



July 20, 2018

National Stock Exchange of India Limited
Exchange Plaza,
Plot No. C/1, G Block,
Bandra - Kurla Complex, Bandra (East),
Mumbai - 400 051.

BSE Limited
Corporate Relations Department,
1st Floor, New Trading Ring,
P. J. Towers, Dalal Street,
Mumbai - 400 001.

Symbol: L&TFH

Security Code No.: 533519

Kind Attn: Head – Listing Department / Dept of Corporate Communications

Sub: Submission of Investor / Analyst Presentation

Dear Sir / Madam,

With reference to our letter dated July 11, 2018 and pursuant to Regulation 30 read with Para A of Part A of Schedule III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), please find enclosed presentation to be made to Institutional Investor(s) / Analyst(s).

Further, as per Regulation 46 of Listing Regulations, the said Presentation would also be available on website of the Company i.e. www.ltfs.com/investors.html.

We request you to take the aforesaid on records.

Thanking you,

Yours faithfully,

For **L&T Finance Holdings Limited**


 **Apurva Rathod**
Company Secretary and Compliance Officer

Encl: As above

TRANSFORM FOCUS DELIVER



Redefined

Strategy & Results Update – Q1 FY19



L&T Financial Services

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The financial figures and ratios, other than consolidated PAT, provided in this presentation are management representation based on internal financial information system of the Company. These financial figures are based on restatement of certain line items in the consolidated financial statements of the Company and describe the manner in which the management of the Company monitors the financial performance of the Company. There is a possibility that these financial results for the current and previous periods may require adjustments due to changes in financial reporting requirements arising from new standards, modifications to the existing standards, guidelines issued by the Ministry of Corporate Affairs and RBI or changes in the use of one or more optional exemptions from full retrospective application of certain IND AS permitted under IND AS-101.

Risk Factors and Disclaimers pertaining to L&T Mutual Fund: Mutual Fund investments are subject to market risks, read all scheme related documents carefully.



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”**

IND AS Transition (1/3)

In line with direction from Ministry of Corporate Affairs, L&T Finance Holdings Ltd. has adopted Indian Accounting Standards (IND AS) with effect from 1st April 2018. Results of Q1FY19 are prepared and reported in compliance with IND AS requirements. Additionally, for the same quarter of previous year (Q1FY18), figures have been restated as per IND AS.

IND AS Transition (2/3)

KEY CHANGES	IMPACTED LINE ITEM	IGAAP	IND AS
Fair value of investments	Income from operations	Only diminution in fair value considered	Fair value method
Fee Income	Other Income	Booked upfront	Amortized (as applicable)
Credit costs	Credit costs	Specified by Regulators	Expected Credit Loss (ECL) model
Preference dividend	Finance cost	Appropriated in reserves	Treated as finance cost
ESOP valuation	Employee cost	Intrinsic method	Black Scholes pricing model
Securities issue expenses	Finance cost	Adjusted in securities premium	Amortized through P&L
Preference shares	Net Worth	Included in Net-worth	Added to Borrowings

The results shown are after considering the above adjustments

IND AS Transition – ECL Methodology (3/3)

GROSS STAGE 3 - DEFINITION

Gross Stage 3 includes –

- GNPA > 90 DPD
- Impaired assets (S4A, SDR, 5:25, etc.) where regulatory forbearances are available
- Identified standard assets which are under incipient stress

PROVISIONS UNDER ECL METHODOLOGY

ECL methodology prescribed in IND AS is based on the principle of providing for expected future losses, rather than incurred losses.

ECL methodology facilitates granular analysis of portfolio thereby translating true risk of a portfolio into provisions

Stage wise ECL takes into account various macro economic factors on all portfolios such as reservoir levels, MSP, inflation, interest rate outlook, movement in property prices etc.

Significance of IND AS for us



IND AS required us to provide for entire Expected Credit Loss on the legacy infra stressed portfolio. This now completes the provisioning journey for us



In line with above, ~Rs. 1800 Cr of incremental provisions have been taken through the opening reserves. We now carry provision of ~Rs. 3000 Cr against total portfolio of ~Rs. 5000 Cr



Further provisions of Rs. 92 Cr in wholesale have been taken as steady state provisions



In our retail portfolio, provisions have been made based on statistical ECL models

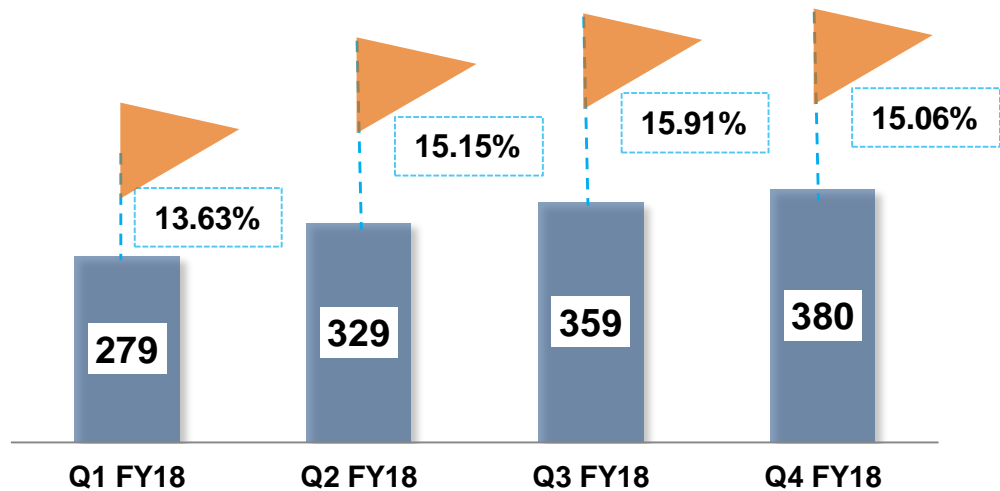


In addition, Rs. 90 Cr of provisions have been built up for unanticipated event risks

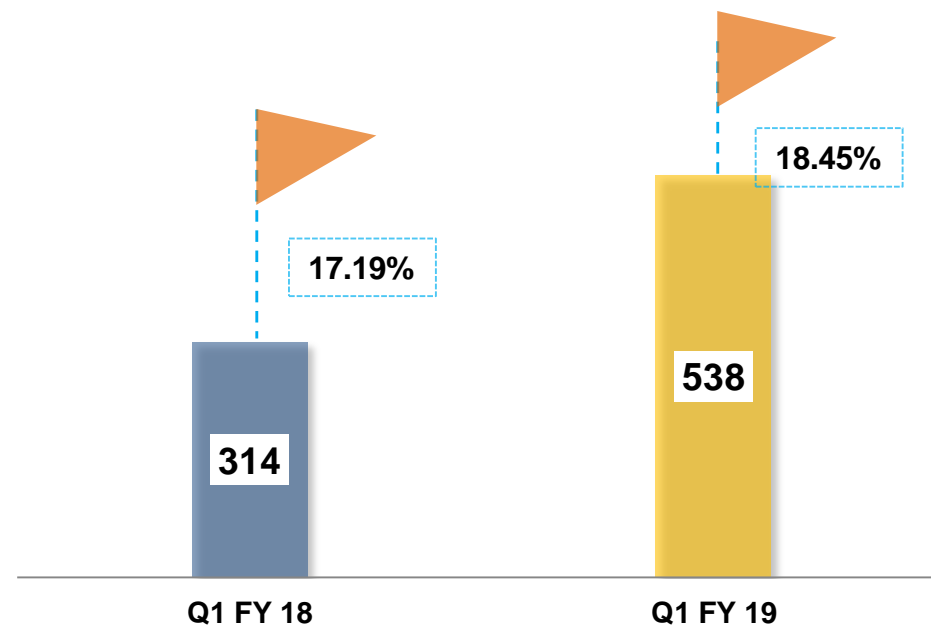
With legacy provisions behind us, our Q1FY19 performance exhibits the steady state RoE range of the portfolio.

Our Delivery – PAT & RoE

IGAAP



IND AS



RoE

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

Transform. Focus. Deliver... *Redefined*

TRANSFORM.

**Sustainably deliver
top quartile
RoE**

FOCUS.



