

May 2, 2022

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 letters dated April 18, 2022 and April 29, 2022 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) today.

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



AIM. INNOVATE. CREATE.

LTFS – Lakshya 2026



L&T Financial Services

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FY22 Recap



Retail book share increased from 43% to 51%



Retail at all time high disbursements of Rs ~25,000 Cr



NIMs + Fees at 7.84% (up 89bps YoY)

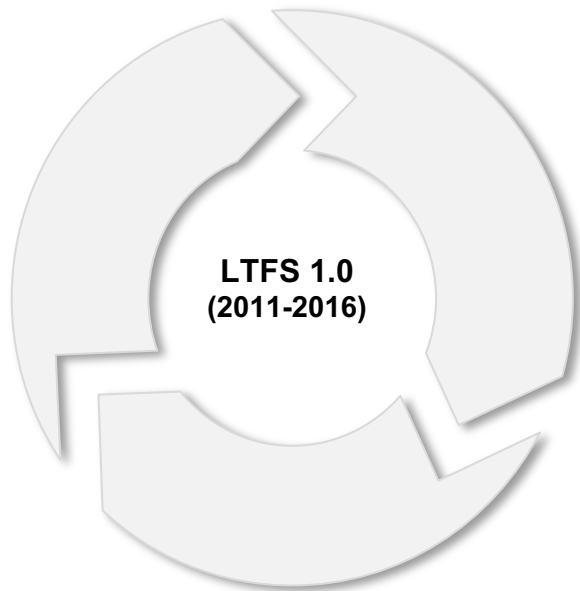


Lowest ever yearly WAC at 7.50%

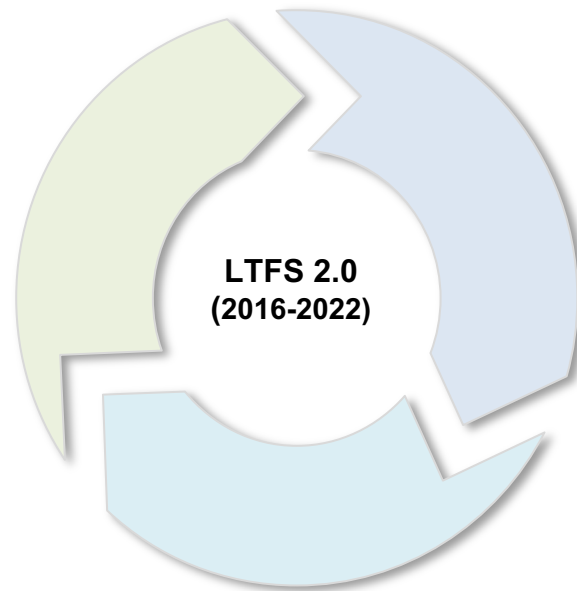


GS3 stands at 3.80% with a PCR of 48%

Transformation Journey



Diversified with marginal presence across businesses

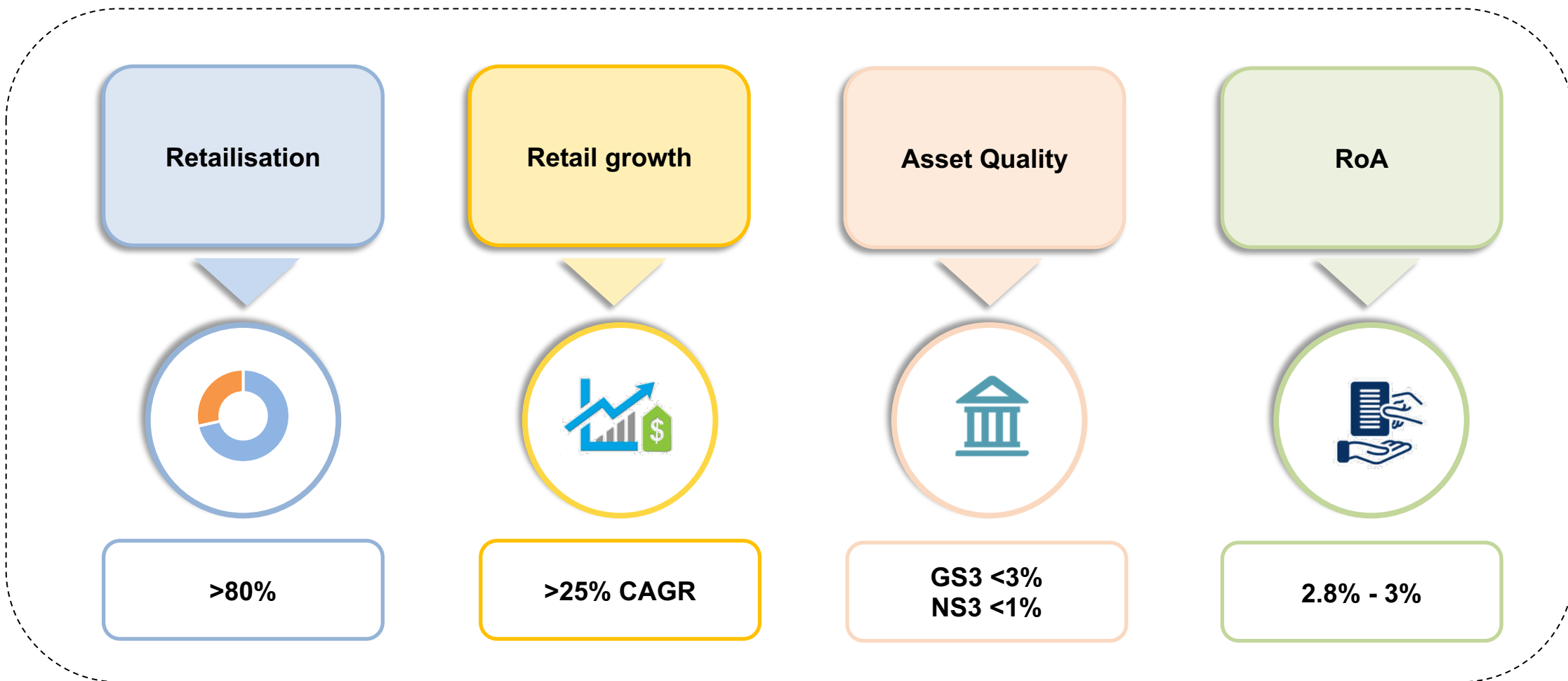


Established 'Right to Win' across 4 businesses
Used Digital & Analytics as a differentiator
Strong Balance Sheet strength & Liability Franchise



Move forward from 'Product focus' to 'Customer focus'
Become a Fintech @ Scale

Lakshya 2026 Goals



Agenda

Journey
since FY16



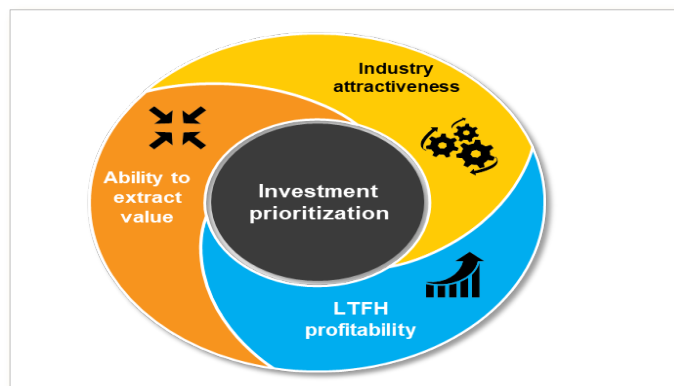
LTFS 2.0 – Performance recap

Lakshya
2026



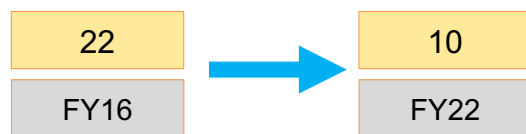
LTFS – Aim. Innovate. Create

LTFS 2.0 - In perspective



Right Businesses

- Rationalized businesses from:



- Achieved leadership positions in Farm, TW, Micro Loans and Infra Finance

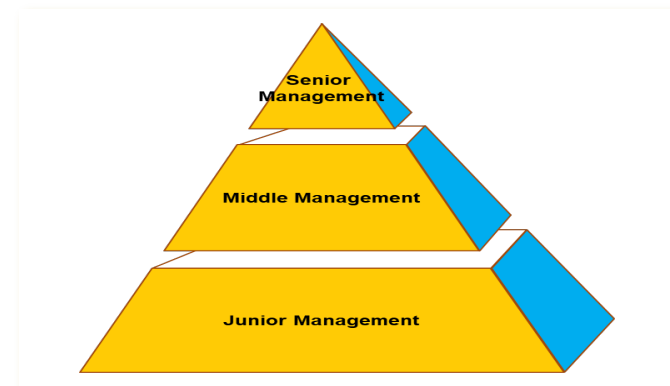


Right Structure

- Simplified corporate structure to enhance governance & ensure clarity



- Increased proportion of Retail book



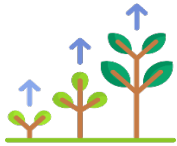
Right People

- Increase in 'tooth to tail ratio'



- Majority of Executive Leadership personnel took additional responsibilities
- Role enhancement for **70%** people in senior leadership

LTFS 2.0 - Delivery



Strong Retailisation / Prudent Capital Allocation



Leadership positions across several businesses



Cutting edge liability franchise

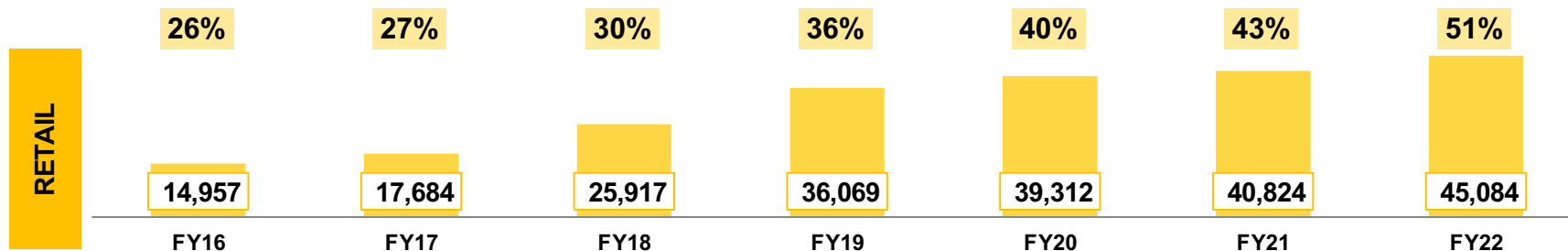
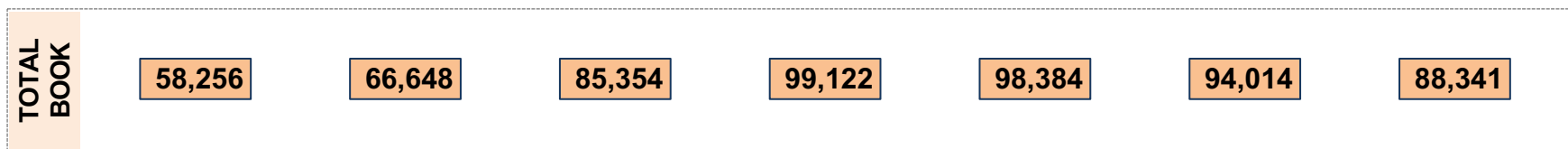
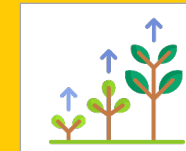


