



**BUY RIGHT
SIT TIGHT**

Motilal Oswal Long Term Equity Fund

A fund of Long Term Compounders

September 2021

“A penny saved is a penny earned.”

-Benjamin Franklin

Dual Advantage – Save Tax + Build Wealth

What are the different ways of saving taxes?

ELSS offers least lock-in period with market linked returns

| | PPF | NSC | Bank Deposits | ELSS |
|----------------|----------|---------------|---------------|---------------|
| Lock-in | 15 years | 5 or 10 years | 5 years | 3 years |
| Returns | 7.1% | 6.8% | 5.4% to 6.2% | Market Linked |
| Tax on returns | Tax free | Taxable | Taxable | Taxable* |

* Long term capital gains applicable

Data as on August 31, 2021

What is a smart way to save taxes? – Benefits of ELSS

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.

Tax Saving Instrument

- Offers the benefit under 80C of Income Tax Act
- Save upto Rs. 46,800* in taxes by investing in ELSS funds

Helps in wealth creation through equity investing

- Investing through ELSS helps investor build wealth by systematic investing in equity markets
- QGLP framework aims at building a robust portfolio

Efficient tax planning through small investing

- Investors can do efficient tax planning by allocating a small amount every month through systematic investment plan or 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

Why Motilal Oswal Long Term Equity Fund (MOF LTE)?

A fund with portfolio of long term compounders

What happens after a crisis? - Leaders become Fitter & Stronger

November, 2016

July, 2017

September, 2018

September, 2019

March, 2020

Demonetization

GST Implementation

IL&FS Crisis

Corporate Tax Cuts

COVID

Significant economic events, positive or negative, favour market leaders and leads to consolidation

What does consolidation mean for an company?