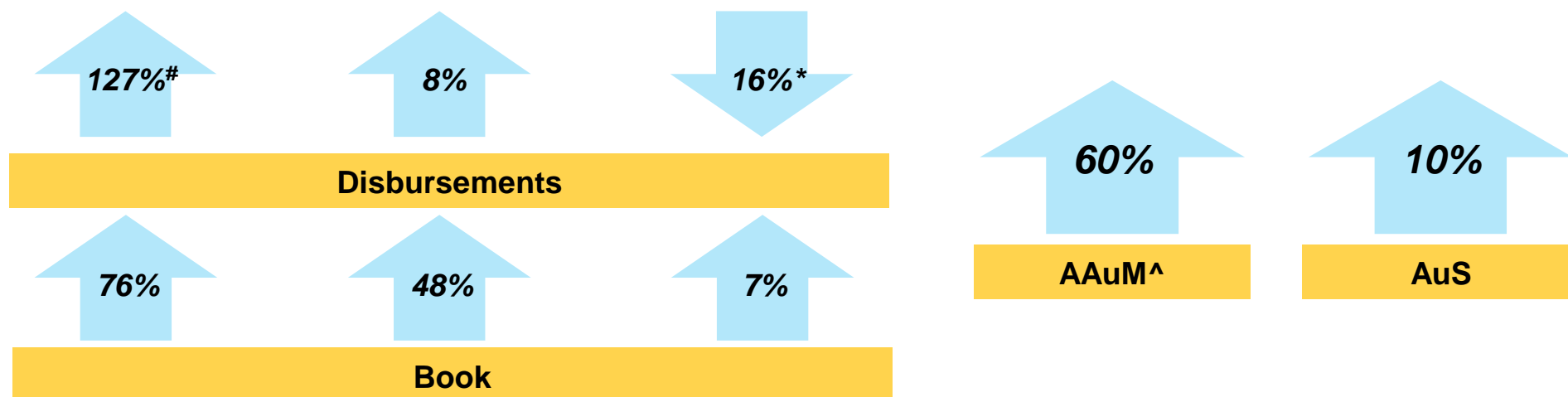
DELIVER.

- Continuous increase in market share
- Retailisation of the portfolio
- Strong risk framework
- Continue to improve asset quality and further increase provision coverage
- Concentrate on “NIMs + Fees” for measuring transaction profitability
- Strengthen sell down desk further
- Continue to drive cost control and productivity
- Establish digital and data analytics as sustainable competitive advantage

