

Portfolio Scanner – May 2019

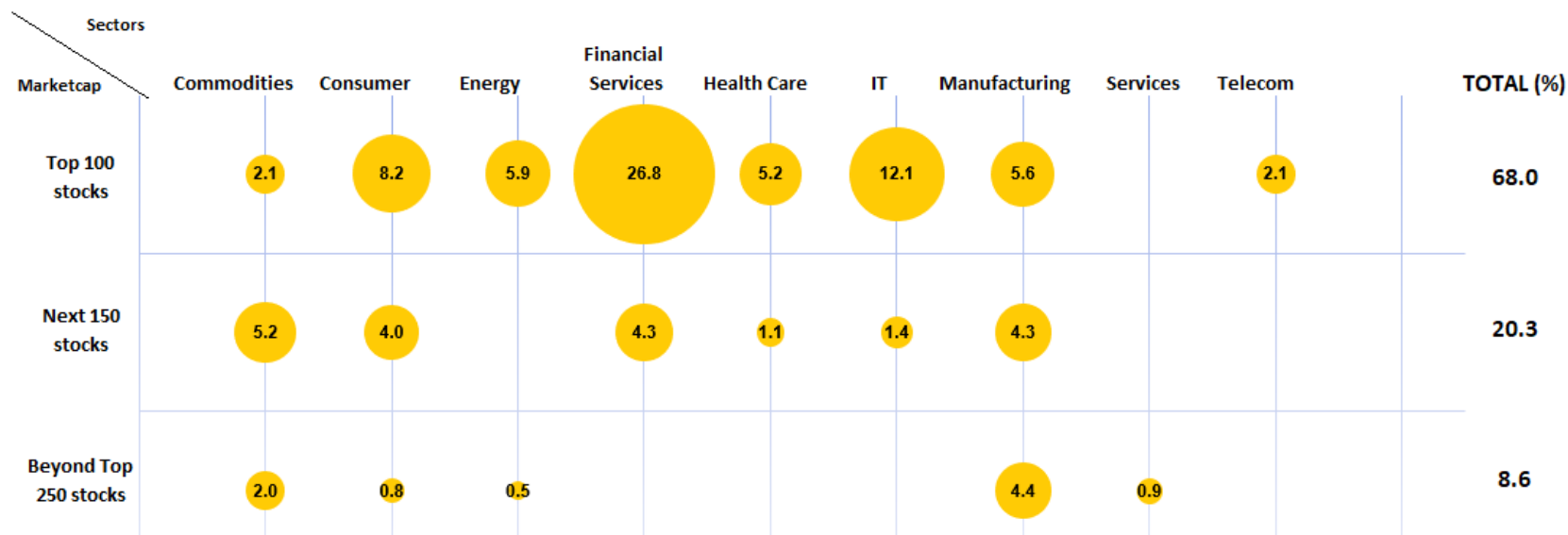
Portfolio Data as on April 30, 2019



Investment Approach & Portfolio Details

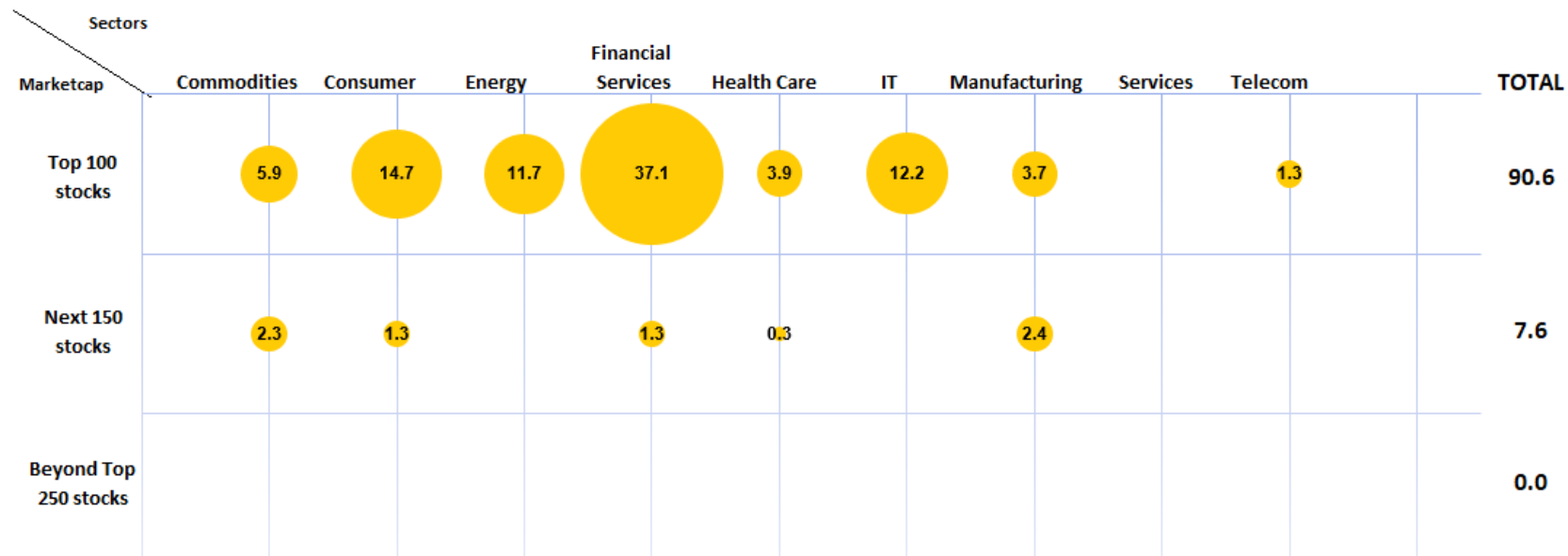
Scheme Name	Stock Picking Approach	Benchmark Index	Top 10 Holdings (%)	Count of Stocks	Debt / Cash (%)
L&T Equity Fund	No bias, go-anywhere strategy	S&P BSE 500 TRI	43.54	62	3.1
L&T India Large Cap Fund	Bottom-up with focus on largecap stocks	S&P BSE 100 TRI	54.75	51	1.86
L&T Large and Midcap Fund	Invest in a mix of large and midcap stocks with portfolio tilt towards midcap.	S&P BSE 200 TRI	44.10	48	1.32
L&T Mid cap Fund	Bottom-up with focus on midcap stocks	Nifty Midcap 100 TRI	23.97	77	8.64
L&T Emerging Businesses Fund	Focus on investing in emerging businesses	S&P BSE Smallcap TRI	20.44	86	10.63
L&T India Value Fund	Bottom-up with a value bias	S&P BSE 200 TRI	43.87	78	1.14
L&T Business Cycles Fund	Cyclical / Defensive stocks based on the business cycle	S&P BSE 200 TRI	39.22	58	1.07
L&T Focused Equity Fund	Invest in 30 high conviction stocks by taking a concentrated position.	Nifty500 TRI	49.74	29	5.63
L&T Infrastructure Fund	Stocks related to, or benefiting from growth in Infrastructure sector	Nifty Infrastructure TRI	47.28	48	5.68
L&T Tax Advantage Fund	Focus on companies with strong balance sheet.	S&P BSE 200 TRI	39.62	61	3.03

