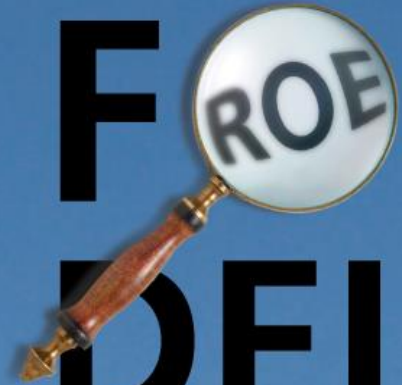


TRANSFORM FOCUS DELIVER



Redefined

Strategy & Results Update – Q2 FY19



L&T Financial Services

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LTFH 2.0

Our Commitment

TO BE A COMPANY WHICH:

- ✈ **Sustainably delivers top quartile RoE**
- ✈ **Has a clear Right to Win in each of the businesses**
- ✈ **Grows fearlessly with strong balance sheet and robust systems**
- ✈ **Uses Data Intelligence as a key to unlock RoE**
- ✈ **Has a culture of “Results” not “Reasons”**

Headwinds – Past 2 years

TIMELINE	HEADWIND	EFFECT ON BUSINESS	LTFH RESPONSE
Q3 FY17	DEMONETISATION	- Created challenging environment for cash based collections in retail businesses - Micro loan disbursements were majorly impacted as it was 100% cash based	Differentiated action for Default in concert vs. Individual default Micro loan disbursements was made 100% bank based, with analytics based credit and risk controls
Q1 FY18	FARM LOAN WAIVER	- Announced in states of U.P., Maharashtra, Punjab, Karnataka - Increased perceived risk of contagion	Focused collection efforts and monitoring on the ground Analytics based collection resourcing and prioritisation
Q2 FY18	RERA	- Made business model of small developers unviable - Retail demand slowed down for about 3 months due to this disruption	Strategic shift towards category A & B developers Used RERA as an opportunity to strengthen 'Right to Win' in our housing businesses

Immediate actions taken

Strengthening business model

Headwinds – Past 2 years

TIMELINE	HEADWIND	EFFECT ON BUSINESS	LTFH RESPONSE
Q2FY18	GST	- Increased cost of compliance for SME businesses - Uncertainties in tax implications due to still evolving laws	Calibrated reduction in Loan against Property (LAP) portfolio Tax efficiency achieved through GST complied channel
Q3 FY18	NCLT	- RBI circular of Feb 12th, 2018 has accorded NCLT (under IBC) as one stop shop for resolution of stressed assets - Due to this, the resolution and crystallization of losses have been fast forwarded	Proactively provided for stressed assets in FY17, FY18 and FY19 Formed a separate vertical (Special Situations Group) for concentrated focus on resolutions
Q1 FY19	IND AS	Asset provisioning norms changed to Expected Credit Loss (ECL) from incurred losses	Completed legacy infrastructure finance provisions Built provisions for unanticipated event risks

Immediate actions taken

Strengthening business model

Headwinds – Past 1 year

NATURE	HEADWINDS	LTFH RESPONSE
INTERNATIONAL	- Federal Reserve increased interest rates thrice in 2018 - Rupee depreciated to all time low of Rs.74.50 against US Dollar on Oct 10th, 2018 - Brent crude price breached \$86 per barrel on Oct 3rd, 2018	FY18 - Proactively reviewed and prepared a plan for liability management - Liquidity buffer created for 30 days as a prudent risk measure - Significant positive gaps carried on the balance sheet thus insulating LTFH against interest rate increase
DOMESTIC	- FII's have been net sellers of ~Rs 1,02,326 Cr in FY19 until Oct 19th, 2018 - Increasing G-Sec rates from 7.20% in Feb, 2018 to 7.91% as of today, an increase of 71 bps 11 public sector banks and 1 private sector bank put under PCA - Stringent ALM guidelines expected for the NBFC sector	FY19 - Weekly monitoring and oversight of ALM by markets committee - Increased PLR twice in last six months

Headwinds – Q2FY19

Four big issues which affected the industry in Q2 FY19

1

Kerala deluge

2

IL&FS default

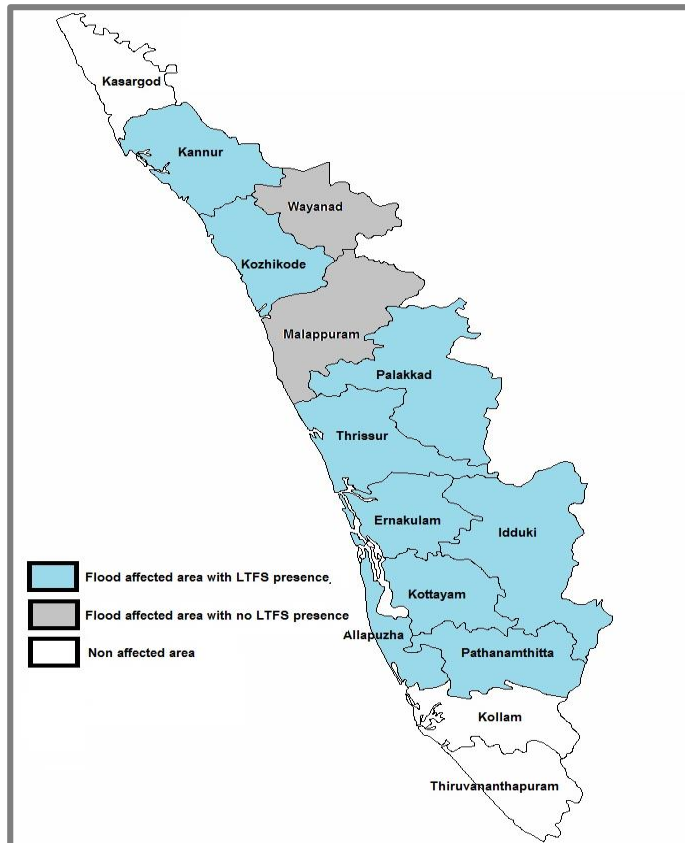
3

Rumours of Supertech default

4

Prevailing liquidity position

1. Kerala deluge



Particulars	Overall area	Flood affected area
Book (Rs. Cr)	823	548
Customers (In Lacs)	4.13	2.76

LTFH Actions

- Proactive meetings and use of call centres to reach out to customers in affected areas
- Relief material distribution to affected customers
- Persuasive collections without providing collection holiday
- Stayed away from common industry practices of collection holidays

Outcome

- ~ 98% regular customers have paid in October
- ~ 98.5% customers have made payments in September or October
- ~ 79% customers who missed payments in September have paid at least 1 EMI in October

Establishes strength of LTFH to manage event risks inherent to this business

2. IL&FS SPV exposure

Name of IL&FS entity	Structure	Nature	LTFH exposure (Rs. Cr)	
Infrastructure Leasing & Financial Services Ltd. (IL&FS)	Parent	NBFC - CIC	NIL	} Default occurred here
IL&FS Financial Services Ltd. (IFIN)	Subsidiary of IL&FS	NBFC	NIL	
IL&FS Transportation Networks Ltd. (ITNL)	Subsidiary of IL&FS	Infrastructure developer	NIL	
Specific SPVs	Subsidiary of ITNL	Infrastructure SPVs (BOTs and PPP-BOT)	~1,800	

- LTFH has exposure to 4 Annuity projects (3 operational, 1 CoD has been applied for) and 2 Toll road projects (both operational)
 - Out of the total exposure to ITNL SPVs, Rs.722 Cr is domiciled in L&T IDF. These exposures are backed by Government guarantees
 - Toll road projects are secured through collection of toll. The actual traffic meets the projections. The projects have a track record of 3 and 10 years respectively. The future growth in traffic has been modelled using conservative traffic growth of 2% to 2.5%
- The cash flows for all the projects are secured through water tight escrow accounts with LTFH having its lien
- All the projects have Debt Service Reserve Account and other reserves amounting to ~ Rs. 450 Cr
- All projects are self sustaining without any further equity infusion required from the promoter

3. Construction finance exposure to Supertech

PARAMETER	KEY APPRAISAL PARAMETERS FOR CONSTRUCTION FINANCE
COVERAGE	- Only focused on Cat A & B Developers with proven track record of project completion and ability to sell - Concentrated around low & mid segment projects as their demands are less cyclical
PROJECT	- Construction cost to be funded through promoter equity, sold receivables and construction finance loan - Lending against strong security and cash flow cover - Sole lenders in almost all projects financed
MONITORING	- Early Warning Signals consisting of technical, financial analysis and market feedback which helps in time bound action plan - Tight monitoring and control of cash flows through escrow mechanism

Use of knowledge repository of group to appropriately identify developers and projects