Our Delivery - Growth



Growth Y-o-Y

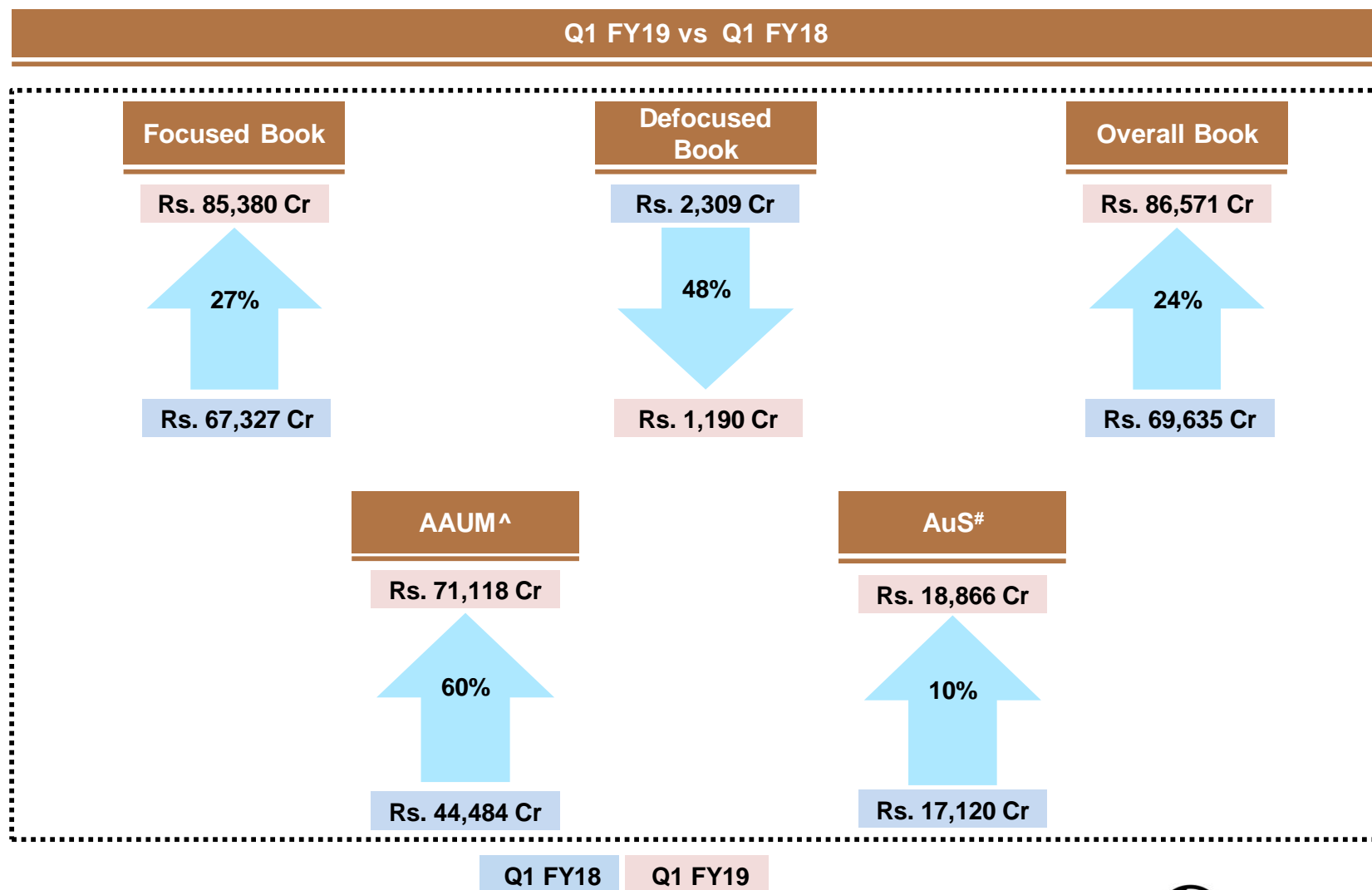


Excludes Trade advance

* Excludes IPO financing

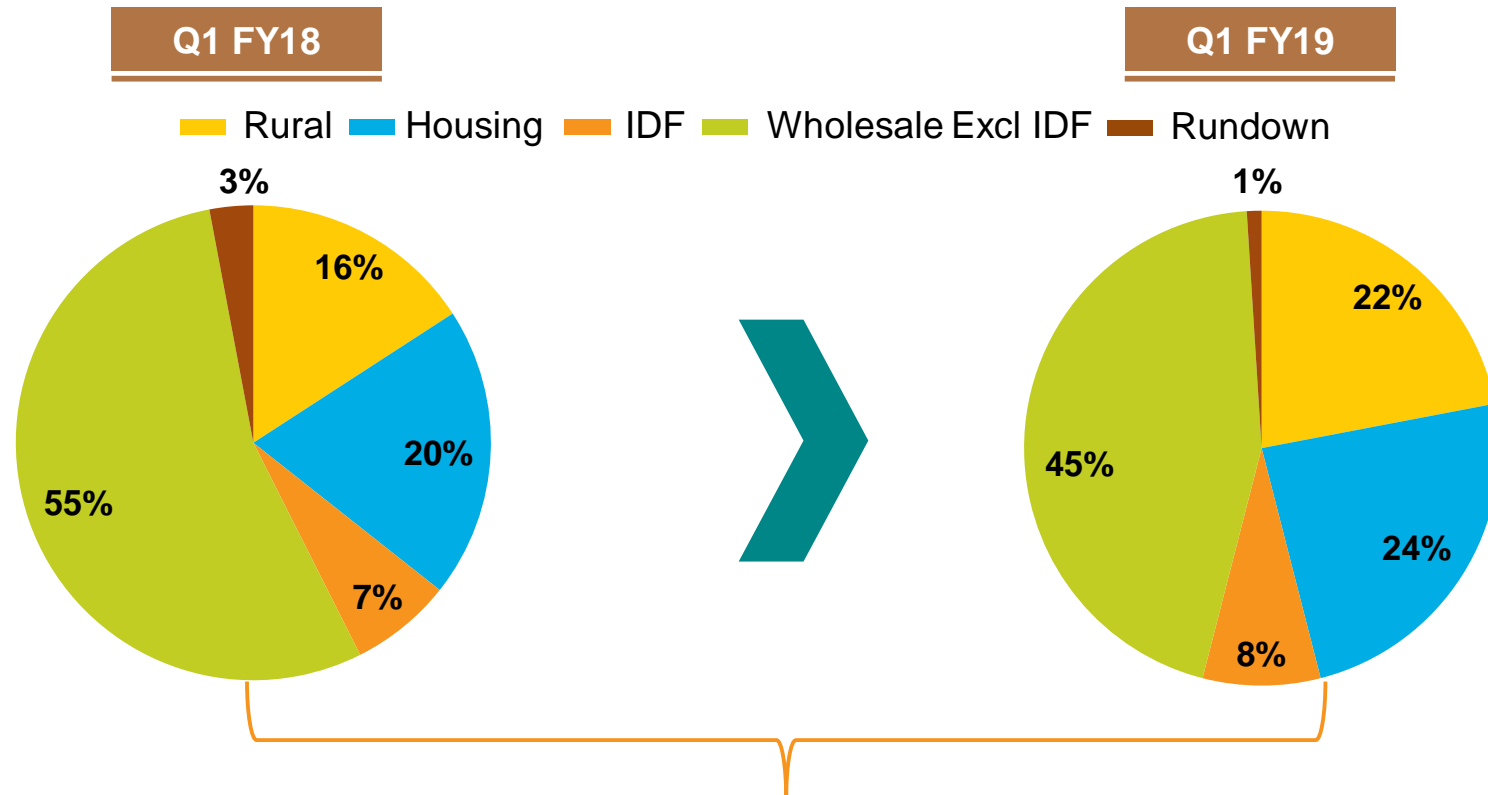
[^] Quarterly average

Our Delivery – Financial Performance



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

Our Delivery – Increasing Retailisation

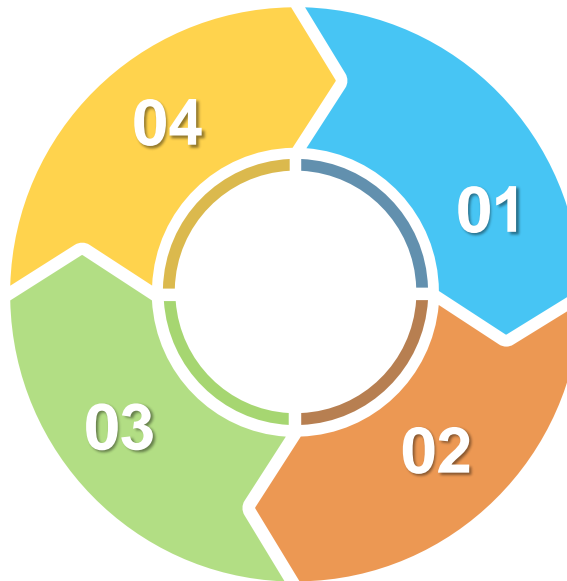


- Focus on growing Rural and Housing book
- Sell down strategy used to limit the wholesale book growth without slowing down business
- Weight of IDF is increasing within wholesale
- Progressive running down of defocused book

ECL model - an enabler to enterprise risk management

Expected Credit Loss

- Accounting for expected losses being done on basis of statistical models using internal and external portfolio behaviour
- Robust internal rating models mapped to external benchmarks
- ECL model giving us the opportunity to provide for future event risks
- ECL model acting as portfolio steering tool to optimize risk return paradigm



Risk Appetite Statement & Risk limits framework

- Risk Appetite Statement clearly defining tolerance levels of capital adequacy, liquidity & earnings volatility
- Risk limits framework identifying risk hotspots & controls portfolio concentration.

Liquidity Risk Management

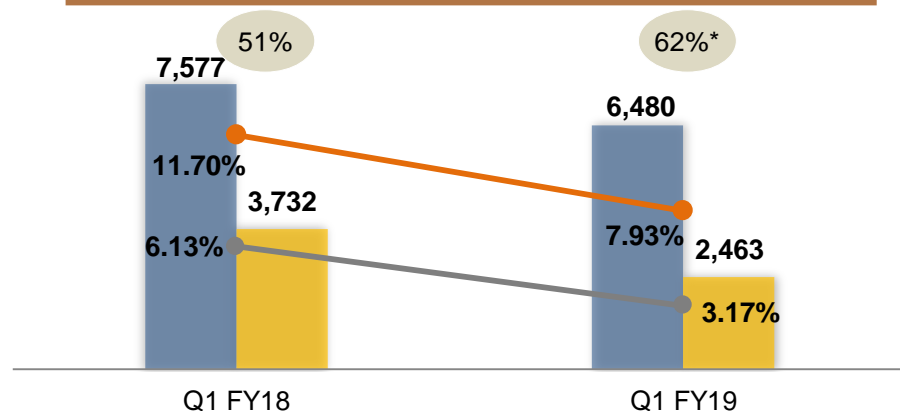
- Liquidity buffer for managing Liquidity Risk during Black Swan events

Risk Dashboard & Early Warning Signals

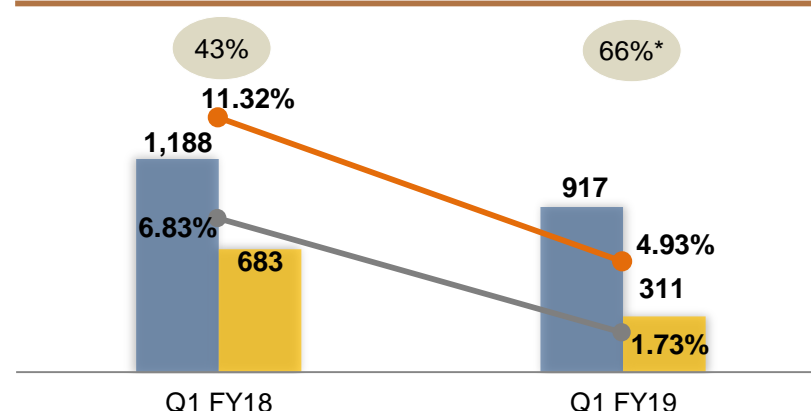
- Risk dashboards providing integrated insights on key risk parameters
- EWS providing timely identification of emerging risks and offers early course correction

Strengthening Balance sheet – Asset Quality

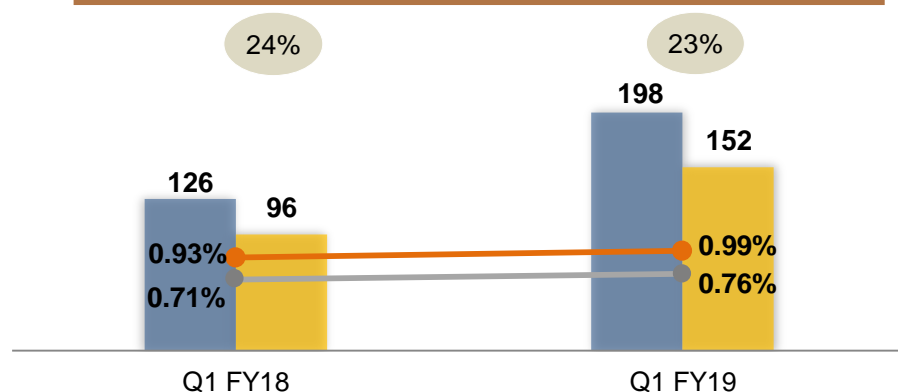
LTFH Consolidated– Asset Quality



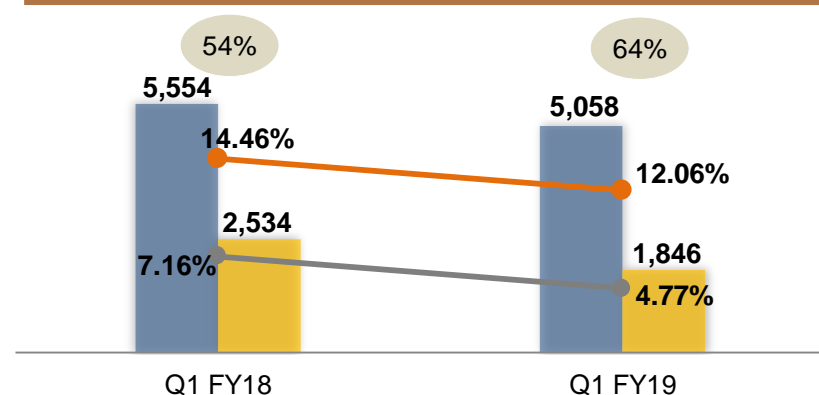
Rural - Asset Quality



Housing - Asset Quality



Wholesale - Asset Quality



■ GS3 (Rs. Cr.)

