

Consumption is always ON

Introducing
Motilal Oswal Consumption Fund

An open-ended equity scheme following
consumption theme

NFO Period:
1st October to 15th October 2025



Motilal Oswal AMC

An AMC Following High Growth Investing on a High Growth Trajectory



Assets Under Management (AUM)

Our company is one of the fastest growing AMCs, managing over ₹1,59,900 Cr+ in total AUM

In Active Funds we manage ~₹90,000 Cr+, ~₹36,000 Cr+ in Passive Funds, ~₹15,000 Cr+ in PMS AUM, ~₹18,000 Cr+ in Category III AIF

Our SIP book has grown to ~₹1,400 Cr+ a ~3.6x over last year



Motilal Oswal AMC

An AMC Following High Growth Investing on a High Growth Trajectory



Valued Patrons

Investors are our brand ambassadors

We cater to ~83+ lakh unique investors, with
~100+ lakh total folios in mutual funds and
~22,700+ unique PANs in PMS and AIF segment



Skin in the Game

MOAMC has 570+ employees and we have ~8600 Cr+
AUM invested in our own funds - 'Skin in the Game'

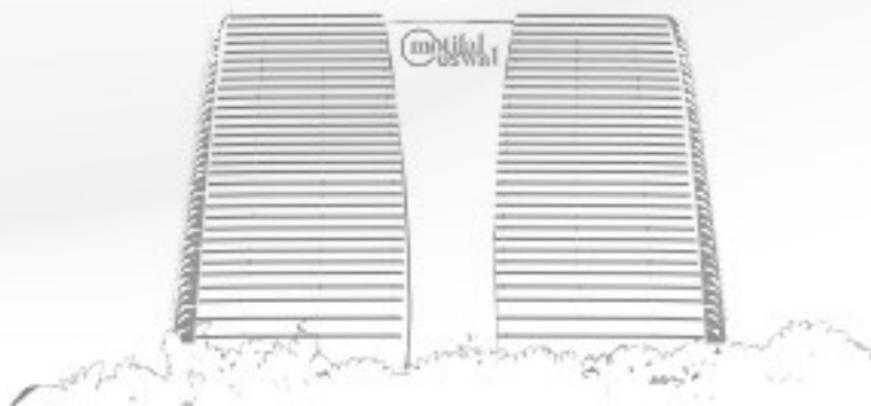


Our Network

More closer to you

Our network comprises of 49,500+ empaneled
distributors, 64 branches across India, and covering
over 90% of pin codes in India

MOAMC Ltd. (Formerly Motilal Oswal Financial Services Ltd.) is a registered investment advisor under the Investment Advisor Act of 1940, as amended. Motilal Oswal Financial Services Ltd. is also registered under the Investment Company Act of 1940, as amended, as an open-end investment company. Motilal Oswal Financial Services Ltd. is not affiliated with Motilal Oswal Securities Ltd. Motilal Oswal Financial Services Ltd. is not affiliated with Motilal Oswal Asset Management Company Ltd. Motilal Oswal Financial Services Ltd. is not affiliated with Motilal Oswal Mutual Fund. Motilal Oswal Financial Services Ltd. is not affiliated with Motilal Oswal Securities Ltd. Motilal Oswal Financial Services Ltd. is not affiliated with Motilal Oswal Asset Management Company Ltd. Motilal Oswal Financial Services Ltd. is not affiliated with Motilal Oswal Mutual Fund.



Our Track Record

Recent NFO Performance

Scheme Name	Since Inception Performance		Inception Date
	Scheme	Benchmark	
Motilal Oswal Small Cap Fund	19.68%	11.81%	26 th Dec'23
Motilal Oswal Large Cap Fund	21.78%	9.01%	6 th Feb'24
Motilal Oswal Multicap Fund	28.98%	0.98%	18 th Jun'24
Motilal Oswal Manufacturing Fund	11.73%	-1.38%	8 th Aug'24
Motilal Oswal Business Cycle Fund	25.80%	-3.86%	27 th Aug'24
Motilal Oswal Digital India Fund	1.31%	-8.78%	4 th Nov'24
Motilal Oswal Innovation Opportunities Fund	49.26%	18.48%	18 th Feb'25



Consumption

A Multi-decadal Theme

India Spends more than ₹30 Tn on Discretionary Segment



₹ Crore

A Billion Dreams; a Trillion Dollar Market

- **Luxury Car Sales Surge**

Luxury car sales grow
25-30% YoY

- **Hotel Revenue Milestone**

Hotel sector reaches
USD 281.83 Bn
in revenue

- **E-Commerce Market Size**

E-commerce
market reaches
USD 136.43 Bn

- **Insurance Market Size**

Insurance market
projected to reach
USD 807.9 Bn

- **Smartphone Revenue Peak**

Smartphone
revenue reaches
USD 48.2 Bn

- **UPI Transactions Milestone**

UPI crosses
20 Bn transactions

- **Air Conditioner Expansion**

Air conditioner market
grows at **15.6% CAGR**,
tier-2/3 cities drive

- **Alcohol Market Premiumization**

Alcohol sales estimated
at **USD 200 Bn**
premium/craft focus



India is Amongst the Largest & Fastest Growing Consumer Market

A consumer is classified as someone who spends at least \$12/day.



