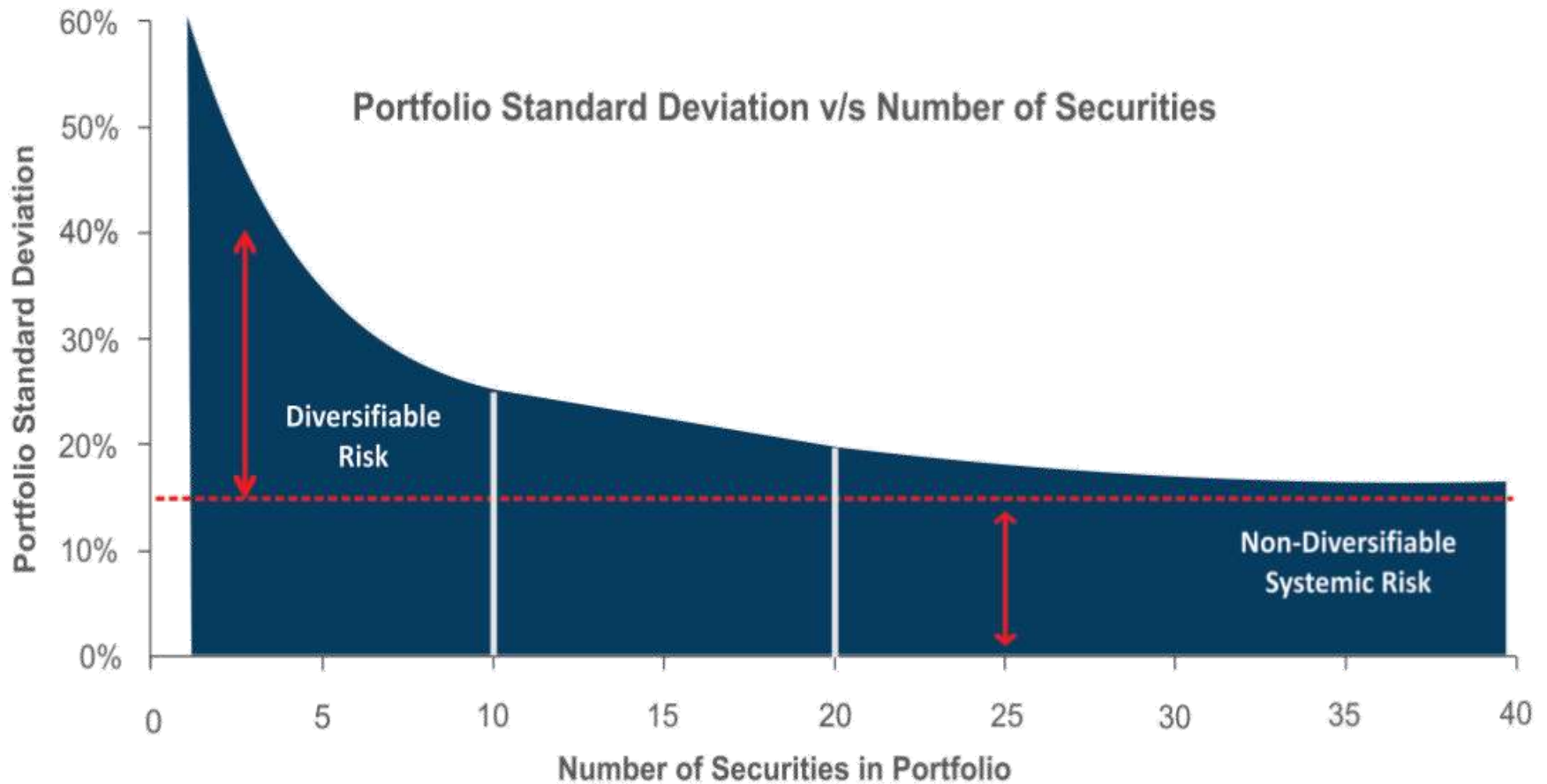


*The idea of an economic moat refers to how likely a company is able to keep competitors at bay for an extended period. One of the keys to finding superior long-term investments is buying companies that will be able to stay one step ahead of their competitors.

Source: 17th Motilal Oswal Wealth Creation Study (WCS) Data upto FY2012

Note: All rebased to 100 in March 2002. Past performance may or may not be sustained in future.

