



## Press Release

L&T Mutual Fund,  
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Bandra-Kurla Complex, Bandra (East),  
Mumbai - 400 051

### L&T Mutual Fund: Completes One year of Operation

- ✓ *Branch location has gone up to 58 from 19*
- ✓ *No of distributors up at 10,430 from 6,552*
  - ✓ *No. of employees at 314 from 104*

**Mumbai, February 17, 2011:** L&T Mutual Fund, the asset management arm of the \$ 9.8 billion L&T group has made significant strides in the first year of its operations. The closing assets under management (AUM) has registered a rise to Rs 3,955 crore as on 31<sup>st</sup> January 2011 from Rs 2,245 crore as on 28<sup>th</sup> February 2010, a growth of over 76% after the asset management company was acquired by L&T Finance from Cholamandalam DBS Finance group. This is significant as many fund houses have witnessed a decline in the net AUMs during this period and L&T Mutual Fund has witnessed steady inflows into its schemes month on month.

The company has added close to 4000 new distributors with a view to reach across to its investors. The total empanelled distributor strength has risen to 10,430 in February 2011 from 6,552 distributors in February 2010. Close to 50,000 new folios have been mobilised in the past one year to an already existing folio base of 1,09,037 as on 28<sup>th</sup> Feb 2010.

With a view to further its presence across cities, L&T Mutual Fund has opened 39 new branches and the presence of the company has been strengthened with branches in 58 locations as compared to 19 locations, a year back.

L&T Mutual Fund launched 19 new FMPs of varied maturities and has collected Rs.1,934 crores under various new FMPs. Through its commitment, L&T Mutual Fund has earned the trust and the confidence of the investor community over the last one year.

Speaking on the achievements of one year, Mr. N Sivaraman, President and Whole-time Director, L&T Finance Holdings Limited said, "We have made good progress over the last one year in the asset management business as it has created a wider network and distribution strength. The asset management business is poised to scale new heights in the coming years with an already existing strong platform".

Mr. Sanjay Sinha, Chief Executive Officer (CEO) of L&T Investment Management Ltd. said, "The asset management team has demonstrated its fund management expertise to its investors and this has been reciprocated by a consistent rise in the retail assets of

L&T Mutual Fund in the last year. Our success in attracting sizable assets during difficult times makes us confident of achieving all round growth in the coming years”.

With the strengthening of the infrastructure in the form of expanded branch network and substantial addition to our distributor base, the fund house endeavors to record impressive growth, Mr Sinha added.

### **Achievements at a glance (Feb 2010 – Feb 2011)**

#### **Expansion -**

		<b>Feb 2010</b>	<b>Feb 2011</b>
1	<b>Our Branches</b>	19 locations	58 locations
2	<b>Presence in locations through CAMS tie up</b>	206	228
3	<b>No of empanelled Distributors</b>	6552	10430
4	<b>Staff Strength</b>	104	314
5	<b>AUM (Rs Cr)</b>	2,245 (Feb 28, 2010)	3,955 (as on Jan 31, 2011)

#### **Product Related –**

1. **No of FMP's launched in one year** (Feb 2010 to Feb 2011) – 19
2. **Gross amt raised by FMPs** – Rs 1,934 Crore
3. The L&T Midcap Fund Rating improved from 3 star in January 2010 to 4 star in December 2010 (Valueresearch ratings). For rating methodology and disclaimers please refer last page.
4. L&T Liquid Fund (Super Institutional plan) and L&T Freedom Income Short term Fund (Institutional Plan) – rated 4 star by value research (as on 31 Jan 2011). For rating methodology and disclaimers please refer last page.



### **About L&T Mutual Fund**

L&T Mutual Fund serves the investment needs of investors through a suite of mutual fund schemes. With proficient investment management practices and dedicated fund management team, L&T Mutual Fund helps its investors reach their financial goals

L&T Mutual Fund is sponsored by one of the trusted and valued brands, L&T Finance Ltd. – incorporated as Non Banking Finance Company in November 1994, has earned the trust of thousands of investors by adapting well to the changing marketing dynamics and emerging as a profitable venture despite the turbulences in the Financial market over the past few years.

L&T Mutual Fund is present through its network of dedicated 58 branches and is continuously increasing its footprints across the country.

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### **For more information, please contact**

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**Statutory Details:** L&T Mutual Fund has been established as a trust under the Indian Trust Act, 1882 by L&T Finance Limited, Sponsor/ Settlor (liability restricted to the seed corpus of Rs. 1 lakh) with L&T Mutual Fund Trustee Limited as the Trustee Company and L&T Investment Management Limited as the Investment Manager.

**Risk Factors:** All investments in mutual funds and securities are subject to market risks and the NAV of the Schemes of the Fund may go up or down depending upon the factors and forces affecting the securities market. Investment in mutual fund units involves investment risks such as trading volumes, settlement risk, liquidity risk, default risk including the possible loss of principal. Past performance of the Sponsor/AMC/Mutual Fund does not guarantee future performance of the Schemes. The Sponsor is not responsible or liable for any loss resulting from the operation of the Schemes beyond the initial contribution of Rs. 1 lakh made by it towards setting up the Fund. The names of the Schemes/Plans/Mutual Fund do not in any manner indicate either the quality of the Schemes or its future prospects and returns; and are only the names of the Schemes/Plans. There can be no assurance that the objectives of the Schemes/Plans/Mutual Fund will be achieved. Schemes specific risk factors: Investment in the Schemes shall be subject to various risks including but not limited to risk associated with: Investment in Equity and Equity related Instruments & Fixed Income Securities such as Performance Risk, Credit Risk, Reinvestment Risk, Interest Rate Risk, Investment in Derivatives, Securitised Debt, etc. Please read the Scheme Information Document and Statement of Additional Information carefully before investing.