Portfolio Positioning: L&T Equity Fund



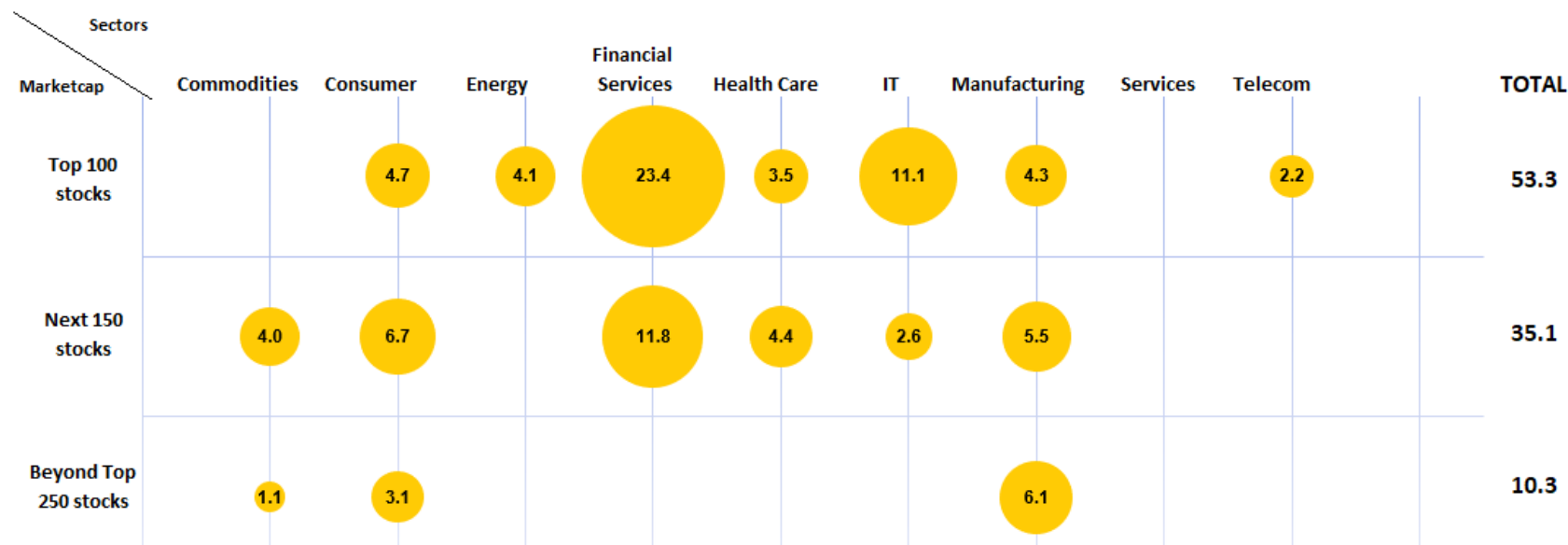
L&T Equity Fund	Weight in Scheme (%)	Weight in benchmark (%)	Current Positioning	Select Stocks
FINANCIAL SERVICES	31.11	32.92	Underweight to index. Selective exposure to Banks, NBFC	ICICI Bank Ltd; Indian Bank; Cholamandalam Investment and Finance Company Ltd; Axis Bank Ltd; IDFC First Bank Ltd
MANUFACTURING	14.27	7.30	Overweight to index. Exposure in Industrial products, Construction project	Larsen & Toubro Ltd; Finolex Cables Ltd; AIA Engineering Ltd; Supreme Industries Ltd; Bharat Electronics Ltd
IT	13.48	11.60	Overweight in select stocks	HCL Technologies Ltd; Oracle Financial Services Software Ltd; Mphasis Ltd; Tata Consultancy Services Ltd; Infosys Ltd
CONSUMER	12.99	19.74	Underweight to index. Selective exposure to Retailing; Consumer Goods; Media & Entertainment; Auto	Future Retail Ltd; Colgate Palmolive (India) Ltd; Sun TV Network Ltd; Future Lifestyle Fashions Ltd; Asian Paints Ltd
COMMODITIES	9.28	7.71	Overweight in Cement; Ferrous Metals, Fertilisers; Paper	The Ramco Cements Ltd; Coromandel International Ltd; Century Textiles & Industries Ltd; Maharashtra Seamless Ltd
ENERGY	6.39	12.23	Underweight to index. Selective exposure.	GAIL India Ltd; Aegis Logistics Ltd; Savita Oil Technologies Ltd; Reliance Industries Ltd
HEALTHCARE	6.34	5.33	Overweight in Select stocks	Sun Pharmaceutical Industries Ltd; Sanofi India Ltd; Lupin Ltd; Dr. Reddy's Laboratories Ltd
TELECOMMUNICATIONS	2.11	1.45	Overweight in Select stocks	Bharti Airtel Ltd
SERVICES	0.93	1.72	Exposure in Select stocks	Future Supply Chain Solutions Ltd; Container Corporation of India Ltd

