## 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 1<sup>st</sup> 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

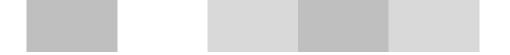
The Order Book of the E&A Segment stood at ₹ 3,058 crore as on September 30, 2018.

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

							₹ Crore
							Year ended
		September 30,	June 30,	September 30,	September 30,	September 30,	March 31,
		2018	2018	2017	2018	2017	2018
		[Reviewed]	[Reviewed]	[Reviewed]	[Reviewed]	[Reviewed]	[Audited]
	Income:	22080.82	20202 45	26446 76	60264.20	50420 FF	110962 10
	Revenue from operations	32080.83	28283.45	26446.76	60364.28	50436.55	119862.10
	Other income Total Income	425.27	244.03	399.65	669.30 <b>61033.58</b>	765.38	1412.03
	Expenses:	32506.10	28527.48	26846.41	01033.50	51201.93	121274.13
∠ a)	Expenses.						
a)		4069.43	3634.61	4191.82	7704.04	7533.61	15377.21
		739.94	694.66	491.840		7555.01	15577.21
		700.04	004.00	431.040	inc		
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ASSETS



	September 30, 2018	June 30, 2018	September 30, 2017	September 30, 2018	September 30, 2017	<i>₹ Crore</i> Year ended March 31, 2018
Gross segment revenu267 Td[11.9 (d])]TJ0.02.68.0116 Tw 7.542.4	[Reviewed] 9.96 q69]TJ11.178 1.	[Reviewed] 267 Td(2018)	[Reviewed]	[Reviewed]	[Reviewed]	[Audited]
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