■ NS3 (Rs. Cr.)

● GS3 (%)

● NS3 (%)

● PCR (%)

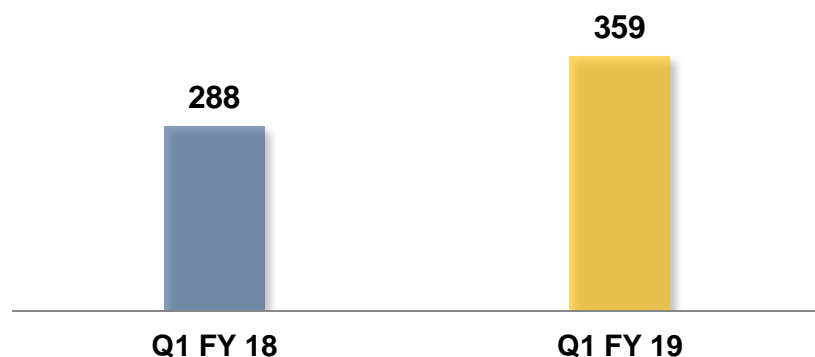
GS3- Gross Stage 3 ; NS3- Net Stage 3

* Excludes Rs. 90 Cr of provisions taken for unanticipated event risks

Strengthening NIMs + Fee Income

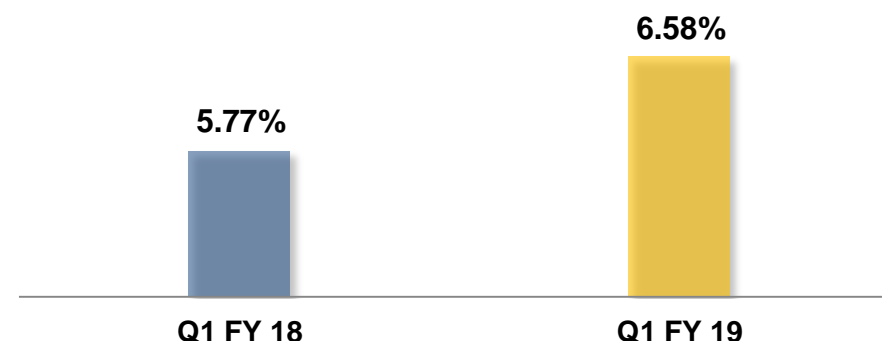
FEE & OTHER INCOME

Rs. Cr



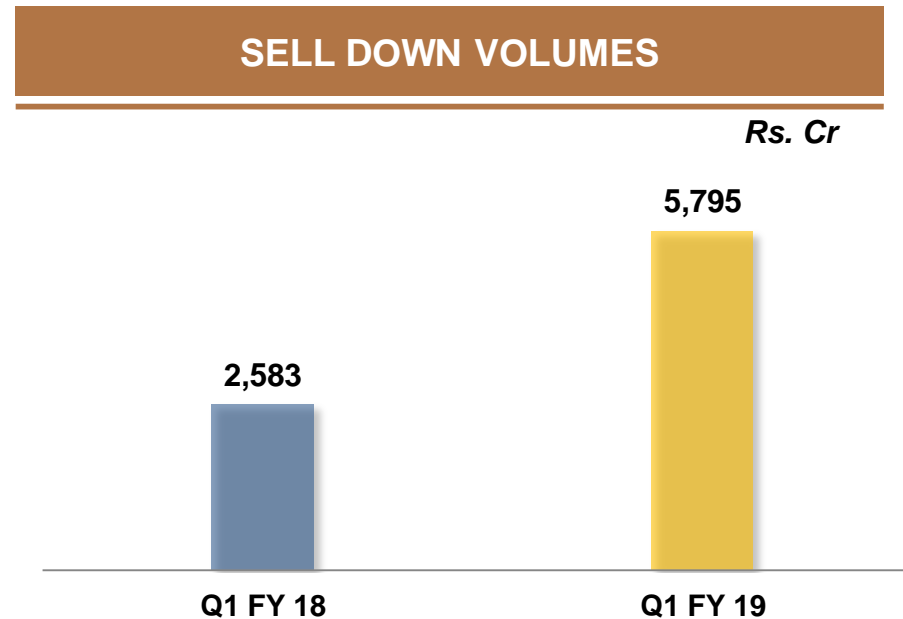
TOTAL INCOME (NIMs + FEES)

% of average book



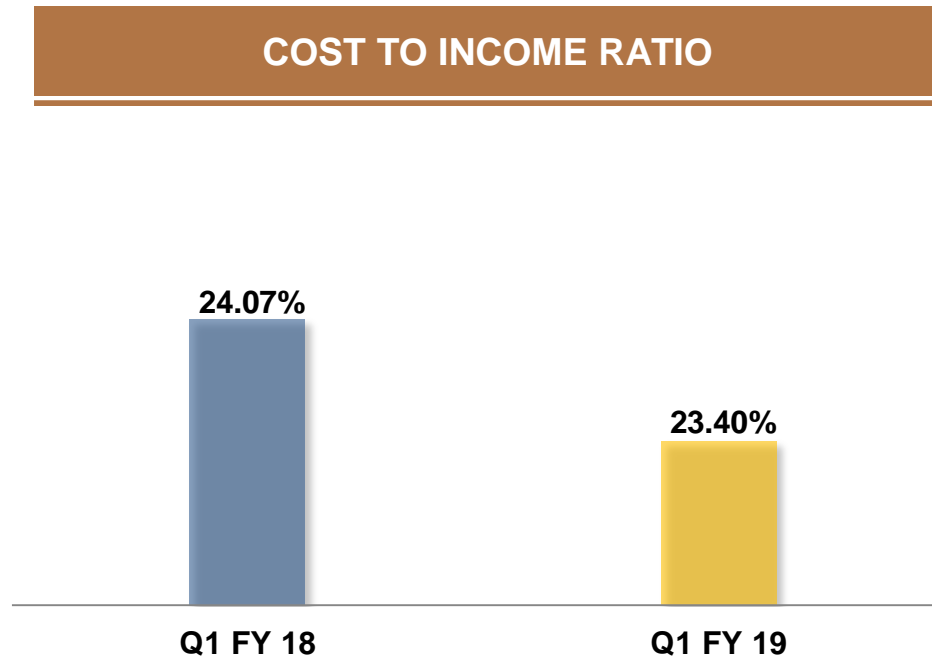
- Strong growth in fee income as a result of our strategy of concentrating on “NIMs + Fees” for measuring transaction profitability
- Despite rising interest rates, NIMs were managed well due to
 - Change in Product Mix
 - Better ALM strategy
 - Competitive position in many of our products
- Fee Income is getting more broad based across all businesses

Strong Sell down desk



- Sustained sell down volumes despite nil sell down to PSU banks
- Ranked No.1 “Mandated Lead Arranger” in India by Thomson Reuters and No. 2 by Bloomberg
- Foremost Indian “Mandated Lead Arranger” for Asia Pacific Project finance loans by Bloomberg

Strengthening Cost control



- Cost in control despite considerable investments in
 - Digital & data analytics
 - Branch infrastructure
 - Manpower

Using power of data to unlock RoE

- Robust customer differentiation and credit decisioning capabilities using data analytics
- Early warning detection techniques to identify potential losses and exposures proactively