Consumption is a Huge Part of Our Economy

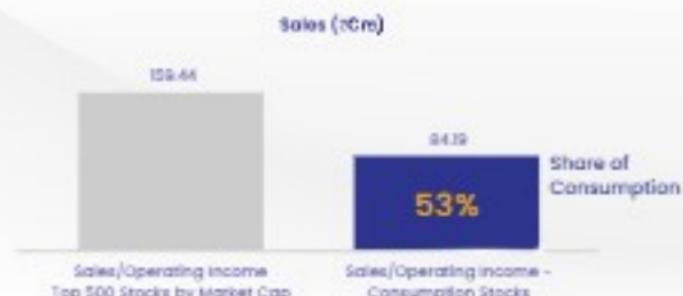
Nominal GDP FY26 (₹Lakh Crs)



Market Cap (₹Lakh Crs)



Sales (₹Cr)



Net Profit (₹Lakh Crs)







GST 2.0 - A Tailwind For Consumption Growth



Reduction from

12% to 5%

Products/Services

- ▼ Leather, Handicraft, Sports Gloves, Handmade Shawls
- ▼ Textile Products and Articles
- ▼ Footwear
- ▼ Condensed Milk, Cheese, Butter, Milk, Beverages, Pre-packaged Foods, Namkeens
- ▼ Medical Grade Oxygen, Glucometer
- ▼ Life Saving Drugs & Medicines

Reduction from

28% to 18%

Products/Services

- ▼ TV (>32 Inch), AC, Dish Washers, 3W, Motorcycles, Automobiles (Small 4W, Larger Vehicles benefit from removal of Cess)

Reduction from

18% to 5%

Products/Services

- ▼ Hair oil, Shampoo, Toothpaste, Shaving cream, Toilet soap, Ice Cream, Chocolates/Cocoa
- ▼ Insurance
- ▼ Discretionary Consumption

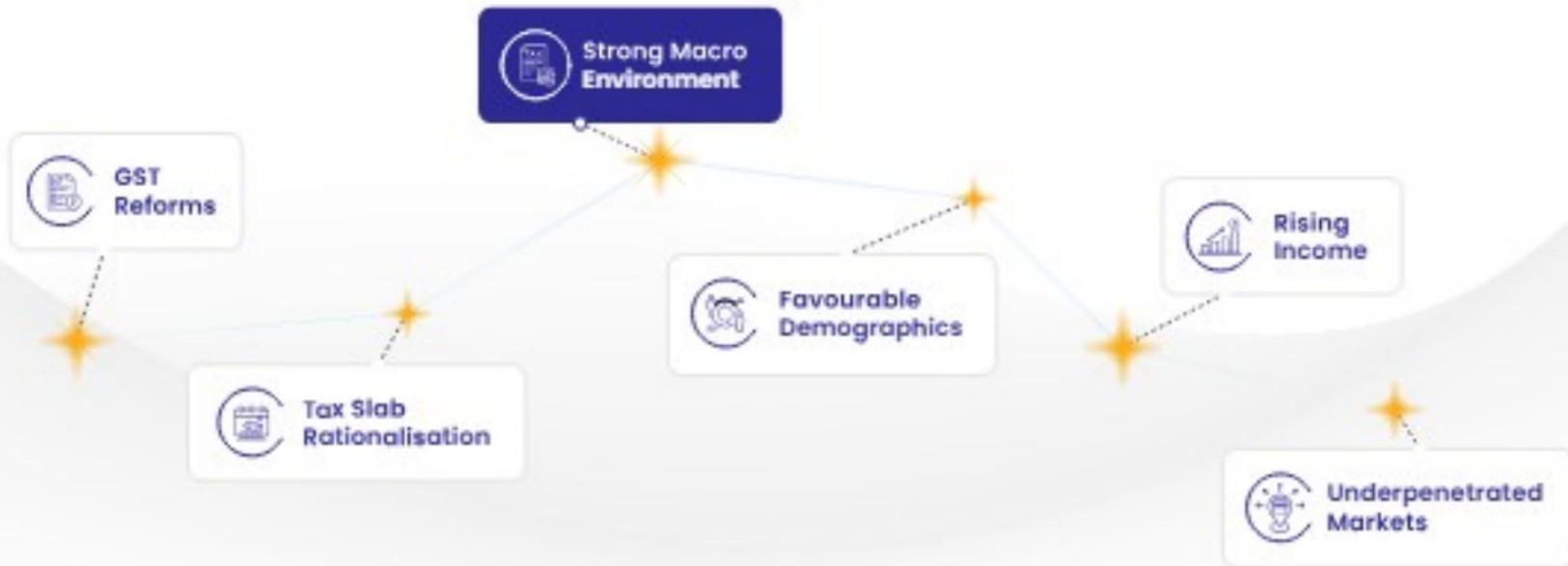
Estimated to have positive impact of 20-30 bps on GDP. Possing of Savings on GST to Consumers expected to boost consumption.



Tax Rationalisation in Union Budget

- Personal Income of upto ₹ 12 Lakh to attract no Income Tax
- Release of ~₹ 1 Lakh Crores annually by Government in the hands of consumers
- Will boost Consumer Confidence and Consumer Spending
- Upcoming 8th Pay Commission to further enhance disposable income and spending power



