L&T Financial Services

May 3, 2018

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

Symbol: L&TFH

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

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 April 17, 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**

Rathod

Apurva Rathod
Company Secretary and Compliance Officer

Encl: As above

Strategy & Results Update – Q4 FY18 and FY18

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. As per applicable RBI guidelines, the Company has to recognize non-performing assets at 90 days past due (DPD) from the current financial year (Financial Year 2017-18). In the previous financial year (Financial Year 2016-17) the recognition was at 120 DPD as per extant guidelines at that time. However, in order to present a comparable performance measure, the Company has restated its non-performing assets for FY2016-17 at 90 DPD.

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

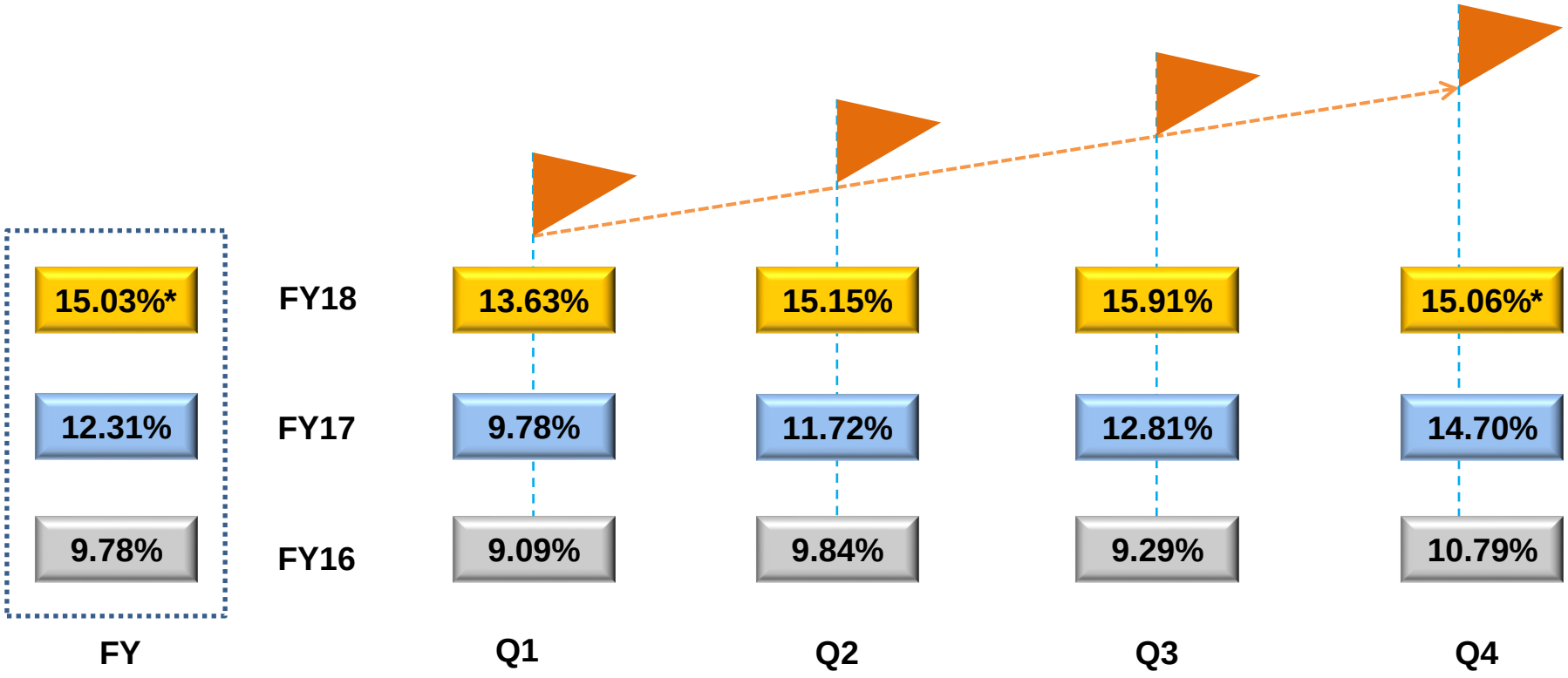
TO BE A COMPANY WHICH:

- **Delivers sustainable 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”**

FY18 in perspective

- Improved competitive positioning across products
- Established fee as a second line of income to counter interest rate cycles
- Increasing “Retailisation” of balance sheet
- Strengthened balance sheet with accelerated provisions
- Used power of digital and data analytics to unlock RoE

Our Delivery - RoE trajectory



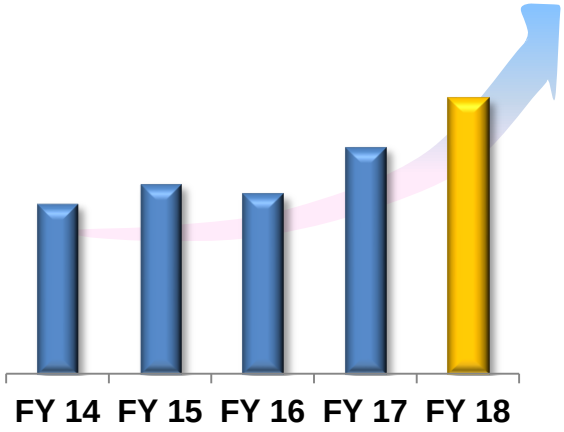
* RoE after infusion of Rs 3,000 Crs equity capital in March'18

L&T Financial Services

Transform. Focus. Deliver... *Redefined*

TRANSFORM.

Delivering sustainable RoE



FOCUS.

- Increasing RoE in each business
- Increasing market share in our focused products
- Build a strong sell down desk
- Shift from cost reduction to cost control
- Strong risk framework and adequate provision coverage

DELIVER.

Short Term

- Continuous increase in market share
- Strong risk framework
- Strengthen sell down desk further

Medium Term

- Continue to deliver RoE
- Build counter-cyclical provisions to avoid future shocks
- Strengthen cost controls

Long Term

- Establish digital and data analytics as sustainable competitive advantage
- Be the dominant player across products

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Deliverables over Short Term

1. Growth

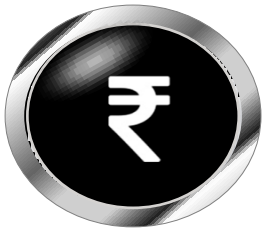
FY17 → FY18

RURAL

HOUSING

WHOLESALE

INVESTMENT MANAGEMENT



WEALTH MANAGEMENT

Growth Y-o-Y

	RURAL	HOUSING	WHOLESALE
Disbursements	*97%#*	*56%*	*65%**
Book	*64%*	*51%*	*13%*

	INVESTMENT MANAGEMENT	WEALTH MANAGEMENT
	68%	*35%*
	AAuM^	AAuS^

Excludes Trade advance * Excludes IPO financing ^ Quarterly averages

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Deliverables over Short Term