Focus on seeking optimal diversification



Source: An Introduction to Risk and Return Concepts and Evidence by Franco Modigliani and Gerald A. Pogue

Wealth creators present across the Market Cap Spectrum

Stocks	Market Price (Rs) (As on 4th January, 2008)	Market Price (Rs) (As on 30 th November, 2019)	Market Cap (Rs. Billion) (As on 30 th November, 2019)
Eicher Motors	416	22881	625
GlaxoSmith C H L	687	8847	372
HCL Technologies	79	564	1530
Lupin	122	801	363
Page Industries	481	22049	246
TCS	251	2053	7705
TTK Prestige	186	5748	80

Source: Motilal Oswal AMC Internal Analysis. Data as on November 30th, 2019.

The Stocks mentioned above are used to explain the concept and is for illustration purpose only and should not be used for development or implementation of an 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.

Earnings is Concentrated in certain sectors

India Inc's Profit Pool breakdown by sector				
10 Highest profit generating sectors		% Share	10 Lowest profit generating sectors	
Sector	2014 PAT (INR billion)		Sector	2014 PAT (INR billion)
Financials	1,117	28	Airlines	-52
Oil & Gas	785	20	Alcoholic Beverages	-41
Technology & Software	454	11	Sugar	-27
Metals & Mining	435	11	Telecom Equipment	-14
Automobiles	263	7	Trading	-9
Utilities-Power	217	5	Ship Building	-7
Consumer-Non-Durables	209	5	Computer Education	-5
HealthCare	155	4	Hotels & Restaurants	-5
Cement	45	1	Technology-Hardware	-3
Auto Ancillaries	45	1	Glass & Glass Products	-2
Total of Above	3,726	94	Total of Above	-166
Total Corporate PAT	3,947	100	Total Corporate PAT	3,947

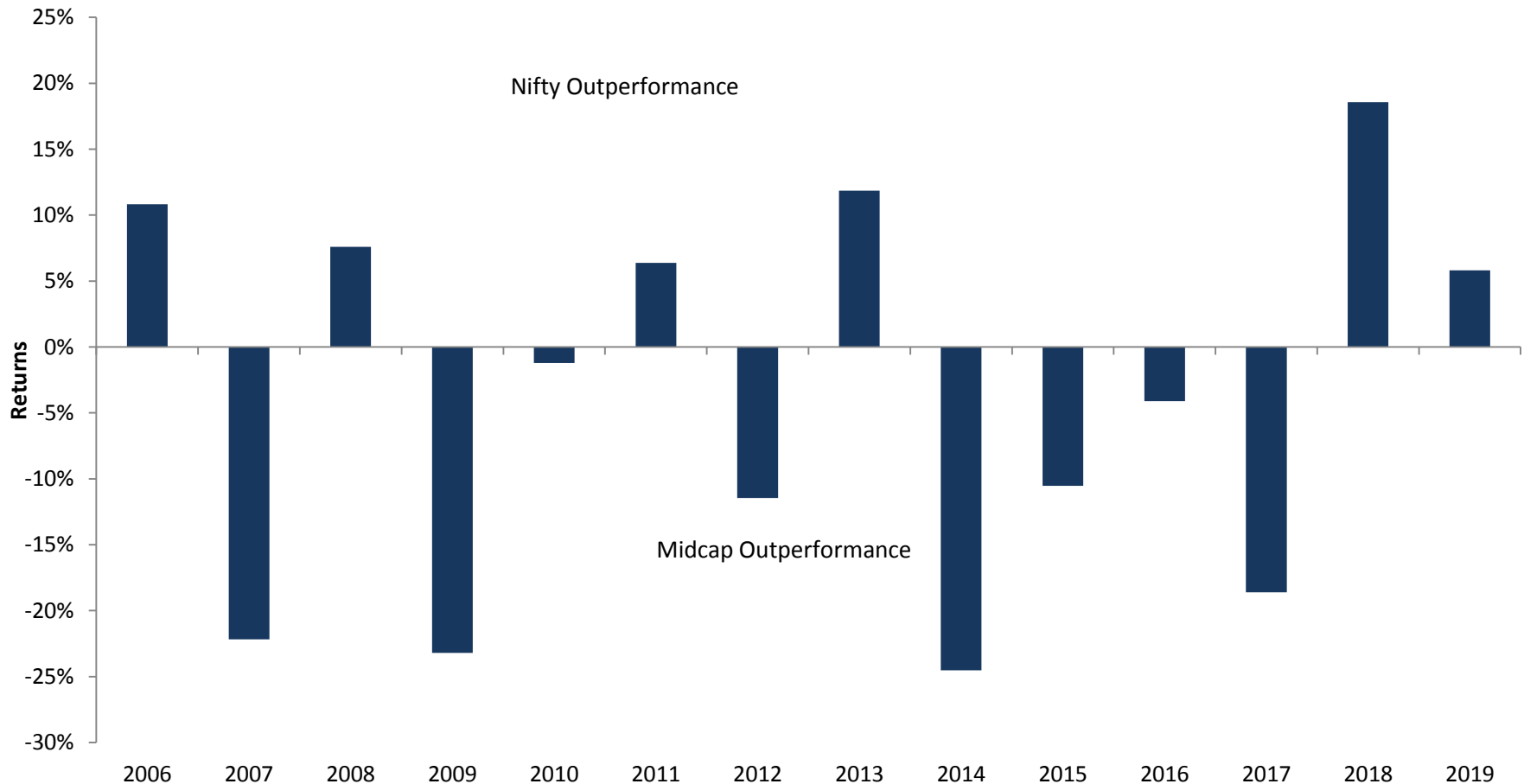
The sector mentioned herein are for general and comparison purpose only and not a complete disclosure of every material fact. It should not be construed as investment advice to any party.