Reduced competitive intensity

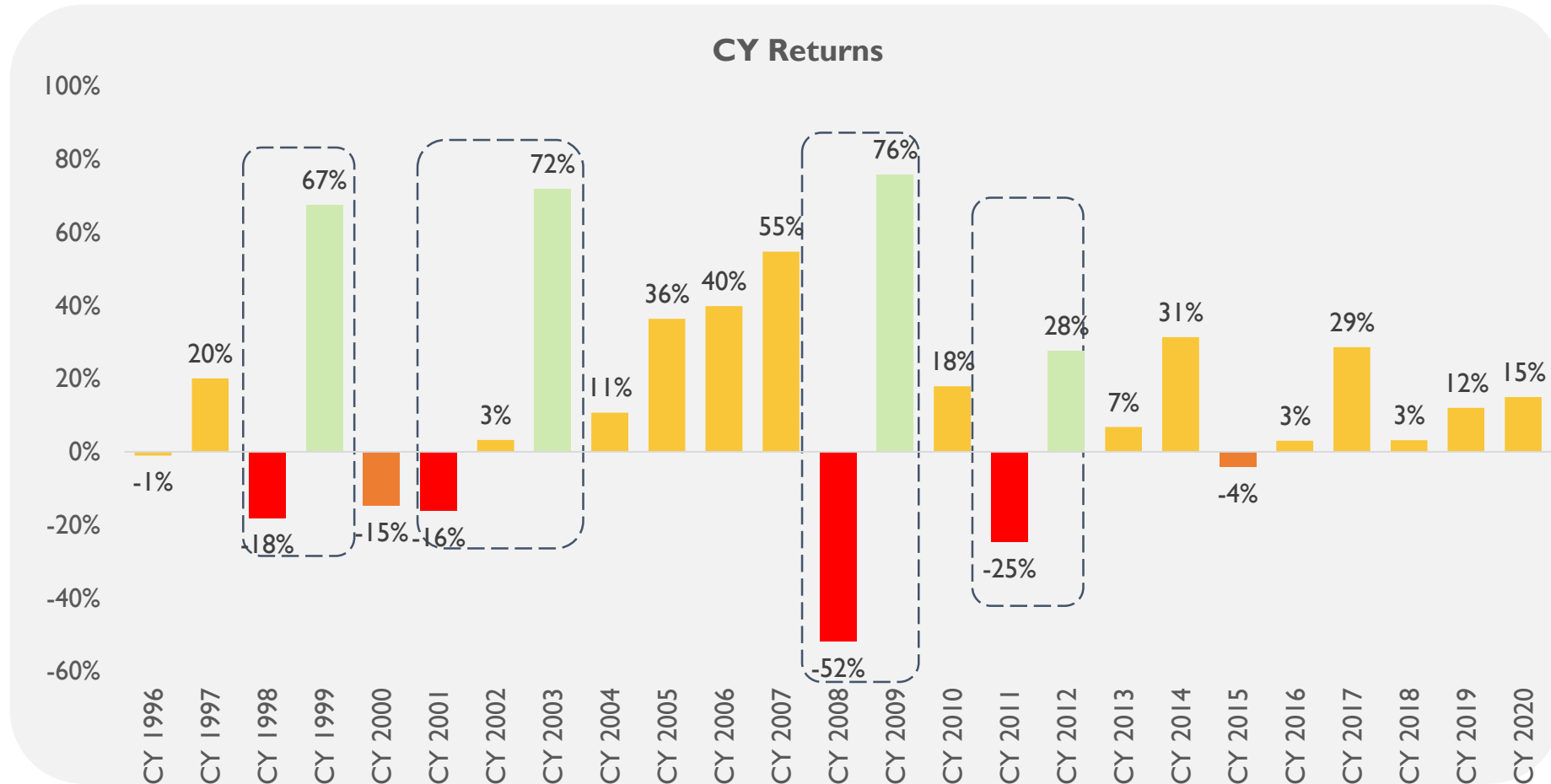
Higher market share

Increased revenue

Superior pricing power

Increased profitability

What happens after a crisis? - Crisis is followed by sharp recovery



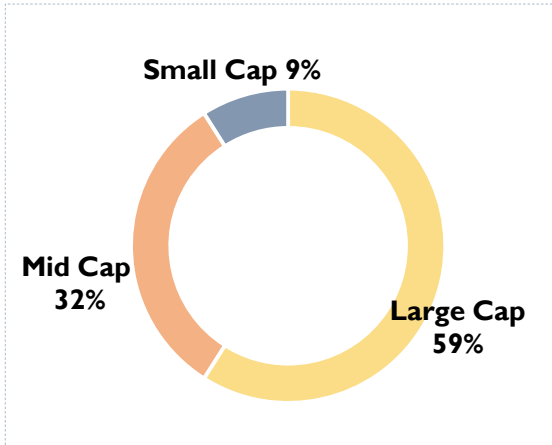
Crisis is followed by sharp period of recovery as the long term fundamentals of the economy don't change much

Data since November 30, 1995 till December 31, 2020. Total 25 observations

Source: Internal MOAMC Research. Disclaimer: The above graph is an 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.