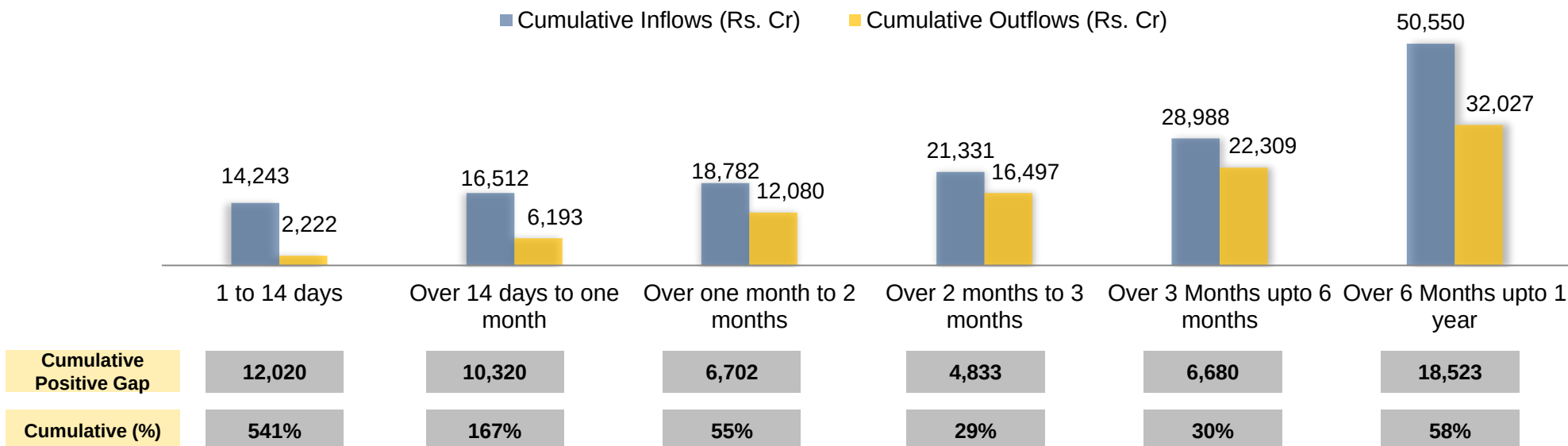
SUPERTECH GROUP – EXPOSURE STATUS							
Projects	Amount	Stage of project	Cash cover	Security cover	Monthly average sales	Sole lender	Escrow
3	~ 800 Cr	Mid & Advanced	1.98x	2x	~ Rs. 37 Cr	Yes	Yes

- Project ahead on sales, collections and repayment, while being on par against construction progress
- Rs. 42 Cr pre-payment already received through escrow mechanism

4.1 Prudent ALM Management

As on 30th September, 2018

Structural Liquidity statement



Interest Rate sensitivity statement

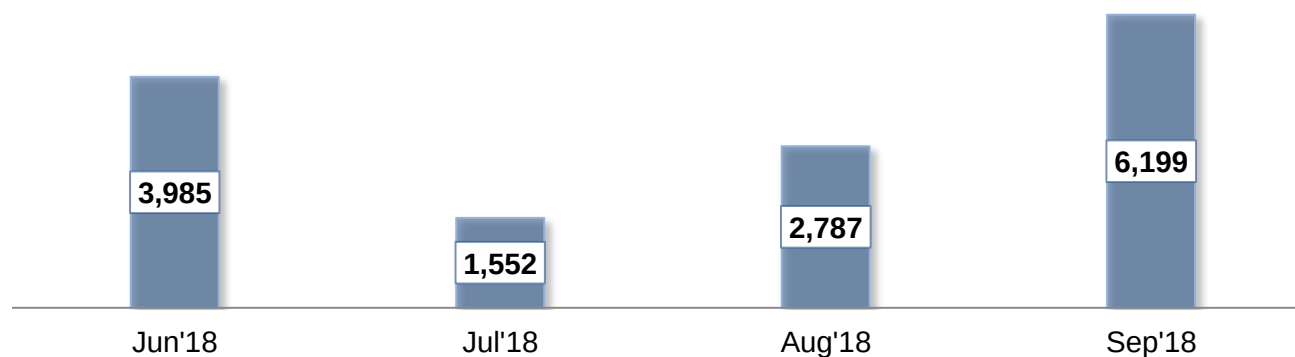
1 year Gap	Rs. Cr
Re-priceable assets	68,685
Re-priceable liabilities	55,170
Positive	13,515

All figures are in Rs. Cr

4.2 Structural Liquidity – Stress Scenario

All figures are in Rs. Cr

Gap in Survival Horizon of 1M in Stress Scenario



Even though we have a positive gap, under '1 in 10' stress scenario, as on 30th September, 2018 we have maintained the following as additional liquidity

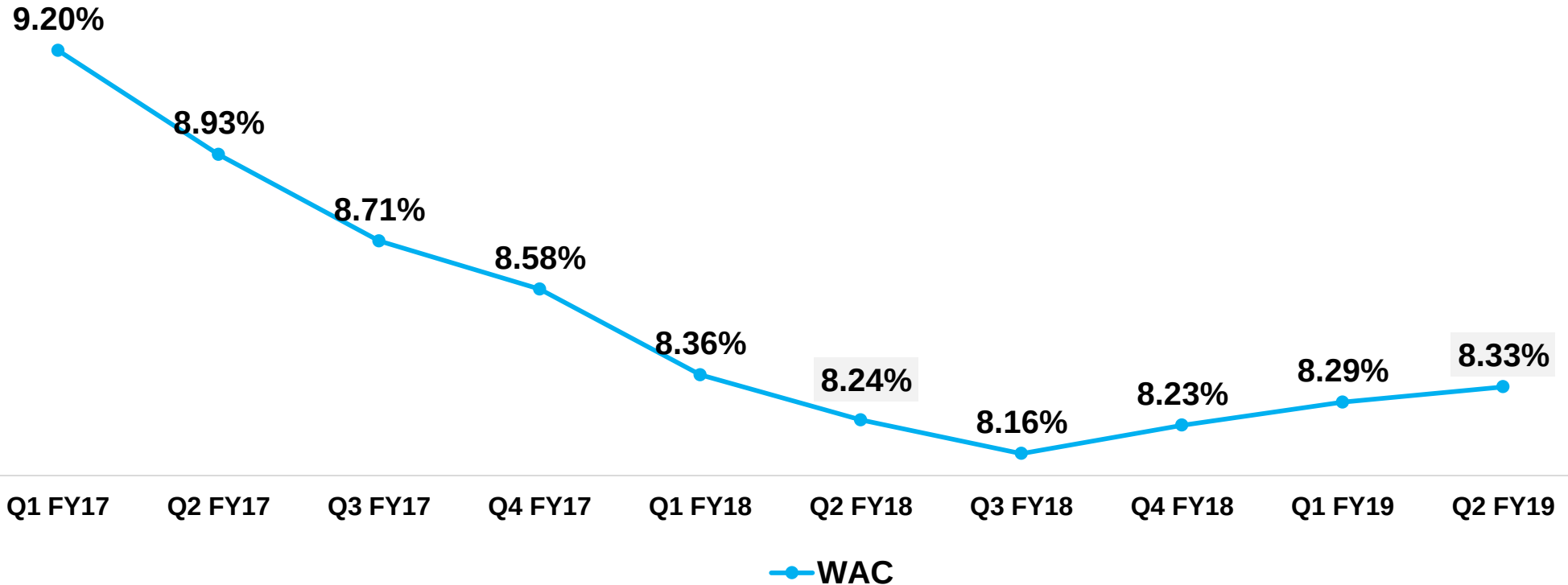
- Rs. 6,166 Cr in the form of cash, FDs and other liquid instruments
- Undrawn bank lines of Rs. 4,146 Cr
- Back up line from L&T of Rs. 2,000 Cr

'1 in 10 Stress Scenario' description

- Collections short-fall - 15%
- Back up lines hair cut- 40% (i.e. LTFH is able to draw only 60% of Back up lines)

4.3 Well managed liability cost

Q-o-Q movement in WAC



Weighted average cost (WAC) well in control despite volatility and hardening of interest rates

4.4 Key takeaways on prevailing liquidity scenario

- ❖ Substantial Positive liquidity gaps in every bucket till 1 year
- ❖ The 1 month liquidity gap is maintained positive (~ Rs. 6,200 Cr) even under '1 in 10' stress scenario
- ❖ Due to substantial fixed rate liabilities raised over last 18 months, the 1 year interest rate gap is positive ~ Rs. 13,500 Cr
- ❖ This has helped to keep our liability cost in check despite steep rise in interest rates in the market
- ❖ Even though we have a positive gap, under '1 in 10' stress scenario, as on 30th September, 2018 we have maintained the following as additional liquidity
 - Rs. 6,166 Cr in the form of cash, FDs and other liquid instruments
 - Undrawn bank lines of Rs. 4,146 Cr
 - Back up line from L&T of Rs. 2000 Cr
- ❖ From 21st September, 2018 (date of market meltdown), LTFH has raised funds of ~Rs. 18,468 Cr (Rs 4,041 Cr through market instruments and Rs. 14,427 Cr through bank finance/ ICDs)

Positive liquidity & interest rate gaps, increasing retailisation and our ability to pass on increasing cost to customers makes us confident of maintaining “NIMS + Fees” at a healthy level

Transform. Focus. Deliver... *Redefined*

TRANSFORM.

