



Press Release – L&T Finance Holdings Limited

Financial Performance for the quarter and nine months ended 31st December, 2011

Healthy growth in profits and assets

Wednesday, 25th January, 2012, Mumbai: L&T Finance Holdings (L&TFH) today released details of their financial performance for the quarter and nine months ended 31st December, 2011.

Highlights of the performance:

- **Healthy growth in assets:** Loans & Advances as at 31st Dec., 2011, **grew by 51%** as compared to 31st Dec 2010;
- **Asset quality:** Gross NPAs (excluding NPAs from Microfinance business) stood at 1.31 % of assets as on 31 Dec., 2011 ;
- **Growth in Profit Before Taxes (PBT)** (excluding Microfinance business) of 25.62 % for the three month period ended 31st Dec., 2011 compared to the same period in 2010;

L&TFH posted healthy growth in assets and a healthy growth in its Profit after Taxes (PAT) (excluding Microfinance business) during the third quarter of FY12 as compared to the previous year.

Assets:

Loans and Advances grew by 51.1% to ₹ 23,583.8 Cr. as at 31st Dec., 2011 as compared to ₹ 15,611.85 Cr. as at 31st Dec., 2010 and by 30.1% as compared to ₹ 18,112.1 Cr. as at 31st March, 2011.

Infrastructure Finance business of L&T Infrastructure Finance Company Limited (L&T Infra) and Corporate Finance and Rural Finance business of L&T Finance Limited (L&T Finance) mainly contributed towards this growth.

Gross NPA (excluding Microfinance business) stood at ₹ 305.3 cr. and 1.31% as a percentage of assets as at 31st Dec., 2011. The same was ₹ 255.0 cr. and 1.71% and ₹ 182.6 cr. and 1.02% as at 31st Dec., 2010 and 31st Mar., 2011 respectively.

Gross NPA (including Microfinance business) stood at ₹ 512.9 cr. or 2.20% as a percentage of assets as at 31st Dec 2011 as against ₹ 261.2 cr. or 1.76% as at 31st Dec., 2010. Gross NPA was 2.04% and 1.07% for six month period ended 30th Sept., 2011 and 31st Mar., 2011 respectively.

L&T Finance Holdings Limited

Corporate Office:
8th Floor, The Metropolitan, C-26/C-27, E Block, Bandra-Kurla Complex,
Bandra (East), Mumbai - 400 051, India
Tel: +91 22 6737 2951 Fax: +91 22 6737 2900

Registered Office:
L&T House, N. M. Marg
Ballard Estate
Mumbai 400 001, India



Micro Finance:

The company observed marginal improvement in collections from Micro Finance customers in Andhra Pradesh. However, a further provision of ₹ 25.0 cr. was taken as a prudent measure in the third quarter of FY12, taking the total provisioning to ₹ 109.7 cr. against the principal outstanding of ₹ 193.3 cr., in Andhra Pradesh, a coverage of approximately 57%.

During the quarter, the loss before tax from Micro Finance business amounted to ₹ 36.9 cr. as compared to a loss before tax of ₹ 5.8 cr. for the same quarter last year.

For 9 months ending December 31, 2011 the losses amounted to ₹ 85.3 cr. as compared to a profit before tax of ₹ 23.9 cr. for the same period last year.

Profit after Taxes:

Profit Before Taxes for the quarter ended December 31, 2011 without considering the impact of Micro Finance business were at ₹ 181.3 cr. as compared to ₹ 144.3 cr. for same period last year – showing an increase 25.61%.

For the 9 month period ending December 31, 2011, PBT without considering the impact of Micro Finance business were at ₹ 555.2 cr. as compared to ₹ 434.0 cr. for the same period last year – an increase of 27.92%.

After considering the impact of Micro Finance business, L&TFH reported a PAT of ₹ 93.6 cr. for the quarter ended 31st Dec., 2011, as against ₹ 90.9 cr. for the same period in FY11.

