

# **Motilal Oswal Financial Services Ltd**

**Earnings Update – Q3 FY09**

**Unaudited Results**

- **Q3 FY09 Performance highlights**
- **MOFSL Financials (Consolidated)**
- **Business snapshots**
- **About us**

# Q3 FY09 Performance highlights

- Consolidated Revenue for Q3 FY09 is Rs 962 million
- Consolidated PAT for Q3 FY09 is Rs 204 million
- Average daily turnover was ~Rs 22 billion in Q3 FY09
- Motilal Oswal Securities Ltd (MOSL) increased its total client base to 527,368 in December 08
- Motilal Oswal Securities Limited (MOSL) was awarded 'The Best Franchise in Financial Services', the most coveted award in the retail and franchising industry by The Franchising World Magazine for the 2nd year in succession
- MOSL won the 2008 NASSCOM-CNBC IT User Award in the financial services category
- MOSL conducted more than 100 investor seminars across India in last 6 months, focusing on investor education and market outlook.

# Consolidated Financials

Particulars	Q3 FY09	Q2 FY09	Change	Q3 FY09	Q3 FY08	Change	9M FY09	9M FY08	Change	FY08
<i>Rs million</i>	As on Dec 31,2008	As on Sep 30,2008	(%) Q-o-Q	As on Dec 31,2008	As on Dec 31,2007	(%) Y-o-Y	As on Dec 31,2008	As on Dec 31,2007	(%) Y-o-Y	As on Mar 31,2008
Total Revenues	962	1,384	-30%	962	2,359	-59%	3,759	5,113	-26%	7,009
EBIDTA	367	549	-33%	367	884	-59%	1,438	1,905	-25%	2,696
PBT (before E & EOI)	296	431	-31%	296	808	-63%	1,132	1,737	-35%	2,398
PAT (before E & EOI)	204	271	-25%	204	537	-62%	738	1,119	-34%	1,561
PAT (after E & EOI)	204	271	-25%	204	537	-62%	738	1,264	-42%	1,706
EPS - Basic (before E & EOI)	1.44	1.91		1.44	3.78		5.19	8.38		11.51
EPS - Diluted (before E & EOI)	1.44	1.91		1.44	3.74		5.19	8.30		11.42
No.of shares outstanding (million)-FV Rs 1/share	142.02	142.02		142.02	142.02		142.02	142.02		142.02

E & EOI = Exceptional items & Extraordinary items

- Total revenue at Rs 962 million for Q3 FY09 was down 30% as compared to Q2 FY09 and down 59% as compared to Q3 FY08
- EBIDTA at Rs 367 million for Q3 FY09 was down 33% as compared to Q2 FY09 and down 59% as compared to Q3 FY08
- PAT at Rs 204 million for Q3 FY09 was down 25% as compared to Q2 FY09 and down 62% as compared to Q3 FY08

# Revenue composition

Particulars <i>Rs million</i>	Q3 FY09	Q2 FY09	Change (%) Q-o-Q	Q3 FY09	Q3 FY08	Change (%) Y-o-Y	9M FY09	9M FY08	Change (%) Y-o-Y	FY08
	As on Dec 31,2008	As on Sep 30,2008		As on Dec 31,2008	As on Dec 31,2007		As on Dec 31,2008	As on Dec 31,2007		As on Mar 31,2008
Brokerage & operating income	694	959	-28%	694	1,956	-65%	2,657	4,246	-37%	5,621
Investment banking fees	10	165	-94%	10	158	-94%	358	420	-15%	628
Fund based income	184	201	-8%	184	161	15%	515	269	91%	365
Asset Management Fees	50	51	-3%	50	75	-34%	158	137	15%	284
Other income	24	8	214%	24	10	152%	70	41	70%	111
<b>Total Revenues</b>	<b>962</b>	<b>1,384</b>	<b>-30%</b>	<b>962</b>	<b>2,359</b>	<b>-59%</b>	<b>3,759</b>	<b>5,113</b>	<b>-26%</b>	<b>7,009</b>

- Asset management fees were down 3% to Rs 50 million as compared to the previous quarter and down 34% as compared to last year
- Broking related revenues were down 28% to Rs 694 million as compared to the previous quarter and down 65% as compared to last year
- Investment banking advisory fees were down 94% to Rs 10 million as compared to the previous quarter and down 94% as compared to last year
- Fund based income was down 8% at Rs 184 million as compared to the previous quarter and up 15% as compared to last year
- Loan book as of December 2008 was Rs 2.04 billion

