



L&T Press Release

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Group Performance for the year ended March 31, 2019

Order Inflows grow by 16%

Revenues grow by 18%

PAT grows by 21%

Mumbai, May 10, 2019: Larsen & Toubro recorded Consolidated Gross Revenue of ₹ 141,007 crore for the year ended March 31, 2019, achieving a robust y-o-y growth of 18%. The International revenue during the year at ₹ 45,109 crore constituted 32% of the total revenue.

The Consolidated Gross Revenue in the quarter January to March 2019 at ₹ 44,934 crore recorded an increase of 10% on y-o-y basis.

Consolidated Profit After Tax (PAT) for the year ended March 31, 2019 at ₹ 8,905 crore registered strong growth of 21% y-o-y. The overall PAT for the quarter January to March 2019 grew to ₹ 3,418 crore from ₹ 3,167 crore for the corresponding quarter of the previous year.

The Board of Directors has recommended for the approval of shareholders, a dividend of ₹ 18 per equity share.

The Company successfully won new orders worth ₹ 176,834 crore at the group level during the year ended March 31, 2019 registering a growth of 16% over the previous year. The International orders during the year at ₹ 46,805 crore constituted 26% of the total order inflow. Order wins in Infrastructure and Hydrocarbon segments were the major contributors to the order inflow during the year.

The order intake for the quarter ended March 31, 2019 at ₹ 56,538 crore grew by 14% y-o-y. International order inflow during the quarter at ₹ 17,680 crore constituted 31% of the order inflow for the quarter.

Consolidated Order Book of the group stood at ₹ 293,427 crore as at March 31, 2019, with international Order Book constituting 22% of the total Order Book.

Infrastructure Segment

Infrastructure segment includes Metallurgical and Material Handling (MMH) business, which was reported under “Other” segment last year. Accordingly, previous year figures have been regrouped where necessary.

Infrastructure segment secured fresh orders of ₹ 95,743 crore, during the year ended March 31, 2019, registering a modest growth of 3%. The order intake reflects pick up of investment by private sector mainly in airport and health segments, though Government capex still continues to be a major investment driver. Order wins were mainly witnessed in airports, water & irrigation systems and metro rail networks. International orders at ₹ 14,846 crore constituted 16% of the total order inflow of the segment during the year.

During the quarter January-March 2019, the Segment recorded order inflow of ₹ 31,033 crore registering a decline of 8% over the corresponding quarter of the previous year. The quarter witnessed delays in order awards of select prospects mainly in Transportation Infrastructure, Heavy Civil Infrastructure and Metallurgical and Material Handling business.

The Order Book of the Segment stood at ₹ 221,850 crore as at March 31, 2019.

Infrastructure Segment recorded Customer Revenue of ₹ 72,418 crore for the year ended March 31, 2019 leading to a y-o-y growth of 16%. Growth was contributed by good execution progress across business verticals of the segment. International revenue constituted 26% of the total customer revenue of the segment during the year. The execution pace of existing projects peaked in the quarter January to March 2019 with the Customer Revenue at ₹ 26,854 crore translating to a y-o-y growth of 12%.

The EBITDA margin of the segment during the year ended March 31, 2019 was lower at 8.5% compared to previous year 9.8%, with cost pressures encountered in a few projects and cost provisions pending client approval of additional claims in some projects.

Power Segment

The segment witnessed a spurt in Flue Gas Desulphurisation ordering during the year as a result of the mandate by the Government on stricter emission control norms for existing power plants. Power Segment secured orders of ₹ 2,919 crore for the year ended March 31, 2019 higher by 21% y-o-y, with international orders constituting 16% of the total order inflow. The segment received orders worth ₹ 272 crore for the quarter ended March 31, 2019.

The Order Book of the Segment stood at ₹ 7078 crore as at March 31, 2019 recording a y-o-y decline of 24%, reflecting subdued order pipeline in the segment.

Power Segment recorded customer revenue of ₹ 3,972 crore during the year ended March 31, 2019, registering a y-o-y decrease of 36% on declining order book. International revenue constituted 35% of the total customer revenue of the segment during the year. For the quarter January-March 2019, the Customer Revenue was at ₹ 927 crore, recording y-o-y decline of 38%.

The segment EBITDA margin for the year ended March 31, 2019 was at 4.5%, higher compared to 3.4% recorded in previous year reflecting higher margins on international projects under execution.

