

L&T Press Release

Issued by Corporate Brand Management & Communications

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CIN: L99999MH1946PLC004768

L&T-SuFin Eyes US\$1 Billion Annualised Gross Merchandise Value

Records 2.35 times Year-To-Date growth as of July 2025

Mumbai, September 01, 2025: L&T-SuFin, India's leading B2B e-commerce marketplace, is all set to achieve an annualised Gross Merchandise Value (GMV) of 1 billion US dollars in FY26.

As of July 2025, SuFin has recorded a Year-To-Date GMV of ₹1,900 crore – an impressive growth of over 2.35 times compared to ₹800 crore in July 2024. It currently offers over 50 product categories and more than 750,000 Stock Keeping Units (SKUs), serving over 60,000 businesses across India.

SuFin was launched by L&T in March 2022 as part of the conglomerate's strategic move to incubate and grow new-age businesses. The name "SuFin" is a conjoined acronym for 'supply chain' and 'finance'. The platform specialises in industrial and construction products, aiming to streamline B2B trade across India.

SuFin's e-commerce platform is accessible via desktop, mobile app, and WhatsApp. It offers micro, small and medium enterprises (MSMEs) a nationwide reach, a secure business environment, and a trading platform that ensures liquidity and convenience. It enables buyers to discover a wide range of products and prices through a Request for Quotation (RFQ) mechanism. This facilitates a cost-effective and transparent way to procure commodities, consumables, and MRO (maintenance, repair and operations) products.

"Additionally, we facilitate working capital financing for both buyers and sellers via our financial partners. This transaction-specific funding is quick, easy to access, and helps buyers avail cash discounts while ensuring prompt payments to sellers – complementing traditional credit lines. With a strong presence across India and by leveraging the global reach of L&T, we are now gearing up for international expansion of SuFin", **said Mr Bhadresh Pathak, Chief Executive - L&T-SuFin.**

SuFin's e-commerce platform uses a unique digital system to assess the reliability of trade partners. Its "TRUST Seal" helps both buyers and sellers evaluate the creditworthiness, business ethics and qualitative attributes of their counterparts.

SuFin also supports sellers with logistics services that reach over 21,000 postal codes across India. Its marketplace operates on a unique model – no working capital, no credit and no outstanding payments – making it both sustainable and scalable. In 2025, the business introduced its own line of private-labelled safety products, which have gained significant traction.

"SuFin plays a key role to achieving our *Lakshya* strategic plans, wherein we are focussing on growing new-age businesses and increasing their share in L&T's overall revenue. With its rapid

business growth, SuFin has earned a strong market valuation and is well on track to achieving \$1 billion GMV in FY26”, said Mr D K Sen, Advisor to the L&T Chairman & MD.

Background:

Larsen & Toubro is a USD 30 billion Indian multinational engaged in EPC Projects, Hi-Tech Manufacturing, and Services, operating across multiple geographies. A strong, customer-focussed approach and the constant quest for top-class quality have enabled L&T to attain and sustain leadership in its major lines of business for eight decades.

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