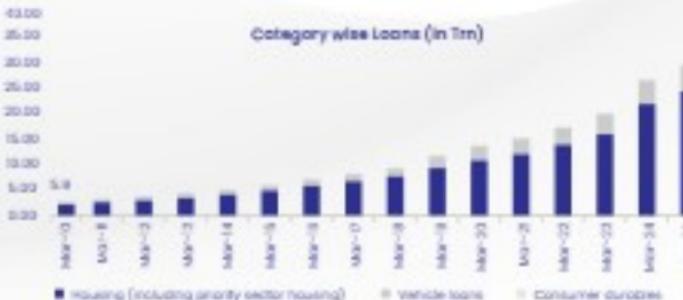


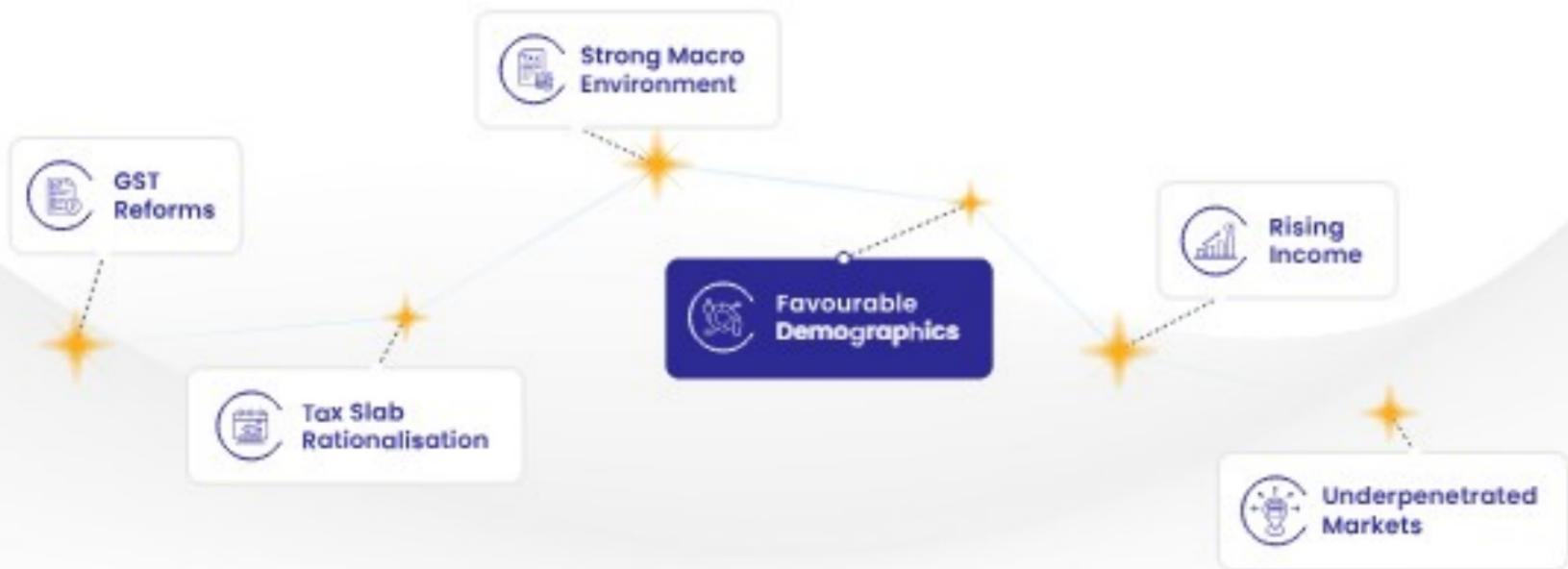
Strong Macro Environment

Monetary Policy, Contained Inflation & Good Monsoons – All Conducive to Support Growth



Inflation Levels are declining





Favourable Demographics

India on the Right Side of Demographics – High Working Age Population & Rising Women Participation in workforce – A Force Multiplier

A worker boom

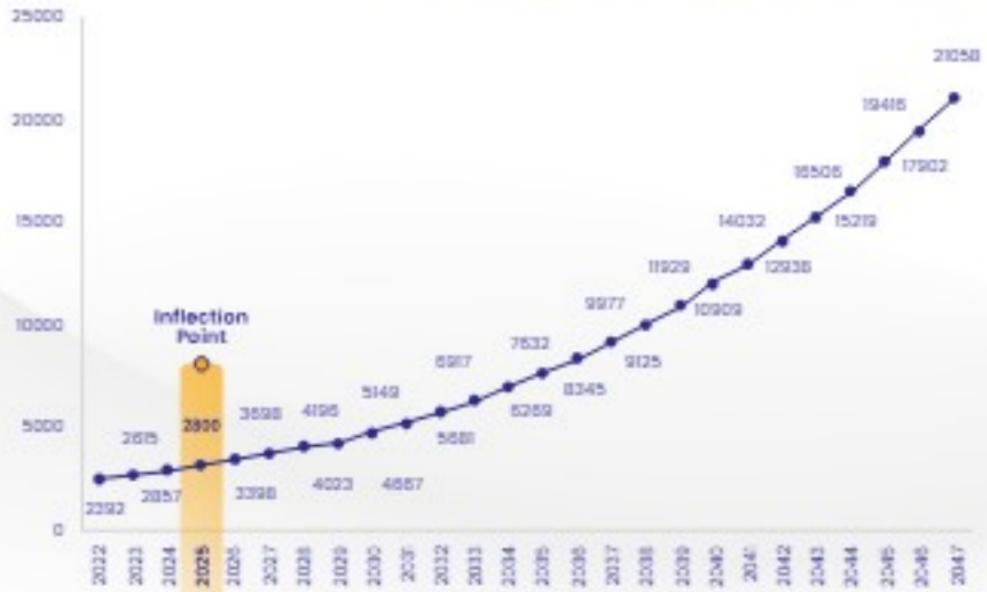
India's working-age population to total population ratio will be the highest among all large economies.



Source (Basis data): UN Population statistics 2022; WAP denotes Working age population



India's Rising Income - Augurs well for Discretionary Spending



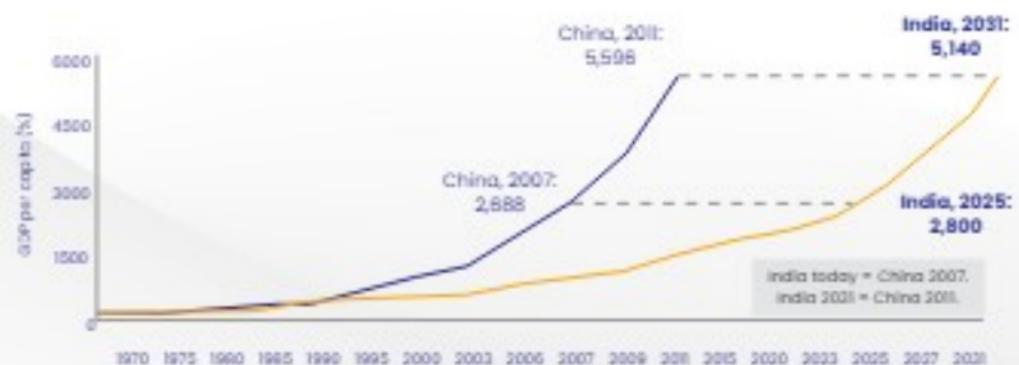
- Rising Per Capita GDP leads to rising disposable income
- First it reflects in higher discretionary spending, followed by premiumization
- It may also lead to higher access and usage of credit for consumption financing

India's Per Capita is at an Inflection Point

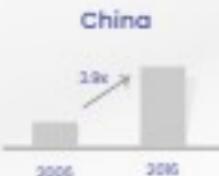
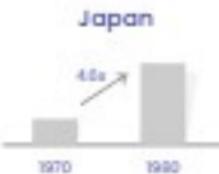
India is at where China was more than a decade ago