PAT for the nine month period ended 31st Dec., 2011 is ₹ 314.12 Cr. after accounting for a loss before tax for Microfinance of ₹ 85.33 Cr. PAT for the nine month period ended 31st Dec., 2010 was ₹ 293.81 Cr. after accounting for a profit before tax of ₹ 23.90 Cr from the Microfinance business.

The PAT for year ended 31st Mar., 2011 was ₹ 391.17 Cr.

About L&T Finance Holdings:

L&TFH is a financial holding company offering a diverse range of financial products and services across the corporate, retail and infrastructure finance sectors, as well as mutual fund products and investment management services, through its direct and indirect wholly-owned subsidiaries, namely, L&T Finance Limited (L&T Finance), L&T Infrastructure Finance Company Limited (L&T Infra), L&T Investment Management Limited (L&T Mutual Fund) and India Infrastructure Developers Limited (IIDL). It is registered with the RBI as an NBFC-ND-SI, and has applied to the RBI for registration as

L&T Finance Holdings Limited

Corporate Office:
8th Floor, The Metropolitan, C-26/C-27, E Block, Bandra-Kurla Complex,
Bandra (East), Mumbai - 400 051, India
Tel: +91 22 6737 2951 Fax: +91 22 6737 2900

Registered Office:
L&T House, N. M. Marg
Ballard Estate
Mumbai 400 001, India



L&T Finance Holdings

a CIC-ND-SI. L&TFH is promoted by Larsen & Toubro Limited (L&T), one of the leading companies in India, with interests in engineering, construction, electrical & electronics manufacturing & services, IT and financial services.

L&TFH successfully completed its IPO and was listed entity in August 2011. It raised ` 1,575 Cr. in the issue including a Pre IPO placement of shares worth ` 330 Cr. Despite global markets turning volatile, the issue received overwhelming response with enthusiastic participation from the retail, L&T Shareholders and employee categories and was subscribed over 5 times.

For information please contact:

Dattu Hegde, Adfactors: +919920710013

Debojyoti Chatterjee, L&T: +919833368337

Notes:

Loans & Advances is gross of provisions and includes operating lease assets.

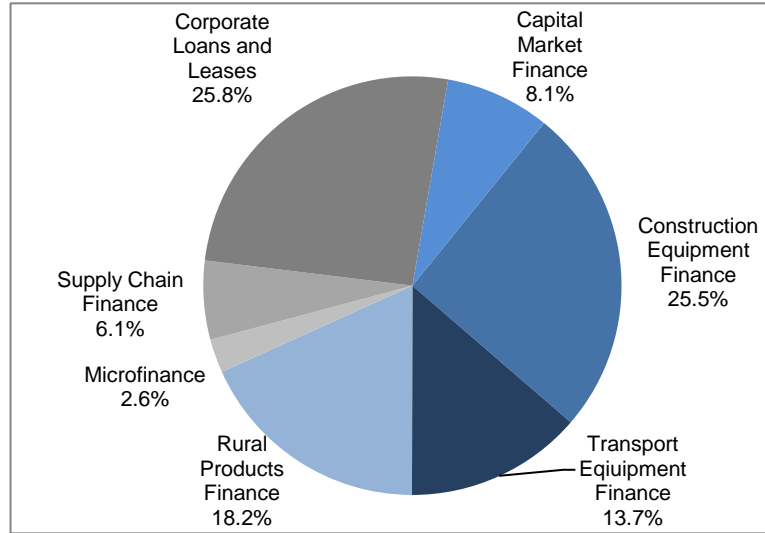
L&T Finance Holdings Limited

Corporate Office:
8th Floor, The Metropolitan, C-26/C-27, E Block, Bandra-Kurla Complex,
Bandra (East), Mumbai - 400 051, India
Tel: +91 22 6737 2951 Fax: +91 22 6737 2900

Registered Office:
L&T House, N. M. Marg
Ballard Estate
Mumbai 400 001, India

L&T Finance Limited

Incorporated as an NBFC in 1994, L&T Finance is registered with the RBI as an NBFC-ND-SI, and is classified as an Asset Finance Company (AFC). L&T Finance offers a spectrum of financial products and services for trade, industry and agriculture. It is primarily engaged in short to medium term asset backed financing viz. construction equipment, transportation equipment, rural products, supply chain finance, corporate loans and leases, microfinance, etc.