Source: 19th Motilal Oswal Wealth Creation Study (WCS) Data for FY2015.

Motilal Oswal Asset Management Company Ltd. (MOAMC) does not guarantee any returns.

The sectors may or may not be part of our portfolio/strategy/scheme. Past performance may or may not be sustained in the future

Performance of Midcaps and Large Caps can diverge significantly over time depending on the phase of the cycle



Interest Rates, Currency, Shape of the Global economy etc. determine relative attractiveness and performance of Large vs. Mid Caps

Motilal Oswal
Multicap 35 Fund
(MOF35)

Investment Horizon:

- Medium to Long Term

For Whom:

- Investors who like to invest with a Long-term wealth creation view

Number of Stock:

- Maximum 35 Stocks

Allocations:

- **Minimum 65%:** Equities
- **Maximum 35%:** Debt/ Money Market Instruments

*The fund may invest in foreign securities up to 10% of total net assets

About the Scheme

The investment objective of the Scheme is to achieve long term capital appreciation by primarily investing in a maximum of 35 equity & equity related instruments across sectors and market capitalization levels. However, there can be no assurance or guarantee that the investment objective of the Scheme would be achieved

Motilal Oswal Multicap 35 Fund would endeavour to construct such a portfolio that the product is best suited for medium and long term investment

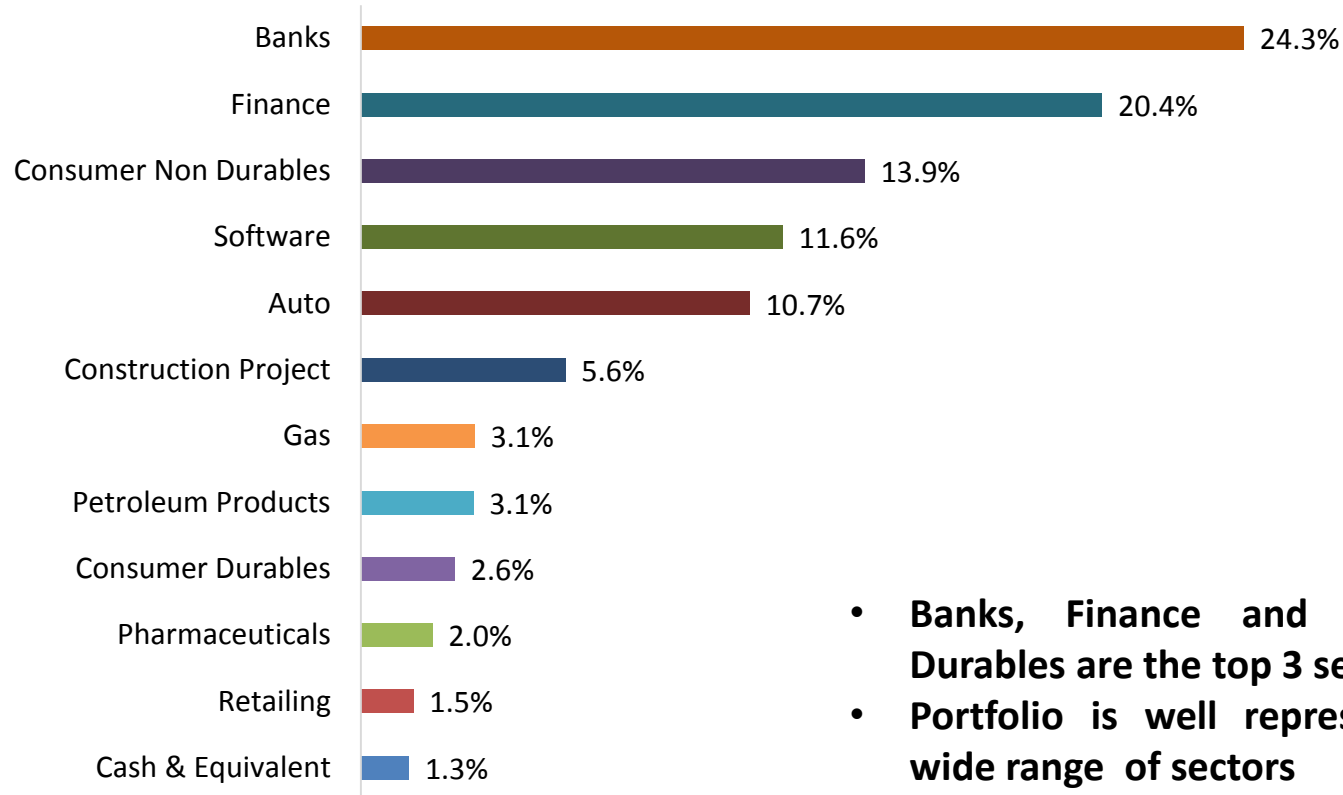
High conviction ideas with improved risk-adjusted return characteristics