Per Capital GDP vs China

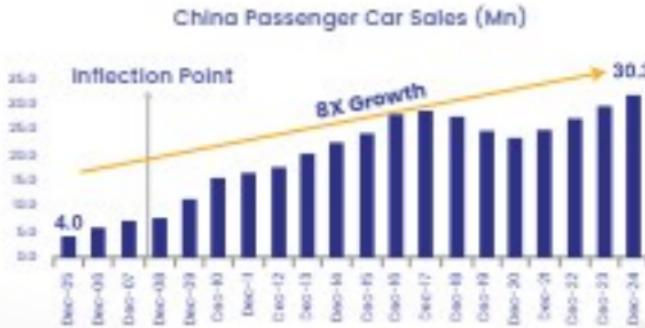
(Source: World Bank)



Path of per capita GDP



Growth Trajectory in Chinese Consumption after Inflection Point

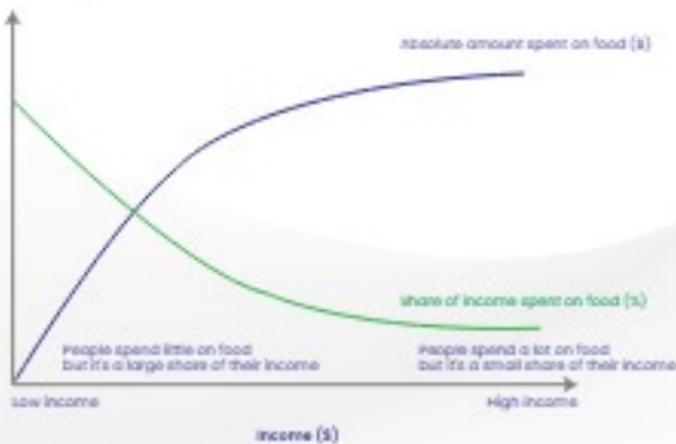


Wallet Share for Discretionary Spend is much Higher Today

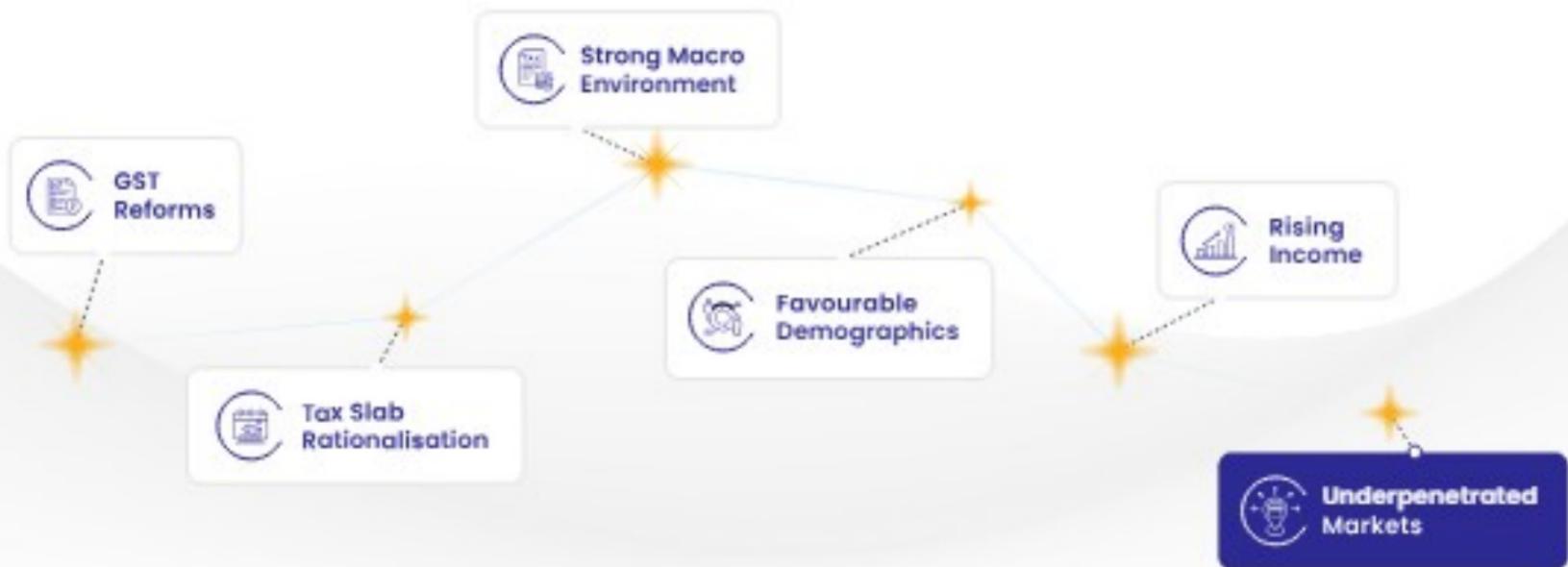
Share in Monthly Capital Per Capita Expenditure



Amount spent on food



Engel's Law: As income rises, the share of income spent on food falls – freeing up wallet for discretionary spends



