



Deal Release

Mumbai, Sep 25, 2009: *L&T Finance Ltd., the financial services arm of leading Indian construction conglomerate L&T, has entered into a Memorandum of Understanding for purchase of 100% stake of DBS Cholamandalam Asset Management Ltd., one of the oldest asset management companies in India.*

Equirus Capital was the exclusive buy-side financial advisor to L&T Finance for the transaction.

About the Deal

L&T Finance Limited (LTF) and Cholamandalam DBS Finance Limited (CDFL) have signed a Memorandum of Understanding for the purchase by LTF of the 100% shareholding of CDFL in DBS Cholamandalam Asset Management Limited (DCAM). Consummation of the transaction is subject to appropriate regulatory approvals to be obtained.

The acquisition would help synergize with L&T's existing financial services business by deepening and widening its services. L&T believes that its brand and reach will enable building a robust and valuable asset management business.

About L&T's Financial Services business

L&T has a presence in the financial services sector through its two wholly owned subsidiaries - L&T Finance Ltd. (LTF), and L&T Infrastructure Finance Ltd. (LTIF). Both LTF and LTIF are predominantly fund-based organizations catering to different classes of customers. On a consolidated basis, these entities have an asset size of over INR 90 billion. They have a nation-wide distribution network, with presence in over 230 locations, especially in the rural and semi-urban areas.

LTF offers a wide range of products that include asset-backed funding for purchase of construction equipment, tractors, commercial vehicles, farm equipments, supply chain finance, channel finance, term loans, lease products, capital market products, and micro-finance. It also undertakes distribution of third party financial products.

LTIF undertakes funding of large sized infrastructure projects, across various sectors in the country. It offers structured financial solutions for projects, equipment and other infrastructure development activities in segments like power, transportation, aviation, railways, ports, shipping and urban infrastructure.

About Cholamandalam DBS Finance Limited

CDFL is a listed joint venture between the Murugappa Group and DBS Bank of Singapore. One of the leading non-banking finance companies in India, CDFL operates out of over 150 branches across the country. Along with its subsidiaries, it offers individual and institutional customers a range of financial services – vehicle finance, home equity, capital market finance, corporate finance, securities broking and



distribution of investment and insurance products. Considering its own longer term vision in its core business, CDFL has decided to exit the asset management business.

About DBS Cholamandalam Asset Management Limited

DCAM, an investment Manager for DBS Cholamandalam Mutual Fund, currently manages assets over INR 28.9 billion (average AuM for Aug 2009). It is one of the oldest asset management companies in India, operating since 1996, and currently manages 6 debt funds and 11 equity funds.

DCAM has a professional team with a vast experience in asset management business. Many of its schemes have star ratings from Morningstar and Value Research and are placed in Platinum, Gold and Silver category by ET Mutual Fund Tracker.

About Equirus Capital Private Limited

Equirus Capital is a boutique Investment Bank and a Category I Merchant Bank offering advisory services in the areas of mergers and acquisition, private equity syndication, structured finance and capital markets transactions. With presence in Mumbai, Bangalore, New York and London, Equirus has strong capabilities in mergers and acquisition transactions (including cross-border deals). The Equirus team has strong domain knowledge and established focus on the financial services vertical (and other diverse verticals including education, TMT, manufacturing, retail, consumer / business services, infrastructure, RE and life sciences).

Equirus Capital has closed deals worth USD 250Mn since its inception in July 2007. Please visit www.equirus.com for more information on the team members and on the transactions closed.