**Sustainably deliver
top quartile
RoE**

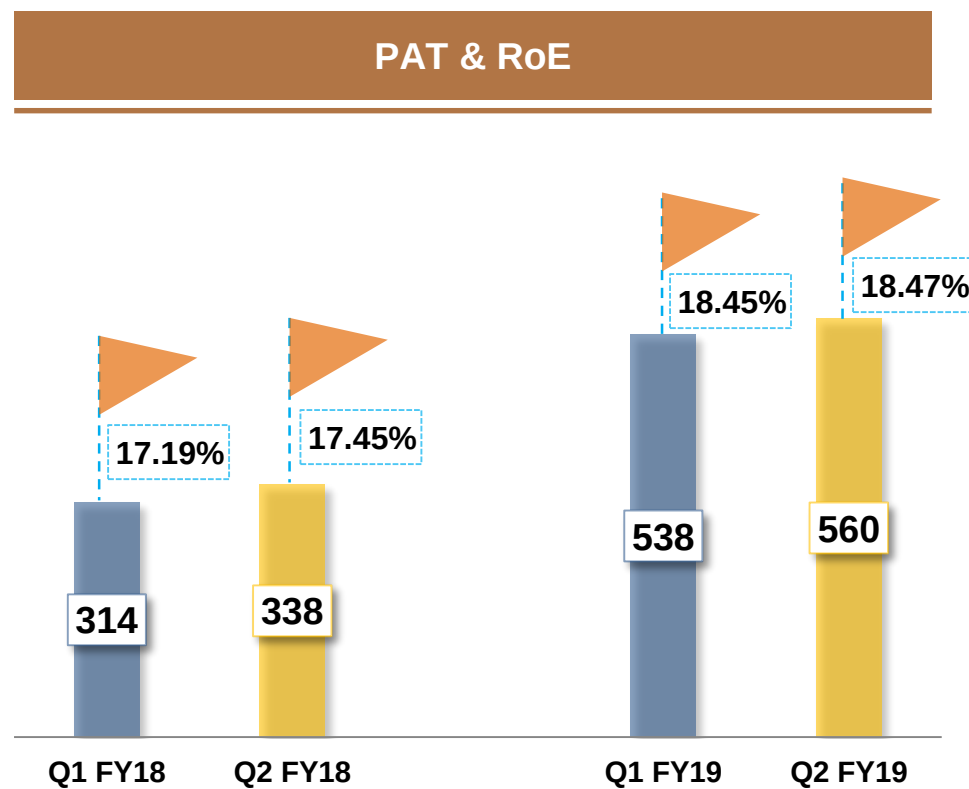
FOCUS.



DELIVER.

1. Sustained increase in **market share**
2. **Retailisation** of the portfolio
3. Strong **risk framework**
4. Continue to improve **asset quality** and increase provision coverage
5. Concentrate on “**NIMs + Fees**” for measuring transaction profitability
6. Strengthen **sell down** capabilities
7. Establish **digital and data analytics** as sustainable competitive advantage
8. Continue to drive **cost control** and productivity

Sustainable Delivery – PAT & RoE



Maintaining top quartile RoE

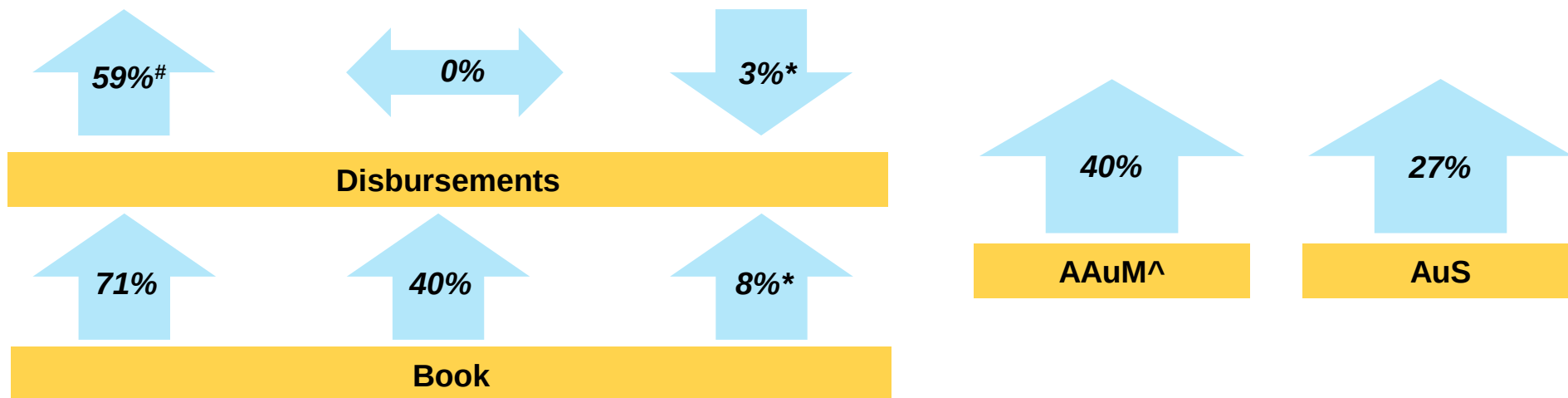
RoE

The numbers in bar graph denote PAT numbers (Rs. Cr)

1.1 Responsible Growth



Growth Y-o-Y

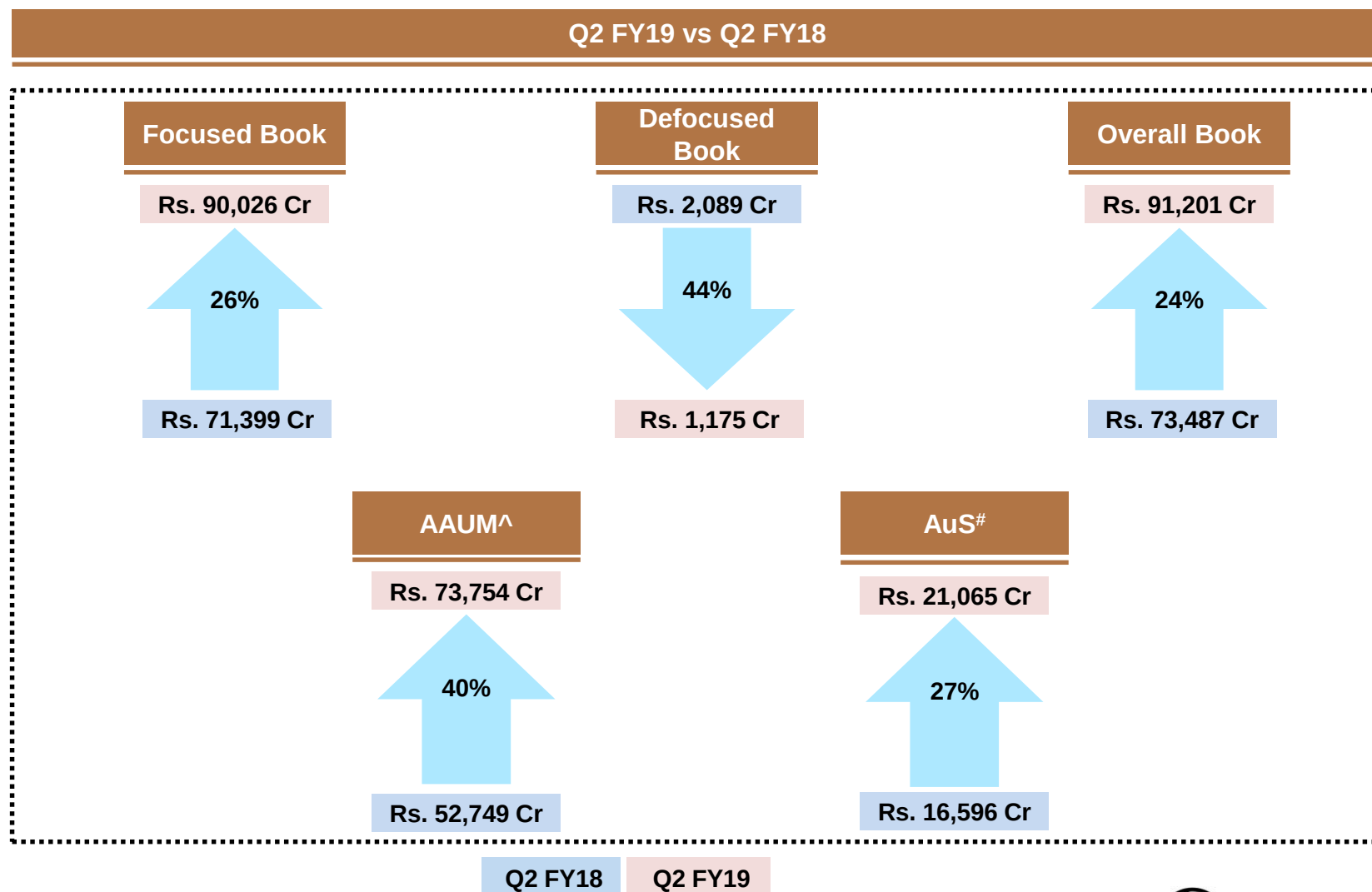


Note: # Rural finance disbursement excludes Trade advance

* Wholesale finance disbursement and book excludes IPO financing and sovereign debt

