

October 15, 2026

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: LTF

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 October 15, 2026 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 the presentation to be made to the investor(s) / analyst(s).

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

We request you to take the aforesaid on records.

Thanking you,

Yours faithfully,

For L&T Finance Limited

Apurva
Neeraj
Rathod

Digitally signed
by Apurva Neeraj
Rathod
Date: 2026.10.15
20:02:58 +05'30'

Apurva Rathod
Company Secretary and Compliance Officer

Encl: As above

L&T Finance Limited

Registered Office

Brindavan, Plot No. 177, C.S.T Road
Kalina, Santacruz (East)
Mumbai 400 098, Maharashtra, India
CIN: L67120MH2008PLC181833

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Investor Presentation

Q2FY27



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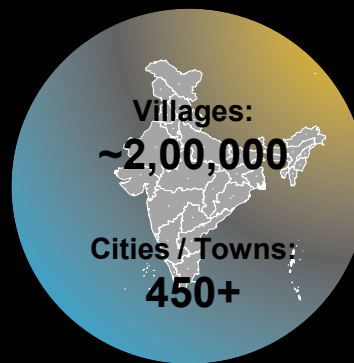
L&T Finance Pedigree & Position



Retail
Upper Layer NBFC



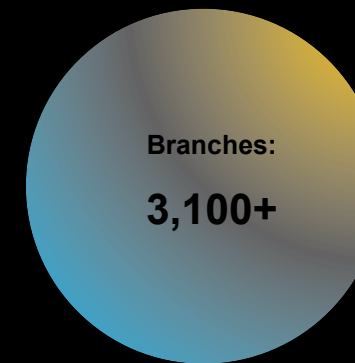
Part Of Illustrious
L&T Group



Presence across
Rural & Urban



Granular
Retail Franchise



Extensive
Distribution Network



Premium
Liability Franchise

Our Operating Credo

Be a Risk-first, Tech-first

AI-native Retail Financial Services Institution

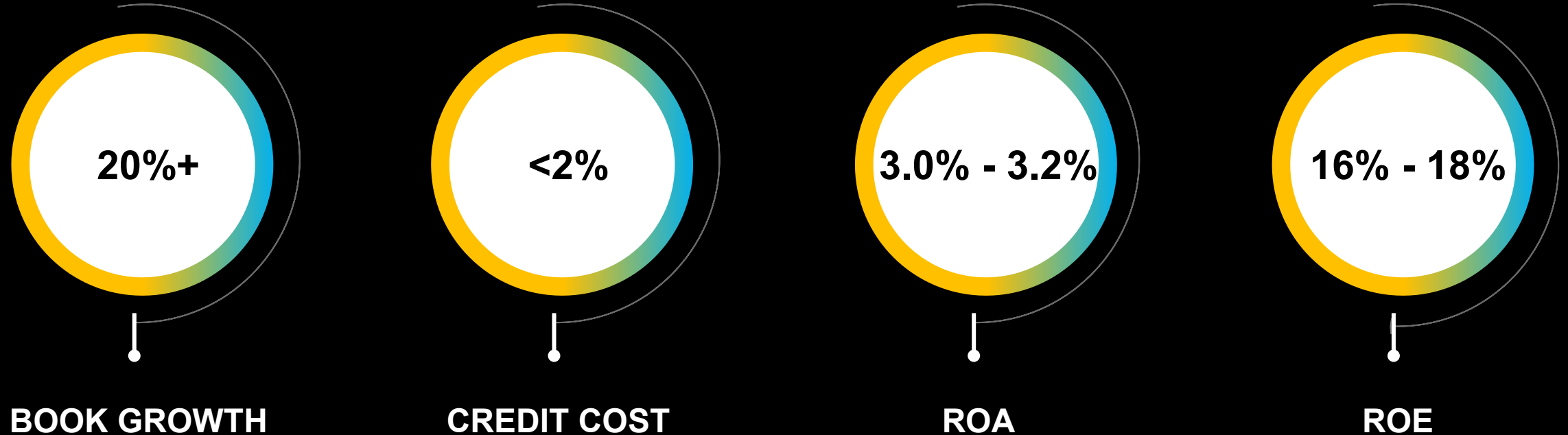
Lakshya 2031

Accelerating the growth agenda



LAKSHYA 2031 GOALS

Unveiled in April 2026



Lakshya 2031 is the leap from **Transformation** to **Delivery**

Early goal achievement should transition into sustained performance for the tenure of the plan

Lakshya 2031 Progress Report

PARTICULARS	LAKSHYA 2031 GOALS (Remain Unchanged)	Q4 FY26	Q1 FY27	Q2 FY27	
Book Growth	20%+	25%	27%	28%	IN LINE
Credit cost	<2%	2.64%	2.54%	2.46%	WIP
RoA	3% - 3.2%	2.40%	2.48%	2.60%	WIP
RoE	16% - 18%	11.71%	12.71%	13.56%	WIP

RoA & RoE Tracker

PARTICULARS	Q2 FY26	Q1 FY27	Q2 FY27
Book (₹ Cr)	1,07,096	1,29,634	1,36,635
Yields	14.62%	14.81%	14.76%
NIMs+ Fees	10.22%	10.47%	10.48%
Opex	4.05%	4.03%	4.08%
Credit cost	2.98%*	2.54%	2.46%
RoA	2.41%	2.48%	2.60%
RoE	11.33%	12.71%	13.56%

DISBURSEMENTS

₹ 24,027 Cr

+27% YoY
+1% QoQ

NIMS+FEES

10.48%

+26bps YoY
+1bp QoQ

ROA

2.60%

+19bps YoY
+12bps QoQ

BOOK

₹ 1,36,635 Cr

+28% YoY
+5% QoQ

PAT

₹ 975 Cr

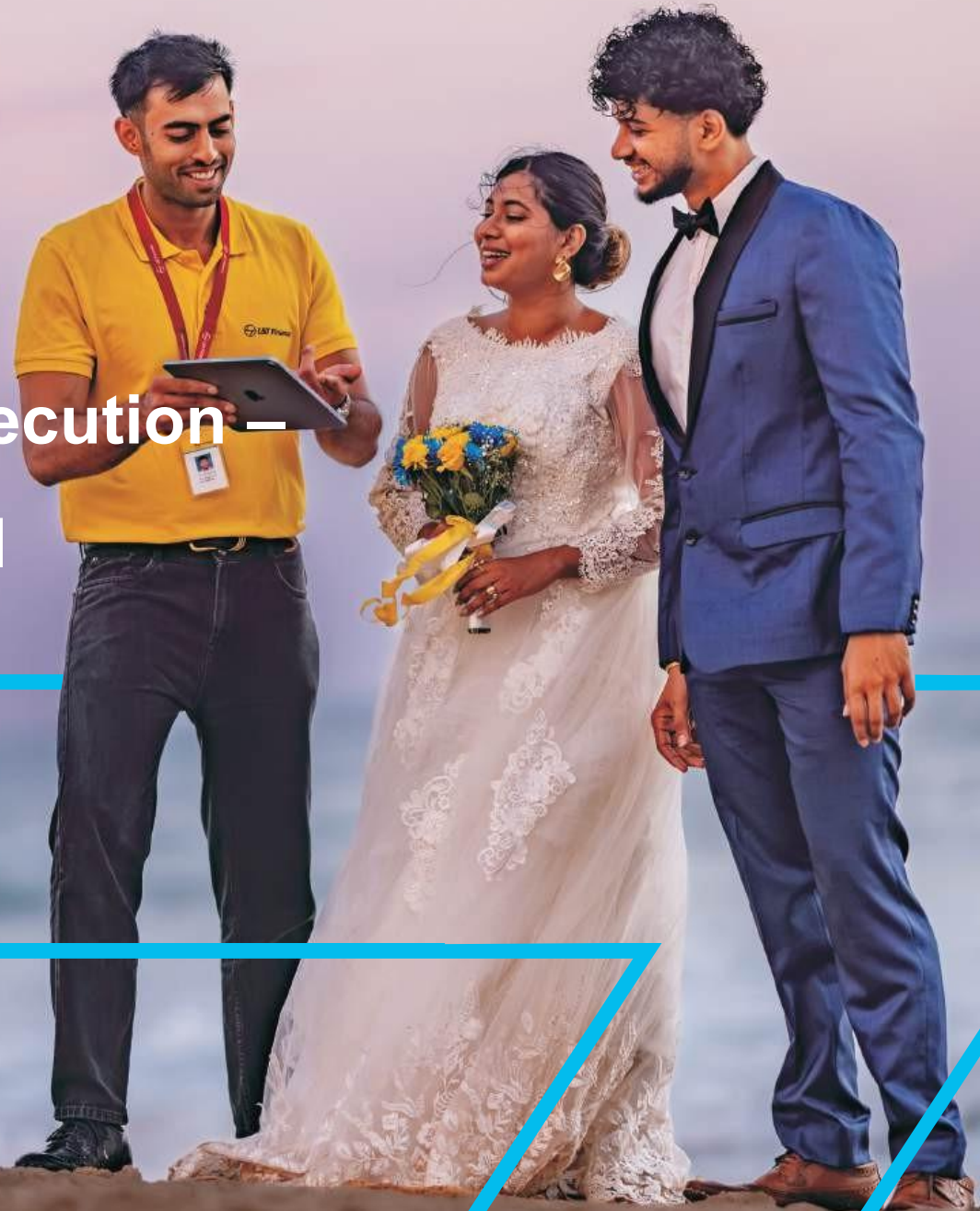
+33% YoY
+8% QoQ

ROE

13.56%

+223bps YoY
+85bps QoQ

Deep Tech & AI powered execution – Foundation of Lakshya 2031

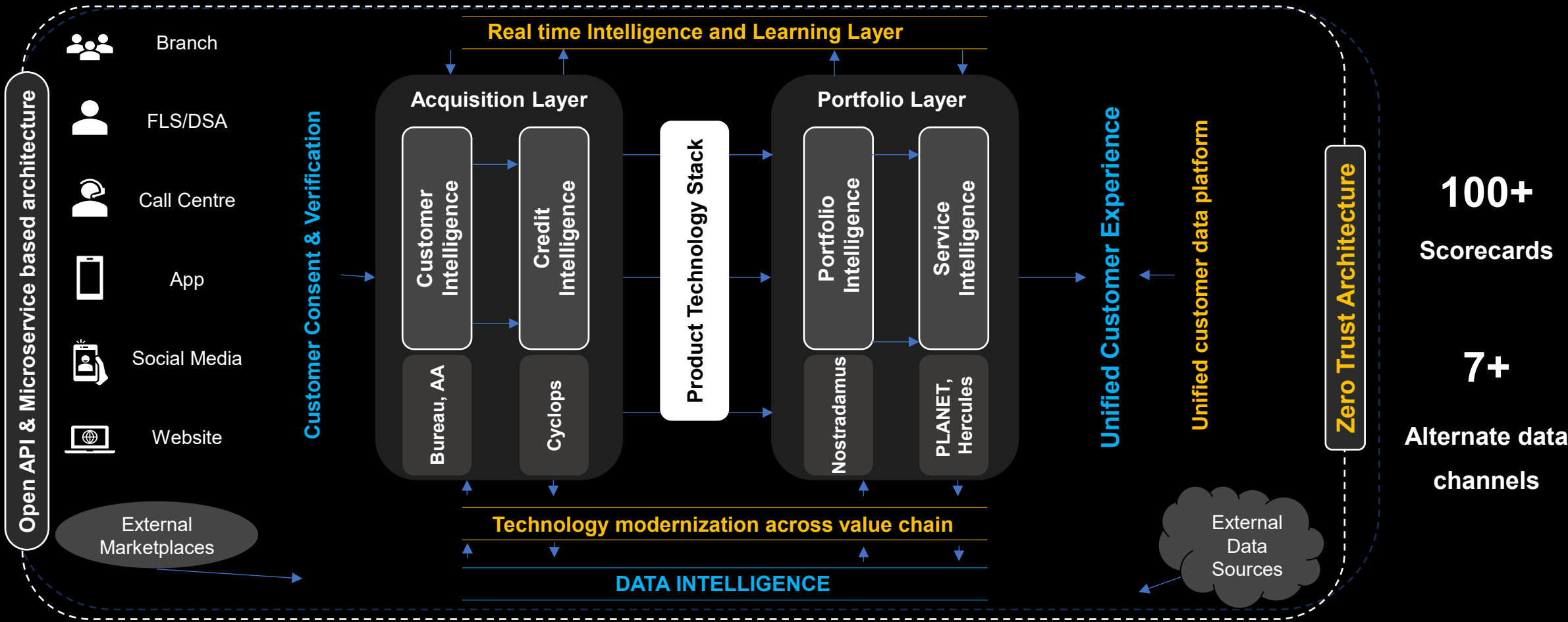


THE TECH MULTIPLIER

Cutting-edge in-house AI & Deep Tech stack

Native Engineering capability – 1,000+ Tech & Data Scientists

Super-fast solutions development cycle



AI IS THE OPERATING SYSTEM LEVERAGED FOR CUSTOMER LIFE CYCLE MANAGEMENT

CYCLOPS

The underwriting core of the platform

Omni-product, omni-customer, next-generation underwriting engine running on a Gen-3 architecture

WHAT IS CYCLOPS

- Consumes bureau, banking, payments, micro-geography, trust signals, alternate data & customer history
- Supports multiple scorecards & segmentation logic for thick-file, thin-file, NTC & ETC customers
- Built on Kubernetes-based Gen-3 architecture for speed, scale & low-latency decisioning

FEATURE SET

- 100+ scorecards / data science library context
- Real-time orchestration
- Output traceability & benchmarking

WHAT IT CHANGES

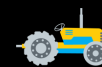
- Sharper customer selection
- Prime / near-prime mix improvement – Prime share on book @ 84% in Two Wheeler
- Better pricing & lower bounce / NNS

Identifies Prime & 'Undiscovered' Prime customers

Live & Operational



2W
(Q4FY25)



Farm
(Q2FY26)



PL
(Q2FY26)



SME
(Q3FY26)