Portfolio Positioning: L&T India Large Cap Fund



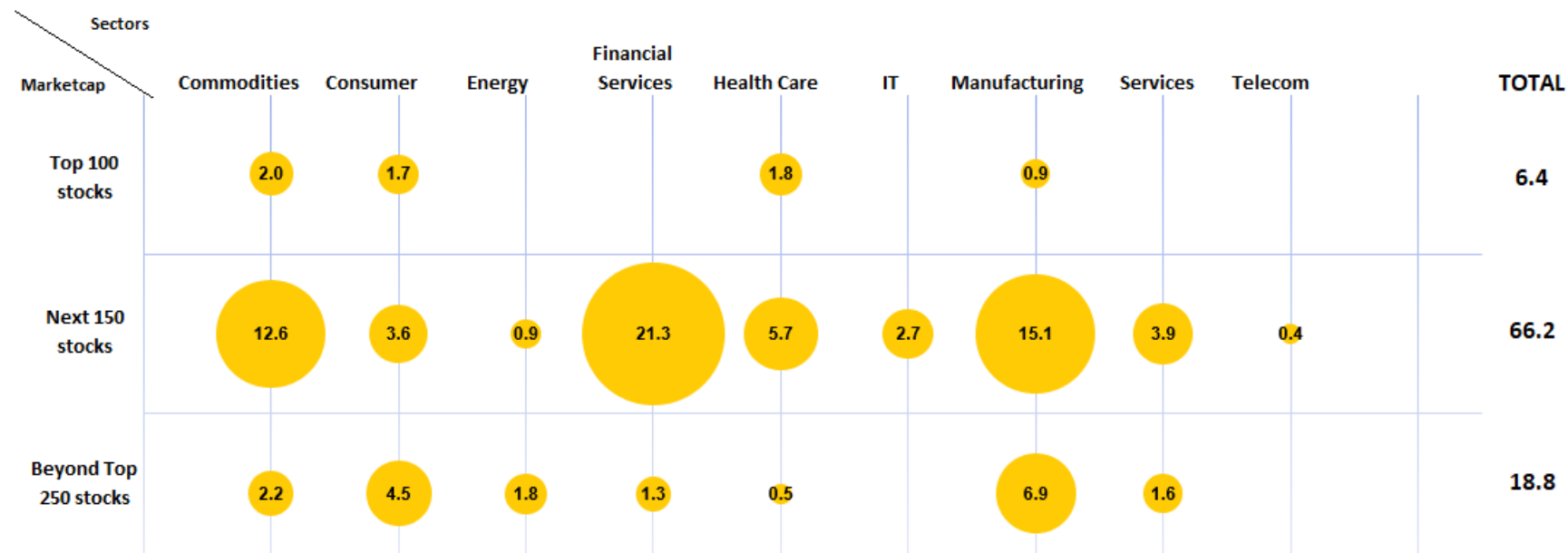
L&T India Large Cap Fund	Weight in Scheme (%)	Weight in Benchmark (%)	Current Positioning	Select Stocks
FINANCIAL SERVICES	38.38	35.32	Overweight to Index. Selective exposure in finance and banks	ICICI Bank Ltd; ICICI Lombard General Insurance Company Ltd; State Bank of India; Axis Bank Ltd; Bajaj Finance Ltd; HDFC Bank Ltd; Kotak Mahindra Bank Ltd;
CONSUMER	16.03	19.31	Underweight Index. Selective exposure in consumer non-durables, auto and retailing	Future Retail Ltd; Berger Paints India Ltd; Titan Company Ltd; Asian Paints Ltd; Trent Ltd; Maruti Suzuki India Ltd
IT	12.15	12.72	Neutral to Index. Selective exposure in software	Tech Mahindra Ltd; HCL Technologies Ltd; Tata Consultancy Services Ltd; Infosys Ltd
ENERGY	11.71	13.67	Underweight to index. Exposure in petroleum and gas	Hindustan Petroleum Corporation Ltd; Reliance Industries Ltd; GAIL India Ltd; Petronet LNG Ltd
COMMODITIES	8.24	6.92	Overweight to index. Exposure in Cement, Ferrous Metals, Non - Ferrous Metals	The Ramco Cements Ltd; Shree Cements Ltd; UPL Ltd; UltraTech Cement Ltd; Ambuja Cements Ltd; Tata Steel Ltd
MANUFACTURING	6.04	5.16	Overweight to index. Exposure to Industrial Capital Goods; Industrial Products; Construction Project	Bharat Electronics Ltd; Godrej Properties Ltd; Larsen & Toubro Ltd; Cummins India Ltd
HEALTHCARE	4.26	4.48	Neutral to Index. Selective exposure	Divi's Laboratories Ltd; Pfizer Ltd; Cipla Ltd; Lupin Ltd; Dr. Reddy's Laboratories Ltd; Sun Pharmaceutical Industries Ltd
TELECOMMUNICATIONS	1.33	1.59	Neutral to Index. Exposure n select stocks	Bharti Airtel Ltd
SERVICES	0.00	0.82	No exposure	--

Portfolio Positioning: L&T Large and MidCap Fund



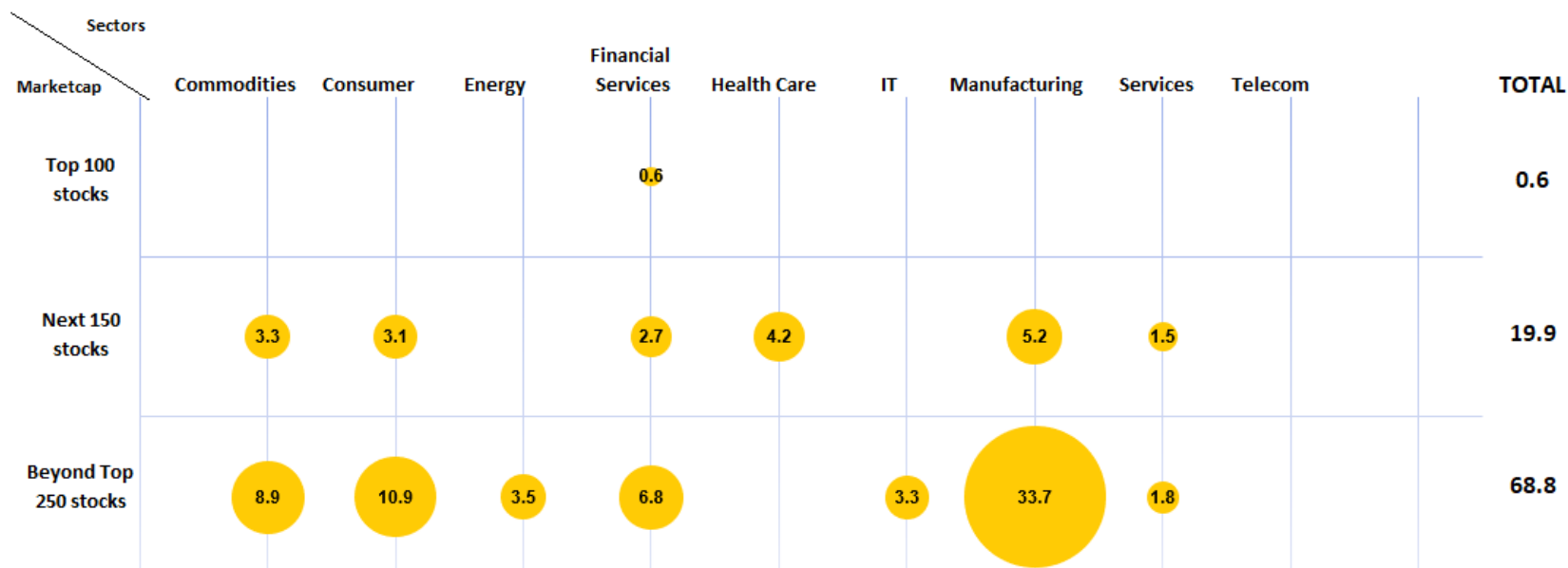
L&T Large and MidCap Fund	Weight in Scheme (%)	Weight in benchmark (%)	Current Positioning	Select Stocks
FINANCIAL SERVICES	35.17	34.97	Exposure to select Banks & Finance Services Stocks	RBL Bank Ltd; Cholamandalam Investment and Finance Company Ltd; Axis Bank Ltd; City Union Bank Ltd; State Bank of India; ICICI Bank Ltd
MANUFACTURING	15.98	5.73	Overweight in Construction Project; Industrial Products; Auto Ancillaries	AIA Engineering Ltd; Finolex Cables Ltd; Larsen & Toubro Ltd; Supreme Industries Ltd; Polycab India Ltd
CONSUMER	14.51	19.50	Underweight to index. Exposure to Consumer Non Durables; Auto; Retailing; Textiles – Cotton	Future Retail Ltd; Emami Ltd; Jubilant Foodworks Ltd; Akzo Nobel India Ltd; Future Lifestyle Fashions Ltd
IT	13.69	12.18	Overweight to index. Exposure to select stocks	MphasiS Ltd; HCL Technologies Ltd; Tata Consultancy Services Ltd; Infosys Ltd
HEALTHCARE	7.91	4.60	Overweight to index. Selective exposure in Pharmaceuticals	Torrent Pharmaceuticals Ltd; Abbott India Ltd; Sun Pharmaceutical Industries Ltd; Lupin Ltd
COMMODITIES	5.11	7.09	Underweight to Index. Selective exposure in Cement; Chemicals	ACC Ltd; Century Textiles & Industries Ltd; The India Cements Ltd
ENERGY	4.14	13.13	Underweight to index. Exposure to select stocks	Reliance Industries Ltd
TELECOMMUNICATIONS	2.17	1.49	Overweight in services and equipment	Bharti Airtel Ltd
SERVICES	0.00	1.32	No exposure	--