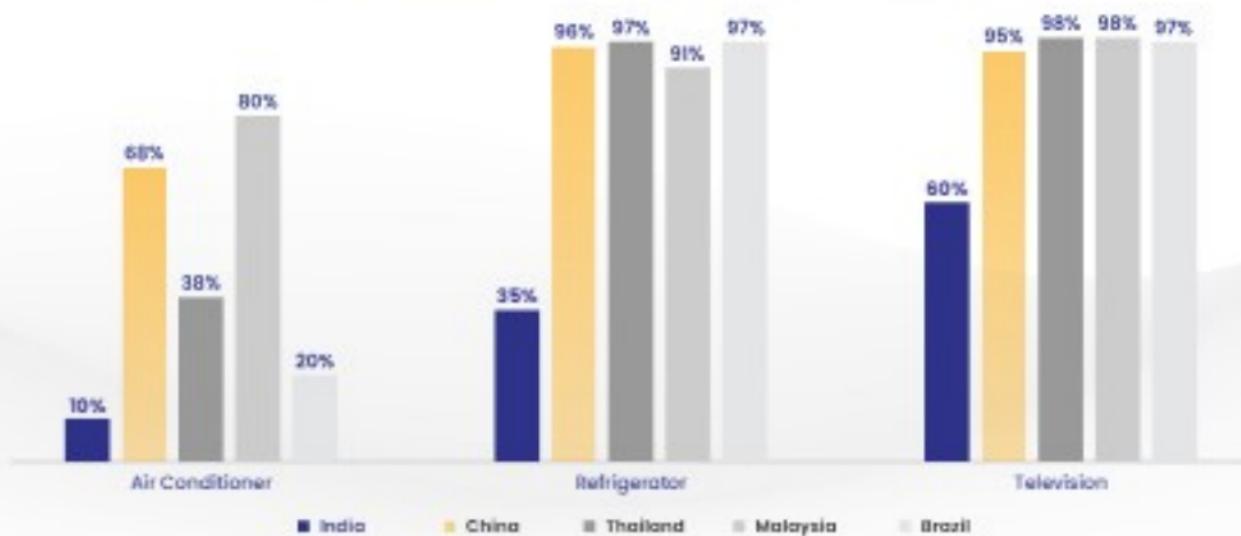
Discretionary Consumption Penetration has a Huge Gap Vs China & Developed Economies

Countries	Consumer Durables Market Size (US\$ billion)						
	FY24	FY25F	FY26F	FY27F	FY28F	FY29F	FY24-29F CAGR
China	144	153	160	167	175	184	5.0%
USA	134	138	144	150	157	165	4.3%
Japan	32	33	35	36	37	40	4.0%
Germany	26	26	27	27	29	30	3.0%
United Kingdom	24	25	25	26	27	28	3.3%
India	21	24	27	29	32	36	11.2%
Others	286	303	324	348	374	401	7.0%
World	665	700	742	789	839	894	6.1%
India's Rank	6th	6th	5th	4th	4th	4th	

A 5x growth opportunity over coming decades

Consumer Durables Penetration has a Huge Gap Vs Other Countries

Household Penetration-India vs its peers (2023)



Huge Headroom for Growth in Various Segments of Consumption

	Unit of Measure	Then	Now	Now	No. of Times(X)
		China (2007/2008)	China (2025/2024)	India (2025/2024)	India's Potential Opportunity
Annual Four-Wheeler Sales	Mn	8.79	31.44	4.3	15
Annual AC Sales	Mn	26.3	41.0	16.0	25
Annual Fridge/Refrigerator Sales	Mn	17.5	33.0	19.0	36
Annual TV Sales	Mn	30.0	44.0	25.0	37
Smartphone Sales	US\$ Bn	38.0	119.2	51.7	162
Annual Number of Travellers (Domestic)	Bn	1.6	5.8	2.9	11
Annual Hotel Room Bookings	t Lakhs Crore	1.91	6.94	2.01	7
Credit Card Holders	Mn	66.67	814.0	108.0	1318
Credit Card Transactions	Bn	3.0	45.0	5.6	84
Luxury Goods Sales	t Lakhs Crore	0.33	6.56	1.52	30
E-Commerce Sales	t Lakhs Crore	0.36	74.32	139	245

Formalisation of Credit Markets & Scope for Supporting Consumption

Credit Penetration in India Lags Behind Global Peers- High Potential for Credit Cards Usage



Consumption is Witnessing a Major Transition

Industry	Kal (Essentials)
•  Food & Beverages	Staples, Home Cooking
•  Home & Living	Basic Durables, Utilities
•  Entertainment & Leisure	Movies & Outings
•  Fashion & Personal Care	Functional Clothing & Footwear
•  Technology & Others	Limited Mobile Use
•  Automobiles	2W/3W/4W Hatchbacks
•  Finance	Walking and Seeking Credit