Strong & well provided balance sheet

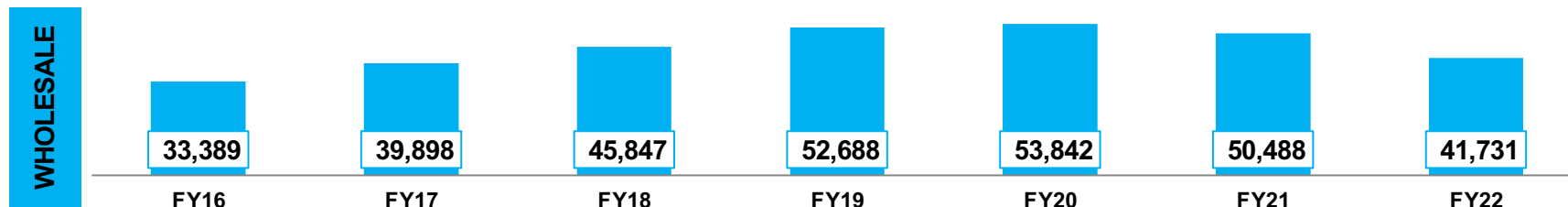


Transformational Digital & Data Analytics

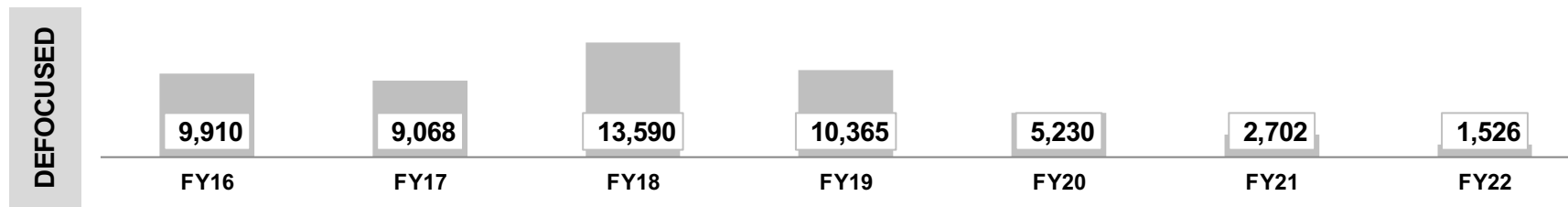
LTFS 2.0 - Strong Retailisation (1/2)



Consistent book growth; 20% CAGR
(26% Rural CAGR)



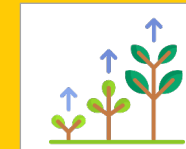
Asset light model;
Book up ~8K Cr from FY16 to FY22
despite disb. of over 1 lac Cr



Run down to an insignificant
percentage



LTFS 2.0 - Prudent capital allocation (2/2)



Segment-wise asset size		FY16	FY22		In Rs Cr
Lending (Book size)	Retail	14,957	45,084	▲	20% CAGR since FY16
	Wholesale	33,389	41,731	↔	Capital light model
	Defocused	9,910	1,526	▼	Proven ability to successfully collect in case of discontinued businesses
Non-lending (AUS / AUM)	Wealth	9,316	-		Gains from sale of Wealth business utilized to further strengthen balance sheet
	Mutual Fund	25,945	74,981	▲	Grew 3x; strategic sale in progress to unlock value

Stronger capital structure to support future growth

- Re-allocation of Capital
 - Higher capital allocated towards Retail
 - Rundown of defocused portfolio
- Unlocking value from businesses
 - Monetized Wealth and Supply Chain businesses through sale; Mutual fund sale in progress

Net worth	Rs 19,948 Cr
CRAR	22.9%
D / E	4.3x

Built strengths across businesses with strong customer base; well poised for the next phase of growth

LTFS 2.0 - Leadership positions across businesses



Strong Customer & Geo presence



Customer database: 2+ Cr



Nation-wide presence:
21 states & 1 UT



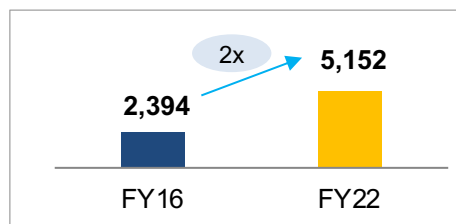
Touch points: 13,000+

Gained market positions across businesses

(Disbursements in Rs Cr)



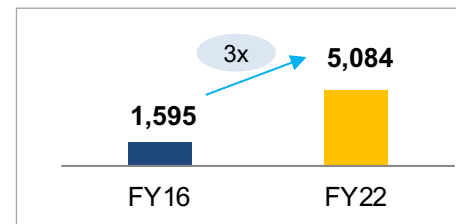
Farm



Market Rank - 1



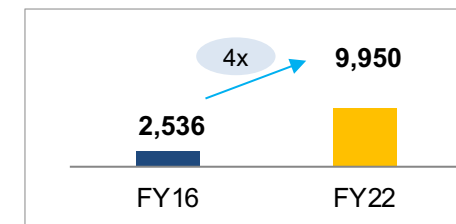
Two Wheeler



Market Rank - Amongst Top 5



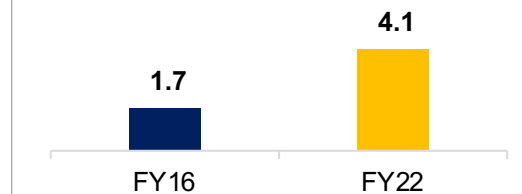
Micro Loans



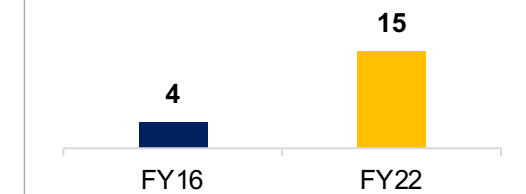
Market Rank - 4

Growth in cross-sell and up-sell

Product penetration per customer



Cross-sell products



Established strong market position across businesses with granular customer base

LTFS 2.0 - Cutting edge liability franchise



Upgraded from 'AA+' rating to 'AAA'
CRISIL, ICRA, CARE, India Ratings



Diversified from bank borrowings to
ECBs, raised granular liabilities
through Retail NCDs



Leveraged Priority Sector Loans
(~60% of incremental long tenor
bank funds since Sep-19)



India's First Green Bond in 2017
Raised 1st Sustainability linked loan
in 2022



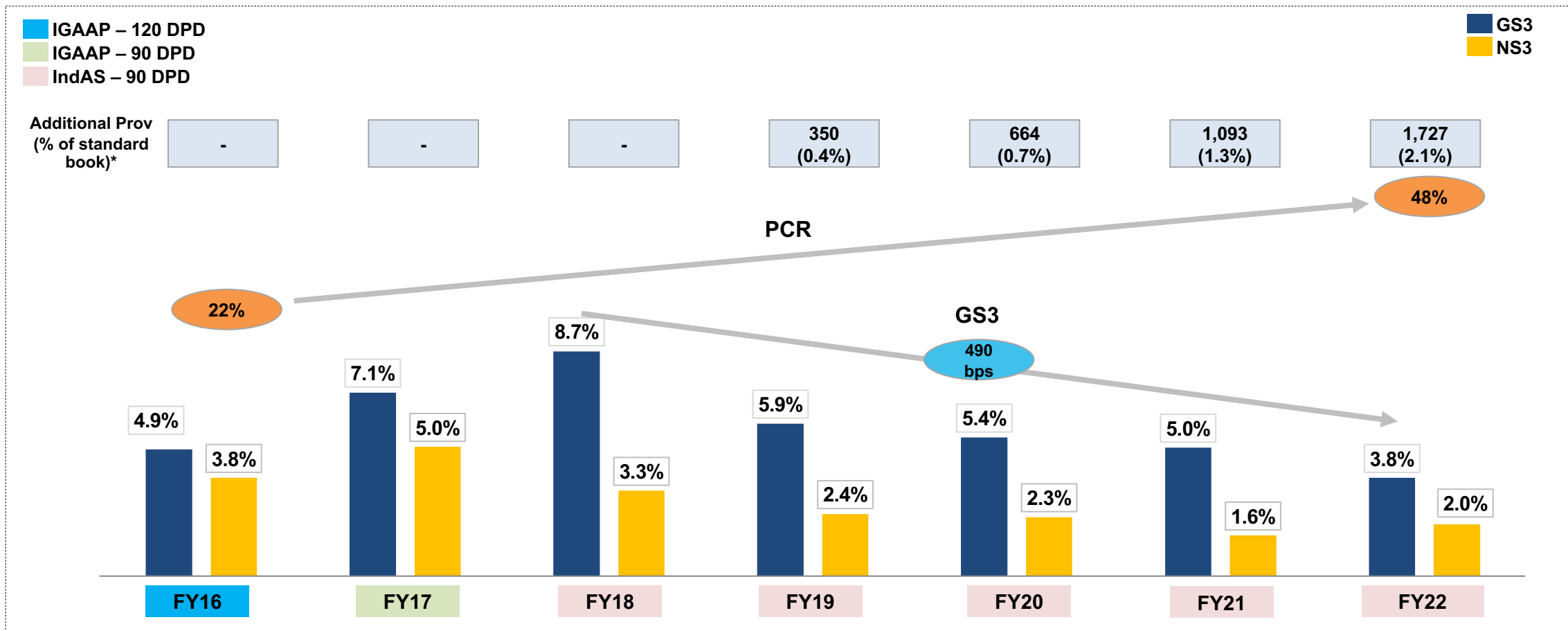
Raised funds from multilateral
organisations like IFC, AIIB



