



# LARSEN & TOUBRO LIMITED

SECRETARIAL DEPARTMENT

Regd. Off.: L&T House, Ballard Estate, P. O. Box 278, Mumbai 400 001 • Phone : 67525656 • Fax : 91-22-67525893  
Website : [www.larsentoubro.com](http://www.larsentoubro.com)

E-Mail :

Ref.:

SEC/BM/2011

October 21, 2011

National Stock Exchange Of India Limited  
Exchange Plaza, 5th Floor  
Plot No.C/1, G Block  
Bandra-Kurla Complex  
Bandra (E), Mumbai - 400 051

STOCK CODE: LT

Dear Sir,

**Sub : Unaudited Financial Results for the  
Quarter ended 30th September, 2011.**

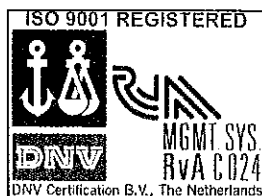
In terms of Clause 41 of the Listing Agreement (as amended), we enclose a copy of the statement containing the unaudited financial results of the Company, **for the quarter ended 30th September, 2011**, which has been taken on record at the Meeting of the Board of Directors, held today and copy of the press release.

Thanking you,

Yours faithfully,  
for LARSEN & TOUBRO LIMITED

**N. HARIHARAN**  
**COMPANY SECRETARY**

Encl : a/a



**LARSEN & TOUBRO**

## **L&T Press Release**

Issued by Corporate Communications Department

L&T House, Second Floor  
Ballard Estate, Mumbai 400 001  
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### **Performance for the quarter ended September 30, 2011**

**Revenue grows 20 %  
Recurring PAT up 15%**

**Mumbai, October 21, 2011:** Larsen & Toubro reported Gross Revenue of ₹ 11375 crore for the quarter ended September 30, 2011, registering a growth of 20 % y-o-y.

Order inflow of ₹ 16096 crore during the quarter takes the Company's Order Book to ₹ 142185 crore as on September 30, 2011. Despite the current slowdown in new investment decisions in many industries, and uncertainty in global markets, the Company succeeded in garnering orders against stiff competition, mainly from Building & Factories, Hydrocarbon, Minerals & Metals and Power Transmission and Distribution sectors.

| <b>Highlights</b>                                                        | <b>Quarter ended<br/>September 30, 2011</b> |                         |
|--------------------------------------------------------------------------|---------------------------------------------|-------------------------|
|                                                                          | <b>₹ crore</b>                              | <b>Y-o-Y<br/>Growth</b> |
| Gross Revenue                                                            | 11375                                       | 20%                     |
| <b>Profit before tax<br/>excluding other income</b>                      | <b>806</b>                                  | <b>16%</b>              |
| Other Income                                                             | 363                                         | -4%                     |
| <b>Profit After Tax from<br/>ordinary activities<br/>(recurring PAT)</b> | <b>798</b>                                  | <b>15%</b>              |

Profit after Tax (PAT) for the quarter from ordinary activities stood at ₹ 798 crore recording an increase of 15 % over the corresponding quarter of the previous year.

#### **Engineering & Construction (E&C) Segment**

The E&C Segment achieved Gross Revenue of ₹ 9704 crore for the quarter ended September 30, 2011 registering a growth of 21% y-o-y. Execution of various ongoing projects is progressing as per schedule.

During the quarter, the Segment secured orders totaling to ₹ 14552 crore with International orders constituting 35 % of the total order inflow.

The Order Book of the Segment stood at a healthy ₹ 139891 crore as at September 30, 2011.

The Segment recorded an Operating Margin of 11.9% during the quarter ended September 30, 2011 aided by efficient project management and execution.

### **Electrical & Electronics (E&E) Segment**

The E&E Segment Gross Revenue at ₹ 782 crore for the quarter ended September 30, 2011 recorded a growth of 21% over the corresponding quarter of the previous year, even in a sluggish market.

The Segment margin at 10.7% during the quarter was maintained almost at the same level seen in the immediately preceding quarter, despite an unabated increase in key input costs.

### **Machinery & Industrial Products (MIP) Segment**

The MIP Segment recorded Gross Revenue of ₹ 666 crore during the quarter ended September 30, 2011 on the back of a general downtrend in the industrial off-take.

