

**TRANSCRIPT OF THE THIRTIETH ANNUAL GENERAL MEETING (AGM) OF L&T FINANCE LIMITED HELD ON THURSDAY, AUGUST 03, 2023 AT 3:00 P.M. THROUGH ELECTRONIC MODE (VIDEO CONFERENCE OR OTHER AUDIO-VISUAL MEANS) AND CONCLUDED AT 3:16 P.M.**

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**Mr. Dinanath Dubhashi, Chairperson:**

Good afternoon to everybody, and a warm welcome to the 30<sup>th</sup> Annual General Meeting of L&T Finance Limited which is held through VC in accordance with the circulars issued by MCA. I, thank you all for taking time off from your busy schedule to join us today.

All the efforts feasible under the circumstances have been made by the Company to enable Members to participate and vote on the items being considered in the Meeting.

Members who are participating in the AGM over video conference facility are being reckoned for the purpose of quorum as per the circulars issued by Ministry of Corporate Affairs and Section 103 of the Companies Act, 2013.

As the requisite quorum is present, I now call this AGM to be in order.

Mr. Sachinn Joshi, Whole-time Director of the Company, Mr. P. V. Bhide, Independent Director & Chairperson of Audit Committee, Mr. Thomas Mathew T., Independent Director & Chairperson of Nomination and Remuneration Committee of the Company, Dr. Rajani R. Gupte, Independent Director & Chairperson of the Corporate Social Responsibility and ESG Committee and Ms. Nishi Vasudeva, Independent Director are attending this AGM. Mr. Rishi Mandawat, Non-Executive Director is unable to attend the AGM due to exigencies.

We also have the representatives of M/s. Kalyaniwalla & Mistry LLP, Chartered Accountants and MSKA & Associates, Chartered Accountants, Joint Statutory Auditors attending the AGM.

Further, in accordance with the Secretarial Standard on General Meetings, the Company had given exemption to the Secretarial Auditor of the Company from attending the Meeting.

The Company has received authorized representation for the Equity Shares of the Company, representing 99.99% of total equity share capital of the Company, from L&T Finance Holdings Limited, the holding company.

Eight (8) Members are present at the Meeting including the authorised representative of L&T Finance Holdings Limited, the holding company.

I now begin with the AGM speech.

### **CHAIRPERSON'S ADDRESS**

FY2022-23 was the first year of delivery for your Company post adoption of the Lakshya '26 plan. The plan focuses on building your Company as a Fintech@Scale Retail Finance Company by using digital extensively and offering products basis customer requirements.

While I will talk about your Company's achievements, let me first highlight how the global and Indian economy fared.

The year gone by saw certain apprehensiveness in the major economies around the globe. The prolonged Russian invasion of Ukraine exacerbated other problems by slowing global supply chains and shipping, producing widespread shortages and disrupting consumption patterns.

However, the Indian economy demonstrated remarkable resilience by demonstrating relatively quick recovery from the pandemic, overcoming various challenges and maintaining an upward trajectory to be one of the fastest-growing large economies of the world in terms of both aggregate and per capita gross domestic product. In fact, some of the leading rating agencies have forecasted India's average growth rate around 6.7% till FY2026-27.

India's positive outlook brings great promise not only to the nation but also for your Company, as the overall growth of the country significantly contributes to your Company's own expansion and development.

At L&T, we take pride in our value-creating integrated business model. Our holistic approach encompasses various aspects of our operations, enabling us to generate sustainable value for our stakeholders.

Your Company witnessed notable accomplishments in its transformational journey to fulfil its 'Lakshya 2026' by delivering focused results across businesses.

Following the stellar performance of FY2022-23, your Company continued to deliver superior results in Q1FY2023-24 as well. Some of the key highlights of Q1FY2023-24 are as follows:

- **Retail portfolio mix now stands at 86%** of the total loan book; achieved Lakshya 2026 goal of greater than 80% retailisation almost three years in advance
- **Robust Q1FY2023-24 retail disbursements at Rs. 11,193 crore, up 25% YoY** driven by strong growth across all retail segments coupled with top-notch digital and data analytics
- **Accelerated reduction in the wholesale book by 68% Y-o-Y**, a reduction of Rs. 22,996 crore in line with Lakshya 2026
- **Progressing well on the proposed merger** of entities leading to a '**single entity structure**'
- Profit after Tax stood at Rs. 438 crore, up 105% in Q1FY2023-24 from Rs. 214 Cr in Q1FY2022-23
- Retail Return on Assets at the end of Q1FY2023-24 stood at 3.08%
- Retail Asset Quality improved with Net Stage 3 at 0.70% and Gross Stage 3 at 3.21%

In addition, we are proud that your Company continues to be rated 'AAA' (Stable Outlook) by all four rating agencies.