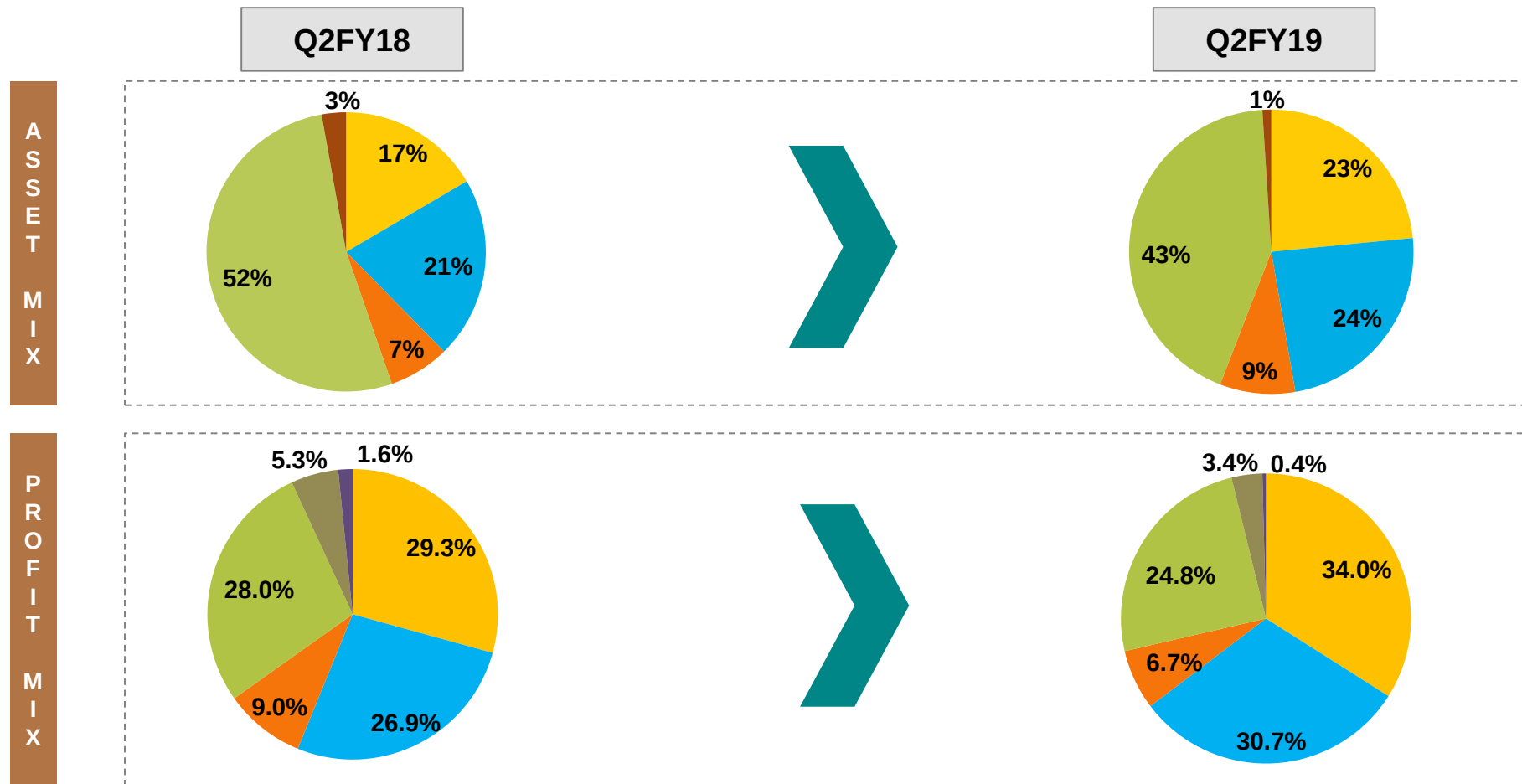
^ AAUM - quarterly averages

1.2 Our Delivery – Financial Performance



[^] Investment Management – AAUM ; [#] Wealth Management – Closing AuS

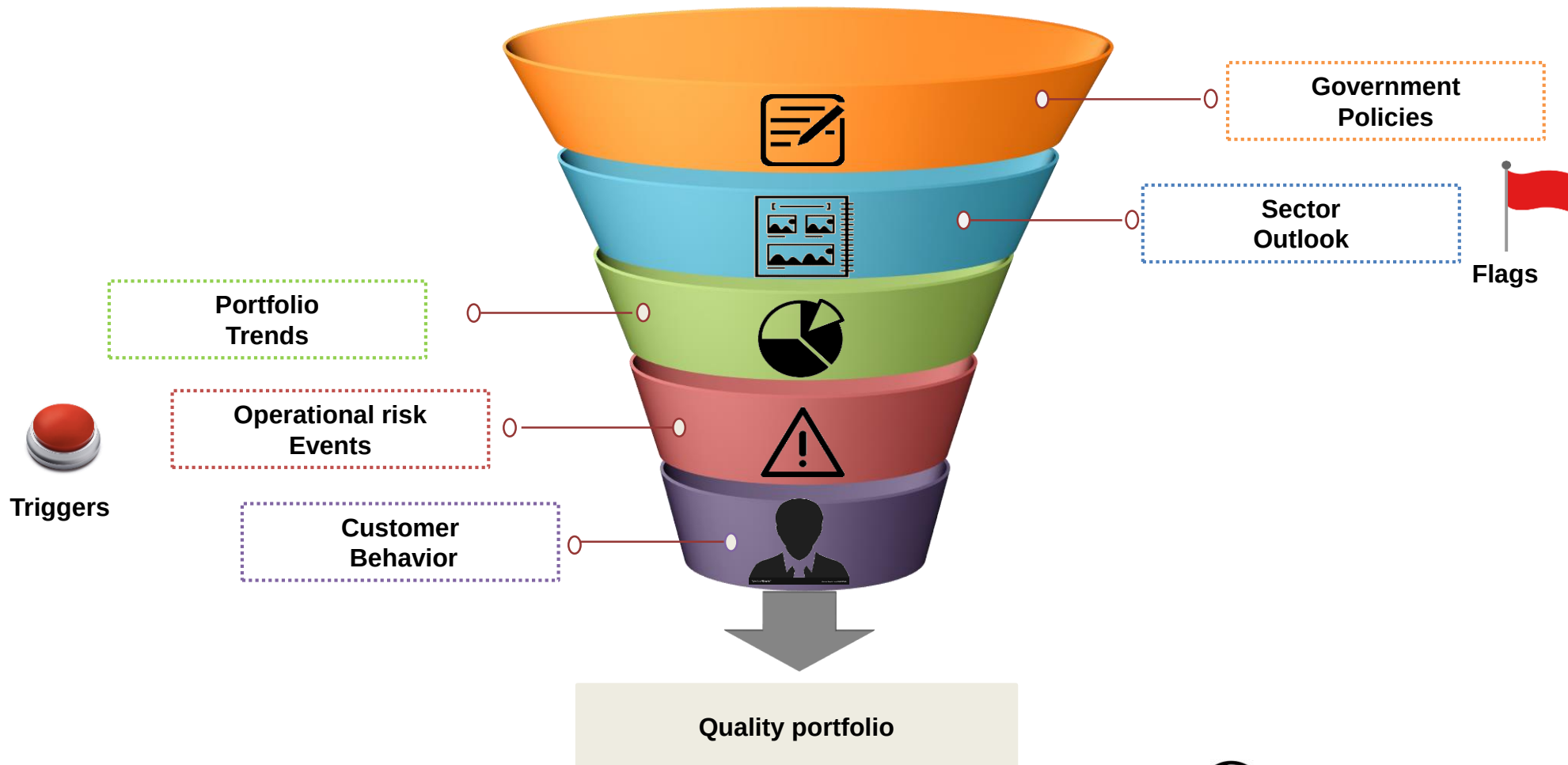
2. Our Delivery – Increasing Retailisation



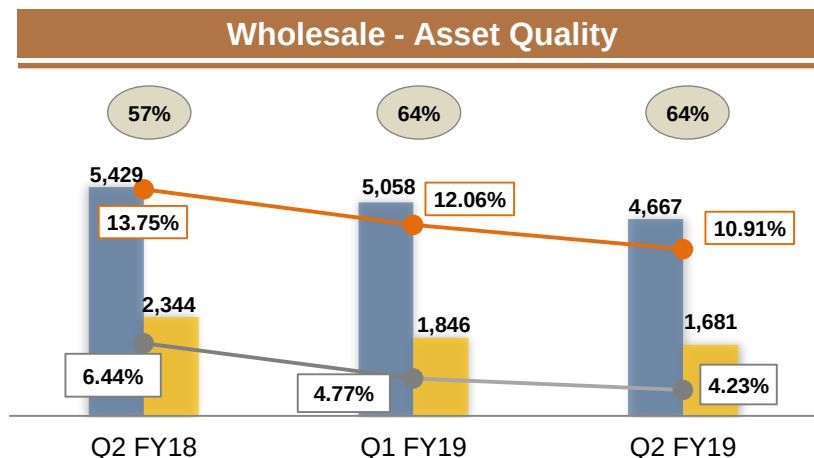
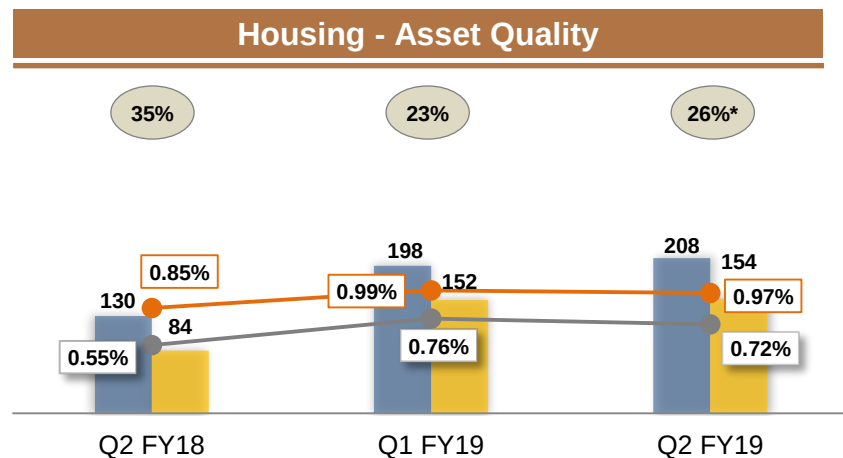
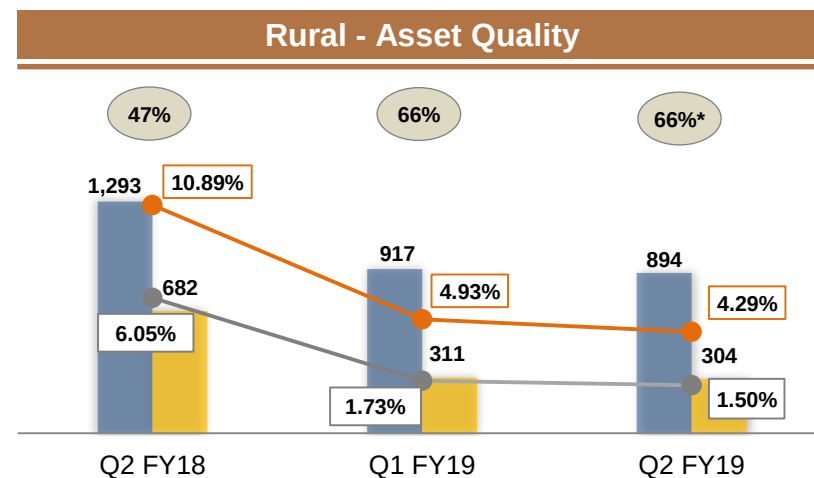
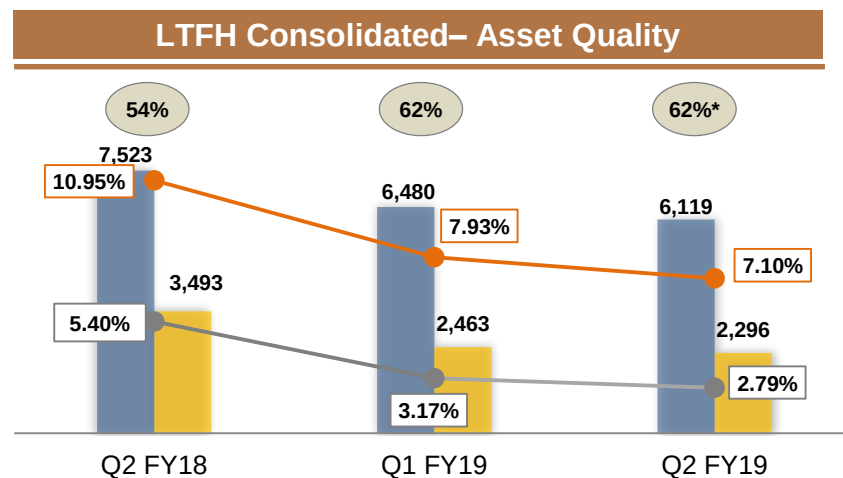
In line with our stated goal of retailisation, slump sale of supply chain portfolio (part of Wholesale book) ~Rs. 700 Cr has been finalised with Centrum