Heavy Engineering Segment

Heavy Engineering segment includes supply of engineered-to-order custom designed, critical equipment & piping and systems to core sector industries like Fertiliser, Refinery, Petrochemical, Chemical, Oil & Gas and Thermal & Nuclear Power. Defence and Aerospace which was part of Heavy Engineering segment until last year is reported as a separate segment from the current financial year. Accordingly, previous year figures have been regrouped wherever necessary.

Heavy Engineering Segment secured fresh orders valued ₹ 4,049 crore during the year ended March 31, 2019 substantially higher by 78% y-o-y supported by increased demand for clean fuel to comply with EUR6/BS-VI and Marine Pollution norms (MARPOL). International orders constituted 67% of the total order inflow of the segment during the year, with orders mainly from countries like Netherlands, USA and the UK. During the quarter January-March 2019, the Segment recorded order inflow of ₹ 791 crore.

The Order Book of the Segment increased by 61% y-o-y and stood at ₹ 4,760 crore as at March 31, 2019.

The Segment recorded Customer Revenue of ₹ 2,174 crore registering a y-o-y growth of 56% over the previous year, with execution momentum in oil and gas projects. International sales constituted 54% of the total customer revenue of the segment. The Customer Revenue during the quarter January-March 2019 stood at ₹ 771 crore recording a y-o-y growth of 58%.

The EBITDA margin of the segment increased to 24.5% for the year ended March 31, 2019 vis-à-vis the margin of 21.1% in the previous year reflecting the stage of execution of the projects in the order book portfolio and increased other income.

Defence Engineering Segment

Defence Engineering segment comprises Defence and Aerospace business (part of Heavy Engineering Segment till end FY 2017-18) & Shipbuilding business (part of

“Others” segment till end FY 2017-18). Accordingly, previous year figures have been regrouped wherever necessary.

The segment received orders of ₹ 3,016 crore during the year ended March 31, 2019, even in the face of challenges being faced by the Government in converging the various policy initiatives to increase participation of domestic players in defence procurement. International orders constituted 17% of the total order inflow of the segment during the year. During the quarter January-March 2019, the Segment recorded order inflow of ₹ 1,170 crore.

The Order Book of the Segment stood at ₹ 11,532 crore as on March 31, 2019.

Defence Engineering Segment recorded customer revenue of ₹ 3,752 crore registering a y-o-y growth of 17% over the previous year led by pick up in execution of a large value MoD order. International Revenue constituted 9% of the total customer revenue of the segment. The customer revenue during the quarter January-March 2019 stood at ₹ 1090 crore recording a y-o-y growth of 15%.

The EBITDA margin of the segment was at 16.2% for the year ended March 31, 2019 vis-à-vis 8.2% during previous year with favourable job mix.

Electrical & Automation (E&A) Segment

E&A Segment recorded Customer Revenue of ₹ 5,787 crore during the year ended March 31, 2019, registering a growth of 11% y-o-y, mainly contributed by Electrical Standard Product business and Metering & Protection Systems businesses. International Revenue constituted 27% of the total customer revenue of the segment for the year ended March 31, 2019. The Customer Revenue during the quarter January-March 2019 stood at ₹ 1,630 crore recording a y-o-y growth of 5%.

The EBITDA Margin of the E&A Segment was at 17.5% for the year vis-à-vis 16.0% during previous year, strengthened by operational efficiencies and profitable sales mix.

The Order Book of the E&A segment stood at ₹ 2,647 crore as on March 31, 2019 registering a decline of 13% over previous year.

Hydrocarbon Segment

Hydrocarbon Segment secured orders valued ₹ 27,871 crore during the year ended March 31, 2019, a substantial increase of 76% compared to previous year. International order inflow constituted 45% of the total order inflow of the segment. The order inflow for the quarter January-March 2019 stood at ₹ 12,568 crore.

The Order Book of the Segment stood at ₹ 39,717 crore as at March 31, 2019, registering a y-o-y growth of 49%.

Hydrocarbon Segment recorded Customer Revenue of ₹ 15,132 crore during the year ended March 31, 2019, registering a y-o-y growth of 29% over the previous year, with strong order book and good execution in key projects in domestic and middle-east region. International Revenue constituted 53% of the total customer revenue of the segment for the year ended March 31, 2019. The Customer Revenue during the quarter January-March 2019 stood at ₹ 4,316 crore recording a y-o-y growth of 22%.

The segment recorded improvement in the EBITDA Margin to 8.8% for the year ended March 31, 2019 vis-a-vis 7.7% in the previous year.

