



PITCH POINT

THE ULTIMATE COMPETITION
— **FOR AI STARTUPS** —

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1. Introduction

RAISE is L&T Finance's premier AI-focused initiative, designed to showcase real-world Artificial Intelligence applications in the BFSI sector. At RAISE' 26 ("**Event**"), we are presenting the 2nd Edition of the "**Pitch Point**" a platform for promising AI start-ups to showcase their innovative solutions.

2. Definitions

- a. "**BFSI**" shall mean Banking and Finance Industry.
- b. "**Event**" shall mean RAISE '26 organised by L&T Finance Limited.
- c. "**Event Day**" shall mean December 16, 2026.
- d. "**Event Website**" shall mean www.ltfraise.com.
- e. "**L&T Finance**" shall mean L&T Finance Limited a non-banking financial company under the Reserve Bank of India Act, 1934 and a company incorporated under the Companies Act 1956 and validly existing under the Companies Act, 2013, bearing Corporate Identification Number (CIN) L67120MH2008PLC181833 and having its registered and corporate office at Brindavan, Plot No. 177, C.S.T Road, Kalina, Santacruz (East), Mumbai, Maharashtra, India, 400098.
- f. "**L&T Group Company**" shall mean any company, body corporate, or entity that is directly or indirectly controlled by, under common control with, or controlling Larsen & Toubro Limited or any of its subsidiaries or affiliates, including but not limited to L&T Finance Limited and its subsidiaries. For the purposes of this definition, "control" shall have the meaning ascribed to it under the Companies Act, 2013.
- g. "**L&T Innovation Fund**" shall mean, L&T Innovation Fund, corporate venture capital arm of Larsen & Toubro (L&T).
- h. "**Organizing Team**" shall mean and include members from L&T Finance and L&T Group Company.
- i. "**Participant(s)**" A start-up who participates in the Event and meets the eligibility criteria listed down under Clause 5 of this document.
- j. "**Proof of Concept (PoC)**" shall mean a limited-scope pilot agreed between the Parties, test, or demonstration project undertaken by the Winner in collaboration with L&T Finance or L&T Group Company, solely for the purpose of evaluating the feasibility, functionality, performance, and fitment of the Winner's proposed solution to L&T Finance or L&T Group Company's business requirements.

3. About Pitch Point

Pitch Point in this Event will bring together pre-vetted, emerging BFSI and non-BFSI start-ups to present their solutions to the Domain Areas (*specified hereunder*) to a panel of Venture Capitalist (VC), L&T Finance's senior management, and industry experts, offering them an opportunity to:

- Gain market visibility in front of a large audience.
- Prize Money for the Winners.
- Secure a Proof of Concept (PoC) from L&T Finance or L&T Group Company.
- Secure equity funding from L&T's Innovation Fund.
- Opportunity to get mentored by senior L&T Finance or L&T Group Company leaders during the PoC.

4. Domain Areas

Given L&T Finance's sharp focus on leveraging next-gen AI technologies to transform lending business; this event is being rolled out with an objective to identify, mentor, and invest in the next set of game-changing start-ups. To be eligible, the product offering must align with one of the following domains, which synergize with L&T Finance's and/or L&T Group Company's current and future offerings:

- Cyber Security & Fraud Prevention
- Rural & Agri Fintech
- Gen AI Application
- Embedded Finance Solutions
- Smart Contract & Blockchain Solutions
- Alternate Data Based Lending Solutions
- AI-Driven Credit Scoring & Risk Assessment
- Regulatory Technology & Compliance Tools
- Digital Financial & Robo-Advisors
- AI-Powered Collections & Recovery Solutions
- Agentic AI for Enterprise
- Image processing and recognition
- AI geospatial and remote sensing

5. Who can Participate in this event

Startups meeting the following eligibility criteria are invited to apply (“**Participants**”):

- Early to growth stage tech startups;
- Offering ancillary, middleware, or AI solutions for the BFSI and/or non-BFSI sector;
- 1-5 years of business operations;
- Should be an incorporated company;
- Product should be PoC ready with a working MVP;
- India focused and looking to sell in India; and
- Total funding raised is less than ₹250 Cr.