Lowest ever WAC in FY22

Holistic liability management through diversified borrowings resulting in high degree of safety
Leveraged business strengths to deliver lowest cost

LTFS 2.0 - Strong & well provided balance sheet



Asset quality improved despite pandemic, increase in GS3 during FY17 & FY18 primarily due to change in norms
 Carrying additional overlays of Rs. 1,727 Cr till FY22

* Additional Provision is over and above provision on GS3 and standard asset provision

LTFS 2.0 - Transformational Digital & Data Analytics(1/2)



TAT AS A VALUE PROPOSITION



45 secs
Industry avg: 10-15 min



18 mins
Industry avg: 90 mins



24 hours
Industry avg: 4 days



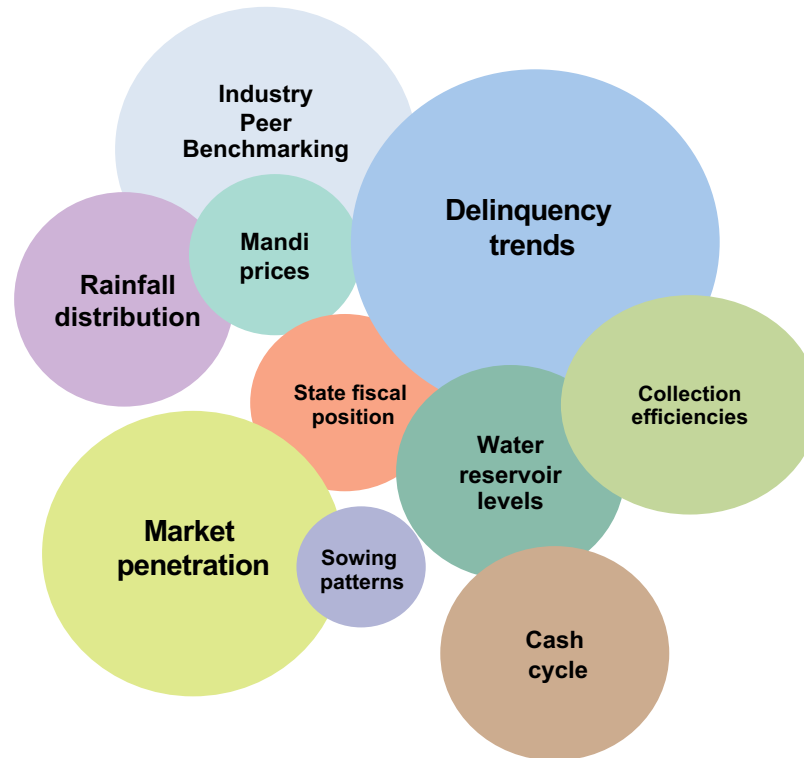
20 mins
Industry avg: 2 days



90 secs

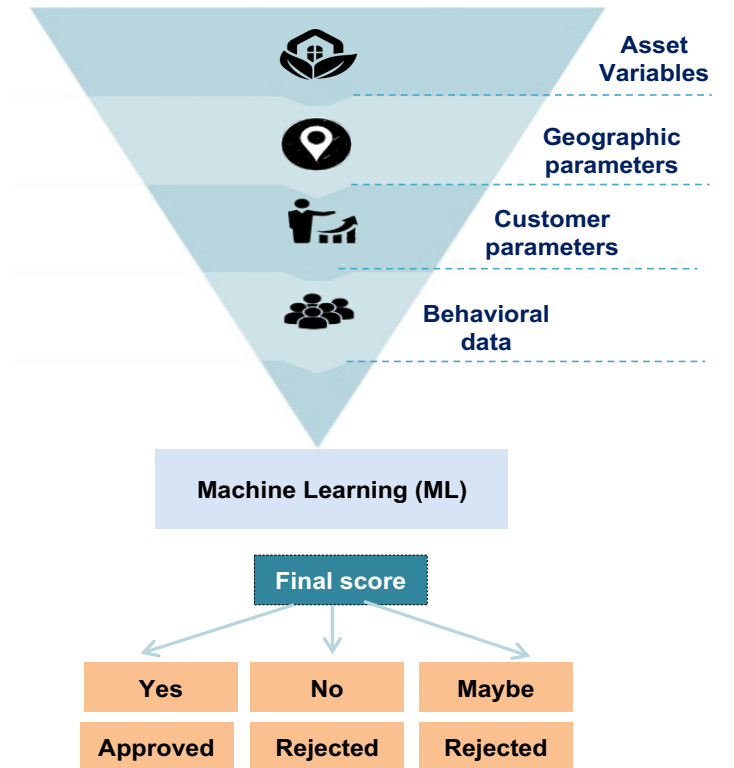
ENHANCED CUSTOMER EXPERIENCE

SOURCING ANALYTICS



LEADING TO IMPROVED MARKET POSITION

UNDERWRITING ANALYTICS



STRAIGHT THROUGH PROCESSING

LTFS 2.0 - Transformational Digital & Data Analytics (2/2)



COLLECTION ANALYTICS

Smart allocation of **resources** based on customer profile

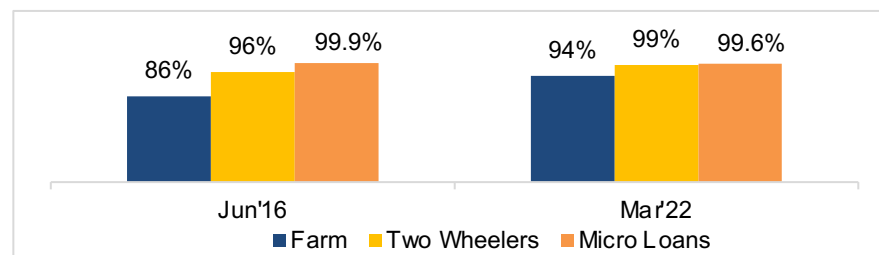
- Low risk (self cure) - Call centers
- Medium risk – early on field collection bucket identification
- Hard bucket – legal recourse, repossession, etc.

Cost-effective **method**

- Call / SMS
- Personal visit for reminder / collection
- Personal visit for repossession

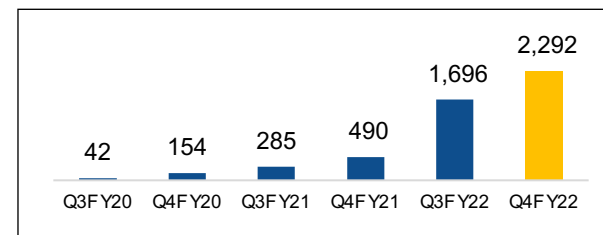
Best suited **time**:

- Cash availability with customer
- Tendency to pay after one bounce / reminder

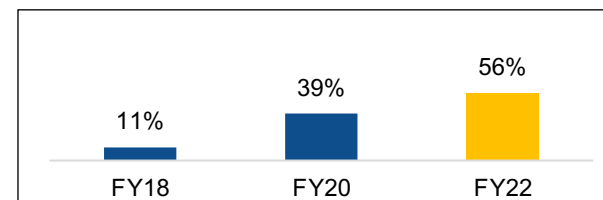


SMART COLLECTION USING PROPENSITY TO PAY

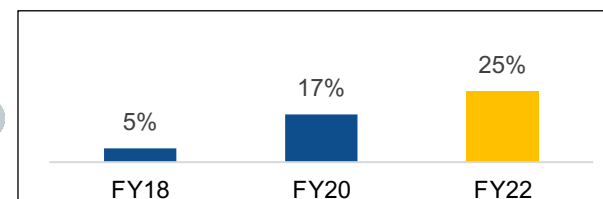
RETENTION ANALYTICS



1st Digitally native product – Consumer Loans



Vishwas / Pragati Loans (% of disb.)



Kisan Suvidha loans (% of disb.)

LAUNCHED NEW PRODUCTS FOR EXISTING CUSTOMERS

In addition to sourcing, underwriting and collections, digital & data analytics also used as a tool for customer retention

Agenda

Journey
since FY16



LTFS 2.0 – Performance recap

Lakshya
2026



LTFS – Aim. Innovate. Create

LTFS - Lakshya 2026

AIM. **INNOVATE.** CREATE.

To be a top class 'digitally enabled' retail finance company moving from 'product-focused' to 'customer-focused' approach