High concentration – high conviction portfolio of 28 companies

Market Cap Mix



Data as on 31st August 2021
Source: MOAMC Internal Research

QGLP exemplified

Quality

FY21 ROE of 13%*, FY23E RoE of 19%

Growth

29% EPS Growth Expected over FY21-23

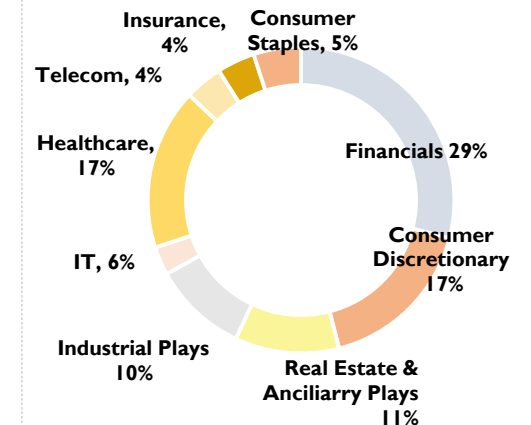
Longevity

High

Price

PE: 29x FY23, PEG 2 Years: 1.8x

Sector Mix

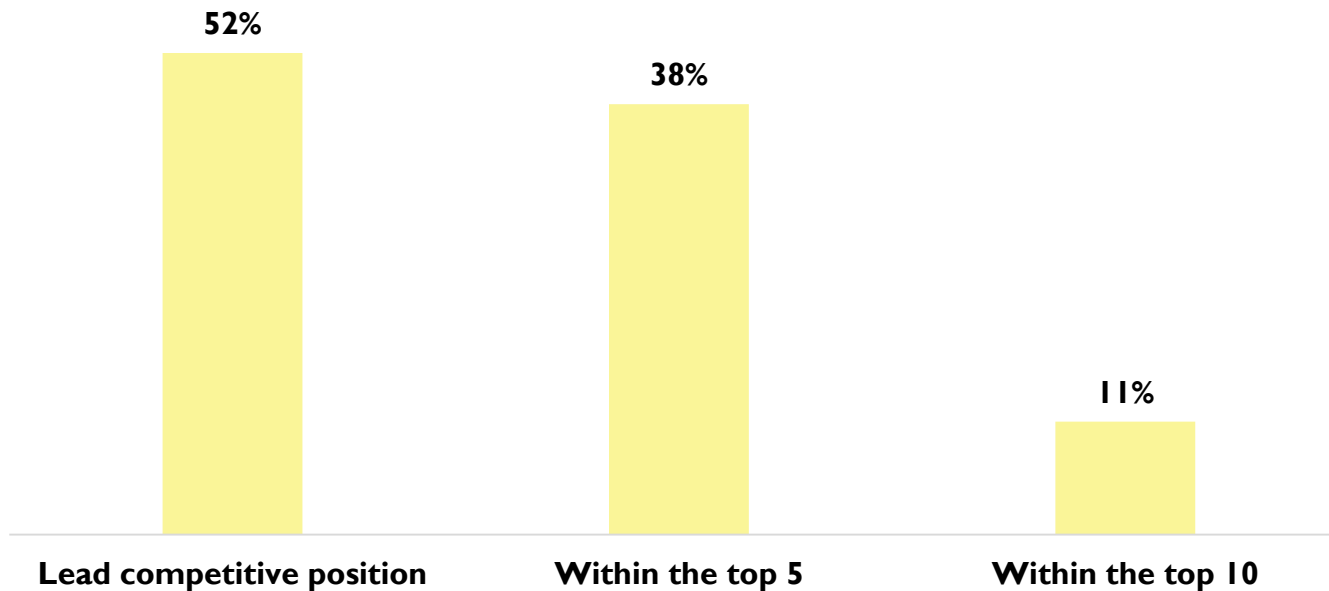


Industry classification as per AMFI

Portfolio Positioning

Survivors in a tough cycle = Compounders of tomorrow

Competitive positioning of portfolio companies



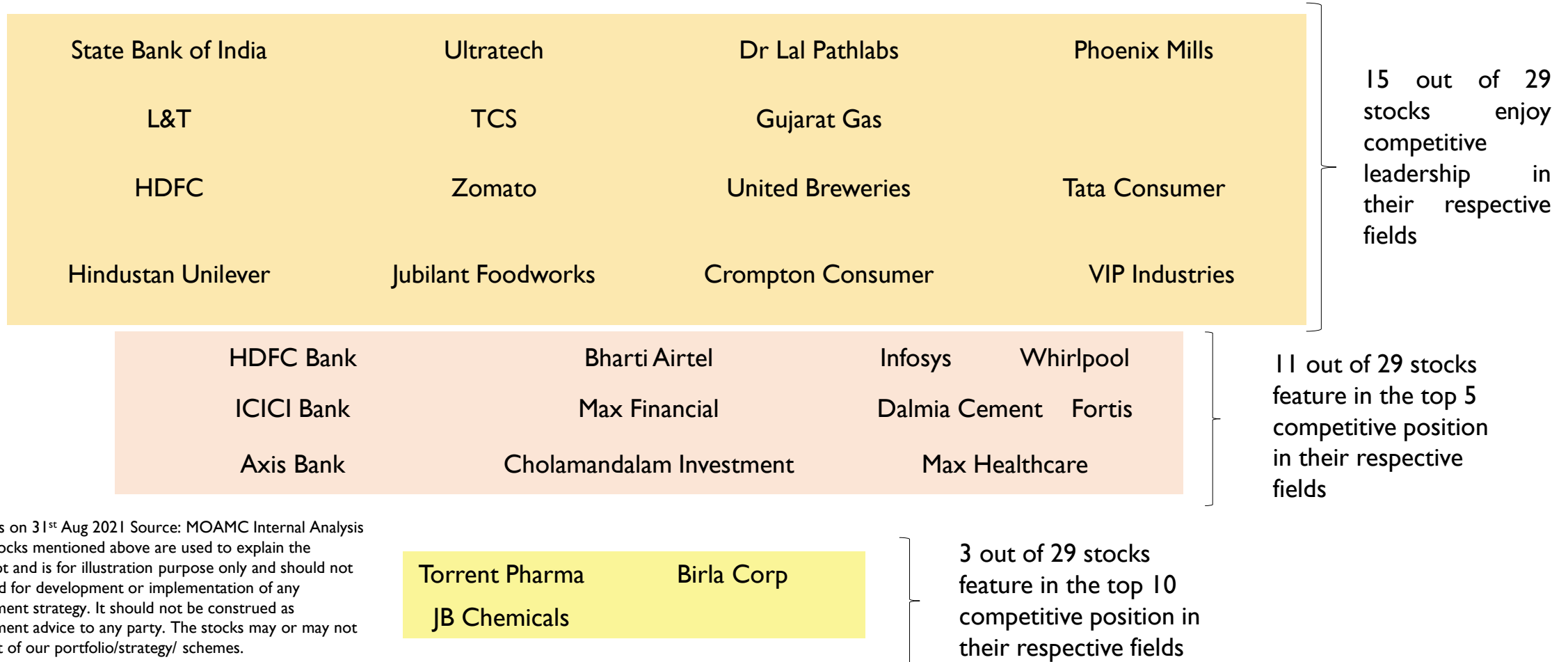
- Focused on investing in industry leaders, positioned to benefit from market consolidation
- Around **90% of portfolio** allocation towards companies which are **Top 5 in their segment**

A portfolio well positioned to identify multi bagger stocks across market capitalization and sector.