Consumption is Witnessing a Major Transition



Consumption is Witnessing a Major Transition

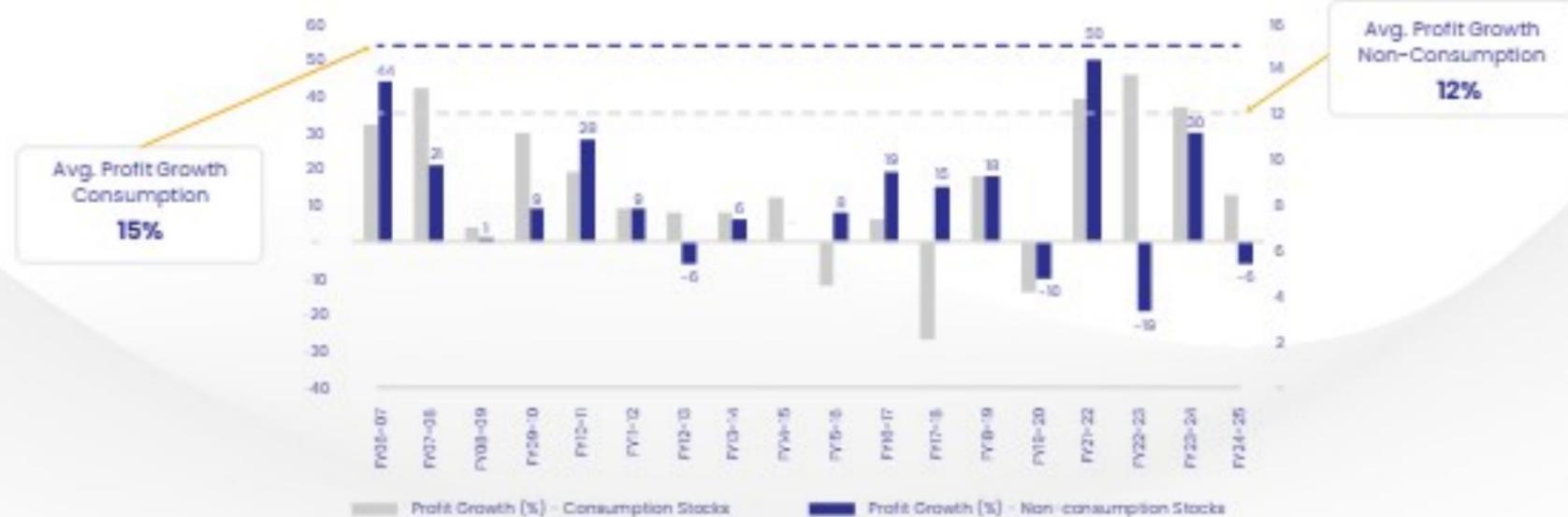




C Consumption Theme

Discretionary Consumption
is a Potential High Growth Opportunity

Consumption has been a High Growth Segment



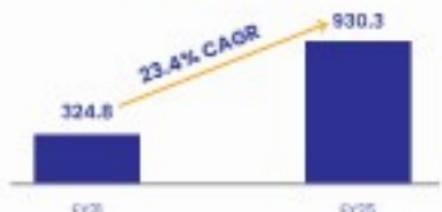
Excluding FY21 due to abnormal results post Covid-19 (Consumption Profit Growth 102% and Non-consumption 27%)

Jewellery Market in India

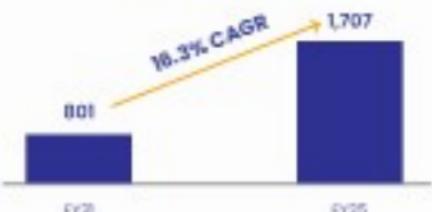
Robust Growth in Revenue and Stores for Organised Segment



Revenue Growth of Top 4 Listed Players
in the Market (₹ Bn)

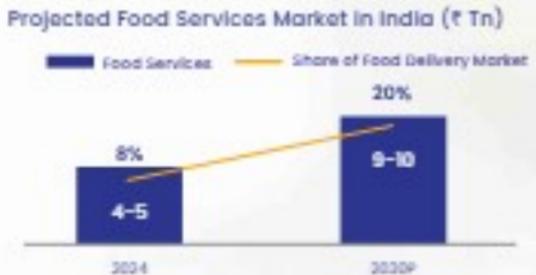
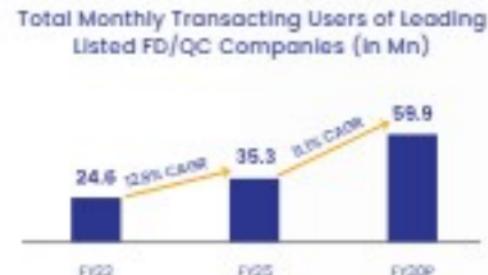