**Go Live
In FY27 /
H1 FY28**



RBF



Mortgage

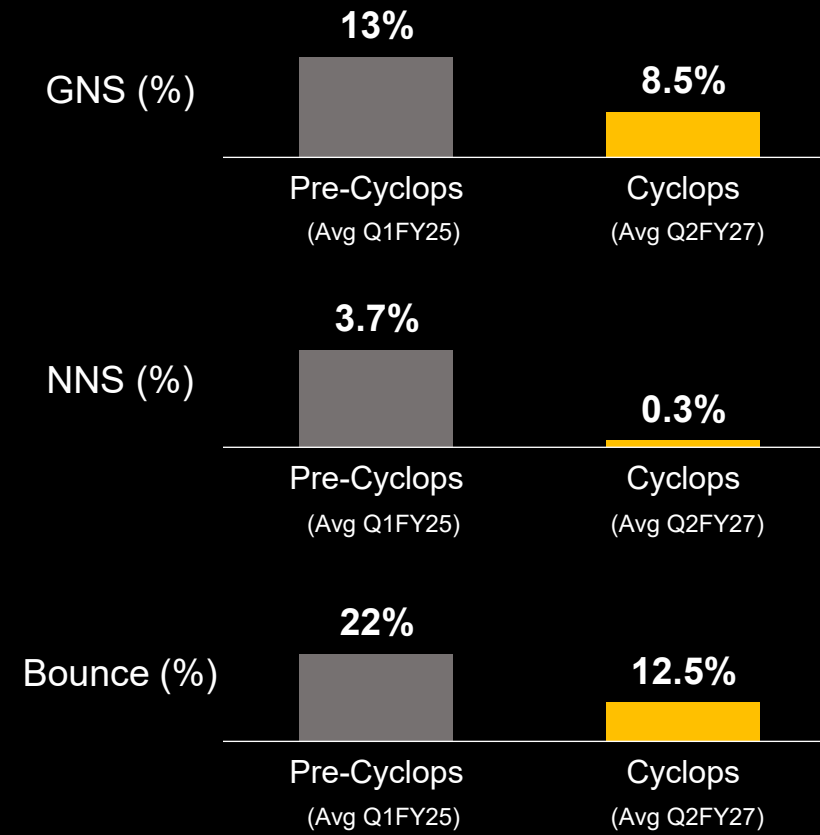
C Y C L Φ P S : Two-Wheeler Successful Implementation

Seasoned C Y C L Φ P S Two-Wheeler portfolio indicators

Sourcing Summary

	Pre Cyclops	Cyclops
Disbursements	₹ 2,621 Cr (Q1FY25)	₹ 3,170 Cr (Q2FY27)
Avg IRR	17.6% (Avg Q1FY25)	17.3% (Avg Q2FY27)
NTC mix	33% (Avg Q1FY25)	24% (Avg Q2FY27)
Account Aggregator penetration	18% (Avg Q1FY25)	79% (Avg Q2FY27)
Prime mix	52% (Avg Q1FY25)	92% (Avg Q2FY27)

Delinquency indicators



N O S T R A D A M U S

Portfolio intelligence and augmented decisioning

N O S T R A D A M U S monitors the book after disbursement

WHAT IS N O S T R A D A M U S

- Automated Portfolio monitoring engine that tracks customer-level risk after disbursement
- Uses internal loan performance, bureau, banking, economic, digital and external market signals

FEATURE SET

- One Organisational view
- State of the art GUI
- Stress Testing Module
- Integration with Collection systems
- Deep dive views

WHAT IT CHANGES

- Generates Early Warning Signals, collection actions, dashboards & self-serve portfolio insights
- Makes it very easy & fast for analysts to decipher stress areas
- Allows for automated stress testing

**Live &
Operational**



2W
(Q1FY27)



PL
(Q1FY27)

**Go Live
In FY27 /
H1 FY28**



RBF



SME



Farm

CO-PILOTS – DEMOCRATISING AI

Co-pilots speed and deepen human decisions across underwriting, fraud, service and collections

FLAGSHIP

HELIOS

SME, Home Loan & PL underwriting co-pilot

Banking analysis, bureau insights, deviation matrix & faster, more consistent decisioning

~80,000

Files Processed

SEP **21** **16**
SENP **37** **22** ▼
TAT reduction (hrs)

ORION

Nostradamus portfolio-management co-pilot

Conversational self-serve queries, live portfolio awareness & report generation

~5,000

Business Queries

BROADER FACTORY

ShigraM

Mortgage legal process automation

9,500+

Files Processed

11

Vernacular Languages

MOPPA

Mortgage policy & pricing assistant

240+

Queries / day

15

Vernacular Languages

ARGUS

Fraud screening in SME

~9,700

Files Processed

AI CITIZEN

Facilitating Tech DNA Upgrade

LAUNCHED "AI CITIZEN", WITH GEMINI ENTERPRISE AGENT PLATFORM

BUILD CUSTOM AGENTS THAT BOOST OPERATIONAL PRODUCTIVITY



1,200+

Employees

21,000+

Chat sessions

5,000+

Agents created

Following exclusive leadership training, the "AI Citizen" initiative is expanding enterprise-wide by building a network of AI Champions to drive organization-wide adoption



Senior Management building AI Agents

INITIATIVE FOCUSING ON UPGRADING EMPLOYEES TOWARDS USAGE OF AI IN THEIR FUNCTIONAL AREAS



HERCULEΣ

Agentic AI based cross-sell platform

PHASE 1 LAUNCHED IN BETA | INVESTOR DEMO IN DEC 2026 @



Launched
(Phase 1 - Q2FY27)

- Hercules powered by New **Lead Management System (LdMS)**
- LdMS live for upsell and cross sell **across all Urban products**; rural products will be introduced by mid-November 2026
- Good early traction with gold loans **lead conversions**; focused efforts underway to drive conversions across all products
- Employee adoption driven by **process simplicity** and LdMS platform **agility**

**Agentic
Platform**

- Work in progress across multiple workstreams in enabling **Agentic use cases** & best-in-class cross sell agentic platform
- **Customer Launch** targeted for go-live in December 2026
- Significant **scale-up in disbursements** from this platform expected by Q4FY27 and early FY28

What will the proprietary tech & AI stack deliver?

SUSTAINED

GROWTH

IMPROVED

CREDIT

REDUCED

OPEX

AI & TECH @ LTF IS NOT A MEANS, IT IS A CORE OPERATING PHILOSOPHY

Lakshya 2031

Goal monitorables

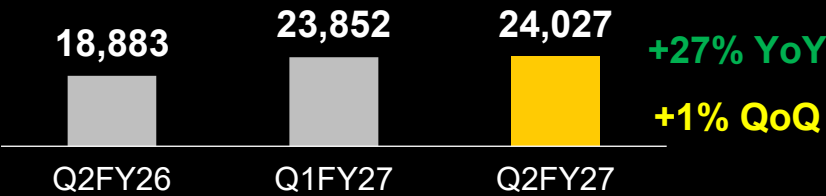


BOOK GROWTH

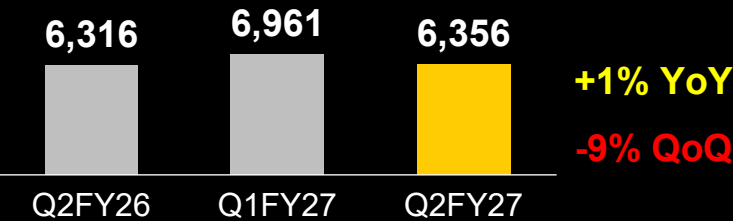
Disbursement increased by 27% on YoY basis

₹ in Cr

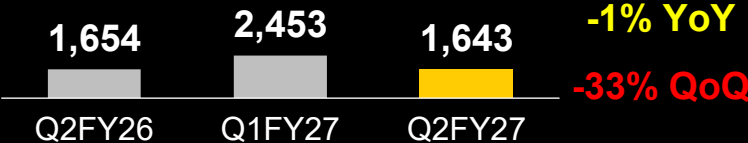
DISBURSEMENTS



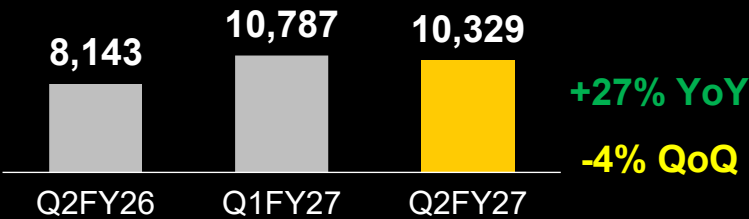
Rural Business Finance



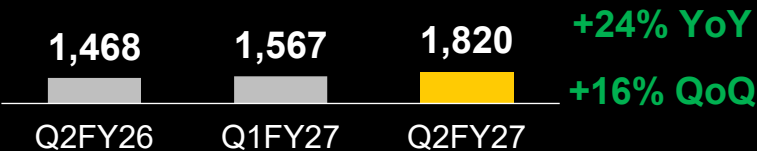
Farmer Finance



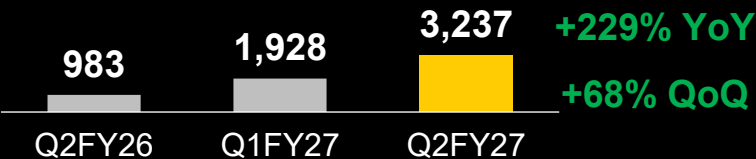
Urban Finance



SME Finance



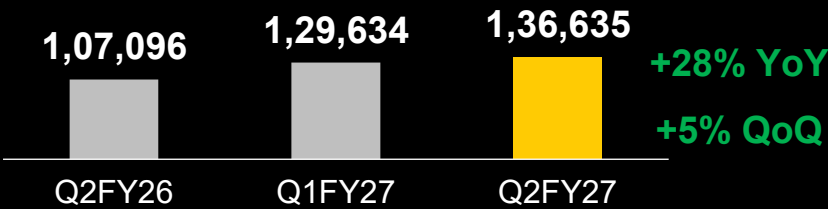
Gold Finance



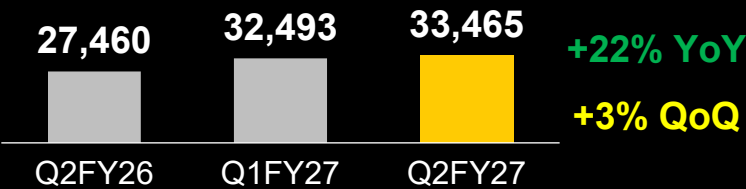
Book increased by 28% on YoY basis

₹ in Cr

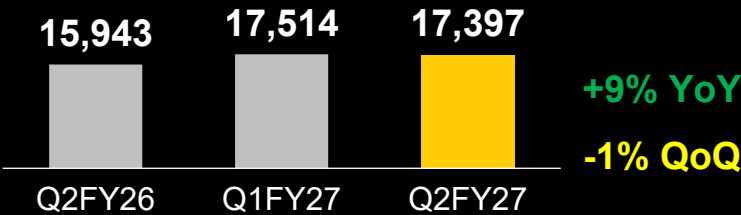
BOOK



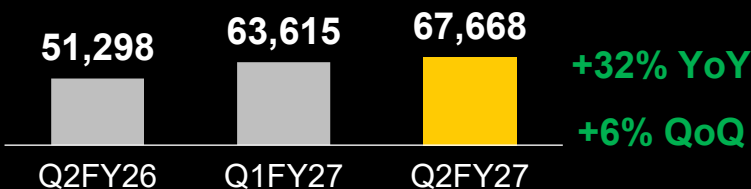
Rural Business Finance



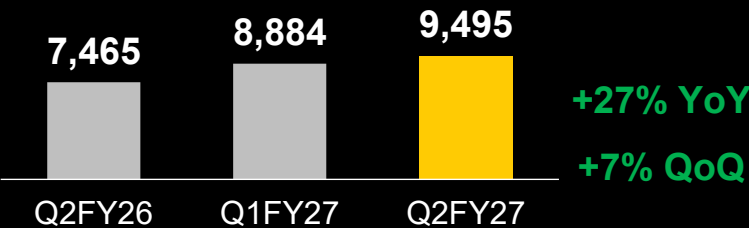
Farmer Finance



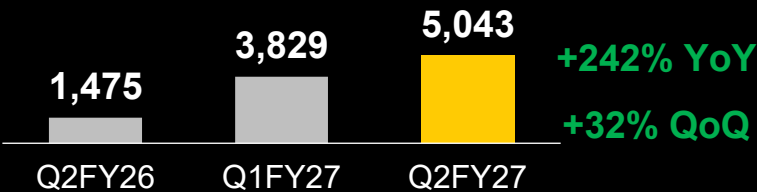
Urban Finance



SME Finance



Gold Finance



		Q2 FY26	Q1 FY26	Q2 FY27	
	Rural Group Loans & MFI New villages activated (nos.)	28,229	23,467	25,670	3 Cr+
	Two Wheeler Finance Active sourcing points (nos.)	8,515	8,914	9,453	
	Farm Equipment Finance Active sourcing points (nos.)	2,590	2,750	2,766	
	Personal Loans Active DSAs & E-aggregators (nos.)	58	67	64	93 Lac+
	Home Loan / LAP Active sourcing points (nos.)	321	310	298	
	Gold Finance Active branches (nos.)	130	343	502	

Customer
Database

Active
Customers

CREDIT COST

RBF Collection Efficiency (1/3)

Trending at normalized levels

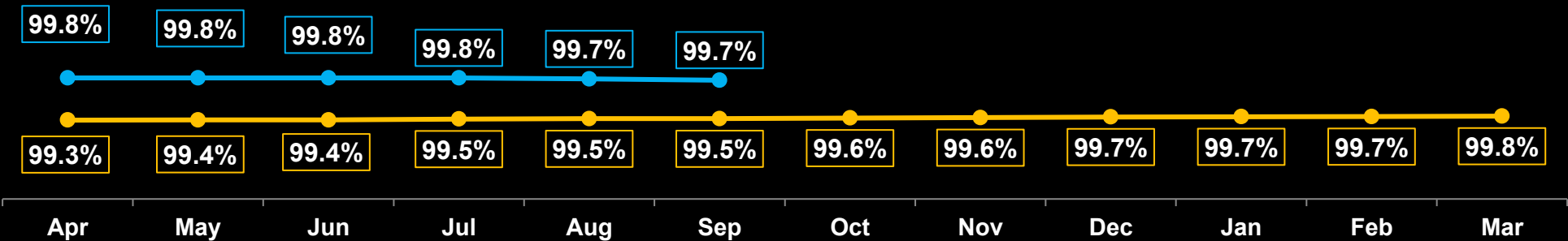
RURAL BUSINESS FINANCE

RURAL GROUP LOANS & MICRO FINANCE

 FY26  FY27

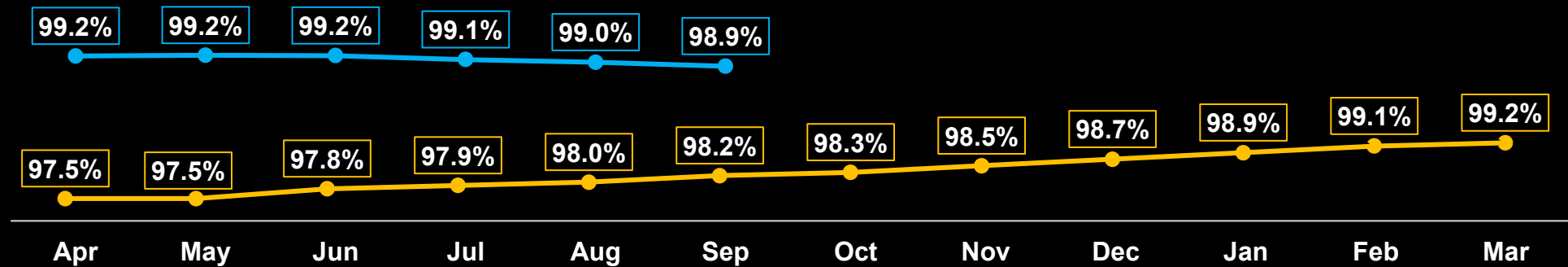
0 DPD CE %

0 DPD CE = POS of 0 DPD collected / POS of 0 DPD billed



0-90 DPD CE %

0-90 DPD CE = POS of 0-90 DPD collected / POS of 0-90 DPD billed



Farmer Finance Collection Efficiency (2/3)