Data as on 31st August 2021 Source: MOAMC Internal Analysis

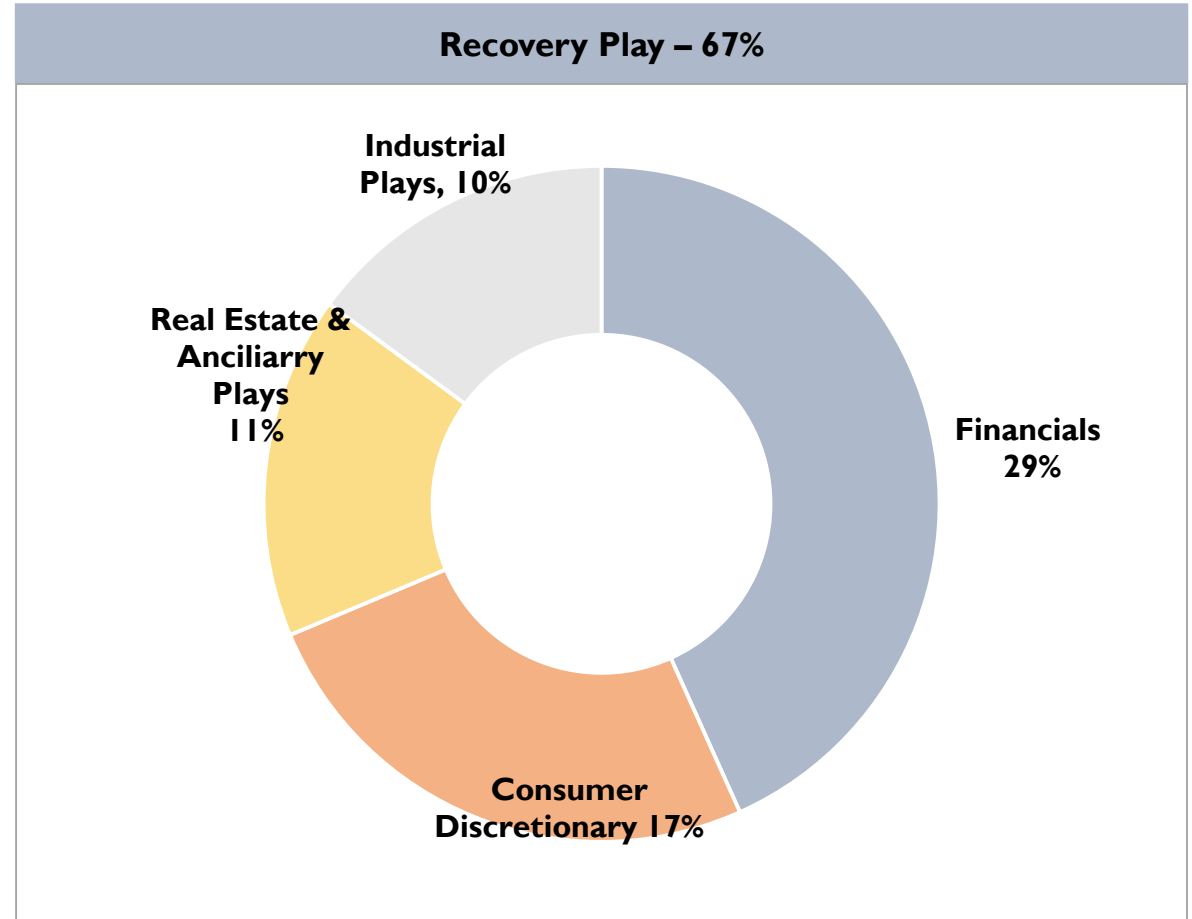
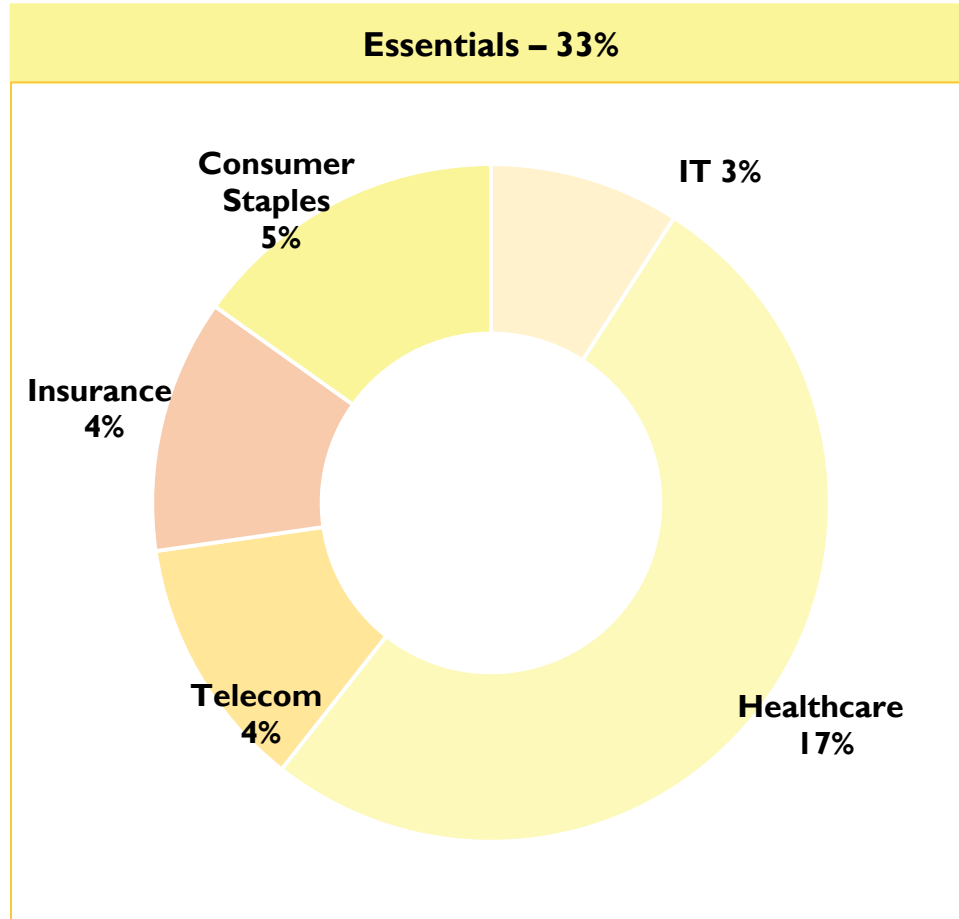
The leader 'full' portfolio – concentrated among market leaders

Identifying market leaders across sectors and market capitalization



Data as on 31st Aug 2021 Source: MOAMC Internal Analysis
 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 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.