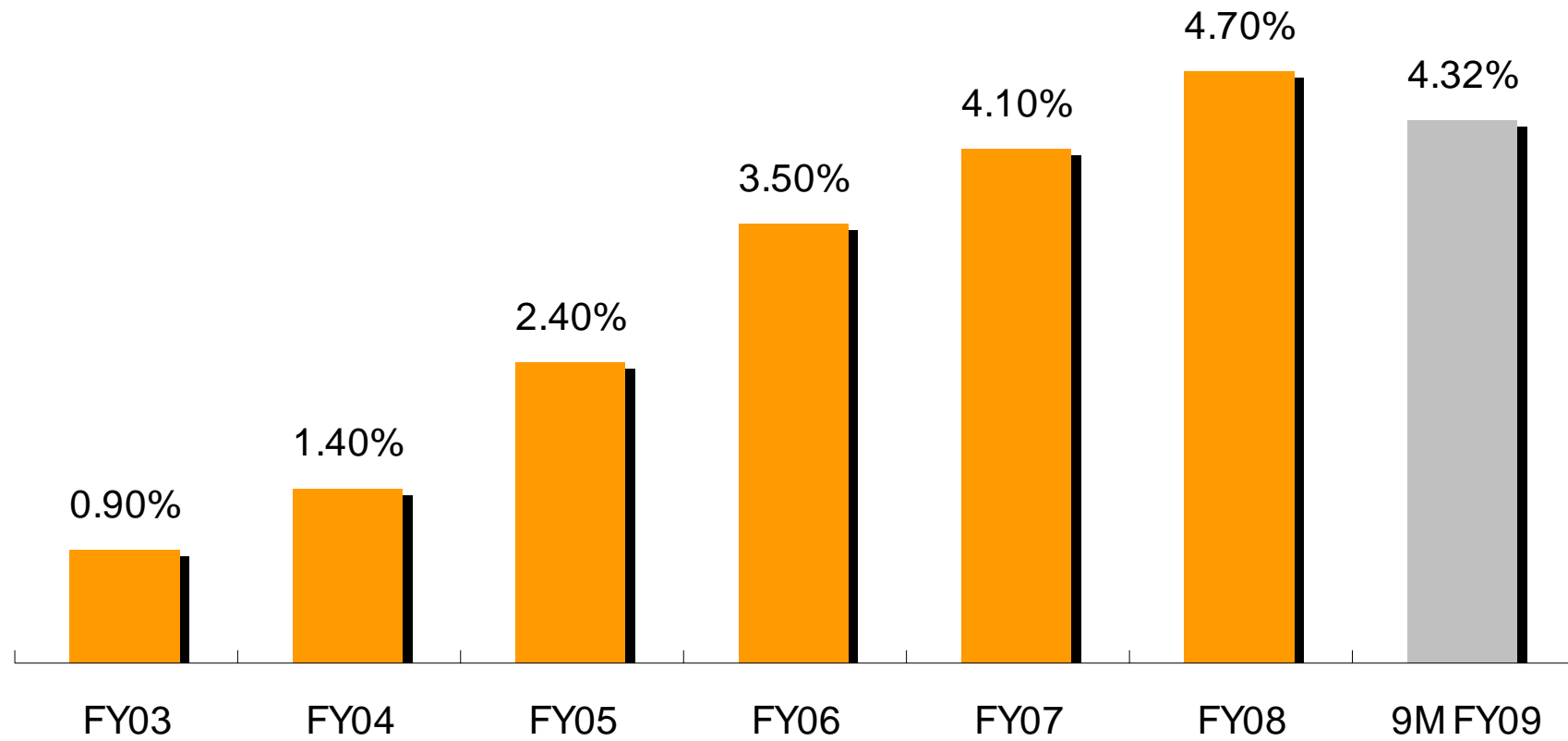
# Business Snapshot

## Broking & Distribution, Wealth Management & Institutional Broking

Particulars	Q3 FY09	Q2 FY09	Change (%) Q-o-Q	Q3 FY09	Q3 FY08	Change (%) Y-o-Y	9M FY09	9M FY08	Change (%) Y-o-Y	FY08
	As on Dec 31,2008	As on Sep 30,2008		As on Dec 31,2008	As on Dec 31,2007		As on Dec 31,2008	As on Dec 31,2007		As on Mar 31,2008
Total Revenues	778	1,019	-24%	778	2,091	-63%	2,880	4,456	-35%	6,006
EBIDTA	231	269	-14%	231	732	-68%	799	1,521	-47%	2,108
PBT (before E & EOI)	172	190	-9%	172	670	-74%	570	1,376	-59%	1,849
PAT (before E & EOI)	120	123	-3%	120	453	-74%	385	909	-58%	1,236
PAT (after E & EOI)	120	123	-3%	120	453	-74%	385	1,054	-63%	1,382

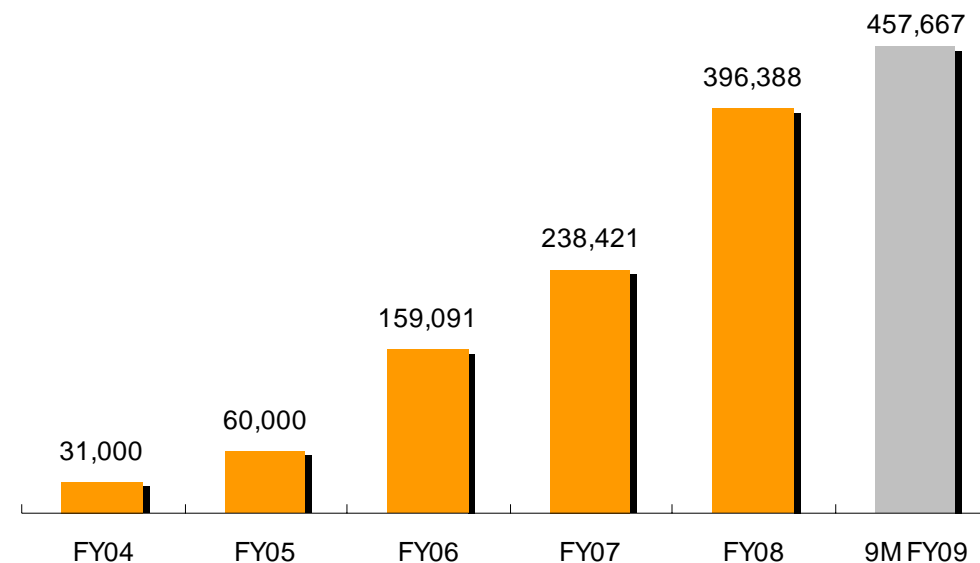
E & EOI = Exceptional items & Extraordinary items

- Revenue down 24% to Rs 778 million as compared to the previous quarter and down 63% as compared to last year
- PAT down 3% to Rs 120 million as compared to the previous quarter and down 74% as compared to last year
- Market Share in 9MFY09 was 4.32%
- Total client base increased to 527,368 in Q3 FY09
- Total number of outlets was 1,428 across 512 cities
- PMS AUM was Rs 5.04 billion as on December 2008

