

LTI/SE/STAT/2018-19/50

August 24, 2018

National Stock Exchange of India Limited Exchange Plaza, Bandra-Kurla Complex Bandra (E), Mumbai- 400 051

NSE Symbol: LTI

The BSE Limited. Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400 001

BSE Scrip Code: 540005

Dear Sirs,

Sub: Annual Report 2017-18

Pursuant to Regulation 34 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, we enclose herewith copy of the Annual Report of Larsen & Toubro Infotech Limited (the 'Company') for the financial year 2017-18.

The Annual General Meeting of the Company was held on Wednesday, August 22, 2018 at Yashwantrao Chavan Pratishthan Auditorium, General Jagannath Bhosale Marg, Next to Sachivalaya Gymkhana, Nariman Point, Mumbai - 400 021 at 03:30 p.m.

Kindly take the above information on records and acknowledge the receipt of the same.

Thanking You,

Yours sincerely,

For Larsen & Toubro Infotech Limited

Company Secretary & Compliance Officer

(M. No.: ACS 16902)

MUMBAI

Larsen & Toubro Infotech Ltd.

Branch office Technology Tower 1, Gate No. 5, Saki Vihar Road, Powai, Mumbai - 400072, India T: +91 22 6776 6776 | F +91 22 2858 1130





Amplifying Outcomes



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Dear Shareholders,

This has been an excellent year for your Company. Larsen & Toubro Infotech is scaling new heights, and amplifying the momentum of its growth journey. In a rapidly transforming digital landscape, LTI has posted exceptional performance while delivering outstanding value to its customers and stakeholders.

At the heart of this success odyssey is the rich, customer-focused lineage of LTI's parent – Larsen & Toubro. LTI draws extensively on the domain knowledge of its parent company, and has also leveraged Larsen & Toubro's client base which includes multiple global majors. All this works in tandem with a business strategy built around an outcome-oriented approach.

Team LTI is explicit in its willingness to remain flexible and open to learning new things, and perhaps also to unlearn and relearn concepts and practices that enable us to stay relevant to the changing needs of our client base.



LTI is emerging as the preferred digital partner to some of the world's leading enterprises across segments. Our proprietary Mosaic platform is accelerating digital transformation, and helping our customers surge ahead of their competitors.

Best-in-class technologies are also steering our own systems and processes, and our agile workforce is closely aligned to the emerging developments, enabling us to deliver impactful solutions that address complex challenges.

We are living in an age of near constant change – in technologies, customer expectations and socio-economic patterns. Your Company's ability to map emerging trends and focus on exponential technologies is enabling it to cross new frontiers of capabilities and performance. We have thereby joined a differentiated league of industry players who are leading global new-age businesses towards more positive outcomes across their value chain.

As more and more companies look for specialised, cutting-edge digital solutions to achieve their business goals, the opportunity horizon ahead of us is expansive. With its intense focus on designing solutions for a world where the digital and the physical converge, your Company is well poised for rapid and sustained growth.

I take this opportunity to congratulate LTI on achieving the coveted USD1 Billion milestone in revenues, and for winning several awards and recognitions that endorse its deep domain expertise and capabilities. Under the guidance of a very effective leadership team, I am confident that LTI will continue to amplify business outcomes for its customers in the years ahead.

My best wishes and support are always with the entire LTI team.

A. M. Naik Founder Chairman

CEO & MD's Message

We reported a growth of 16.7% for FY18, with digital revenues showing an impressive 42% increase Y-o-Y, with an exit rate accounting for 33% of our total revenue



Dear Shareholders,

It is with a sense of happiness and pride that I present to you the Annual Report for FY18. Your Company has reported an industry-leading performance and is rapidly being seen as the challenger and disruptor of status quo. We reported a growth of 16.7% for FY18, with digital revenues showing an impressive 42% increase Y-o-Y, with an exit rate accounting for 33% of our total revenue. This superlative performance marks our emergence as one of the fastest growing organizations in this sector, underlining our domain expertise and customer-centricity.

Steered by sustained investments in exponential technologies and people development, we have recorded a broad-based growth across verticals and service lines and have won more than USD 300 Million of new Total Contract Value (TCV) in large deals during the last 18 months – translating into exceptional performance across all key indicators. Our acquisitions of AugmentIQ and Syncordis are enriching our digital platform, Mosaic and expanding footprint in European financial services market.

I'm often asked the secret of our significantly faster growth compared to the industry. What sets us apart is our unflinching focus on outcomes that are important to customers. Rather than just meeting the Service Level Agreements (SLAs), our thrust is on delivering business outcomes that enable transformation and competitiveness. Our ability to look at every challenge as an opportunity lends us the strength to amplify these outcomes and help our clients address the complex digital demands of an ever-evolving industry.

While we are proud and excited to be where we stand today, this is not the time for us to be complacent of our accomplishments. We have an immense opportunity ahead of us and have our targets firmly set on becoming the most valuable partner for each of our customers. We will continue to strengthen our market presence while remaining agile and responsive to the demands of our clients.



The secret of building further on our momentum is to follow the principles of 'Shoshin' - a Zen Buddhism philosophy that means "a beginner's mind", a mind with openness, eagerness and no preconceptions. While we continue to build on our expertise, which of course remains critical to our growth, we shall also focus more concertedly on being open to continuous learning and finding new solutions to old problems. As we surge ahead, we will keep evolving as a 'learning company', with the most curious people in every department, and in every country.

With deeply-rooted industry expertise and one of industry's most dynamic teams, we are well-positioned to establish LTI among the emerging leaders in this industry. That is my goal as we step into the next financial year.

Sanjay Jalona

CEO & Managing Director



Board of Directors

At the helm of our efforts to amplify the outcomes is a visionary Board, supported by an experienced and agile leadership.



Standing (L-R)

- / Aftab Zaid Ullah
- / R. Shankar Raman
- / Sanjeev Aga
- Sudip Banerjee
- / Arjun Gupta
- Sudhir Chaturvedi
- Vedika Bhandarkar

Sitting (L-R)

- Sanjay Jalona
- / Samir Desai
- / A. M. Naik
- / M. M. Chitale
- S. N. Subrahmanyan







Leadership Team

Corporate

- Sanjay Jalona Chief Executive Officer & Managing Director
- Aftab Zaid Ullah Chief Operating Officer
- Sudhir Chaturvedi
 President Sales
- Ashok Kumar Sonthalia Chief Financial Officer
- Peeyush Dubey
 Chief Marketing Officer
- Manoj Koul Company Secretary & Compliance Officer
- / Ajay Tripathi Chief Human Resources Officer

Vertical Head

- Anil Vazirani
 Chief Business Officer, Insurance Americas
- Harsh Naidu
 Chief Business Officer, Banking & Financial Services,
 Americas
- Siddharth Bohra
 Chief Business Officer, Tech, Media, CRP & Digital,
 Americas
- Rohit Kedia
 Chief Business Officer, Manufacturing & ERP,
 Americas
- Sarbajit Deb Chief Business Officer, Nordics
- Satya Samal Chief Business Officer, Europe (excluding Nordics)





Mapping LTI

A global technology consulting and digital solutions Company, Larsen & Toubro Infotech (NSE: LTI, BSE: 540005) helps clients succeed in a converging world by accelerating their digital transformation. With the rich legacy of Larsen & Toubro Limited, LTI powers the augmentation of client efficiencies to enable them to deliver greater value to their customers, employees and shareholders.