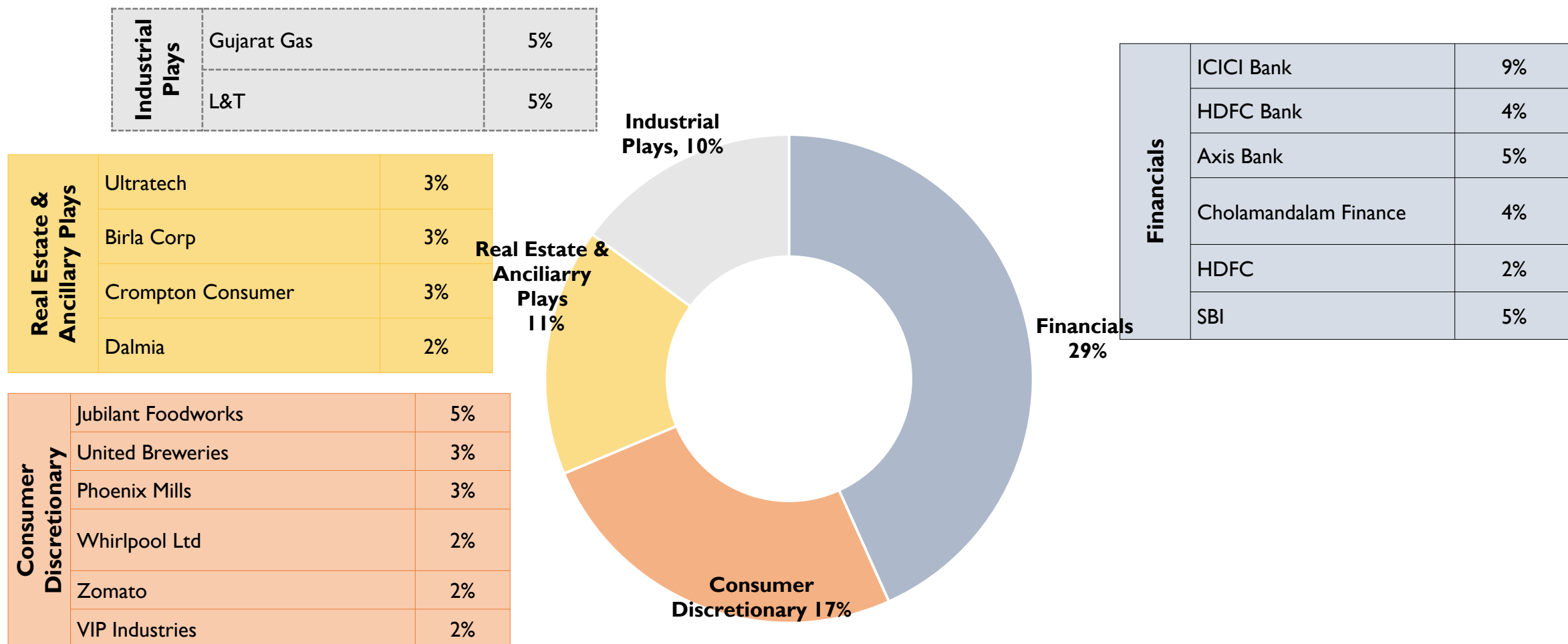
And heavily weighted on economic recovery plays



Data as on 31st August 2021 Source: MOAMC Internal Analysis

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 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.

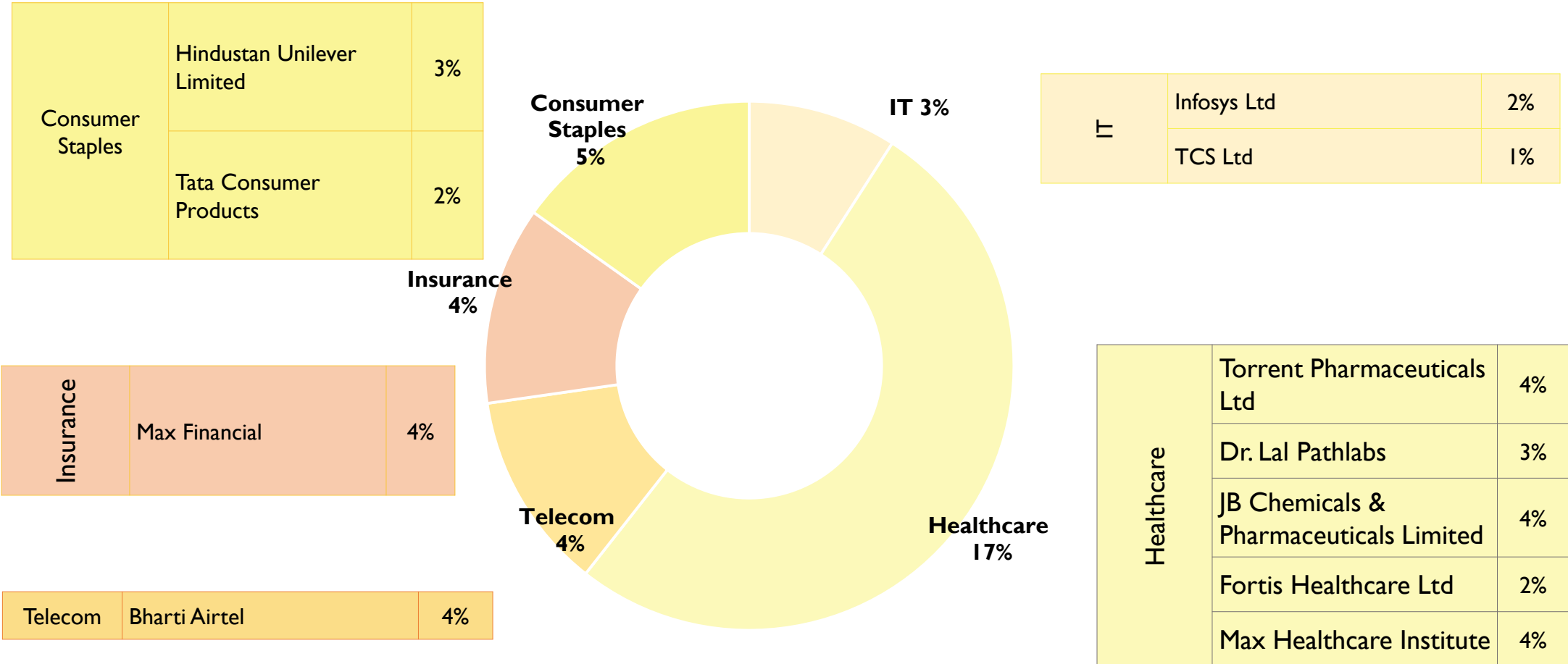
67% of the portfolio is allocated towards beneficiaries of economic recovery



Data as on 31st August 2021 Source: MOAMC Internal Analysis

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 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.

While 33% of the portfolio remains invested in essentials



Data as on 31st August 2021 Source: MOAMC Internal Analysis

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 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.