IT & Technology Services (IT&TS) Segment

IT & Technology Services Segment achieved Customer Revenue of ₹ 14,371 crore during the year ended March 31, 2019, registering y-o-y growth of 28%. International sales constituted 92% of the total customer revenue of the segment for the year ended March 31, 2019. The Customer Revenue during the quarter January-March 2019 stood at ₹ 3,773 crore recording a y-o-y growth of 23%. An array of business verticals have contributed to the strong growth (BFS, CPG, retail & pharma and Hi-Tech, media & entertainment in L&T Infotech group and Transportation, Medical devices and Process industry verticals in L&T Technology Services group).

The EBITDA Margin for IT&TS Segment improved to 23.2% for the year ended March 31, 2019 vis-à-vis 21.4% for the previous year driven by operational efficiencies.

Financial Services Segment

Financial Services Segment recorded Customer Revenue of ₹ 12,638 crore during the year ended March 31, 2019, registering a y-o-y growth of 26%, driven by growth in loan assets and disbursement in the focus areas of rural finance and housing finance.

The Loan Book grew from ₹ 85,354 crore to ₹ 99,121 crore registering a noteworthy growth of 16% in a volatile liquidity environment. Robust Net Interest Margins and Fee Income and control on credit costs have led to delivery of top-quartile Return on Equity for this business.

The business transitioned to Ind AS with effect from 1st April, 2018 and has adopted robust governance norms on asset provisioning.

Developmental Projects Segment

Developmental Projects Segment registered Customer Revenue of ₹ 5,068 crore during the year ended March 31, 2019, recording 18% increase over the previous year with partial commissioning of the Company's metro rail concession in Hyderabad, being implemented through a subsidiary and divestment of container port at Kattupalli near Chennai.

The EBITDA Margin of the Developmental Projects Segment for the year ended March 31, 2019 improved to 10.3% vis-à-vis 6.3% earned during the previous year. The improvement is largely on account of gain on divestment of container port at Kattupalli.

“Others” Segment

“Others” segment comprises Realty, Construction & Mining Machinery, Industrial Machinery & Products and Valves businesses.

Customer Revenue of “Others” Segment during the year ended March 31, 2019 at ₹ 5,696 crore registered a growth of 33% over previous year, mainly driven by sale of a commercial property and surge in revenue on adoption of Ind AS 115 in Realty business. International sales constituted 8% of the total customer revenue of the segment.

During the year ended March 31, 2019, the segment EBITDA margin stood at 28.6% as compared to margin of 30.6% in the previous year, since a larger asset was monetised in Realty business.

Outlook

The year gone by saw domestic markets, largely recovering from transitory disruptions of Demonetisation, GST and RERA, experience its share of upheavals with volatile crude oil prices, currency depreciation, evolving new trade equations and a sharp contraction in liquidity. The company has done well to deliver on its targeted outcome for the year gone by, braving the above headwinds.

With India undergoing the biggest event in the largest democracy of the world, i.e. general elections in the first quarter, the disruptions in decision making processes could impact key operating parameters in the first half of 2019-20. Nevertheless, with the momentum set on infrastructure building, coupled with incremental tax revenues, the emphasis on investments in areas such as airports, railroads, water supply & distribution, expressway programs, power availability & connectivity, Oil & Gas production and mass rapid transit system is expected to continue. Further revival of stressed businesses and recovery of NPAs are expected to ease the concerns on liquidity and perk-up the business sentiment. Improved credit growth is

also expected to aid an uptick in private capex in areas of transportation infrastructure, green energy, commercial real estate, digital technology & services.

On the International front, with the dynamic trade relations and evolving protectionist policies, disruptions in business environment are expected to occur. However, growth driven economies in Middle East and North Africa are expected to continue to focus on strengthening their infrastructure and diversify their traditional revenue streams, resulting in good opportunities for the Company.

Amidst this backdrop, the Company, backed by its financial strength, all round capabilities and technical skills, is well positioned to take advantage of business opportunities, both present and emerging. The company continues to focus on profitable execution of its robust order book, positioning well for emerging opportunities and is confident of pursuing its growth plans, with the aim of maximizing shareholder returns (RoE) on a sustainable basis.

Background:

Larsen & Toubro is an Indian multinational engaged in technology, engineering, construction, manufacturing and financial services with over USD 20 billion in revenue. It operates in over 30 countries worldwide. A strong, customer-focused 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.



