## **L&T Press Release**

Issued by Corporate

Performance for the quarter ended September 30, 2012

Order inflow surges 30% Revenue grows 17% Overall PAT increases by 42%

Mumbai, October 22, 2012: Larsen & Toubro recorded Gross Revenue of ₹ 13328 crore for the quarter ended September 30, 2012, registering 17 % y-o-y growth. International Sales during the quarter constituted 21 % of the total revenue.

Order inflow at ₹ 20967 crore recorded an impressive y-o-y growth of 30%, sustaining the momentum seen during the first quarter of the current year. The major orders came from Building & Factories, Infrastructure and Hydrocarbon sectors.

Order Book stood healthy at ₹ 158528 crore as at September 30, 2012. International Order Book constituted 12% of the total Order Book.

Recurring Profit after Tax (PAT) for the quarter stood at ₹ 915 crore recording an increase of 15% over the corresponding quarter of the previous year. After considering certain exceptional and extra-ordinary items of income, the overall PAT for the quarter stood at ₹ 1137 crore, higher by 42%

Engineering & Construction (E&C) Segment

The E&C Segment achieved Net Segment Revenue of ₹ 11633 crore for the quarter ended September 30, 2012 registering a y-o-y growth of 19% on the back of healthy order book and progress on various jobs as per schedule.

% of the total

order inflow of the segment.

The Order Book of the Segment stood at 156183 crore as at September 30, 2012.

The Segment recorded improved Operating Margin at 12.2% aided by efficient project management and execution.

## Electrical & Electronics (E&E) Segment

E&E Segment recorded Net Segment Revenue of ₹ 839 crore for the quarter ended September 30, 2012, recording a moderate y-o-y growth of 7%, as industrial demand remained sluggish. International sales contributed to 10% of the total revenue as compared to 6% in the corresponding quarter of the previous year.

The Segment recorded an improved Operating Margin at 11.1% during the quarter, despite competitive pressures.

Machinery & Industrial Products (MIP) Segment

During the quarter ended September 30, 2012, MIP Segment recorded Net Segment Revenue of ₹ 531 crore vis-à-vis ₹ 592 crore recorded in the corresponding quarter of the previous year. International sales constituted 17% of the total revenue.

The Operating Margin of the segment was lower at 14.7% due to reduced salescrore

(iv) Statement of assets and liabilities as per clause 41(v) (h) of the Listing Agreement:

	September 30, 2012	September 30, 2011	March 31, 2012 (Audited)
EQUITY AND LIABILITIES			. ,
Shareholders' Funds:			
(a) Share capital	12276	12223	12248
(b) Reserves and surplus (including revaluation reserve)	2726948	2324221	2510054
Sub-total - Shareholders' Funds	2739224	2336444	2522302
Non-current liabilities:			
(a) Long-term borrowings	574996	660115	533006
(b) Deferred tax liabilities (net)	14807	15513	13301
(c) Other long term liabilities	63287	31435	37602
(d) Long-term provisions	28673	26021	27505
Sub-total - Non-current liabilities	681763	733084	611414
Current liabilities:			
(a) Short-term borrowings	380626	109216	293672
(b) Current maturities of long term borrowings	248342	92197	162899
(c) Trade payables	1283308	1129396	1570020
(d) Other current liabilities	1511688	1400299	1394171
(e) Short-term provisions	95169	97007	211204
Sub-total - Current liabilities	3519133	2828115	3631966
TOTAL EQUITY AND LIABILITIES	6940120	5897643	6765682
ASSETS			
Non-current assets:			
(a) Fixed Assets	873904	766060	836366
(b) Non-current investments	982024	756622	908471
(c) Long-term loans and advances	405543	455146	404235
(d) Other non-current assets	12137	-	12714
Sub-total - Non-current assets	2273608	1977828	2161786
Current assets:			
(a) Current investments	536204	542939	678719
(b) Inventories	203978	181196	177662
(c) Trade receivables	1877430	1362737	1872989
(d) Cash and bank balances	173730	104988	177812
(e) Short-term loans and advances	672244	543217	504478
(f) Other current assets	1202926	1184738	1192236
Sub-total - Current assets	4666512	3919815	4603896
TOTAL ASSETS	6940120	5897643	6765682

(v) The promoter and promoter group shareholding is nil and accordingly the information on shareC BT1 0 451.63 425.71 T 2t(xe)-6(d)-6()/T&TBDC BTng (x-non 92b(e)-6(r)76(d)-6()/T&(s)7(n)-6(i)/T&(s)7(n)-7(i)/T&(s)7(n)-7(i)/T&(s)7(n)-7(i)/T&(s)7(n)-7(i)/T&(s)7(n)-7(i)/T&(s)7(n)-7(i)/T&(s)7(n)-7(i)/T&(s)7(n)-

₹ Lakh