Key Themes

Theme I: Consolidation in the lending space

Top 5 banks command 46% market share in India, versus 80% as seen in countries globally

Top 5 banks in India to consolidate market share

- The five bank concentration ratio in India stands at ~46% level; vs ~80% being the median for 30 large economies globally.
- We believe the top banks in India; especially the top 3-4 private banks are very well positioned today to consolidate market share.

Strong liability franchises

- A very strong liability franchise; and good underwriting discipline are the key tenets of sustainable compounding in a lending business.
- The banks we own in the fund are the ones which clearly lead on these metrics.

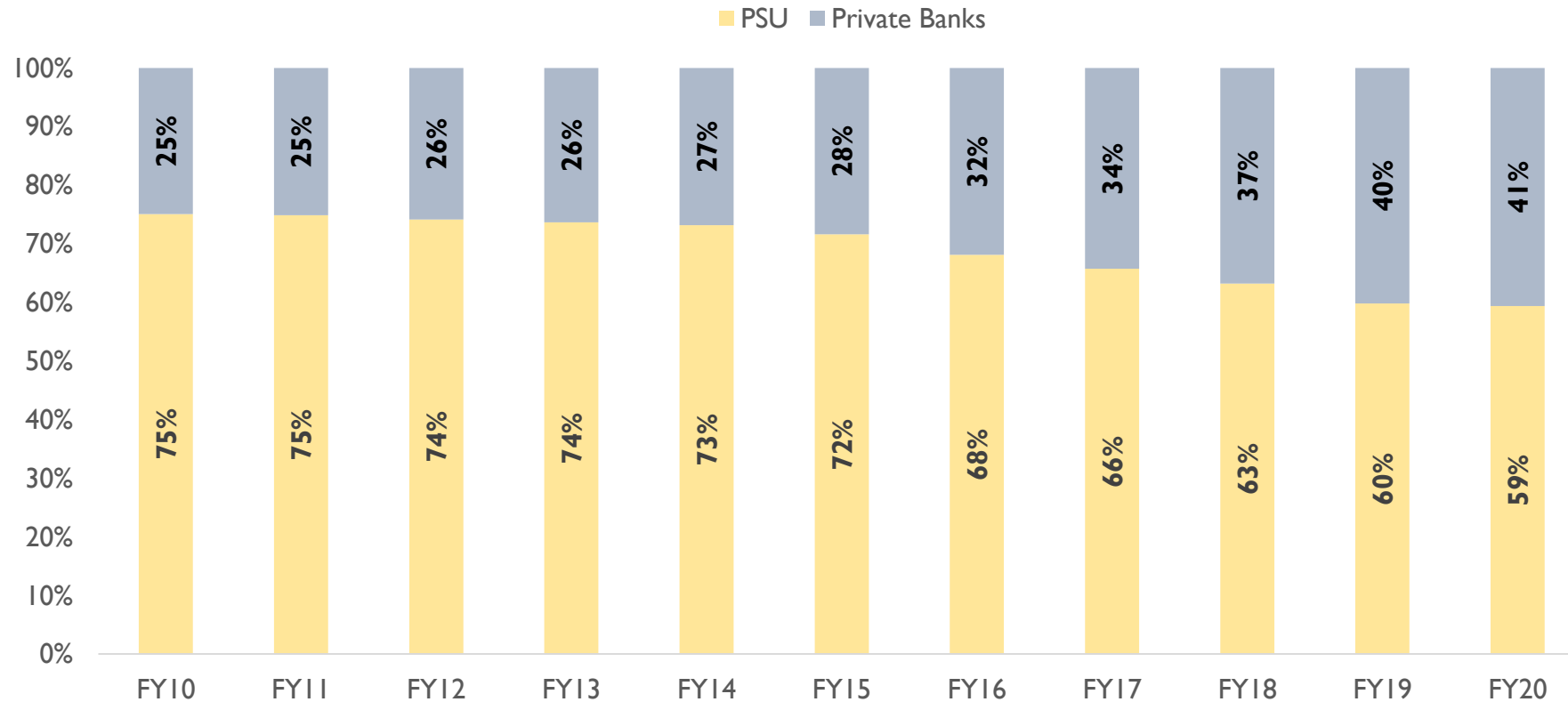
PSU to PVT value migration to continue

- PSU banks have structural shortcomings of a promoter whose interests are not aligned with minority shareholders, weak underwriting capabilities, being capital starved, etc.
- Hence, expect value migration from PSU to PVT to continue.

Attractive valuations

- Financial stocks were badly hit during the sell-off caused by COVID
- Unlike other sectors, stock prices for banks are yet to see a bounce-back
- Believe this is a temporary mispricing for larger, well run private banks with good liability franchises and underwriting capabilities.

Market Share in the Indian Banking System



- **Share of Private Banks has increased from 25% to 41% in the last decade**
- **FY30 private banks market share = 55% ???**

Theme 2: Supply side Consolidation: Survivors in a tough cycle = eventual winners

Distinctive and durable market leaders likely to benefit despite short term headwinds

India's growth potential remains intact

- India despite facing multiple challenges over the years; has a track record of ~14% nominal GDP growth over the last 4 decades.
- We believe the basic building blocks to this long term growth remain intact; the pandemic should be a passing event.

Economic environment to accelerate consolidation

- Every downturn tests the survival of the fittest.
- Weak players in an industry suffer the most (especially the unorganized; and players with weak balance sheets).
- Consequently, in the recovery that ensues; the strong get stronger.