Among top

20
Global IT Services
Companies

50
Fortune 500
Clients

6th
Largest
Indian IT Services
Company

25
Delivery Centers
25
Sales Office

27
Countries









The Elements of Amplifying Outcomes

Across industries, existing technologies are giving way to new ones every day, and digital has emerged as the universal disruptor for businesses striving to address new challenges in the transforming milieu.

However, the struggle for finding the right technology to address their business requirements is in itself a big challenge for businesses. With a plethora of technological offerings, search for the right digital partner to give the right solutions for delivering the desired results and Rol becomes fraught with difficulties.

LTI helps make the choice easier. We are focused on outcomes, rather than further aggravating the

clients' dilemma of choices. And we ensure that we deliver these outcomes by employing best-of-breed technologies backed by an empowered team.

Thus, while others are talking about technologies, we prefer to talk about outcomes.

And we do this by:

Doing less:Automating and reducing work volume

Doing fast:
Using latest
technologies and
agile ways of
working

Doing more:
With proprietary
and domain-specific
solutions and
accelerators

Doing better:
Accelerating digital
transformation
with Mosaic

We are committed to amplifying outcomes, for our clients.

Our business philosophy is centered on enhancing business outcomes through automation and innovation, which we are continuously driving through our partnership approach.



Doing Less

Because the beginner's mind favors a bottom-up approach to finding the right solutions.

At LTI, we believe in fundamental reduction in work, going well beyond the traditional concepts like continuous improvement. Leveraging operations transformation and technology modernization to reduce the work at source, we accomplish the goal of doing less to deliver more.

Significant reduction in operations through Automation and AI is at the core of our agenda. Our business strategy is aimed at achieving 25%-50% reduction in volume of work for our clients.

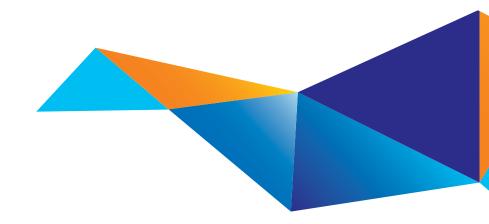
The focus is on eliminating work through specialized tools and digitization of workflows. Our tools-driven approach, which includes innovative measures such as de-customization in SAP, helps in significant reduction of technical debt.

Automation is a high priority investment area for enterprises as they seek to accelerate speed-to-market and improve resiliency of their software applications. A well-balanced portfolio of dev-test automation tools and continuous investments to strengthen its partner network and upskill its talent has helped LTI secure the position of Major Contender in the Automation in Application Dev-Test PEAK MatrixTM assessment.

Chirajeet Sengupta Partner, Everest-Group

Case study

LTI helped a global market leader in beauty products reduce 8-10% tickets through cognitive end-user assistance, resulting in 30% upfront cost reduction.









Doing Fast

Because fresh learning requires faster unlearning of old systems and processes.

With speed being the essence of digital revolution, we are continuously powering our business operations. The thrust is on delivering faster, through deployment of the latest technologies and more agile ways of working.

Our agile delivery centers are investing in space and infrastructure for teams to better operate in agile methodologies – agile rooms, video conferencing, collaboration tools like digital whiteboards, and training.

For applications management programs, our integrated full-stack Business Command Center, with end-to-end accountability of high priority tickets, helps customers move faster through automation.

When it comes to apps and infrastructure management, our focus is on enabling 1-touch resolution for faster turnaround. 24X7 monitoring across infra and apps propels this strategy, facilitating faster learnings and outcomes for customers.

Our delivery centers in Poland, Johannesburg, and Costa Rica ensure speed and business alignment where rapid results are a key requirement.

LTI has showcased strong focus on IoT Integration and Managed Services. LTI's Mosaic offerings across the IoT technology stack is a differentiator that helps customers with accelerated solutions.

Sidhant Rastogi Partner & Practice Head, Zinnov

Case study

LTI helped a leading American Multinational Energy Corporation by DevOps approach adoption to improve Business User Experience through Business-led innovations, which in turn improved Time-to-Market by 30%.



Doing More

Because the new-age business demands a deeper understanding of client needs.

We believe in going the extra mile to ensure client satisfaction, by understanding their needs better and learning to address them more effectively with our own solutions and accelerators that bring a wealth of industry specific knowledge.

Unitrax, our SaaS-based proprietary transfer agency record-keeping platform, enables fund managers and insurance providers with better administration of their wealth management products.

Syncordis Studio: LTI acquired Luxembourg-based Syncordis SA during the year, which is Europe's leading implementation partner of Temenos core banking software solutions. The Syncordis Studio automates the critical COB process for banks. Besides regular T24 COB processes, Syncordis Studio also automates backups, messaging and alert systems, and other customized processes.

AccuRUSI: Our property and casualty insurance company, LTI AccuRUSI, the underwriter's Workbench,

brings rigor, efficiency and control, by leveraging data from multiple third-party sources, including IoT sensors. AccuRUSI brings the power of single view of risk, cognitive risk intelligence, advanced risk visualization, real-time risk monitoring, and adaptive underwriting workflow.

Toolset driven levers, such as Bots, Mobility, Analytics, Automation and Personal Maps, are extensively used to ensure that our integrated teams deliver on their E2E goals with total ease. We also have in place a system of service provider payouts linked to IT and business SLAs, personal CSAT, and contribution to business outcome.

LTI has a wealth of solutions and accelerators, which make its consulting and implementation services more repeatable and faster to implement. NelsonHall welcomes this approach based on repeatability and quality.

Dominique Raviart
IT Services Research Director at NelsonHall

Case study

A Canadian asset servicing company partnered with LTI Canada to transition all its transfer agency clients onto Unitrax, which boosted business growth, improved long-term servicing performance, reliability and scalability of unit holder record-keeping solution, and effectively managed risk with a proven solution.







Doing Better

Because learning to excel is vital for business success in the transforming digital environment.

We are cognizant of the need to continuously improve business processes and outcomes to remain competitive and successful in the transforming industry landscape.

LTI's Mosaic platform enables better outcomes and accelerates digital transformation through data engineering, advanced analytics, knowledge-led automation, IoT connectivity, improved experience and better cybersecurity for its users.

We are highly focused on driving a better customer experience at every step of our engagement

through a partnership approach rooted in targeted interventions. Better leverage of existing technology and data assets is ensured through a strong innovation thrust, which we have successfully institutionalized as a way of life at LTI.



Accelerating Digital Transformation







decisions Impactful

Decision-making



ΑI

Reinvent Problem-Solving



automation

Smarter Execution



ехрегіепсе

Unmatched Customer Experience



MOSaic securitu

Total Cybersecurity

mosaic academy

In combining machine learning with the other Mosaic automation products, LTI is addressing the continuum of automation from RPA to machine learning that customers seem to be demanding.