6. Important Dates

Sr. No	Application Stage	Timeline
1.	Application Submission	10-September-2026 to 31-October-2026
3.	Application Screening	1-November-2026 to 15-November-2026
4.	Interaction with Founders	16-November-2026 to 30-November-2026
5.	Announcement of Final Shortlist	1-December-2026
6.	Event Day	16-December-2026

7. Pitch Point Overview

The pitch point is divided into three stages:

- **Pre-Event:** Participants will submit applications, following which an initial group will be shortlisted. The shortlisted Participant's founders will then interact via e-meet with the Organizing Team after which the final five (5) Participants will be selected.
- **Event Day:** The five (5) finalists will present their pitches, and the winners will be announced.
- **Post-Event:** Winners will receive Prize Money (as per to Clause 9.4) and an opportunity to secure PoC with L&T Finance or L&T Group Company along with an opportunity to discuss potential equity funding from the L&T Innovation Fund.

8. Pre-Event Details

8.1 Application Submission

- Participants shall submit the Registration Form (*provided under Annexure A*) available on the Event Website.
- Participants shall also submit a pitch deck and a product demo link.

8.2 Application Screening

- Organizing Team will review and shortlist the applications received from the Participants.
- The shortlisted Participants will then be informed over email for the interaction round.

8.3 Interaction with the Founders of the Participants

- Organizing Team will conduct a 30-minute virtual meeting with the founders of the shortlisted Participants.
- Founders will be expected to present a brief about their company and product, highlighting potential synergies with L&T Finance and/or L&T Group Company.

8.4 Final Shortlisting

- Five (5) Participants will be shortlisted as the finalists to present their pitch at the Event.
- Assessment would involve reviewing the start-up's founder and team profile; strategic fit with L&T Finance and L&T Group Company's use cases; early validation and use case deployment; scalability and compliance readiness.

9. Event Day Details

9.1 Event Reporting Details

The five (5) finalists will present their pitch at the Event at the Jio World Convention Centre, Mumbai on December 16, 2026.

9.2 Pitch Event Details

- Finalists will have 8-minutes each to present.
- This will be followed by a 5-minute Q&A round by the panellists.

9.3 Panel Details

The panel will comprise of Venture Capitalists, L&T Senior management and industry experts ("Panel")

9.4 Announcement of Winners

- The Panel will evaluate the start-up pitches on the basis of the assessment criteria i.e. start-up's founder and team profile; strategic fit with L&T Finance and/or L&T Group Company use cases; early validation and use case deployment; scalability and compliance readiness.
- Winners will be assessed and declared on the Event Day.
- There will be two (2) winners, and each will be eligible for Prize Money of INR 25 lakhs (Rupees Twenty-Five Lakhs only), of which INR 10 lakhs (Rupees Ten Lakh only) awarded on the day of the Event and the remaining Prize Money of INR 15 lakhs (Rupees Fifteen Lakh only) payable upon successful completion of the Proof of Concept (PoC) as stipulated under Annexure B.

10. Post-Event Details

- Winners will get an opportunity to engage in discussion with L&T Finance, or with any L&T Group Company identified by L&T Finance and to explore a Proof of Concept (PoC) as mutually agreed between the Parties. Indicative terms and conditions of PoC are provided under Annexure B.
- Winner will also get an opportunity to engage in discussion with L&T Innovation Fund regarding potential equity funding. Indicative terms and conditions of equity funding discussion are provided in Annexure C

11. Contact Details

For any questions, please contact the Organizing Team at raise.pitchpoint@lts.com.

12. General Terms & Conditions

The terms and conditions are outlined in Annexure D. Participation in the Event by the Participants shall be deemed as unconditional acceptance of the terms detailed in this Pitch Point (including terms and conditions under Annexure D).