Focus on market leaders

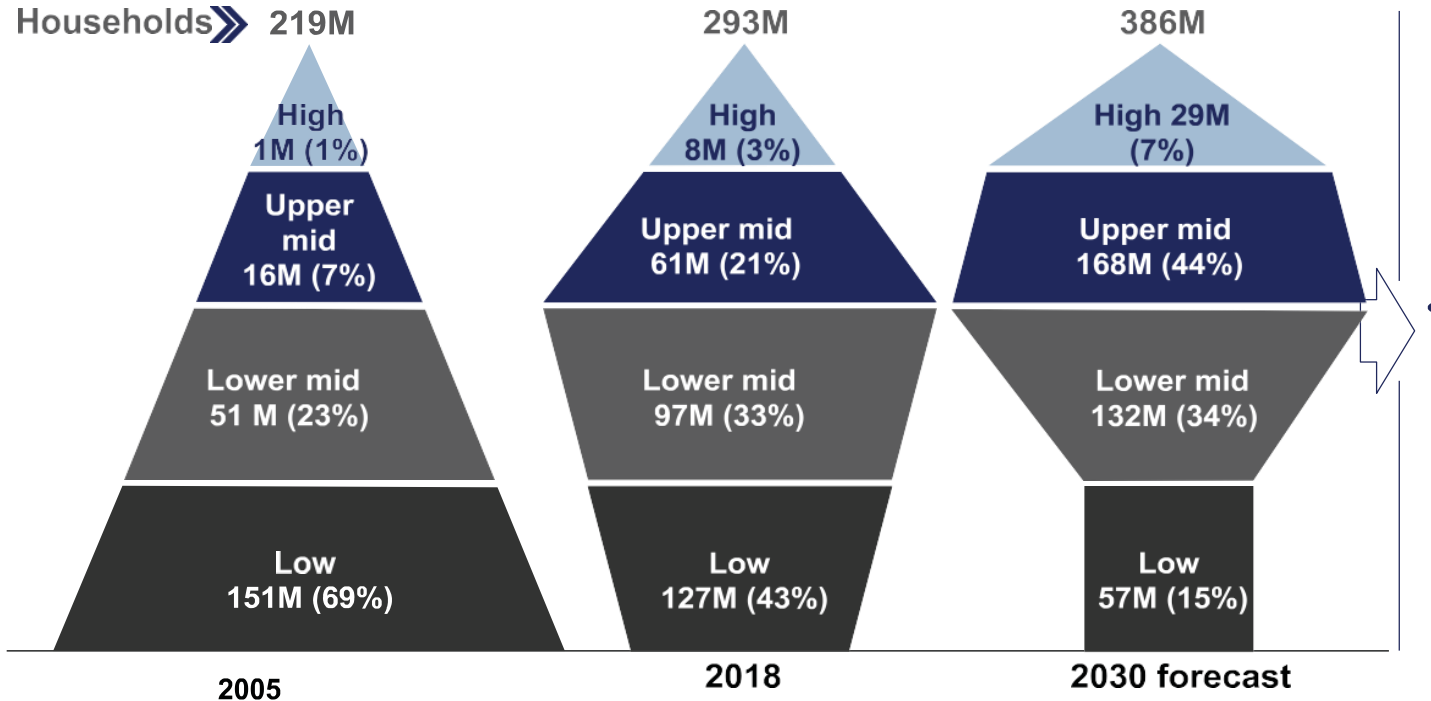
- Accelerated formalization of the economy to benefit market leaders
- High stress economic environments necessitate that the strongest will be able to not just survive, but thrive.

Look beyond the short term

- Template for multi-baggers; vision to see, courage to buy and patience to hold
- Patience is the rarest of the three attributes. We believe; today as we're still in the middle of the pandemic; our patience is being tested.
- However, as the dust settles; we believe we will be well rewarded for our patience.

Theme 3: Consumer Discretionary – Long Runway for Growth

Evolution of the household-income profile in India



High Income & Upper Middle Segment

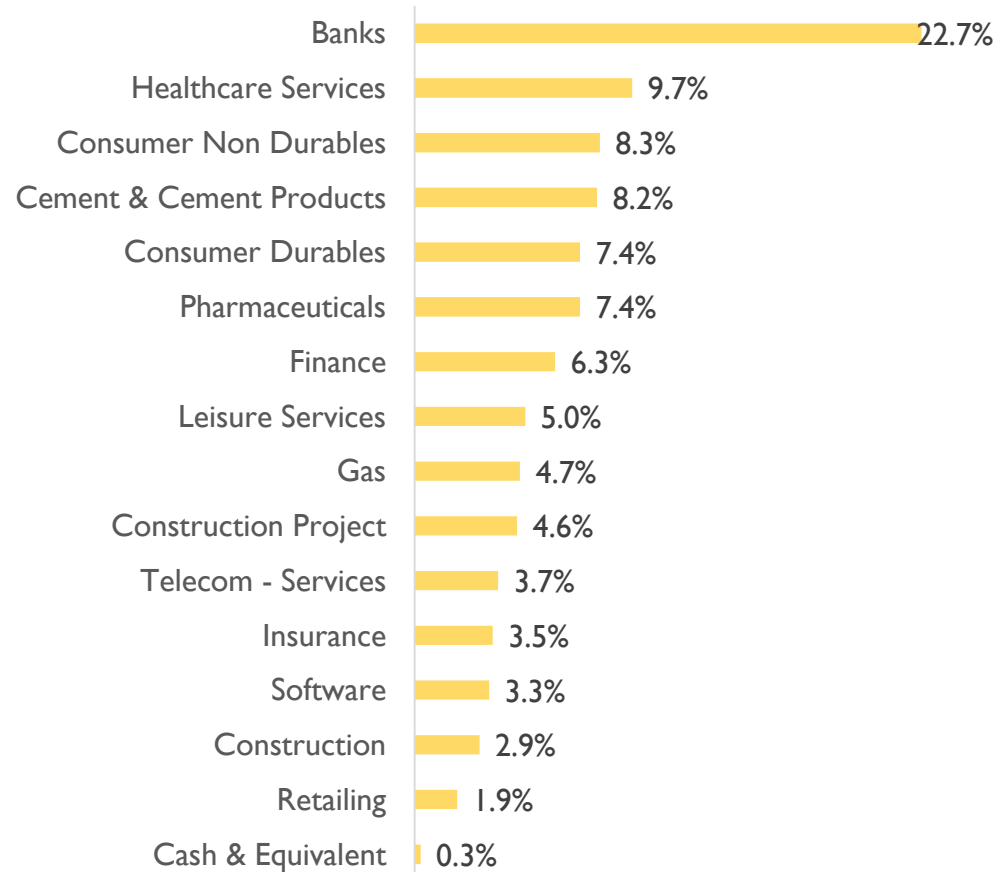
- 1 in 4 households today
- 1 in 2 households by 2030