Nick Patience

Co-Founder & Research Vice President, 451 Research

Case study

A highly ambitious, large-scale digital transformation program for a 'Navratna' PSU eliminated paper movement at all levels to improve transparency and enhance corporate governance.



Awards & Recognitions

The success of our 'Amplifying Outcomes' strategy is endorsed by the various awards and recognitions received during the year.

- #1 in the 'Challengers' list in Everest Group's PEAK Matrix[™] Service Provider of the Year 2018
- Sanjay Jalona recognized among the Best CEOs in the Institutional Investor 2018 rankings for listed IT Services companies in Asia
- Sanjay Jalona chosen as Exemplary CEO of the Year 2017 by BW Businessworld
- Leader in Zinnov Zones 2017 for Digital Services
- Recognized by ISG as one the Breakthrough 15 Sourcing Standouts in the Americas and EMEA regions in its 4Q17 Global ISG Index™
- Recognized by Microsoft as "Azure Emerging" partner of the Year"
- Ranked among leaders in Property & Casualty and Life & Annuities categories in Novarica 2018 Market Navigator[™] for IT Services Providers for Insurers
- Major Player in IDC MarketScape: Worldwide Manufacturing Customer Experience Systems Integration and IT Strategic Consulting 2018 Vendor Assessment

- Positioned as a 'Leader' for RPA and Al in Banking, 'Leader' in Digital Focus, 'Leader' for IoT Services, and 'Innovator' for SAP S/4HANA capabilities in NelsonHall's NEAT 2017
- Won the Oracle Digital Transformation award for Optimizing JD Edwards with laaS
- Featured as High Performer in HfS Blueprint Report: Enterprise Blockchain Services 2017
- Ranked as the Top Service Provider in France in the 2017 French IT outsourcing study conducted by Whitelane Research
- Mentioned in Gartner's Market Guide for European Non-Life-Insurance Policy Administration Systems
- Positioned as a Niche Player in Gartner's Magic Quadrant for Oracle Application Services, Worldwide
- Mosaic mentioned in Gartner's Competitive Landscape of IoT Platform Vendors report for 2017
- Recognized as a Representative Vendor in Gartner's Market Guide for Blockchain Consulting and Proof-of-Concept Development Services report, dated 13th March 2018



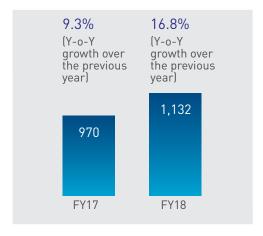






Financial Highlights

Revenue in USD Million



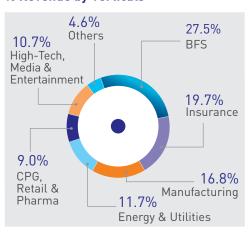
Revenue in INR Million



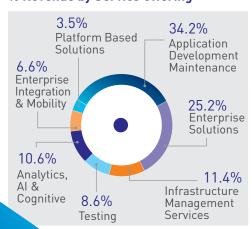
PAT (INR Million) & PAT Margins (%)



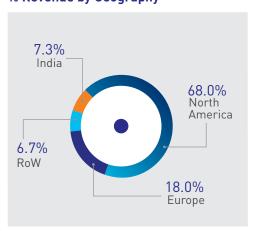
% Revenue by Verticals



% Revenue by Service Offering



% Revenue by Geography





Amplifying Outcomes for the Society

Solving for society is one of our core beliefs, and LTI 1Step initiative is our unique approach to corporate social responsibility, driving both organizational-level and individual-level contributions to communities, globally.









Empowerment

- Digital Sakshar-the program to help the youth learn IT skills to enhance employability
- Women empowerment supporting marginalized women in urban and rural areas, helping them become financially independent
- / I learn-I earn helping differently-abled youth learn computer skills





Corporate Information

Board of Directors

A. M. Naik

Non-Executive Chairman

S. N. Subrahmanyan

Non-Executive Vice Chairman

Sanjay Jalona

Chief Executive Officer and Managing Director

R. Shankar Raman

Non-Executive Director

Aftab Zaid Ullah

Chief Operating Officer & Whole-time Director

Sudhir Chaturvedi

President-Sales & Whole-time Director

Samir Desai

Independent Director

M. M. Chitale

Independent Director

Vedika Bhandarkar

Independent Director

Arjun Gupta

Independent Director

Sanjeev Aga

Independent Director

Sudip Banerjee

Independent Director

Chief Financial Officer

Ashok Kumar Sonthalia

Company Secretary and Compliance Officer

Manoj Koul

Statutory Auditors

B. K. Khare & Co.

Secretarial Auditor

Naina R Desai

Registrar & Share Transfer Agent

Link Intime India Private Limited

Committee Positions

Audit Committee

M. M. Chitale Chairperson

S. N. Subrahmanyan

Samir Desai

Vedika Bhandarkar

Stakeholders' Relationship Committee

Vedika Bhandarkar

Chairperson

Sanjay Jalona

Aftab Zaid Ullah

Risk Management Committee

S. N. Subrahmanyan

Chairperson

Sanjay Jalona

Aftab Zaid Ullah

Ashok Kumar Sonthalia

Nomination and Remuneration Committee

Samir Desai

Chairperson

A. M. Naik

S. N. Subrahmanyan

Arjun Gupta

Corporate Social Responsibility

Committee

Sanjay Jalona

Chairperson

Aftab Zaid Ullah

Arjun Gupta

Strategic Investment Committee

A. M. Naik

Chairperson

S. N. Subrahmanyan

R. Shankar Raman

Sanjay Jalona

Registered Office

L&T House

Ballard Estate

Mumbai - 400 001

Bankers

Citibank N.A.

Standard Chartered Bank

Barclays Bank PLC

ICICI Bank Limited

HSBC

Corporate Office

Technology Tower 1

Gate No. 5, Saki Vihar Road

Powai, Mumbai - 400 072







Management Discussion & Analysis

I. Global Economic Scenario

Global synchronous growth in CY17 was led by consumption, investment, manufacturing and trade surpluses. Changes introduced in the US tax plan plus additional Spending bill is expected to boost US GDP growth. Initial US Industrial Production and PMI data point to a better 2018.

The global economic activity strengthened compared to CY16 with the world growth at 3.8%. For the next year, US GDP growth is expected to accelerate to 2.9% from 2.3% last year and growth for Euro area is expected to improve marginally to 2.4% over 2.3% last year. Emerging markets and developing economies grew at 4.8% in CY17 and are projected to grow at 4.9% in CY18. Overall, this should lead World growth to rise to 3.9% in CY18. Source: International Monetary Fund. 2018. World Economic Outlook: Cyclical Upswing, Structural Change. Washington, DC, April.

II. Overview of the Industry

Global IT-BPM industry grew by 4.3% and the IT-BPM market excluding hardware stood at USD 1.3 trillion in CY17. Indian IT-BPM industry revenues including hardware stood at USD 167 billion in FY18. The industry added ~USD 12 billion in incremental revenues last year, representing year-on-year growth of ~8% in USD terms. IT-BPM export revenues for the industry for FY18 are expected to reach USD 126 billion, growth of 7.7% over the past year. Domestic IT-BPM revenues are estimated at USD 26 billion, a growth of 8% from USD 24 billion in FY17. IT-BPM export revenues are expected to grow by 7-9% in FY19 and the domestic market is likely to grow by 10-12% next year.