■ Rural
 ■ Housing
 ■ IDF
 ■ Wholesale Excl. IDF
 ■ Rundown
 ■ Investment Management
 ■ Wealth Management

3. Strong Risk framework – Early warning signals



4. Strengthening Balance sheet – Asset Quality

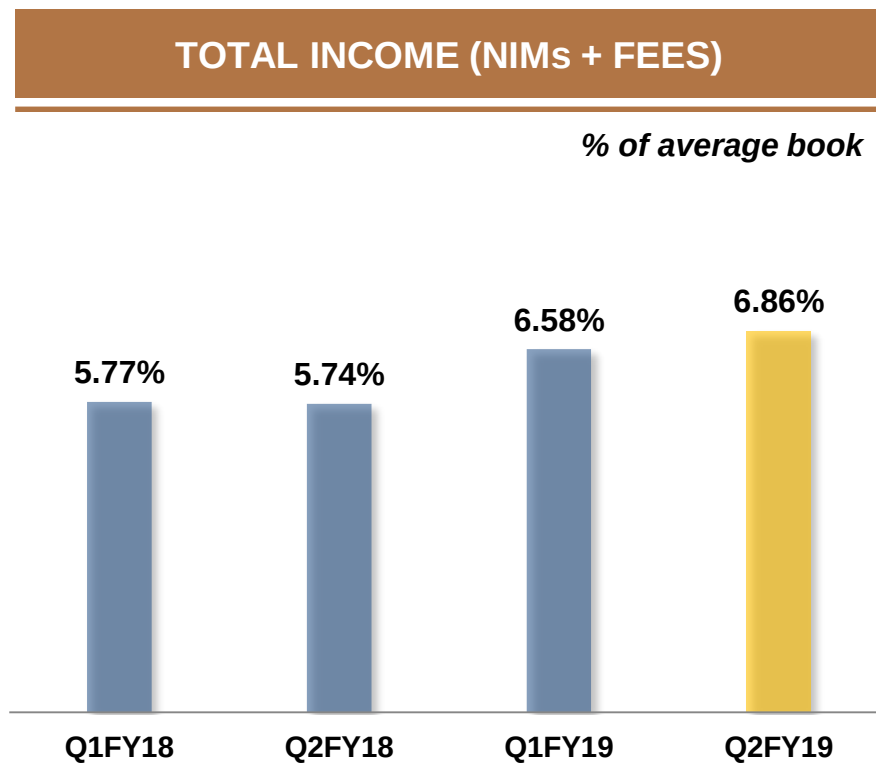


■ GS3 (Rs. Cr) ■ NS3 (Rs. Cr) —●— GS3 (%) —●— NS3 (%) ● PCR (%)

* Excludes Rs. 200 Cr of macro-prudential provisions (Rs. 150 Cr in Rural & Rs. 50 Cr in Housing) towards unanticipated event risks

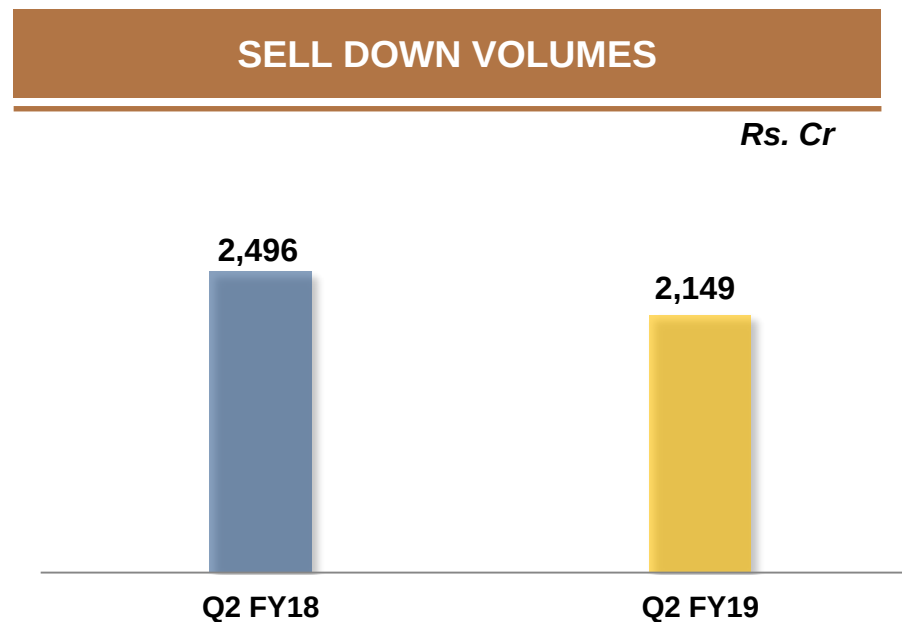
GS3- Gross Stage 3 ; NS3- Net Stage 3

5. Steady state NIMs + Fee Income



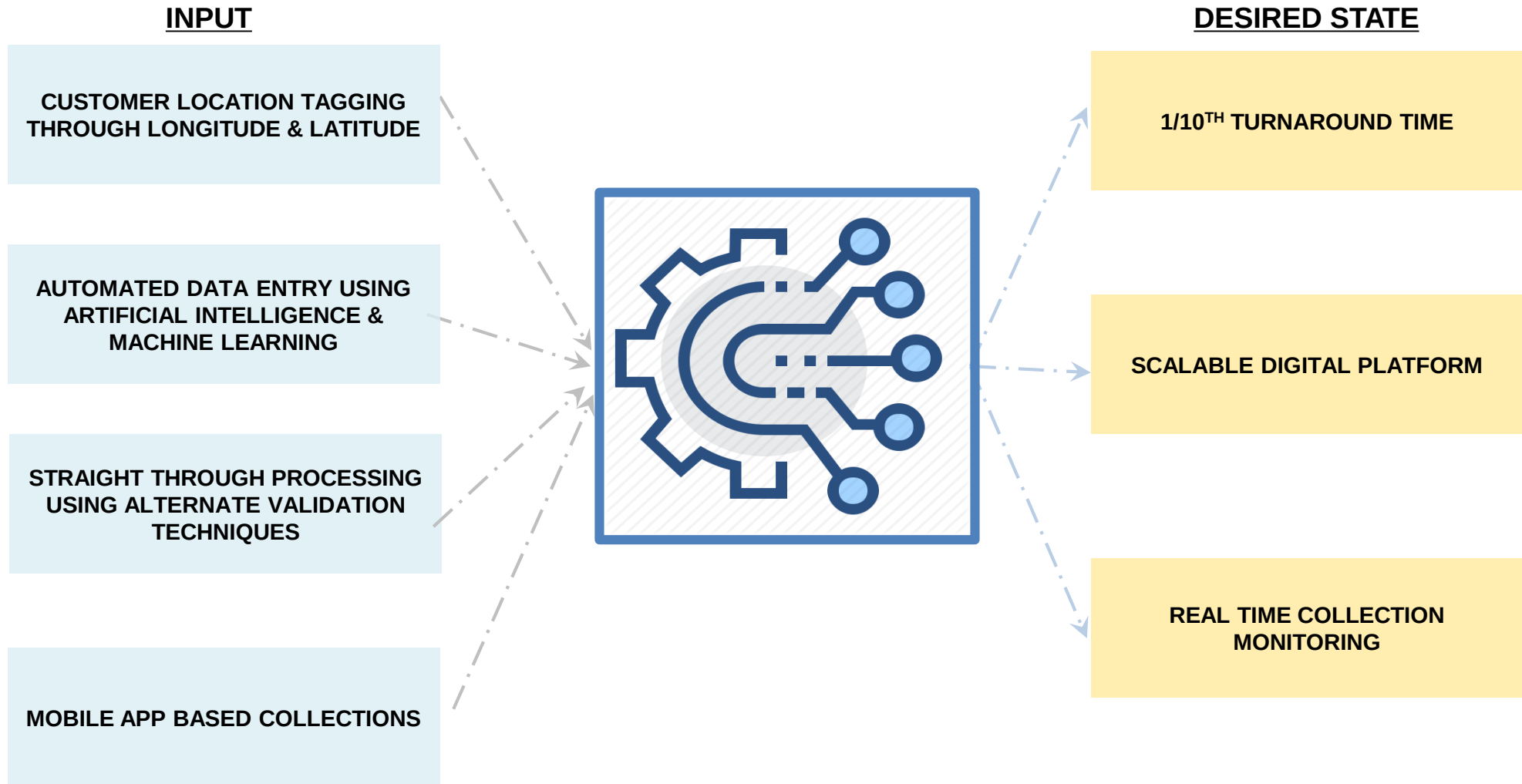
Maintained steady state 'NIMs + Fees' metric