Break-up of Loans & Advances

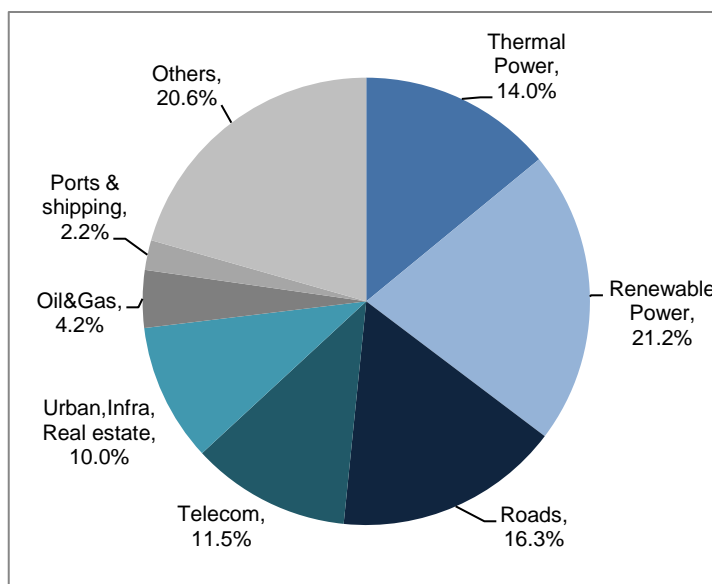
Performance highlights

(all figures in ₹ cr.)

	<u>Q3 FY12</u>	<u>YTD Q3 FY12</u>	<u>H1 FY12</u>	<u>FY11</u>
Networth	2,091.2	2,091.2	2,050.4	1,827.6
Loans and Advances	13,881.1	13,881.1	12,705.0	10,971.0
Gross NPA				
<i>excluding Microfinance business</i>	161.6	161.6	152.2	134.2
<i>including Microfinance business</i>	369.2	369.2	354.6	143.4
Gross NPA as a percentage of assets				
<i>excluding Microfinance business</i>	1.23%	1.23%	1.30%	1.39%
<i>including Microfinance business</i>	2.74%	2.74%	2.92%	1.42%
PBT				
<i>excluding Microfinance business</i>	94.3	277.4	183.11	387.56
<i>including Microfinance business</i>	57.3	192.0	134.7	349.85
PAT				
<i>excluding Microfinance business</i>	64.5	191.1	126.6	257.1
<i>including Microfinance business</i>	39.6	133.6	94.0	232.2

L&T Infrastructure Finance Company Limited

L&T Infra was incorporated as an NBFC in 2006, and is registered with the RBI as an NBFC-ND-SI. It is classified as an Infrastructure Finance Company (IFC), and is notified as a Public Financial Institution (PFI) under Section 4A of the Companies Act. L&T Infra provides financial products and services to its customers engaged in infrastructure development and construction, with a focus on power, roads, telecommunications, oil and gas and ports sectors in India.



Break-up of Loans and Advances

Performance highlights

(all figures in ₹ cr.)

	<u>Q3 FY12</u>	<u>YTD Q3 FY12</u>	<u>H1 FY12</u>	<u>FY11</u>
Networth	1,731.7	1,731.7	1,486.5	1,288.4
Loans and Advances	9,702.6	9,702.6	8,790.3	7,186.5
Gross NPA	143.68	143.68	77.55	48.38
Gross NPA as a percentage of assets	1.48%	1.48%	0.88%	0.67%
PBT	82.38	274.23	191.85	293.98
PAT	58.64	192.93	134.28	200.82