Lakshya 2026 Goals



Path to becoming a top class digitally enabled retail finance company

1 Sustained profit and growth engine



2

Demonstrable strength in risk management



3 Creating Fintech @ Scale



4

Sustainable future growth through ESG



Path to becoming a top class digitally enabled retail finance company

1 Sustained profit and growth engine



2

Demonstrable strength in risk management



3 Creating Fintech @ Scale



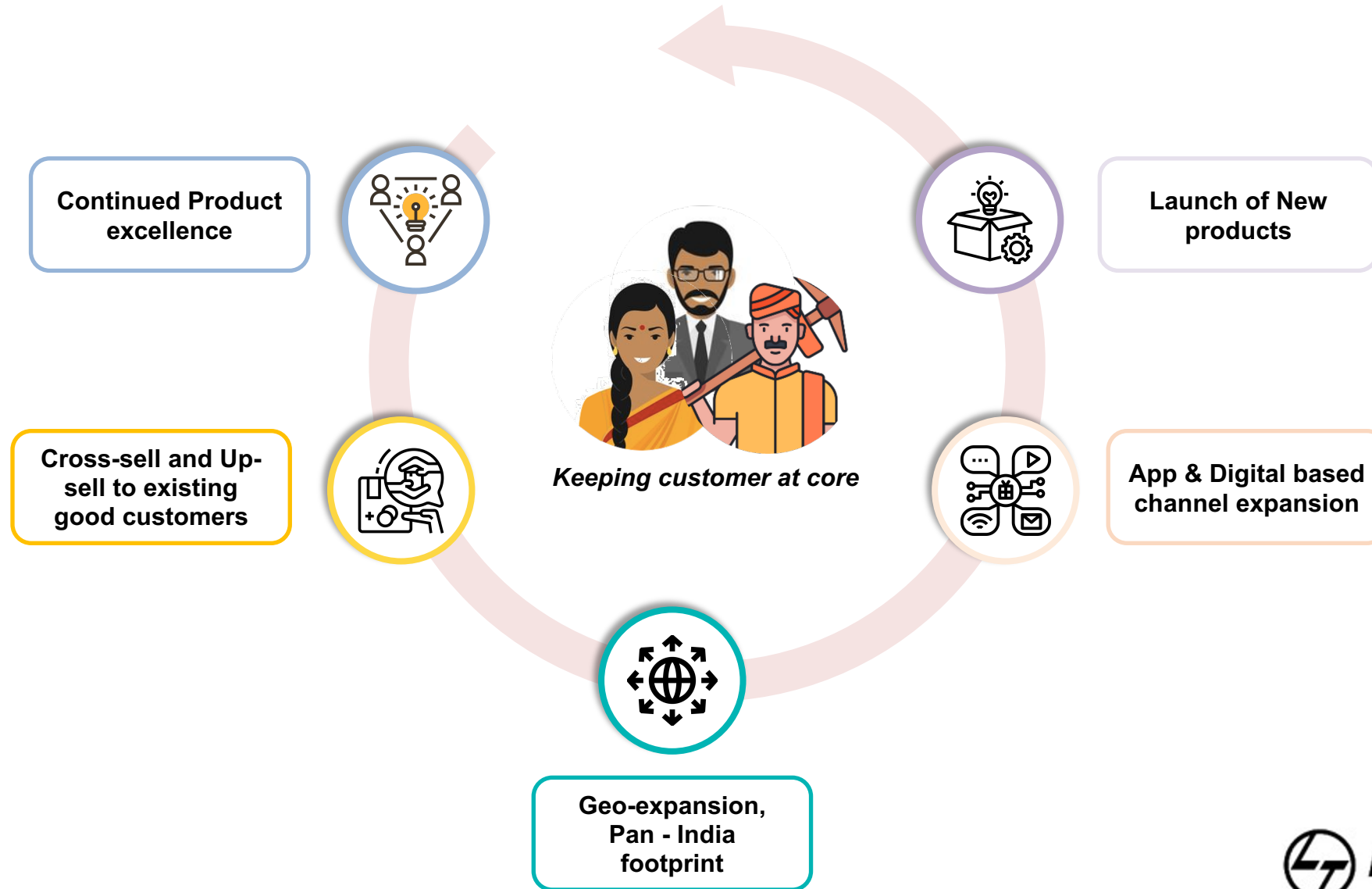
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Sustainable future growth through ESG



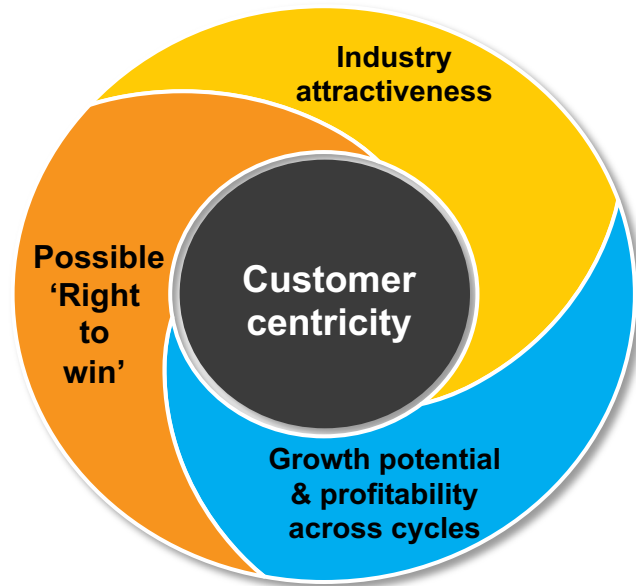
Sustained profit and growth engine

Growth Vectors



Growth Vectors (1/6)

Continued Product excellence – making clear choices



Portfolio Actions	
	Grow
	Launch
	Acquire

Businesses / Products
Farm Equipment
Two Wheelers
Micro Loans
Retail Housing
Consumer Loans
SME Finance
Rural Business Finance Ecosystem
Farmer Ecosystem
Urban Consumption Ecosystem
SME Ecosystem
Retail books in launch / grow products

Explore to Divest* / Capital light model
Infrastructure Finance

Explore to Divest*
Real Estate

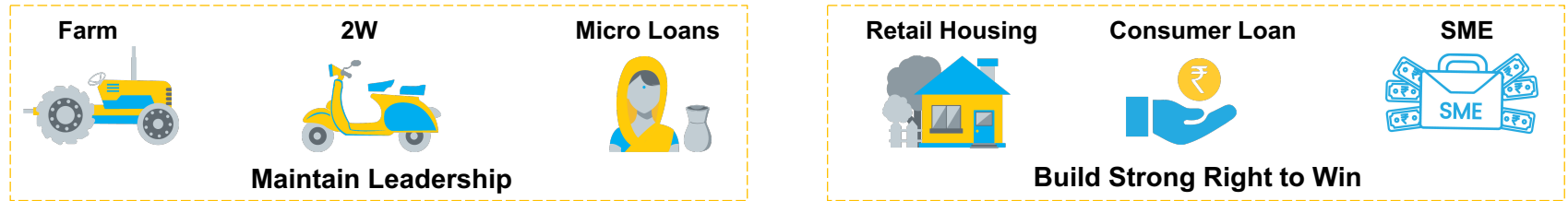
Monetise Value
Mutual Fund

*subject to necessary approvals and required disclosures

Encompassed by a robust fee engine across customer lifecycle

Growth Vectors (2/6)

Continued Product excellence – building leadership across products



Built on the foundation of

Market Leadership

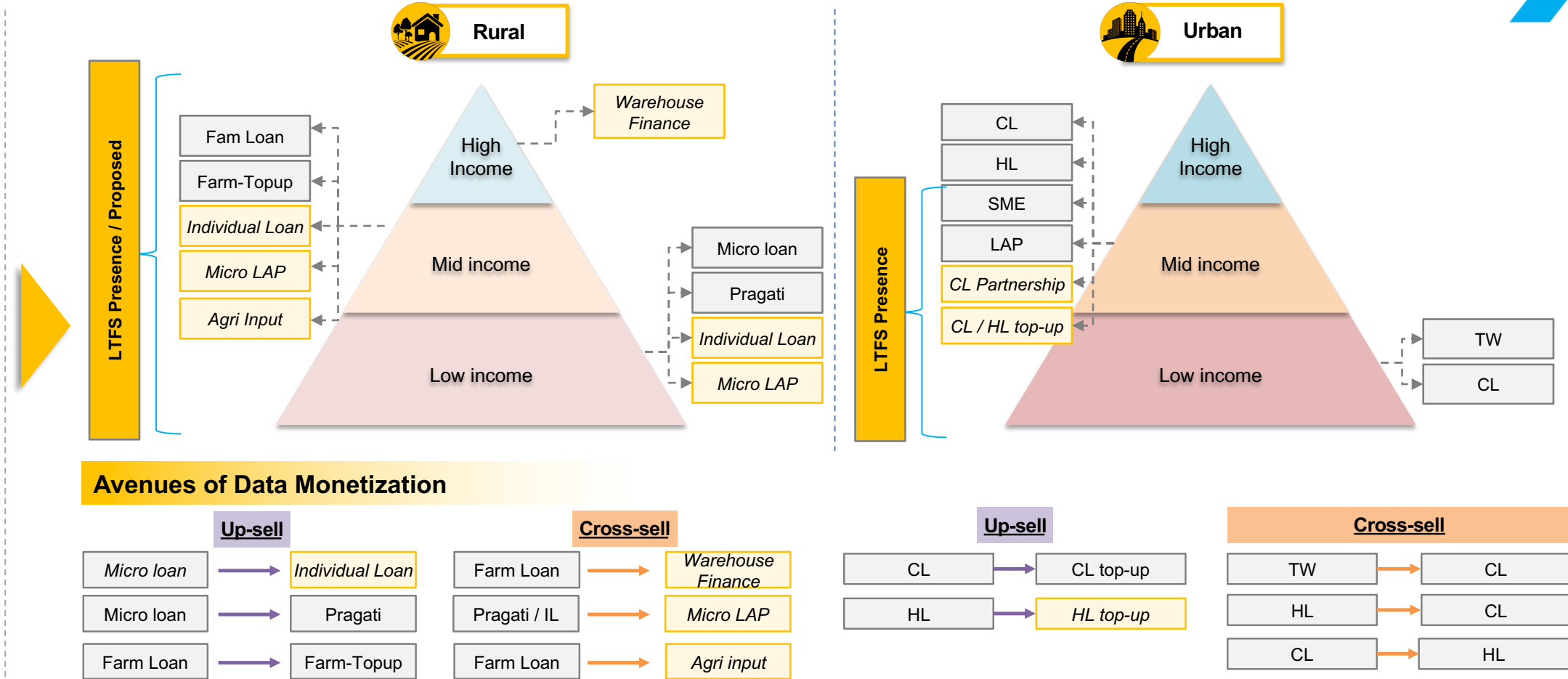


Growth Vectors (3/6)

Cross-sell and Up-sell



Cross-sell and Up-sell to existing good customers

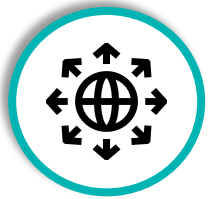


Blueprint: Move forward from 'Product focus to Customer focus'

Existing New

Growth Vectors (4/6)