Cost of Collection / Credit Cost

Cost of Servicing

- Seamless multichannel proposition for fulfilment of on-demand service requests
- Elimination of manual data entry

- Interdisciplinary and agile processes across products
- Paperless on-boarding and verification using e-KYC, e-sign, e-stamping

Cost of Acquisition / Onboarding

Productivity Enhancements

- Tech empowered front line staff for real time algorithm based decisions
- Dynamic target allocation to tap business opportunities

- USP around best in market turn around time (TAT)
- Value proposition for higher customer wallet share

Growth

LTFH consolidated Q1 FY19 – Capital allocation and RoE bridge

Q1 FY18			Business Segments (Rs. Cr)	Q1 FY19			PAT Y-o-Y (%)
PAT	Net Worth	RoE		PAT	Net Worth	RoE	
104	1,359	31.33%	Rural Business	193	2,986	28.04%	86%
119	1,474	34.40%	Housing Business	166	2,700	25.70%	39%
160	4,483	14.47%	Wholesale Business	208	5,268	15.58%	30%
383	7,315	21.48%	Lending Business	567	10,954	21.25%	48%
18	793	9.17%	Investment Management	2	855	0.85%	-
3	18	64.26%	Wealth Management	3	47	30.34%	25%
404	8,126	20.36%	Focus Business Total	573	11,856	19.78%	42%
(60)	263	-	De-focused Business	(18)	168	-	-
344	8,390	16.70%	Businesses Total	554	12,023	18.86%	61%
(30)	(737)	-	Others	(16)	(71)	-	-
314	7,652	17.19%	LTFH Consol. (To Equity Shareholders)	538	11,952	18.45%	71%

Conclusion

❖ LTFH has achieved RoE of 18.45% which is within the steady state range

❖ Consolidated PAT increased by 71% to Rs. 538 Cr in Q1 FY19 vs Rs. 314 Cr in Q1 FY18

❖ **Key Financial parameters Q1 FY19 vs. Q1 FY18**

- Book has increased by 24% from Rs.69,635 Cr to Rs.86,531 Cr
- NIMs + Fees stands at 6.58% vs 5.77%
- Cost to Income ratio has decreased from 24.07% to 23.40%

❖ **Asset Quality performance Q1 FY19 vs. Q1 FY18**

- Gross Stage 3 levels have gone down to 7.93% from 11.70%
- Net Stage 3 levels have gone down to 3.17% from 6.13%
- Provision coverage increased to 61.99% from 50.74%

❖ **Having reached steady state RoE, our focus will be on:**

- Responsible growth
- Maintaining steady state RoE
- Minimising sigma through tightly managing all families of risk



Detailed ECL approach



L&T Financial Services

Key Concepts of ECL (1/2)

- ECL (forward-looking) is computed as: $PD \times LGD \times EAD$
- 3-Stage impairment model - Based on whether there is a significant increase in the credit risk of the financial assets since its initial recognition
- Stage of loan determines amount of impairment to be recognized as ECL

PD

- Probability of whether a borrower will default on its obligations in the future
- expressed in % of no. of borrowers
- Longer the time horizon, higher the PD for a borrower
- PD varies across stages of loan

LGD

- Depends on recovery process, type and amount of collateral
- expressed in % of exposure
- Computed over lifetime of loan and applies uniformly across stages of loans

EAD

- Exposure amount to a borrower at the time of default
- It includes outstanding principal, unrealized accrued interest, off-balance sheet non-fund based exposures, undisbursed commitments etc.

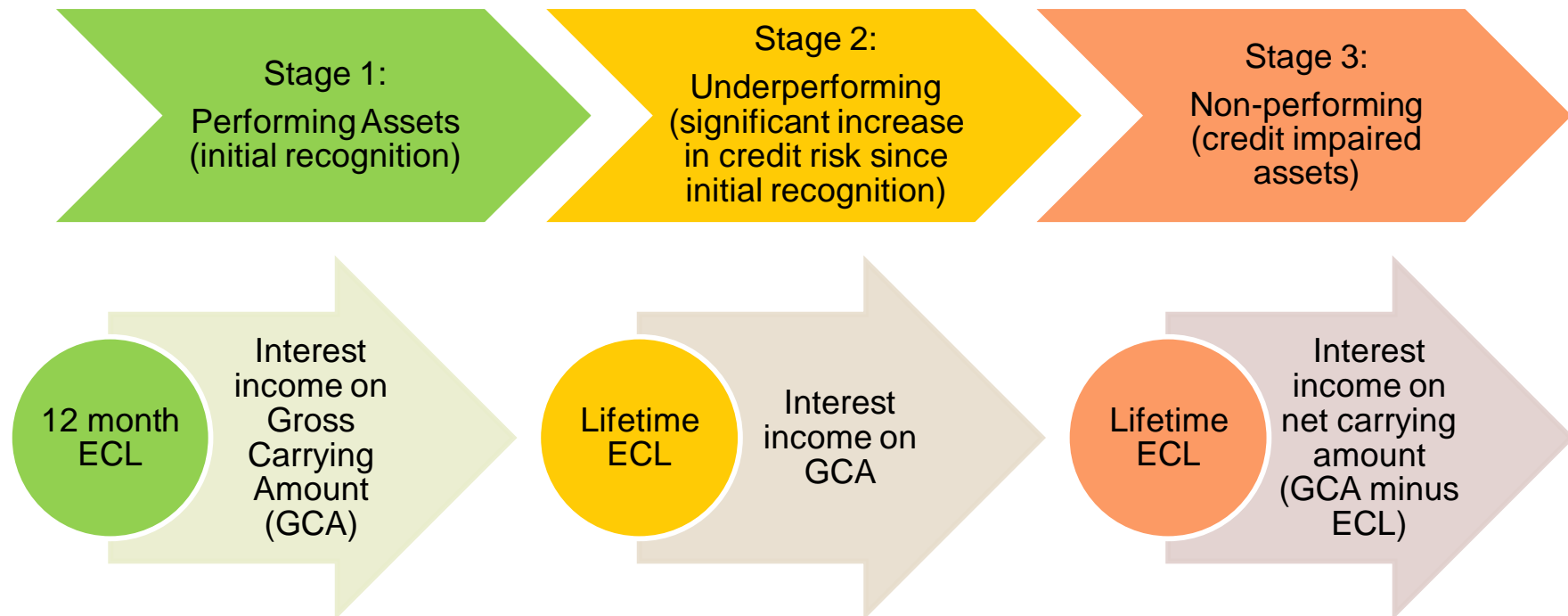
PD: Probability of Default

LGD: Loss Given Default

EAD: Exposure at Default

Key Concepts of ECL (2/2)

Change in Credit quality since initial recognition



ECL - Key Differences: IRACP and IND AS

COMPONENTS	RBI/NHB IRACP REGULATIONS	IND AS 109
Incurring vs Expected Loss	Rule-based graded increase in provisions based on time since default. Hybrid approach with voluntary provisions basis assessment of current information i.e. incurred losses.	Based on historical trend, current conditions and expected future conditions (forward-looking view) i.e. expected losses
Product Differentiation	Uniform approach across products, sectors, geography	Differential ECL measurement for different portfolio segments. Segmentation basis homogenous risk characteristics of products, sector, geography etc.
Asset Classification Norms	<ul style="list-style-type: none"> • Standard Asset - Performing • Sub-Standard Asset - NPA <12 months • Doubtful Assets - NPA >12 months • Loss Assets - non-recoverable 	<ul style="list-style-type: none"> • Stage 1: Performing – < 30/60 DPD • Stage 2: Under-performing – 31/61-90 DPD • Stage 3: Non-performing – 90+ DPD
Time Value of Money	Not considered. Absolute value of recovery matters irrespective of time of recovery.	Factored in through discounting of expected recovery to the present value based on time.
Income Recognition	No income recognition on NPA assets	Interest calculation on Stage 3 assets as well to be computed on the Net carrying Value (NCV)
Exposure	<ul style="list-style-type: none"> • Fund based facility • Interest not collected to be excluded • Interest not to be accrued for NPA assets 	<ul style="list-style-type: none"> • Interest amount up to 90 days to be part of EAD for stage 3. • Interest accrued on Stage 3 assets on the Net carrying Value (NCV) (funded + non funded)

Overview of LTFS ECL Model : Retail Assets

Stage Definition

- Portfolio approach adopted for retail exposures
- Product as the homogenous pool
 - To be refined in future with further segmentation within a product
- Stage 3: > 90 DPD; Stage 2: > 30 DPD <= 90 DPD; Stage 1: < 30 DPD
- Borrower-wise classification across all facilities i.e. maximum DPD

Retail Assets: Illustration of ECL computation (1/2)

PD (16 quarterly snapshot)					
DPD|MOB	0	1	2	3	.
0	P11	P12	P13	.	.
1-30	.	.	.	.	.
.
.
>90	P51	P52	P53	.	.