In conclusion, I would like to share that we have built a solid foundation for long-term success of your Company. Our team has passionately worked hard to contribute to our success and deliver these results. With the collective efforts of our talented team, loyal customers, and supportive shareholders, I am confident in our ability to navigate the evolving business landscape and continue on our path of growth by building Fintech@scale Retail Finance Company and prosper by **Accelerating towards achieving our 'Lakshya' by taking into consideration 'Retail, Digital and Sustainable'** future filled with newer avenues for our business.

Thank you all for your continued partnership and belief in the Company.

I will now request the Company Secretary to brief the Members on certain points relating to the AGM proceedings, Apurva.

**Ms. Apurva Rathod, Company Secretary and Member:**

Thank you, Sir.

I would like to draw attention of the Members to a few important points:

- In accordance with the framework provided by various circulars issued by the Ministry of Corporate Affairs for conducting general meetings, this AGM is being convened through video conference facility.
- The relevant statutory registers and the documents as prescribed under the Act / Secretarial Standard on General Meetings are being made available for inspection through electronic mode. The Members can inspect the same by sending a request at the designated e-mail address mentioned in the Notice.
- As the AGM is held through video conference facility, the requirement for appointment of proxies is not applicable and therefore the proxy register is not available for inspection.
- For any technical support in connection with the AGM, the Members may contact the helpline number mentioned in the notice of the AGM.

Now, I handover the proceeding back to Chairperson of the Board.

**Mr. Dinanath Dubhashi, Chairperson:**

Thank you, Apurva.

Now, I commence to transact the business contained in the Notice dated April 28, 2023.

The Annual Report including the Notice convening the AGM and the unqualified Statutory Auditors report and unqualified Secretarial Auditors' report have been sent through electronic mode and the same be taken as read.

With the permission of the Members, I will now take up the resolutions, by calling the brief description of it and take the entire resolution as read. We will open the floor for any questions by the Members after all the resolutions are tabled.

**Resolution No. 1:**

Consideration and adoption of the audited standalone financial statements of the Company together with the reports of the Board of Directors and the Auditors thereon for the financial year ended March 31, 2023 and audited consolidated financial statements of the Company together with the report of the Auditors thereon for the financial year ended March 31, 2023.

I propose the Resolution at Item No. 1.

I will request a Member to second the Resolution at Item No. 1.

**Mr. Raju Dodti, Member:**

I second the Resolution.

**Mr. Dinanath Dubhashi, Chairperson:**

Thank you, Raju.

I now put the Resolution at Item No. 1 of the Notice to vote, on show of hands, as an Ordinary Resolution.

THOSE IN FAVOUR, please raise your hands. THOSE AGAINST, please raise your hands.

I declare that the Resolution at Item No. 1 is passed unanimously.

**Resolution No. 2**

Appointment of a director in place of Mr. Sachinn Joshi (DIN: 00040876), who retires by rotation, and being eligible, offers himself for re-appointment.

I will request Members to propose and second the Resolution at Item No. 2.

**Mr. Santosh Parab, Member:**

I propose the Resolution.

**Mr. Abhishek Sharma, Member:**

I second the Resolution.

**Mr. Dinanath Dubhashi, Chairperson:**

I now put the Resolution at Item No. 2 of the Notice to vote, on show of hands, as an Ordinary Resolution.

THOSE IN FAVOUR, please raise your hands. THOSE AGAINST, please raise your hands.

I declare that the Resolution at Item No. 2 is passed unanimously.

### **Resolution No. 3**

Alteration of Articles of Association of the Company:

I will request Members to propose and second the Resolution at Item No. 3.

**Mr. Sachinn Joshi, Member:**

I propose the Resolution.

**Mr. Raju Dodti, Member:**

I second the Resolution.

**Mr. Dinanath Dubhashi, Chairperson:**

I now put the Resolution at Item No. 3 of the Notice to vote, on show of hands, as a Special Resolution.

THOSE IN FAVOUR, please raise your hands. THOSE AGAINST, please raise your hands.

I declare that the Resolution at Item No. 3 is passed unanimously.

I will now open the floor for any questions.

Looks like there are no questions.

Since the business of the Meeting is completed, I hereby declare the Meeting as concluded by thanking the Directors and Members who have attended the Meeting.

Thank you all.