Geo-expansion



**Geo-expansion,
Pan - India
footprint**

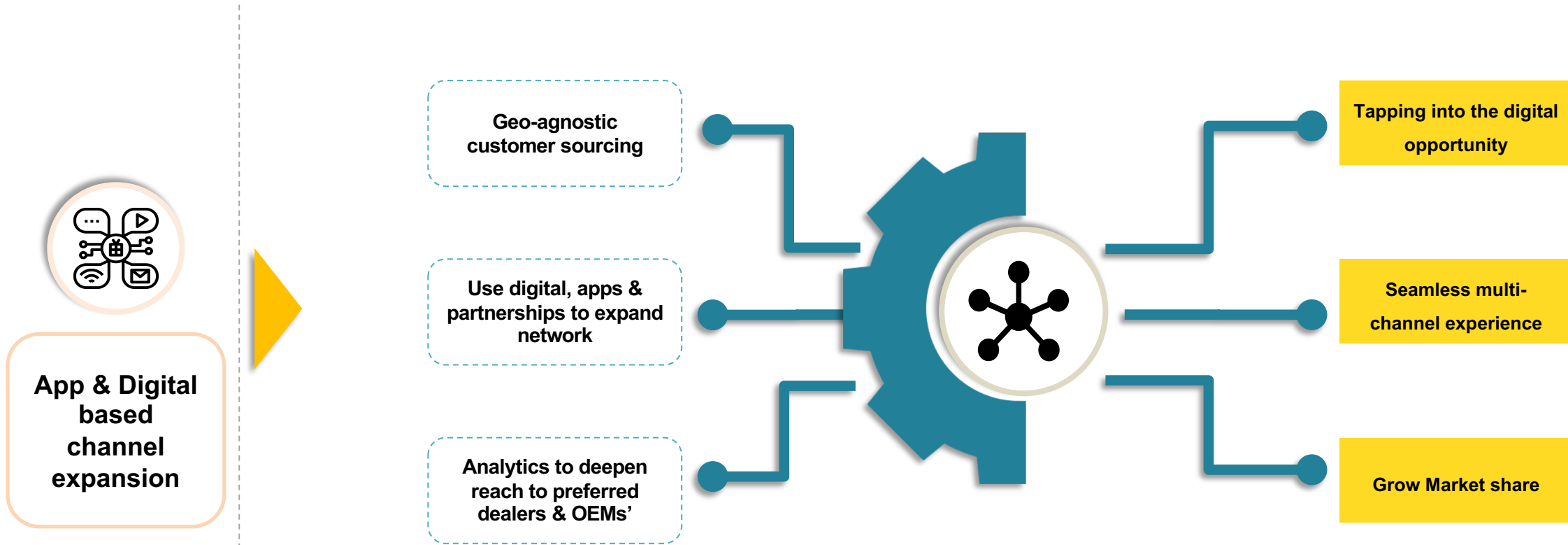


Parameters	Rural	Urban	LTFS Right to Win
Income Visibility	Cyclical	Less Cyclical	LTFS better placed as credit models already created for cyclical businesses
Repayment mode	Cash based	Banking habits more profound	<ul style="list-style-type: none"> Collection algorithm developed to optimise collection cost Various digital tools & processes already in place
Competitive Intensity & Market Size	Medium; Medium	High; High	<ul style="list-style-type: none"> Extend capabilities & learnings to Urban franchise Establish a dedicated vertical
End Use	Primarily income generating	Income generating, in addition lifestyle & consumption based	<ul style="list-style-type: none"> Arrive at a balance between income generation & responsible consumption Develop multiple partnerships
Credit penetration	Low	High	<ul style="list-style-type: none"> Multiple scorecards already in use to underwrite all customer segments, even with low bureau hits

Judicious use of existing strengths to be superimposed on Urban franchise

Growth Vectors (5/6)

App & Digital based channel expansion



Use digital as a key monetization lever to build customer value proposition

Growth Vectors (6/6)

Product expansion keeping customer at core



Rural



Urban

CUSTOMER PROFILE



RURAL BUSINESS FINANCE
(Small Rural Entrepreneur)

FARMER FINANCE
(Farmer)

URBAN FINANCE
(Urban Individual)

SME
(Urban Business)

EXISTING PRODUCTS

- Rural Micro Loans
- Vishwas Loans
- Pragati Loans

- Tractor Loans
- Kisan Suvidha

- Two-wheeler
- Consumer Loan
- Home Loans
- Loan Against Property

- Loans to Professionals
- Business Loans

PRODUCTS IN PIPELINE

- Rural Individual Loans

- Warehouse Receipt Finance

- CL – Education Loans
- CL – Hospital Loans
- CL Top-up
- Home Loans Top-up

- Overdraft

FUTURE PRODUCTS

- Rural LAP
- Rural SME

- Agri Allied

- CL - Other Partnerships

- Flexi Overdraft



Launch of New products

Building customer focused product expansion

...thus becoming a dominant player in Retail finance

Continue to build on existing strengths



Continue to hold on to the **advantage** we have in **dealership network & underwriting**



Continue to build on **rural franchise**

Build new strengths



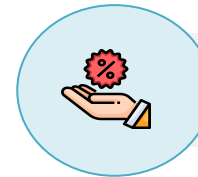
Establish **urban franchise**



Establish **direct autonomous connect with the customer**



Establish **digital channels** as key **customer acquisition engine**



Strengthen cross-sell/ up-sell to monetize customer database

Strategising Wholesale Finance

Reduction of overall wholesale portfolio through sale / transfer of assets to drive Retailisation

Infrastructure Finance



- Leading renewable energy financier (Financed over 20 GW till date)



- Strong sell down model with higher churn (Disbursements ~Rs. 75,000 Cr; negligible AUM growth since FY16)



***Continue with asset-light model
Explore divestment* / tie-up with strategic investor***

Real Estate Finance

- LTFS is one of the leading Real Estate financiers with focus on mid and affordable segments which are less cyclical
- Changes in market dynamics with increasing focus of RE players on building an asset light model



***No new underwriting
Explore exit* through various inorganic structures***

Gains from Sale / Divestment of businesses will be used to strengthen Balance Sheet

Path to becoming a top class digitally enabled retail finance company

1 Sustained profit and cost engine



2

Demonstrable strength in risk management



3

Creating Fintech @ Scale

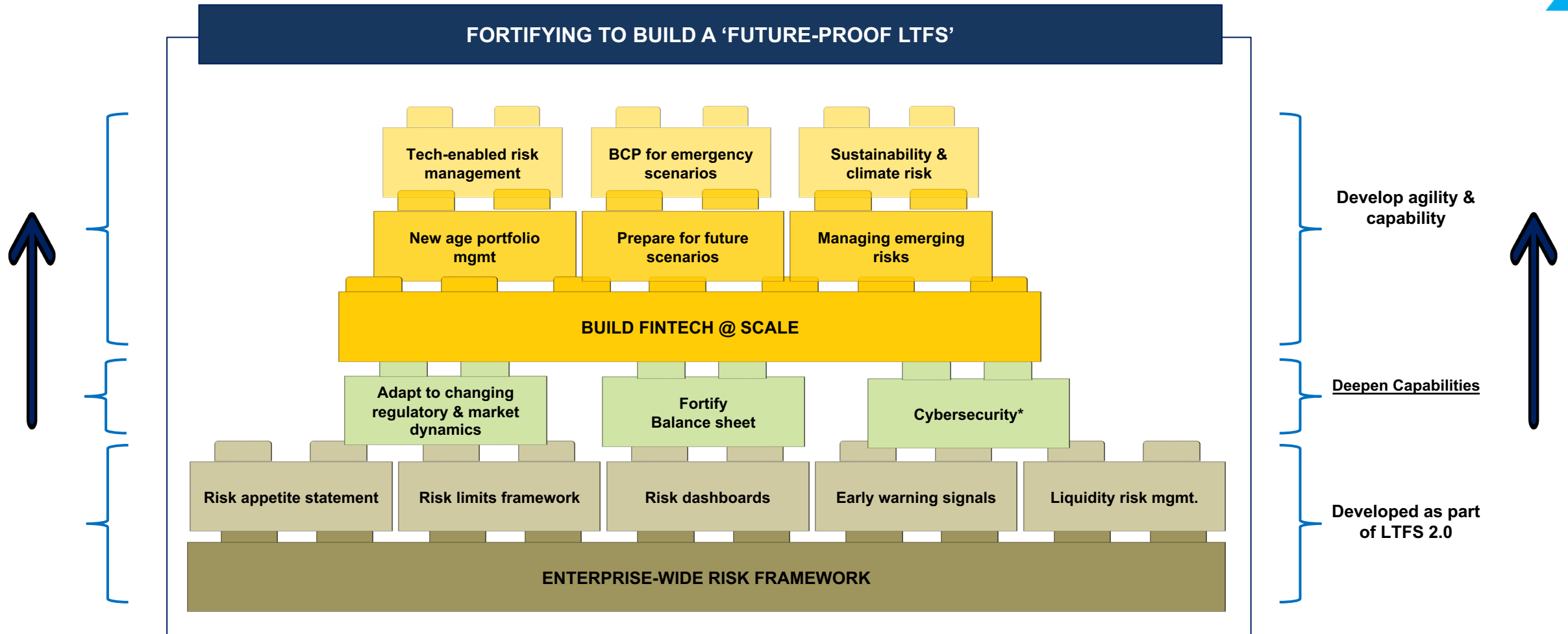


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Sustainable future growth through ESG