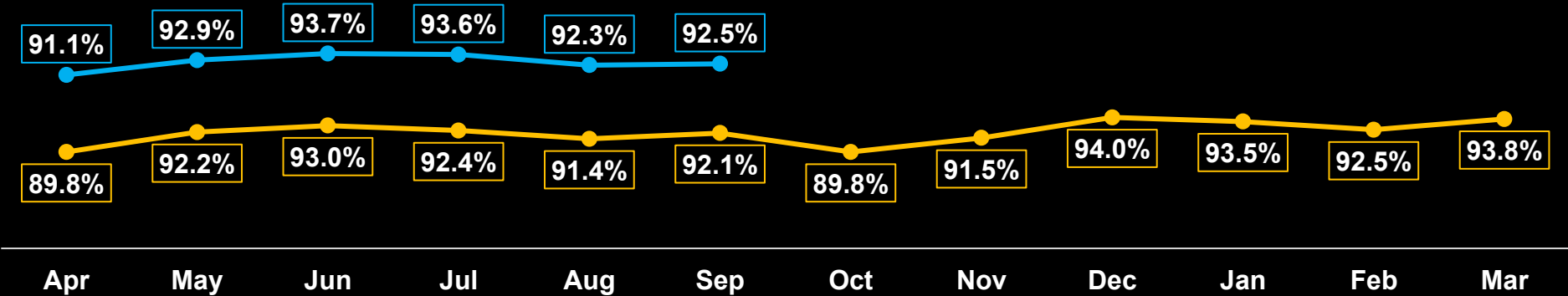
Robust pointers to a lowering delinquency

Regular CE = cashflow received from 0 DPD customer for billing / billing of 0 DPD customer

● FY26 ● FY27

FARMER FINANCE

FARM EQUIPMENT FINANCE



Urban Collection Efficiency (3/3)

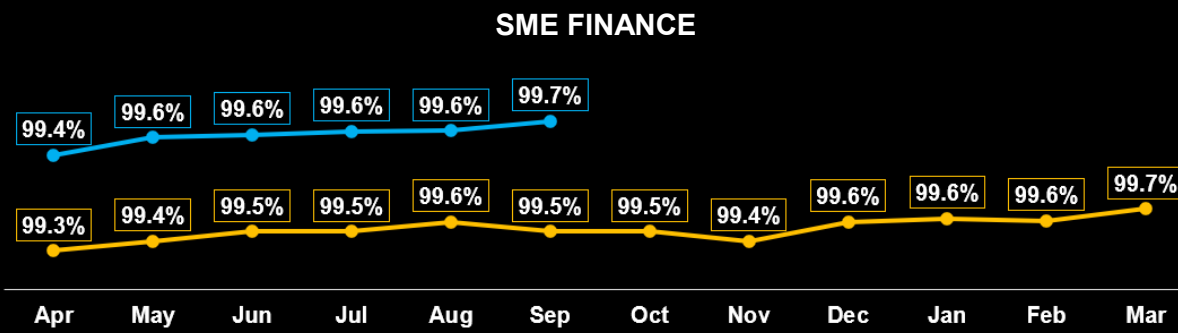
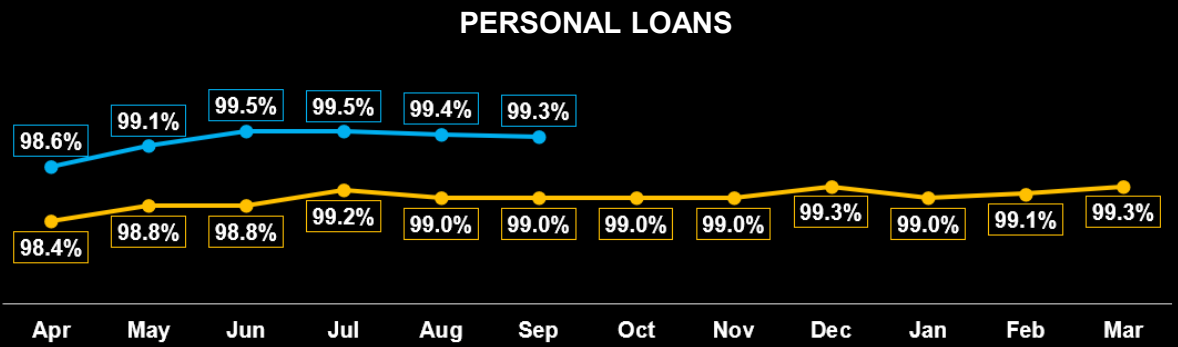
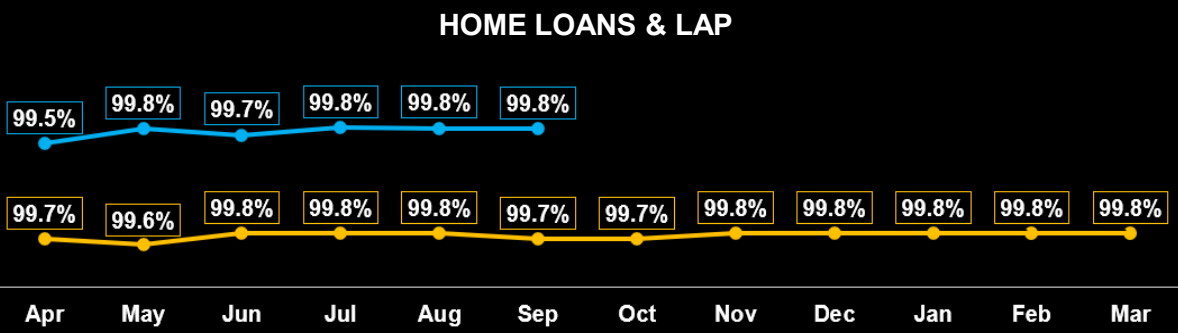
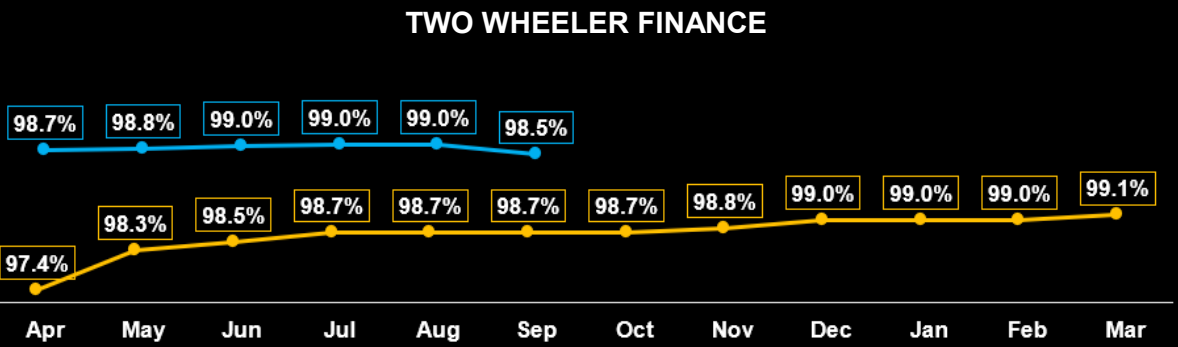
Trending at healthy levels



URBAN

Regular CE = cashflow received from 0 DPD customer for billing / billing of 0 DPD customer

● FY26 ● FY27



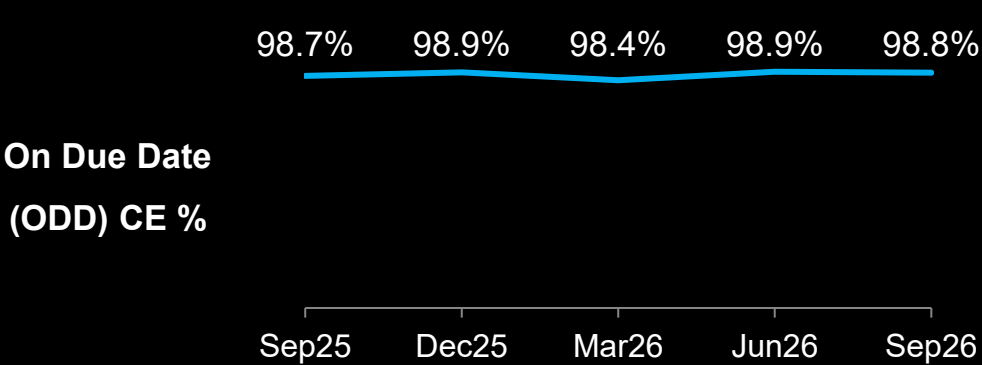
Improved Credit Quality Trends (1/3)

RBF : Best-in-class delinquency levels

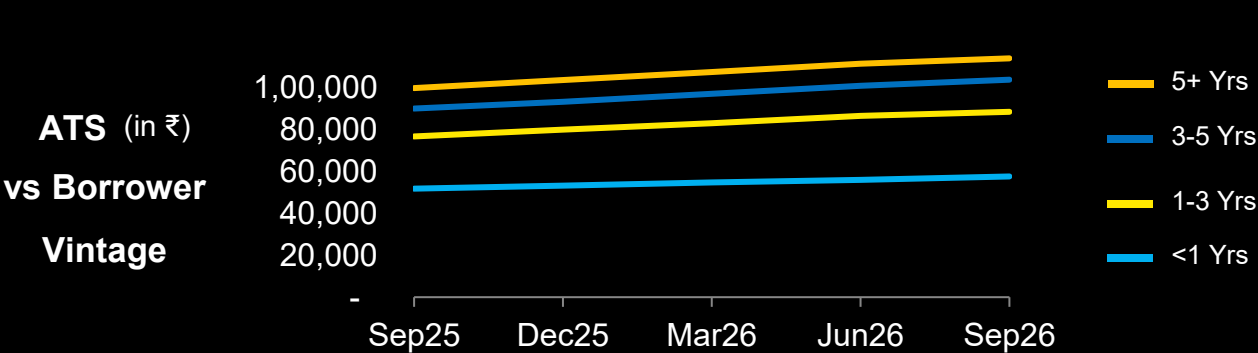


Rural Group Loans & Micro Finance

Basis rolling 12-month sourcing cohorts

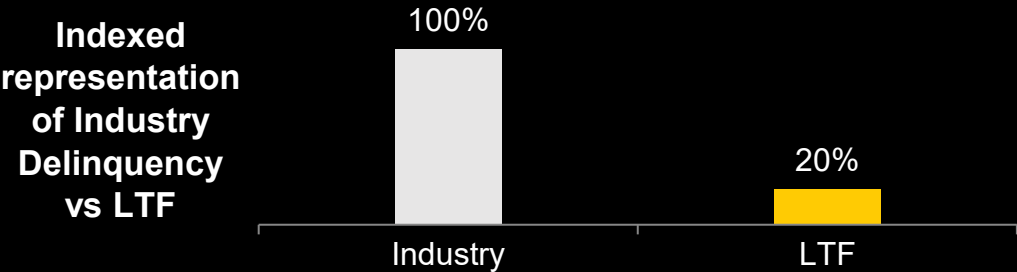


CE: Collection Efficiency



Delinquency is calculated as 12 Month On Book (MOB) ever 90+ performance in Jul'25-Jun'26 for last 12 mth disbursements over Jul'24-Jun'25 period

Source: Industry data by Transunion CIBIL

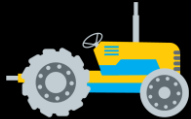


Calculation methodology of Indexed representation

- If industry delinquency is X%, that is taken as the base on an index of 100%
- LTF delinquency is shown as a percentage of this index, i.e. 20% of X

Improved Credit Quality Trends (2/3)

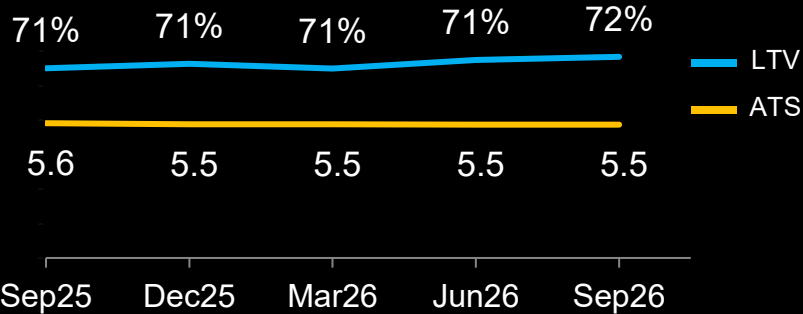
Optimum LTV and ATS with industry leading delinquency levels



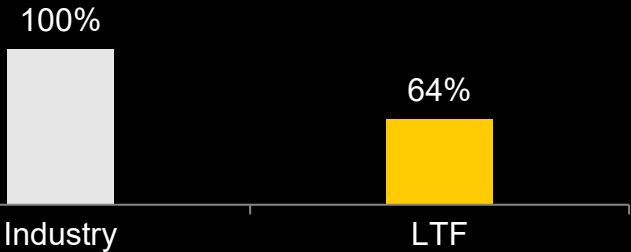
Farm Equipment Finance

Basis rolling 12-month
sourcing cohorts

LTV %
&
ATS
(₹ in lacs)