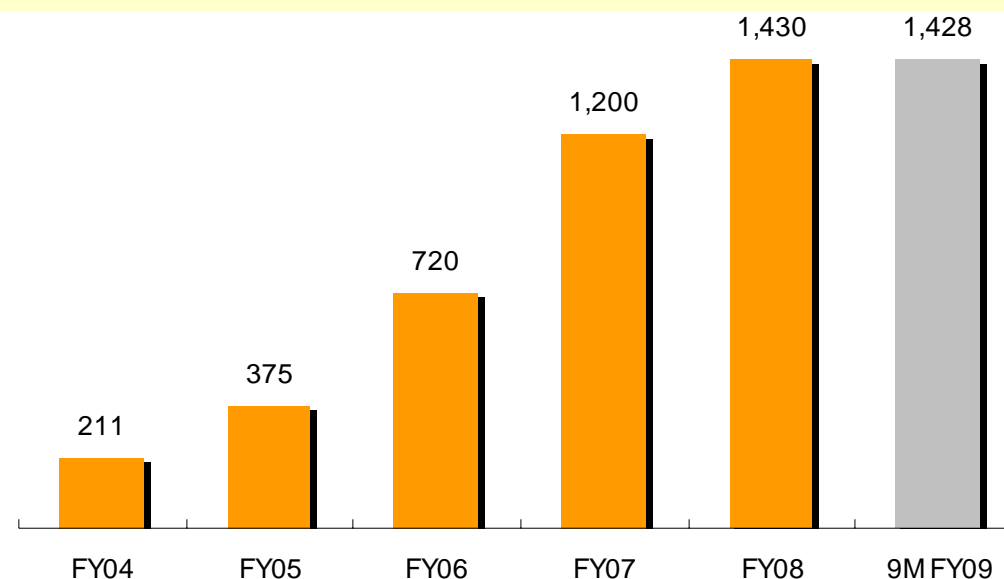


- MOFSL offers customized investment management services to its retail customers
  - Includes planning, advisory, execution and monitoring of a range of investment products
- The 'customer first' philosophy is executed through strategic focus on:
  - Increasing distribution reach in terms of number of outlets and number of customers
  - Customer segmentation based on understanding of individual needs
  - 26,500 sq feet state of the art centralised advisory desk based in Mumbai
  - Wide bouquet of product offering (Direct equity, PMS, Mutual funds, Commodities)
- Products & services offered through physical as well online channels
- Empowered, robust franchisee model

## Retail Equity Broking Clients



## No. of Outlets



- Offers cash and derivatives broking services through MOSL to a large number of institutional clients
- Strong Corporate Access group

**Mutual Funds**

**Banks**

**Financial Institutions**

**Insurance Companies**

**FII**

**Empanelled with more than 300 Institutional Clients, including 200 FII Clients**

**Complimented by Strong Research Sales Team**

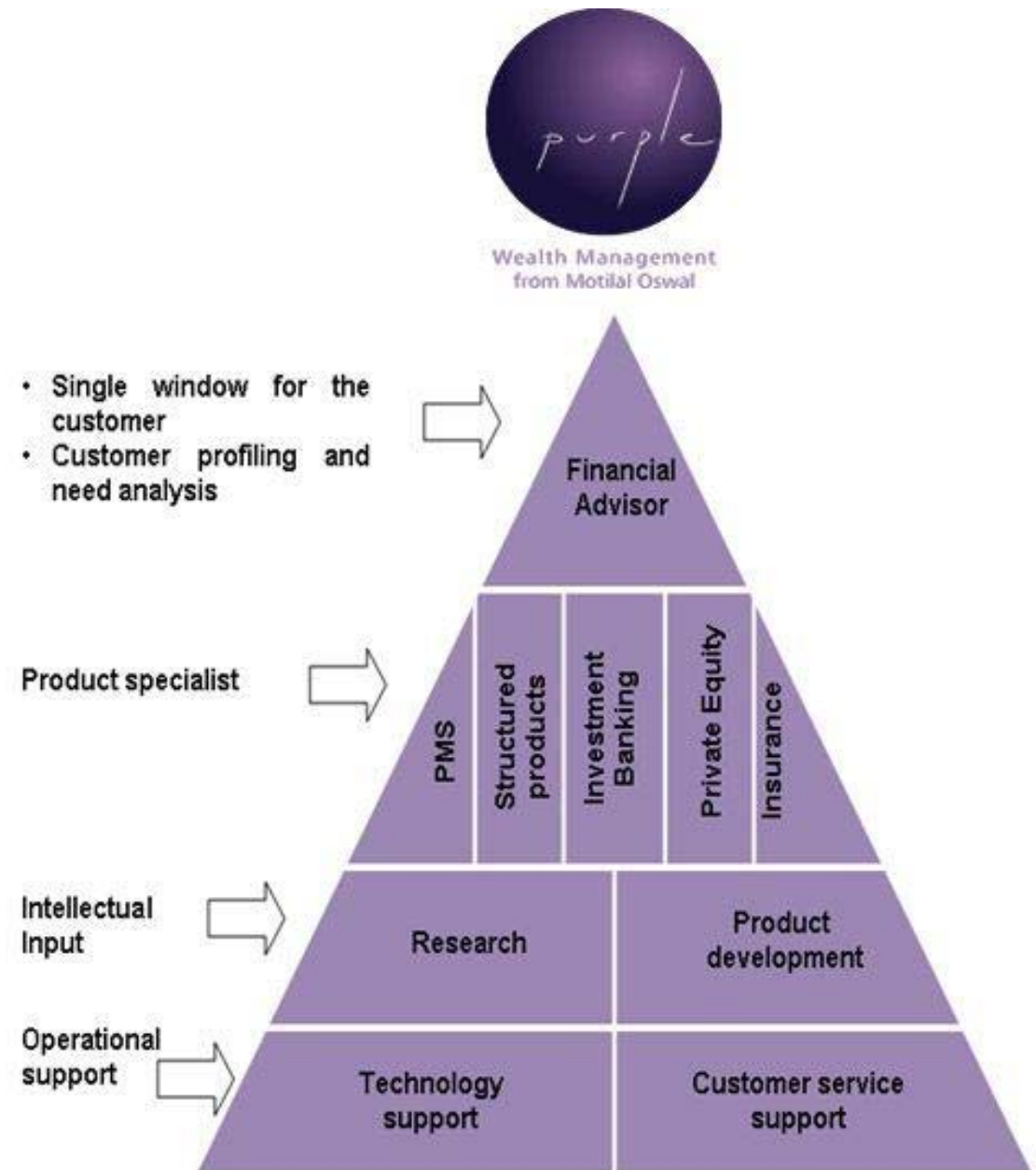
- Research teams are focused on cash equities, equity derivatives and commodities
- 23 equity research analysts covering over 228 companies in 27 sectors and 2 analysts covering 30 commodities
- The Asiamoney brokers poll has consistently recognized and rewarded the research team in various categories
- Our institutional sales team has significant research experience