2. Strong Risk Framework – Early Warning Signals

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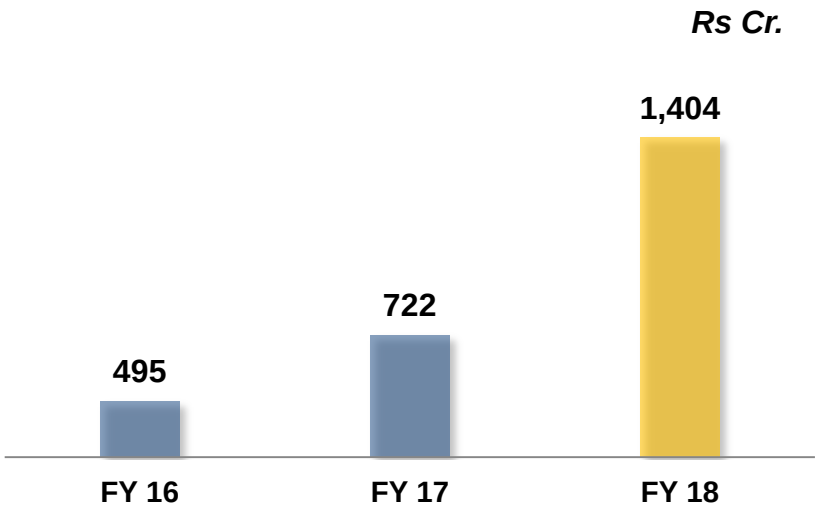
Deliverables over Short Term

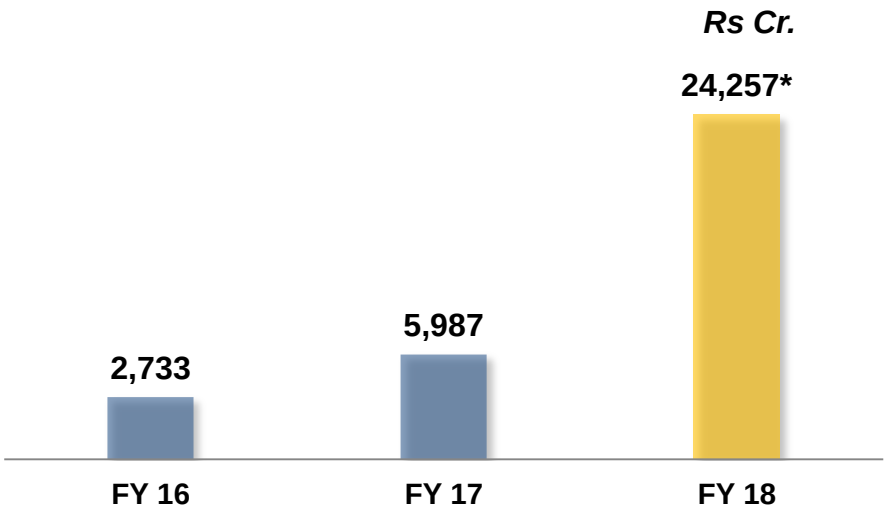
3. Strengthening Fee income & Sell down desk

FEE & OTHER INCOME



- Sustained fee income levels is a result of LTFH strategy of concentrating on "NIMs + Fees" for measuring transaction profitability
- Fee Income is getting more broad based across all businesses

SELL DOWN VOLUMES



- Sustained focus on higher sell down volumes
- Ranked No.1 "Mandated Lead Arranger" in India both by Thomson Reuters and Bloomberg
- Ranked No.11 "Mandated Lead Arranger" for Asia Pacific Project finance loans by Bloomberg

* Excludes Liquidity Buffer Book

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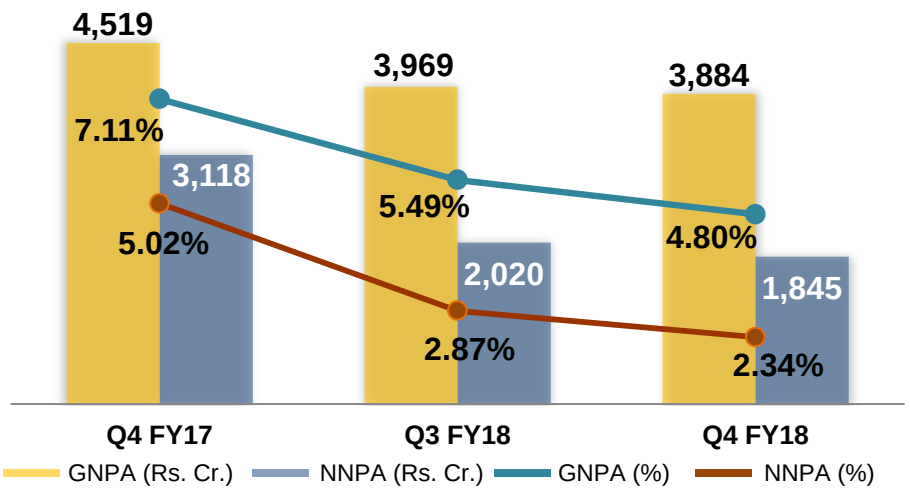
Deliverables over Medium Term

1. Strengthening Balance sheet

LENDING BUSINESS - ASSET QUALITY

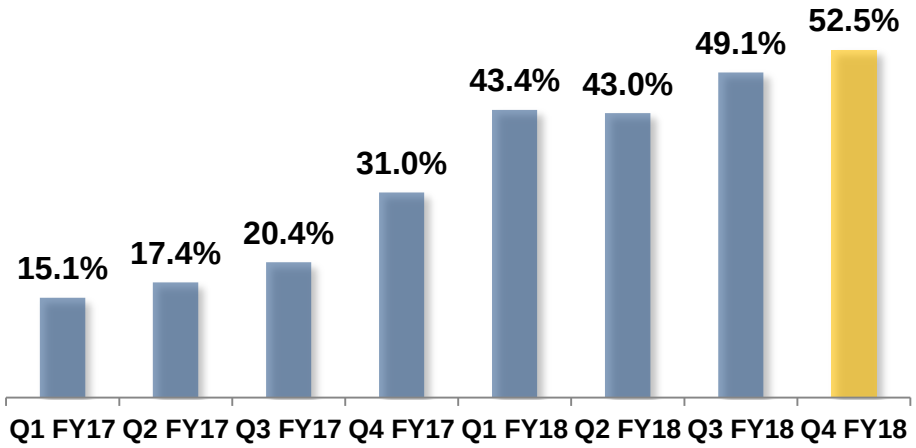
NPAs - 90 DPD



- Reduction in absolute GNPA numbers
  - Vigorously monitored early warning signals
  - Concentration on early bucket collections
  - Strong GNPA resolution efforts

PROVISION COVERAGE RATIO

NPAs - 90 DPD



- Q4 FY18 Provision coverage ratio stands at 62%, 46% and 48% in Rural, Housing and Wholesale respectively