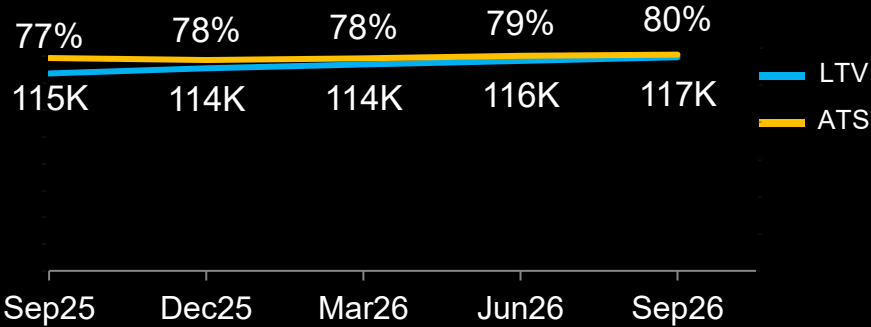


Indexed
representation
of Industry
Delinquency
vs LTF

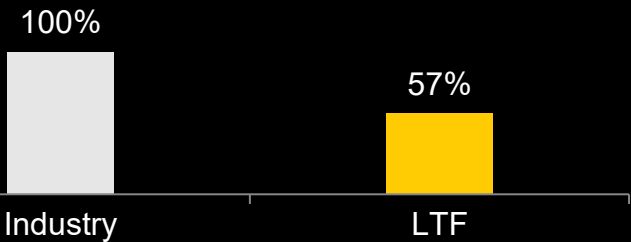


Two Wheeler Finance

LTV %
&
ATS
(in ₹)



Indexed
representation
of Industry
Delinquency
vs LTF



Delinquency is calculated as 12 Month On Book (MOB) ever 90+ performance in Jul'25-Jun'26 for last 12 mth disbursements over Jul'24-Jun'25 period
Source: Industry data by Transunion CIBIL

Improved Credit Quality Trends (3/3)

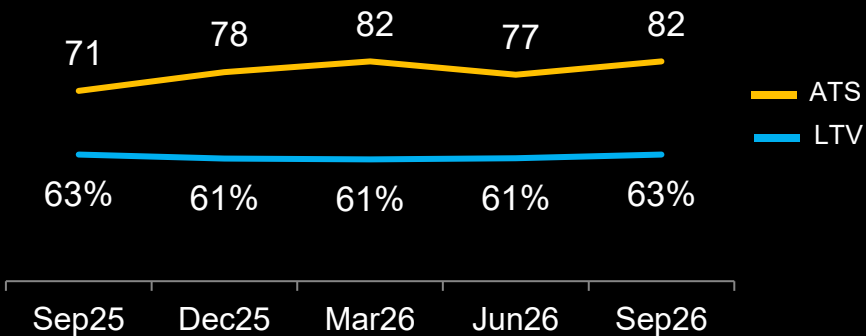
Prudent LTV with industry leading delinquency levels

Home Loans



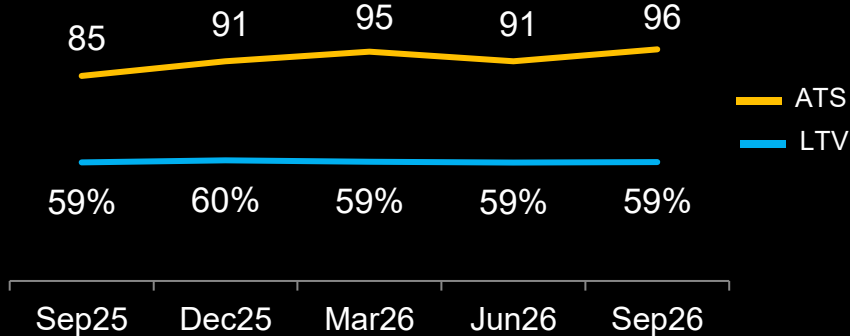
Basis rolling 12-month
sourcing cohorts

**ATS
(₹ in lacs)
&
LTV %**

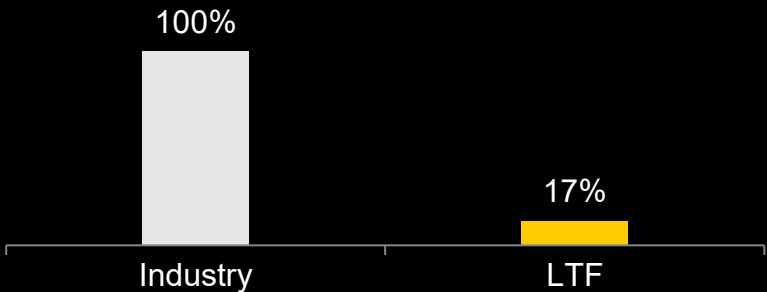


LAP

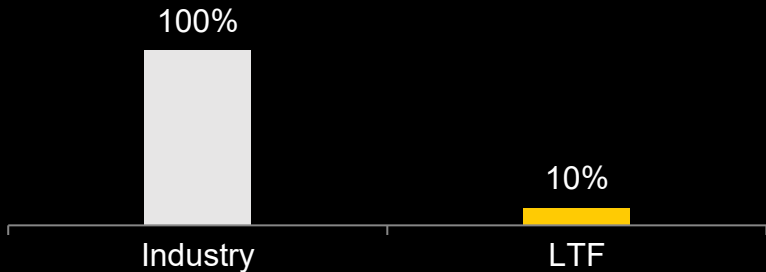
**ATS
(₹ in lacs)
&
LTV %**



**Indexed
representation
of Industry
Delinquency
vs LTF**



**Indexed
representation
of Industry
Delinquency
vs LTF**



Delinquency is calculated as 12 Month On Book (MOB) ever 90+ performance in Jul'25-Jun'26 for last 12 mth disbursements over Jul'24-Jun'25 period
Source: Industry data by Transunion CIBIL

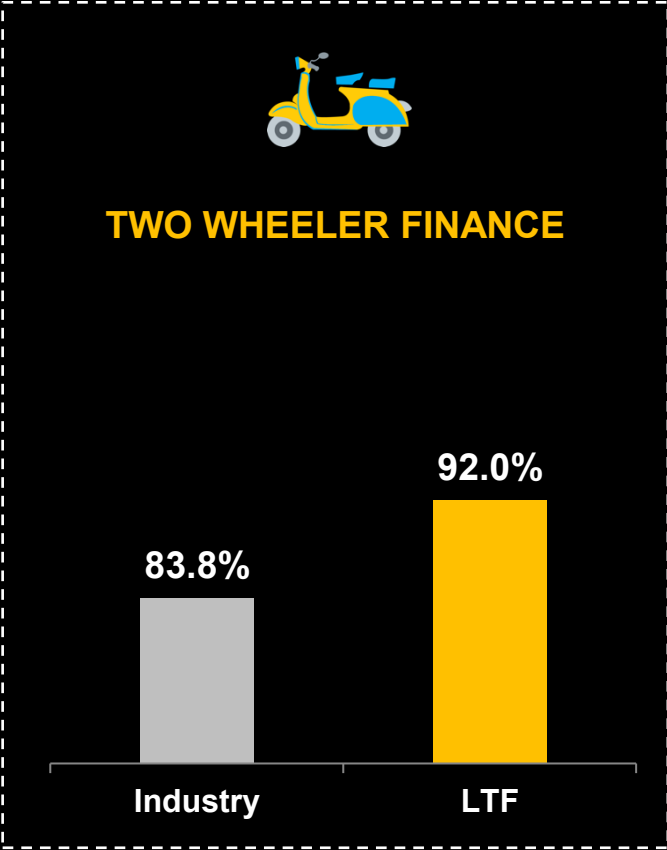
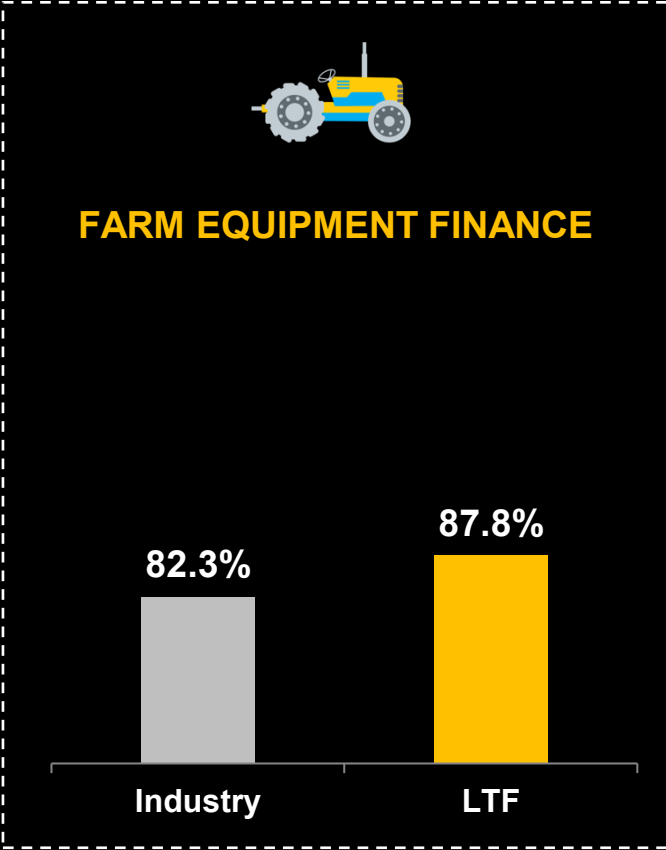
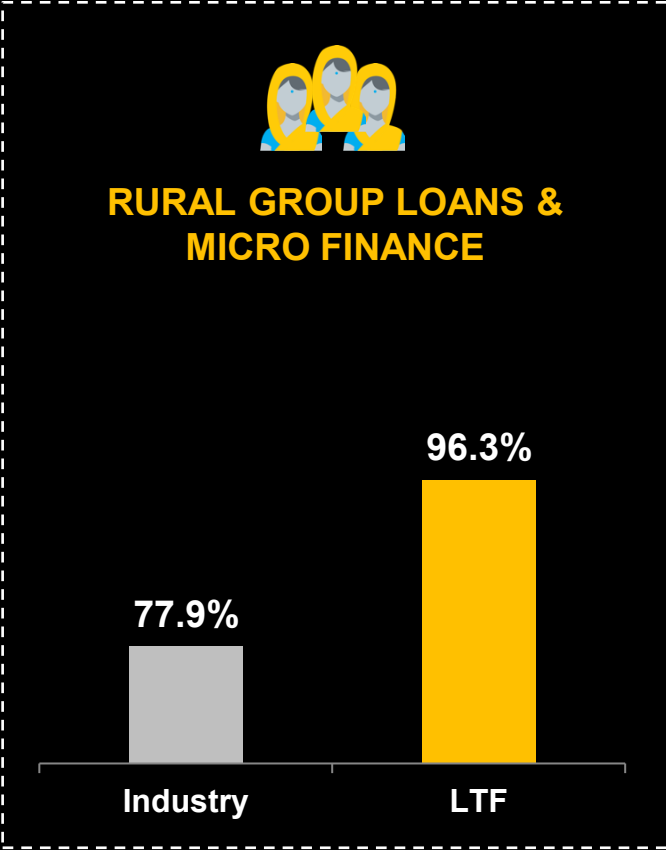
Best-in-class 0 DPD portfolio and PAR trends vis-à-vis the Industry

0 DPD book													
Industry	87.2%	86.8%	87.4%	86.9%	83.5%	80.2%	78.9%	77.0%	75.2%	75.5%	77.9%	77.9%	-NA-
LTF	96.8%	97.1%	97.0%	96.8%	96.4%	95.8%	94.9%	95.1%	95.5%	95.9%	96.4%	96.5%	96.3%

LTF PAR Trends	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27	Q2 FY27
PAR 1-30	0.0%	0.1%	0.1%	0.3%	0.6%	1.0%	1.1%	1.1%	0.9%	0.6%	0.5%	0.5%	0.5%
PAR 31-60	0.1%	0.2%	0.2%	0.3%	0.5%	0.6%	0.9%	0.6%	0.5%	0.4%	0.3%	0.2%	0.3%
PAR 61-90	0.1%	0.1%	0.2%	0.2%	0.4%	0.6%	0.5%	0.6%	0.5%	0.4%	0.3%	0.2%	0.3%
PAR 90+	3.0%	2.5%	2.5%	2.4%	2.1%	2.1%	2.6%	2.6%	2.6%	2.7%	2.6%	2.6%	2.6%

Retail Asset Quality (2/3)

'0 DPD' for our 3 fulcrum products



Retail Asset Quality (3/3)

Stagewise assets & provision summary

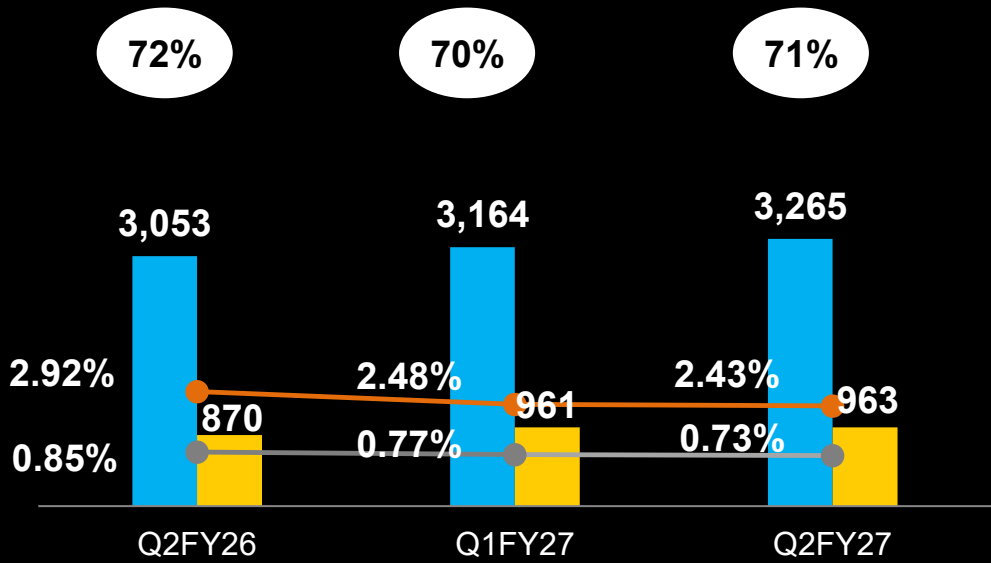
G R O S S A S S E T S	Stage wise (in ₹ Cr)	Q2FY26	Q2FY26 (% of Total)	Q1FY27	Q1FY27 (% of Total)	Q2FY27	Q2FY27 (% of Total)
	Stage 1	99,258	94.89%	1,22,353	95.94%	1,29,207	95.99%
	Stage 2	2,296	2.20%	2,018	1.58%	2,127	1.58%
	Stage 3	3,053	2.92%	3,164	2.48%	3,265	2.43%
	Total	1,04,607	100%	1,27,535	100%	1,34,600	100%
P R O V I S I O N	Stage wise (in ₹ Cr)	Q2FY26	Q2FY26 (% PCR)	Q1FY27	Q1FY27 (% PCR)	Q2FY27	Q2FY27 (% PCR)
	Stage 1	537	0.54%	1,046	0.86%	1,172	0.91%
	Stage 2	519	22.58%	498	24.67%	527	24.80%
	Stage 3	2,183	71.51%	2,203	69.62%	2,303	70.52%
	Total	3,238	3.10%	3,747	2.94%	4,002	2.97%
N E T A S S E T S	Stage wise (in ₹ Cr)	Q2FY26	Q2FY26 (% of Net Assets)	Q1FY27	Q1FY27 (% of Net Assets)	Q2FY27	Q2FY27 (% of Net Assets)
	Stage 1	98,721	94.86%	1,21,307	95.90%	1,28,036	95.96%
	Stage 2	1,778	1.71%	1,520	1.20%	1,600	1.19%
	Stage 3	870	0.85%	961	0.77%	963	0.73%

