

## Annexure I

The details of major orders secured during the year ended March 31, 2008 are given below:

### Domestic

April 07 – March 08

	<i>Rs. Crore</i>
▶ Construction of Mumbai International Airport including design and engineering of terminal building, airside works, runways for Mumbai International Airport Limited	5500
▶ Construction and civil work for the Northern Area Development project in RJ-ON/1 block at Barmer, Rajasthan for Cairn Energy India Private Limited	1347
▶ Mumbai High South Redevelopment Phase – II project comprising Design, Engineering, Procurement, Fabrication, Load-out, Transportation, Installation, Testing and Commissioning at Mumbai High for ONGC	1261
▶ Expansion of coal and coke handling plant, base handling plant and electrical works at Burnpur in West Bengal for Steel Authority of India Limited	1184
▶ NQ Re-construction project comprising re-construction of offshore facilities at NQ Complex for ONGC – NQRC at Mumbai High, South Field	877
▶ Detailed Engineering, Supply of equipment, Site service, civil & structural Works for steel melt shop and power distribution area for Sinter Plant at Kalingnagar, Orissa for Tata Steel Limited	857
▶ Design, Engineering, Supply of materials & equipment, Erection, Construction and Commissioning of Blast Furnace at Angul, Orissa for Bhushan Steel & Strips Limited	770
▶ Residual process design, detailed engineering, procurement, supply, fabrication, construction, installation, testing, commissioning and PGTR for Sulphur Recovery units along with associated facilities at Baroda, Gujarat for Indian Oil Corporation Limited	693

### Overseas

▶ Manufacture and supply of reactors (18 nos) and separators (4 nos) for Clean Fuel Project of Kuwait National Petroleum Company.	1696 ( 423 USD Mio)
▶ Building of 4 Nos of RO-RO / LO-LO semi submersible Heavy Lift Container Carrier Vessels for Roll Dock BV, Netherlands	580 ( 145 USD Mio)
▶ Expansion and reinforcement of 33 KV network at Al Ain, Abu Dhabi for Al Ain Distribution Company	411 ( 108 USD Mio)
▶ Building of 2 Nos of Multi-purpose Heavy Lift Vessels for BigLift Shipping B.V. Netherlands	398 ( 95 USD Mio)
▶ Construction of Primary Sub-station 132 / 22 KV Lot 1A and Associated Cable Works at Saadiyat Island for Abu Dhabi Water & Electricity Authority	365 ( 96 USD Mio)