Note: Low income: <\$4,000, Lower-mid: \$4,000-8,500, Upper-mid: \$8,500-40,000, High income: >\$40,000 basis income per household in real terms;

Source: CCI City Income database, BCG Analysis

What are the fund holdings?

Sector Mix



Top 10 Equity Holdings

| Script | Weightage (%) |
|--------------------------------------|---------------|
| ICICI Bank Limited | 9.1% |
| Jubilant Foodworks Limited | 5.0% |
| State Bank of India | 4.9% |
| Gujarat Gas Limited | 4.7% |
| Larsen & Toubro Limited | 4.6% |
| Axis Bank Limited | 4.5% |
| Cholamandalam Investment and Finance | 4.3% |
| HDFC Bank Limited | 4.2% |
| Max Healthcare Institute Limited | 4.1% |
| Torrent Pharmaceuticals Limited | 3.9% |
| Total | 40.3% |

Data as on August 31, 2021. 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

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 Long Term Equity Fund (LTE) | 63.7 | 16,372 | 14.5 | 15,025 | 16.1 | 21,103 | 16.3 | 27,127 |
| Nifty 500 TRI (BM) | 56.9 | 15,694 | 14.6 | 15,054 | 15.5 | 20,593 | 12.8 | 22,160 |
| Nifty 50 TRI (Add. BM) | 52.2 | 15,224 | 14.9 | 15,192 | 15.7 | 20,738 | 12.1 | 21,341 |

| SIP Performance (%) | 1 Year | | | 3 years | | | 5 Years | | | Since Inception | | |
|---------------------|---------|---------|---------|---------|---------|---------|---------|---------|---------|-----------------|-----------|-----------|
| | LTE | BM | Add. BM | LTE | BM | Add. BM | LTE | BM | Add. BM | LTE | BM | Add. BM |
| Investment Amount | 120,000 | | | 360,000 | | | 600,000 | | | 790,000 | | |
| Market Value | 158,660 | 152,954 | 150,620 | 550,988 | 548,873 | 535,668 | 963,423 | 983,859 | 983,594 | 1,432,698 | 1,420,148 | 1,413,938 |
| Returns (CAGR)% | 64.7 | 54.6 | 50.5 | 29.7 | 29.4 | 27.6 | 19.0 | 19.9 | 19.9 | 17.8 | 17.6 | 17.4 |

Data as on August 31, 2021. 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. Aditya Khemani is the Fund Manager for equity component since 6-Sep-2019 and Mr. Abhiroop Mukherjee is the Fund Manager for debt component since inception.

For Performance of other schemes managed by the fund managers, kindly refer to factsheet: <https://www.motilaloswalmf.com/downloads/mutual-fund/Factsheet>

Fund Managers



For Equity Component: Mr. Aditya Khemani:

- **Rich Experience:** Mr. Aditya has overall 14 years of experience in the Indian equity markets; last 10 years in the role of a portfolio Manager.
- **Academic Background:** Prior to joining Motilal Oswal Asset Management Company Ltd., He was associated with HSBC AMC for nearly 12 years. Further, he has worked in esteemed organizations like SBI Mutual Fund, ICICI Prudential AMC and Morgan Stanley Advantage Services.
- **Academic Background:** MBA finance, IIM Lucknow and B.Com (Honors) from St. Xavier's college, Kolkata



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 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 and Motilal Oswal Equity Hybrid Fund, Motilal Oswal 5 Year G-sec Fund, Motilal Oswal Asset Allocation Passive Fund of Fund – Aggressive and Motilal Oswal Asset Allocation Passive Fund of Fund -Conservative

For Performance of other schemes managed by the fund manager, kindly refer to factsheet link: <https://www.motilaloswalmf.com/downloads/mutual-fund/Factsheet>

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 -14 th , 7 th - 21 st and 14 th - 28 th | |
| | Monthly SIP | Any day of the month except 29 th , 30 th or 31 st | |
| | Quarterly SIP | Any day each quarter (Jan, Apr, Jul, Oct) 29 th , 30 th or 31 st | Rs. 1,500 and in multiples of Re.500/- thereafter (Minimum Installment – 4) |
| | 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. | | |

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

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.

Product Labelling

| Name of the scheme | This product is suitable for investors who are seeking* | |
|---|--|--|
| Motilal Oswal Long Term Equity Fund (MOFLTE)(An open ended equity linked saving scheme with a statutory lock in of 3 years and tax benefit) | <ul style="list-style-type: none">• Long-term capital growth• Investment predominantly in equity and equity related instruments |  <p data-bbox="1600 649 2012 692">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 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.

BUY RIGHT SIT TIGHT

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



BUY RIGHT
SIT TIGHT