**ASIAMONEY**

**2006 & 2007**

Best Sales Person for Indian Equities

- Addresses the wealth management needs of mass affluent and HNI customer base
- Focus on advisory and product mix that leads to Client Profitability
- Representative office in Dubai to tap offshore business
- Multi-disciplinary approach involving various elements of investment banking alongside private banking disciplines
- 3D Focal engagement strategy thereby consolidating clients needs across personal, family and business arena
- Diversified solution management to cater to unique needs of clients



Particulars <i>Rs million</i>	Q3 FY09	Q2 FY09	Change (%) Q-o-Q	Q3 FY09	Q3 FY08	Change (%) Y-o-Y	9M FY09	9M FY08	Change (%) Y-o-Y	FY08
	As on Dec 31,2008	As on Sep 30,2008		As on Dec 31,2008	As on Dec 31,2007		As on Dec 31,2008	As on Dec 31,2007		As on Mar 31,2008
Total Revenues	24	22	8%	24	25	-3%	68	39	75%	86
EBIDTA	(1)	6	-120%	(1)	11	-111%	11	16	-33%	36
PBT (before E & EOI)	(1)	6	-125%	(1)	11	-114%	10	15	-33%	35
PAT (before E & EOI)	(1)	4	-131%	(1)	7	-117%	6	10	-38%	23
PAT (after E & EOI)	(1)	4	-131%	(1)	7	-117%	6	10	-38%	23

E & EOI = Exceptional items & Extraordinary items

- MOPE has a unique positioning in every aspect of the private equity process, drawing upon the strengths of the group in both research and its pan-India network. MOPE also acts as an advisor and mentor to investee companies and leverages the relationships of the Motilal Oswal group for the benefit of these companies.
- “India Business Excellence Fund” has deployed / committed ~50% of the corpus of USD 125 million across 8 deals.

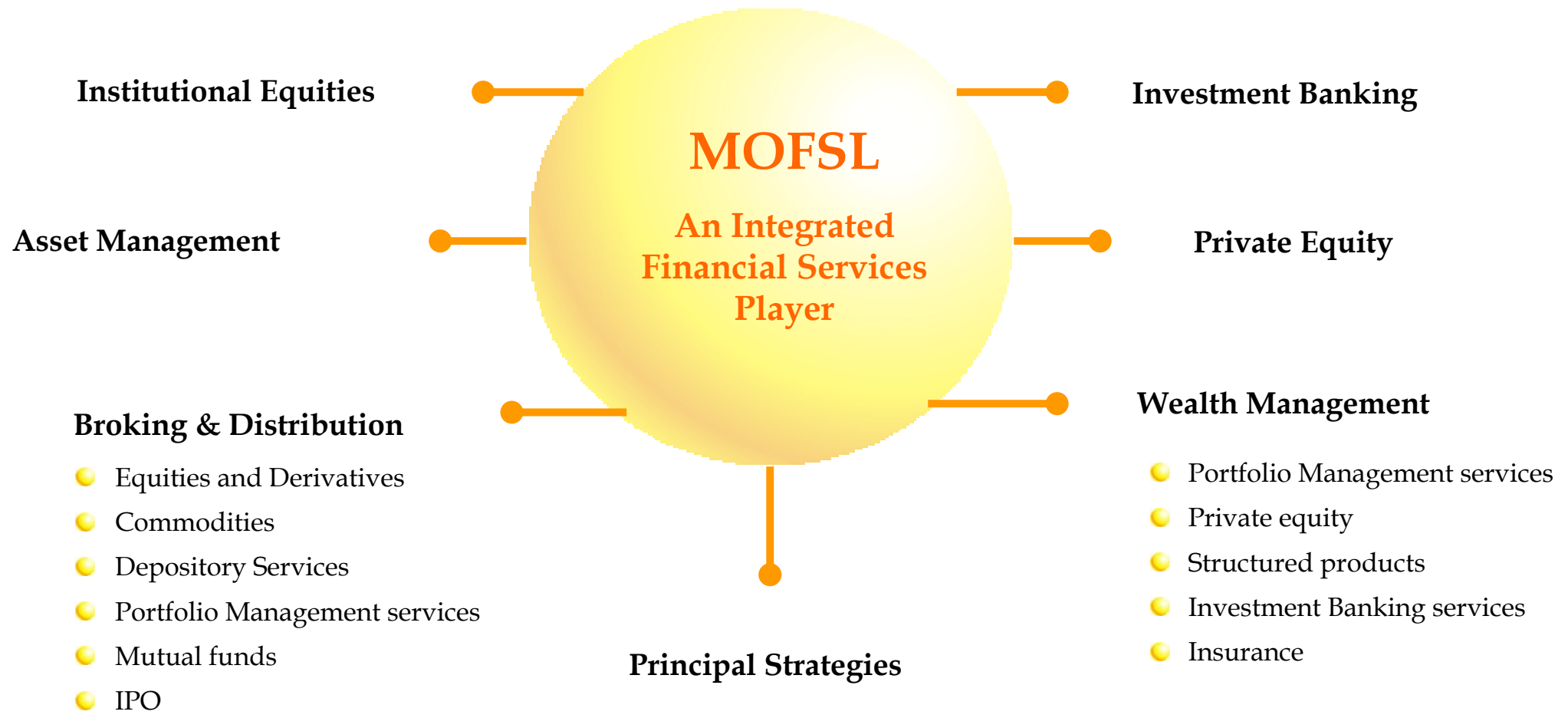
Particulars	Q3 FY09	Q2 FY09	Change	Q3 FY09	Q3 FY08	Change	9M FY09	9M FY08	Change	FY08
<i>Rs million</i>	As on Dec 31,2008	As on Sep 30,2008	(%) Q-o-Q	As on Dec 31,2008	As on Dec 31,2007	(%) Y-o-Y	As on Dec 31,2008	As on Dec 31,2007	(%) Y-o-Y	As on Mar 31,2008
Total Revenues	14	169	-92%	14	164	-92%	372	429	-13%	637
EBIDTA	(8)	90	-109%	(8)	60	-113%	177	208	-15%	274
PBT (before E & EOI)	(8)	89	-109%	(8)	60	-113%	176	207	-15%	273
PAT (before E & EOI)	(5)	60	-108%	(5)	41	-111%	120	138	-13%	182
PAT (after E & EOI)	(5)	60	-108%	(5)	41	-111%	120	138	-13%	182

