

July 17, 2014

# Mr. R. Shankar Raman Ranked 'Best CFO in Asia'

Mr. R. Shankar Raman, Chief Financial Officer & Member of the Board, has received the distinction of being ranked the Best CFO in Asia (excluding Japan) in the Industrial sector in a survey conducted by the prestigious New York-based, *Institutional Investor Magazine*.

Mr. Shankar Raman was ranked as the Best CFO by the 'Sell Side' (i.e., institutional brokerage houses who carry out research on corporates and disseminate their information to their Capital Market clients on the 'Buy Side') and the 3<sup>rd</sup> Best CFO by the 'Buy Side' (i.e., institutional investors / money managers).

L&T was also ranked the Best Investor Relations (IR) Program implementer by the 'Sell' side in this category.

Mr. Arnob Mondal, Vice President - Investor Relations, was ranked the Best IR Professional in the same category by the Sell Side and the 3<sup>rd</sup> Best IR Professional by the Buy Side.



## The 2014 All-Asia Executive Team Best CFOs

CATEGORY	SECTOR	BUY SIDE		SELL SIDE	
		CFO	COMPANY	CFO	COMPANY
Industry Sectors	Autos & Auto Parts	Feng Zhen Li	Great Wall Motor Co. (China)	Kevin D'sa	Bajaj Auto (India)
Industry Sectors	Banks	Shayne Elliott	Australia and New Zealand Banking Group (Australia)	Sashidhar Jagdishan	HDFC Bank (India)
Industry Sectors	Banks	Philip Coffey	Westpac Banking Corp. (Australia)		
Industry Sectors	Basic Materials	Graham Kerr	BHP Billiton (Australia)	Chung Kwok (Robert) Lau	China Resources Cement Holdings (Hong Kong)
Industry Sectors	Consumer	Hong Shing (Vincent) Loo	Hengan International Group Co. (China)	Guy Loek	Sa Sa International Holdings (Hong Kong)
Industry Sectors	Gaming & Lodging	Robert McBain	SJM Holdings (Hong Kong)	Robert McBain	SJM Holdings (Hong Kong)
Industry Sectors	Health Care & Pharmaceuticals	Yanling Chen	China Medical System Holdings (China)	Yanling Chen	China Medical System Holdings (China)
Industry Sectors	Health Care & Pharmaceuticals			Yiau Chong Choi	Sihuan Pharmaceutical Holdings Group (China)
Industry Sectors	Industrials	Hancheng Zhou	China State Construction International Holdings (Hong Kong)	<b>R. Shankar Raman</b>	<b>Larsen &amp; Toubro (India)</b>
Industry Sectors	Insurance	Garth Jones	AIA Group (Hong Kong)	Bo (Jason) Yao	Ping An Insurance (Group) Co. of China (China)
Industry Sectors	Internet	Donghao Yang	Vipshop Holdings (China)	Zuoli (Alex) Xu, Jue Yao	Qihoo 360 Technology Co. (China)
Industry Sectors	Oil & Gas	Andrew Seaton	Santos (Australia)	Feilong Li	China Offshore Services (China)
Industry Sectors	Power	Xiao Bin Wang	China Resources Power Holdings Co. (Hong Kong)	Woon Cheung (Eric) Tung	Beijing Enterprises Water Group (Hong Kong)
Industry Sectors	Property	Peter Allen	Westfield Group (Australia)	Yi Kum (Estella) Ng	Country Garden Holdings Co. (China)
Industry Sectors	Technology/Hardware	Wai Ming Wong	Lenovo Group (China)	Wai Ming Wong	Lenovo Group (China)
Industry Sectors	Technology/IT Services & Software	Rajiv Bansal	Infosys (India)	Rajiv Bansal	Infosys (India)

The rankings are based on key performance attributes such as Industry Knowledge, Transparency of Financial Reporting & Disclosure and Credibility of the Team.

A total of 861 portfolio managers and buy-side analysts, and 659 sell-side analysts participated across 16 sectors. Voters were asked to nominate up to four companies for Best CEO, CFO, IR Professional and IR Program in Asia (excluding Japan).