Maintained steady Retail and Consol Asset Quality

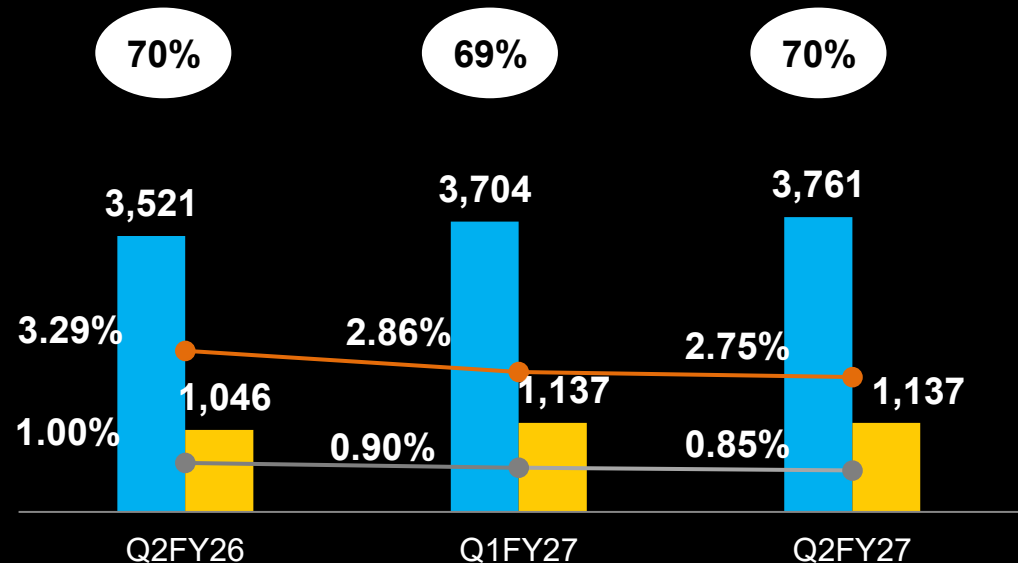
Retail and Consol GS3



RETAIL - ASSET QUALITY

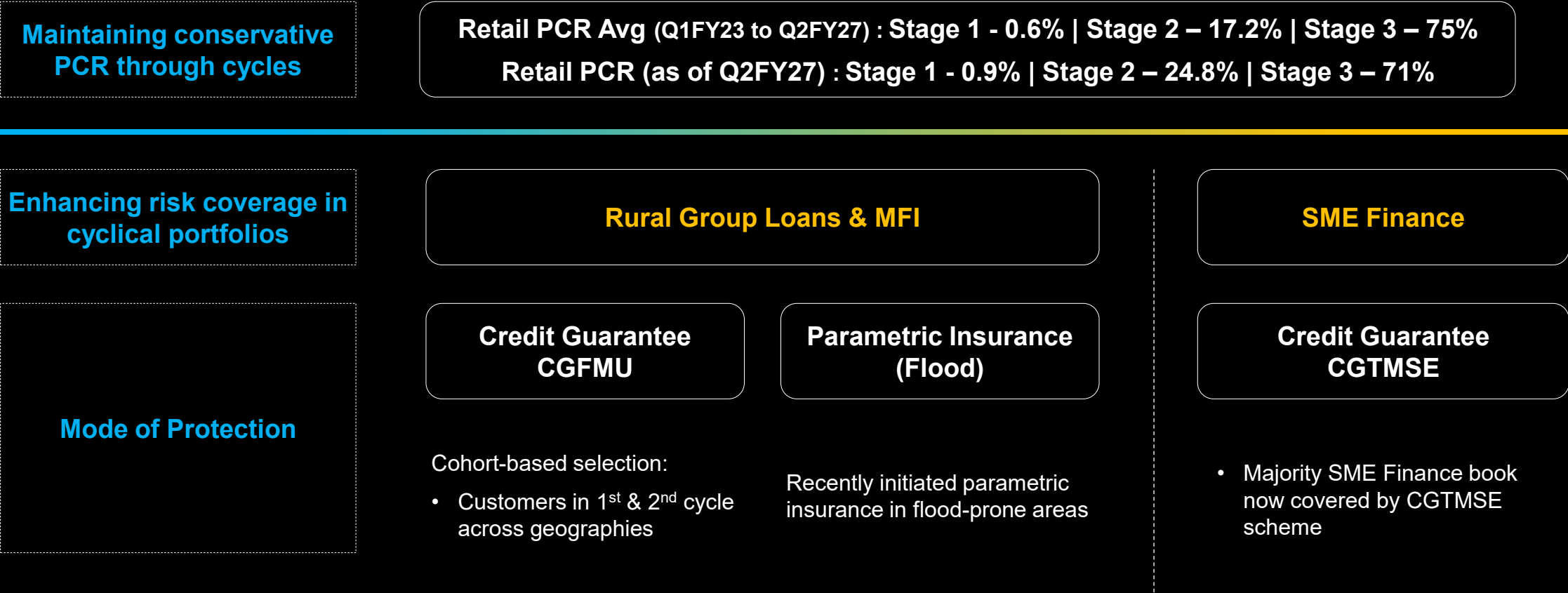


CONSOLIDATED – ASSET QUALITY



GS3 (₹ Cr) NS3 (₹ Cr) GS3 (%) NS3 (%) PCR (%)

APPROACH TO MANAGING MULTI-DIMENSIONAL RISKS

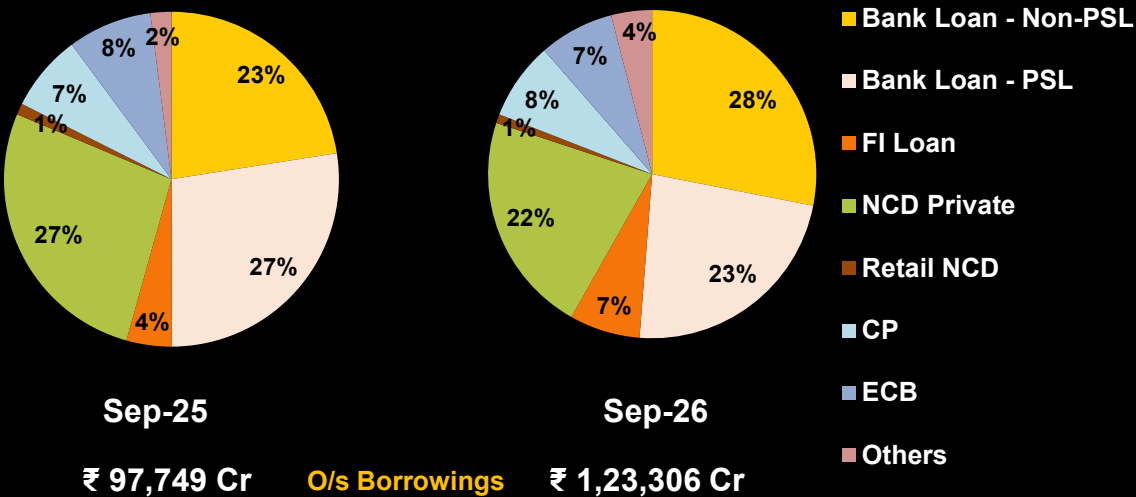


Risk management objective is to maintain predictability through cycles, albeit at a reasonable cost

A man wearing a yellow helmet and a denim jacket is riding a bright yellow scooter on a paved road. The road is lined with tall palm trees, and the background is slightly blurred. A blue geometric graphic element, consisting of a horizontal line and a diagonal line forming a large 'Z' shape, is overlaid on the image. The text is positioned in the upper right area of the image.

Premium Liability Franchise – Strong Foundation for Lakshya 2031 Delivery

DIVERSIFIED LIABILITY MIX (%)

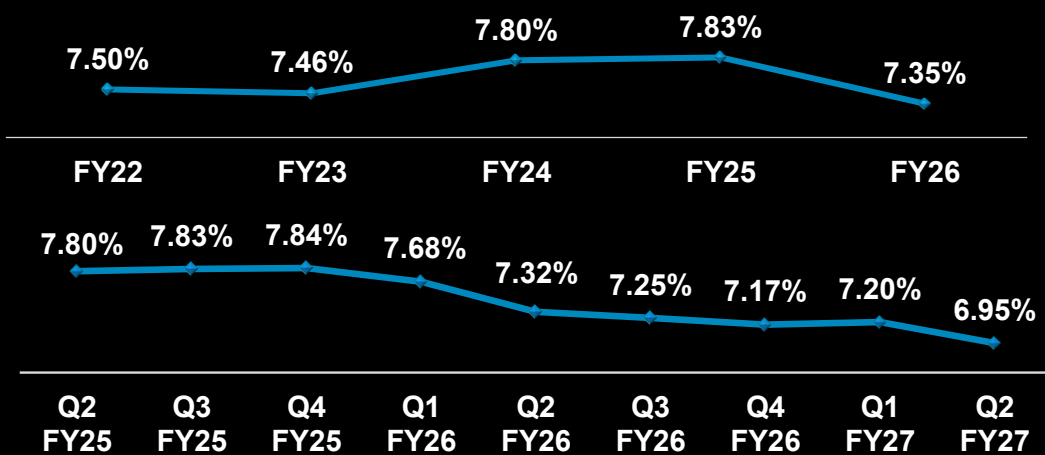


‘AAA’ rating
CRISIL, ICRA, CARE, India
Ratings

Repositioned borrowing
profiles to take advantage of
improved market liquidity

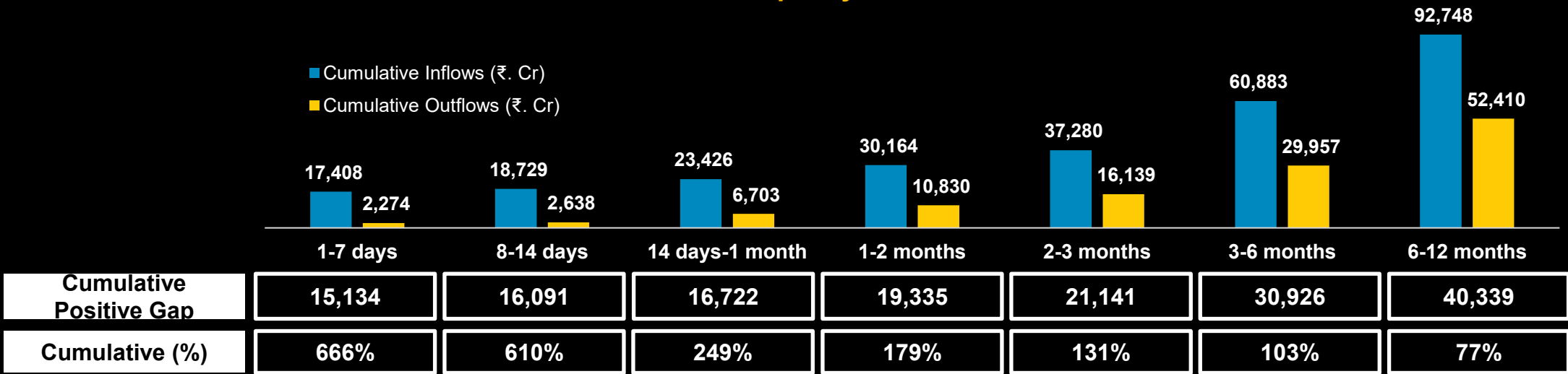
Leveraged Retail Asset
profile to garner competitive
funding

WEIGHTED AVERAGE COST OF BORROWING (WACB) (%)



Diversified liability mix coupled with timely fund raising enabled achieve lowest-ever quarterly WACB of 6.95% in Q2FY27

Structural Liquidity statement



Interest Rate sensitivity statement

1 year Gap		₹ Cr
Re-priceable assets		90,526
Re-priceable liabilities		84,659
Positive		5,867

Continue to maintain cumulative positive liquidity gaps

AAA credit rating – Domestic Rating Agencies

Rating Agency	Long-term / Short-term Rating of LTF
Crisil Ratings, ICRA, CARE, India Ratings	AAA / Stable / A1+

The ‘AAA’ rating is driven by LTF’s diversified business mix with strong presence across the financial services space, strategic importance and strong support from L&T, strong resource raising ability, adequate capitalisation and comfortable liquidity position

International Ratings – at par with India’s Sovereign Rating

Rating Agency	Long-term / Short-term Rating of LTF
S&P Global Ratings (S&P)	BBB / Stable / A-2
Fitch Ratings (Fitch)	BBB- / Stable

These long-term ratings are investment grade and are at par with India’s Sovereign Credit Rating
These ratings will enable the Company to tap global capital markets and further diversify its liability franchise and deepen investor base

