Larsen & Toubro recorded Gross Revenue of  $\stackrel{?}{\stackrel{?}{?}}$  15581 crore for the quarter ended December 31, 2012, taking total Revenue for nine months period April-December 2012 to  $\stackrel{?}{\stackrel{?}{?}}$  40987 crore, higher by 17%

The upward trend in the Order Inflow was sustained in the third consecutive quarter of the year. Order Inflow at ₹ 19545 crore during the quarter October-December 2012 recorded y-o-y growth of 14% translating into a cumulative growth of 22%in the Order Inflow for the nine months period

The Order Book of the Segment stood at 159985 crore as at December 31, 2012.

The Segment recorded cumulative Operating Margin for the nine months period April-December 2012 at 11.1% Being essentially project business, the margins for the Segment do not accrue evenly during the quarters.

E&E Segment recorded Net Segment Revenue of ₹ 830 crore for the quarter ended December 31, 2012, recording a moderate y-o-y growth of 7% as demand in the domestic market decelerated. International sales, however, increased by 26% contributing to 11% of the total segment revenue for the quarter.

The Segment recorded an improved Operating Margin at 14.3% during the quarter, aided by better price realization.

During the quarter ended December 31, 2012, MIP Segment recorded Net Segment Revenue of ₹ 563 crore during the quarter ended December 31, 2012. The revenue was lower as compared to the corresponding quarter of the previous year due to slow-down in manufacturing, especially in capital goods sector. International sales constituted 23% of the total revenue as compared to 19% in the corresponding quarter of the previous year.

The Segment recorded Operating Margin at 18% during the quarter ended December 31, 2012.

This Segment, which includes Integrated Engineering Services and Property Development, recorded Revenue of ₹ 330 crore, registering a smart growth of 30% over

1 Gross Sales / Revenue from operations 1558099 1332753 1414049 40  Less: Excise duty 15163 13230 15688	98687 3509229 5373778
Less: Excise duty 15163 13230 15688	