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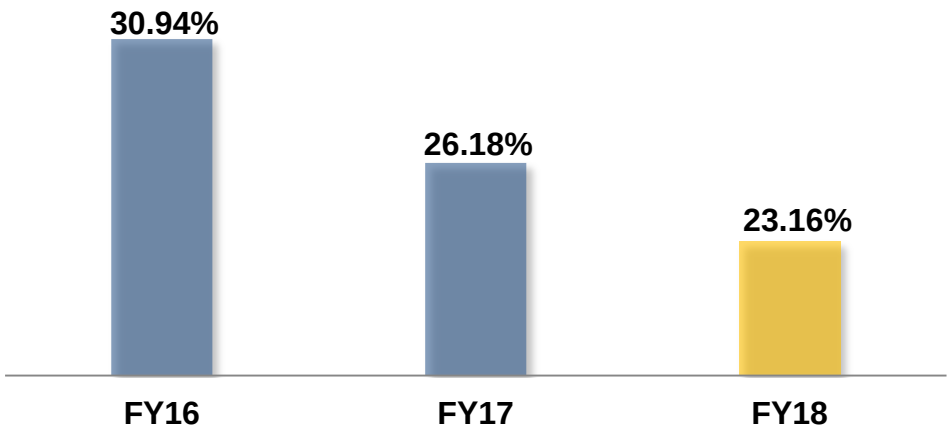
Deliverables over Medium Term

2. Strengthening Cost control

COST TO INCOME RATIO



Investment in digital and data analytics resulting in productivity gains

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Deliverables over Long Term

Using power of data to unlock RoE

Cost of Collection / Credit Cost

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

Cost of Servicing

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

Cost of Acquisition / Onboarding

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

Productivity Enhancements

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

Growth

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

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LTFH consolidated FY18 – Financial performance highlights

FY18 vs FY17

	FY17	FY18
Fee & Other Income	Rs. 1,404 Cr	Rs. 722 Cr
Consolidated PAT	Rs. 1,459 Cr	Rs. 1,042 Cr
RoE	15.03%*	12.31%
Cost to Income Ratio	26.18%	23.16%
AAUM^	Rs. 65,932 Cr	Rs. 39,300 Cr
GNPA	7.11%	4.80%
NNPA	5.02%	2.34%
Focused Book	Rs. 82,114 Cr	Rs. 63,978 Cr
Defocused Book	Rs. 2,671 Cr	Rs. 1,540 Cr
Overall Book	Rs. 83,654 Cr	Rs. 66,648 Cr
AAuS#	Rs. 18,347 Cr	Rs. 13,623 Cr

*RoE after infusion of Rs 3,000 Crs equity capital in March'18
^ Investment Management – AAuM quarterly;
# Wealth Management – AAuS quarterly

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LTFH consolidated Q4 FY18 – Capital allocation and RoE bridge

Q4 FY17			Business Segments (Rs. Cr)	Q4 FY18			PAT Y-o-Y (%)
PAT	Net Worth	RoE		PAT	Net Worth	RoE	
73	1,331	20.99%	Rural Business	148	2,600	26.92%	103%
87	1,362	27.09%	Housing Business	160	2,561	29.77%	84%
179	5,317	13.71%	Wholesale Business	138	6,497	9.03%	(23%)
338	**8,010**	**17.17%**	**Lending Business**	**445**	**11,658**	**17.06%**	32%
13	771	6.94%	Investment Management	18	851	8.49%	35%
3	14	101.14%	Wealth Management	11	43	111.52%	214%
355	**8,795**	**16.39%**	**Focus Business Total**	**474**	**12,552**	**16.73%**	34%
(37)	323	(38.68%)	De-focused Business	(30)	202	(60.57%)	(20%)
317	**9,118**	**14.05%**	**Businesses Total**	**444**	**12,753**	**15.42%**	40%
(1)	(11)	-	Others*	(38)	831	-	-
-	-	-	**Exceptional gains**	**-**	**-**	-	-
316	**9,107**	**13.88%**	**LTFH Consol.**	**406**	**13,584**	**14.54%**	28%
32	1,213	10.49%	Less Pref. Div. / Pref. Cap	26	1,034	10.11%	(18%)
285	**7,775**	**14.70%**	**LTFH Consol. (To Equity Shareholders) ^**	**380**	**12,550**	**15.06%****	**33%**

* * RoE after infusion of Rs 3,000 Crs equity capital in March'18
* Includes Rs. 29 crores of tax on section 14A
Net Worth excludes preference shares, pref. dividend on pro-rata basis
^ Consol. PAT to Shareholders is after considering dividend on preference shares on pro-rata basis;

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LTFH consolidated FY18 – Capital allocation and RoE bridge

FY17			Business Segments (Rs. Cr)	FY18			PAT Y-o-Y (%)
PAT	Net Worth	RoE		PAT	Net Worth	RoE	
289	1,331	21.80%	Rural Business	428	2,600	24.78%	48%
274	1,362	24.25%	Housing Business	511	2,561	29.47%	86%
559	5,317	11.34%	Wholesale Business	563	6,497	9.78%	1%
1,122	**8,010**	**15.19%**	**Lending Business**	**1,501**	**11,658**	**16.30%**	34%
45	771	5.97%	Investment Management	80	851	9.87%	80%
5	14	53.85%	Wealth Management	29	43	109.55%	437%
1,172	**8,795**	**14.39%**	**Focus Business Total**	**1,610**	**12,552**	**16.02%**	37%
(141)	323	(26.64%)	De-focused Business	(127)	202	(52.09%)	(9%)
1,031	**9,118**	**11.89%**	**Businesses Total**	**1,483**	**12,753**	**14.41%**	44%
11	(11)	7.10%	Others*	(23)	831	(9.81%)	--
-	-	-	**Exceptional gains**	**-**	**-**	-	--
1,042	**9,107**	**11.81%**	**LTFH Consol.**	**1,459**	**13,584**	**14.45%**	40%
124	1,213	10.25%	Less Pref. Div. / Pref. Cap	112	1,034	10.39%	(10%)
918	**7,775**	**12.31%**	**LTFH Consol. (To Equity Shareholders) ^**	**1,347**	**12,550**	**15.03%****	**47%**

* * RoE after infusion of Rs 3,000 Crs equity capital in March'18
* Includes Rs. 29 crores of tax on section 14A
Net Worth excludes preference shares, pref. dividend on pro-rata basis
^ Consol. PAT to Shareholders is after considering dividend on preference shares on pro-rata basis;