ANNEXURES



I Pan India Branch Network

II Financials

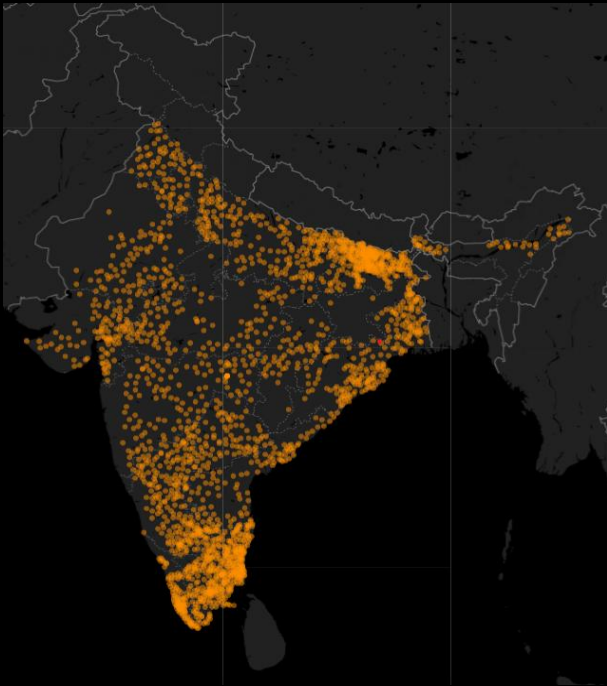
III Other Annexures

Granular and extensive distribution network

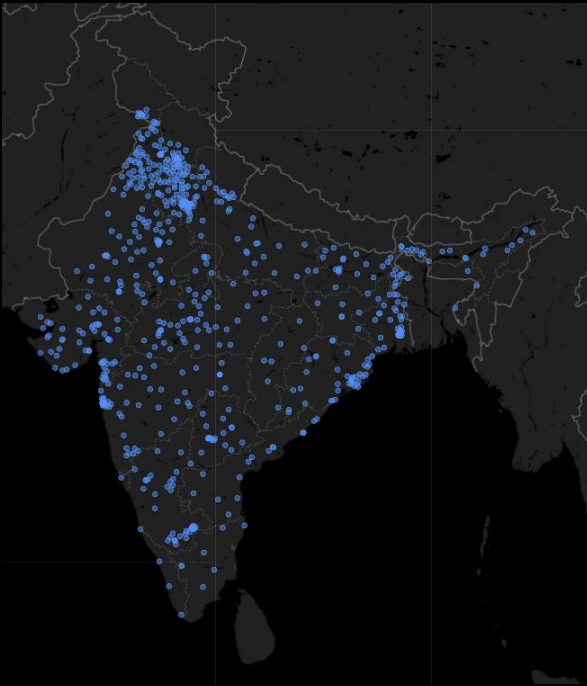
Book Mix : Urban - 62% | Rural – 38%

18 States | ~2,00,000 Villages

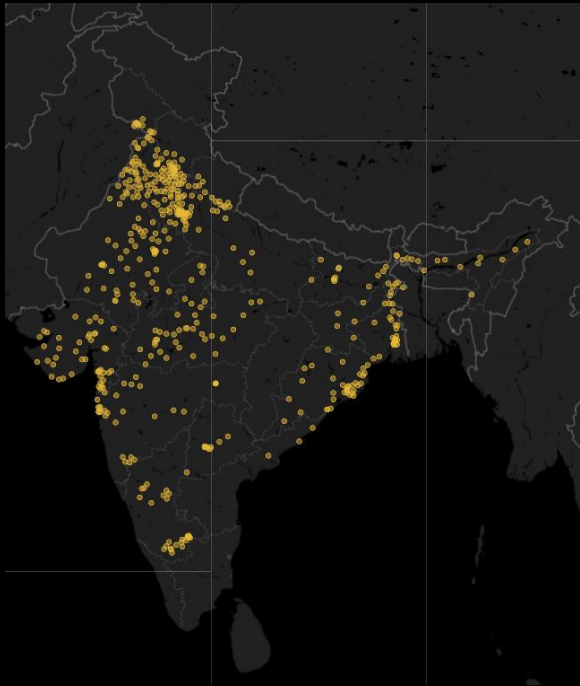
23 States | 4 UT | 450+ Cities / Towns



LTF Rural Network



LTF Urban Network
(incl. Gold Finance branches)



LTF Gold Finance Network

Total Branch Count: 880 (Rural – 159, Urban – 721)

State	Rural Branches	Urban Branches
Madhya Pradesh	114	61
Maharashtra	118	47
Uttar Pradesh	222	41
Gujarat	102	59
Karnataka	258	42
West Bengal	125	49
Andhra Pradesh	98	16
Telangana	88	21
Haryana	38	68
Rajasthan	93	75
Bihar	432	23
Punjab	43	67
Odisha	125	45
Tamil Nadu	419	7
Kerala	95	3
Others	71	97
Pan India	2,441*	721*

*Rural Branches includes RGL & MFI meeting centres (2,282) MLAP branches (157) & dedicated Farmer Finance branches (2) | *Urban Branches includes dedicated Gold Finance branches (530) & other shared branches (191)

I Pan India Branch Network

II Financials

III Other Annexures

Historical Financial Performance



Consolidated LTF	Q1 FY23	Q2 FY23	Q3 FY23	Q4 FY23	Q1 FY24	Q2 FY24	Q3 FY24	Q4 FY24	Q1 FY25	Q2 FY25	Q3 FY25	Q4 FY25	Q1 FY26	Q2 FY26	Q3 FY26	Q4 FY26	Q1 FY27	Q2 FY27
Retailisation	54%	58%	64%	75%	82%	88%	91%	94%	95%	96%	97%	97%	98%	98%	98%	98%	98%	99%
NIMs	6.54%	6.90%	7.41%	7.63%	8.06%	8.62%	8.97%	9.14%	9.31%	8.94%	8.50%	8.15%	8.24%	8.42%	8.58%	8.78%	8.54%	8.88%
Fee & Other Income	1.69%	1.53%	1.39%	1.58%	1.58%	2.22%	1.95%	2.11%	1.77%	1.92%	1.83%	2.01%	1.98%	1.80%	1.83%	1.70%	1.93%	1.60%
NIMs + Fees	8.23%	8.43%	8.80%	9.21%	9.64%	10.84%	10.93%	11.25%	11.08%	10.86%	10.33%	10.15%	10.22%	10.22%	10.41%	10.47%	10.47%	10.48%
Opex	2.97%	3.19%	3.37%	3.58%	3.81%	4.29%	4.38%	4.69%	4.45%	4.17%	4.41%	4.22%	4.21%	4.05%	4.05%	4.14%	4.03%	4.08%
Credit cost (before macro util.)	3.63%	2.54%	2.67%	2.24%	2.33%	2.58%	2.52%	2.39%	2.37%	2.59%	2.91%	3.80%	3.43%	2.98%	2.83%	2.64%	2.54%	2.46%
Credit cost (after macro util.)	-	-	-	-	-	-	-	-	-	-	2.49%*	2.54%*	2.23%*	2.41%*	-	-	-	-
Opex + Credit cost	6.60%	5.73%	6.04%	5.82%	6.14%	6.86%	6.89%	7.08%	6.83%	6.77%	6.90%	6.76%	6.43%	6.46%	6.87%	6.78%	6.57%	6.54%
RoA	1.02%	1.55%	1.66%	1.90%	2.13%	2.42%	2.53%	2.19%	2.68%	2.60%	2.27%	2.22%	2.37%	2.41%	2.31%#	2.40%	2.48%	2.60%
PAT (₹ Cr) (before exceptional item)	262	406	454	501	531	595	640	666	686	696	626	636	701	735	760#	807	902	975
PAT (₹ Cr) (after exceptional item)	-	-	-	-	-	-	-	554	-	-	-	-	-	-	739#	-	-	-
Retail Book (₹ Cr)	47,794	52,040	57,000	61,053	64,274	69,417	74,759	80,037	84,444	88,975	92,224	95,180	99,816	1,04,607	1,11,990	1,19,508	1,27,535	1,34,600
Consol Book (₹ Cr)	88,078	90,098	88,426	80,893	78,566	78,734	81,780	85,565	88,717	93,015	95,120	97,762	1,02,314	1,07,096	1,14,285	1,21,728	1,29,634	1,36,635
PCR	55%	55%	60%	69%	71%	76%	75%	76%	75%	71%	71%	71%	71%	70%	72%	67%	69%	70%
NS3%	1.87%	1.85%	1.72%	1.51%	1.19%	0.82%	0.81%	0.79%	0.79%	0.96%	0.97%	0.97%	0.99%	1.00%	0.92%	0.96%	0.90%	0.85%
CRAR	23%	23%	23%	25%	26%	25%	25%	23%	22%	22%	22%	22%	21%	20%	19%	18%	18%	19%

*Q3FY25, Q4FY25, Q1FY26 & Q2FY26 credit cost is after utilization of macro-prudential provision of ₹ 100 Cr, ₹ 300 Cr, ₹ 300 Cr & ₹ 150 Cr respectively in Rural Business Finance | #Exceptional item refers to one-time impact of New Labour Code; Q3FY26 RoA before this exceptional item is 2.37%

Lending Business – Business wise disbursement split

Q2FY26	Particulars (₹ Cr)	Q1FY27	Q2FY27	Y-o-Y (%)
1,654	FARMER FINANCE	2,453	1,643	(1%)
1,654	Farm Equipment Finance	2,453	1,643	(1%)
6,316	RURAL BUSINESS FINANCE	6,961	6,356	1%
6,120	Rural Group Loans & Business Loans	6,600	5,981	(2%)
196	Micro LAP	361	375	92%
8,143	URBAN FINANCE	10,787	10,329	27%
2,512	Two Wheeler Finance	3,006	3,170	26%
2,918	Personal Loans	4,380	4,233	45%
1,802	Home Loans	2,216	2,070	15%
912	LAP	1,185	856	(6%)
1,468	SME FINANCE	1,567	1,820	24%
983	GOLD FINANCE	1,928	3,237	229%
319	ACQUIRED PORTFOLIO	157	642	101%
18,883	RETAIL FINANCE	23,852	24,027	27%
13	Infrastructure Finance	-	-	-
-	Real Estate Finance	-	-	-
13	WHOLESALE FINANCE	-	-	-
18,896	TOTAL DISBURSEMENT	23,852	24,027	27%

Lending Business – Business wise book split

Q2FY26	Particulars (₹ Cr)	Q1FY26	Q2FY27	Y-o-Y (%)
15,943	FARMER FINANCE	17,514	17,397	9%
15,943	Farm Equipment Finance	17,514	17,397	9%
27,460	RURAL BUSINESS FINANCE	32,493	33,465	22%
26,617	Rural Group Loans & Business Loans	30,735	31,377	18%
843	Micro LAP	1,758	2,088	148%
51,298	URBAN FINANCE	63,615	67,668	32%
13,013	Two Wheeler Finance	15,068	16,158	24%
10,878	Personal Loans	16,917	18,664	72%
20,626	Home Loans	23,008	23,810	15%
6,781	LAP	8,622	9,036	33%
7,465	SME FINANCE	8,884	9,495	27%
1,475	GOLD FINANCE	3,829	5,043	242%
966	ACQUIRED PORTFOLIO	1,201	1,531	59%
1,04,607	RETAIL FINANCE	1,27,535	1,34,600	29%
1,314	Infrastructure Finance	1,257	1,247	(5%)
1,175	Real Estate Finance	841	789	(33%)
2,489	WHOLESALE FINANCE	2,098	2,036	(18%)
1,07,096	TOTAL BOOK	1,29,634	1,36,635	28%

Q2FY26	Particulars (₹ Cr)	Q1FY27	Q2FY27	Y-o-Y (%)
3,852	Interest Income	4,654	4,945	28%
1,634	Interest Expense	1,970	1,970	21%
2,218	NIM	2,684	2,975	34%
474	Fee & Other Income	605	537	13%
2,692	Total Income	3,289	3,512	30%
1,068	Operating Expense	1,267	1,368	28%
1,624	Earnings before credit cost	2,023	2,145	32%
	Credit Cost [-]			
785	<i>(Before utilizing Macro-prudential provisions)</i>	800	824	5%
(150)	<i>Macro-prudential provisions utilized [+]</i>	-	-	(100%)
	Credit Cost			
635	<i>(After utilizing Macro-prudential provisions)</i>	800	824	30%
989	PBT	1,223	1,321	34%
735	PAT	902	975	33%

Q2FY26	Particulars (₹ Cr)	Q1FY27	Q2FY27	Y-o-Y (%)
1,07,096	Closing Book	1,29,634	1,36,635	28%
1,04,527	Average Book	1,26,074	1,32,909	27%
26,358	Networth	28,213	29,267	11%
105.4	Book Value per share (₹)	112.6	116.8	11%
2.9	Basic Earning per share (₹)	3.6	3.9	33%

Q2FY26	Particulars (₹ Cr)	Q1FY27	Q2FY27
14.62%	Yield	14.81%	14.76%
8.42%	Net Interest Margin	8.54%	8.88%
1.80%	Fee & Other Income	1.93%	1.60%
10.22%	NIM + Fee & Other Income	10.47%	10.48%
4.05%	Operating Expenses	4.03%	4.08%
6.16%	Earnings before credit cost	6.43%	6.40%
	Credit Cost		
2.98%	(Before utilizing Macro-prudential provisions)	2.54%	2.46%
	Credit Cost		
2.41%	(After utilizing Macro-prudential provisions)	2.54%	2.46%
2.41%	Return on Assets	2.48%	2.60%
3.71	Debt / Equity (Closing)	4.09	4.21
3.59	Debt / Equity (Average)	3.97	4.05
11.33%	Return on Equity	12.71%	13.56%
Particulars	Tier I	Tier II	CRAR
Consolidated CRAR ratio	17.50%	1.17%	18.67%

- I Pan India Branch Network**
- II Financials**
- III Other Annexures**

Digital Update

Sustainability (ESG & CSR)

Board and Senior Management

App as a powerful digital channel for customer

PLANET App



PLANET

Launched March 2022

Engagement Features

Auction Portal

ITR Filing

Multi Bureau Credit Score

TW Marketplace

EMI Calculator

Farm Marketplace

D2C Journey's

Personal Loan

Home Loan & LAP (OD)

Two wheeler

Farm Equipment & Agri

Rural Group & Micro Finance

SME

Servicing Features

View Loan Details & Update Profile

Download Interest Certificate

Download NOC & Foreclosure Report

Make Foreclosure & Part Payments

Download SOA & Repayment Schedule

Download Welcome Kit

Update Mandate Details

PLANET App Interface

9:41

Hello, User!