Portfolio Positioning: L&T Mid cap Fund



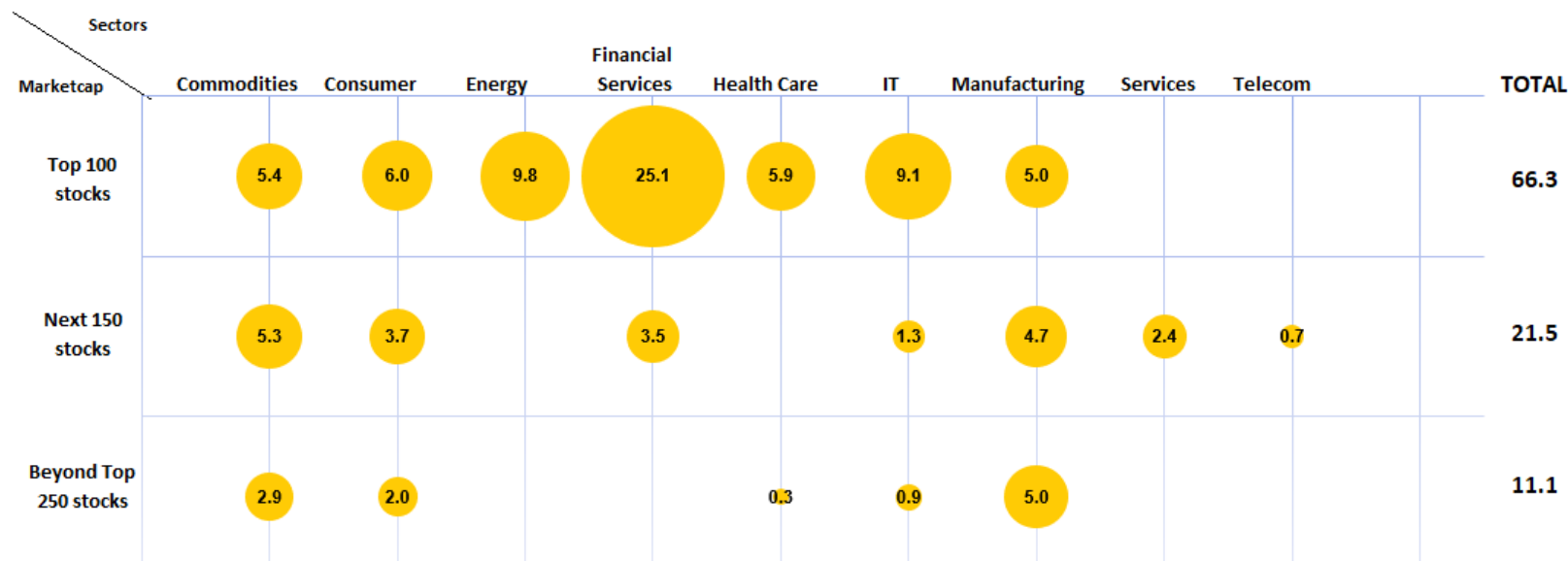
L&T Mid Cap Fund	Weight in Scheme (%)	Weight in benchmark (%)	Current Positioning	Select Stocks
MANUFACTURING	22.83	14.10	Overweight to benchmark. Exposure to Industrial Products; Construction; Auto Ancillaries; Construction Project	Kajaria Ceramics Ltd; AIA Engineering Ltd; Godrej Properties Ltd; Supreme Industries Ltd; Thermax Ltd
FINANCIAL SERVICES	22.56	31.86	Underweight to benchmark. Exposure to Select Stocks in Banks & Financial Services.	City Union Bank Ltd; Sundaram Finance Ltd; Bharat Financial Inclusion Ltd; ICICI Securities Ltd; Indian Bank
COMMODITIES	16.80	6.51	Overweight in cement, fertiliser and non-ferrous metals	ACC Ltd; Shree Cements Ltd; Aarti Industries Ltd; Century Textiles & Industries Ltd; Bayer Cropscience Ltd; Ratnamani Metals & Tubes Ltd; The Ramco Cements Ltd
CONSUMER	9.78	19.97	Underweight to benchmark. Exposure in Consumer Non Durables; Retailing; Textile Products	Emami Ltd; Future Lifestyle Fashions Ltd; Godfrey Phillips India Ltd; Welspun India Ltd; Berger Paints India Ltd
HEALTHCARE	7.99	8.77	Neutral to Index.	Divi's Laboratories Ltd; Abbott India Ltd; Eris Lifesciences Ltd; Max India Ltd; Torrent Pharmaceuticals Ltd
SERVICES	5.50	2.12	Overweight in transportation, hotels, resorts and others	EIH Ltd; Gujarat Pipavav Port Ltd; Blue Dart Express Ltd; The Indian Hotels Company Ltd
ENERGY	2.74	9.03	Underweight to index.	Aegis Logistics Ltd; Mahanagar Gas Ltd; Castrol India Ltd
IT	2.74	7.11	Underweight to index. Exposure to petroleum products	MindTree Ltd; Mphasis Ltd
TELECOMMUNICATIONS	0.42	0.53	Select exposure	Sterlite Technologies Ltd