ANNEXURE – A
REGISTRATION FORM

A. Personal Details

- First Name
- Last Name
- Mobile Number:
- Email ID:
- Country:
- City

B. Company & Business Overview

- Company Name:
- Company Website URL:
- Date of Incorporation:
- Employee Count:
- Client Count:
- Monthly Run Rate Amount (USD):
- Current Stage:
 - Pre-Seed Stage
 - Seed Stage
 - Series A
 - Series B
 - Series B+
- Total Funding Raised to Date (USD):
 - No External Funding
 - Raised < 1 M
 - Raised between 1-5 M
 - Raised between 5-10 M
 - Raised between 10-25 M
 - Raised > 25 M
- Existing Equity Investors (provide max 3): (optional)
- **Sector:**
 - BFSI
 - Non-BFSI
 - If Non-BFSI (Please Specify)
- **Domain:**
 - Cyber Security & Fraud Prevention
 - Rural & Agri Fintech
 - Gen AI Application
 - Embedded Finance Solutions
 - Smart Contract & Blockchain Solutions
 - Alternate Data Based Lending Solutions
 - AI-Driven Credit Scoring & Risk Assessment
 - Regulatory Technology & Compliance Tools

- Digital Financial & Robo-Advisors
- AI-Powered Collections & Recovery Solutions
- Agentic AI for Enterprise
- Image processing and recognition
- AI geo-spatial and remote sensing
- Other (Please Specify)

C. Founding Team Profile & Size

- Founder/Co-Founder 1
 - Name:
 - Mobile:
 - LinkedIn Profile URL:
 - Highest Educational Qualification:
 - Number of years of work experience:
 - Educational Institution(s):
 - Prior Work Experience/Previous Role(s):
- Founder/Co-Founder 2 <Optional>
 - Name:
 - Mobile:
 - LinkedIn Profile URL:
 - Highest Educational Qualification:
 - Number of years of work experience:
 - Educational Institution(s):
 - Prior Work Experience/Previous Role(s):
- **Product, Market & Traction**
 - Short write-up about the startup outlining:
 - Overview of the Startup: < up to 300 words>
 - Problem Statement: < up to 150 words>
 - Product Details and Key Differentiator: < up to 150 words>
 - Founder & Team Profile: < up to 150 words><Optional>
 - Early Validation & Use Case Deployment: < up to 150 words><Optional>
 - Any other information: < up to 150 words> <Optional>
 - Link to the Product Demo Video: <Optional>
 - Upload Pitch Deck: < up to 20 slides>

ANNEXURE – B

Indicative terms and conditions of the Prize Money and Proof of Consent (PoC)

1. Non-Binding Nature

- a. The Proof of Concept (PoC) opportunity offered by L&T Finance or any L&T Group Company identified by L&T Finance and mutually agreed upon by the Winner is exploratory in nature and does not constitute a commitment by either L&T Finance and/or L&T Group Company to enter into a commercial arrangement.
- b. Final terms of the PoC shall be governed by a separate Memorandum of Understanding (MoU) to be executed between L&T Finance / L&T Group Company and the selected start-up.

2. Scope of PoC

- a. The PoC shall be undertaken either by L&T Finance and/or by any L&T Group Company identified by L&T Finance and mutually agreed upon by the Winner.
- b. The PoC shall be limited in scale and duration, with the objective of testing the start-up's solution for feasibility, compatibility, and potential value-add to L&T Finance and/or L&T Group Company's business.
- c. Detailed scope, deliverables, milestones, and success criteria shall be jointly defined by L&T Finance and/or L&T Group Company and the start-up prior to commencement.
- d. The proposed scope of services under the MoU will be solely for the purpose of L&T Finance and/or L&T Group Company.

3. Duration

- a. The MoU governing the PoC shall be executed within thirty (30) days from the date of declaration of the Winner, which timeline may be extended at the sole discretion of L&T Finance.
- b. The PoC shall be time-bound, typically ranging from 3-6 months, unless mutually extended in writing.