The Segment earned an Operating Margin of 17.7% during the quarter ended September 30, 2011 mainly contributed by the Construction & Mining Machinery Business.

### **Outlook**

The current slowdown in investment momentum witnessed in almost all sectors of the economy, is constraining growth opportunities. Intensifying competition, high inflation, elevated interest rates, volatile financial markets and delayed policy intervention are posing considerable challenge for the decision-makers. Irrational pricing offered in the market place for the limited pie of opportunity, is yet another factor to reckon in selection of remunerative projects to participate in.

While keeping itself ever agile to win every worthwhile prospect meriting attention, be it in the domestic or in the international market, the Company is focused on timely execution of its large order book.

In the medium term, the Company sees itself in a strong position to maintain its revenue growth trajectory and stay totally prepared to benefit from opportunities when they materialise.

**LARSEN & TOUBRO LIMITED**

Registered Office: L&amp;T House, Ballard Estate, Mumbai 400 001

**UNAUDITED STANDALONE FINANCIAL RESULTS FOR THE QUARTER ENDED SEPTEMBER 30, 2011**

| Particulars                                                                                 | 3 months ended<br>September 30, |               | 6 months ended<br>September 30, |                | Year ended<br>March 31, |
|---------------------------------------------------------------------------------------------|---------------------------------|---------------|---------------------------------|----------------|-------------------------|
|                                                                                             | 2011                            | 2010          | 2011                            | 2010           | 2011<br>(Audited)       |
|                                                                                             | ₹ Lakh                          |               |                                 |                |                         |
| 1 Gross Sales / Revenue from Operations                                                     | 1137500                         | 950361        | 2095337                         | 1741264        | 4432989                 |
| Less: Excise duty                                                                           | 12976                           | 8145          | 22552                           | 15930          | 39024                   |
| <b>Net Sales / Revenue from Operations</b>                                                  | <b>1124524</b>                  | <b>942216</b> | <b>2072785</b>                  | <b>1725334</b> | <b>4393965</b>          |
| 2 <b>Expenditure:</b>                                                                       |                                 |               |                                 |                |                         |
| a) (Increase)/decrease in stock-in-trade, finished goods and work-in-progress               | (12984)                         | (9758)        | (42351)                         | (39234)        | (55949)                 |
| b) i) Consumption of raw materials, components and stores, spares & tools                   | 309061                          | 209780        | 564807                          | 385023         | 1010944                 |
| ii) Sub-contracting charges                                                                 | 175036                          | 186786        | 359584                          | 355421         | 916940                  |
| iii) Construction materials                                                                 | 237308                          | 193287        | 430166                          | 372818         | 970094                  |
| iv) Purchase of traded goods                                                                | 44353                           | 52191         | 93198                           | 96638          | 206803                  |
| v) Other manufacturing/operating expenses                                                   | 85291                           | 71098         | 163486                          | 136655         | 299559                  |
| c) Employee cost                                                                            | 110409                          | 83023         | 187007                          | 139416         | 288453                  |
| d) Sales, administration and other expenses                                                 | 58645                           | 55643         | 87231                           | 77026          | 196650                  |
| e) Depreciation, amortisation and obsolescence                                              | 17090                           | 12121         | 33876                           | 23536          | 59922                   |
| <b>Total expenditure</b>                                                                    | <b>1024209</b>                  | <b>854171</b> | <b>1877004</b>                  | <b>1547299</b> | <b>3893416</b>          |
| 3 <b>Profit from operations before other income, interest &amp; exceptional items (1-2)</b> | <b>100315</b>                   | <b>88045</b>  | <b>195781</b>                   | <b>178035</b>  | <b>500549</b>           |
| 4 Other income                                                                              | 36317                           | 38005         | 65934                           | 59566          | 118461                  |
| 5 <b>Profit before interest &amp; exceptional items (3+4)</b>                               | <b>136632</b>                   | <b>126050</b> | <b>261715</b>                   | <b>237601</b>  | <b>619010</b>           |