Portfolio Positioning: L&T Emerging Business Fund



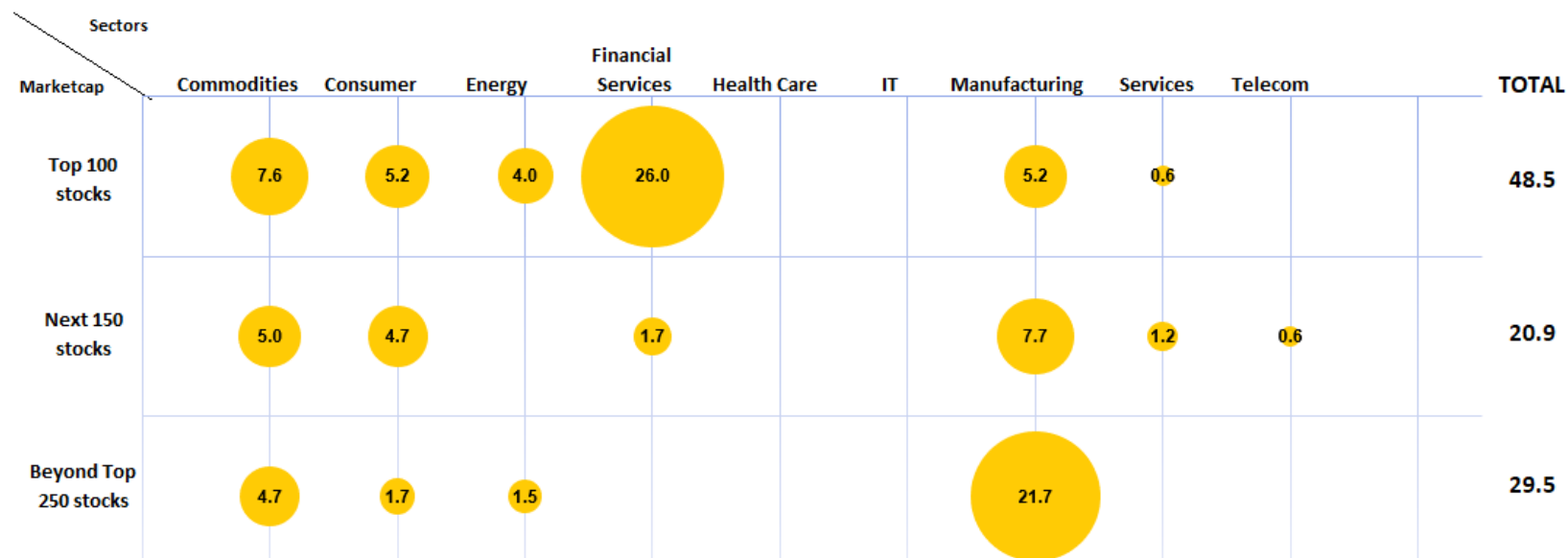
L&T Emerging Business Fund	Weight in Scheme (%)	Weight in benchmark (%)	Current Positioning	Select Stocks
MANUFACTURING	38.88	24.72	Overweight through Industrial Products; Auto Ancillaries; Industrial Capital Goods	Grindwell Norton Ltd; BEML Ltd; Tube Investment of India Ltd; Isgec Heavy Engineering Ltd; Supreme Industries Ltd
CONSUMER	13.91	21.06	Select Exposure In Retailing; Textile Products; Consumer Durables; Consumer Non Durables	K.P.R. Mill Ltd; Future Retail Ltd; Future Lifestyle; Fashions Ltd; Welspun India Ltd; Shoppers Stop Ltd
COMMODITIES	12.25	14.60	Underweight to Index. Exposure In	The Ramco Cements Ltd; Sharda Cropchem Ltd; Maharashtra Seamless Ltd; Prism Johnson Ltd; Emami Paper Ltd
FINANCIAL SERVICES	10.12	12.24	Underweight to Index. Select Exposure	CARE Ratings Ltd; DCB Bank Ltd; Syndicate Bank; Indian Bank; Central Depository Services (India) Ltd; Rane Holdings Ltd
HEALTHCARE	4.20	8.56	Underweight to Index. Select Exposure	Sanofi India Ltd; Abbott India Ltd; IPCA Laboratories Ltd
ENERGY	3.51	3.98	Neutral to Index. Select Exposure to Gas	Mahanagar Gas Ltd; Savita Oil Technologies Ltd; Aegis Logistics Ltd
IT	3.26	8.00	Underweight to Index. Exposure to Hotels, Transportation; Services	Persistent Systems Ltd; Sonata Software Ltd
SERVICES	3.24	5.01	Underweight to index. Exposure to Software	Future Supply Chain Solutions Ltd; EIH Ltd
TELECOMMUNICATIONS	0.00	1.01	No Exposure	Navkar Corporation Ltd