6. Strong Sell down desk



- Sustained sell down volumes despite low sell down to PSU banks
- Ranked no 2 in mandated lead arranger and no 3 in bookrunner category by Thomson Reuters
- Ranked no 3 in mandated lead arranger and no 5 in bookrunner category by Bloomberg

7.1 Using power of data analytics to unlock RoE



7.2 Using power of data analytics to unlock RoE

Analytics - An integral part of transformation journey

Operational efficiency

- Dynamic Target Allocation
- Call Centre Analytics
- Geo Expansion
- Workforce Analytics

Recovery

- Collection Score Card
- Early Warning Signals
- Collection Prioritization



Revenue

- Market Sizing
- Cross Sell and Retention
- Marketing Mix Optimization
- Customer Segmentation

LTFH consolidated Q2 FY19 – Capital allocation and RoE bridge

PAT	Q2 FY18		Business Segments (Rs. Cr)	Q2 FY19			PAT Y-o-Y (%)
	Net Worth	RoE		PAT	Net Worth	RoE	
116	1,465	32.89%	Rural Business	218	3,108	28.62%	88%
107	1,474	28.98%	Housing Business	197	2,884	28.19%	84%
147	4,694	12.79%	Wholesale Business	202	6,305	15.07%	38%
370	7,633	19.78%	Lending Business	617	12,297	22.02%	67%
21	814	10.42%	Investment Management	22	875	10.05%	4%
6	25	116.57%	Wealth Management	3	49	23.34%	-55%
397	8,471	19.12%	Focus Business Total	642	13,222	21.17%	62%
(60)	220	-	De-focused Business	(42)	143	-	-
337	8,692	15.78%	Businesses Total	599	13,365	19.53%	78%
1	(868)	-	Others	(39)	(1,050)	-	-
338	7,824	17.45%	LTFH Consol. (To Equity Shareholders)	560	12,315	18.47%	66%

Conclusion – 1/2

LTFH has successfully dealt with headwinds over the last 2 years and particularly in the last 3 months through

- Resilient Business model
- Strong risk management framework
- Two pronged strategy adopted to handle every instance of headwind
 - immediate steps to control damage
 - using the learnings to further strengthen business model

Having achieved a RoE of 18.45% in Q1FY19, LTFH has maintained its profitability with 18.47% RoE in Q2FY19

Consolidated PAT increased by 66% to Rs. 560 Cr in Q2 FY19 vs Rs. 338 Cr in Q2 FY18

Key Financial parameters Q2 FY19 vs. Q2 FY18

- Book has increased by 24% from Rs.73,487 Cr to Rs.91,201 Cr
- NIMs + Fees has increased from 5.74% to 6.86%

Asset Quality performance Q2 FY19 vs. Q2 FY18

- Gross Stage 3 levels have gone down to 7.10% from 10.95%
- Net Stage 3 levels have gone down to 2.79% from 5.40%
- Provision coverage increased to 62.47% from 53.57%

Conclusion – 2/2

We are strongly positioned to handle the present market volatility and tight liquidity through -

❖ Positive Structural Liquidity and Interest Rate gaps

Additionally liquidity as on 30th Sept 2018, maintained in the form of the following :

- ❖
- Rs. 6,166 Cr in the form of cash, FDs and other liquid instruments
 - Undrawn bank lines of Rs. 4,146 Cr
 - Back up line from L&T of Rs. 2000 Cr

- ❖ Demonstrated ability to raise funds, having raised Rs. 18,468 Cr since 21st September, 2018 (supposed date of turmoil)

We are looking at the current scenario to show differentiated performance and hence establish a pedigree in the market



Appendix



L&T Financial Services

Business strengths – 1/2

BUSINESS



Farm Equipment

Rural



Two-Wheeler



Micro Loans



Home Loans & LAP

Housing



Real estate Finance

KEY DIFFERENTIATORS

Dynamic target allocation, preferred OEMs tie up

Driving decision and strategy through data backed algorithms

Expansion into new untapped geographies, borrower level EWS, analytics based collection

Digital lending model to provide best in class TAT

Comprehensive and robust EWS framework

Strong Structuring / underwriting capability with focus on project completion

Business strengths – 2/2

BUSINESS

Wholesale



**Investment
Management**



**Wealth
Management**



KEY DIFFERENTIATORS

Bouquet of products through project life cycle

Leadership in focused infra sectors; renewables, roads and transmission

Strong credit appraisal, structuring, risk and asset management expertise coupled with industry leading down selling desk

55% of total AAUM is equity AAUM, amongst the industry best

Consistent fund performance and excellent distribution franchisee

Tailored client-centric advice

Use of cutting edge portfolio analytics

Wide range of products across major asset classes

LTFH Consolidated – Summary financial performance

Performance Summary				
Q2FY18	Summary P&L (Rs. Cr)	Q1FY19	Q2FY19	Y-o-Y (%)
2,050	Interest Income	2,564	2,777	35%
1,320	Interest Expense	1,512	1,651	25%
730	NIM	1,052	1,126	54%
306	Fee & Other Income	359	415	36%
1,036	Total Income	1,411	1,542	49%
218	Operating Expense	330	368	69%
819	Earnings before credit cost	1,081	1,174	43%
518	Credit Cost *	356	373	-28%
338	PAT	538	560	66%

Q2FY18	Particulars (Rs. Cr)	Q1FY19	Q2FY19	Y-o-Y(%)
73,487	Book	86,321	91,201	24%
7,824	Networth	11,952	12,315	57%
42.95	Book Value per share (Rs.)	59.89	61.67	43%

* Includes macro-prudential provisions of Rs. 90 Cr in Q1FY19 & Rs. 110 Cr in Q2FY19 towards unanticipated event risks

LTFH Consolidated– Key ratios

Key Ratios			
Q2FY18	Key Ratios	Q1FY19	Q2FY19
11.37%	Yield	11.95%	12.35%
4.05%	Net Interest Margin	4.90%	5.01%
1.70%	Fee & Other Income	1.67%	1.85%
5.74%	NIM + Fee & Other Income	6.58%	6.86%
1.21%	Operating Expenses	1.54%	1.64%
4.54%	Earnings before credit cost	5.04%	5.22%
2.87%	Credit cost *	1.66%	1.66%
1.78%	Return on Assets	2.42%	2.33%
8.39	Debt / Equity	6.27	6.44
17.45%	Return on Equity	18.45%	18.47%

Entity	Tier I	Tier II	CRAR
Consolidated CRAR ratio	13.97%	3.53%	17.50%

* Includes impact of 42 bps in Q1FY19 & 49 bps in Q2FY19 as macro-prudential provisions towards unanticipated event risks

Lending Business – Business wise disbursement split

Disbursement				
Q2FY18	Segments (Rs. Cr)	Q1FY19	Q2FY19	Y-o-Y (%)
630	Farm Equipment	915	812	29%
736	2W Finance	952	1,107	50%
1,601	Micro Loans	2,613	2,790	74%
2,966	Rural Finance	4,480	4,709	59%
388	Home Loans	590	610	57%
512	LAP	295	341	-33%
1,697	Real Estate Finance	1,572	1,632	-4%
2,596	Housing Finance	2,458	2,584	-
3,555	Infrastructure Finance	3,126	3,136	-12%
570	Infra Debt Fund (IDF)	222	707	24%
1,347	Structured Corp Finance	376	561	-58%
2,594	Supply Chain Finance	1,698	1,391	-46%
1,714	DCM	2,673	3,648	113%
9,780	Wholesale Finance	8,095	9,443	-3%
15,343	Focused Business	15,033	16,736	9%
-	De-focused Products	-	-	-
15,343	Total Disbursement *	15,033	16,736	9%

* Excludes IPO funding, trade advance and sovereign debt

Lending Business – Business wise book split

Book				
Q2FY18	Segments (Rs. Cr)	Q1FY19	Q2FY19	Y-o-Y (%)
5,079	Farm Equipment	6,199	6,736	33%
2,580	2W Finance	3,771	4,272	66%
4,859	Micro Loans	9,109	10,425	115%
12,518	Rural Finance	19,079	21,433	71%
4,159	Home Loans	4,913	5,268	27%
3,886	LAP	4,195	4,300	11%
7,484	Real Estate Finance	11,248	12,151	62%
15,528	Housing Finance	20,356	21,718	40%
25,504	Infrastructure Finance	26,524	27,026	6%
5,222	Infra Debt Fund (IDF)	7,318	7,825	50%
7,073	Structured Corp Finance	7,635	7,589	7%
1,975	Supply Chain Finance	1,220	740	-63%
3,579	DCM	2,997	3,694	3%
43,353	Wholesale Finance	45,695	46,875	8%
71,399	Focused Business	85,130	90,026	26%
2,089	De-focused Products	1,190	1,175	-44%
73,487	Total Book*	86,321	91,201	24%