Cumulative Stores of Top 4 Listed
Players in the Market



Growth of Digital Spends in India

Quick Commerce and Food Delivery Segment to Lead the Growth

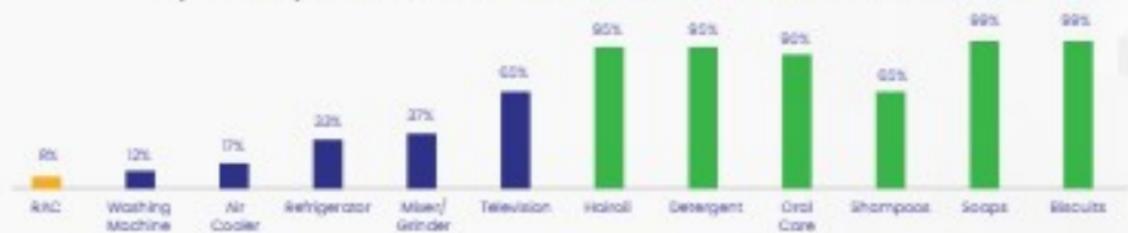


Consumer Durables Spend Could Expand With Per Capita Income

Room Air Conditioner Segment At An Inflection Point



Comparison of penetration of RAC vs other consumer durables and FMCG In India



Electric Vehicles Market Expected to Continue with its Exponential Trajectory





Consumption **ON**

is always ON

Introducing
Motilal Oswal Consumption Fund

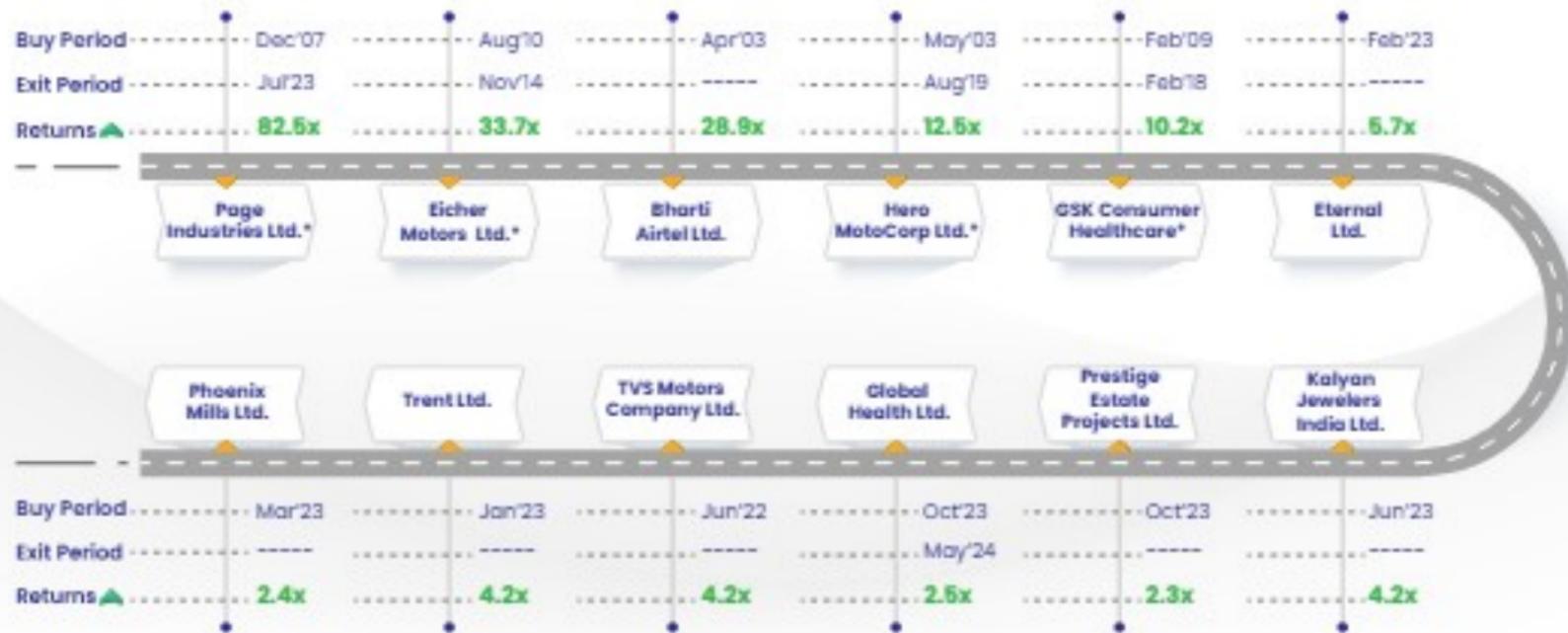


Source: MOAMC Internal. Past Performance may or may not be sustained in the future. The above data/graph is used to explain the concept and is for illustration purpose only and should not be used for development or implementation of an investment strategy. An open market fund strategy that reflects a focused investment strategy in nonconsumption sectors and emerging trends. Portfolio holdings and strategy may change based on market conditions. Past performance is not indicative of future results and this is not a guarantee of future or investment outcome. This reflects a focused investment strategy in nonconsumption sectors and emerging trends. Portfolio holdings and strategy may change based on market conditions. Past performance is not indicative of future results and this is not a guarantee of future or investment outcome.

Premiumisation & Discretionary Consumption is a Part of our House Theme



Our Experience and Exposure to the Consumption Theme



High Quality & High Growth Focused House

Ensuring Longevity of Growth by investing in sustainable themes identified by the Investment team collectively



This QDIP strategy emphasizes investments in companies with a high quality of business and management, strong earnings growth potential, sustainable long-term cash flow creation potential, while focus themes are considered when constructing the portfolio. This is not a guarantee that this approach will outperform the market or provide positive returns. This strategy is subject to market risk and may experience periods of under performance.

Risk Management Framework for Sustainability

Risk Management is Key to Sustainability of Alpha





Mr. Niket Shah

CIO, Motilal Oswal Mutual Fund

Mr. Niket Shah has 15 years of overall experience. He has done his Masters in Business Administration (MBA) in Finance from Welingkar Institute of Management Studies.

Prior to joining MOCMF, he was associated with MIDC as Head of Midcap Research from February 2001 to March 2006, Edelweiss Securities Ltd. as Research Analyst - Midcap from March 2006 to January 2009 and Religare Capital Markets Ltd. as Associate Research Analyst - Midcap from June 2009 to March 2010.



Mr. Varun Sharma

Fund Manager, Motilal Oswal AMC

Mr. Varun Sharma has completed his CFA Level 3 and holds a PGDM in Finance from the Indian Institute of Management, Kolkata. He brings over 16 years of rich experience across asset management and securities markets.

Prior to joining Motilal Oswal Asset Management Company Limited as Executive Group Vice President, he was associated with ICICI Securities and Franklin Templeton. In his most recent role, he served as Fund Manager at Franklin Templeton, where he independently managed the Franklin India Technology Fund from January 2020 to September 2024, delivering 10.0% return with an impressive alpha of 8.1% against its benchmark, the NSE TECX Index N.



Mr. Bhalchandra Shinde

Fund Manager, Motilal Oswal AMC

Mr. Bhalchandra Shinde boasts over 13 years of extensive experience in Equity Research. Mr. Shinde's professional journey has been marked by his expertise and significant contributions to the field.

Prior to his current role at MOCMF, he dedicated three years to Kotak Mahindra Life Insurance as an Investment Analyst, overseeing research across sectors such as Auto, Oil and Gas, and Real Estate. He has also been associated with Max Life Insurance and Centrum Broking.



**Mr. Rakesh
Shetty**

Fund Manager, Debt Component

Mr. Rakesh Shetty has more than 14 years of overall experience and expertise in trading in equity, debt segment, Exchange Trade Fund management, Corporate Treasury and Banking.

Prior to joining Motilal Oswal Asset Management Company Limited, he has worked with company engaged in Capital Market business wherein he was in charge of equity and debt FII's, customized indices and has also been part of product development.



**Mr. Sunil
Sawant**

Fund Manager,
Overseas Securities Component

Mr. Sunil Sawant has been associated with the Company since 2010 for Alternates business as Dealer.

Prior to joining to Motilal Oswal Asset Management Company, he has worked with Sharekhan, Aditya Birla and Angel Broking as Equity Dealer and Advisor. He has been associated in capital market industry since 2008.

Fund Facts

Product Name	Motilal Oswal Consumption Fund
Type of the Scheme	An open-ended equity scheme following consumption theme
Category of the Scheme	Thematic Fund
Investment Objective	The primary objective of the Scheme is to generate long-term capital appreciation by investing predominantly in equity and equity-related securities of companies engaged in consumption and consumption-related activities. However, there is no assurance that the investment objective of the scheme will be realized.
Benchmark	Nifty India Consumption Total Return Index
Entry Load	Nil
Exit Load	Nil - If redeemed on or before 3 months from the date of allotment. Nil - If redeemed after 3 months from the date of allotment. Exit load will be applicable on switch amongst the schemes of MCMF. No load shall be imposed for switching between options within the scheme. Further, it is clarified that there will be no exit load charged on a switch-out amongst the plans within the same scheme.
Plans	Regular Plan and Direct Plan
Options (Under each plan)	(i) Growth Option and (ii) Income Distribution cum Capital withdrawal (IDCW) Option.
Minimum Application Amount (Lumpsum)	₹ 500/- and in multiples of ₹ 1/- thereafter
Additional Application Amount (Systematic Investment Plan)	₹ 500/- and in multiples of ₹ 1/- thereafter
	Daily SIP ₹ 100/- and multiple of ₹ 1/- thereafter 1 month (30 days)
	Weekly SIP ₹ 500/- and multiple of ₹ 1/- thereafter (Minimum - 12 Maximum - No Limit)
	Fortnightly SIP ₹ 500 and in multiples of ₹ 1/- thereafter (Minimum instalment - 12)
	Monthly SIP ₹ 500/- and multiple of ₹ 1/- thereafter (Minimum - 12 Maximum - No Limit)
	Quarterly SIP ₹ 1,500 and in multiples of ₹ 1/- thereafter (Minimum instalment - 4)
	Annual SIP ₹ 5,000 and in multiples of ₹ 1/- thereafter (Minimum instalment - 1)
Minimum Redemption Amount	₹ 500/- and in multiples of ₹ 1/- thereafter or account balance, whichever is lesser.



