



Press Release – L&T Finance Holdings Limited

L&T Finance Holdings Limited acquires FamilyCredit Ltd. from Société Générale Consumer Finance

Monday, 22nd October, 2012, Mumbai: L&T Finance Holdings Limited (LTFH) entered into definitive agreements with France's Société Générale Consumer Finance on Friday, 19th October 2012, for the acquisition of 100% of FamilyCredit Ltd. (FCL), a well established NBFC with presence across two-wheeler and auto financing. The consideration to be paid to complete the acquisition is ~Rs. 120 crores. The conclusion of the transaction is subject to receipt of appropriate regulatory approvals and to customary closing conditions.

This acquisition will consolidate LTFH's presence in auto financing business in India.

As of 30th June 2012, FCL had loan book size of ~ Rs. 1,287 crores of which two-wheeler financing constituted 53% and car financing 35%. It has 53 branches across 16 states in India and presence in more than 1,400 dealer outlets with a sizeable customer base in excess of 400,000. It also has a fully staffed professional team with hands-on experience in the two wheeler financing and auto financing business.

FCL has been showing consistent improvement in its operations. For the quarter ended 30th June 2012, FCL's PAT was ~Rs 5 crores, backed by impressive NIM of ~13.6%. LTFH has plans to improve the operating performance further by exploiting its reach through branches and OEM relationships, and other operating synergies.

Speaking on the occasion, Mr. Y. M. Deosthalee, Chairman & Managing Director of LTFH, said, "FamilyCredit Ltd. is a significant player in the two-wheeler financing segment. The company offers a well established platform with robust credit and risk management systems. The business synergises well with our existing retail financing business and provides opportunity for us to further expand our product offering in the consumer finance domain."

Equirus Capital acted as advisor to L&T Finance Holdings on this transaction.

About L&T Finance Holdings Limited:

LTFH 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 L&T FinCorp Limited (L&T FinCorp). It is registered with the RBI as an NBFC-ND-SI. LTFH 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&T Finance Holdings Limited

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