| 6 Interest expenses                                                                         | 19701                           | 18699         | 35430                           | 32518          | 61926                   |
| 7 <b>Profit after interest but before exceptional items (5-6)</b>                           | <b>116931</b>                   | <b>107351</b> | <b>226285</b>                   | <b>205083</b>  | <b>557084</b>           |
| 8 Exceptional items                                                                         | -                               | -             | -                               | -              | 26207                   |
| 9 <b>Profit from ordinary activities before tax (7+8)</b>                                   | <b>116931</b>                   | <b>107351</b> | <b>226285</b>                   | <b>205083</b>  | <b>583291</b>           |
| 10 <b>Provision for taxes:</b>                                                              |                                 |               |                                 |                |                         |
| a) Provision for current tax                                                                | 36162                           | 37047         | 70291                           | 68152          | 177886                  |
| b) Provision for deferred tax                                                               | 930                             | 890           | 1540                            | 900            | 16700                   |
| <b>Total provision for taxes</b>                                                            | <b>37092</b>                    | <b>37937</b>  | <b>71831</b>                    | <b>69052</b>   | <b>194586</b>           |
| 11 <b>Profit after tax from ordinary activities (9-10)</b>                                  | <b>79839</b>                    | <b>69414</b>  | <b>154454</b>                   | <b>136031</b>  | <b>388705</b>           |
| 12 Extraordinary items [net of tax]                                                         | -                               | 7084          | -                               | 7084           | 7084                    |
| 13 <b>Profit after tax (11+12)</b>                                                          | <b>79839</b>                    | <b>76498</b>  | <b>154454</b>                   | <b>143115</b>  | <b>395789</b>           |
| 14 Paid-up equity share capital (face value of share: ₹ 2 each)                             |                                 |               | 12223                           | 12099          | 12177                   |
| 15 Reserves excluding revaluation reserve                                                   |                                 |               |                                 |                | 2170236                 |
| <b>Earnings per share:</b>                                                                  |                                 |               |                                 |                |                         |
| 16 Basic EPS before extraordinary items (₹)                                                 | 13.07                           | 11.48         | 25.31                           | 22.53          | 64.16                   |
| 17 Diluted EPS before extraordinary items (₹)                                               | 12.94                           | 11.30         | 25.05                           | 22.16          | 63.20                   |
| 18 Basic EPS after extraordinary items (₹)                                                  | 13.07                           | 12.66         | 25.31                           | 23.71          | 65.33                   |
| 19 Diluted EPS after extraordinary items (₹)                                                | 12.94                           | 12.45         | 25.05                           | 23.32          | 64.35                   |
| 20 Debt service coverage ratio (DSCR) [no. of times]*                                       |                                 |               | 4.17                            | 3.49           | 3.35                    |
| 21 Interest service coverage ratio (ISCR) [no. of times]**                                  |                                 |               | 7.39                            | 7.31           | 10.00                   |
| 22 Aggregate of public shareholding:                                                        |                                 |               |                                 |                |                         |
| - Number of shares ('000s)                                                                  |                                 |               | 585239                          | 583247         | 587206                  |
| - Percentage of shareholding                                                                |                                 |               | 95.76%                          | 96.41%         | 96.44%                  |
| 23 Promoters and promoter group shareholding [refer note v]                                 |                                 |               | Nil                             | Nil            | Nil                     |

\* DSCR = [Profit before interest and exceptional &amp; extraordinary items ÷ (Interest expense + principal repayments of long-term debt during the year)]

\*\* ISCR = [Profit before interest and exceptional &amp; extraordinary items ÷ interest expense]

for LARSEN &amp; TOUBRO LIMITED

A. M. NAIK

Chairman &amp; Managing Director

Mumbai

October 21, 2011

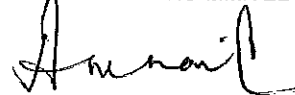
Notes :

- (i) The Company, during the quarter ended September 30, 2011, has allotted 11,37,879 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) Statement of Assets and Liabilities as per clause 41(v) (h) of the Listing Agreement.