E & EOI = Exceptional items & Extraordinary items

- Management team comprising 28 professionals having substantial experience in investment banking, corporate banking and advisory work
- Presence in 3 cities – Mumbai, Delhi and Hyderabad



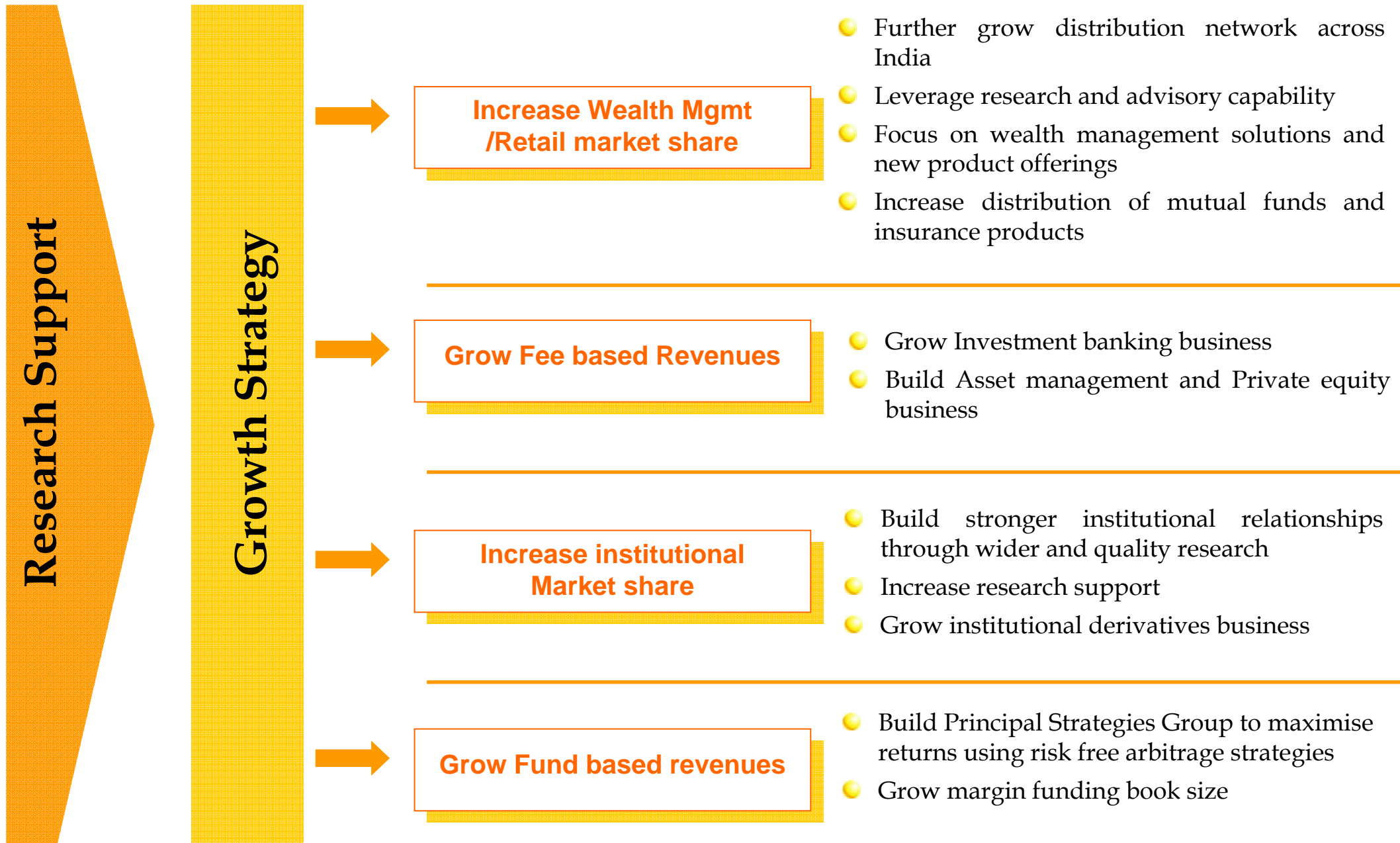
# About Us





## Our Values

Integrity	A company honoring commitment with highest ethical and business practices
Team work	Attaining goals collectively and collaboratively
Meritocracy	Performance gets differentiated, recognised and rewarded in an apolitical environment
Passion & Attitude	High energy and self motivated with a " do it" attitude and entrepreneurial spirit
Excellence in Execution	Time bound results within the framework of the company's value system