LARSEN & TOUBRO LIMITED
Registered Office: L&T House, Ballard Estate, Mumbai 400 001
CIN : L99999MH1946PLC004768

STATEMENT OF CONSOLIDATED AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2019

₹ Crore

| Particulars | Quarter ended | | | Year ended | |
|---|---------------------------------|------------------------------------|---------------------------------|--------------------------------|--------------------------------|
| | March 31, 2019 [Note (x)] | December 31, 2018 [Reviewed] | March 31, 2018 [Note (x)] | March 31, 2019 [Audited] | March 31, 2018 [Audited] |
| 1 Income: | | | | | |
| a) Revenue from operations | 44933.96 | 35708.87 | 40678.10 | 141007.09 | 119862.10 |
| b) Other income | 621.33 | 590.71 | 412.94 | 1851.53 | 1341.93 |
| Total Income | 45555.29 | 36299.58 | 41091.04 | 142858.62 | 121204.03 |
| 2 Expenses: | | | | | |
| a) Manufacturing, construction and operating expenses: | | | | | |
| i) Cost of raw materials and components consumed | 4840.16 | 4570.24 | 4031.07 | 17002.51 | 15245.37 |
| ii) Stores, spares and tools consumed | 641.64 | 785.42 | 636.80 | 2858.57 | 2378.50 |
| iii) Excise duty | - | - | - | - | 178.94 |
| iv) Sub-contracting charges | 9353.59 | 6125.10 | 9484.83 | 26346.70 | 24639.02 |
| v) Construction materials consumed | 11644.61 | 8708.91 | 9587.59 | 31059.78 | 24056.23 |
| vi) Purchase of stock-in-trade | 589.55 | 453.11 | 488.18 | 1800.15 | 1574.64 |
| vii) Changes in inventories of finished goods, work-in-progress and stock-in-trade | 200.81 | (924.51) | (196.79) | (867.67) | (1315.23) |
| viii) Other manufacturing, construction and operating expenses | 3796.25 | 3738.89 | 3007.19 | 13695.42 | 10540.63 |
| b) Finance cost of financial services business and finance lease activity | 1966.72 | 1976.22 | 1576.67 | 7385.63 | 6019.74 |
| c) Employee benefits expense | 4655.00 | 4600.88 | 4125.44 | 18100.58 | 15270.79 |
| d) Sales, administration and other expenses | 1646.54 | 1662.62 | 2524.57 | 7300.74 | 7631.99 |
| e) Finance costs | 507.13 | 534.85 | 420.35 | 1806.04 | 1538.52 |
| f) Depreciation, amortisation, impairment and obsolescence | 474.66 | 448.95 | 492.39 | 2084.00 | 1928.73 |
| Total Expenses | 40316.66 | 32680.68 | 36178.29 | 128572.45 | 109687.87 |
| 3 Profit before exceptional items (1-2) | 5238.63 | 3618.90 | 4912.75 | 14286.17 | 11516.16 |
| 4 Exceptional items (net) | - | - | - | 294.75 | 123.00 |
| 5 Profit before tax (3+4) | 5238.63 | 3618.90 | 4912.75 | 14580.92 | 11639.16 |
| 6 Tax expense: | | | | | |
| a) Current tax | 1790.37 | 1259.88 | 1795.39 | 4693.33 | 3732.27 |
| b) Deferred tax | (467.87) | (59.73) | (337.41) | (349.99) | (533.40) |
| Total tax expense | 1322.50 | 1200.15 | 1457.98 | 4343.34 | 3198.87 |
| 7 Net Profit after tax (5-6) | 3916.13 | 2418.75 | 3454.77 | 10237.58 | 8440.29 |
| 8 Share in profit/(loss) of joint ventures/associates (net) | (127.24) | (56.47) | (116.82) | (21.00) | (435.86) |
| 9 Net Profit after tax and share in profit/(loss) of joint ventures/associates (PAT) (7+8) | 3788.89 | 2362.28 | 3337.95 | 10216.58 | 8004.43 |
| Attributable to: Owners of the Company | 3418.24 | 2041.62 | 3167.47 | 8905.13 | 7369.86 |
| Non-controlling interests | 370.65 | 320.66 | 170.48 | 1311.45 | 634.57 |
| 10 Other comprehensive income (OCI) | 237.64 | 443.04 | (55.17) | (229.88) | 163.26 |
| Attributable to: Owners of the Company | 207.90 | 339.02 | (42.98) | (273.99) | 162.33 |
| Non-controlling interests | 29.74 | 104.02 | (12.19) | 44.11 | 0.93 |
| 11 Total comprehensive income (9+10) | 4026.53 | 2805.32 | 3282.78 | 9986.70 | 8167.69 |
| Attributable to: Owners of the Company | 3626.14 | 2380.64 | 3124.49 | 8631.14 | 7532.19 |
| Non-controlling interests | 400.39 | 424.68 | 158.29 | 1355.56 | 635.50 |
| 12 Paid-up equity share capital (face value of share: ₹ 2 each) | 280.55 | 280.44 | 280.27 | 280.55 | 280.27 |
| 13 Other equity attributable to owners of the Company | | | | 62094.25 | 54623.23 |
| 14 Earnings per share (EPS) of ₹ 2 each (not annualised): | | | | | |
| (a) Basic EPS (₹) | 24.37 | 14.56 | 22.60 | 63.51 | 52.62 |
| (b) Diluted EPS (₹) | 24.29 | 14.54 | 22.55 | 63.40 | 52.49 |