Portfolio Positioning: L&T India Value Fund



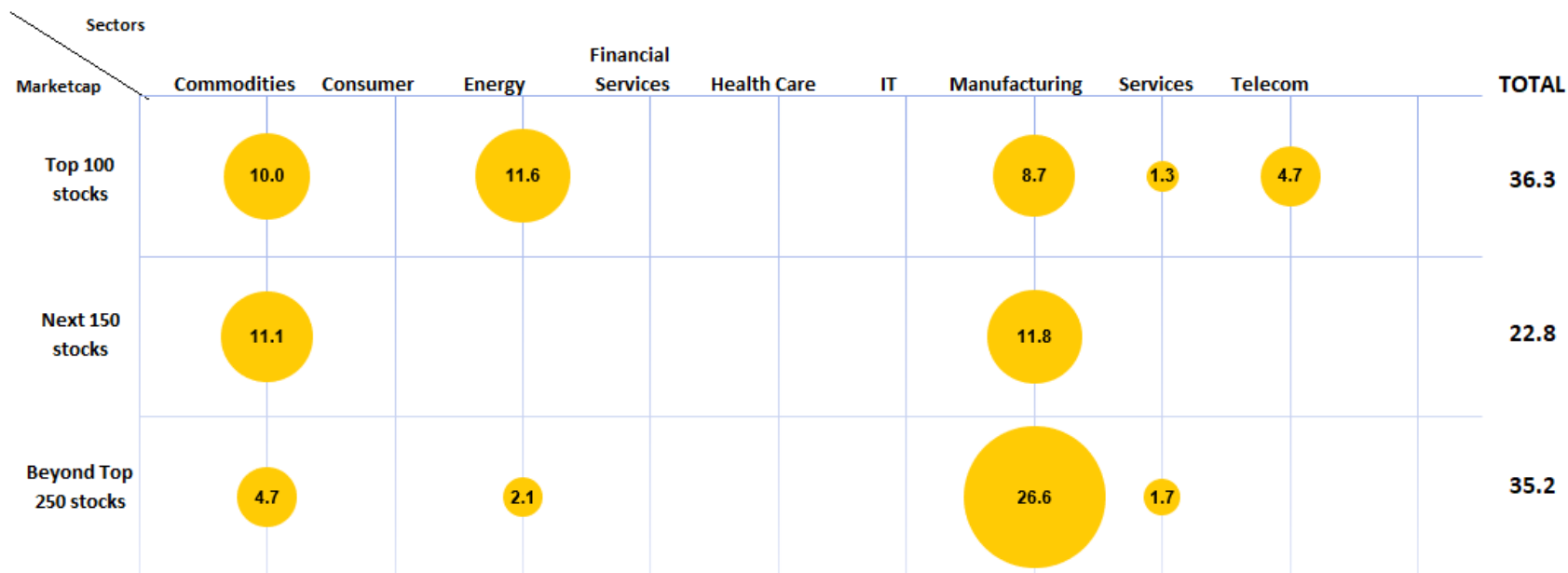
L&T India Value Fund	Weight in Scheme (%)	Weight in benchmark (%)	Current Positioning	Select Stocks
FINANCIAL SERVICES	28.55	34.97	Select Exposure In Banks; Finance	ICICI Bank Ltd; State Bank of India; Axis Bank Ltd; Bajaj Finserv Ltd; Muthoot Finance Ltd; City Union Bank Ltd; IndusInd Bank Ltd; HDFC Bank
MANUFACTURING	14.76	5.73	Overweight In Construction Project; Industrial Capital Goods; Industrial Products	Oberoi Realty Ltd; MRF Ltd; Larsen & Toubro Ltd; Graphite India Ltd; Sobha Developers Ltd; Balkrishna Industries Ltd; Prestige Estates Projects Ltd
COMMODITIES	13.53	7.09	Overweight In Cement; Fertilisers; Chemicals; Pesticides; Ferrous Metals; Non - Ferrous Metals	The Ramco Cements Ltd; Coromandel International Ltd; Aarti Industries Ltd; UPL Ltd; Ambuja Cements Ltd; Grasim Industries Ltd
CONSUMER	11.72	19.50	Underweight to Index. Exposure In Retailing; Auto; Consumer Non Durables; Auto	Future Retail Ltd; Future Lifestyle Fashions Ltd; Sun TV Network Ltd; Emami Ltd; Mahindra & Mahindra Ltd; K.P.R. Mill Ltd
IT	11.27	12.18	Select Exposure In Software	Tech Mahindra Ltd; MindTree Ltd; Persistent Systems Ltd; Infosys Ltd; HCL Technologies Ltd
ENERGY	9.82	13.13	Underweight to Index.	GAIL India Ltd; Hindustan Petroleum Corporation Ltd; Petronet LNG Ltd; Reliance Industries Ltd
HEALTHCARE	6.17	4.60	Overweight In Select Stocks Of Pharmaceuticals	Divi's Laboratories Ltd; Cipla Ltd; Lupin Ltd; Dishman Carbogen Amcis Ltd; Sun Pharmaceutical Industries Ltd
SERVICES	2.39	1.32	Select exposure in Hotels	The Indian Hotels Company Ltd; EIH Ltd
TELECOMMUNICATIONS	0.65	1.49	Exposure In Telecom - Equipment & Accessories	Sterlite Technologies Ltd

Portfolio Positioning: L&T Business Cycles Fund



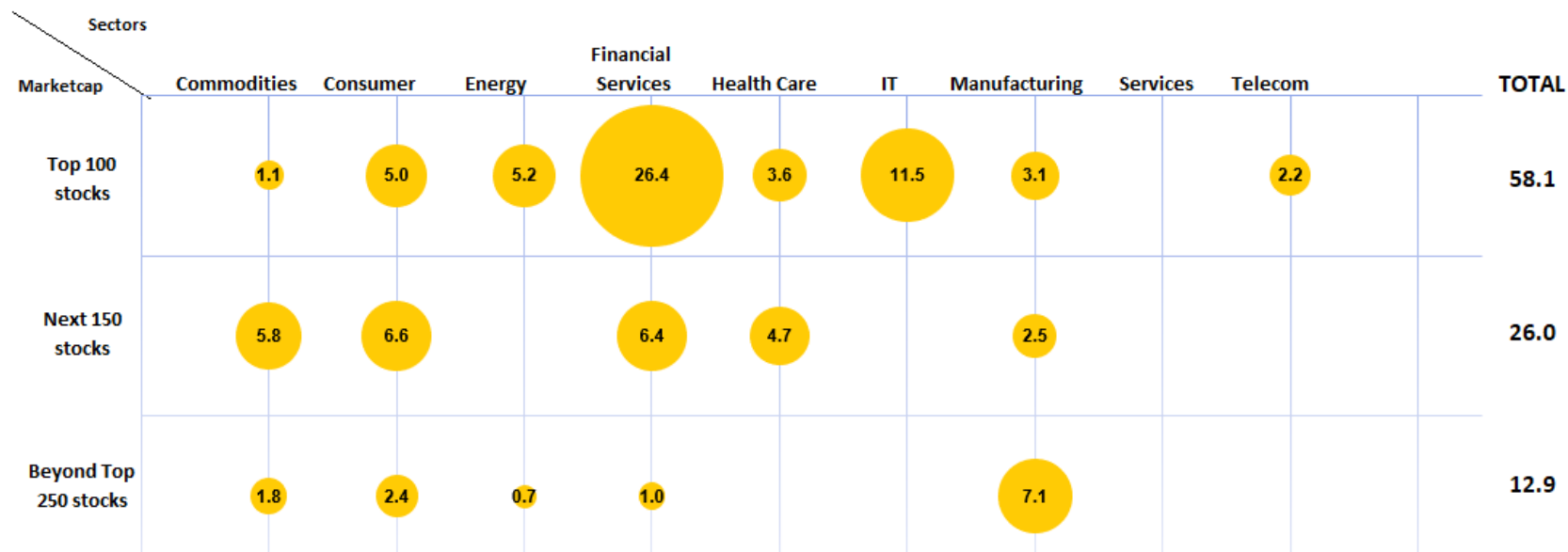
L&T Business Cycles Fund	Weight in Scheme (%)	Weight in benchmark (%)	Current Positioning	Select Stocks
MANUFACTURING	34.54	5.73	Overweight to Index.	KNR Constructions Ltd; Finolex Cables Ltd; Engineers India Ltd; Sobha Developers Ltd; Indian Hume Pipe Company Ltd; Larsen & Toubro Ltd;
FINANCIAL SERVICES	27.76	34.97	Selective Exposure In Banks And Finance.	Bajaj Finserv Ltd; Cholamandalam Investment and Finance Company Ltd; State Bank of India; ICICI Bank Ltd; Axis Bank Ltd
COMMODITIES	17.35	7.09	Overweight In Cement, Ferrous Metals, Feltizer, Chemicals	The Ramco Cements Ltd; Ratnamani Metals & Tubes Ltd; UltraTech Cement Ltd; Shree Cements Ltd; Deepak Nitrite Ltd
CONSUMER	11.52	19.50	Underweight To Index. Select Exposure To Consumer Durables; Retailing; Auto	Future Retail Ltd; Titan Company Ltd; Trent Ltd; Blue Star Ltd; Johnson Controls - Hitachi Air Conditioning India Ltd
ENERGY	5.44	13.13	Underweight To Index, Exposure To Gas; Petroleum Products	Aegis Logistics Ltd; Reliance Industries Ltd
SERVICES	1.76	1.32	Selective Exposure In Transportation, Hotels, Resorts And Other Services.	EIH Ltd; Adani Ports and Special Economic Zone Ltd; Container Corporation of India Ltd
TELECOMMUNICATIONS	0.56	1.49	Selective Exposure In Telecom Equipment.	Sterlite Technologies Ltd
HEALTHCARE	0.00	4.60	No Exposure	--
IT	0.00	12.18	No Exposure	--