'360 degree view' of company to identify competitive advantages

Fund Details

Type of Scheme	Multi Cap Fund - An open ended equity scheme investing across large cap, mid cap and small cap stocks	
Scheme Category	Multicap	
Investment Objective:	The investment objective of the Scheme is to achieve long term capital appreciation by primarily investing in a maximum of 35 equity & equity related instruments across sectors and market capitalization levels. 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:	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 MOF25, MOF30, MOF35, MOFEH & MOFDYNAMIC. 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.	
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/- thereafter (Minimum Installment – 1)
	The Dates of Auto Debit Facility shall be on the 1 st , 7 th , 14 th , 21 st or 28 th of every month	
Minimum Redemption Amount:	Rs. 500/- and in multiples of Re. 1/- thereafter or account balance, whichever is lower.	

Sector Allocation



- **Banks, Finance and Consumer Non Durables are the top 3 sector exposures**
- **Portfolio is well represented across a wide range of sectors**

TOP 10 Holdings

Scrip	Weightage (%)
HDFC Bank Limited	11.19%
Axis Bank Limited	7.06%
HDFC Life Insurance Company Limited	6.55%
Housing Development Finance Corporation Limited	5.79%
Larsen & Toubro Limited	5.63%
Maruti Suzuki India Limited	5.53%
Infosys Limited	5.32%
Eicher Motors Limited	5.16%
Tata Consultancy Services Limited	4.70%
Bajaj Finance Limited	4.67%

- **TOP 5 Stocks % to NAV= 36.21%**
- **Top 10 Stocks % to NAV= 61.59%**



Mr. Akash Singhania
Fund Manager

For Equity Component:

Mr. Akash Singhania: He has overall 13 years of experience and more than 11 years of experience in Fund management. He is the Fund Manager of the Scheme, Motilal Oswal Midcap 30 Fund, Motilal Oswal Dynamic Fund and Associate Fund Manager of Motilal Oswal Equity Hybrid Fund

Prior to joining MOAMC, he was associated with DHFL Pramerica AMC as Deputy CIO Equities, Deutsche AMC - DWS Mutual Fund as Head of Equities & ICICI Prudential AMC as Senior Analyst - PMS. In addition, he also held important roles in organizations like Ernst& Young, KPMG and PWC in his formative years.

Mr. Singhania has completed his PGDM (MBA) Finance & Marketing from IIM Lucknow, Chartered Accountancy in Accounting & Auditing from ICAI in 2001 & he is a qualified Company Secretary - Corporate Laws & Taxation from ICSI -2001.



Mr. Abhiroop Mukherjee
Fund Manager

For Debt Component:

Mr Abhiroop Mukherjee- He is a B.com (H), MBA with 10 years of experience in trading Fixed Income Securities. He has also worked with PNB GILTS LTD. as a WDM Dealer.

Funds Managed: Motilal Oswal Ultra Short Term Fund. He is also the Fund manager for the debt component of Motilal Oswal Midcap 30 Fund, Motilal Oswal Focused 25 Fund, Motilal Oswal Multicap 35 Fund, Motilal Oswal Dynamic Fund, Motilal Oswal Long Term Equity Fund, Motilal Oswal Liquid Fund and Motilal Oswal Nasdaq 100 FOF

Disclaimer

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Please Read Scheme Information Document (SID) and Statement of Additional Information (SAI) carefully before investing.

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 Securities Ltd.

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

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