Investment approach of L&T Emerging Businesses Fund

Invest in companies which are in the early stage of development, with positive cash flows and have the potential to grow their revenue and profits at a faster rate than established businesses.

At least 65% exposure to stocks beyond top 250 in terms of market capitalization.

Bottom-up stock selection using our proprietary G.E.M investment approach.

Why invest now?

FY21 will be a year of two halves, given the COVID-19 disruptions in the first 3-5 months and expected gradual recovery in the remaining months of the fiscal year. Companies having competitive advantage, strong balance sheets and ability to sustainably generate cash flows will not only survive through this crisis but might emerge even stronger with higher market share, post COVID-19. Valuations have become reasonable for such companies making them favourable for long-term investors.

Product Positioning

Valuation plays an important role in all investment decisions – focus on investing in stocks with adequate margin of safety.

Strong risk management framework – a well diversified portfolio with focus on managing liquidity and other portfolio risks.

Look for companies that are undervalued, under owned and can deliver strong growth in the future.

Fund Facts

Minimum Amount Application: Lump sum: initial investment: Rs. 5,000 per application Additional investment: Rs. 1,000 per application SIP: Rs. 500 (minimum 6 monthly installments or minimum 4 quarterly installments)

Fund Manager

Mr. Venugopal Manghat & Mr. Vihang Naik (w.e.f. Dec 17, 2019) and Mr. Alok Ranjan (for investments in foreign securities) (w.e.f. Oct 1, 2019)

Exit Load: If the units redeemed or switched out are upto 10% of the units purchased or switched in (“the limit”) within 1 year from the date of allotment – Nil. If units redeemed or switched out are over and above the limit within 1 year from the date of allotment – 1%. If units are redeemed or switched off on or after 1 year from the date of allotment – Nil.

Scheme Performance vs. benchmarks

<table>
<thead>
<tr>
<th>Period</th>
<th>1 year</th>
<th>3 years</th>
<th>5 years</th>
<th>Date of inception of the Scheme</th>
<th>CAGR Returns (%)</th>
<th>Value of investment of Rs. 10,000</th>
</tr>
</thead>
<tbody>
<tr>
<td>L&amp;T Emerging Businesses Fund (G)</td>
<td>-21.87%</td>
<td>-7.74%</td>
<td>5.73%</td>
<td>12/May/2014</td>
<td>10.16%</td>
<td>18,518.00</td>
</tr>
<tr>
<td>L&amp;T Sector Funds</td>
<td>-11.70%</td>
<td>-6.11%</td>
<td>3.21%</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>L&amp;T SENSEX TRI*</td>
<td>-10.40%</td>
<td>-3.93%</td>
<td>5.08%</td>
<td></td>
<td>8.00%</td>
<td>16,114.79</td>
</tr>
</tbody>
</table>

Past performance may or may not be sustained in the future. *This is a fund from FT Four Stars list of FII rated stocks. **Standard Benchmark

Other common funds managed by Mr. Venugopal Manghat

L&T Infrastructure Fund* -21.31 -8.20 -6.26 0.05 2.72 0.20
L&T Tax Advantage Fund@ -12.61 -10.41 -1.79 2.89 4.69 5.82
L&T Balanced Advantage Fund@$ 3.05 1.65 5.21 6.33 4.53 7.03
L&T Arbitrage Opportunities Fund$# 5.96 4.30 6.07 4.93 6.11 7.61
L&T Emerging Businesses Fund An open-ended equity scheme predominantly investing in small cap stocks

This product is suitable for investors who are seeking: Growth

Returns are past performance, which is not a guarantee of future returns. Past performance may or may not be sustained in the future. This product is suitable for investors who are seeking long-term capital appreciation. Please read the prospectus and scheme specific documents before investing. Since inception, the fund has grown to 10.56%.

Other funds managed by Mr. Alok Ranjan

L&T Life Plus Fund* -4.64 -1.90 -2.39 0.00 2.89 5.30
L&T Tax Advantage Fund@ -14.01 -12.46 -1.70 2.89 4.69 5.82
L&T Large and Mid-Cap Fund -2.96 -1.33 -0.35 0.00 2.89 5.30

Other funds managed by Mr. Vihang Naik

L&T Tax Advantage Fund@ -14.01 -12.46 -1.70 2.89 4.69 5.82
L&T Large and Mid-Cap Fund -2.96 -1.33 -0.35 0.00 2.89 5.30
L&T Tax Advantage Fund@ -14.01 -12.46 -1.70 2.89 4.69 5.82
L&T Large and Mid-Cap Fund -2.96 -1.33 -0.35 0.00 2.89 5.30

The data is as on 30th June, 2022. *Market capitalization as on 30th June, 2022. ** standard benchmark as of March 31, 2021. The above past performance of the FII rated stock as on 30th June, 2022 is calculated by the fund manager. This performance is on the basis of the 3 years CAGR of regular plan - growth. Different plans viz. Regular Plan and Direct Plan have different expense structure.

Mr. Venugopal Manghat manages 17 schemes & Mr. Vihang Naik manages 16 schemes (managing this fund since December 17, 2019), Mr. Alok Ranjan manages 16 schemes (w.e.f. Oct 1, 2019).