| Particulars                                          | As at                    |                          |                        |
|------------------------------------------------------|--------------------------|--------------------------|------------------------|
|                                                      | 30.9.2011<br>(Unaudited) | 30.9.2010<br>(Unaudited) | 31.3.2011<br>(Audited) |
| <b>SOURCES OF FUNDS</b>                              |                          |                          |                        |
| <b>Shareholders' funds:</b>                          |                          |                          |                        |
| Share capital                                        | 12223                    | 12099                    | 12177                  |
| Reserves and surplus (including revaluation reserve) | 2324221                  | 1982005                  | 2172449                |
|                                                      | <b>2336444</b>           | <b>1994104</b>           | <b>2184626</b>         |
| <b>Loan funds</b>                                    | 861528                   | 772359                   | 716111                 |
| <b>Deferred tax liabilities (net)</b>                | 15513                    | 8453                     | 26347                  |
| <b>TOTAL</b>                                         | <b>3213485</b>           | <b>2774916</b>           | <b>2927084</b>         |
| <b>APPLICATION OF FUNDS</b>                          |                          |                          |                        |
| <b>Fixed assets</b>                                  | 766124                   | 684064                   | 741618                 |
| <b>Investments</b>                                   | 1299561                  | 1287763                  | 1468482                |
| <b>Current assets, loans and advances:</b>           |                          |                          |                        |
| (i) Inventories                                      | 181196                   | 152320                   | 157715                 |
| (ii) Sundry debtors                                  | 1362737                  | 1006665                  | 1242761                |
| (iii) Cash and bank balances                         | 104986                   | 133064                   | 173035                 |
| (iv) Other current assets                            | 1180543                  | 840134                   | 1103602                |
| (v) Loans and advances                               | 1002467                  | 852560                   | 823523                 |
|                                                      | <b>3831929</b>           | <b>2984743</b>           | <b>3500636</b>         |
| <b>Less : Current liabilities and provisions:</b>    |                          |                          |                        |
| (i) Liabilities                                      | 2561100                  | 2084458                  | 2559234                |
| (ii) Provisions                                      | 123029                   | 97196                    | 224418                 |
|                                                      | <b>2684129</b>           | <b>2181654</b>           | <b>2783652</b>         |
| <b>Net current assets</b>                            | <b>1147800</b>           | <b>803089</b>            | <b>716984</b>          |
| <b>Miscellaneous expenditure</b>                     | -                        | -                        | -                      |
| <b>( to the extent not written-off or adjusted)</b>  |                          |                          |                        |
| <b>TOTAL</b>                                         | <b>3213485</b>           | <b>2774916</b>           | <b>2927084</b>         |

- (iii) Figures for the previous periods have been re-grouped / re-classified to conform to the figures of the current periods.
- (iv) There were no pending investor complaints as on July 1, 2011. During the quarter ended September 30, 2011, 12 complaints were received and resolved.
- (v) The promoter and promoter group shareholding is nil and accordingly the information on shares pledged / encumbered is not applicable.
- (vi) The results for the quarter ended September 30, 2011 have been subjected to Limited Review by the Statutory Auditors, reviewed by the Audit Committee and approved by the Board of Directors at its meeting held on October 21, 2011.

for LARSEN & TOUBRO LIMITED



A.M.NAIK  
Chairman & Managing Director

Mumbai  
October 21, 2011

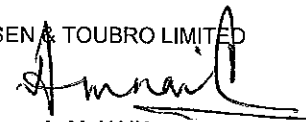
**Segment-wise Revenue, Result and Capital Employed in terms of clause 41 of the listing agreement:**