- Default behaviour of customers belonging to 0 DPD & 0 MOB in each snapshot tracked after 12-months and till end of loan tenor (PD)
- P11= weighted average PD of 16 snapshots where count of customers is used as weight

LGD (16 quarterly snapshot)					
DPD|MOB	0	1	2	3	.
0	L11	L12	L13	.	.
1-30	.	.	.	.	.
.
.
>90	L51	L52	L53	.	.

- Loss behaviour on foreclosure/ settlement/ recovery as a % of POS on default date for customers in 0 DPD & 0 MOB tracked (LGD)
- L11= weighted average LGD of 16 snapshots where POS is used as weight

EAD Adjustment Factor (16 quarterly snapshot)					
DPD|MOB	0	1	2	3	.
0	E11	E12	E13	.	.
1-30	.	.	.	.	.
.
.
>90	E51	E52	E53	.	.

- POS on date of default upon POS at snapshot date for customers in 0 DPD & 0 MOB in each snapshot tracked (EAD Adjustment Factor)
- E11= weighted average EAD Adjustment Factor of 16 snapshots where POS is used as weight

Retail Assets: Illustration of ECL computation (2/2)

EAD as on quarter end...					
DPD|MOB	0	1	2	3	.
0	B11	B12	B23	.	.
1-30	.	.	.	.	.
.
.
>90	B51	B52	B53	.	.

- EAD includes POS, DPOS, interest debtor, broken period interest
- EAD as at the reporting date is categorized into crosstab of DPD and MOB
- B11 is the EAD for 0 DPD and 0 MOB bucket

Expected Credit Loss (ECL)						
DPD|MOB	0	1	2	3	.	Total
0	$P11 \cdot E11 \cdot L11 \cdot B11$	$P12 \cdot E12 \cdot L12 \cdot B12$	$P13 \cdot E13 \cdot L13 \cdot B13$	.	.	Σ
1-30	.	.	.	.	.	Σ
.	.	.	.	.	.	Σ
.	.	.	.	.	.	Σ
>90	$P51 \cdot E51 \cdot L51 \cdot B51$	$P52 \cdot E52 \cdot L52 \cdot B52$	$P53 \cdot E53 \cdot L53 \cdot B53$	.	.	Σ
Total	Σ	Σ	Σ	Σ	Σ	$\Sigma\Sigma$

Overview of LTFS ECL Model : Wholesale & Real Estate

Wholesale & Real Estate: Methodology

PD Estimation

Internal rating mapped to CRISIL rating - validated by Oliver Wyman

Stage 3 definition

>90 DPD; relationship level approach adopted rather than facility level approach

Regulatory forbearances accounts


Included in Stage 3

Weak standard accounts

Included in Stage 3

Qualitative criteria for staging

Legal cases / 2 notch rating downgrade

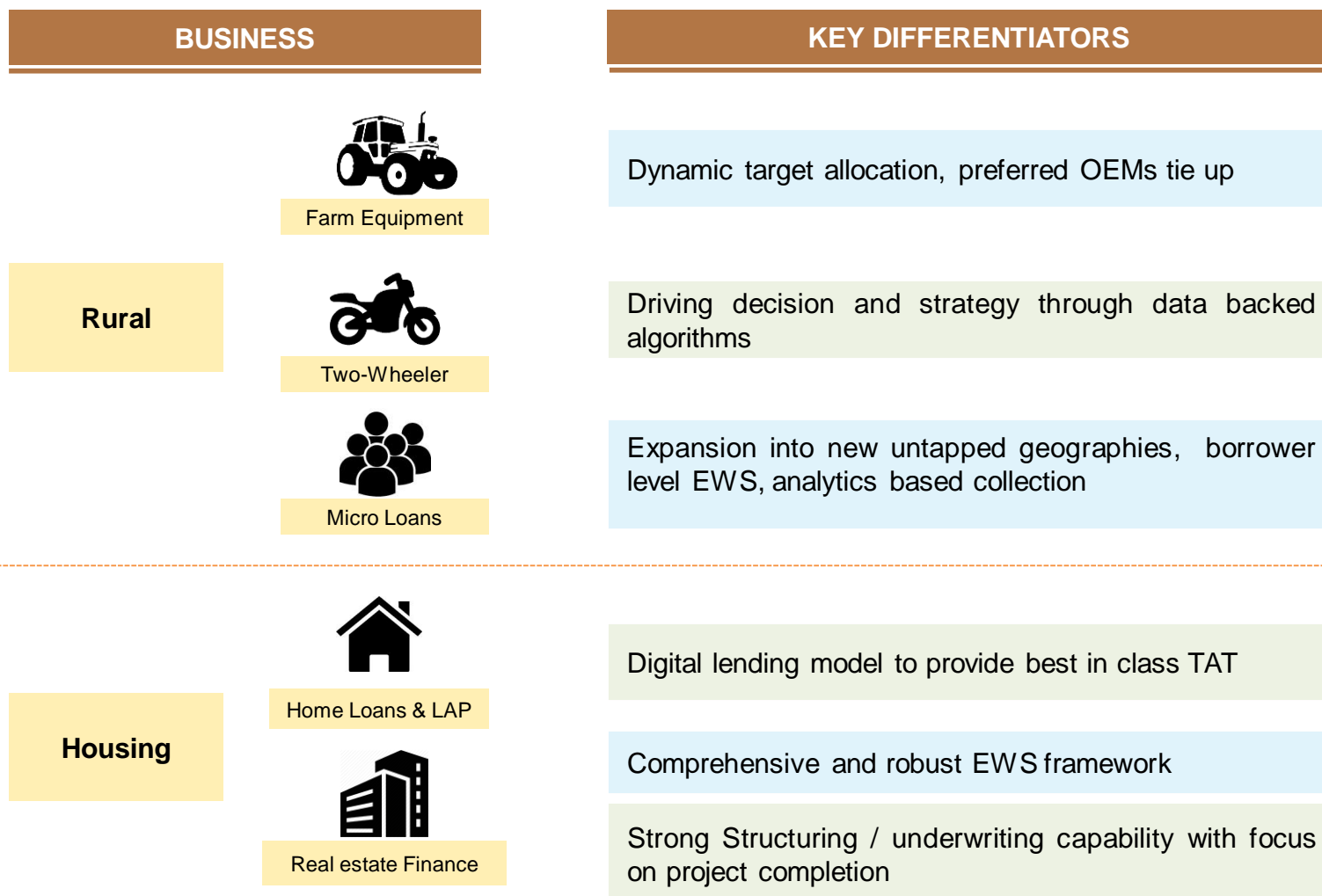


Appendix



L&T Financial Services

Business strengths – 1/2



* Rural disbursement numbers exclude trade advance

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

54% 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			
Summary P&L (Rs. Cr.)	Q1FY18	Q1FY19	Y-o-Y (%)
Interest Income	1,960	2,564	31%
Interest Expense	1,264	1,512	20%
NIM	696	1,052	51%
Fee & Other Income	288	359	25%
Total Income	983	1,411	44%
Operating Expense	237	330	40%
Earnings before credit cost	747	1,081	45%
Credit Cost	410	356	(13%)
PAT	314	538	71%

Particulars (Rs. Cr.)	Q1FY18	Q1FY19	Y-o-Y(%)
Book	69,635	86,571	24%
Networth	7,652	11,952	56%
Book Value per share (Rs.)	42.02	59.89	