Hi-Quality. Hi-Growth.

Benefit from both

Motilal Oswal's investing process builds Hi-Quality and Hi-Growth portfolios.

The term 'Hi-Quality and Hi-Growth Portfolios' refers to Motilal Oswal AMC's defined fund management processes based on internal qualitative and quantitative research parameters & not to be construed as investment advice to any party.

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



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 Limited; Investment Manager: Motilal Oswal Asset Management Company Ltd. (CIN: U67200MH2003PLC111115)

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 80088 22222 / +91 22 405-18002 (Press 1) or write to mservice@motilaloswal.com

The scheme is a thematic equity fund investing in consumption related sectors and is subject to sector-specific risks, higher volatility, and concentration risk. Adverse developments in the sector, macroeconomic changes, or policy shifts may significantly impact the scheme's performance. Liquidity risks may also affect the scheme's ability to buy, sell, or redeem investments efficiently.

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Product Labelling

Name of the scheme

Motilal Oswal Consumption Fund

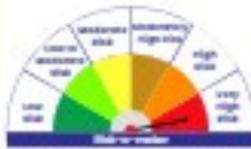
(An open-ended equity scheme following consumption theme)

This product is suitable for investors who are seeking*

- Capital appreciation over long term
- Investing in equity & equity related securities of companies engaged in consumption and consumption related sector.

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

Scheme Riskometer



The risk of the scheme is very High

Benchmark Riskometer
(Nifty Total Consumption TR)



The risk of the benchmark is very High

Product labelling designed during the NFO is based on internal assessment of the scheme characteristics or model portfolio and the same may vary post NFO when the actual investments are made. 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.

Product Labelling

Name of the scheme

Motilal Oswaal Small Cap Fund
(An open-ended equity scheme predominantly investing in small cap stocks)

This product is suitable for investors who are seeking:

- Long term capital growth
- Investments predominantly in equity, equity-related instruments of small cap companies

Investors should consider their financial situation if in doubt about whether the product is suitable for them.

Scheme Riskmeter



Benchmark Riskmeter (Nifty Smallcap 250 Index)



Name of the scheme

Motilal Oswaal Large Cap Fund
(An open-ended equity scheme predominantly investing in large cap stocks)

This product is suitable for investors who are seeking:

- Long term capital growth
- Investments in equity and equity-related instruments of large cap stocks

Investors should consider their financial situation if in doubt about whether the product is suitable for them.

Scheme Riskmeter



Benchmark Riskmeter (NIFTY 100 Index)



Name of the scheme

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

This product is suitable for investors who are seeking:

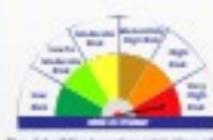
- Long term capital growth
- Investments in equity and equity-related instruments across large cap, midcap, small cap stocks

Investors should consider their financial situation if in doubt about whether the product is suitable for them.

Scheme Riskmeter



Benchmark Riskmeter (NIFTY 500 Index/NSE 500 Index)



Name of the scheme

Motilal Oswaal Manufacturing Fund
(An open-ended equity scheme following manufacturing theme)

This product is suitable for investors who are seeking:

- Capital appreciation over long term
- Investments in equity and equity-related instruments of Companies engaged in the Manufacturing theme

Investors should consider their financial situation if in doubt about whether the product is suitable for them.

Scheme Riskmeter



Benchmark Riskmeter (Sensex Index)



Product Labelling

Name of the scheme
Motilal Oswal Business Cycles Fund

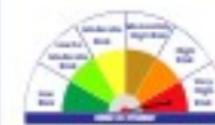
(An open-ended equity scheme following business cycles based investing theme)

This product is suitable for investors who are seeking*

- Capital appreciation over long term
- Investing predominantly in equities and equity related instruments concerned over the kinds of business cycle

*Investors should consult their financial advisor(s) to decide about whether the product is suitable for them.

Growth Statement

**Benchmark Statement
(Nifty MID 100)**

Name of the scheme
Motilal Oswal Digital India Fund

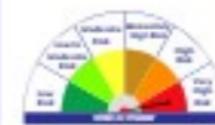
(An open-ended equity scheme investing in digital theme, focusing on technology, telecom, mobile, financial services and other related ancillary sectors)

This product is suitable for investors who are seeking*

- Long term capital growth
- Investing predominantly in equities and equity related instruments of digital and technology related companies

Investors should consult their financial advisor(s) to decide about whether the product is suitable for them.

Growth Statement

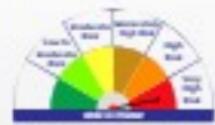
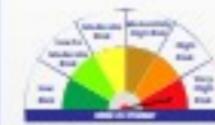
**Benchmark Statement
(NIFTY Tech 100)**

Name of the scheme
Motilal Oswal Innovation Opportunities Fund

(An open-ended equity scheme following innovation theme)

This product is suitable for investors who are seeking*

- Long term capital growth
- Investing predominantly in equity or equity related instruments of companies that will benefit from the adoption of innovation strategies or following the innovation theme

*Investors should consult their financial advisor(s) to decide about whether the product is suitable for them.

Growth Statement

**Benchmark Statement
(Nifty MID 100)**


Thank You