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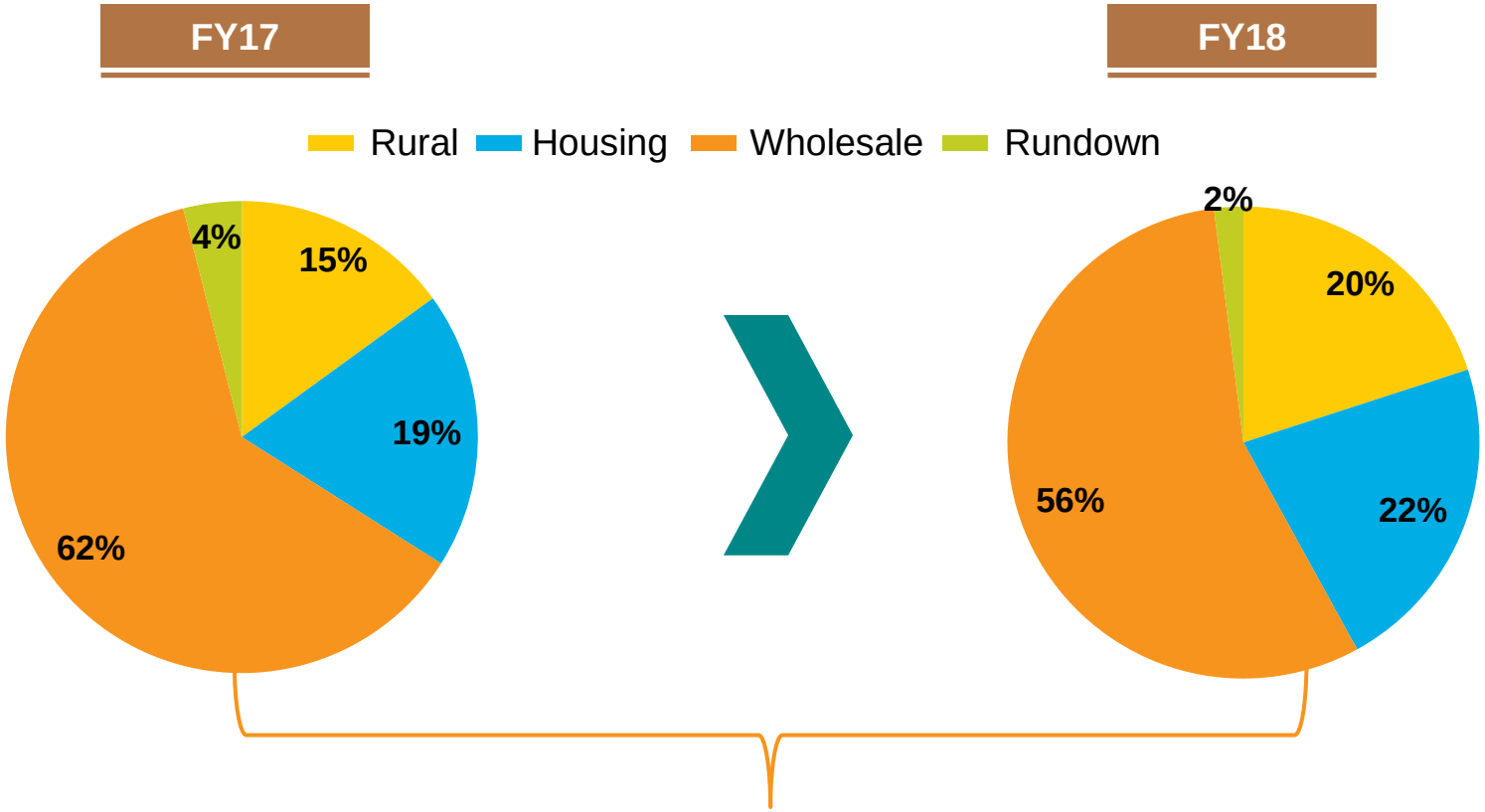
LTFH consolidated FY18 – Increasing Retailisation



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

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Strengthening of Balance sheet through accelerated credit cost

Credit Cost Q4 FY18

Rs Crs	Regulatory (1)	Accelerated from business P&L (2)	Total (1) +(2) = (3)	Accelerated from exceptional gains(4)	Total (3)+(4)=(5)
Rural	89	90	179	0	179
Housing	25	(6)	19	0	19
Wholesale	108	128	236	127*	363
Rundown	9	10	19	0	19
Lending	**231**	**222**	**453**	**127**	**580**

Benefit from exceptional gains entirely used to create accelerated provisions

* Includes capital gains from sale of stake in Feedback Infra & Mission Holdings

Conclusion

- LTFH continues to maintain its RoE trajectory
- All 5 focused businesses are contributing to growth and RoE trajectory
- **Financial performance FY 18 vs. FY 17**
  - RoE stands at 15.03% vs 12.31%
  - Consolidated PAT increased 40% to Rs 1,459 Cr vs Rs 1,042 Cr
  - PPOP to Average Assets increased to 5.32% from 4.77%
- **Asset Quality performance, 31st March'18 vs. 31st March'17 is as below :**
  - GNPA levels have gone down to 4.80% from 7.11%
  - NNPA levels have gone down to 2.34% from 5.02%
  - Provision coverage increased to 52.51% from 31.00%
- Digital and data analytics are being used as differentiators in the market

Appendix

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Business strengths – 1/2

BUSINESS		KEY DIFFERENTIATORS	HIGHLIGHTS- FY18 vs. FY17
Rural **Disbursement Growth (Y-o-Y) 97%**	Farm Equipment	Dynamic target allocation, preferred OEMs tie up	▪ Disbursement growth of 107% Y-o-Y ▪ Book growth of 28% Y-o-Y
	Two-Wheeler	Driving decision and strategy through data backed algorithms	▪ Disbursement growth of 70% Y-o-Y ▪ Book growth of 57% Y-o-Y
	Micro Loans	Expansion into new untapped geographies, borrower level EWS	▪ Disbursement growth of 105% Y-o-Y ▪ Book growth of 113% Y-o-Y
Housing **Disbursement Growth (Y-o-Y) 56%**	Home Loans & LAP	Digital lending model to provide best in class TAT	▪ Disbursement growth of 23% Y-o-Y ▪ Book growth of 15% Y-o-Y
	Real estate Finance	Comprehensive and robust EWS framework Strong Structuring / underwriting capability with focus on project completion	▪ Disbursement growth of 81% Y-o-Y ▪ Book size growth by 106% Y-o-Y

Rural disbursement numbers exclude trade advance

Business strengths – 2/2

BUSINESS	KEY DIFFERENTIATORS	HIGHLIGHTS- FY18 vs. FY17
Wholesale **Disbursement Growth (Y-o-Y) 65%***	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	▪ Disbursement growth rate of 65%* Y-o-Y ▪ Book growth of 13% Y-o-Y
Investment Management **AAUM Growth (Y-o-Y) 68%**	54% of total AAUM is equity AAUM, amongst the industry best Consistent fund performance and excellent distribution franchisee	▪ 80% Y-o-Y growth in PAT – from Rs. 45 Cr in FY17 to Rs. 80 Cr in FY18
Wealth Management **AAUS Growth (Y-o-Y) 35%**	Tailored client-centric advice Use of cutting edge portfolio analytics Wide range of products across major asset classes	▪ Delivered a PAT of Rs. 29 Cr in FY18 from Rs. 5 Cr in FY17

* Excludes IPO Financing

LTFH Consolidated – Summary financial performance

Performance Summary

Q4 FY17	Q3 FY 18	Q4 FY 18	Y-o-Y %	Summary P&L (Rs. Cr.)	FY17	FY18	Y-o-Y (%)
1,949	2,306	2,498	28%	Interest Income	7,771	9,013	16%
1,138	1,370	1,437	26%	Interest Expense	4,543	5,336	17%
811	936	1,061	31%	NIM	3,228	3,677	14%
284	355	379	33%	Fee & Other Income	722	1,404	94%
1,095	1,291	1,440	32%	Total Income	3,950	5,080	29%
255	299	339	33%	Operating Expense	1,034	1,177	14%
840	991	1,101	31%	Earnings before credit cost	2,916	3,904	34%
412	459	453	10%	Credit Cost	1,464	1,826	25%
316	384	406	28%	PAT	1,042	1,459	40%
285	359	380	33%	PAT to Equity Shareholders	918	1,347	47%

Particulars (Rs. Cr.)	FY17	FY18	Y-o-Y(%)
Gross Loans & Advances	66,648	83,654	26%
Networth	9,107	13,584	49%