* Excludes IPO funding and sovereign debt

Rural Business – Summary financial performance

Performance Summary				
Q2FY18	Summary P&L (Rs. Cr)	Q1FY19	Q2FY19	Y-o-Y (%)
482	Interest Income	823	948	97%
189	Interest Expense	316	343	82%
293	NIM	507	605	106%
17	Fee & Other Income	74	98	-
310	Total Income	581	702	126%
45	Operating Expense	137	176	-
265	Earnings before credit cost	443	526	98%
91	Credit Cost *	186	216	138%
116	PAT	193	218	88%

Q2FY18	Particulars (Rs. Cr)	Q1FY19	Q2FY19	Y-o-Y (%)
12,518	Book	19,079	21,433	71%
1,465	Networth	2,986	3,108	112%

* Includes macro-prudential provisions of Rs. 90 Cr in Q1FY19 & Rs. 60 Cr in Q2FY19 towards unanticipated event risks

Rural Business – Key ratios

Key Ratios			
Q2FY18	Key Ratios	Q1FY19	Q2FY19
16.38%	Yield	18.33%	18.56%
9.97%	Net Interest Margin	11.28%	11.84%
0.58%	Fee & Other Income	1.64%	1.91%
10.54%	NIM + Fee & Other Income	12.93%	13.76%
1.52%	Operating Expenses	3.05%	3.46%
9.02%	Earnings before credit cost	9.87%	10.30%
3.09%	Credit cost *	4.14%	4.23%
4.00%	Return on Assets	4.30%	4.16%
6.97	Debt / Equity	5.37	5.71
32.89%	Return on Equity	28.04%	28.62%

* Includes impact of 200 bps in Q1FY19 & 118 bps in Q2FY19 for macro-prudential provisions created towards unanticipated event risks

Housing Business – Summary financial performance

Performance Summary				
Q2FY18	Summary P&L (Rs. Cr)	Q1FY19	Q2FY19	Y-o-Y (%)
438	Interest Income	597	661	51%
245	Interest Expense	343	372	51%
192	NIM	254	289	50%
45	Fee & Other Income	77	64	42%
238	Total Income	331	354	49%
36	Operating Expense	38	40	13%
202	Earnings before credit cost	293	313	55%
39	Credit Cost *	66	34	-14%
107	PAT	166	197	84%

Q2FY18	Particulars (Rs. Cr)	Q1FY19	Q2FY19	Y-o-Y (%)
15,528	Book	20,356	21,718	40%
1,474	Networth	2,700	2,884	96%

* Includes macro-prudential provisions of Rs. 50 Cr in Q2FY19 towards unanticipated event risks

Housing Business – Key ratios

Key Ratios			
Q2FY18	Key Ratios	Q1FY19	Q2FY19
11.87%	Yield	12.12%	12.47%
5.22%	Net Interest Margin	5.16%	5.46%
1.23%	Fee & Other Income	1.56%	1.21%
6.45%	NIM + Fee & Other Income	6.72%	6.67%
0.96%	Operating Expenses	0.76%	0.76%
5.48%	Earnings before credit cost	5.95%	5.91%
1.07%	Credit cost *	1.34%	0.64%
2.79%	Return on Assets	3.21%	3.40%
9.38	Debt / Equity	6.81	6.64
28.98%	Return on Equity	25.70%	28.19%

* Includes impact of 94 bps in Q2FY19 for macro-prudential provisions created towards unanticipated event risks

Wholesale Business – Summary financial performance

Performance Summary				
Q2FY18	Summary P&L (Rs. Cr)	Q1FY19	Q2FY19	Y-o-Y (%)
1,079	Interest Income	1,111	1,139	6%
822	Interest Expense	822	888	8%
257	NIM	289	251	-3%
164	Fee & Other Income	143	166	1%
421	Total Income	432	417	-1%
53	Operating Expense	68	57	7%
368	Earnings before credit cost	364	360	-2%
326	Credit Cost	92	90	-73%
147	PAT	208	202	38%

Q2FY18	Particulars (Rs. Cr)	Q1FY19	Q2FY19	Y-o-Y (%)
43,353	Book	45,695	46,875	8%
4,694	Networth	5,268	6,305	34%

Wholesale Business – Key ratios

Key Ratios			
Q2FY18	Key Ratios	Q1FY19	Q2FY19
9.94%	Yield	9.50%	9.77%
2.37%	Net Interest Margin	2.47%	2.15%
1.51%	Fee & Other Income	1.22%	1.42%
3.88%	NIM + Fee & Other Income	3.70%	3.57%
0.49%	Operating Expenses	0.58%	0.49%
3.39%	Earnings before credit cost	3.11%	3.08%
3.01%	Credit cost	0.79%	0.77%
1.30%	Return on Assets	1.75%	1.65%
8.11	Debt / Equity	7.83	6.36
12.79%	Return on Equity	15.58%	15.07%

Infrastructure Finance & DCM – Business wise split

DISBURSEMENT

Sectors (Rs. Cr)	Q2FY18	Q1FY19	Q2FY19	Y-o-Y (%)
Renewable Power	3,214	2,971	3,117	-3%
Roads	339	115	261	-23%
Power Transmission	108	49	1,057	-
Others ¹	2,179	2,886	3,057	40%
Total	5,839	6,021	7,491	28%

LOAN BOOK

Sectors (Rs. Cr)	Q2FY18	Q2FY18 (% of Total)	Q1FY19	Q1FY19 (% of Total)	Q2FY19	Q2FY19 (% of Total)	Y-o-Y (%)
Renewable Power	13,716	40%	17,376	47%	17,603	46%	28%
Roads	8,603	25%	7,003	19%	7,567	20%	-12%
Power Transmission	1,207	4%	1,927	5%	2,041	5%	69%
Others ¹	10,779	31%	10,534	29%	11,334	29%	5%
Total	34,305	100%	36,840	100%	38,545	100%	12%

¹ Others includes DCM desk, infra project implementers, telecom, thermal power, healthcare, water treatment, select hotels etc.