Digital technologies are increasingly becoming all pervasive and are not only blurring the boundaries between business units (technology, finance, marketing, etc.) but also between companies; it is now no longer tech and non-tech companies. Many companies especially in the banking, automotive and manufacturing space are re-branding themselves as tech companies.

In the age of digital technologies, the industry has been adept at building the necessary skills and capabilities to address new and changing customer demands. Over the past few years, firms have made substantial investments in building their portfolio of capabilities around these technologies and have set up a number of labs and CoEs to deliver digital services to customers. Consequently, the industry is now well equipped to manage the stage of Bi-modal IT. While currently the traditional services (ISO, CADM, software testing, F&A, HRO, etc.) continue to have a major share of revenue (~80%), the share of digital revenue is increasing rapidly. From about 14% in FY2016, it is now 18+% and is expected to reach 38% by 2025.

Source: NASSCOM IT-BPM Strategic Review 2018

III. Our Business

Larsen & Toubro Infotech Limited (LTI) (NSE: LTI), is a global technology consulting and digital solutions company helping more than 300 clients succeed in a converging world. With operations in 27 countries, we go the extra mile for our clients and accelerate their digital transformation with LTI's Mosaic platform enabling their mobile, social, analytics, IoT (Internet of Things), cloud and cyber security journeys. In 2017, NASSCOM ranked the Company as the sixth largest Indian IT services company in terms of export revenues. The company was amongst the top 15 IT service providers globally in 2017 according to the Everest Group's PEAK Matrix for IT service providers. Its clients comprise some of the world's largest and well-known organizations, including 59 of the Fortune Global 500 companies. LTI offers an extensive range of IT services to its clients in diverse industries such as Banking & Financial Services, Insurance, Manufacturing, Energy & Utilities, Consumer Packaged Goods, Retail and Pharma, High-Tech and Media & Entertainment. Its range of services includes application development, maintenance and outsourcing, enterprise solutions, infrastructure management services, testing, digital solutions, cyber security and platformbased solutions. The company serves its clients across these industries, leveraging its domain expertise, diverse technological capabilities, wide geographical reach, an efficient global delivery model, thought partnership and 'new age' digital offerings.

LTI is headquartered in Mumbai, India and part of the Larsen & Toubro (L&T) Group. The Company has inherited the engineering & innovation mind-set, domain expertise, and large program management capabilities from the promoter group. It leverages the strengths and heritage of L&T Group in imbibing virtuous risk management and corporate governance practices.

1. Strategy

LTI's overall business strategy for long term growth has the following key elements:

- i. Client centricity
- ii. Deliver Amplified Outcomes to our clients
- Investing in new technologies to build differentiated service offerings
- iv. Transforming as an organization to align ourselves in this dynamic world
- v. Focusing on new large transformation deals
- vi. Expanding in new geographies
- vii. Investing in new avenues through Partnerships, Alliances and Acquisitions



Client Centricity is at the nucleus of Company strategy with primary focus on solving complex problems at the convergence of digital and physical world for its clients. LTI's long association with key clients, understanding of their business and investment in account management teams through programs like Minecraft, ADEA (Analytics and Digital in Every Account) has positioned it well to deliver profitable growth. The Company posted significant improvement in client satisfaction over the last two years.

Company is focussed on amplifying outcomes for its clients by:

- Enabling new business models
- Enabling revenue growth
- Transforming customer and employee experiences
- Next gen efficient operations

LTI sees customers' world changing through tectonic changes in technology. There are three things that are happening in the industry – First, there are exponential technologies that are available today. Second, these are all new technologies and they are new for everyone. No one has the incumbency advantage. Third, to help clients navigate and win in these times, one needs deep business knowledge to imagine and co-create with the customer. To facilitate and deliver amplified outcomes to its clients, Company has embraced the concept of 'Shoshin', Beginner's mind – a mind that has openness, eagerness, and lack of preconceptions. In the beginner's mind, there are many possibilities, in the expert's mind there are few. Expertise is important however, what is needed is the willingness and openness to keep learning and then keep building expertise.

Conversant with latest technology and regulatory trends in an ever-evolving business ecosystem, LTI has created differentiated service offerings catering to a wide span of industry sectors. These include regulation-related offerings in the banking sector, underwriting-related offerings in the property and casualty insurance sector, digital operations management for Oil & Gas, Automotive etc. Considering the challenges around cyber security and data protection, LTI launched MOSAIC Security it's industry-agnostic offerings in the security space with a key focus on cyber-analytics.

Company's relentless focus on digital, analytics, automation, IoT and cloud technologies through its proprietary MOSAIC™ platform is helping it differentiate in the marketplace. It's cutting edge work in these areas has been recognized by leading industry tech analysts in numerous studies, for example LTI has been recognised as Leader for Digital Focus in NelsonHall's NEAT for Digital Testing and High Performer in HfS Blueprint Report for Enterprise Blockchain Services 2017.

The Company continues to move on its own path of transformation - "Change from Within". LTI 2.0, the Company's deep-rooted transformation program that covers every part of the organization has enabled the organization to be more agile, responsive and transparent. The Company executed a

comprehensive brand launch and global rollout during FY2018. LTI's modern corporate identity reflects its aspiration to be the next generation IT services company with deep understanding of physical and digital convergence. On the Systems front, the Company revamped its internal systems to move away from standalone, legacy systems and replace them with a state-of-the-art, bespoken and tightly-coupled unified system to ensure streamlining of all processes and activities. Workplace has now become the platform of choice for all collaboration within the organization, this has helped create a unified front for all information and discussions and is the hot-bed for genesis of novel ideas. LTI also expanded its European footprint by setting up its latest development centre in Poland in FY2018. Located in Warsaw, the delivery centre will serve as a near-shore centre for local clients in the region.

To accelerate its revenue growth, the Company has adopted a three-pronged approach focusing on partnerships, acquisitions and association with start-up ecosystem. Together, these would assist in driving amplified outcomes for its clients.

Acquisition: In FY2018, the Company acquired Luxembourg-based Syncordis S.A., a leading core banking implementation services provider, along with its identified subsidiaries in France, UK, Luxembourg and India. Founded in 2004, Syncordis has an exclusive focus on Temenos Digital Suites that positions it as a leading independent pure play Temenos specialist. Syncordis has developed industry-leading accelerators that help with faster and consistent Temenos implementations and capture the fast-growing market opportunities for core banking product modernization services. This acquisition is poised to aid in growing LTI's presence in Europe by deepening capabilities in the Banking and Financial services sector.

Partnerships: The Company has identified and signed nine strategic partnerships with large OEMs. It has also created 360-degree relationships with a select few partners, viewing them as Global growth engines. The Company has defined joint go-to-market strategies, enhanced capacity and readiness and proliferated best practices across clients through these partnerships.

LTI's Start-up Ecosystem: The Company is creating an ecosystem to partner with innovators around the world and cocreate value for clients through association with 600+ start-ups covering inputs from various Business Units.