Notes:

(i) During the quarter ended March 31, 2019, the Company has allotted 5,09,096 equity shares of ₹ 2 each fully paid-up, on exercise of stock options by employees, in accordance with the Company's stock option schemes.

(ii) Revenue for the period upto June 30, 2017 includes Excise Duty collected from customers. Revenue from July 1, 2017 onwards is exclusive of Goods and Service Tax which subsumed Excise Duty.

(iii) Effective April 1, 2018, the Group aligned its revenue recognition policy with Ind AS 115 "Revenue from Contracts with Customers" to (a) recognise revenue from realty business on delivery of units to customers as against percentage completion basis used in the previous years and (b) recognise provision for expected credit loss on contract assets. The Group opted to adopt modified retrospective method and the cumulative impact of transition to Ind AS 115 has been adjusted against the Retained Earnings as at April 1, 2018. Accordingly, the figures for the current year are not comparable with the previous year. The impact of adoption of Ind AS 115 on the financial results of the Group for the quarter and year ended March 31, 2019 is not material.

(iv) Exceptional item during the year ended March 31, 2019 represents recognition of certain customer dues now considered recoverable.

(v) The Competition Commission of India (CCI) accorded on April 18, 2019 its approval for the acquisition of the Group's Electrical & Automation (E&A) business by Schneider Electric subject to certain conditions, the details of which are awaited. Pending receipt of CCI's detailed order, the E&A business is treated as continuing operation and accordingly, the relevant assets are not classified as held for sale.

(vi) Subsequent to March 31, 2019 and up to May 9, 2019, the Group acquired 4,25,90,088 equity shares of Mindtree Limited (representing 25.94% of the share capital of that company) at a cost of ₹ 4180.91 crore through block deal purchase from a major shareholder (and his associate entities) and on-market purchases.

(vii) The Board of Directors in its meeting held on May 10, 2019, has approved merger of its wholly-owned subsidiary L&T Shipbuilding Limited with the Company subject to receipt of regulatory and other approvals.

(viii) The financial services business of the Group has changed its accounting policy in respect of provision for expected credit loss to adopt more prudent norms for determining stage 3 (credit impaired) assets. Consequently, the impact of the change amounting to ₹ 753.49 crore (net of tax) has been adjusted in the opening retained earnings as at April 1, 2017. The impact on the financial results for the previous periods commencing on or after April 1, 2017 is not material.

(ix) The Board of Directors recommended a final dividend of ₹ 18.00 per equity share of face value of ₹ 2 each.

(x) Figures for the quarter ended March 31, 2019 and March 31, 2018 represent the difference between audited figures for the financial year and the limited reviewed figures for the nine month period ended December 31, 2018 and December 31, 2017 respectively.

(xi) Statement of assets and liabilities as per Regulation 33(3)(f) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, read with SEBI circular dated July 5, 2016:

| Particulars | As at | |
|---|-----------------------------|-----------------------------|
| | March 31, 2019 [Audited] | March 31, 2018 [Audited] |
| ASSETS | | |
| Non-current assets | | |
| Property, plant and equipment | 10889.56 | 10642.04 |
| Capital work-in-progress | 2483.56 | 2143.07 |
| Investment property | 4254.56 | 4345.86 |
| Goodwill | 1826.91 | 1561.78 |
| Other intangible assets | 4222.91 | 2030.51 |
| Intangible assets under development | 11435.93 | 11300.36 |
| Financial assets: | | |
| Investments in joint ventures and associates | 2642.29 | 2481.59 |
| Other investments | 4531.81 | 3365.47 |
| Loans | 1862.32 | 1793.85 |
| Loans towards financing activities | 57788.88 | 54459.45 |
| Other financial assets | 1144.05 | 614.32 |
| Deferred tax assets (net) | 3418.93 | 2754.92 |
| Other non-current assets | 5648.62 | 4753.78 |
| Sub-total - Non-current assets | 112150.33 | 102247.00 |
| Current assets | | |
| Inventories | 6413.93 | 4847.80 |
| Financial assets: | | |
| Investments | 13946.17 | 9464.25 |
| Trade receivables | 37038.17 | 33116.98 |
| Cash and cash equivalents | 6509.49 | 6834.34 |
| Other bank balances | 5216.75 | 1198.39 |
| Loans | 626.69 | 559.72 |
| Loans towards financing activities | 42530.82 | 32005.11 |
| Other financial assets | 2006.28 | 4194.41 |
| Other current assets | 52688.03 | 47897.02 |
| Sub-total - Current assets | 166976.33 | 140118.02 |
| Group(s) of assets classified as held for sale | 7.41 | 1512.43 |
| TOTAL ASSETS | 279134.07 | 243877.45 |
| EQUITY AND LIABILITIES: | | |
| EQUITY | | |
| Equity share capital | 280.55 | 280.27 |
| Other equity | 62094.25 | 54623.23 |
| Equity attributable to owners of the Company | 62374.80 | 54903.50 |
| Non-controlling interest | 6826.11 | 5201.43 |
| Sub-total - Equity | 69200.91 | 60104.93 |
| LIABILITIES | | |
| Non-current liabilities | | |
| Financial liabilities: | | |
| Borrowings | 74120.79 | 72914.76 |
| Other financial liabilities | 354.83 | 353.95 |
| Provisions | 556.84 | 523.54 |
| Deferred tax liabilities (net) | 311.13 | 637.92 |
| Other non-current liabilities | 0.55 | 67.97 |
| Sub-total - Non-current liabilities | 75344.14 | 74498.14 |
| Current liabilities | | |
| Financial Liabilities: | | |
| Borrowings | 29223.84 | 19331.85 |
| Current maturities of long term borrowings | 22210.54 | 15277.47 |
| Trade payables: | | |
| Due to micro enterprises and small enterprises | 261.12 | 176.16 |
| Due to others | 42733.69 | 37621.22 |
| Other financial liabilities | 4815.08 | 5032.18 |
| Other current liabilities | 31166.55 | 27095.64 |
| Provisions | 3037.84 | 2525.05 |
| Current tax liabilities (net) | 1137.16 | 752.84 |
| Sub-total - Current liabilities | 134585.82 | 107812.41 |
| Liabilities associated with group(s) of assets classified as held for sale | 3.20 | 1461.97 |
| TOTAL EQUITY AND LIABILITIES | 279134.07 | 243877.45 |

(xii) The Company reports consolidated financial results on quarterly basis, pursuant to the option made available as per Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended. The standalone financial results are available on the Company's website viz. www.larsentoubro.com and on the websites of BSE (www.bseindia.com) and NSE (www.nseindia.com). The specified items of the standalone financial results of the Company for the quarter and year ended March 31, 2019 are given below:

₹ Crore

| Particulars | Quarter ended | | | Year ended | |
|-------------------------|---------------------------------|------------------------------------|---------------------------------|--------------------------------|--------------------------------|
| | March 31, 2019 [Note (x)] | December 31, 2018 [Reviewed] | March 31, 2018 [Note (x)] | March 31, 2019 [Audited] | March 31, 2018 [Audited] |
| Revenue from operations | 30822.41 | 22342.98 | 26941.74 | 86987.86 | 74611.65 |
| Profit before tax | 3510.85 | 2270.41 | 3392.85 | 9218.17 | 7262.38 |
| Net profit after tax | 2377.42 | 1634.78 | 2445.22 | 6677.70 | 5387.30 |

(xiii) Figures for the previous periods have been regrouped/reclassified to conform to the classification of the current periods.

(xiv) The above results have been reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on May 10, 2019.

for LARSEN & TOUBRO LIMITED

Mumbai
May 10, 2019

S.N. SUBRAHMANYAN
Chief Executive Officer & Managing Director

Consolidated audited segment-wise Revenue, Result, Total assets and Total liabilities in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as amended:

₹ Crore

| Particulars | Quarter ended | | | Year ended | |
|--|-------------------------------|---------------------------------|-------------------------------|-----------------------------|-----------------------------|
| | March 31, 2019 [Note (VI)] | December 31, 2018 [Reviewed] | March 31, 2018 [Note (VI)] | March 31, 2019 [Audited] | March 31, 2018 [Audited] |
| Gross segment revenue | | | | | |
| 1 Infrastructure | 27093.55 | 18371.27 | 24348.76 | 73203.76 | 63416.91 |
| 2 Power | 934.30 | 908.30 | 1506.76 | 3983.09 | 6208.23 |
| 3 Heavy Engineering | 899.45 | 692.83 | 512.02 | 2513.66 | 1635.07 |
| 4 Defence Engineering | 1108.39 | 1044.91 | 952.82 | 3849.24 | 3220.06 |
| 5 Electrical & Automation | 1715.51 | 1564.69 | 1643.06 | 6093.63 | 5508.27 |
| 6 Hydrocarbon | 4324.25 | 3777.70 | 3559.07 | 15176.23 | 11759.63 |
| 7 IT & Technology Services | 3826.76 | 3764.07 | 3152.35 | 14553.10 | 11357.43 |
| 8 Financial Services | 3182.34 | 3258.93 | 2722.08 | 12637.69 | 10063.75 |
| 9 Developmental Projects | 1082.93 | 1193.52 | 1216.98 | 5068.04 | 4294.05 |
| 10 Others | 1412.78 | 1661.05 | 1635.16 | 5934.98 | 4444.20 |
| Total | 45580.26 | 36237.27 | 41249.06 | 143013.42 | 121907.60 |
| Less: Inter-segment revenue | 646.30 | 528.40 | 570.96 | 2006.33 | 2045.50 |
| Net segment revenue | 44933.96 | 35708.87 | 40678.10 | 141007.09 | 119862.10 |
| Segment result | | | | | |
| 1 Infrastructure | 3088.29 | 765.60 | 3080.28 | 5388.77 | 5440.08 |
| 2 Power | 28.39 | 15.41 | 52.02 | 129.88 | 163.99 |
| 3 Heavy Engineering | 169.51 | 104.63 | 79.17 | 487.01 | 205.21 |
| 4 Defence Engineering | 170.20 | 55.52 | 87.42 | 472.22 | 120.38 |
| 5 Electrical & Automation | 291.35 | 217.60 | 265.73 | 850.09 | 668.82 |
| 6 Hydrocarbon | 386.41 | 269.87 | 179.08 | 1178.10 | 771.81 |
| 7 IT & Technology Services | 763.08 | 761.63 | 565.77 | 3084.20 | 2146.51 |
| 8 Financial Services | 749.80 | 775.80 | 408.71 | 3052.64 | 1440.64 |
| 9 Developmental Projects | (60.26) | 32.65 | (199.30) | 314.35 | 196.40 |
| 10 Others | 155.04 | 728.49 | 866.60 | 776.20 | 1182.57 |
| Total | 5741.81 | 3727.20 | 5205.48 | 15733.46 | 12336.41 |
| Less: Inter-segment margins on capital jobs | 16.14 | (5.27) | 8.98 | 5.50 | (12.90) |
| Less: Finance costs | 507.13 | 534.85 | 420.35 | 1806.04 | 1538.52 |
| Add: Unallocable corporate income net of expenditure | 20.09 | 421.28 | 136.60 | 659.00 | 828.37 |
| Profit before tax | 5238.63 | 3618.90 | 4912.75 | 14580.92 | 11639.16 |
| Segment assets | | | | | |
| 1 Infrastructure | | | | 74848.71 | 65485.32 |
| 2 Power | | | | 6030.51 | 6491.79 |
| 3 Heavy Engineering | | | | 4614.54 | 3962.73 |
| 4 Defence Engineering | | | | 7826.76 | 7734.33 |
| 5 Electrical & Automation | | | | 4458.66 | 4449.55 |
| 6 Hydrocarbon | | | | 12224.57 | 9226.17 |
| 7 IT & Technology Services | | | | 9647.21 | 7568.14 |
| 8 Financial Services | | | | 104842.19 | 86088.63 |
| 9 Developmental Projects | | | | 31191.27 | 30375.07 |
| 10 Others | | | | 9819.89 | 10576.54 |
| Total segment assets | | | | 265504.31 | 231958.27 |
| Less: Inter-segment assets | | | | 2260.34 | 2409.97 |
| Add: Unallocable corporate assets | | | | 15890.10 | 14329.15 |
| Total assets | | | | 279134.07 | 243877.45 |
| Segment liabilities | | | | | |
| 1 Infrastructure | | | | 50908.92 | 43235.53 |
| 2 Power | | | | 4838.09 | 5647.48 |
| 3 Heavy Engineering | | | | 2111.79 | 1541.48 |
| 4 Defence Engineering | | | | 4964.28 | 4618.63 |
| 5 Electrical & Automation | | | | 2178.18 | 2139.88 |
| 6 Hydrocarbon | | | | 10096.59 | 7841.04 |
| 7 IT & Technology Services | | | | 2575.96 | 2187.10 |
| 8 Financial Services | | | | 92973.64 | 76390.47 |
| 9 Developmental Projects | | | | 9560.38 | 11109.86 |
| 10 Others | | | | 3936.13 | 2975.92 |
| Total segment liabilities | | | | 184143.96 | 157687.39 |
| Less: Inter-segment liabilities | | | | 2260.34 | 2409.97 |
| Add: Unallocable corporate liabilities | | | | 28049.54 | 28495.10 |
| Total liabilities | | | | 209933.16 | 183772.52 |