Credit costs include provisions, write offs, foreclosure losses, interest provisions/reversals
Additionally, Rs. 390 cr. in FY17 and Rs. 385 cr. in FY18 of credit cost has been taken against exceptional gains

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LTFH Consolidated– Key ratios

Key Ratios					
Q4 FY17	Q3 FY 18	Q4 FY 18	Key Ratios	FY17	FY18
12.12%	12.44%	12.52%	Yield	12.70%	12.29%
5.04%	5.05%	5.32%	Net Interest Margin	5.28%	5.01%
1.77%	1.91%	1.90%	Fee & Other Income	1.18%	1.91%
6.81%	6.96%	7.22%	**NIM + Fee & Other Income**	6.46%	6.93%
1.58%	1.62%	1.70%	**Operating Expenses**	1.69%	1.60%
5.23%	5.35%	5.52%	**Earnings before credit cost**	4.77%	5.32%
2.56%	2.48%	2.27%	Credit Cost	2.39%	2.49%
1.80%	1.90%	1.89%	Return on Assets	1.55%	1.83%
7.60	7.20	5.66	Debt / Equity	7.60	5.66
14.70%	15.91%	15.06%	**Return on Equity**	12.31%	15.03%

All ratios based on quarterly average of Gross Loans & Advances

Lending Business – Business wise disbursement split

Disbursement							
Q4 FY17	Q3 FY 18	Q4 FY 18	Y-o-Y (%)	Segments (Rs. Cr.)	FY17	FY18	Y-o-Y (%)
496	1,075	871	76%	Farm Equipment	1,570	3,249	107%
464	855	922	99%	2W Finance	1,753	2,978	70%
857	2,179	2,601	203%	Micro Loans	3,514	7,214	105%
1,817	**4,110**	**4,394**	**142%**	**Rural Finance**	**6,836**	**13,442**	**97%**
763	976	1,094	43%	Home Loans / LAP	2,979	3,679	23%
1,246	2,076	1,764	42%	Real Estate Finance	3,925	7,107	81%
2,009	**3,052**	**2,858**	**42%**	**Housing Finance**	**6,904**	**10,786**	**56%**
5,757	3,333	6,323	10%	Infrastructure Finance	13,220	18,053	37%
1,847	594	2,059	11%	Structured Corp Finance	3,835	4,549	19%
2,865	2,630	2,487	(13%)	Supply Chain Finance	11,548	10,159	(12%)
1,841	8,163	4,543	147%	DCM	4,393	21,601	392%
12,310	**14,719**	**15,412**	**25%**	**Wholesale Finance**	**32,996**	**54,362**	**65%**
16,136	**21,881**	**22,664**	**40%**	**Focused Business**	**46,736**	**78,590**	**68%**
--	--	--	--	De-focused Products	52	--	--
16,136	**21,881**	**22,664**	**40%**	**Total Disbursement***	**46,789**	**78,590**	**68%**

* Excludes IPO funding and trade advance

Lending Business – Business wise book split

Loans & Advances						
Q4 FY17	Q3 FY 18	Q4 FY 18	Segments (Rs. Cr.)	FY17	FY18	Y-o-Y (%)
4,379	5,268	5,592	Farm Equipment	4,379	5,592	28%
2,110	2,927	3,316	2W Finance	2,110	3,316	57%
3,551	5,914	7,549	Micro Loans	3,551	7,549	113%
10,041	**14,109**	**16,457**	**Rural Finance**	**10,041**	**16,457**	**64%**
7,643	8,266	8,806	Home Loans / LAP	7,643	8,806	15%
4,891	8,927	10,092	Real Estate Finance	4,891	10,092	106%
12,534	**17,193**	**18,898**	**Housing Finance**	**12,534**	**18,898**	**51%**
30,317	30,486	33,470	Infrastructure Finance	30,317	33,470	10%
6,397	6,880	7,705	Structured Corp Finance	6,397	7,705	20%
2,123	1,852	1,734	Supply Chain Finance	2,123	1,734	(18%)
2,566	3,697	3,850	DCM	2,566	3,850	50%
41,403	**42,914**	**46,759**	**Wholesale Finance**	**41,403**	**46,759**	**13%**
63,978	**74,216**	**82,114**	**Focused Products**	**63,978**	**82,114**	**28%**
2,671	1,747	1,540	De-focused Products	2,671	1,540	(42%)
66,648	**75,963**	**83,654**	**Total**	**66,648**	**83,654**	**26%**

Rural Business – Summary financial performance

Performance Summary							
Q4 FY17	Q3 FY 18	Q4 FY 18	Y-o-Y %	Summary P&L (Rs. Cr.)	FY17	FY18	Y-o-Y (%)
465	638	739	59%	Interest Income	1,823	2,410	32%
178	226	257	45%	Interest Expense	682	852	25%
287	412	482	68%	NIM	1,141	1,558	37%
34	65	61	78%	Fee & Other Income	86	224	160%
321	477	543	69%	Total Income	1,227	1,782	45%
82	119	155	89%	Operating Expense	359	459	28%
239	358	388	62%	Earnings before credit cost	868	1,323	52%
124	188	179	45%	Credit Cost	425	692	63%
73	112	148	103%	PAT	289	428	48%

Particulars (Rs. Cr.)	FY17	FY18	Y-o-Y(%)
Gross Loans & Advances	10,041	16,457	64%
Networth	1,331	2,600	95%

Credit costs include provisions, write offs, foreclosure losses, interest provisions/reversals

Rural Business – Key ratios

Key Ratios					
Q4 FY17	Q3 FY 18	Q4 FY 18	Key Ratios	FY17	FY18
18.97%	19.65%	19.35%	Yield	19.79%	19.13%
11.70%	12.70%	12.62%	Net Interest Margin	12.38%	12.37%
1.40%	2.00%	1.60%	Fee & Other Income	0.93%	1.78%
13.11%	14.69%	14.22%	**NIM + Fee & Other Income**	13.32%	14.15%
3.34%	3.66%	4.05%	**Operating Expenses**	3.90%	3.64%
9.77%	11.04%	10.17%	**Earnings before credit cost**	9.42%	10.50%
5.05%	5.77%	4.69%	Credit Cost	4.61%	5.49%
2.83%	3.34%	3.79%	Return on Assets	2.96%	3.31%
6.53	6.78	5.26	Debt / Equity	6.53	5.26
20.99%	27.03%	26.92%	**Return on Equity**	21.80%	24.78%

All ratios based on quarterly average of Gross Loans & Advances

Housing Business – Summary financial performance

Performance Summary

Q4 FY17	Q3 FY 18	Q4 FY 18	Y-o-Y %	Summary P&L (Rs. Cr.)	FY17	FY18	Y-o-Y (%)
384	543	574	49%	Interest Income	1,386	1,963	42%
214	290	310	45%	Interest Expense	832	1,063	28%
171	253	264	54%	NIM	554	900	62%
26	51	43	66%	Fee & Other Income	90	178	97%
197	304	306	56%	Total Income	644	1,078	67%
38	35	38	0%	Operating Expense	157	145	(8%)
158	269	268	69%	Earnings before credit cost	487	933	92%
24	82	19	(20%)	Credit Cost	68	210	210%
87	129	160	84%	PAT	274	511	87%