The results from focus on client centricity and digital initiatives are evident from LTI's performance. LTI has achieved a revenue of \$1.13 Billion this year, steady customer satisfaction and is exiting the year with digital making 33% of revenues.

2. Opportunities

Company has a strong domain expertise derived from its parentage. It is at an inflection point, being right sized to attain agility of a start-up while maintaining stability of an established player which gives it a competitive advantage against its peers.







al Banking and Financial Services: The Company achieved 23.5% year-on-year growth in BFS in FY18 and it is optimistic about growth in this vertical. In the US market, the softening of regulatory changes have resulted in more funds being diverted to digital and data projects, with an intent to increase efficiency. Banks are focused on reducing their operational costs and they see IT as a major enabler for achieving this goal. They are increasingly adopting cloud infrastructure to drive down costs through radical automation and superior asset utilization. Spend on "change-the-bank" activities forms significant part of total banks' IT spend, of which the biggest proportion is for application change. They are moving towards master data management and analytics to allow for a single view of the customer and easier regulatory response and operations. However in Europe, focus will remain on modernizing the core banking operations. The anxiety towards Cloud and Blockchain has subsided to a certain extent as banks see these as technology enablers rather than mass disruptors.

Clients are relying on strategic partner such as LTI to help establish the new iterative model that some of the banks are looking to adopt. With the acquisition of Syncordis, LTI has gained expertise in Temenos, an industry-leading core banking solution. Temenos Digital Suites have ready-to-deploy solutions for banks looking to 'go digital' in a short span of time. LTI's position is further strengthened by Analyst mentions such as being featured at the forefront as "Major Contender" in Everest Group's inaugural PEAK Matrix for Risk & Regulatory Compliance Application Services in BFS.

b) Insurance: The Company has achieved 8.5% year-on-year growth in this vertical in FY18. Spend on digital transformation is the emerging trend in this sector despite the pressure on run-the-business spend. Life Annuity Insurers are focused on digital, optimized workflow and operating efficiencies as they face changing customer expectations. Property & casualty insurers are focused on analytics and speed-to-market as market competition and threat of adverse selection drives their need for better and faster product deployment. In the European market, spending will be focused to make the core insurance platform more resilient with simultaneous investment in building digital frontend to enhance customer experience.

LTI has built deep expertise in leading insurance products like Duck Creek, Insurity, Guidewire, etc., it also has unique offerings (digital and non-digital) that can help clients reduce turnaround time for operations, one of the core enablers for cost reduction.

c) Manufacturing: With 7.5% year-on-year growth, LTI is growing steadily in this sector. There are three key trends emerging in this vertical. First, cloud enabled IT modernization has become mainstream and more and more clients are embarking on programs to move majority workloads to cloud and reduce cost of maintaining internal data centers. Second, manufacturing entities are proactively assessing ERP modernization, especially in SAP and Oracle economies. Third, clients in this industry have or are building definitive roadmaps for creating Digital-ready applications landscape for agility.

With its focus on Industry 4.0, LTI is uniquely positioned to address the digital transformation journey for its clients.

- d) Energy and Utility: With a strong 23.1% year-on-year growth, the Company is confident about continued growth in this sector. Clients in this space are focusing on technology to streamline operations for cost reduction. They see investment in digital technologies as value-add for reducing costs, faster & better decision support and increasing workforce productivity. Digital investments are majorly focused on IoT, Analytics, Mobility and Cloud adoption. Advanced analytics is a major investment area for oil and gas companies. Augmented Reality & Drones to aid worker productivity, Wearables to provide over-the-shoulder coaching to workers are some of the Next Gen areas where LTI sees traction in this market.
- e) CPG, Retail and Pharma: This sector has been a focus area for LTI and this resonates with 30.1% year-on-year growth the Company has achieved. Large players in CPG/Retail industry segment are facing intense local competition along with shifting consumer preference towards health & wellness and environment friendly products. Consumers are seen to drift towards more online purchases and it becomes imperative for these large players to directly engage with the consumers. Heavy focus is being given to supply chain optimization initiatives through Automation, loT, Blockchain and direct to consumer initiatives enabled by AI and Machine Learning to set the tone for technology investment in this sector.

Clients in the Pharmaceuticals sector are focusing more on outcome-based patient care due to growing payer influence. To cope with the gap in funding and demand, providers are consolidating to procure at scale, leading to a change in the way they operate on the service delivery and purchasing fronts.

Medical device industry growth will be driven by North America and Asia, with profitability varying by segment. There is a more large-scale shift towards smarter technologies, which will help to enable many newer delivery model opportunities. IoT, Analytics, Hyper Automation, Wearables & Mobile apps, Health Informatics will drive the growth in this industry segment.

LTI has helped clients in their participation across the customer journey through smart support, chat bots and



automated interactions and will continue to enhance its offerings to reinforce such digital interactions.

f) Hi-Tech, Media and Entertainment: The Company has achieved 17.5% year-on-year growth in this industry vertical. In M&E space, changing demographic mix is leading to shifting spend patterns and is impacting Ad supported businesses. Technology adoption trends also see a shift in alignment with macro trends shaping the M&E industry segment. Augmented reality and Virtual reality would gain momentum, Blockchain, Cloud, AI, Analytics will be the driving force.

The Company sees Hi-Tech clients focus on faster speedto-market initiatives, energy-efficient smart devices and industry models shifting towards pay per use models.

Digital Business

Digital strategy is evolving with unprecedented speed of change in our clients' businesses. It is creating new businesses and new paradigms for clients. The Company aims to be digital transformation partner for clients to build their digital business and thrive in the digital era. New methodologies, like Design Driven Delivery help collapse layers and be more agile for clients.

For LTI, Digital will not just be a set of capabilities. It will be a Way of Working (WoW) and has below core components –

- Cutting edge capabilities
- Next gen delivery models
- Extreme domain focus
- Business outcome as a success metric
- Digital inside

LTI's Digital WoW is strategized through:

- a) Digital Embed: is about developing amplified outcomes model for IT support through digital levers and enablers like advanced analytics, Artificial Intelligence, Machine Learning, Cloud mobility and Design Thinking.
- **b) Digitizing the Core:** Empowering users with personalized and intelligent products and services. Enabling companies to interact with customers in real time and serve them with a 360 degree view.
- c) Pivot on Platforms: Strong ecosystem to create value with external digital partners and end users allowing them to consume digital services unlike before. Platform as an economy creates new path for growth tapping into new revenue streams.
- **d)** Service as a Product (SaaP): focusses on developing scalable and repeatable service experience to ensure consistency in customer experience and scale services over time without quality issues.

MOSAIC- LTI's proprietary digital transformation platform:

Mosaic is a converged platform offering data engineering, advanced analytics, process automation, IoT connectivity & improved solution experience to its users. Mosaic Ecosystem enables entities to undertake quantum leaps in digital transformation and bring an insights-driven approach to decision-making.