LTFH Consolidated– Key ratios

Key Ratios		
Key Ratios	Q1FY18	Q1FY19
Yield	11.50%	11.95%
Net Interest Margin	4.08%	4.90%
Fee & Other Income	1.69%	1.67%
NIM + Fee & Other Income	5.77%	6.58%
Operating Expenses	1.39%	1.54%
Earnings before credit cost	4.38%	5.04%
Credit Cost	2.41%	1.66%
Return on Assets	1.74%	2.42%
Debt / Equity	8.09	6.27
Return on Equity	17.19%	18.45%

Lending Business – Business wise disbursement split

Disbursement			
Segments (Rs. Cr.)	Q1FY18	Q1FY19	Y-o-Y (%)
Farm Equipment	673	915	36%
2W Finance	465	952	105%
Micro Loans	833	2,613	213%
Rural Finance	1,972	4,480	127%
Home Loans / LAP	709	885	25%
Real Estate Finance	1,571	1,572	0%
Housing Finance	2,280	2,458	8%
Infrastructure Finance	4,272	3,348	-22%
Structured Corp Finance	550	376	-32%
Supply Chain Finance	2,448	1,698	-31%
DCM	3,087	3,243	5%
Wholesale Finance	10,356	8,665	-16%
Focused Business	14,607	15,603	7%
De-focused Products	-	-	-
Total Disbursement*	14,607	15,603	7%

* Excludes IPO funding and trade advance

Lending Business – Business wise book split

Book			
Segments (Rs. Cr.)	Q1FY18	Q1FY19	Y-o-Y (%)
Farm Equipment	4,677	6,199	33%
2W Finance	2,245	3,771	68%
Micro Loans	3,902	9,109	133%
Rural Finance	10,824	19,079	76%
Home Loans / LAP	7,728	9,108	18%
Real Estate Finance	6,015	11,248	87%
Housing Finance	13,743	20,356	48%
Infrastructure Finance	31,181	33,843	9%
Structured Corp Finance	6,097	7,635	25%
Supply Chain Finance	1,840	1,220	-34%
DCM	3,642	3,247	-11%
Wholesale Finance	42,760	45,945	7%
Focused Business	67,327	85,380	27%
De-focused Products	2,309	1,190	-48%
Total Book*	69,635	86,571	24%

* Excludes IPO funding and trade advance

Rural Business – Summary financial performance

Performance Summary			
Summary P&L (Rs. Cr.)	Q1FY18	Q1FY19	Y-o-Y (%)
Interest Income	467	823	76%
Interest Expense	180	316	76%
NIM	287	507	77%
Fee & Other Income	42	74	77%
Total Income	329	581	77%
Operating Expense	82	137	68%
Earnings before credit cost	247	443	79%
Credit Cost	123	186	51%
PAT	104	193	86%

Particulars (Rs. Cr.)	Q1FY18	Q1FY19	Y-o-Y (%)
Book	10,824	19,079	76%
Networth	1,359	2,986	120%

Rural Business – Key ratios

Key Ratios		
Key Ratios	Q1FY18	Q1FY19
Yield	17.95%	18.33%
Net Interest Margin	11.04%	11.28%
Fee & Other Income	1.60%	1.64%
NIM + Fee & Other Income	12.64%	12.93%
Operating Expenses	3.14%	3.05%
Earnings before credit cost	9.50%	9.87%
Credit Cost	4.73%	4.14%
Return on Assets	3.98%	4.30%
Debt / Equity	6.64	5.37
Return on Equity	31.33%	28.04%

Housing Business – Summary financial performance

Performance Summary			
Summary P&L (Rs. Cr.)	Q1FY18	Q1FY19	Y-o-Y (%)
Interest Income	374	597	60%
Interest Expense	225	343	52%
NIM	149	254	71%
Fee & Other Income	52	77	48%
Total Income	201	331	65%
Operating Expense	28	38	33%
Earnings before credit cost	172	293	70%
Credit Cost	30	66	121%
PAT	119	166	39%

Particulars (Rs. Cr.)	Q1FY18	Q1FY19	Y-o-Y (%)
Book	13,743	20,356	48%
Networth	1,474	2,700	83%

Housing Business – Key ratios

Key Ratios		
Key Ratios	Q1FY18	Q1FY19
Yield	11.54%	12.12%
Net Interest Margin	4.59%	5.16%
Fee & Other Income	1.60%	1.56%
NIM + Fee & Other Income	6.19%	6.72%
Operating Expenses	0.88%	0.76%
Earnings before credit cost	5.31%	5.95%
Credit Cost	0.92%	1.34%
Return on Assets	3.52%	3.21%
Debt / Equity	8.44	6.81
Return on Equity	34.40%	25.70%

Wholesale Business – Summary financial performance

Performance Summary			
Summary P&L (Rs. Cr.)	Q1FY18	Q1FY19	Y-o-Y (%)
Interest Income	1,064	1,111	4%
Interest Expense	785	822	5%
NIM	279	289	4%
Fee & Other Income	123	143	17%
Total Income	402	432	8%
Operating Expense	45	68	53%
Earnings before credit cost	357	364	2%
Credit Cost	191	92	-52%
PAT	160	208	30%

Particulars (Rs. Cr.)	Q1FY18	Q1FY19	Y-o-Y (%)
Book	42,760	45,945	7%
Networth	4,483	5,268	18%

Wholesale Business – Key ratios

Key Ratios		
Key Ratios	Q1FY18	Q1FY19
Yield	10.06%	9.50%
Net Interest Margin	2.64%	2.47%
Fee & Other Income	1.16%	1.22%
NIM + Fee & Other Income	3.80%	3.70%
Operating Expenses	0.42%	0.58%
Earnings before credit cost	3.38%	3.11%
Credit Cost	1.81%	0.79%
Return on Assets	1.45%	1.75%
Debt / Equity	8.74	7.83
Return on Equity	14.47%	15.58%

Infrastructure Finance & DCM – Business wise split

DISBURSEMENT

Sectors (Rs. Cr)	Q1FY18	Q1FY19	Y-o-Y (%)
Renewable Power	1,337	2,971	122%
Roads	2,696	115	(96%)
Power Transmission	952	49	(95%)
Others ¹	2,373	3,456	46%
Total	7,358	6,591	(10%)
Net Disbursements	4,775	896	(81%)

LOAN BOOK

Sectors (Rs. Cr)	Q1FY18	Q1FY18 (% of Total)	Q1FY19	Q1FY19 (% of Total)	Y-o-Y (%)
Renewable Power	12,596	36%	17,376	47%	38%
Roads	9,901	28%	7,003	19%	(29%)
Power Transmission	2,904	8%	1,927	5%	(34%)
Others ¹	9,423	27%	10,784	29%	14%
Total	34,824	100%	37,090	100%	7%