Product profile and Geographies

BUSINESS

Average Ticket Size

Average Tenor

Major Geographies



Farm Equipment

Rs. 4 Lacs

46 months

MP, UP, Maharashtra, Karnataka, Telangana, AP

Rural



2 Wheeler

Rs. 52k

25 months

Kolkata, Ahmedabad, Surat, Mumbai, Pune, Bangalore, New Delhi, Hyderabad



Micro Loan

Rs. 32k

24 months

TN, WB, Orissa, Kerala, Karnataka, Madhya Pradesh, Assam, Bihar

Housing



Home Loan

Rs. 41 Lacs

13 years

Mumbai, Delhi, Bangalore, Pune, Hyderabad, Chennai & Surat

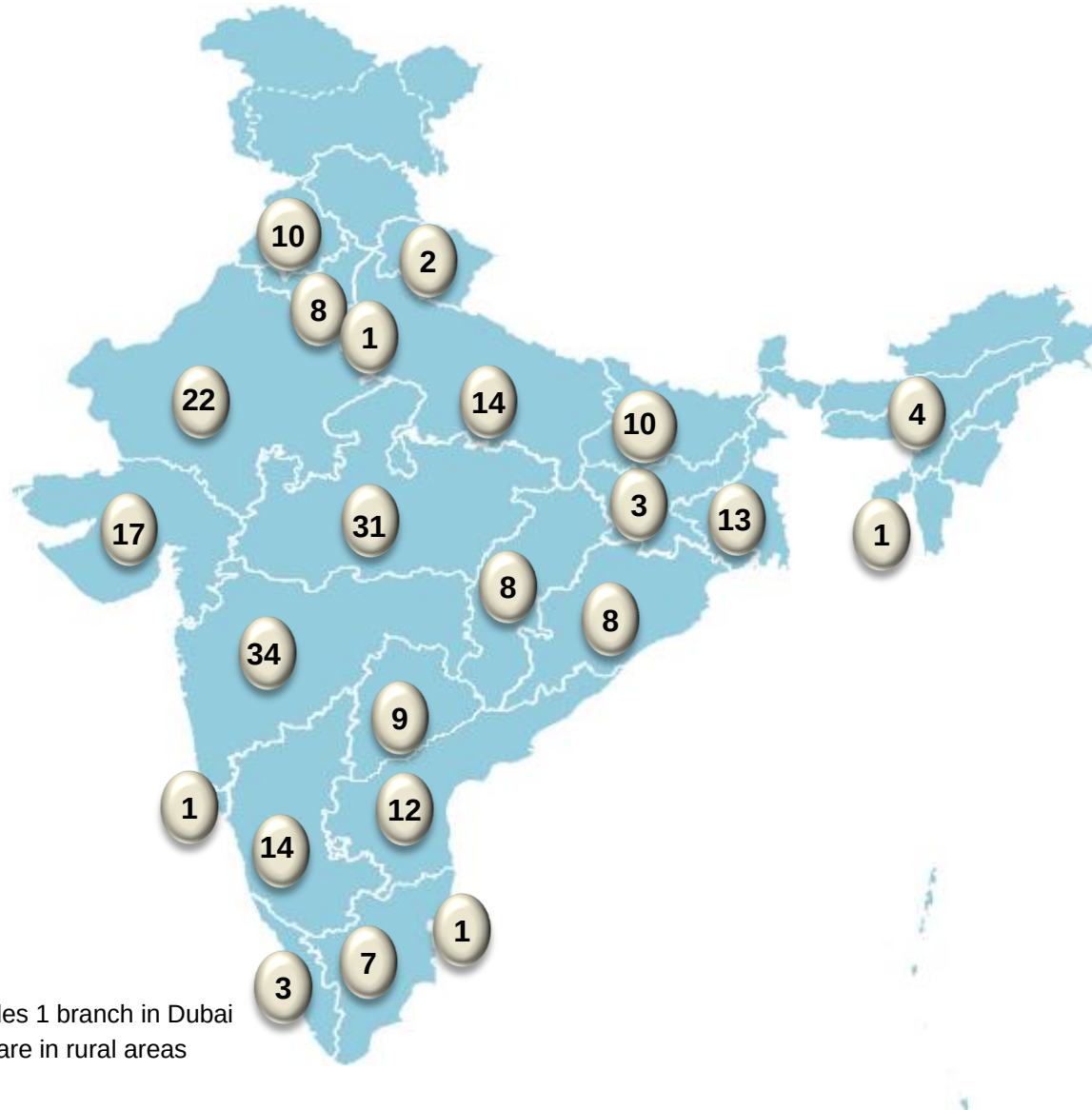
Loan against Property

Rs. 56 Lacs

12 years

Mumbai, Pune, NCR, Hyderabad, Bangalore, Chennai

LTFH branch footprint



As of September 30th 2018

No. of States& Union Territories	22 & 2
No. of branches*	236
No. of Micro Loans meeting centers**	1,114
No. of employees	19,503

*Also includes 1 branch in Dubai

**All these are in rural areas

Corporate structure & Credit ratings

L&T FINANCE HOLDINGS (LTFH)					
India Ratings & Research, CARE, ICRA				AAA (Long Term) A1+ (Short Term)	
LENDING				NON LENDING	
L&T FINANCE	L&T HOUSING FINANCE	L&T INFRA FINANCE	L&T INFRA DEBT FUND	L&T INVESTMENT MANAGEMENT	L&T CAPITAL MARKETS
India Ratings & Research, CARE, ICRA	India Ratings & Research, CARE, ICRA	India Ratings & Research, CARE, ICRA	CRISIL, ICRA, CARE		
SHORT TERM	A1+	A1+	A1+	A1+	
LONG TERM	AAA	AAA	AAA	AAA	

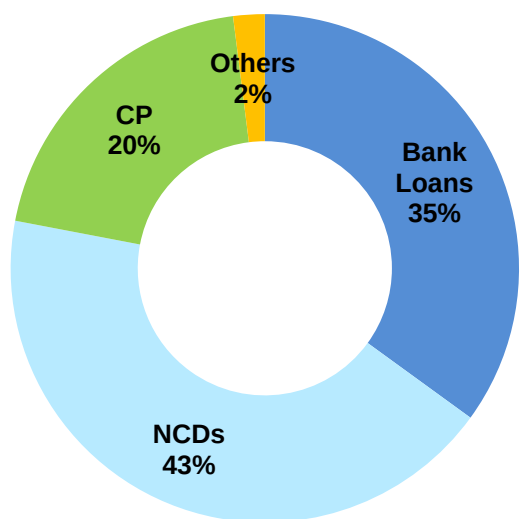
AUM disclosure – Investment Management Business

Assets Under Management (Rs. Cr)						
Fund Type	Quarter ended Sept, 2017		Quarter ended June, 2018		Quarter ended Sept, 2018	
	AUM ¹	Avg. AUM ²	AUM ¹	Avg. AUM ²	AUM ¹	Avg. AUM ²
Equity (Other than ELSS)	22,576	20,656	35,494	35,443	35,403	37,073
Equity – ELSS	2,580	2,479	3,173	3,219	3,183	3,316
Income	14,677	16,043	14,157	14,740	13,759	14,176
Liquid	12,868	13,372	16,801	17,564	12,253	19,049
Gilt	197	199	148	152	131	140
TOTAL	52,898	52,749	69,773	71,118	64,729	73,754

¹ As on the last day of the Quarter ² Average AUM for the Quarter

Consolidated Debt: Well diversified into various instruments

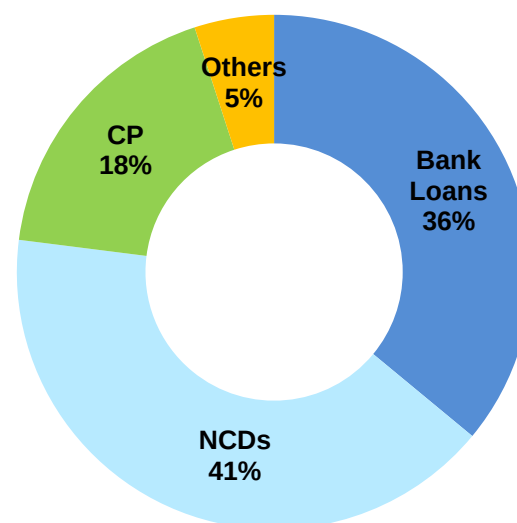
Q1FY19



Rs. 77,242 Cr

8.29%

Q2FY19



Rs. 86,789 Cr

8.33%

Consolidated Debt

WAC

² WAC is including Preference Capital

Awards & Recognition



**Golden Peacock Award for
"Excellence in Corporate Governance"**

(October, 2018)



**Asian Centre Awards for
"Best Audit Committee"**

(October, 2018)



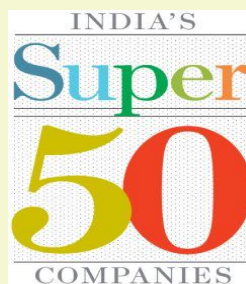
**The CII National HR Circle Competition
2018 winner for "Management of Change
& Excellence in HRM"**

(September, 2018)



**CNBC TV18 MF Award for
"Equity Fund House of the Year"**

(September, 2018)



**L&T Finance Holdings featured in
"Forbes Super 50 Companies"**

(August, 2018)



Finnoviti awarded for Sangam

(February, 2018)

Board comprises majority of Independent Directors

Board of Directors



S. V. Haribhakti, *Non-Executive Chairman, Independent Director*

- Chairman, Haribhakti & Co, LLP
- 40 + years of experience in audit, tax and consulting



Dinanath Dubhashi, *Managing Director & CEO*

- 28+ years of experience across multiple domains in BFSI such as Corporate Banking, Cash Management, Credit Ratings, Retail Lending and Rural Financing



R. Shankar Raman, *Non-Executive Director*

- Current whole time director & CFO of L&T Limited
- 30+ years of experience in finance, including audit and capital markets



P. V. Bhide, *Independent Director*

- Retired IAS officer of the Andhra Pradesh Cadre (1973 Batch)
- Former Revenue Secretary; 40+ years experience across various positions in the Ministry of Finance



Harsh C. Mariwala, *Independent Director*

- Chairman of Marico Limited
- 30+ years of experience in building certain Consumer brands in India



Thomas Mathew T., *Independent Director*

- Former Managing Director of Life Insurance Corporation of India
- 36+ years of experience in Life Insurance Industry



Nishi Vasudeva, *Independent Director*

- Former Chairman and Managing Director of Hindustan Petroleum Corporation Ltd
- 30+ years of experience in Petroleum Industry



Dr. Rajani Gupte, *Independent Director*

- Current Vice Chancellor of Symbiosis International University, Pune
- 30+ years of experience in teaching and research at prestigious institutes



Pavninder Singh, *Nominee Director*

- Managing Director with Bain Capital- Mumbai
- Earlier with Medrishi.com as Co-CEO and Consultant at Oliver Wyman



Prabhakar B., *Non-Executive Director*

- Former Chairman and Managing Director of Andhra Bank
- 37+ years of experience in the banking industry

Management Team



Dinanath Dubhashi
Managing Director & CEO
28 yrs exp, BNP Paribas, SBI Cap, CARE



Kailash Kulkarni
CE - Investment Management &
Group Head - Marketing
28 yrs exp, Kotak Mahindra AMC,
Met Life, ICICI



Sunil Prabhune
CE – Rural & CHRO
20 yrs exp, ICICI Bank, GE, ICI



Virender Pankaj
CE – Wholesale &
Group Head – Sell down
27 yrs exp, SBI



Srikanth J
CE – Housing &
Group Head – Central operations
22 yrs exp, BNP Paribas,
Commerz Bank AG



Manoj Shenoy
CE - Wealth Management &
Group Head – CSR
28 yrs exp, EFG Wealth Mgmt,
Anand Rathii



Sachinn Joshi
Group CFO
28 yrs exp, Aditya Birla
Financial Services, Angel Broking,
IL&FS



Raju Dodti
CE – Special Situation Group &
Group Head – Legal and Compliance
20 yrs exp, IDFC Ltd, ABN Amro,
Soc Gen



S Anantharaman
Chief Risk Officer &
Head – Internal Audit
25 yrs exp, HDFC Bank, Al Ahli
Bank of Kuwait, SBICI



Soumendra Nath Lahiri
CIO – Investment Management
26 yrs exp, Canara Robeco Mutual
Fund, DSP Blackrock Investment
Managers



Shiva Rajaraman
CE – L&T Infra Debt Fund
22 yrs exp, IDFC, Dresdner Kleinwort
Benson



Abhishek Sharma
Chief Digital Officer
15 yrs exp, Indian Army

Deliver sustainable RoE



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