Portfolio Positioning: L&T Infrastructure Fund



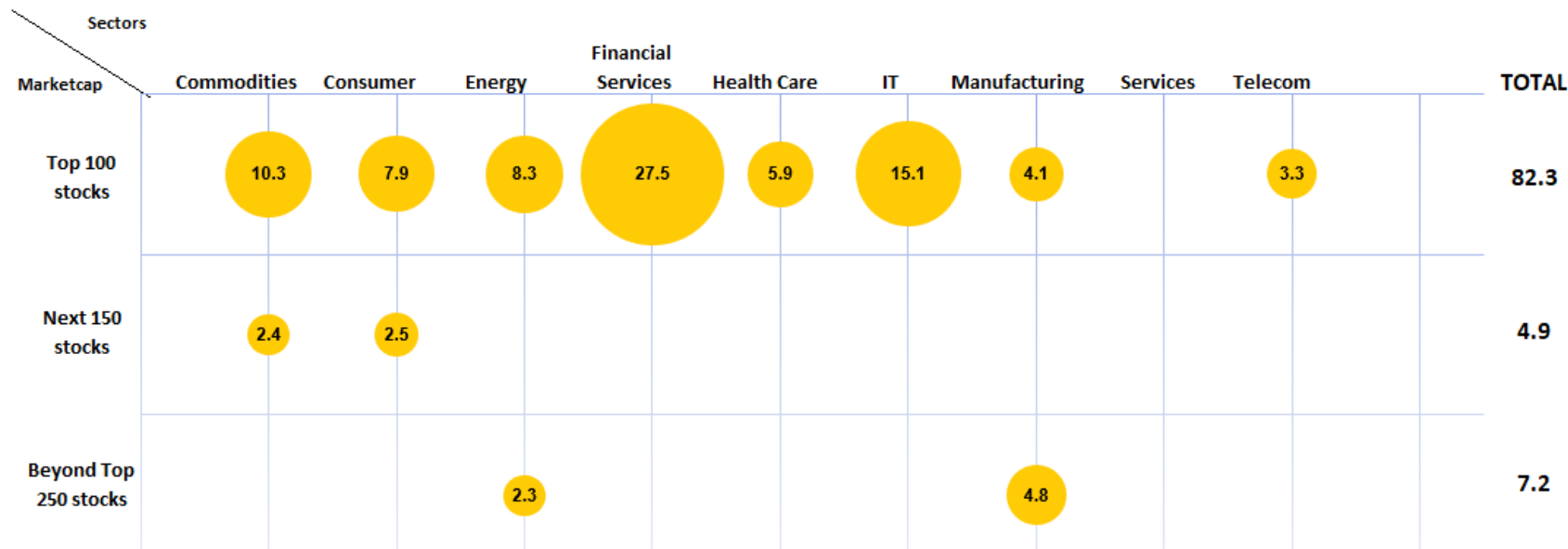
L&T Infrastructure Fund	Weight in Scheme (%)	Weight in benchmark (%)	Current Positioning	Select Stocks
MANUFACTURING	47.09	41.69	Overweight to index. Exposure To Industrial Products; Industrial Capital Goods; Construction Project	AIA Engineering Ltd; Orient Refractories Ltd; Bharat Electronics Ltd; BEML Ltd; Carborundum Universal Ltd
COMMODITIES	25.76	0.00	Overweight To Index Through Cement; Ferrous Metals.	The Ramco Cements Ltd; Grasim Industries Ltd; Century Textiles & Industries Ltd; ACC Ltd; Maharashtra Seamless Ltd
ENERGY	13.72	27.44	Underweight To Index. Select Exposure To Petroleum Products And Gas.	Reliance Industries Ltd; Hindustan Petroleum Corporation Ltd; GAIL India Ltd; Mahanagar Gas Ltd; Aegis Logistics Ltd
TELECOMMUNICATIONS	4.74	18.30	Select Exposure	Bharti Airtel Ltd
SERVICES	3.01	12.57	Underweight to Index. Exposure To Transportation.	Future Supply Chain Solutions Ltd; Container Corporation of India Ltd
CONSUMER	0.00	0.00	No Exposure	--
FINANCIAL SERVICES	0.00	0.00	No Exposure	--
HEALTHCARE	0.00	0.00	No Exposure	--
IT	0.00	0.00	No Exposure	--

Portfolio Positioning: L&T Tax Advantage Fund



L&T Tax Advantage Fund	Weight in Scheme (%)	Weight in benchmark (%)	Current Positioning	Select Stocks
FINANCIAL SERVICES	33.76	34.97	Underweight to Index. Exposure In Banks; Finance	RBL Bank Ltd; ICICI Bank Ltd; Cholamandalam Investment and Finance Company Ltd; City Union Bank Ltd
CONSUMER	13.98	19.50	Underweight to index. Select Exposure in Retailing; Textile Products; Consumer Non Durables	Future Retail Ltd; K.P.R. Mill Ltd; Trent Ltd; Sun TV Network Ltd; Future Lifestyle Fashions Ltd
MANUFACTURING	12.65	5.73	Overweight In Industrial Products; Construction Project; Auto Ancillaries; Industrial Capital Goods	Graphite India Ltd; Engineers India Ltd; Tube Investment of India Ltd; Bharat Electronics Ltd; Finolex Cables Ltd
IT	11.46	12.18	Underweight to index. Selective Exposure In Software	HCL Technologies Ltd; Oracle Financial Services Software Ltd; Tata Consultancy Services Ltd; Infosys Ltd
COMMODITIES	8.68	7.09	Overweight In Cement; Ferrous Metals; Chemicals	The Ramco Cements Ltd; ACC Ltd; Century Textiles & Industries Ltd; Ambuja Cements Ltd; Emami Paper Ltd
HEALTHCARE	8.29	4.60	Overweight in Healthcare Services	IPCA Laboratories Ltd; Sun Pharmaceutical Industries Ltd; Sanofi India Ltd; Abbott India Ltd; Lupin Ltd; Alkem Laboratories Ltd
ENERGY	5.94	13.13	Underweight to index.	Aegis Logistics Ltd; GAIL India Ltd; Reliance Industries Ltd
TELECOMMUNICATIONS	2.21	1.49	Overweight In Select Stocks	Bharti Airtel Ltd; Sterlite Technologies Ltd
SERVICES	0.00	1.32	No Exposure	--