The ecosystem building blocks include:

- MOSAIC Artificial Intelligence: All platform that integrates with Legacy and Micro Services based Architecture, understands Natural Language and derives Intelligence from knowledge assets
- MOSAIC Automation: Automation platform that addresses all the process automation needs of an enterprise
- MOSAIC Decisions: Analytics as a service offering designed for ease of data orchestration, data discovery, machine learning & AI, delivering industry specific use cases for accelerated data driven decision making
- MOSAIC Things: IoT framework for managing smart devices with seamless data injection, monitoring and control
- MOSAIC Experience: Provides features to measure, monitor and improve the application experience
- MOSAIC Security: Advanced cyber analytics, Resilient security ops orchestration, Advanced threat management, Multi-cloud security and Integrated IT-OT security

3. Human Capital

As we continue to take big strides in our transformation journey which has started with a simple goal of being the most customer centric company, we remain focused on three pillars of transformation – Sales & Marketing, Delivery and People practices.

Going forward, we want to build an organization that is recognized as the most meritocratic company in the Industry. Our ambitious goals can only be achieved when our employees are the happiest. Hence, people continue to be our most valued assets.

We are committed to nurturing an environment that promotes learning and growth which will lead us to build the next generation organization with a rigor on innovation, delivering business value and driving thought leadership. At LTI, we provide a range of professional skills to develop the finer aspects of executing our roles. Every day can be a new learning when it comes to delighting customers, managing people or delivering results. We believe that it's never too late to learn something new. Our Anytime, Anywhere, byte sized programs help employees to acquire new skills and/or enhance their existing ones.

We have also institutionalized our five key beliefs across the organization:

• Be agile







- Go the extra mile
- Push frontiers of innovation
- Keep learning
- Solve for society

These five guiding principles have helped our people to be nimble towards changes, work over and beyond the call of duty to serve its clients, innovate on a day-to-day basis to transform the approach to work, continuously enhance their way of working and also focus on welfare for the society.

As on March 31, 2018, our headcount was 24,139. During FY18, we added 3000+ net new hires. Hiring, Engaging and Retaining talent continues to be the major focus areas for LTI. Compared to FY17, we improved on attrition, the full-year attrition was 14.8% in FY18 as compared to 16.9% last year.

We have launched several people initiatives that are making LTI an exciting place to learn and grow. Our Mosaic Academy continues to help us build new skills that our customers require. We have initiated the Krossover program which aims to enhance business operations and user experience of people through simplification and digitization of processes across Delivery, Finance, People supply chain and HR functions thereby upgrading our internal IT systems to be more digital-focused.

LTI has laid a Talent Strategy to focus on every employee at the organization. Key focus and learning plans are available for all experience bands, making the workforce ready by leveraging the digital learning platforms.

iRise: This is a Global Sales Leadership Program where B-school graduates are inducted and provided a Career in Sales and Account Management with exposure across geographies. The six month long program bears a promise of challenging environment, engaging work and structured mentoring, thereby creating an ecosystem to develop future global leaders who will chart out LTIs growth story in the near future.

ilmpact: The program designed for the Leadership team will help the organization to create a pool of leadership talent, develop and engage them, give opportunities to work on key projects at an organization level and help build a career plan.

Delivery Partner Program: The objective is to prepare Delivery Managers to run and manage their accounts effectively. This program has participation from key leaders and domain experts, who ensure it's successfully delivered.

IV. Significant Factors Affecting Our Results of Operations

Our results of operations have been, and will be, affected by many factors, some of which are beyond our control. This section sets out certain key factors that our management believes have historically affected our results of operations, or which could affect our results of operations in the future.

Client relationships

Client relationships are at the core of our business. We have a history of high client retention and derive a significant proportion of our revenue from repeat business built on our successful execution of prior engagements. In the year ended March 31, 2018 we generated 97.9% of our revenue from existing clients as compared to 95.5% in the year March 31, 2017.

As a client relationship matures, we seek to maximize our revenue and profitability by expanding the scope of services offered to that client with the objective of winning more business from our clients, particularly in relation to our more substantive and value-added offerings. At the same time we continue our efforts to add new clients and expand client relationships.

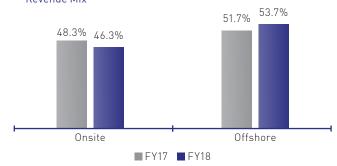
Client contribution



Composition of revenue portfolio

Our export service revenue consists of revenue from IT services both onsite and offshore. The mix of IT services performed onsite and offshore has an impact on our ability to achieve higher profit margins. The following table shows the proportionate contribution from our onsite and offshore service revenue on consolidated basis for the periods indicated:

Revenue Mix



Employees and employee costs

In order to compete effectively, our ability to attract and retain qualified employees is critical. Our total headcount increased to 24,139 as of March 31, 2018 from 21,023 as of March 31, 2017.



Our attrition rate for FY18 was 14.8% which has improved from 16.9% in FY17.

Employee benefits expenses constituted 56.0% and 55.6% of our total income in the year ended March 31, 2018 and March 31, 2017. Wage costs in India, including in the IT services industry, have historically been more competitive than wage costs in the United States, Europe and other developed economies. In addition, we continue to invest in the recruitment and retention of sales and administration staff in line with our growth and expand our markets.

Foreign currency fluctuations

Since majority of our revenue is foreign currency denominated, we carry translation and transaction foreign exchange risks. Although our foreign currency expenses partly provide a natural hedge, we are exposed to foreign exchange rate risk in respect of revenue or expenses entered into in a currency where corresponding expenses or revenue are denominated in different currencies. Major currencies in which we have exposures are US Dollars, Euro, Norwegian Krone, Swedish Krone, Canadian Dollars, British Pound Sterling and South African Rand. LTI has an active foreign exchange hedging policy in place to mitigate the risks arising out of foreign exchange fluctuations.

In addition, the overall competitiveness of the Indian IT industry in the global market is also significantly dependent on favorable exchange rates.

Tax benefits for Indian IT companies

We have historically benefited from the direct and indirect tax benefits given by the Government for the export of IT services from SEZs, including for our business. As a result, a substantial portion of our profits is exempt from income tax leading to a lower overall effective tax rate than that which we would have otherwise been subjected to if we were doing business outside SEZs, and we will continue to enjoy such benefits in the near future. Our effective tax rate has increased to 22.8% and 21.4%, respectively in the year ended March 31, 2018 and March 31, 2017 due to lower proportion of exemptions.

From July 1, 2017 onwards the company has successfully transitioned to the new indirect tax regime of Goods & Service Tax (GST).

Until March 31, 2011, direct and indirect tax benefits were also available to us for the export of IT services from software development centers registered under the STPI Scheme. From April 1, 2011 onwards, only indirect tax benefits are available for our business through software development centers registered under the STPI Scheme which continue under GST regime.

V. Financial Conditions Consolidated

Assets

1. Tangible and Intangible Assets:

| | | (₹ in Mn) |
|-------------------------------------|----------------|----------------|
| | As at | As at |
| | March 31, 2018 | March 31, 2017 |
| Property, Plant and equipment | 2,508 | 2,578 |
| Capital work-in-progress | 10 | 9 |
| Goodwill | 2,763 | 993 |
| Other Intangible assets | 1,535 | 1,848 |
| Intangible assets under development | 58 | 4 |
| Total | 6,873 | 5,432 |

Property, Plant and equipment:

The Company continued to invest in infrastructure facilities on account of computers, office equipment, expansion of development centers in India as well as overseas, in order to meet business growth. Property, Plant and equipment has reduced to $\ref{2,507}$ Million as at March 31, 2018 from $\ref{2,578}$ Million as at March 31, 2017 due to depreciation being higher than net additions during the year.