Notes:

- (i) The Group has reported segment information as per Ind AS 108 "Operating Segments" read with SEBI circular dated July 5, 2016. The identification of operating segments is consistent with performance assessment and resource allocation by the management.
- (ii) Effective from April 1, 2018, the following changes have been made in constitution of segments to reflect the organisation structure, evaluation and management of financial performance: (a) Defence & Aerospace business and Shipbuilding business have been constituted as a business segment. Prior to this, Defence & Aerospace was part of Heavy Engineering segment and Shipbuilding was part of "Others" segment. (b) Metallurgical & Material handling systems business has been aggregated with Infrastructure segment.
- (iii) Segment composition: **Infrastructure segment** comprises engineering and construction of building and factories, transportation infrastructure, heavy civil infrastructure, power transmission & distribution, water & effluent treatment, smart world & communication projects and metallurgical & material handling systems (hitherto reported under Others segment). **Power segment** comprises turnkey solutions for Coal-based and Gas-based thermal power plants including power generation equipment with associated systems and/or balance-of-plant packages. **Heavy Engineering segment** comprises manufacture and supply of custom designed, engineered critical equipment & systems to core sector industries like Fertiliser, Refinery, Petrochemical, Chemical, Oil & Gas and Thermal & Nuclear Power. **Defence Engineering segment** comprises design, development, prototyping, serial production, delivery, commissioning and through life-support of equipment, systems and platforms for Defence and Aerospace sectors. It also includes Defence Shipbuilding comprising design, construction, commissioning, repair/refit and upgrades of Naval and Coast Guard vessels. **Electrical & Automation segment** comprises manufacture and sale of low and medium voltage switchgear components, custom built low and medium voltage switchboards, electronic energy meters/protection (relays) systems and control & automation products [refer note (v) of financial results]. **Hydrocarbon segment** comprises complete EPC solutions for the global Oil & Gas industry from front-end design through detailed engineering, modular fabrication, procurement, project management, construction, installation and commissioning. **IT & Technology Services segment** comprises information technology and integrated engineering services. **Financial Services segment** comprises rural finance, housing finance, wholesale finance, mutual fund and wealth management. **Developmental Projects segment** comprises development, operation and maintenance of basic infrastructure projects, toll and fare collection, power development, development and operation of port facilities (till the date of sale) and providing related advisory services. **Others segment** includes realty, manufacture and sale of industrial valves, welding equipment & cutting tools (till the date of sale), manufacture, marketing and servicing of construction equipment and parts thereof, marketing and servicing of mining machinery and parts thereof, manufacture and sale of rubber processing machinery, mining and aviation.
- (iv) Segment revenue comprises sales and operational income allocable specifically to a segment and includes in the case of Developmental Projects and Realty business (grouped under "Others" segment) profits on sale of stake in the subsidiary and/or joint venture companies in those segments. Unallocable corporate income primarily includes interest income, dividends and profit on sale of investments. Unallocable expenditure mainly includes corporate expenses not allocated to segments. Unallocable corporate assets mainly comprise investments. Investment (including long term loans) in joint ventures and associates identified with a particular segment are reported as part of the segment assets of those respective segments. Unallocable corporate liabilities mainly comprise borrowings. In respect of (a) Financial Services segment and (b) Power Generation projects under Developmental Projects segment which are classified as assets given on finance lease, segment liabilities include borrowings as the finance costs on borrowings are accounted as segment expense in respect of the segment and projects.
- (v) In respect of most of the segments of the Group, sales and margins do not accrue uniformly during the year.
- (vi) Figures for the quarter ended March 31, 2019 and March 31, 2018 represent the difference between audited figures for the financial year and the limited reviewed figures for the nine month period ended December 31, 2018 and December 31, 2017 respectively.
- (vii) Figures for the previous periods have been regrouped/reclassified to conform to the classification of the current periods.

for LARSEN & TOUBRO LIMITED

Mumbai
May 10, 2019

S.N. SUBRAHMANYAN
Chief Executive Officer & Managing Director