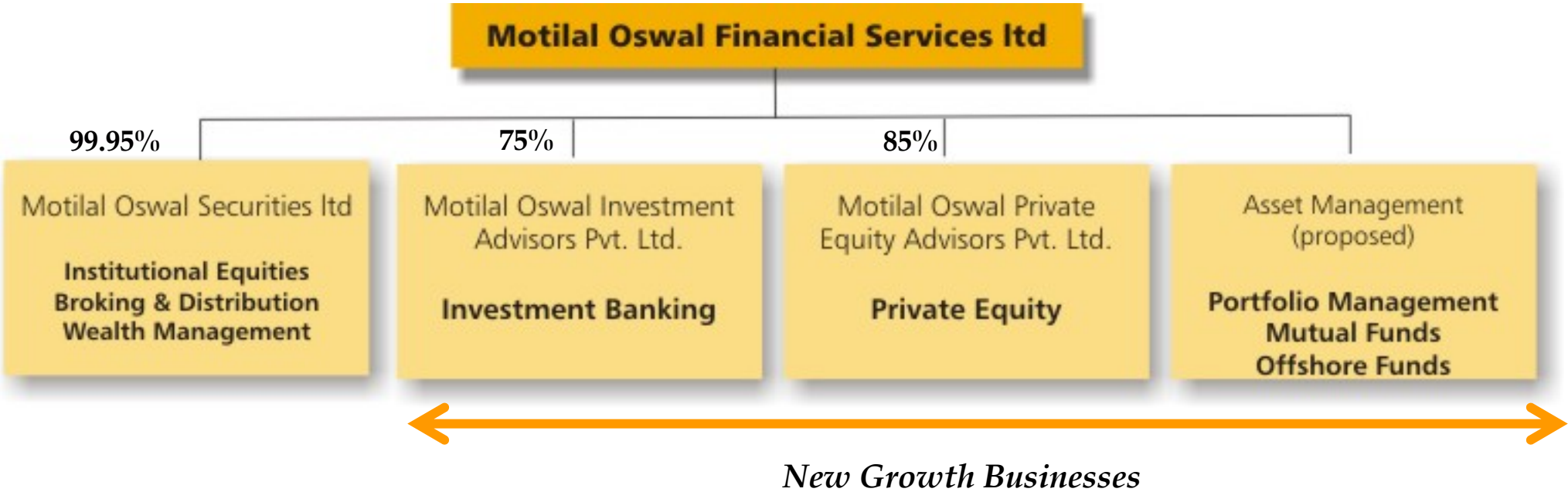


# Group Profile and Structure



**Motilal Oswal Financial Services Ltd. (MOFSL)** is a well-diversified, financial services company offering a range of financial products and services, focused on wealth creation for all its customers, such as institutional and corporate clients, HNI and retail customers.

Motilal Oswal Financial Services Ltd. straddles a spectrum of businesses in the financial services space. These businesses include Broking & Distribution, Institutional Equities, Asset Management, Wealth Management, Investment Banking, Private Equity Business and Principal Strategies.



# Strong Distribution Network – Physical and Online



- PAN India network with presence in over 512 cities/ towns comprising 1,428 business locations (own as well as franchisees)
- Extensive distribution network providing opportunities to cross-sell products and services, particularly as we diversify into new business streams
- Physical distribution supplemented by on line channel
- MOFSL has entered into a strategic alliance with State Bank of India (SBI) and IDBI Bank, to offer online brokerage services to the retail banking clients

# Award Winning Research and Sales Teams

## Focused Research Team

- Strong research team comprising 23 equity research analysts covering over 228 companies in 27 sectors and 2 analysts covering 30 commodities
- Most analysts have three years or more of research experience (1)
- Focused on cash equities, equity derivatives and commodities and services all our business segments

## Strong Sales and Dealing Team

- Research supported by an extremely strong sales trading team comprising of qualified professionals
- Each member of institutional sales team has significant research experience
- One of our institutional sales persons was rated as the best sales person for Indian equities (Asiamoney 2006 & 2007)

2004

**ASIAMONEY**

Best Local Brokerage in India - Overall (Rank - 2)

Most Independent Research Brokerage - Hedge Funds - (Rank -2)

2005

**ASIAMONEY**

Best Local Brokerage in India - Overall (Rank - 1)

Overall Country Research - Hedge Funds - (Rank - 1)

Most Independent Research Brokerage - Overall - (Rank -1)

Most Independent Research Brokerage-Hedge Funds- (Rank -1)

2006

**ASIAMONEY**

Best Local Brokerage in India - Overall (Rank - 2)

Overall Country Research - Hedge Funds (Rank - 2)

Most Independent Research Brokerage - Overall (Rank - 2)

Most Independent Research Brokerage - Hedge Funds (Rank - 1)

2007

**ASIAMONEY**

Best Overall Country Research - Brokerage

Best Strategy - Local Brokerage

Best Research for Banks - Local Brokerage

Most Independent Research - Local Brokerage

Most Independent Research - Mega Fund

Most Independent Research - Hedge Funds

Best Local Brokerage - Hedge Funds

Best Sales Services - Local Brokerage

Best Sales Services - Mega Funds

Best Events and Conferences - Local Brokerage

Best Sales Person - Jayesh Parekh

- New products and services offered to changing needs of the market
- Management Team: Highly experienced and passionate
- Reach: Wide network spread across 512 cities and towns comprising 1,428 business locations complemented by online platform
- Research: Creating value for customers across all our business segments.
- PAT growth @ 40% CAGR from the last peak in FY 2000 to FY 2008

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## Thank You

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## **INVESTOR UPDATE**

### **Motilal Oswal Financial Services reports net profits at Rs 204 million**

**Mumbai, January 13, 2009:** Motilal Oswal Financial Services (MOFSL), a leading financial services company, announced its quarterly results for Q3 FY 2009 post approval by the Board of Directors at a meeting held in Mumbai on January 13, 2008.

MOFSL got listed on Indian stock exchanges following its IPO in August 2007.