# LARSEN & TOUBRO LIMITED

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

AUDITED FINANCIAL RESULTS FOR THE YEAR ENDED MARCH 31, 2008

Particulars	Rs. crore				Rs. crore	
	Independent Financials				Consolidated Financials	
	3 months ended March 31		Year ended March 31		Year ended March 31	
	2008	2007	2008	2007	2008	2007
1 Gross Sales / Revenues from Operations	8577.55	6365.74	25187.48	17900.59	29561.11	20700.49
Less: Excise Duty	110.68	120.92	332.78	333.49	362.61	364.46
<b>Net Sales / Revenues from Operations</b>	<b>8466.87</b>	<b>6244.82</b>	<b>24854.70</b>	<b>17567.10</b>	<b>29198.50</b>	<b>20336.03</b>
2 (i) Other Operational Income	15.18	21.64	23.15	37.70	151.88	176.83
(ii) Interest Income	23.60	16.81	84.48	59.06	113.56	108.05
(iii) Other Income	210.27	182.99	480.24	402.57	384.65	290.70
<b>3 Total Income (1+2)</b>	<b>8715.92</b>	<b>6466.26</b>	<b>25442.57</b>	<b>18066.43</b>	<b>29848.59</b>	<b>20911.61</b>
4 <b>Expenditure :</b>						
a) (Increase) / decrease in stock -in- trade and work -in -progress	(244.82)	145.99	(746.17)	(121.76)	(782.56)	(131.46)
b) i) Consumption of raw materials	2093.48	1363.92	6516.82	4069.51	7123.10	4151.63
ii) Sub-contracting charges	1393.93	1062.46	4490.44	3391.95	4966.38	3580.27
iii) Construction materials	2158.39	1370.21	5610.32	3651.01	5968.37	3932.56
iv) Purchase of traded goods	532.14	338.42	1581.90	1183.41	1586.98	1184.41
v) Other manufacturing / operating expenses	506.24	447.65	1677.15	1363.46	3117.08	2407.70
c) Employee cost	379.62	326.85	1535.44	1259.19	2049.43	1488.20
d) Sales, administration and other expenses	529.76	379.97	1374.17	1024.65	1722.65	1284.94
e) Depreciation, amortisation, obsolescence and impairment	68.17	69.81	211.60	170.01	509.74	344.86
<b>Total Expenditure</b>	<b>7416.91</b>	<b>5505.28</b>	<b>22251.67</b>	<b>15991.43</b>	<b>26261.17</b>	<b>18243.11</b>
5 Interest expenses	49.86	23.14	122.66	92.99	203.11	158.44
6 Exceptional item : gain on disposal / dilution of stake in Group Companies	87.23	-	87.23	22.88	34.31	494.97
<b>7 Profit before Tax (3) - (4) - (5) + (6)</b>	<b>1336.38</b>	<b>937.84</b>	<b>3155.47</b>	<b>2004.89</b>	<b>3418.62</b>	<b>3005.03</b>
8 <b>Provision for Taxes :</b>						
a) Provision for Current Tax (including wealth tax)	306.25	256.12	892.79	612.32	1039.27	719.54
b) Provision for Deferred Tax	25.20	(23.08)	19.95	(25.63)	31.74	(6.98)
c) Provision for Tax on Fringe Benefits	38.17	4.03	69.31	15.18	76.11	20.16
d) Tax on Dividends received from Subsidiaries / Joint Ventures	-	-	-	-	13.68	11.10
<b>Total Provision for Taxes</b>	<b>369.62</b>	<b>237.07</b>	<b>982.05</b>	<b>601.87</b>	<b>1160.80</b>	<b>743.82</b>
<b>9 Profit after Tax (PAT) (7) - (8)</b>	<b>966.76</b>	<b>700.77</b>	<b>2173.42</b>	<b>1403.02</b>	<b>2257.82</b>	<b>2261.21</b>
10 Add : Share of Profit / (Loss) from Associates	-	-	-	-	135.83	95.08
11 Less : Minority Interests	-	-	-	-	68.29	116.15
<b>12 Consolidated PAT</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2325.36</b>	<b>2240.14</b>
<b>13 Consolidated PAT without exceptional gains on divestitures</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>-</b>	<b>2304.76</b>	<b>1810.26</b>
14 Paid-up equity share capital (Face value of share: Rs. 2 each)	58.47	56.65	58.47	56.65	58.47	56.65
15 Reserves excluding revaluation reserve			9470.71	5683.85	10746.74	6836.97
16 Basic EPS ( Rupees )	33.12	24.95	75.59	50.22	80.87	80.19
17 Diluted EPS ( Rupees )	32.44	24.05	72.76	48.36	77.90	77.36
18 Aggregate of Public Shareholding:						
- Number of Shares ('000s)	280245	276383	280245	276383	280245	276383
- Percentage of Shareholding	95.87%	97.57%	95.87%	97.57%	95.87%	97.57%

## Notes :

- Pursuant to the announcement of the Institute of Chartered Accountants of India(ICAI) dated March 29, 2008 on accounting of derivatives, the Company has adopted during the year under review, the principles of hedge accounting as per the Accounting Standard 30, in respect of those derivative transactions which are not covered by the existing Accounting Standard 11. Consequently, an amount of Rs. 171.53 crore (net) has been charged to Independent Financials, as a result of fair valuation of outstanding derivative contracts. In addition, an amount of Rs. 90.22 crore (net) has been charged on this account by group companies, and considered in the Consolidated Financials.
- Exceptional item for the quarter ended March 31, 2008 as per Independent Financials represents a gain of Rs. 87.23 crore on disposal of stake in a subsidiary company. The gain on account of this transaction is Rs. 34.31 crore in the Consolidated Financials.
- The Company during the quarter ended March 31, 2008 has allotted 4,99,761 equity shares of Rs. 2 each, fully paid up, on exercise of stock options by employees, in accordance with the Company's stock option schemes.
- The Board of Directors has recommended a final dividend of Rs.15 per equity share of a face value Rs. 2 per share. Including the special interim dividend of Rs.2 per equity share paid during the year, the dividend for the year works out to Rs.17 per equity share.
- The Board of Directors has recommended for the approval of shareholders, the issue of bonus equity shares in the ratio of 1:1 [ one bonus equity share of Rs. 2 each for every equity share of Rs. 2 each held ].
- There were no pending investor complaints as on January 1, 2008. During the quarter ended March 31, 2008, 21 complaints were received and resolved.
- Figures for the previous periods have been re-grouped / re-classified to conform to the figures of the current periods.
- The above results were reviewed by the Audit Committee and approved by the Board of Directors at its meeting on May 29, 2008.