Particulars (Rs. Cr.)	FY17	FY18	Y-o-Y(%)
Gross Loans & Advances	12,534	18,898	51%
Networth	1,362	2,561	88%

Credit costs include provisions, write offs, foreclosure losses, interest provisions/reversals

Housing Business – Key ratios

Key Ratios					
Q4 FY17	Q3 FY 18	Q4 FY 18	Key Ratios	FY17	FY18
12.76%	13.33%	12.72%	Yield	12.44%	12.66%
5.67%	6.22%	5.84%	Net Interest Margin	4.97%	5.80%
0.85%	1.26%	0.95%	Fee & Other Income	0.81%	1.15%
6.52%	7.48%	6.79%	**NIM + Fee & Other Income**	5.78%	6.95%
1.27%	0.87%	0.85%	**Operating Expenses**	1.41%	0.93%
5.25%	6.61%	5.94%	**Earnings before credit cost**	4.37%	6.02%
0.79%	2.02%	0.42%	Credit Cost	0.61%	1.35%
2.75%	3.03%	3.37%	Return on Assets	2.32%	3.14%
8.16	8.83	6.46	Debt / Equity	8.16	6.46
27.09%	31.74%	29.77%	**Return on Equity**	24.25%	29.47%

All ratios based on quarterly average of Gross Loans & Advances

Wholesale Business – Summary financial performance

Performance Summary							
Q4 FY17	Q3 FY 18	Q4 FY 18	Y-o-Y %	Summary P&L (Rs. Cr.)	FY17	FY18	Y-o-Y (%)
1,005	1,077	1,139	13%	Interest Income	4,064	4,411	9%
689	792	816	19%	Interest Expense	2,736	3,179	16%
316	285	323	2%	NIM	1,328	1,232	(7%)
148	122	155	5%	Fee & Other Income	299	556	86%
464	407	477	3%	Total Income	1,627	1,788	10%
29	41	44	51%	Operating Expense	159	169	6%
435	366	433	0%	Earnings before credit cost	1,469	1,620	10%
215	171	236	10%	Credit Cost	712	827	16%
179	145	138	(23%)	PAT	560	563	1%

Particulars (Rs. Cr.)	FY17	FY18	Y-o-Y(%)
Gross Loans & Advances	41,403	46,759	13%
Networth	5,317	6,497	22%

Credit costs include provisions, write offs, foreclosure losses, interest provisions/reversals

Wholesale Business – Key ratios

Key Ratios					
Q4 FY17	Q3 FY 18	Q4 FY 18	Key Ratios	FY17	FY18
10.17%	10.02%	10.16%	Yield	10.97%	10.21%
3.20%	2.65%	2.88%	Net Interest Margin	3.59%	2.85%
1.49%	1.14%	1.38%	Fee & Other Income	0.81%	1.29%
4.70%	3.79%	4.26%	**NIM + Fee & Other Income**	4.39%	4.14%
0.30%	0.38%	0.40%	**Operating Expenses**	0.43%	0.39%
4.40%	3.41%	3.86%	**Earnings before credit cost**	3.97%	3.75%
2.17%	1.59%	2.11%	Credit Cost	1.92%	1.92%
1.69%	1.23%	1.14%	Return on Assets	1.41%	1.20%
6.99	6.90	6.25	Debt/Equity	6.99	6.25
13.71%	10.11%	9.03%	**Return on Equity**	11.34%	9.78%

All ratios based on quarterly average of Gross Loans & Advances

Infrastructure Finance & DCM – Business wise split

DISBURSEMENT

Sectors (Rs Cr.)	Q4FY17	Q3FY18	Q4FY18	Y-o-Y (%)
Renewable Power	3,223	2,803	3,844	19%
Roads	2,033	286	408	(80%)
Power Transmission	943	172	386	(59%)
Others[1]	1,400	8,235	6,228	345%
Total	**7,598**	**11,496**	**10,866**	**43%**
Net Disbursements	**5,591**	**2,435**	**4,825**	**(14%)**

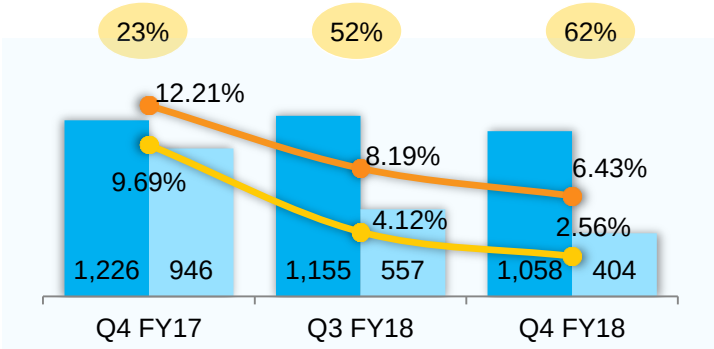
LOAN BOOK

Sectors (Rs Cr.)	Q4FY17	Q4FY17 (% of Total)	Q3FY18	Q3FY18 (% of Total)	Q4FY18	Q4FY18 (% of Total)	Y-o-Y (%)
Renewable Power	12,878	**39%**	15,197	**44%**	17,352	**46%**	35%
Roads	8,013	**24%**	7,769	**23%**	5,909	**16%**	(26%)
Power Transmission	2,928	**9%**	2,435	**7%**	1,221	**3%**	(58%)
Others[1]	9,065	**28%**	8,782	**26%**	12,839	**34%**	42%
Total	**32,884**	**100%**	**34,183**	**100%**	**37,320**	**100%**	**13%**

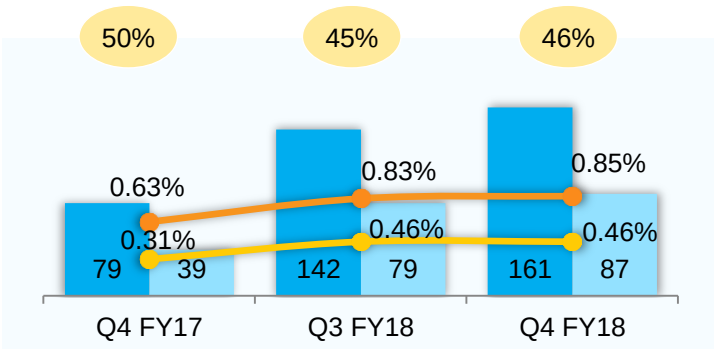
[1] Others includes IT parks, DCM desk, infra project implementers, telecom, captive mining for power projects, healthcare, solid waste management, water treatment, select hotels, real estate, bonds etc.