#### **Performance Highlights**

<b>Rs. Million</b>	<b>Q3 FY 2009</b>	<b>Comparison (Q2 FY 2009)</b>	<b>Comparison (Q3 FY 2008)</b>	<b>9M FY 2009</b>	<b>Comparison (9M FY 2008)</b>
<b>Total Revenues</b>	<b>962</b>	<b>↓ 30%</b>	<b>↓ 59%</b>	<b>3,759</b>	<b>↓ 26%</b>
<b>EBIDTA</b>	<b>367</b>	<b>↓ 33%</b>	<b>↓ 59%</b>	<b>1,438</b>	<b>↓ 25%</b>
<b>PAT</b>	<b>204</b>	<b>↓ 25%</b>	<b>↓ 62%</b>	<b>738</b>	<b>↓ 34%</b>
<b>EPS- Rs (FV Re 1)</b>	<b>1.44</b>			<b>5.19</b>	

#### **Results for the Q3 FY 2009**

For Q3 ended December 2008, the company achieved an income of Rs 962 million, a decline of 30% over the previous quarter and a decline of 59% over the corresponding period of the previous year. Profit after tax was Rs 204 million, a drop of 25% as compared to previous quarter and a decline of 62% as compared to the corresponding period of the previous year.

**Speaking on the performance of the company, Mr. Motilal Oswal, CMD said.** “The past few months have been a roller coaster ride and presented a true test for the capital markets – indices tested new lows post a sharp correction in October and began to gradually gain strength towards the end of the quarter. Investors are experiencing market conditions that are as difficult as I have seen in a very long time and that test anyone's resolve and confidence.

These are indeed challenging times and a true test for the strength of businesses as well. Our focus has remained right where it belongs – helping our clients navigate through this storm. Our operating discipline, focus on optimizing resources and the contributions of our dedicated employees have helped us maintain that focus and deliver sound results in challenging times.

We have also used this opportunity for building the newer businesses like asset management and private equity. Investment banking business registered lower revenues due to delay in closure of some mandated projects.”

## **Business highlights for Q3 FY 2009**

- For the period ended Dec 2008, the customer base increased to 527,368.
- Retail distribution has its reach through 1,428 outlets across 512 cities.
- Motilal Oswal Securities Limited (MOSL) won the 2008 NASSCOM-CNBC IT User Award for the financial services category.
- MOSL was also awarded 'The Best Franchise in Financial Services', the most coveted award in the retail and franchising industry by The Franchising World Magazine for the second year in succession

## **About Motilal Oswal Financial Services Limited.**

Motilal Oswal Financial Services Ltd. (NSE :MOTILALOFSL, BSE :532892, BLOOMBERG : MOFS IN) is a well-diversified, financial services company focused on wealth creation for all its customers, such as institutional, corporate, HNI and retail. Its services and product offerings include wealth management, retail broking and distribution, institutional broking, asset management, investment banking, private equity, commodity broking and principal strategies. The company distributes these products through 1,428 business locations spread across 512 cities and the online channel to over 527,368 registered customers. MOFSL has strong research capabilities, which enables them to identify market trends and stocks with high growth potential, facilitating clients to take well-informed and timely decisions. MOFSL has been ranked the Best Local Brokerage 2005, Most Independent Research - Local Brokerage 2006 and Best Overall Country Research - Local Brokerage 2007 in the Asia Money Brokerage Polls for India.

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**CONSOLIDATED UNAUDITED FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER 2008**

(Rs. In Laacs)

Particulars	Quarter Ended			Nine Months Ended		Year Ended
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
	31.12.2008	31.12.2007	30.09.2008	31.12.2008	31.12.2007	31.03.2008
1. (a) Income from Operations	8,757	22,864	13,242	35,068	49,404	66,967
(b) Other Operating Income	679	634	602	2,001	1,318	2,018
2. Expenditure						
a. Operating Cost	1,960	6,781	2,822	7,795	13,047	17,691
b. Employees cost	2,457	5,688	3,632	10,233	13,867	17,640
c. Depreciation	474	378	446	1,406	972	1,485
d. Other expenditure	1,537	2,278	1,898	5,181	5,166	7,801
e. Total	6,428	15,125	8,798	24,615	33,052	44,617
<b>3. Profit from Operations before Other Income, Interest &amp; Exceptional Items (1-2)</b>	<b>3,008</b>	<b>8,373</b>	<b>5,046</b>	<b>12,454</b>	<b>17,670</b>	<b>24,368</b>
4. Other Income	184	95	(6)	516	412	1,105
5. Profit before Interest & Exceptional Items (3+4)	3,192	8,468	5,040	12,970	18,082	25,473
6. Interest	232	390	727	1,651	712	1,490
7. Profit after Interest but before Exceptional Items (5-6)	2,960	8,078	4,313	11,319	17,370	23,983
8. Exceptional Items	-	-	-	-	-	-
<b>9. Profit / (Loss) from Ordinary Activities before tax (7+8)</b>	<b>2,960</b>	<b>8,078</b>	<b>4,313</b>	<b>11,319</b>	<b>17,370</b>	<b>23,983</b>
10. Tax expense	931	2,603	1,445	3,629	5,836	7,880
11. Net Profit / (Loss) from Ordinary Activities after tax but before minority interests (9-10)	2,029	5,475	2,868	7,690	11,534	16,103
12. Share of minority interests in profits	13	(103)	(157)	(313)	(348)	(495)
<b>13. Net Profit from Ordinary Activities after tax and Minority Interests (11-12)</b>	<b>2,042</b>	<b>5,372</b>	<b>2,711</b>	<b>7,377</b>	<b>11,186</b>	<b>15,608</b>
14. Extraordinary Items - Income/(Expenditure) (net of tax expense)	-	-	-	-	1,454	1,454
15. Net Profit After Extraordinary items & Tax (PAT) (13-14)	2,042	5,372	2,711	7,377	12,640	17,062
16. Paid-up equity share capital (Face Value of Re. 1/- Per Share)	1,420	1,420	1,420	1,420	1,420	1,420
17. Reserves excluding Revaluation Reserves as per balance sheet of previous accounting year						69,482
<b>18. Earnings Per Share (EPS)</b>						
a) Basic EPS before Extraordinary items	1.44	3.78	1.91	5.19	8.38	11.51
b) Diluted EPS before Extraordinary items	1.44	3.74	1.91	5.19	8.30	11.42
c) Basic EPS after Extraordinary items	1.44	3.78	1.91	5.19	9.47	12.58
d) Diluted EPS after Extraordinary items	1.44	3.74	1.91	5.19	9.37	12.48
19. Dividend Per Share (Face Value Rs. 5 each)	-	-	-	-	-	4.00
20. Public shareholding						
- Number of shares	42,081,477	42,080,500	42,080,500	42,081,477	42,080,500	42,080,500
- Percentage of shareholding	29.63%	29.63%	29.63%	29.63%	29.63%	29.63%