**Investment objective and classification:** **L&T Midcap Fund (an open-ended equity scheme):** To generate capital appreciation by investing primarily in midcap stocks. The scheme will invest primarily in companies whose market capitalization falls between the highest and the lowest constituent of the CNX Midcap Index. **L&T Freedom Income - Short Term Fund (an open ended pure income scheme):** To generate reasonable and stable income and provide liquidity to the unit holder. To achieve this objective the scheme will invest predominantly in a well diversified and highly liquid portfolio of money market instruments, government securities and corporate debt. The scheme will not invest in equities or equity related instruments. **L&T Liquid Fund (an open ended high liquidity income fund):** To generate reasonable returns while maintaining safety and providing the investor superior liquidity. To achieve this objective, investments will be predominantly made in a well-diversified and highly liquid portfolio of money market instruments, government securities and corporate debt. **L&T Fixed Maturity Plan – Series 12 (all Plans), L&T FMP – I (all Plans), L&T FMP – II (all Plans) and L&T FMP – III (all Plans) - A Close Ended Income Scheme(s)** - The investment objective of the Scheme/ Plan would be to achieve growth of capital through investments made in a basket of fixed income securities maturing on or before the maturity of the Scheme/ Plan.

**Load Structure:** L&T Midcap Fund: Entry Load – Nil. Exit Load - 1% if redeemed ≤ 1 year; Nil - if redeemed > 1 year, L&T Liquid Fund, L&T Freedom Income - Short Term Plan, L&T Fixed Maturity Plan – Series 12 (all Plans), L&T FMP – I (all Plans), L&T FMP – II (all Plans) and L&T FMP – III (all Plans): Entry Load and Exit Load – Nil.

**Terms of Issue:** Units of the Schemes are being offered at NAV based prices, subject to the prevailing loads (except L&T Fixed Maturity Plan – Series 12 (all Plans), L&T FMP – I (all Plans), L&T FMP – II (all Plans) and L&T FMP – III (all Plans)). The AMC calculates and publishes NAVs and offers for sale, redemption and switch outs, units of the Schemes on all Business Days, at the Applicable NAV of the Schemes except, L&T Fixed Maturity Plan – Series 12 (all Plans), L&T FMP – I (all Plans), L&T FMP – II (all Plans) and L&T FMP – III (all Plans). In case of L&T Fixed Maturity Plan – Series 12 (all Plans), L&T FMP – I (all Plans), L&T FMP – II (all Plans) and L&T FMP – III (all Plans), no redemption/ repurchase of units shall be allowed prior to the maturity of the Scheme/ Plans. Investors willing to exit may do so, only in demat mode, where the Scheme/ Plans will be listed.

Scheme Information Document, Statement of Additional Information, Key Information Memorandum and Application Forms are available at Mutual Fund Branches / Mutual Fund website at [www.Intmf.com](http://www.Intmf.com) or at Investor Service Centres/ Distributors.

**Disclaimer:** The units of L&T Fixed Maturity Plan – Series 12 (all Plans), L&T FMP – I (all Plans), L&T FMP – II (all Plans) and L&T FMP – III (all Plans) are listed on National Stock Exchange of India Limited (NSE). It is to be distinctly understood that the permission given by NSE should not in any way be deemed or construed that the Scheme Information Document has been cleared or approved by NSE nor does it certify the correctness or completeness of any of the contents of the Draft Scheme Information Document. The investors are advised to refer to the Scheme Information Document for the full text of the 'Disclaimer Clause' of NSE.

IPO Disclaimer: L&T Finance Holdings Limited (indirect Holding Company of L&T Investment Management Limited) is proposing, subject to market conditions and other considerations, to make a public issue of securities and has filed a Draft Red Herring Prospectus (DRHP) with the Securities and Exchange Board of India (SEBI). The DRHP is available on the website of SEBI at [www.sebi.gov.in](http://www.sebi.gov.in) and the respective websites of the Book Running Lead Managers at [www.jmfinancial.in](http://www.jmfinancial.in), <http://www.online.citibank.co.in/rhtm/citigroupglobalscreen1.htm>, <http://www.hsbc.co.in/1/2/corporate/equities-global-investment-banking>, <http://www.barclayswealth.com/india-offerdocuments.htm>, <http://www.credit-suisse.com/in/ipo/> and [www.equirus.com](http://www.equirus.com). Investors should note that investment in equity shares involves a high degree of risk and for details relating to the same, see 'Risk Factors' in the aforementioned DRHP.

**Value Research Methodology and Disclaimer:** Value Research Fund Ratings are a composite measure of historical risk-adjusted returns. In the case of equity and hybrid funds this rating is based on the weighted average monthly returns for the last 3 and 5-year periods. These ratings do not take into consideration any entry or exit load. 5-stars indicate that a fund is in the top 10% of its category in terms of historical risk-adjusted returns. 4 star indicates that a fund is in the next 22.5% & 3 star indicates that a fund is in middle 35 % of its category.