4. Confidentiality & Data Protection

- a. Both parties shall enter into a mutual Non-Disclosure Agreement (NDA).
- b. Any data shared during the PoC shall be limited, anonymized (where feasible), and used solely for the purposes of the PoC.
- c. The start-up shall comply with applicable laws, including the Digital Personal Data Protection Act, 2023 and related regulations.

5. Costs & Funding

- a. Each Winner shall be eligible to receive Prize Money of INR 25,00,000 (Rupees Twenty-Five Lakhs only), of which INR 10,00,000 (Rupees Ten Lakhs only) shall be disbursed on the day of the Event, and the balance INR 15,00,000 (Rupees Fifteen Lakhs only) shall be disbursed only upon execution of the MoU and successful completion of the PoC to the satisfaction of L&T Finance (or the identified L&T Group Company, as applicable).
- b. The Prize Money is an award under the Event and is independent of the costs associated with execution of the PoC.
- c. The costs of the PoC, if any, shall be mutually discussed and agreed between L&T Finance (or the identified L&T Group Company, as applicable) and the Winner at the time of entering into the PoC discussions/MoU. No additional funding obligation shall

arise on L&T Finance unless specifically agreed in writing under such PoC arrangement.

- d. No equity, revenue share, or commercial payments are implied under this arrangement unless separately and explicitly agreed between the parties.
- e. If the MoU is not executed within the stipulated/extended timeline or if the PoC is not successfully completed, the Winner shall forfeit its entitlement to claim the balance INR 15,00,000 (Rupees Fifteen Lakhs only).

6. Indemnity

The Winner shall indemnify and hold L&T Finance and L&T Group Company harmless from and against any third-party claims, losses, liabilities, or damages arising out of (a) the services provided under the PoC, or (b) any breach of the MoU by the Winner.

7. Limitation of Liability

The aggregate liability of either party under the MoU, for any claims arising out of or in connection with the PoC, shall not exceed the total amount paid by L&T Finance to the Winner for PoC services.

ANNEXURE – C

Indicative terms and conditions of the Equity Funding Discussion

- The Winner will have the option to engage in potential equity funding discussion with L&T Innovation Fund on such terms as may be mutually agreed between the Winner and L&T Innovation Fund.
- Participation in the event or winning does not guarantee an investment. Any investment shall be subject solely to discussions, evaluations, and mutual agreement between the Winner and L&T Innovation Fund.
- For the avoidance of doubt, L&T Finance shall have no role, responsibility, or liability in connection with any equity funding discussions, negotiations, or transactions, and all such matters shall be dealt with, between L&T Innovation Fund and the Participant(s) without any recourse to L&T Finance in any manner whatsoever.

ANNEXURE – D**General Terms and Conditions****1. Team Composition & Participation**

- a. A maximum of three (3) members associated with the company may present on the Event Day (16/12/2026).
- b. Participation in all stages of the competition is mandatory to remain eligible as a finalist.
- c. Each start-up may submit only one (1) entry; multiple entries may result in disqualification.
- d. Once submitted, applications cannot be edited or resubmitted.

2. Accommodation & Travel

- a. L&T Finance will provide one (1) night stay and round-trip flight tickets for up to (3) team members of the final participants who are traveling from outside Mumbai.
- b. Any additional costs (including travel, incidental, or extended stays) shall be borne solely by the Participant(s).

3. Compliance & Authenticity

- a. All Participants must comply with applicable laws, regulations, and contractual obligations.
- b. Participants certify that all submitted data, information, and materials are correct, accurate, and not misleading.
- c. L&T Finance reserves the right to cancel any entry if discrepancies, misrepresentations, or non-compliance are discovered.