Notes: -

- The above results were reviewed by the Audit Committee and taken on record by the Board of Directors of the Company at its Meeting held on Tuesday, 13th January, 2009. The results for the quarter and nine months ended 31st December, 2008 have been reviewed by the Statutory Auditors of the Company in accordance with the Standard on Review Engagement (SRE) 2400, *Engagements to Review Financial Statements* issued by the Institute of Chartered Accountants of India.
- Out of the issue proceeds of Rs. 24,607 lacs, the Company has utilized an amount of Rs. 22,844 lacs as per the Objects of the Issue and the unutilised amount is invested in Mutual Funds.
- The consolidated results of the Company include the results of the subsidiaries – Motilal Oswal Securities Limited (99.95%), Motilal Oswal Investment Advisors Private Limited (75%), Motilal Oswal Private Equity Advisors Private Limited (85%), Motilal Oswal Commodities Broker Private Limited (97.55%), Motilal Oswal Capital Markets Private Limited (100%) and Antop Traders Private Limited (100%)
- Net Profit After extraordinary items & Tax (PAT) of the corresponding previous nine-months period is not comparable with the current nine-months period to the extent of extraordinary gains of Rs. 1467 lacs (net of tax) on sale of shares of Bombay Stock Exchange Ltd & non-compete fees paid of Rs. 13 lacs (net of tax).
- The previous financial quarter /nine-months/year figures have been regrouped/rearranged wherever necessary to make them comparable.
- Information on investor complaints pursuant to Clause 41 of the Listing Agreement for the quarter ended 31st December, 2008.

	Opening balance	Additions	Disposal	Closing balance
Number of complaints	NIL	8	8	NIL

7) As per Clause 41 of the Listing Agreement, the standalone results will be available on the Company's website www.motilaloswal.com.

**CONSOLIDATED UNAUDITED SEGMENT REPORTING FOR THE QUARTER AND NINE MONTHS ENDED 31ST DECEMBER 2008**

Particulars	Quarter Ended			Nine Months Ended		Year Ended
	Unaudited	Unaudited	Unaudited	Unaudited	Unaudited	Audited
	31.12.2008	31.12.2007	30.09.2008	31.12.2008	31.12.2007	31.03.2008
1. Segment Revenue						
(a) Equity Broking & Other related activities	7,631	20,951	10,251	28,543	44,399	59,368
(b) Financing & Other activities	1,449	1,167	1,918	4,725	2,203	3,558
(c) Investment Banking	100	1,617	1,653	3,578	4,237	6,282
(d) Unallocated	557	335	361	1,493	976	2,159
Total	9,737	24,070	14,183	38,339	51,815	71,367
Less: Inter Segment Revenue	117	477	345	754	681	1,277
<b>Income From Operations, Other Operating income &amp; Other Income</b>	<b>9,620</b>	<b>23,593</b>	<b>13,838</b>	<b>37,585</b>	<b>51,134</b>	<b>70,090</b>
2. Segment Results Profit / (Loss) before tax and interest from Each segment)						
(a) Equity Broking & Other related activities	1,705	6,995	2,314	6,358	14,092	17,786
(b) Financing & Other activities	1,303	678	1,416	3,675	1,452	2,335
(c) Investment Banking	(117)	581	861	1,627	2,019	3,592
(d) Unallocated	210	84	88	617	339	1,314
Total	3,101	8,338	4,679	12,277	17,902	25,027
Less: (i) Interest	141	260	366	958	532	1,044
(ii) Other Un-allocable Expenditure net off						
(iii) Un-allocable income						
<b>Profit(Loss ) from Ordinary Activities before Tax</b>	<b>2,960</b>	<b>8,078</b>	<b>4,313</b>	<b>11,319</b>	<b>17,370</b>	<b>23,983</b>
<b>3. Capital Employed</b>						
<b>(Segment assets – Segment Liabilities)</b>						
(a) Equity Broking & Other related activities	28,028	36,010	29,756	28,028	36,010	25,893
(b) Financing & Other activities	43,750	40,334	43,103	43,750	40,334	39,854
(c) Investment Banking	748	(14)	2,076	748	(14)	(1,348)
(d) Unallocated	7,267	(6,253)	2,828	7,267	(6,253)	7,303
<b>Total</b>	<b>79,793</b>	<b>70,077</b>	<b>77,763</b>	<b>79,793</b>	<b>70,077</b>	<b>71,702</b>

**Note on Segment Information**

The above Segment information is presented on the basis of the unaudited consolidated financial statements. The company's operations predominantly relate to equity broking and related activities, financing and other activities, investment banking, commodities broking & venture capital advisory. In accordance with Accounting Standard -17 / Company (Accounting Standards) Rules, 2006 on segment reporting, the Company has equity broking and related activities, financing and other activities & investment banking as reportable segments. The balance is shown as unallocated Items.

On behalf of the Board of Directors  
Motilal Oswal Financial Services Limited

Motilal Oswal  
Chairman & Managing Director

Mumbai, 13th January, 2009  
investors@motilaloswal.com.