for LARSEN & TOUBRO LIMITED

Mumbai  
May 29, 2008

A. M. NAIK  
Chairman & Managing Director

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

Particulars	Rs. crore				Rs. crore	
	Independent Financials				Consolidated Financials	
	3 months ended March 31		Year ended March 31		Year ended March 31	
	2008	2007	2008	2007	2008	2007
<b>Gross Segment Revenue</b>						
1 Engineering & Construction	6762.68	4893.63	19376.54	13425.08	21003.26	14669.52
2 Electrical & Electronics	834.43	693.18	2662.92	2067.08	2655.56	2056.40
3 Machinery & Industrial Products	806.91	664.13	2410.91	1843.00	2680.36	2020.96
4 Financial Services	-	-	-	-	755.12	313.36
5 Developmental Projects	-	-	-	-	303.78	145.24
6 Others	401.50	251.92	1307.25	943.65	3176.60	2371.73
<b>Total</b>	<b>8805.52</b>	<b>6502.86</b>	<b>25757.62</b>	<b>18278.81</b>	<b>30574.68</b>	<b>21577.21</b>
Less: Inter-segment revenue	212.79	115.48	546.99	340.52	861.69	699.89
<b>Net Segment Revenue</b>	<b>8592.73</b>	<b>6387.38</b>	<b>25210.63</b>	<b>17938.29</b>	<b>29712.99</b>	<b>20877.32</b>
<b>Segment Result (Profit before Interest and Tax)</b>						
1 Engineering & Construction	1013.65	668.27	2332.81	1407.57	2064.19	1506.30
2 Electrical & Electronics	114.42	95.83	398.73	307.60	398.21	303.07
3 Machinery & Industrial Products	138.56	136.89	431.01	313.14	422.73	332.35
4 Financial Services	-	-	-	-	246.87	89.39
5 Developmental Projects	-	-	-	-	158.91	297.50
6 Others	51.81	25.00	98.29	73.23	387.40	291.20
<b>Total</b>	<b>1318.44</b>	<b>925.99</b>	<b>3260.84</b>	<b>2101.54</b>	<b>3678.31</b>	<b>2819.81</b>
Less: Segment margins on internal capitalization	21.21	5.01	55.03	13.42	53.20	48.89
Less: Interest expenses	49.86	23.14	122.66	92.99	203.11	158.44
Add: Net Unallocable corporate income / (expenditure)	89.01	40.00	72.32	9.76	(3.38)	392.55
<b>Profit Before Tax</b>	<b>1336.38</b>	<b>937.84</b>	<b>3155.47</b>	<b>2004.89</b>	<b>3418.62</b>	<b>3005.03</b>
<b>Capital Employed</b>						
<b>(Segment assets less Segment liabilities)</b>						
1 Engineering & Construction			4107.21	2886.55	4910.33	3285.40
2 Electrical & Electronics			1014.13	709.91	1009.55	716.17
3 Machinery & Industrial Products			438.51	312.13	643.82	470.50
4 Financial Services			-	-	1165.19	376.76
5 Developmental Projects			-	-	3750.20	2543.59
6 Others			336.10	194.04	1420.17	1029.80
Total capital employed in Segments			<b>5895.95</b>	<b>4102.63</b>	<b>12899.26</b>	<b>8422.22</b>
Unallocable corporate assets less corporate liabilities			7304.49	3783.74	5838.34	3057.73
<b>Total Capital Employed</b>			<b>13200.44</b>	<b>7886.37</b>	<b>18737.60</b>	<b>11479.95</b>

**Notes :**

- Segments have been identified in accordance with Accounting Standard 17 on Segment Reporting, considering the risk / return profile of the businesses, their organisational structure and the internal reporting systems. During the year, segment reporting has been reconstituted in compliance with the threshold norms for reportable segments in the Consolidated Financials. Accordingly, Financial Services and Developmental Projects have been reported as separate segments.
- Segment definitions : **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 sectors / infrastructure industries, shipbuilding and supply of complex plant and equipment to core sectors. **Electrical & Electronics** include manufacture and/or sale of low voltage switchgear, switchboards, petroleum dispensing pumps and systems, energy metering / protection systems, control & automation and medical equipment. **Machinery & Industrial products** comprise industrial machinery & equipment, marketing of industrial valves, construction equipment and welding / industrial products. Besides the above, **Machinery & Industrial Products in consolidated financials** also include manufacture / sale of undercarriage assemblies.  
  
**Financial Services** comprise corporate finance, equipment finance, infrastructure financing and related advisory services. **Developmental Projects** comprise development, operation and maintenance of basic infrastructure projects, toll collection, development of urban infrastructure and providing related advisory services.  
  
**Others** include ready mix concrete property development, e-engineering services and embedded systems. Besides above, Others in consolidated financials also include power comprising co-generation of power and steam for captive consumption by Haldia Petrochemicals Limited and information technology 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

for LARSEN & TOUBRO LIMITED

A. M. NAIK  
Chairman & Managing Director