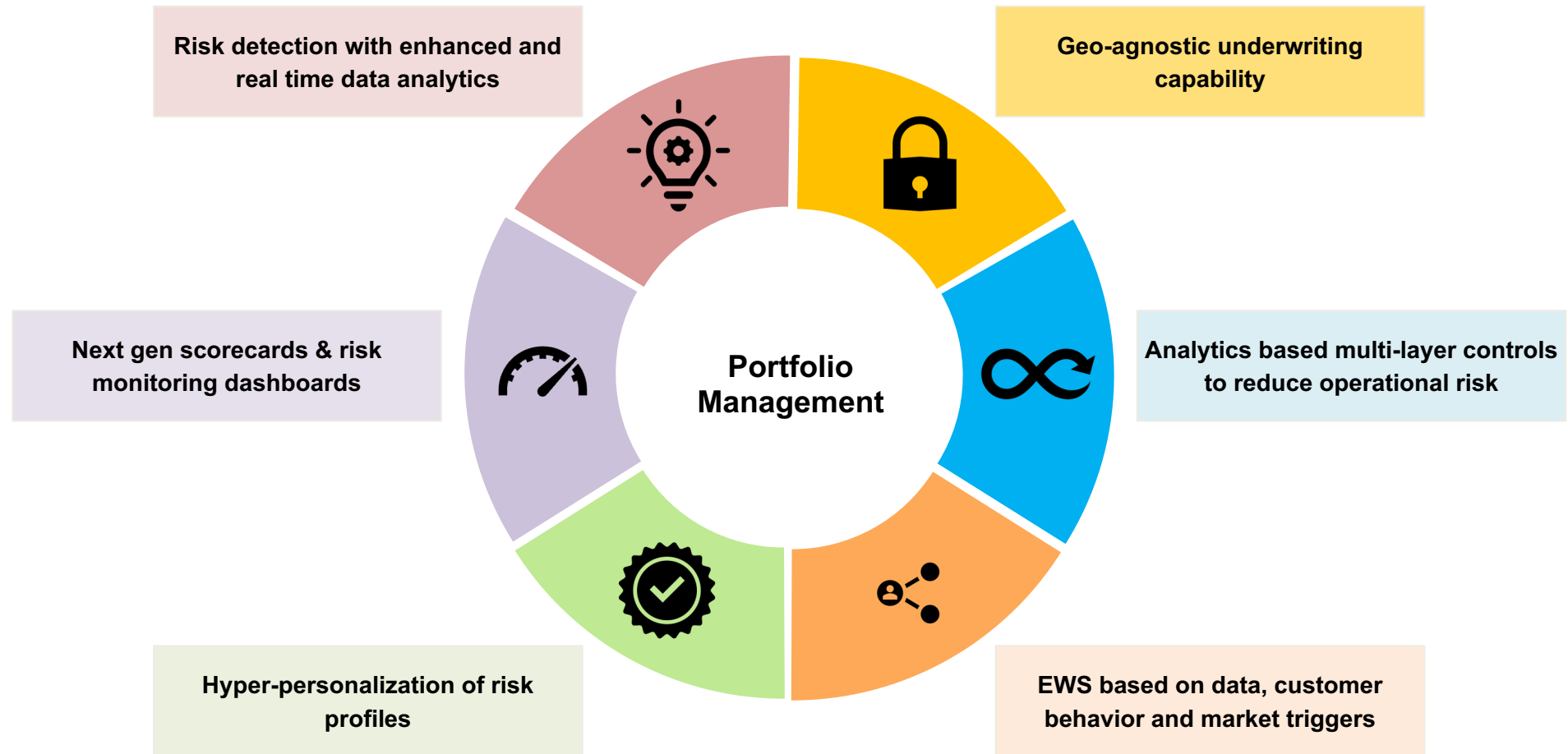


Demonstrable strength in risk management



*LTFH is ISO 27001 certified

New-age portfolio management



Further strengthen asset quality on back of tech-enabled risk management

Path to becoming a top class digitally enabled retail finance company

1 Sustained profit and growth engine



2 Demonstrable strength in risk management



3 **Creating Fintech @ Scale**

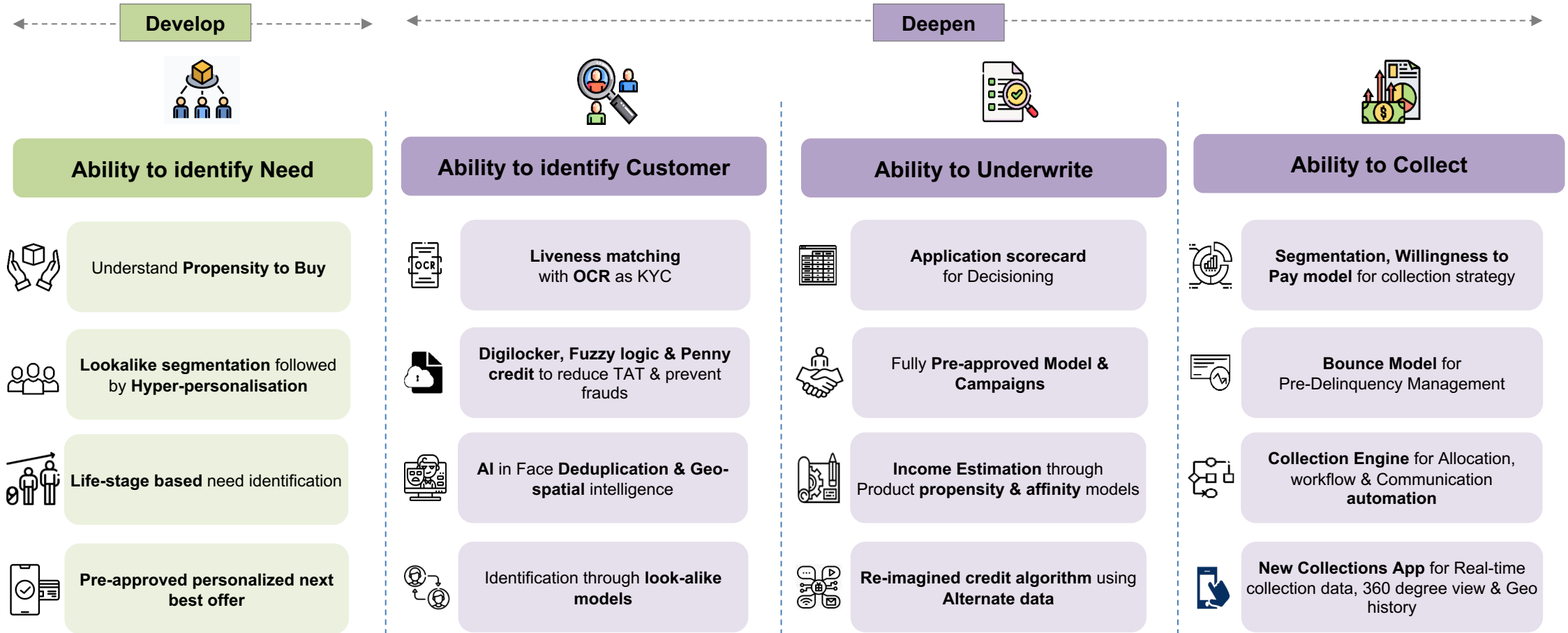


4 Sustainable future growth through ESG



Creating Fintech @ Scale

Data Monetization



Building ability to manage risk during the customer lifecycle

Creating Fintech @ Scale

Digital Channel Expansion

Assisted Channels



Point of Purchase (Dealership)



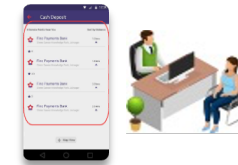
Branches



Call centers



Field Agents



3rd party partners

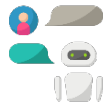
Reimagined existing processes & reduced burden through self-servicing channels

Autonomous Channels



SHO Portal

Loan details, Download documents, Update Profile, etc.



Chatbot

24/7 available service bot to assist with basic queries



Ecosystem

E-aggregators, Partners & 3rd party products



WhatsApp

User-friendly Self-servicing @ Fingertips



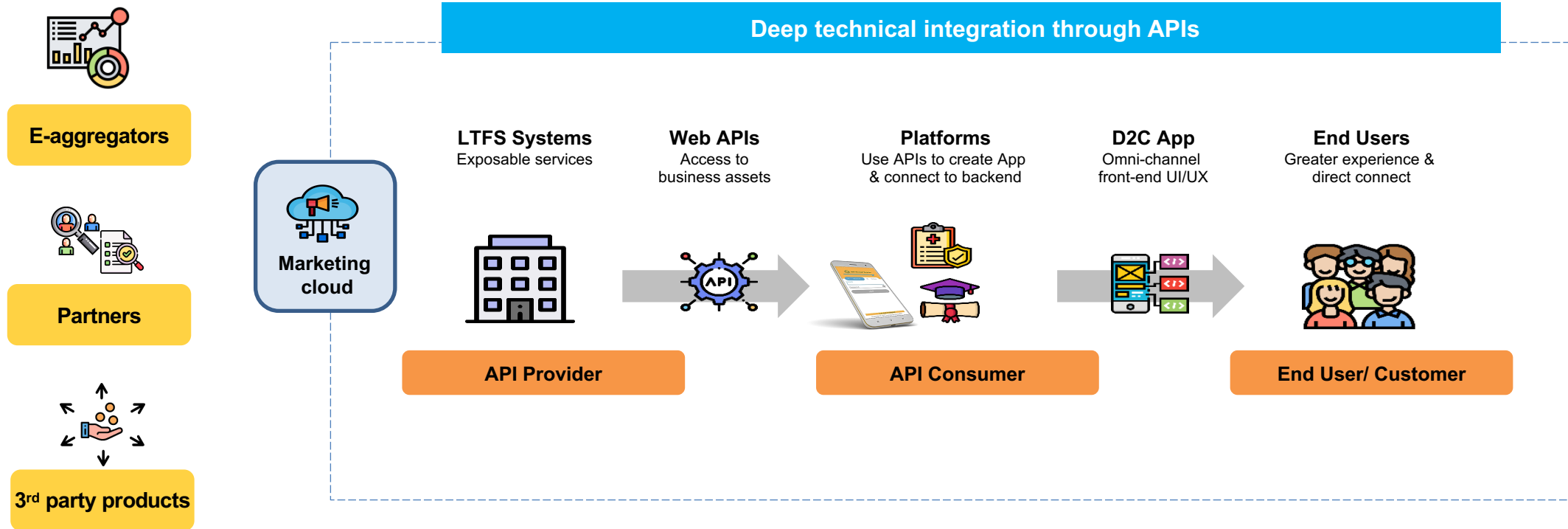
Mobile App

One-stop solution for sourcing, servicing & Collections

Increased interactions from Self-servicing channels

Digital Channel Expansion

Ecosystem



Create open API culture to fast forward distribution and create differentiation on user experience