You may be eligible for a Personal Loan of upto ₹ 5 lakh

Apply Now

EMI Due Due on 23/04/24 Pay Now >

Explore Loans

Business Loan

Personal Loan

Housing Loan

Two Wheeler Loan

Loan against Property

Warehouse Receipt Finance

Rural

Micro Loan

Home

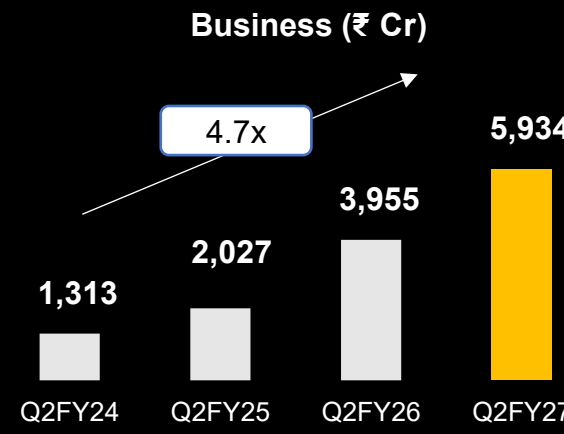
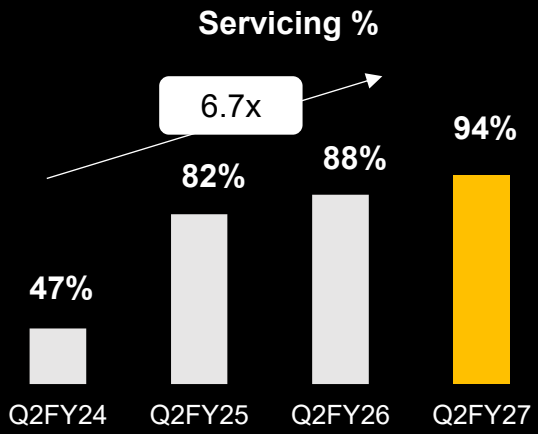
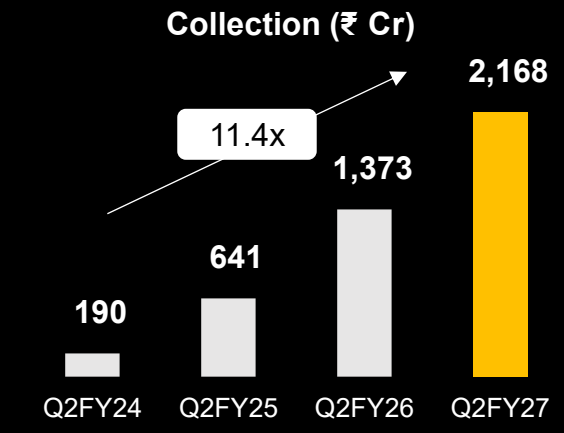
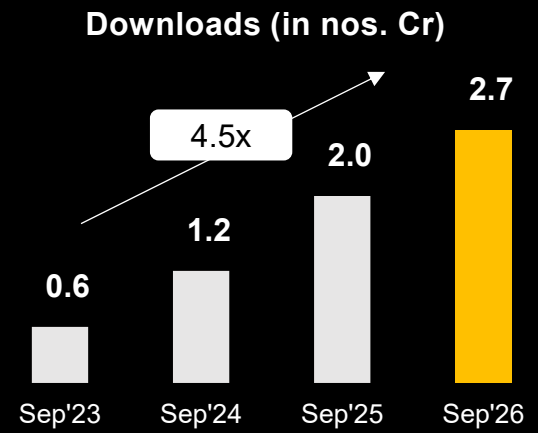
My Loans

Products

Payments

Services

★★★★★ 4.7 Rating



App as a powerful digital channel for customer

Partner PLANET – Building a smarter Dealer ecosystem



**Partner PLANET**

LAUNCHED OCTOBER 2025



Real Time Retail Dashboard



RC Pendency Status



Personalized Dashboard



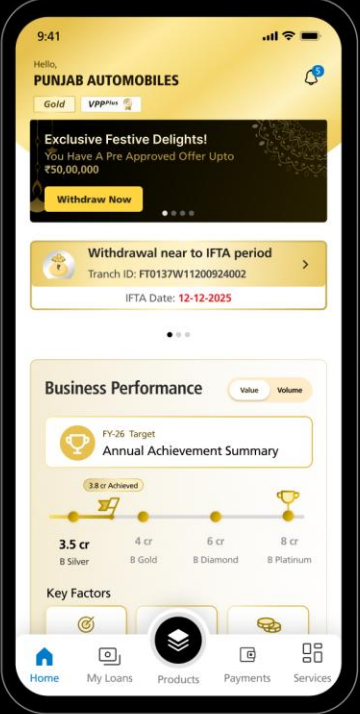
Download SOA



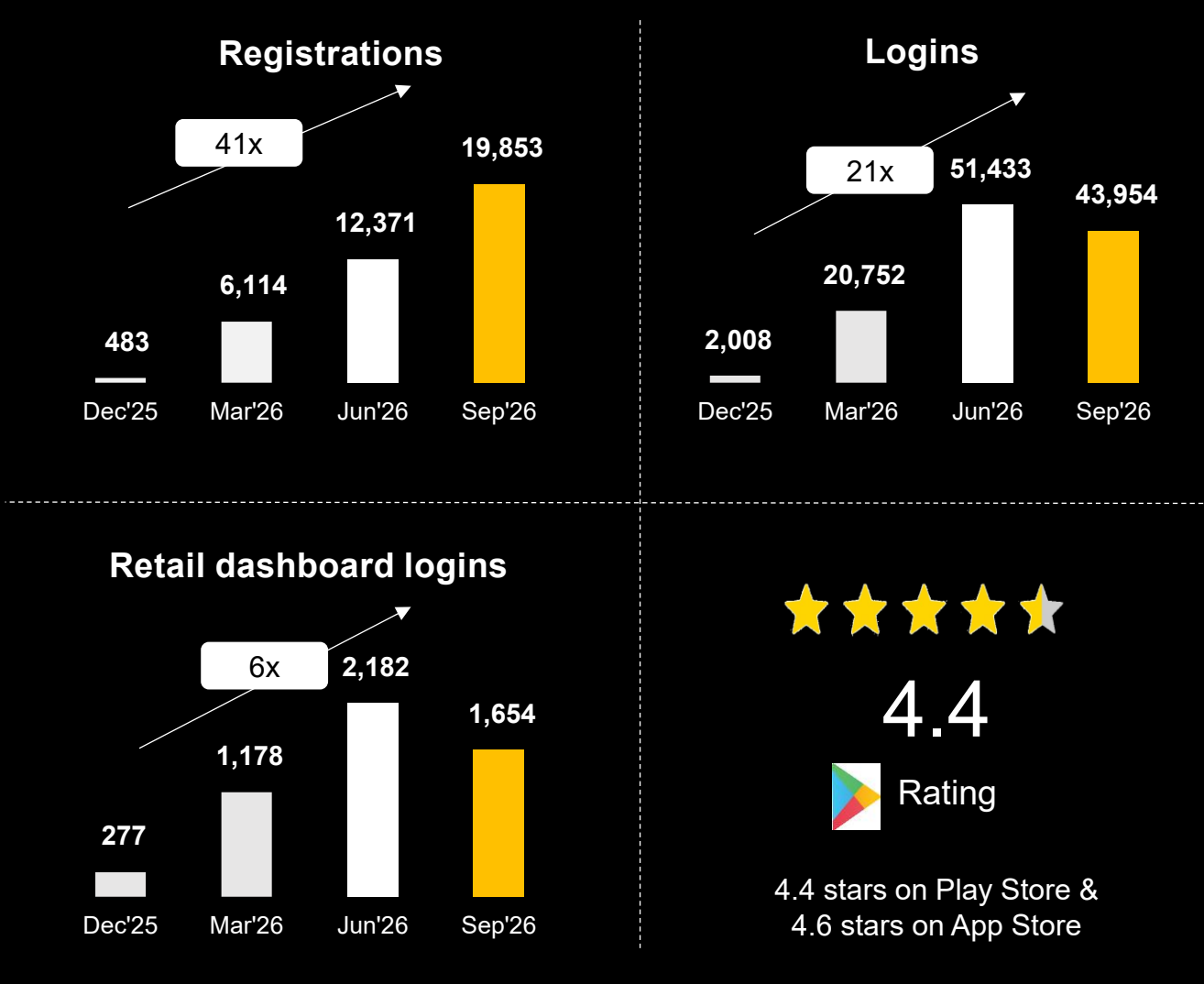
Complete Portfolio Summary



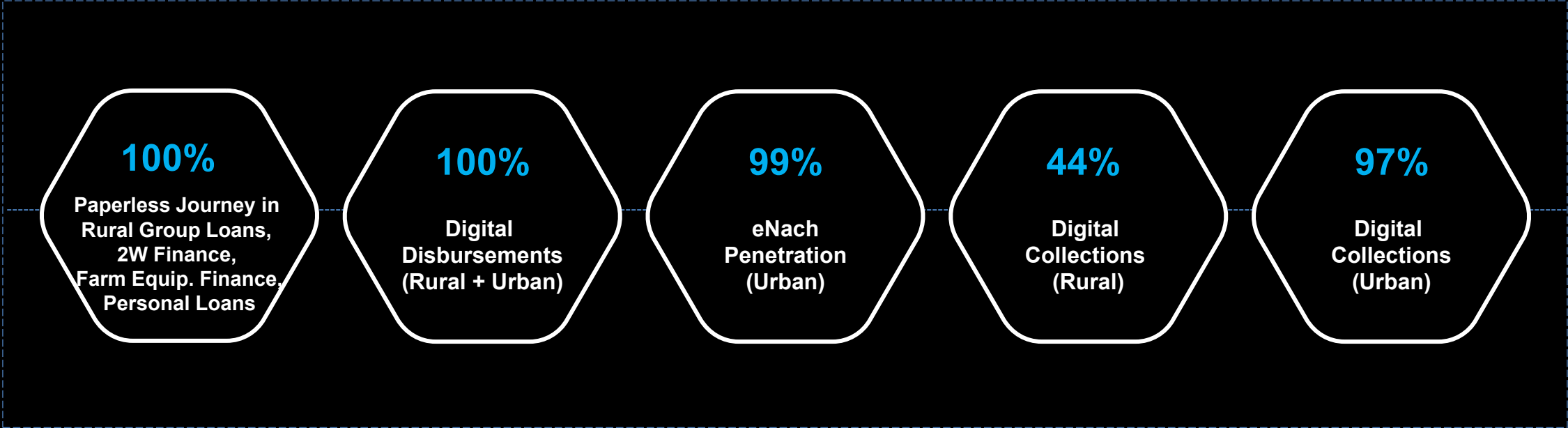
One Step TA Withdrawal



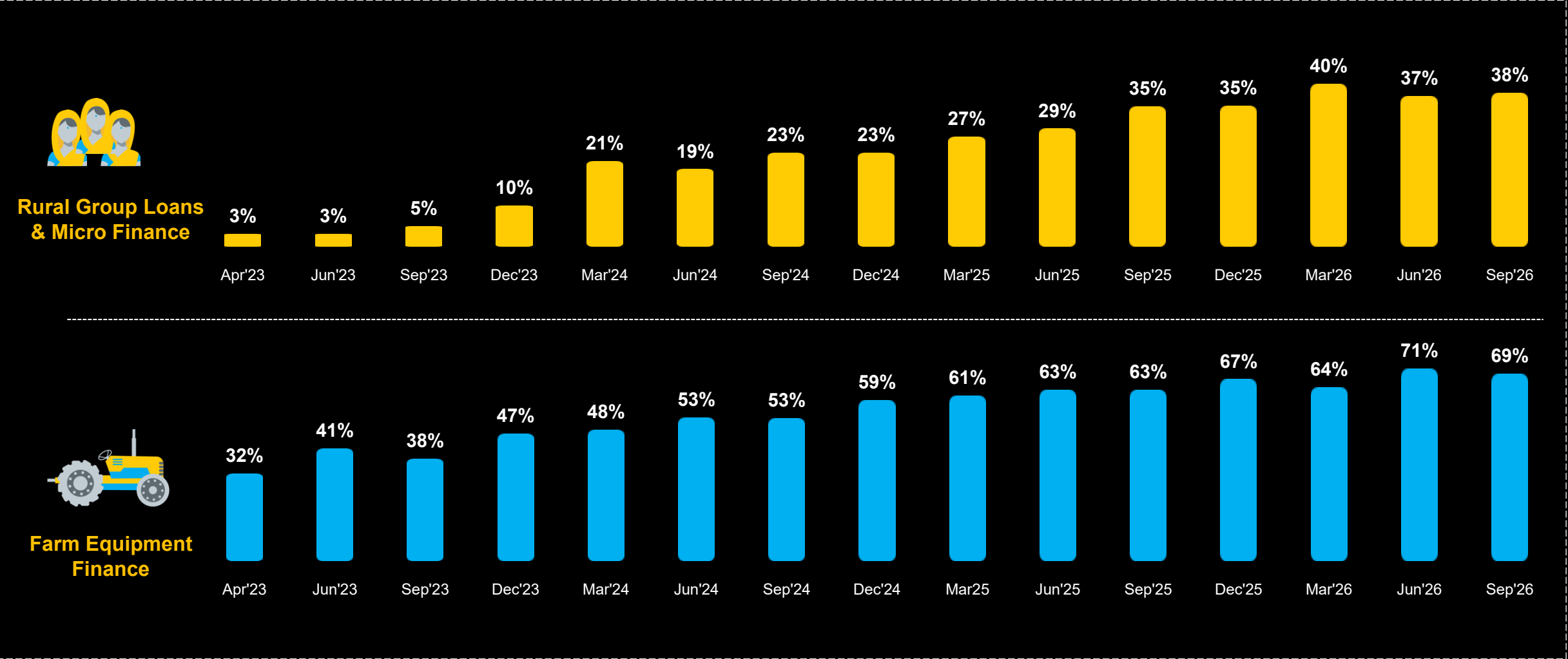
Live for Farm and TW dealers



Customer focused digital first approach in not only Urban but also in Rural



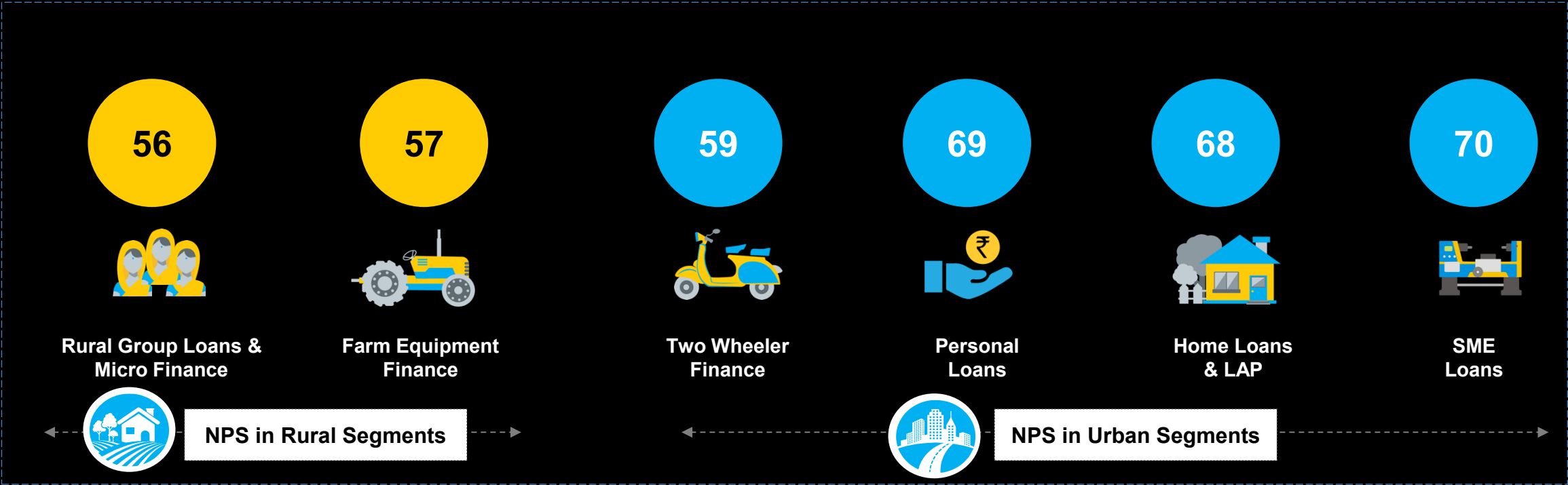
Marked improvement in Rural Digital collections over the years