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

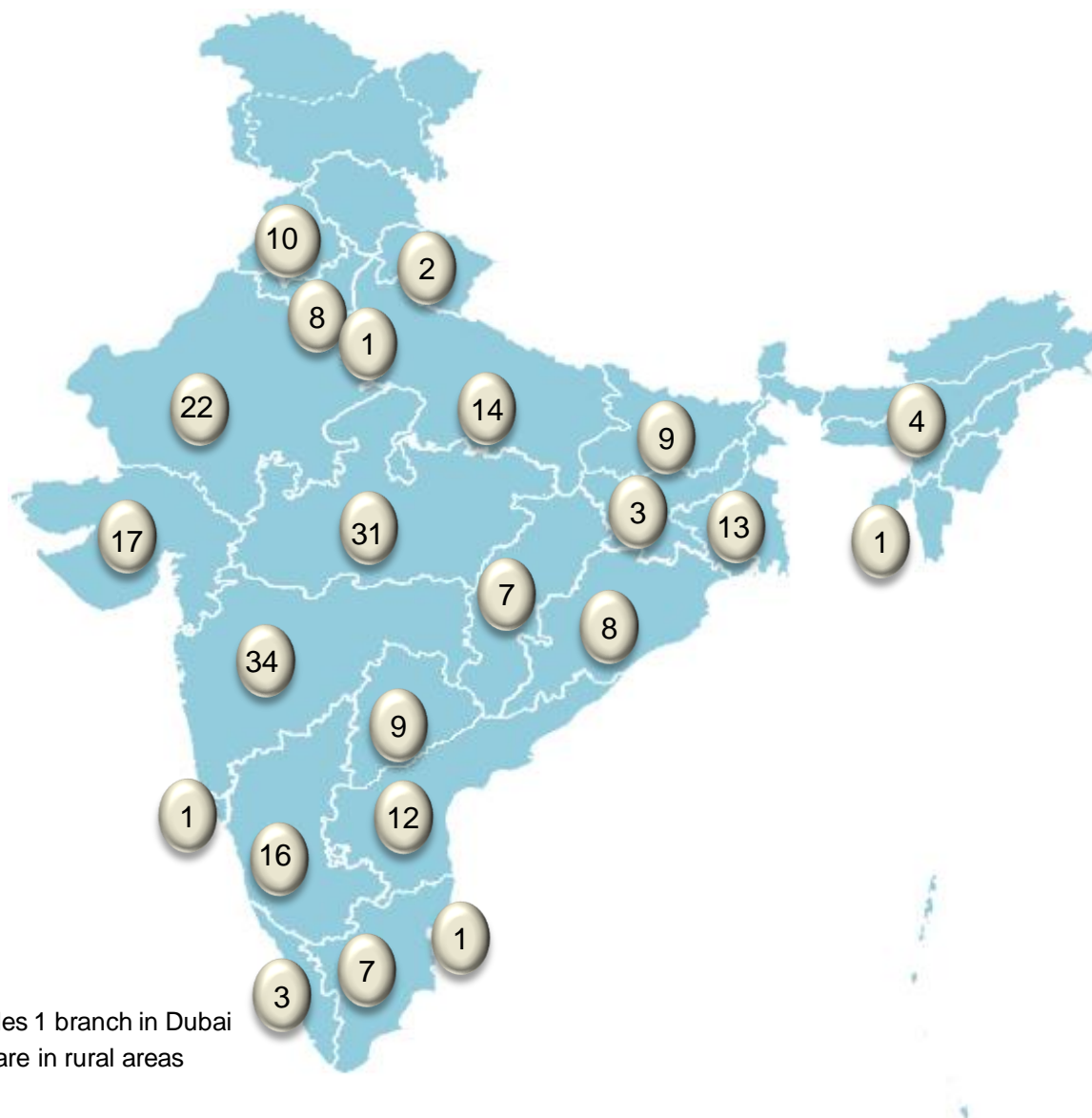
Loan against Property

Rs. 56 Lacs

12 years

Mumbai, Pune, NCR, Hyderabad, Bangalore, Chennai

LTFH branch footprint



As of June 30th 2018

No. of States & Union Territories	21 & 2
No. of branches*	232
No. of Micro Loans meeting centers**	1,065
No. of employees	18,009

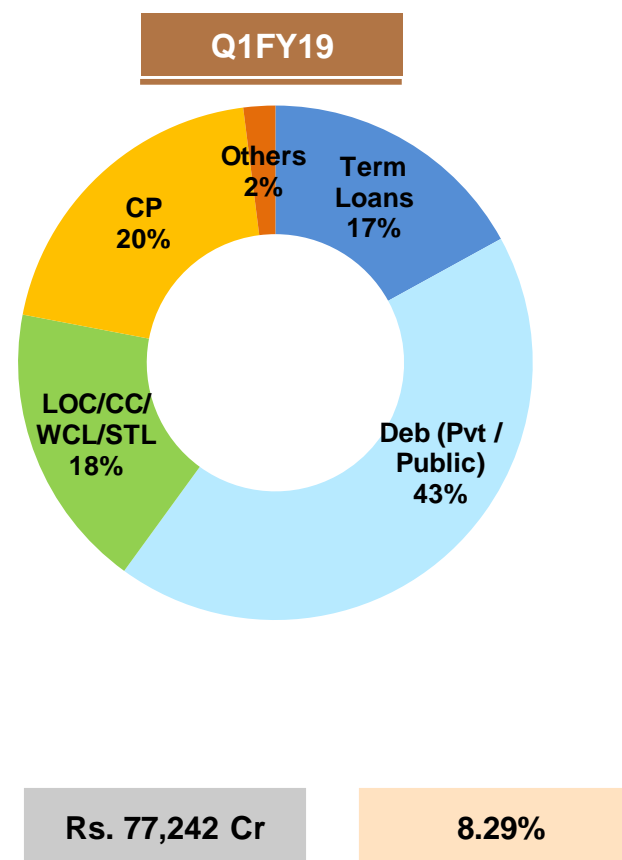
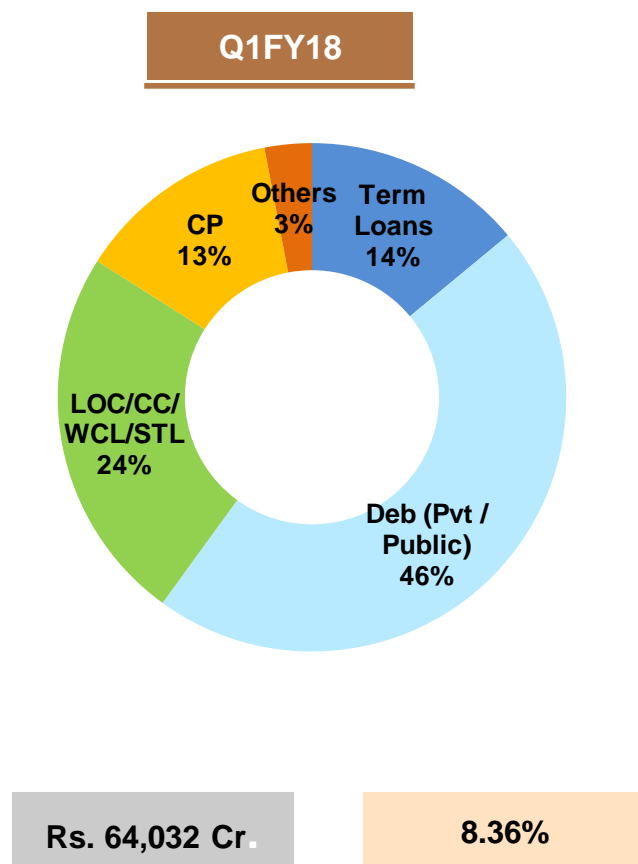
*Also includes 1 branch in Dubai

**All these are in rural areas

Corporate structure & Credit ratings

L&T FINANCE HOLDINGS (LTFH)					
India Ratings & Research, CARE				AAA (Long Term) A1+ (Short Term)	
ICRA				AA+	
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	India Ratings & Research, CARE	India Ratings & Research, CARE	ICRA, CARE, CRISIL	
SHORT TERM	A1+	A1+	A1+	A1+	
LONG TERM	AAA	AAA	AAA	AAA	
	ICRA	ICRA	ICRA		
SHORT TERM	A1+	A1+	A1+		
LONG TERM	AA+	AA+	AA+		

Consolidated debt profile - Effective liability management



Consolidated Debt WACC

¹ Others includes ICB & Preference Capital

² WAC is including Preference Capital

AUM disclosure – Investment Management Business

Assets Under Management (Rs. Cr.)						
	Quarter ended June, 2017		Quarter ended March, 2018		Quarter ended June, 2018	
Fund Type	AUM ¹	Avg. AUM ²	AUM ¹	Avg. AUM ²	AUM ¹	Avg. AUM ²
Equity (Other than ELSS)	18,461	16,795	32,983	32,183	35,494	35,443
Equity – ELSS	2,296	2,225	3,047	3,024	3,173	3,219
Income	13,706	14,546	15,236	15,610	14,157	14,740
Liquid	11,506	10,725	10,179	14,955	16,801	17,564
Gilt	196	193	158	160	148	152
TOTAL	46,165	44,484	61,603	65,932	69,773	71,118

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

Board comprises majority of Independent Directors- Option 1

Board of Directors



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

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



Harsh C. Mariwala, *Independent Director*

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



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



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



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



Thomas Mathew, *Independent Director*

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



Pavninder Singh, *Nominee Director*

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



Dr. Rajani Gupte, *Independent Director*

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



Nishi Vasudeva, *Independent Director*

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



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 Rathi



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, AI 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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