| Particulars                                                          | 3 months ended<br>September 30, |               | 6 months ended<br>September 30, |                | ₹ Lakh                                       |
|----------------------------------------------------------------------|---------------------------------|---------------|---------------------------------|----------------|----------------------------------------------|
|                                                                      | 2011                            | 2010          | 2011                            | 2010           | Year ended<br>March 31,<br>2011<br>(Audited) |
|                                                                      |                                 |               |                                 |                |                                              |
| <b>Gross segment revenue</b>                                         |                                 |               |                                 |                |                                              |
| 1 Engineering & Construction                                         | 972129                          | 810465        | 1782072                         | 1470072        | 3825671                                      |
| 2 Electrical & Electronics                                           | 84741                           | 67157         | 159360                          | 141368         | 321156                                       |
| 3 Machinery & Industrial Products                                    | 67803                           | 69955         | 136843                          | 124627         | 279292                                       |
| 4 Others                                                             | 22211                           | 16090         | 42109                           | 28104          | 65971                                        |
| <b>Total</b>                                                         | <b>1146884</b>                  | <b>963667</b> | <b>2120384</b>                  | <b>1764171</b> | <b>4492090</b>                               |
| Less: Inter-segment revenue                                          | 9384                            | 13306         | 25047                           | 22907          | 59101                                        |
| <b>Net segment revenue</b>                                           | <b>1137500</b>                  | <b>950361</b> | <b>2095337</b>                  | <b>1741264</b> | <b>4432989</b>                               |
| <b>Segment result (Profit before interest and tax)</b>               |                                 |               |                                 |                |                                              |
| 1 Engineering & Construction                                         | 103500                          | 89404         | 184143                          | 170655         | 474407                                       |
| 2 Electrical & Electronics                                           | 7098                            | 8682          | 13323                           | 16058          | 39943                                        |
| 3 Machinery & Industrial Products                                    | 10627                           | 11558         | 22822                           | 22858          | 53047                                        |
| 4 Others                                                             | 4768                            | 1721          | 8991                            | 5070           | 11801                                        |
| <b>Total</b>                                                         | <b>125993</b>                   | <b>111365</b> | <b>229279</b>                   | <b>214641</b>  | <b>579198</b>                                |
| Less: Inter-segment margins / (loss) on capital jobs                 | 1480                            | (309)         | 589                             | 209            | 1239                                         |
| Less: Interest expenses                                              | 19701                           | 18699         | 35430                           | 32518          | 61926                                        |
| Add: Unallocable corporate income net of expenditure                 | 12119                           | 14376         | 33025                           | 23169          | 67258                                        |
| <b>Profit before tax</b>                                             | <b>116931</b>                   | <b>107351</b> | <b>226285</b>                   | <b>205083</b>  | <b>583291</b>                                |
| <b>Capital employed</b><br>(Segment assets less segment liabilities) |                                 |               |                                 |                |                                              |
| 1 Engineering & Construction                                         |                                 |               | 982842                          | 733418         | 753346                                       |
| 2 Electrical & Electronics                                           |                                 |               | 138581                          | 115712         | 118618                                       |
| 3 Machinery & Industrial Products                                    |                                 |               | 69040                           | 27231          | 47022                                        |
| 4 Others                                                             |                                 |               | 62952                           | 43188          | 54250                                        |
| <b>Total capital employed in segments</b>                            |                                 |               | <b>1253415</b>                  | <b>919549</b>  | <b>973236</b>                                |
| Unallocable corporate assets less corporate liabilities              |                                 |               | 1960070                         | 1855367        | 1953848                                      |
| <b>Total capital employed</b>                                        |                                 |               | <b>3213485</b>                  | <b>2774916</b> | <b>2927084</b>                               |

**Notes:**

- Segments have been identified in accordance with Accounting Standard (AS) 17 on Segment Reporting, considering the risk/return profiles of the businesses, their organisational structure and the internal reporting systems.
- Segment composition: **Engineering & Construction** comprises execution of engineering and construction projects to provide solutions in civil, mechanical, electrical and instrumentation engineering (on turnkey basis or otherwise) to core/infrastructure sectors including railways, shipbuilding and supply of complex plant and equipment to core sectors. **Electrical & Electronics** includes manufacture and/or sale of low and medium voltage switchgear components, custom built low and medium voltage switchboards, electronic energy meters/protection (relays) systems, control & automation products and medical equipment. **Machinery & Industrial Products** comprises manufacture and sale of industrial machinery & equipment, manufacture and marketing of industrial valves, construction equipment and welding/industrial products. **Others** include property development and integrated engineering services.
- Segment revenue comprises sales & operational income allocable specifically to a segment. Unallocable expenditure mainly includes expenses incurred on common services provided to segments and other corporate expenses. Unallocable income primarily includes interest income, dividends and profit on sale of investments. Corporate assets mainly comprise investments.
- In the Engineering & Construction segment, sales and margins do not accrue uniformly during the year. Hence the operational/financial performance of aforesaid segment can be discerned only on the basis of figures for the full year.

for LARSEN & TOUBRO LIMITED



A. M. NAIK  
Chairman & Managing Director

Mumbai  
October 21, 2011