Net Promoter Score

Investing in enriching customer experience to build brand loyalty

LTF achieved an overall Net Promoter Score (NPS) of 60



With a goal to measure and improve customer satisfaction, initiated measurement of NPS starting October 2023

Continuous monitoring of NPS towards strengthening customer relationship and customer loyalty

*Score calculation based on response from customers onboarded during July - September 2026

I Pan India Branch Network

II Financials

III Other Annexures

Digital Update

Sustainability (ESG & CSR)

Board and Senior Management



RURAL : ₹ 52,000 CR+ BOOK

**PAN-INDIA
GEO PRESENCE**

2,200 + Branches

Active customers across ~2,00,000 Villages

FIELD FORCE

28,000 + employees hired from Rural India

CHANNELS

**Rural Group Loans &
Micro Finance**

**Micro
LAP**

**Farm
Equipment**

Agri Allied

Direct

Direct

**2,700+
Dealer
Partnerships**

**900+
Accredited
Warehouses**

CUSTOMERS

**WOMEN
ENTREPRENEURS**

FARMERS

~1.9 Cr Customers

DIGITAL

100% Paperless journey

100% Digital disbursements

BUSINESS DEEPLY INTERTWINED WITH ESG

SDG Linkage

Reach

**Penetrating underserved
geographies**



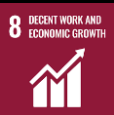
**Employment
Generation**

Generating sustainable livelihood



**Stakeholder
Ecosystem**

Promoting rural entrepreneurship



**Financing the
underbanked &
underserved**

**Moving communities from
unorganized to organized**

Enabling financial inclusion



**Seamless
Paperless journey**

Promoting doorstep banking



39% of the loan book franchise is towards financing sustainable livelihoods; 64% of workforce is employed from Rural

Secured NSE Sustainability Rating & Analytics ESG Rating of 78, categorised as “Leader”

Climate Engagement

Enhanced renewable energy transition:

Powered 78 branches via renewable energy sources to cut operational emissions and advance our carbon-neutral goals

Solar Rooftop Solution:

Solar Rooftop Rollout: Branch assessment and installation across 100 locations targeted for completion in Q3 & Q4 FY27

Waste Management:

Safely recycled 693 kg of electronic waste, mitigating environmental impact and furthering our commitment to a circular economy

Driving Energy Efficiency Through AI+OCR Automation:

Implemented AI+OCR automated tracking across ~500 branches to streamline energy monitoring and eliminate late fee surcharges

Social Engagement

Employee Volunteering: Purpose in Action:

Contributed over 900+ hours via Employee volunteering initiatives and driving meaningful social impact.

Empowering Our Workforce with Essential CPR Skills:

Conducted CPR trainings across major sites to foster a safer, fully prepared workplace environment.

Driving Workforce Alignment via DEI Sensitization Initiatives:

Engaged teams through specialized DEI workshops and strategic communications designed to promote open dialogue and cultural awareness

Introducing Urja & Watson: Driving LTF's Culture of Sustainability:

Blending proactive action with informed awareness inspiring resource efficiency & responsible decision-making

Disaster Management:

Relief kits distributed to 1.28 lakh+ flood affected beneficiaries across 5 states; Bihar, Gujarat, Assam, Odisha, Keralam and Madhya Pradesh

Finclusion of Rural Women:

Over 3.90 lakh women have gained financial inclusion through flagship Digital Sakhi CSR project

Stakeholder Engagement

Thought Leadership: Championing ESG Beyond Compliance:

Driven industry leadership at the CII Western Region Annual Conference 2026, moderating key discussions on decarbonization and green finance

Hazard Identification and Risk Assessment:

Successfully executed 45 HIRA assessment enhancing operational safety standards and proactive risk management

Celebrating Excellence:

Global Fintech Award Winner in the Fintech for Good category, affirming our commitment to embedding sustainable practices

ESG Fact Book Publication:

Released ESG Fact Book, providing key stakeholders with a consolidated, data-driven report on our sustainability performance and governance metrics

ENVIRONMENT

Green Power
Emissions Avoided:
~3,916 tCO₂e

Total EVs Financed:
43,483

Emissions Avoided
by Financing 2W EVs:
~8,511 tCO₂e

Total Waste Recycled:
35,019 kgs

Recycled Paper in Operations:
28,280 kgs

SOCIAL

Diversity at Workplace:
8.1% female participation

Convergence of Social Schemes:
Rs. 88 Cr +

Financial Inclusion of
Rural Communities:
7.4 lakh+

Sensitization of Rural Communities:
on Cyberfraud:
20,000+

ESG Training module:
21,509 hrs.

GOVERNANCE

Customer Data Breaches:
0

Customer Satisfaction:
60 NPS Score

Community Stakeholder Workshops:
39

Govt. Stakeholder Consultations:
12

Occupational Health & Safety Assessment:
45 locations

NSE
Sustainability Ratings &
Analytics

78 (August 2026)

CRISIL
ESG Ratings
& Analytics

73 categorised as ‘Leadership’ (June 2026)



Performed in top decile in the FBN Diversified Financial Services and Capital Markets Industry in the S&P Global Corporate Sustainability Assessment (Score as of September 2025)



81.9 - ‘High footprint’ ‘Low Risk’ (July 2026)

Corporate Social Responsibility

Social Good, Uplifting the lives of Communities @ Scale



New Initiative – Integrated Community Development Project (ICDP)

- **Launched** Integrated Community Development Project (ICDP) across five locations; East Bardaman (West Bengal), Purnea (Bihar), Jhabua (Madhya Pradesh), Kalaburagi and Kolar (Karnataka) bringing flagship community development programs together under one umbrella:
 - **Digital Sakhi** project for Digital & Financial Inclusion
 - **Jalvaibhav 2.0** for water conservation
 - **Project Prakruti** for promoting horticulture plantation
 - **Project Utthan** for promoting climate smart villages, etc.

Digital & Financial Inclusion

- **950 Digital Sakhis** onboarded in 4 states as part of the ICDP project with an objective to reach **47.50 lakh+** beneficiaries
- **4,40,000+** community members outreached under ongoing Digital Sakhi projects in West Bengal, Tamil Nadu, Uttar Pradesh, Bihar, Rajasthan & Gujarat
- Over **50,000** community members availed benefits of social entitlement & other government schemes worth **Rs. 48 Crore+**

Disaster Management

- Relief kits distributed to **32,000+** families of victims of floods in 24 districts of Bihar, Gujarat, Assam, Odisha, Keralam and Madhya Pradesh

Climate Impact Management

- Jalvaibhav 2.0 launched in Kalaburagi & Kolar (Karnataka), Jhabua (Madhya Pradesh) and East Bardaman (West Bengal) for undertaking water conservation & management measures benefitting **10,000+** farmers.
- Project Utthan launched in Kalaburagi & Kolar (Karnataka), Jhabua (Madhya Pradesh), East Bardaman (West Bengal) and Purnea (Bihar) to promote to promote **Climate Smart Agri-Practices and clean drinking water access**

Social Inclusion

- Under Road Safety campaign, **8,500+** school children were outreached in Mumbai.





States 15	Districts 40	Villages 6,300+	Overall Outreach 87.40 Lakh+
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Leading the way!

ISO 26000:2010 Social Responsibility



Digital and Financial Inclusion

Digital Sakhi

76 Lakh+ community outreach through 3,000+ Digital Sakhi(s)	17,500+ rural women micro entrepreneurs trained
230+ Digital Seva Kendra(s) extending community services	Rs. 678 Crore+ social schemes provided to over 6.50 Lakh+ community members
95% Digital Sakhi(s) are self-reliant from completed projects	Re.1 (invested) = Rs. 123 (Social Value): Social Return on Investment

Climate Impact Management

Project Prakruti (Plantation) | Jalvaibhav

2.68 Lakh plantation providing avenue for income generation of farmers	60,000+ Farmers benefitted from water conservation and management activities
>94% survival rate of horticulture & miyawaki plantation	200+ Water structures created benefitting 122 villages in drought-prone areas
265 Lakh KL water harvesting capacity (water positivity ensured)	

Disaster Management

Disaster Relief

7.8 Lakh beneficiaries provided relief during natural catastrophes

1.90 Lakh+ relief kits distributed amongst the community for disaster relief

11 states covered during disaster relief

Social Inclusion

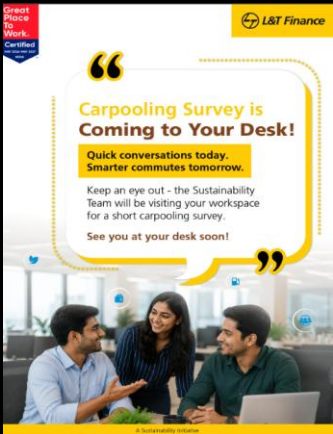
Skill Training | Health Camps | Road safety

89,000+ students from govt. schools sensitized on road safety behaviour

1.50 lakh+ youth sensitized on two-wheeler road safety

290+ health camps provided primary healthcare services to the underprivileged

Communication



Recognition

1

Global Fintech Award
Fintech for Good – Champions of ESG award



2

Mahatma Awards 2026
Digital Transformation and Social Impact



3

Brand India Summit 2026
(By Brand Honchos)
Most Impactful CSR Project of the Year- 2026 (Digital & Financial Inclusion Empowering Women)



4

Bharat CSR Award Best Empowering Women & Girls



I Pan India Branch Network

II Financials

III Other Annexures

Digital Update

Sustainability (ESG & CSR)

Board and Senior Management

BOARD OF DIRECTORS



S.N. Subrahmanyam, *Non-Executive Director, Chairman*

- Current Chairman & Managing Director of Larsen and Toubro Limited.
- Over 42 years of sterling experience in engineering, project management, transformative organizational leadership and a driver of digitalization



R. Shankar Raman, *Non-Executive Director*

- Current President & Whole-time Director – Finance of Larsen and Toubro Limited
- Over 42 years of experience in finance, including audit and capital markets



Raju Doddi, *Whole-time Director & COO*

- In his current role oversees the growth of retail finance businesses across regions and provides leadership to the operations and customer services functions.
- Over 28 of experience in Infrastructure Finance, Real Estate Finance and SME Finance.



Dr. R. Seetharaman, *Independent Director*

- Former CEO of Doha Bank
- Over 42 years of experience in the banking industry
- Awarded the prestigious "Pravasi Bharatiya Samman", the highest civilian honor for overseas Indians, by the Government of India
- Named "Best CEO in Middle East" seven times in the last 15 years



Nishi Vasudeva, *Independent Director*

- Former Chairperson and Managing Director of Hindustan Petroleum Corporation Ltd
- Over 44 years of experience in Petroleum Industry
- First Indian to be awarded the Global CEO of the year at Platt's Global Energy Awards 2015



Sudipta Roy, *Managing Director & CEO*

- 30 years of experience across multiple domains in BFSI such as Consumer/Retail Banking, Payments, Credit/Debit Cards, Sales Management, Marketing and Business Intelligence.



Sachinn Joshi, *Whole-time Director & CFO*

- In his current role leads Finance & Accounts, Financial Planning & Analysis, Treasury, Investor Relations, Credit and Economic Affairs functions as the Whole-time Director and Chief Financial Officer
- Former Chief Financial Officer of Aditya Birla Finance
- Over 36 years with expertise in finance and operations.



Dr. Rajani Gupte, *Independent Director*

- Current Vice Chancellor of Symbiosis International University, Pune.
- Over 45 years of experience in teaching and research at prestigious institutes.



Dhananjaya Tambe, *Independent Director*

- Former Dy. Managing Director & CIO of State Bank of India.
- Over 40 years of experience in managing IT-Operations ,handling IT-Transformation, Collaboration and Marketing.



Prashant Kumar, *Independent Director*

- Former Managing Director & CEO of Yes Bank, Former DMD & CFO – State Bank of India
- Over 40 years of experience in risk management, regulatory engagement, capital stewardship and institutional transformation.



Sudipta Roy
Managing Director & CEO
30 yrs exp, ICICI Bank, Deutsche Bank, Citibank NA



Sachinn Joshi
Whole-time Director & CFO
36 yrs exp, Aditya Birla Financial Services, Angel Broking, IL&FS



Raju Dodti
Whole-time Director & COO
28 yrs exp, IDFC, Rabo, ABN Amro, Soc Gen



Sonia Krishnankutty
CE – Rural Business Finance
27 yrs exp, Bank of Baroda



Jinesh Shah
CE – Urban Secured Assets & Third-Party Products
30 yrs exp, HSBC, Citibank, ICICI



Abhishek Sharma
CE – SME Finance
21 yrs exp, Indian Army



Asheesh Goel
CE – Farmer Finance
32 yrs exp, Citibank NA



Manish Kumar Gupta
CE – Urban Unsecured Assets, Payments & Partnerships
24 yrs exp, ICICI Bank, Deutsche Bank, HSBC, Transunion CIBIL



Apurva Rathod
Company Secretary & Chief Sustainability Officer
24 yrs exp, Fidelity AMC, Kotak Mahindra AMC



Kavita Jagtiani
Chief Marketing Officer
26 yrs exp, Pidilite, General Mills, ICICI Bank



Ramesh Aithal
Chief Digital Officer
28 yrs exp, Elastic Search BV, Zenefits, Goldman Sachs, Ness Technologies



Dr. Debarag Banerjee
Chief AI & Data Officer
28 yrs exp, Jio, Intel, Lockheed Martin



Thank You