Lending Business – Asset quality restated at 90 DPD

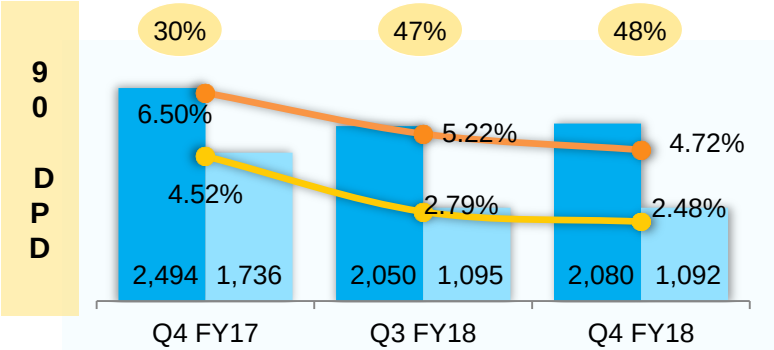
Rural -Asset Quality

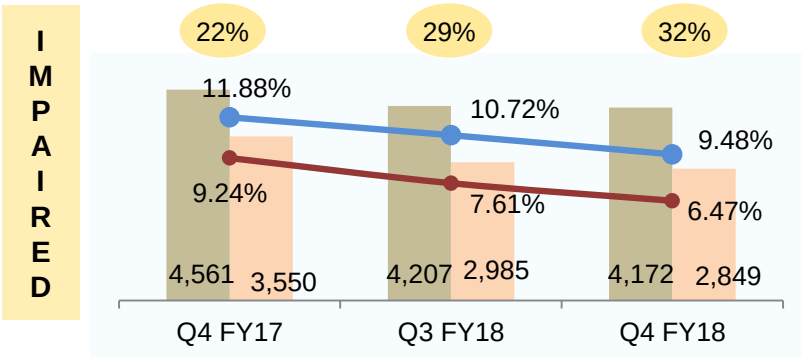


Housing- Asset Quality



Wholesale- Asset Quality





All 3 Lending businesses have moved to 90 DPD w.e.f April 1, 2017

FY17 numbers have been restated to 90 DPD

GNPA (Rs. Cr.) NNPA (Rs. Cr.) GNPA (%) NNPA (%) PCR (%) *DPD – Days Past Due*

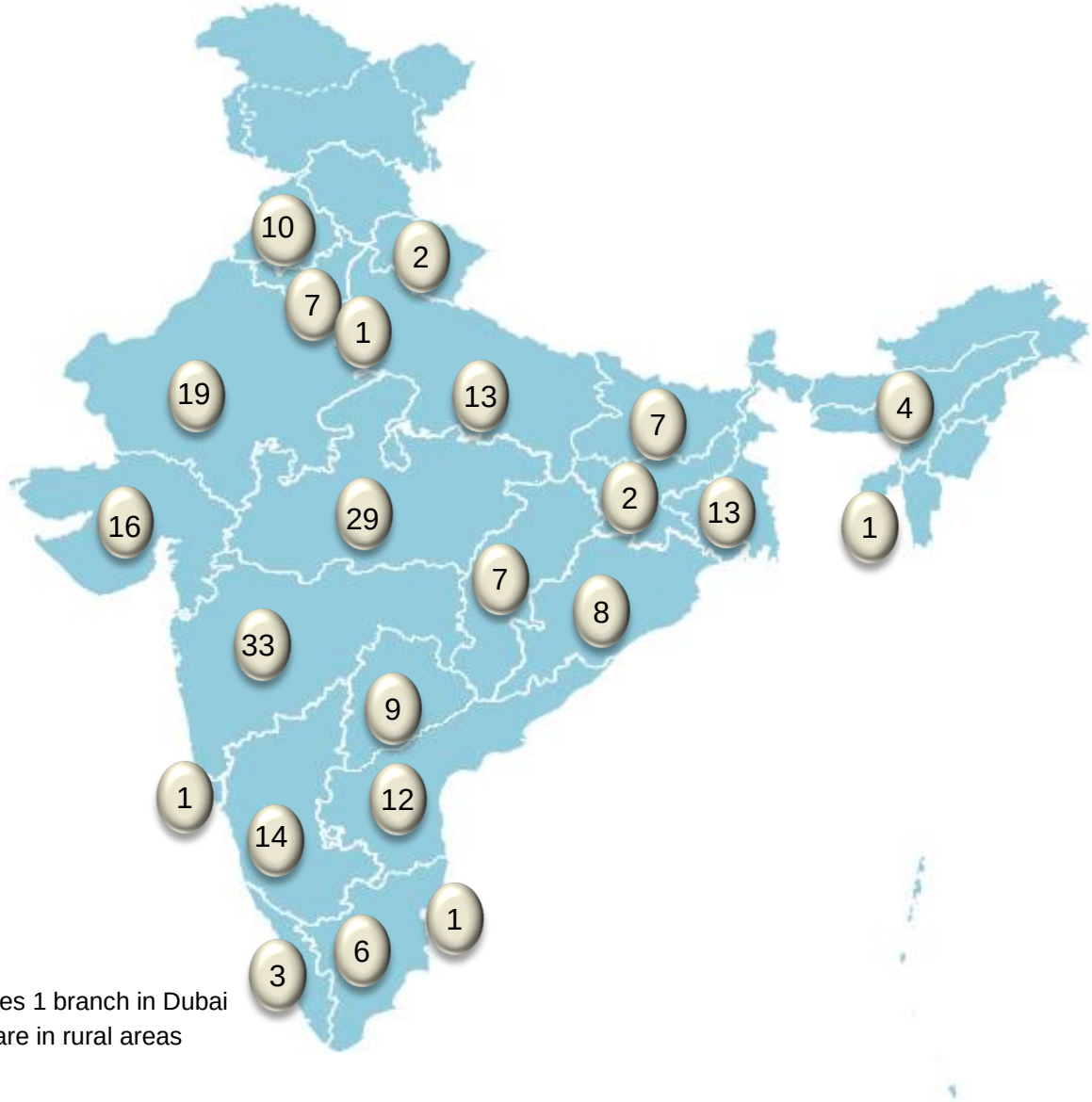
Gross Impaired Assets Net Impaired Assets Gross Impaired Assets (%) Net Impaired Assets(%)

L&T Financial Services

Product profile and Geographies

BUSINESS		Average Ticket Size	Average Tenor	Major Geographies
Rural	Farm Equipment	Rs 4 Lacs	46 months	MP, UP, Maharashtra, Karnataka, Telangana, AP
	2 Wheeler	Rs 51k	25 months	Kolkata, Ahmedabad, Surat, Mumbai, Pune, Bangalore, New Delhi, Hyderabad
	Micro Loan	Rs 30k	24 months	TN, WB, Bihar, Assam, Kerala, Madhya Pradesh, Karnataka
Housing	Home Loan	Rs 40 Lacs	13 years	Mumbai, Delhi, Bangalore, Pune, Hyderabad, Chennai & Surat
	Loan against Property	Rs 58 Lacs	12 years	Mumbai, Pune, NCR, Hyderabad, Bangalore, Chennai

LTFH branch footprint



As of March 31st 2018

No. of States & Union Territories	21 & 2
No. of branches*	219
No. of Micro Loans meeting centers**	890
No. of employees	15,126

*Also includes 1 branch in Dubai
**All these are in rural areas

L&T Financial Services

Corporate structure & Credit ratings

L&T FINANCE HOLDINGS (LTFH)