Goodwill and other Intangible assets:

Increase in Goodwill is primarily due to goodwill arising from acquisition of Syncordis S.A. The net decrease in Other Intangible assets during the year is mainly on account of amortization. Intangible assets under development represent efforts spent on assets which are under development.







2. Other Non-current and current assets

(₹ in Mn)

| | As a | As at March 31, 2018 | | As at March 31, 2017 | | |
|--------------------------------|-------------|----------------------|-------|----------------------|---------|-------|
| | Non-current | Current | Total | Non-current | Current | Total |
| Non-Current Assets - Financial | | | | | | |
| Investments | 1 | - | 1 | - | - | - |
| Loans | 387 | - | 387 | 311 | - | 311 |
| Other Financial Assets | 721 | - | 721 | 1,866 | - | 1,866 |
| | 1,109 | - | 1,109 | 2,177 | - | 2,177 |
| Other Non-current Assets | | | | | | |
| Tax assets | 900 | - | 900 | 722 | - | 722 |
| Other Assets | 1,080 | - | 1,080 | 1,292 | - | 1,292 |
| | 1,980 | - | 1,980 | 2,014 | - | 2,014 |
| Current Assets | | | | | | |
| Loans | - | 238 | 238 | - | 159 | 159 |
| Other Financial Assets | - | 1,976 | 1,976 | - | 2,518 | 2,518 |
| Other Current Assets | - | 1,125 | 1,125 | - | 988 | 988 |
| Total | 3,089 | 3,339 | 6,428 | 4,191 | 3,665 | 7,856 |

Non-current Financial Investment as of March 31, 2018 pertains to investment made by the Company in acquiring 4.76% shareholding of L&T LLC. The decrease in non-current and current other financial assets is attributable to decrease in marked to market gains of outstanding forward contracts.

3. Trade Receivables

Trade receivables amounted to ₹ 13,962 Million (net of provision for doubtful debts amounting to ₹ 345 Million) as at March 31, 2018, compared to ₹ 11,697 Million (net of provision for doubtful debts amounting to ₹ 230 Million) as at March 31, 2017.

Days of Sales outstanding of Trade Receivables as on March 31, 2018 is 70 days as against 66 days as on March 31, 2017.

4. Unbilled Revenue

Unbilled revenue represents value of services performed for customers not yet billed. Unbilled revenue stood at ₹ 8,365 Million as at March 31, 2018 as against ₹ 4,724 Million at March 31, 2017.

Days of Sales outstanding of unbilled revenue was 42 days as on March 31, 2018 as compared to 27 days as on March 31, 2017.

5. Funds Invested

(₹ in Mn)

| | As at | As at |
|----------------------------|----------------|----------------|
| | March 31, 2018 | March 31, 2017 |
| Investment in Mutual funds | 12,643 | 9,406 |
| Cash and Cash equivalents | 3,323 | 2,291 |
| Other Bank Balances | 310 | 1,504 |
| Fund invested | 16,277 | 13,201 |

The investments in Mutual funds are primarily in Debt mutual funds having investments in sound rated instruments & in schemes with large assets under management, thus mitigating counterparty risk. These investments stood at ₹ 12,643 Million as at March 31, 2018 as against ₹ 9,406 Million as at March 31, 2017.

Cash and cash equivalents include both rupee accounts and foreign currency accounts and deposits with banks. The bank balances in overseas accounts are maintained to meet the expenditure of the overseas operations.

Other Bank Balances are earmarked funds and term deposits, in rupee as well as foreign currency, having maturity of more than 3 months.



6. Share Capital

(₹ in Mn)

| | As at March 31, 2018 | As at March 31, 2017 |
|---|-------------------------|-------------------------|
| Authorized: | | |
| 260,000,000 equity shares of ₹ 1 each | 260 | 240 |
| (Previous year 240,000,000 of ₹ 1 each) | | |
| Issued, paid up and subscribed | | |
| 171,999,263 equity shares for ₹ 1 each | 172 | 171 |
| (Previous year 170,571,113 of ₹ 1 each) | | |
| Equity Share Capital | 172 | 171 |

Increase in Authorised Share Capital is due to amalgamation of AugmentIQ Data Sciences Pvt. Ltd. with LTI effective 1st Apr'17. The Issued, paid up and subscribed share capital increased on account of shares issued on exercise of employee stock options during the year ended March 31, 2018.

7. Other Equity

(₹ in Mn)

| | As at | As at |
|---|----------------|----------------|
| | March 31, 2018 | March 31, 2017 |
| Other reserves | 9,521 | 9,910 |
| Retained earnings | 28,905 | 21,362 |
| Share application money pending allotment | 0 | 0 |
| Non-Controlling interest | 13 | 8 |
| Other Equity | 38,439 | 31,280 |

Other equity at the end of March 31, 2018 stood at ₹ 38,439 Million as against ₹ 31,280 Million at the end of at March 31, 2017. The decrease in Others reserves is primarily due to decrease in hedging reserve on account of lower marked to market gains on outstanding forward contracts due to rupee depreciation and also due to decrease in quantum of outstanding forward contracts.

8. Deferred tax assets / liabilities

(₹ in Mn)

| | As at March 31, 2018 | As at March 31, 2017 |
|--------------------------|-------------------------|-------------------------|
| Deferred tax assets | 1,921 | 1,434 |
| Deferred tax liabilities | 132 | 171 |

Deferred tax assets and liabilities are recognized for temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements. Deferred income tax assets and liabilities are measured using tax rates and tax laws that have been enacted or substantively enacted as on the balance sheet date and are expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled.

Other deferred tax assets are recognized and carried forward to the extent there is reasonable certainty that sufficient future taxable income will be available against which such deferred tax assets can be realized.

Deferred tax assets have increased to ₹ 1,921 Million as at March 31, 2018 from to ₹ 1,434 Million as at March 31, 2017. The increase is mainly due to reduction of Deferred tax liability on marked to market gains on outstanding forward contracts and additional Minimum Alternate Tax (MAT) for year ended March 31, 2018.

9. Other Non-Current and Current liabilities

(₹ in Mn)

| | As | As at March 31, 2018 | | | As at March 31, 2017 | | |
|-------------------------|-------------|----------------------|-------|-------------|----------------------|-------|--|
| | Non-current | Current | Total | Non-current | Current | Total | |
| Non-Current liabilities | | | | | | | |
| Financial Liabilities | 1042 | - | 1041 | - | - | - | |
| Provisions | 279 | - | 280 | 285 | - | 285 | |







(₹ in Mn)

| | As at | As at March 31, 2018 | | As at March 31, 2017 | | |
|--------------------------------------|-------------|----------------------|--------|----------------------|---------|--------|
| | Non-current | Current | Total | Non-current | Current | Total |
| Current liabilities | | | | | | |
| Trade Payables | - | 3,888 | 3,888 | - | 3,366 | 3,366 |
| Other Financial Liabilities | - | 6,106 | 6,106 | - | 5,998 | 5,998 |
| Other Liabilities | - | 1,617 | 1,617 | - | 1,158 | 1,158 |
| Provisions | - | 1,844 | 1,844 | - | 1,614 | 1,614 |
| Current income tax liabilities (Net) | - | 307 | 307 | - | 301 | 301 |
| Total | 1,321 | 13,762 | 15,083 | 285 | 12,437 | 12,722 |

Total Other Non-Current and Current liabilities stood at ₹ 15,083 Million as of March 31, 2018 from ₹ 12,722 Million as of March 31, 2017.