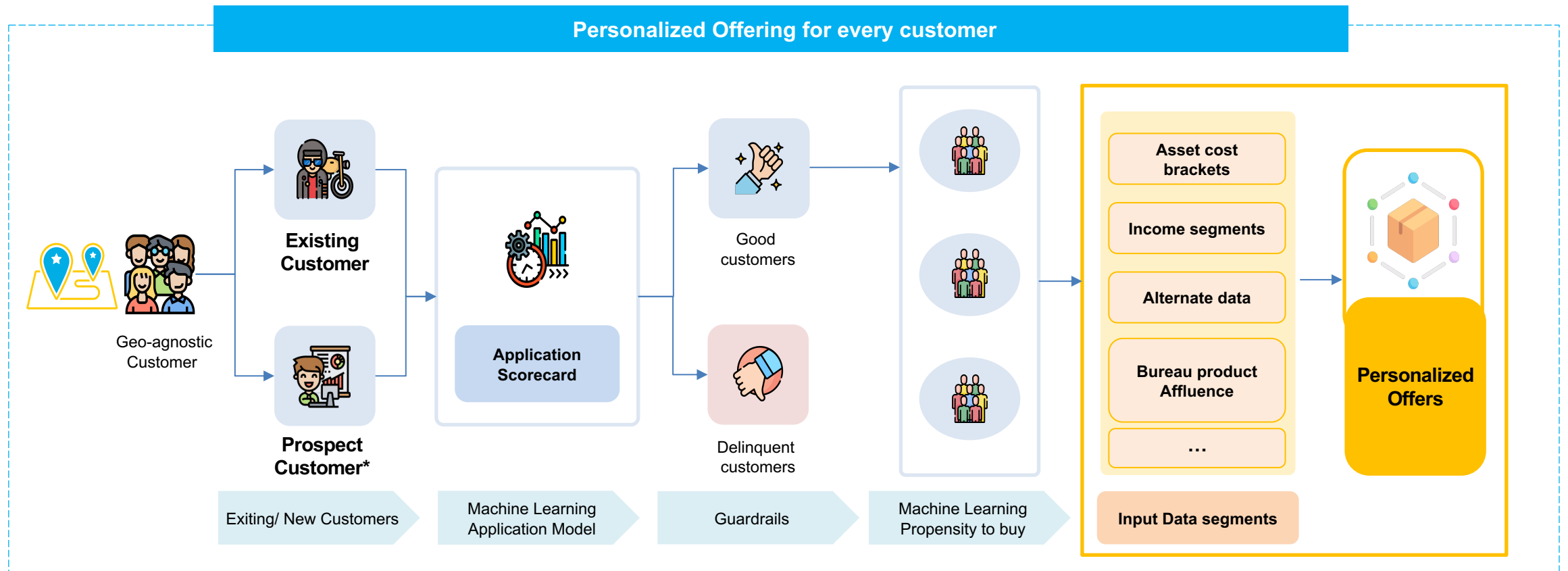
Digital Channel Expansion

Mobile App



Mobile App

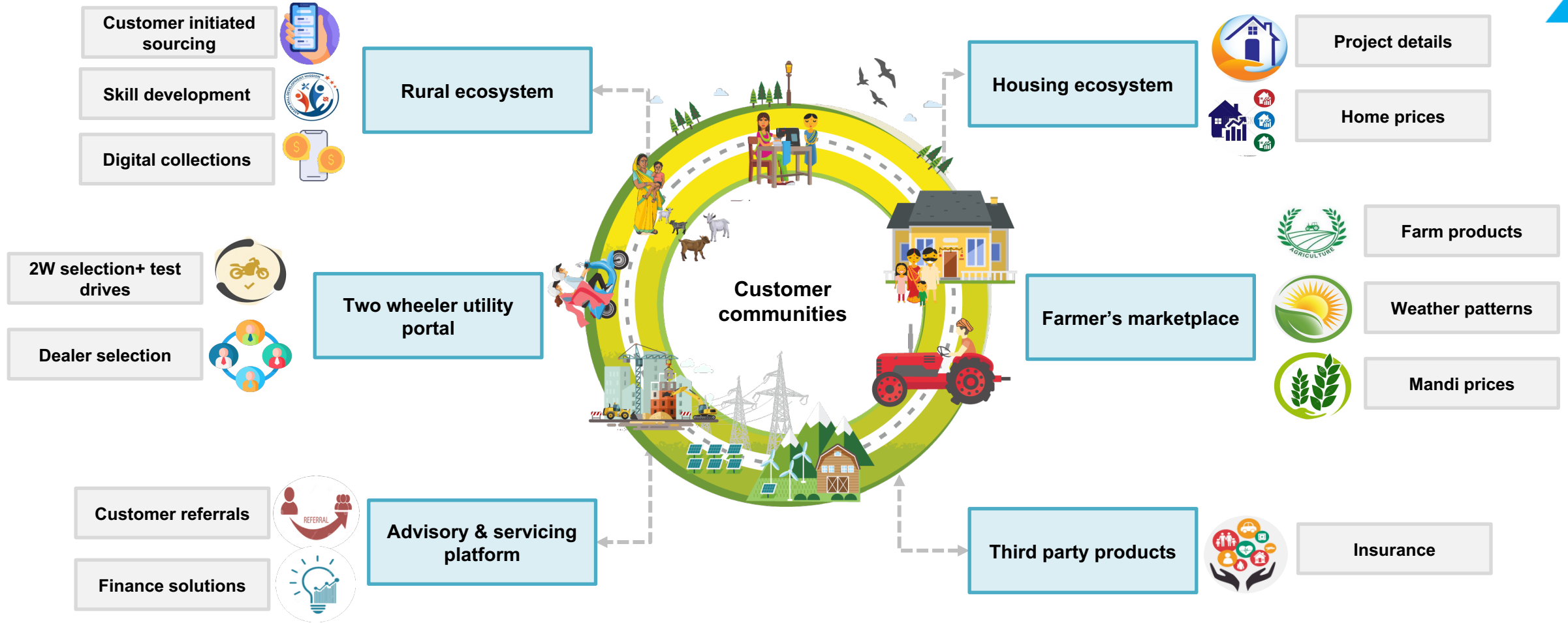
(Soft-launched)



Use D2C app as an alternate channel for business

Digital Channel Expansion

Targeted End State



Dominating customer mind-space through deep-rooted integrated ecosystem

Path to becoming a top class digitally enabled retail finance company

1 Sustained profit and growth engine



2 Demonstrable strength in risk management



3 Creating Fintech @ Scale



4 Sustainable future growth through ESG



Our Progress till now (1/2)

Disclosures basis existing practices

Enhanced disclosures and certifications

Building ESG conscious organisation



2018 - 19

- Undertook Gap assessment on Sustainability readiness
- Constitution of Sustainability Task Force
- Undertook 1st materiality assessment



2019 - 20

- Published 1st Sustainability Report
- Became a 'Constituent' on FTSE Emerging Index series
- Applied for S&P Global Corporate Sustainability Assessment



2020 - 21

- Adopted ESG targets
- Remained 'Constituent' on FTSE & included in CDP
- Published 2nd SR (Disclosure under 6 capitals of IIRC & GRI Standards) & external assurance by E&Y



2021 - 22

- Setup board level ESG committee and amongst 1st in industry to map BRSR in SR
- Took Carbon neutrality & water neutrality targets and Corporate HQ shifted to "Renewable Energy"
- Introduced Materiality assessment across all stakeholders (internal & external)

LTFS amongst the early movers in the industry on ESG initiatives

Our Progress till now (2/2)

ESG ratings highlights

S&P Global



FTSE4Good

MSCI
ESG RATINGS



CCC B BB BBB A AA AAA

FY20 Score	FY21 Score	YoY Change	Highlights
35	55	↑	<ul style="list-style-type: none"> Improvement in score by 20 points In 90th percentile; global industry average: 27
Constituent	Constituent	↑	<ul style="list-style-type: none"> Remained constituent on the FTSE4Good Index Series for last 3 years
A	A	—	<ul style="list-style-type: none"> Consistently maintained 'A' rating for 3 consecutive years

Access details of all our ESG ratings on www.lfcs.com

Improvement in ESG ratings on YoY basis; amongst industry leaders in NBFC sector

Sustainable future growth through ESG



VISION

To be an environmentally and socially responsible financial institution built on the foundation of 'Assurance', focused on generating sustainable long-term value for all our stakeholders



GOALS



Profitability with ethical, environmental and social responsibility



Mainstream ESG practices into business, operations and value chain



Achieving Best-in-class ESG ratings

ESG to be deeply embedded in LTFS operations and businesses

Strategy



Develop and deploy ESG Implementation Framework



Integrate environmental and social risks in ERM framework



Set clear targets under ESG Monitoring and Reporting



Become signatory to International ESG standards

Governance/Social



Formulate ESG linked KRAs for senior executives & employees



Implement Diversity, Inclusion and Equity Program



Drive employee & customer satisfaction through initiatives



Mechanism to ensure compliance of ESG practices

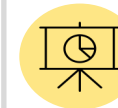
Systems/Processes



Develop ESG specific risk assessment tools & risk appetite statements



Develop training modules for creating awareness



Broaden scope for monitoring Scope 3 emissions & automate ESG data collection



Develop ESG dashboard across operations & business units

Sustainable future growth through ESG

Commitment to achieve Carbon and Water Neutrality adopted in FY22

LTFH Carbon Neutral by

FY35



Adopt Energy Conservation and efficiency measures



Use Renewable Energy solutions in operations



Achieve Carbon Sequestration through initiatives such as tree plantations

LTFH is already Water Neutral in

FY22



Engage in Water conservation and efficiency initiatives



Follow "Reuse and Recycle" for water in operations



Support efforts for Water replenishment in drought prone areas

Why are we confident of achieving Lakshya 2026?



Why are we confident of achieving Lakshya 2026?

Execution 2016-2022 (Retail)

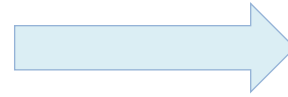
26% (FY16) → **51%** (Mar'22)
Increased Retail mix

20% CAGR*
Strong Retail growth
* 26% CAGR in Rural

- Launched 'Digitally native' CL in FY20 and scaled up to ~Rs 2,300 Cr; launched pilot of SME in FY22

1.7% (FY16) → **2.1%** (6 yr Avg)
RoA increased despite building additional prov. (3.5% of standard book) & PCR increasing from 20% to 69%

5.2%* (FY16) → **3.5%** (Mar'22)
Substantial improvement in Asset Quality (GS3)
* @120 DPD; at 90 DPD ~9%



Lakshya 2026 Goals



>80%
Retailisation



>25% CAGR
Retail Growth



Launch of new products
& cross sell to contribute
1/3rd of Retail book



2.8% - 3.0%
RoA



GS3: < 3%
NS3: < 1%
Asset Quality

Growth

Profitability

Asset Quality

Next phase of growth to be built on the back of Retail growth achieved in LTFS 2.0

Thank You

LTFH Consolidated – Capital allocation and RoE bridge: Q4FY22

PAT	Q4FY21		Business Segments (₹ Cr)	PAT	Q4FY22		PAT Y-o-Y (%)
	Net worth	RoE			Net Worth	RoE	
236	6,293	15.83%	Retail Finance	299	8,319	14.51%	27%
223	10,018	8.94%	Wholesale Finance	42	9,086	1.86%	(81%)
459	16,311	11.51%	Lending Business	341	17,405	7.90%	(26%)
56	1,264	-	Investment Management	51	1,165	-	-
515	17,575	12.00%	Focused Business Total	392	18,570	8.46%	(24%)
(65)	623	-	De-focused	(40)	427	-	-
(184)	575	-	Others (incl exceptional items)	(10)	951	-	-
267	18,773	6.26%	LTFH Consol	342	19,948	6.90%	28%