India Ratings & Research, CARE*	AAA (Long Term) A1+ (Short Term)
ICRA	AA+

LENDING

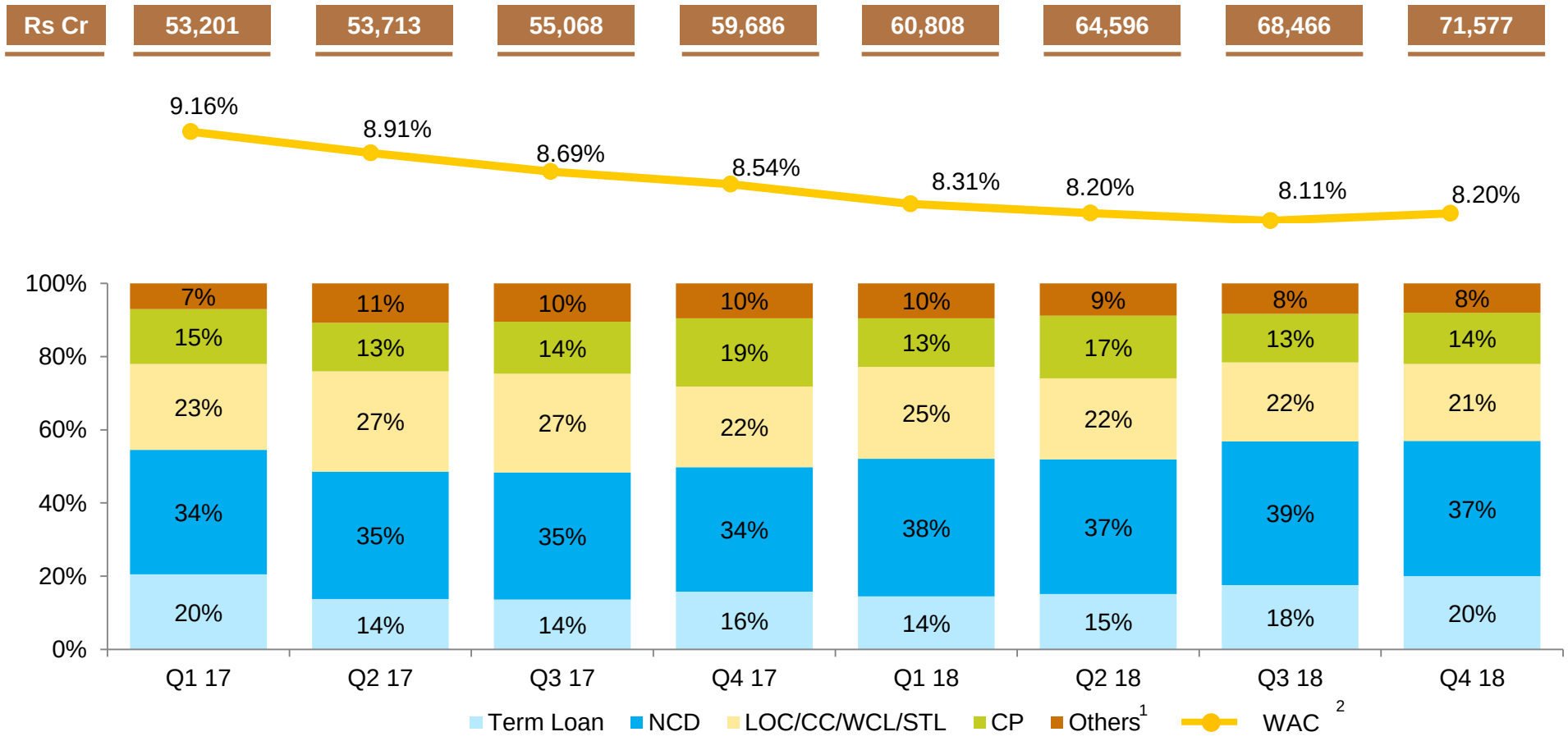
	L&T FINANCE	L&T HOUSING FINANCE	L&T INFRA FINANCE	L&T INFRA DEBT FUND
	India Ratings & Research, CARE*	India Ratings & Research, CARE*	India Ratings & Research, CARE*	ICRA,CARE, CRISIL
SHORT TERM	A1+	A1+	A1+	A1+
LONG TERM	AAA	AAA	AAA	AAA
	ICRA	ICRA	ICRA	
SHORT TERM	A1+	A1+	A1+	
LONG TERM	AA+	AA+	AA+	

NON LENDING

L&T INVESTMENT MANAGEMENT	L&T CAPITAL MARKETS

**CARE Rating revised from AA+ positive to AAA stable w.e.f. Feb 27, 2018*

Consolidated debt profile - Effective liability management



Focus on diversifying sources of funds

[1] Others includes Tier II bonds, Public Debenture, FCNR/ ECB and excluding Preference Capital

[2] WAC is excluding Preference Capital

L&T Financial Services

AUM disclosure – Investment Management Business

Assets Under Management (Rs. Cr.)

	Quarter ended March, 2017		Quarter ended Dec, 2017		Quarter ended March, 2018	
Fund Type	**AUM[1]**	**Avg. AUM[2]**	**AUM[1]**	**Avg. AUM[2]**	**AUM[1]**	**Avg. AUM[2]**
Equity (Other than ELSS)	14,831	13,505	30,093	26,177	32,983	32,183
Equity – ELSS	2,125	1,961	2,964	2,774	3,047	3,024
Income	12,862	13,629	15,770	16,454	15,236	15,610
Liquid	10,761	10,000	8,686	14,724	10,179	14,955
Gilt	197	205	168	184	158	160
TOTAL	**40,776**	**39,300**	**57,681**	**60,313**	**61,603**	**65,932**

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

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

Pavninder Singh, *Nominee Director*

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

Nishi Vasudeva, *Independent Director*

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

Harsh C. Mariwala, *Independent Director*

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

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

Thomas Mathew, *Independent Director*

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

Vaishali Kasture, *Independent Director*

- Current Managing Director of Experian (India)
- 24+ years of experience across banking, consulting and financial services industries

L&T Financial Services

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

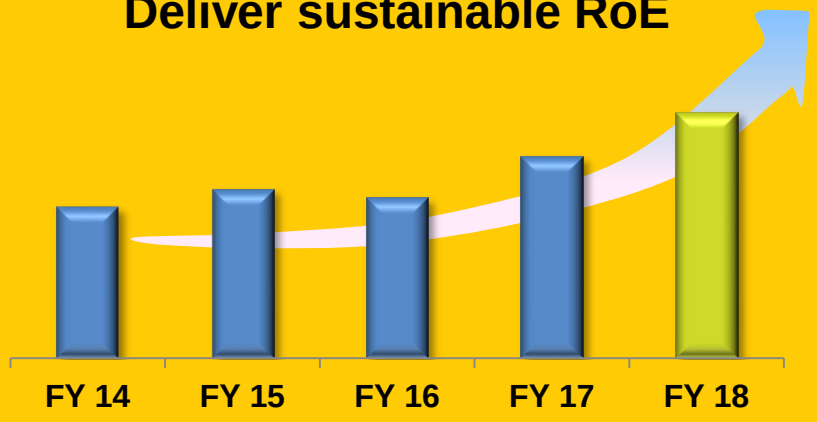
S Anantharaman
Chief Risk Officer &
Head – Internal Audit
25 yrs exp, HDFC Bank, Al Ahli
Bank of Kuwait, SBICI

Abhishek Sharma
Chief Digital Officer
15 yrs exp, Indian Army

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

Deliver sustainable RoE



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CST Road, Kalina
Santacruz (E), Mumbai 400 098

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L&T Financial Services