Portfolio Positioning: L&T Focused Equity Fund



L&T Focused Equity Fund	Weight in Scheme (%)	Weight in benchmark (%)	Current Positioning	Select Stocks
FINANCIAL SERVICES	27.52	33.57	Underweight to Index. Exposure In Banks; Finance	SBI Life Insurance Company Ltd; ICICI Bank Ltd; State Bank of India; Axis Bank Ltd
IT	15.05	11.50	Overweight in Select Stocks	HCL Technologies Ltd; Tata Consultancy Services Ltd; Tech Mahindra Ltd; Infosys Ltd
COMMODITIES	12.64	7.50	Overweight to Index. Exposure to cement, metals, chemicals, pesticide	Grasim Industries Ltd; Aarti Industries Ltd; UPL Ltd; Ambuja Cements Ltd; Tata Steel Ltd
ENERGY	10.62	12.69	Underweight to Index.	Mahanagar Gas Ltd; Hindustan Petroleum Corporation Ltd; Reliance Industries Ltd
CONSUMER	10.46	19.21	Underweight to index. Select exposure to Consumer Non-Durable; Retailing	Future Retail Ltd; Colgate Palmolive (India) Ltd; Asian Paints Ltd; Hindustan Unilever Ltd
MANUFACTURING	8.90	7.41	Neutral to Index. Selective Exposure	Engineers India Ltd; Polycab India Ltd
HEALTHCARE	5.85	5.02	Neutral to Index. Exposure In Select Stocks	Sun Pharmaceutical Inds Ltd; Dr. Reddy's Laboratories Ltd
TELECOMMUNICATIONS	3.33	1.37	Overweight In Select Stocks	Bharti Airtel Ltd
SERVICES	0.00	1.72	No exposure	--

Disclaimers

This document is for general information only and does not have regard to specific investment objectives, financial situation and the particular needs of any specific person who may receive this information. The data/information used/disclosed in this document is only for information purposes and not guaranteeing / indicating any returns. Investments in mutual funds and secondary markets inherently involve risks and recipient should consult their legal, tax and financial advisors before investing. Recipient of this presentation should understand that statements made herein regarding future prospects may not be realized. Recipient of this document should understand that any reference to the securities/ sectors/ schemes / indices in the document is only for illustration purpose.

The value of investments and any income from them can go down as well as up. The securities indicated in the presentation may or may not form a part of the portfolio of the Scheme as on the date of presentation. The distribution of this document in certain jurisdictions may be restricted or totally prohibited and accordingly, persons who come into possession of this presentation are required to inform themselves about, and to observe, any such restrictions. The portfolio information indicated is the current portfolio and may be changed at the discretion of the fund manager. The inclusion of any security in the portfolio should not be construed as a recommendation to buy such securities.

Sectors shown in bubble graph and the comparison are based on AMFI Macro Economic Sector.

CL06271

Risk Factors: Mutual Fund investments are subject to market risks, read all scheme related documents carefully.

Riskometers

***L&T Equity Fund** - An open-ended equity scheme investing across largecap, midcap and smallcap stocks:

- Long term capital growth • Investment predominantly in equity and equity-related securities

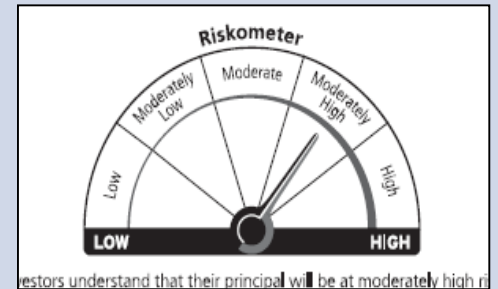
***L&T Large and Midcap Fund** - An open-ended equity scheme investing in both largecap and midcap stocks: • Long term capital growth • Investment predominantly in equity and equity-related securities, with minimum allocation of atleast 35% each to large cap and midcap companies

***L&T India Large Cap Fund** - An open-ended equity scheme predominantly investing in large cap stocks: • Long term capital appreciation • Investment in equity and equity related securities, including equity derivatives in the Indian markets and foreign securities; with predominant investments in large cap stocks

***L&T India Value Fund** - An open-ended equity scheme following a value investment strategy: • Long term capital appreciation • Investment predominantly in equity and equity-related securities in Indian markets and foreign securities, with higher focus on undervalued securities

***L&T Tax Advantage Fund** - An open ended equity linked saving scheme with a statutory lock in of 3 years and tax benefit: • Long term capital growth • Investment predominantly in equity and equity-related securities

***L&T Focused Equity Fund** - An open ended equity scheme investing in maximum 30 stocks in large, mid and smallcap companies: • Long term capital appreciation • Investment in a concentrated portfolio of equity and equity related instruments of maximum 30 stocks.

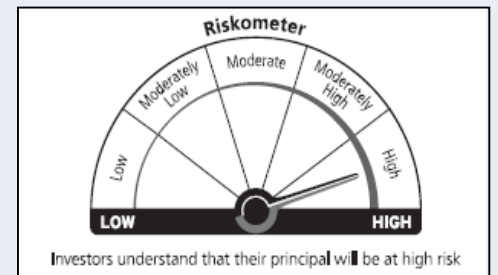


***L&T Business Cycles Fund** - An open-ended equity scheme: • Long term capital appreciation • Investment predominantly in equity and equity-related securities, including equity derivatives in Indian markets with focus on riding business cycles through dynamic allocation between various sectors and stocks at different stages of business cycles in the economy.

***L&T Infrastructure Fund** - An open-ended equity scheme investing in infrastructure sector: • Long term capital appreciation • Investment predominantly in equity and equity-related instruments of companies in the infrastructure sector

***L&T Midcap Fund** - An open ended equity scheme predominantly investing in mid cap stocks: • Long term capital appreciation • Investment primarily in midcap equity and equity-related securities

***L&T Emerging Businesses Fund** - An open-ended equity scheme predominantly investing in small cap stocks: • Long term capital appreciation • Investment predominantly in equity and equity-related securities, including equity derivatives in Indian markets with Select theme focus being emerging companies (small cap stocks); and foreign securities



*Investors should consult their financial advisers if in doubt about whether the product is suitable for them.