LTFH Consolidated – Capital allocation and RoE bridge: FY22

FY21			Business Segments (₹ Cr)	FY22			PAT Y-o-Y (%)
PAT	Net worth	RoE		PAT	Net Worth	RoE	
449	6,293	7.43%	Retail Finance	739	8,319	9.51%	65%
838	10,018	8.74%	Wholesale Finance	383	9,086	4.23%	(54%)
1,287	16,311	8.23%	Lending Business	1,122	17,405	6.67%	(13%)
211	1,264	-	Investment Management	200	1,165	-	-
1,498	17,575	8.92%	Focused Business Total	1,322	18,570	7.30%	(12%)
(238)	623	-	De-focused	(214)	427	-	-
(299)	575	-	Others (incl exceptional items)	(38)	951	-	-
971	18,773	6.19%	LTFH Consol	1,070	19,948	5.54%	10%

Lending Business – Business wise disbursement split

Disbursement							
Q4FY21	Q3FY22	Q4FY22	Y-o-Y (%)	Segments (Rs Cr)	FY21	FY22	Y-o-Y (%)
1,244	1,492	1,154	(7%)	Farm Equipment	4,477	5,152	15%
1,372	1,637	1,380	1%	2W Finance	4,436	5,084	15%
3,181	3,157	3,881	22%	Micro Loans	6,613	9,950	50%
229	650	798	248%	Consumer Loans	389	2,254	480%
582	638	781	34%	Home Loans	1,402	2,293	64%
49	18	65	33%	LAP	243	106	(57%)
-	16	47	-	SME Finance	-	62	-
6,657	7,606	8,105	22%	Retail Finance	17,559	24,901	42%
283	545	528	86%	Real Estate Finance	962	1,617	68%
1,166	1,758	6,098	423%	Infrastructure Finance	9,803	10,683	9%
1,449	2,303	6,626	357%	Wholesale Finance	10,765	12,301	14%
8,105	9,909	14,731	82%	Focused Business	28,324	37,202	31%
-	-	-	-	De-focused	-	-	-
8,105	9,909	14,731	82%	Total Disbursement	28,324	37,202	31%

Lending Business – Business wise book split

Book				
Q4FY21	Segments (Rs Cr)	Q3FY22	Q4FY22	Y-o-Y (%)
10,261	Farm Equipment	11,210	11,317	10%
7,122	2W Finance	7,306	7,462	5%
12,207	Micro Loans	11,955	13,278	9%
490	Consumer Loans	1,696	2,301	369%
7,333	Home Loans	7,463	7,837	7%
3,411	LAP	2,957	2,827	(17%)
-	SME Finance	16	61	-
40,824	Retail Finance	42,602	45,084	10%
12,945	Real Estate Finance	11,603	11,210	(13%)
37,543	Infrastructure Finance	29,185	30,521	(19%)
50,488	Wholesale Finance	40,788	41,731	(17%)
91,312	Focused Business	83,390	86,815	(5%)
2,702	De-focused	2,162	1,526	(44%)
94,013	Total Book	85,552	88,341	(6%)

Retail Finance – Summary financial performance

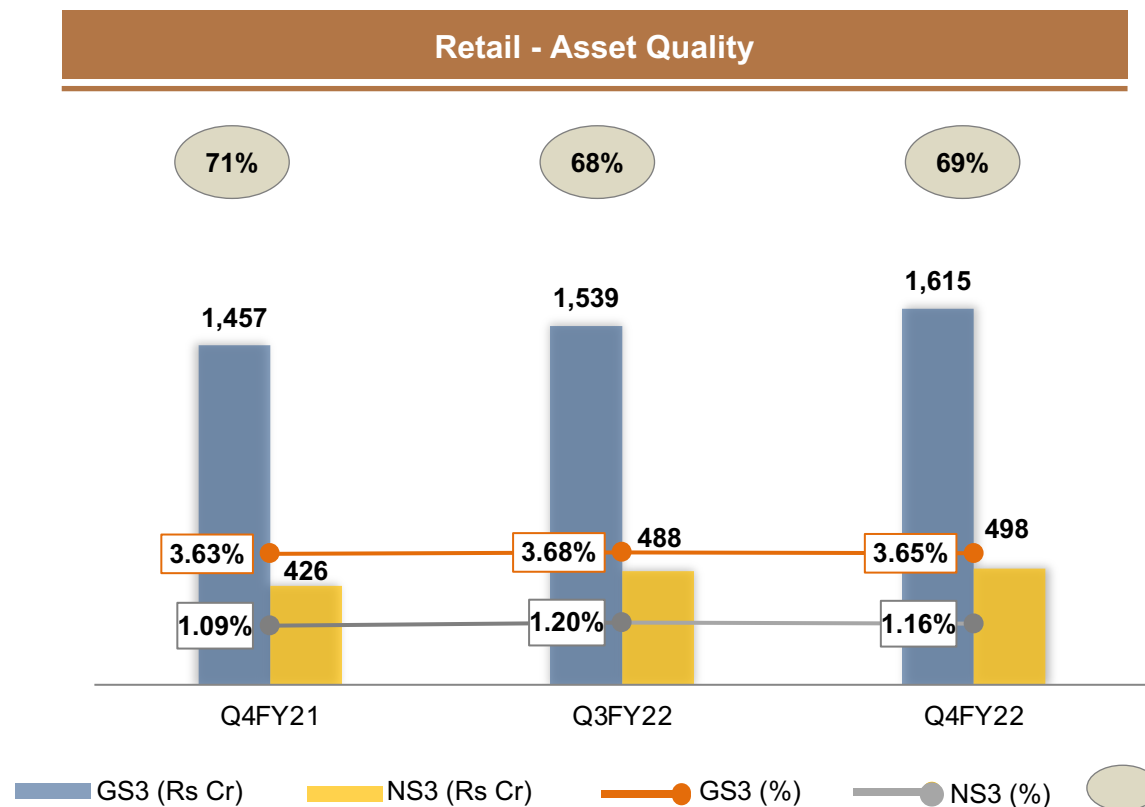
Performance Summary							
Q4FY21	Q3FY22	Q4FY22	Y-o-Y %	Summary P&L (Rs Cr)	FY21	FY22	Y-o-Y (%)
1,636	1,630	1,729	6%	Interest Income	6,453	6,565	2%
632	607	624	(1%)	Interest Expense	2,755	2,435	(12%)
1,004	1,023	1,104	10%	NIM	3,697	4,130	12%
177	160	157	(11%)	Fee & Other Income	524	526	0%
1,181	1,183	1,262	7%	Total Income	4,221	4,655	10%
392	439	484	23%	Operating Expense	1,412	1,779	26%
789	744	777	(1%)	Earnings before credit cost	2,809	2,876	2%
350	443	375	7%	Credit Cost	2,170	1,882	(13%)
236	224	299	27%	PAT	449	739	65%

Particulars (Rs Cr)	FY21	FY22	Y-o-Y(%)
Book	40,824	45,084	10%
Networth	6,293	8,319	32%

Retail Finance – Key ratios

Key Ratios						
Q4FY21	Q3FY22	Q4FY22	Key Ratios	FY21	FY22	
16.15%	15.33%	16.06%	Yield	16.12%	15.74%	
10.05%	9.62%	10.26%	Net Interest Margin	9.24%	9.90%	
1.78%	1.51%	1.46%	Fee & Other Income	1.31%	1.26%	
11.83%	11.13%	11.72%	NIM + Fee & Other Income	10.55%	11.16%	
3.93%	4.13%	4.50%	Operating Expenses	3.53%	4.27%	
7.90%	7.00%	7.22%	Earnings before credit cost	7.02%	6.90%	
3.51%	4.17%	3.48%	Credit Cost	5.42%	4.51%	
2.26%	1.97%	2.58%	Return on Assets	1.05%	1.66%	
5.86	4.69	4.75	Debt / Equity	5.86	4.75	
15.83%	11.23%	14.51%	Return on Equity	7.43%	9.51%	

Retail Finance - Asset quality



Carrying additional provision at Rs 1,496 Cr (Macro, enhanced and OTR provisions) corresponding to 3.51% of standard book, in addition to GS3 provisions and ECL on standard assets

Wholesale Finance – Summary financial performance

Performance Summary							
Q4FY21	Q3FY22	Q4FY22	Y-o-Y %	Summary P&L (Rs Cr)	FY21	FY22	Y-o-Y (%)
1,450	1,106	1,038	(28%)	Interest Income	5,984	4,577	(24%)
913	762	747	(18%)	Interest Expense	4,038	3,143	(22%)
536	345	291	(46%)	NIM	1,946	1,434	(26%)
146	113	89	(39%)	Fee & Other Income	387	362	(7%)
683	457	380	(44%)	Total Income	2,333	1,796	(23%)
66	105	102	55%	Operating Expense	322	400	24%
617	352	278	(55%)	Earnings before credit cost	2,010	1,396	(31%)
197	148	220	12%	Credit Cost	837	866	4%
223	147	42	(81%)	PAT	838	383	(54%)

Particulars (Rs Cr)	FY21	FY22	Y-o-Y(%)
Book	50,488	41,731	(17%)
Networth	10,018	9,086	(9%)

Wholesale Finance – Key ratios

Key Ratios						
Q4FY21	Q3FY22	Q4FY22	Key Ratios	FY21	FY22	
10.85%	10.57%	10.00%	Yield	10.97%	10.44%	
4.02%	3.29%	2.81%	Net Interest Margin	3.57%	3.27%	
1.10%	1.08%	0.86%	Fee & Other Income	0.71%	0.82%	
5.11%	4.37%	3.66%	NIM + Fee & Other Income	4.28%	4.10%	
0.49%	1.00%	0.99%	Operating Expenses	0.59%	0.91%	
4.62%	3.37%	2.68%	Earnings before credit cost	3.69%	3.18%	
1.48%	1.41%	2.12%	Credit Cost	1.54%	1.98%	
1.51%	1.12%	0.32%	Return on Assets	1.37%	0.72%	
4.82	4.86	4.91	Debt / Equity	4.82	4.91	
8.94%	6.65%	1.86%	Return on Equity	8.74%	4.23%	

Wholesale Finance – Key ratios