4. Submitted Material & Intellectual Property Rights**a. Definition & Ownership**

- i. The Participant(s) will be required to furnish necessary documents supporting the business pitch/plan (collectively, the “**Submitted Material**”). Such Submitted Material shall remain owned and controlled by the Participant(s). The Participant(s) confirms and represents that the Submitted Material:
 - (a) is being submitted voluntarily for the purpose of participation and further selection at the Event;
 - (b) is original and not based on any other material or source;
 - (c) does not and will not violate or infringe the rights (including intellectual property rights, confidentiality obligations, and contractual restrictions) of any third party; and
 - (d) is lawfully submitted with full authority, and no consent of any other person or entity is required to make such submission to L&T Finance.

b. Review & Sharing

The Participant(s) understands and agrees that the Submitted Material will be reviewed by L&T Finance and may also be shared with third-party agencies engaged by L&T Finance strictly for the purposes of the Event. The Participant(s) expressly consents to such review and sharing.

c. Responsibility & Compliance

The Participant(s) represents and warrants that it is their sole responsibility to ensure that all rights in the Submitted Material have been properly secured and safeguarded, and that any disclosures comply with applicable laws, including but not limited to securities laws. The Submitted Material, business pitches, ideas, and product details must comply with all applicable Indian laws, regulations, and codes, and shall not contain defamatory, obscene, racist, blasphemous, or otherwise unlawful material.

d. No Claims Against L&T Finance

The Participant(s) represent and warrant that they will not assert, maintain, or assist others in asserting any claim, action, suit, or demand of any kind against L&T Finance in connection with the use of the Submitted Material for the purposes of the Event. This includes, without limitation, claims grounded on copyright, trademark, or patent infringement, invasion of privacy or publicity rights, breach of confidentiality, or any other right.

e. Public Disclosure Risks

The Participant(s) acknowledges that details of their business, product, idea, or invention, including design, use, and operation, may be publicly presented and described at the Event. Such disclosure may affect the Participant(s)' ability to protect intellectual property or prevent misappropriation. The Participant(s) accepts such risks as a condition of participation.

f. Independent Development by L&T Finance

The Participant(s) acknowledges and agrees that:

- i. L&T Finance may receive similar business proposals from different individuals/entities;
- ii. it shall be L&T Finance's sole discretion to determine which Submitted Material or Participant(s) to select; and
- iii. L&T Finance shall have the liberty to independently develop, explore, or pursue similar ideas, solutions, or business opportunities in the future, whether or not such ideas are included in the Submitted Material.

g. No Transfer of Rights

For the avoidance of doubt, submission of any Submitted Material shall not be construed as a transfer, assignment, or license of intellectual property rights to L&T Finance. Notwithstanding anything contained herein shall restrict L&T Finance from using its own intellectual property or third-party intellectual property to pursue similar initiatives, unless separately agreed in writing under a Proof of Concept (PoC) or subsequent agreement.

5. Prize Money & PoC

- a. There shall be two (2) Winners, each eligible for prize money of INR 25,00,000 (Rupees Twenty-Five Lakh only). Of this, INR 10,00,000 (Rupees Fifteen Lakh only) shall be awarded upfront on the Event Day, while the balance INR 15,00,000 (Rupees Fifteen Lakh only) shall be payable only upon successful completion of the Proof of Concept (PoC) with L&T Finance or any L&T Group Company identified by L&T Finance and mutually agreed upon by the Winner.
- b. Failure to execute the MoU for PoC within thirty (30) days of Winner announcement (or extended period at the sole discretion of L&T Finance) shall result in forfeiture of the balance INR 15,00,000 (Rupees Fifteen Lakh only).

- c. The upfront INR 10,00,000 (Rupees Ten Lakh only) is non-refundable.

6. Equity Funding Discussions

- a. Winners may be invited to engage in discussions with L&T Innovation Fund regarding potential equity funding.
- b. L&T Finance shall have no responsibility or liability in respect of such discussions or any resulting investment.

7. Modification & Cancellation

- a. L&T Finance reserves the right to modify these Terms and Conditions (including timelines, eligibility, criteria, prizes, or event structure).
- b. Any modification shall be published on the Event Website and deemed binding.
- c. L&T Finance may cancel or reschedule the Event at its sole discretion without liability.

8. Disputes & Governing Authority

- a. In case of any dispute, the decision of L&T Finance shall be final and binding.
- b. Non-acceptance of these Terms and Conditions shall render the Participant ineligible and result in forfeiture of any entitlement, including Prize Money.