

Group Performance for the quarter ended September 30, 2018

Consolidated Results

**Stellar performance:
Growth in Order Inflow 46%, Revenue 21% & PAT 23%**

Mumbai, October 31, 2018: Larsen & Toubro recorded Consolidated Gross Revenue of ₹ 32,081 crore for the quarter ended September 30, 2018, registering a growth of 21% on a y-o-y basis. Growth was facilitated with improved execution in project businesses, strong growth in service businesses and recognition of revenue on completed performances in Realty business on application of IND AS 115 from 1st April, 2018. International revenue during the quarter at ₹ 10,630 crore constituted 33% of the total revenue marginally lower than 36% in the previous year.

For the period April-September 2018, the Consolidated Gross revenue at ₹ 60,364 crore recorded a y-o-y increase of 20%.

The Consolidated Order Book stood at ₹ 281,166 crore as at September 30, 2018. International Order Book constituted 22% of the total Order Book.

The segment EBITDA margin for the quarter ended September 30, 2018 was higher at

The Order Book of the Segment stood at ₹ 11,885 crore as on September 30, 2018.

Defence Engineering Segment recorded customer revenue of ₹ 930 crore lower by 6% over the corresponding quarter of the previous year. International Revenue constituted 8% of the total customer revenue of the segment.

The EBITDA margin of the segment stood at 25.0% for the quarter ended September 30, 2018 vis-à-vis 10.6% during the corresponding quarter of the previous year led by progress in a key job, which crossed margin recognition threshold.

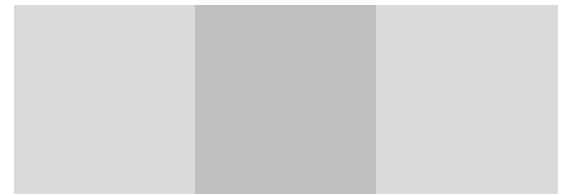
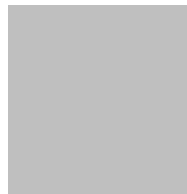
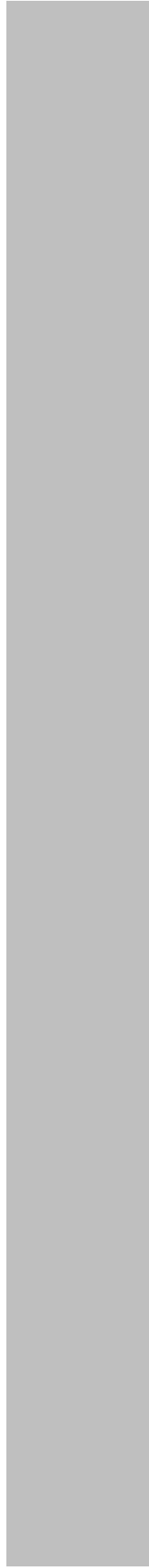
Electrical & Automation (E&A) Segment

The Order Book of the E&A Segment stood at ₹ 3,058 crore as on September 30, 2018.

ended September 30, 2018. Focus on digital technologies has been aiding growth in this segment and 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 Telecom & Hi-tech, Transportation and Process verticals in L&T Technology Services group).

The EBITDA margin of the IT&TS Segment at 24.1% for the quarter ended

ASSETS



₹ Crore

	September 30, 2018 [Reviewed]	June 30, 2018 [Reviewed]	September 30, 2017 [Reviewed]	September 30, 2018 [Reviewed]	September 30, 2017 [Reviewed]	Year ended March 31, 2018 [Audited]
Gross segment revenue	267	267	267	267	267	267
Cost of sales	(11.9)	(11.9)	(11.9)	(11.9)	(11.9)	(11.9)
Operating expenses	(11.9)	(11.9)	(11.9)	(11.9)	(11.9)	(11.9)
Operating income	143.2	143.2	143.2	143.2	143.2	143.2
Finance income	0.2	0.2	0.2	0.2	0.2	0.2
Finance expense	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)	(0.2)
Income before tax	143.2	143.2	143.2	143.2	143.2	143.2
Income tax expense	(11.9)	(11.9)	(11.9)	(11.9)	(11.9)	(11.9)
Net income	131.3	131.3	131.3	131.3	131.3	131.3
Other comprehensive income	0.0	0.0	0.0	0.0	0.0	0.0
Comprehensive income	131.3	131.3	131.3	131.3	131.3	131.3