Non-current Financial Liabilities and Current Other financial liabilities as of March 31, 2018 include contingent consideration payable for acquisition of Syncordis S.A and liability under commercial settlement with a client.

Other current liabilities comprise of statutory dues including employee related statutory dues. Provisions comprise of provisions for employee benefits on account of compensated absences and post-retirement medical benefits.

VI. Results of our consolidated operations

(₹ in Mn)

| | 2017-18 | | 2016-17 | (₹ IN MIN) |
|---|------------|------------|------------|------------|
| | ₹ in Mn | % of Total | ₹ in Mn | % of Total |
| | V III MIII | Income | X III PIII | Income |
| Income | | | | |
| Revenue from operations | 73,065 | 94.5% | 65,009 | 97.2% |
| Other income | 4,261 | 5.5% | 1,867 | 2.8% |
| Total Income | 77,326 | 100.0% | 66,876 | 100.0% |
| Expenses | | | | |
| Employee benefit expenses | 43,289 | 56.0% | 37,153 | 55.6% |
| Operating expenses | 16,845 | 21.8% | 14,764 | 22.1% |
| Finance costs | 157 | 0.2% | 32 | 0.0% |
| Depreciation and Amortization | 1,563 | 2.0% | 1,779 | 2.7% |
| Other Expenses | 1,057 | 1.4% | 790 | 1.2% |
| Total Expenses | 62,911 | 81.4% | 54,518 | 81.5% |
| Profit before tax | 14,415 | 18.6% | 12,358 | 18.5% |
| Tax expenses | | | | |
| - Current tax | 3,654 | 4.7% | 3,181 | 4.8% |
| - Deferred tax (net) | [363] | -0.5% | [532] | -0.8% |
| | 3,291 | 4.2% | 2,649 | 4.0% |
| Net Profit for the period | 11,124 | 14.4% | 9,709 | 14.5% |
| Other Comprehensive income | (835) | | 1,945 | |
| Total comprehensive income for the period | 10,289 | | 11,654 | |
| Profit attributable to: | | | | |
| Owners of the company | 11,120 | | 9,707 | |
| Non-controlling interests | 4 | | 2 | |
| | 11,124 | | 9,709 | |
| Total comprehensive income attributable to: | | | | |
| Owners of the Company | 10,283 | | 11,652 | |
| Non-controlling interests | 6 | | 2 | |
| | 10,289 | | 11,654 | |
| Earnings Per Share | | | | |
| Basic | ₹ 64.93 | | ₹ 57.08 | |
| Diluted | ₹63.48 | | ₹ 55.80 | |



Financial Year 2017-18 Compared to Financial Year 2016-17

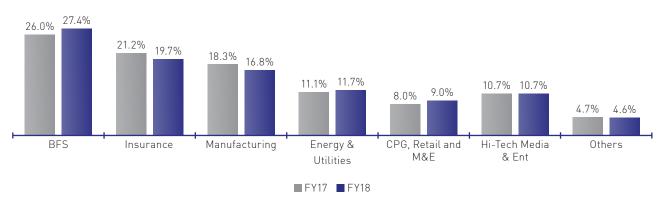
1. Income

Our total income comprises of revenue from operations and other income.

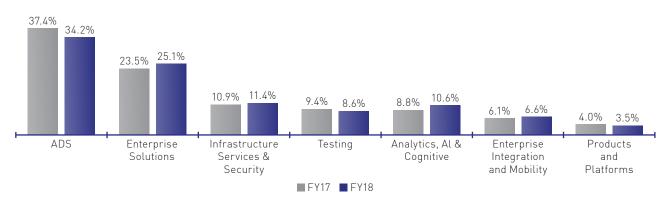
Our total income increased by 15.6% to ₹ 77,326 Million for the year ended March 31, 2018 from ₹ 66,876 Million for the year ended March 31, 2017.

Revenue from operations

Revenue Mix by Verticals



Revenue Mix by Services



Our revenue increased by 12.4% to ₹73,065 Million for the year ended March 31, 2018 from ₹65,009 Million for the year ended March 31, 2017, primarily due to growth in Banking and Financial services (growth of 18.3%), Energy & Utilities (growth of 18.5%) and CPG, Retail & Pharma (growth of 25.3%) verticals, which was partially offset by lower growth in revenues in our Insurance and Manufacturing business vertical.

Our service growth was higher mainly in Enterprise Solutions; Infrastructure Services & Security; Analytics, AI & Cognitive and Enterprise Integration & Mobility with growth of 19.9%, 17.4%, 35.1% and 21.4% respectively, which was partially offset by lower growth in other services.

2. Other Income

Other income primarily consists of income from foreign exchange gains (or losses), investments in mutual

funds, profit on sale of fixed assets, interest received and miscellaneous income. Other income for the year ended March 31, 2018 was ₹ 4,261 Million as against ₹ 1,867 Million for the year ended March 31, 2017.

Income from Investments in Mutual Funds

Income from investments in Mutual Funds was ₹ 738 Million in the year ended March 31, 2018 compared to ₹ 194 Million for the year ended March 31, 2017. The increase is primarily due to increase in surplus invested and switch from dividend to growth schemes.

Foreign Exchange Gains / (Losses)

In order to mitigate our foreign exchange risk, we have a long-term hedging policy. We hedge exposures in major currencies such as the US dollar and the Euro by entering into forward contracts. Our hedging policy runs on a net exposure basis, typically for a period of up to three years.







These forward contracts provide for payments by banks to us in the situations where the spot exchange rate on maturity is lower than the rate at which forward contracts were entered and payment by us to the banks in situations where the spot exchange rate on maturity is higher than the rate at which forward contracts were entered. Our foreign exchange gain was ₹ 3,427 Million in for the year ended March 31, 2018 as against ₹ 1,539 Million in the year ended March 31, 2017, the increase is primarily due to appreciation of Rupee against the US dollar.

3. Expenses

Our expenses include employee benefit expenses, operating expenses, finance costs, depreciation and amortization and other expenses. Our total expenses increased by 15.4% to ₹ 62,911 Million for the year ended March 31, 2018 from ₹ 54,518 Million for the year ended March 31, 2017, primarily as a result of an increase in employee benefit expenses and operating expenses.

4. Employee benefit expenses

Employee benefit expenses comprise salaries (including overseas staff expenses); staff welfare; contributions to provident and other funds; contributions to superannuation funds and contributions to gratuity funds.

Our employee benefit expenses increased by 16.5% to ₹ 43,289 Million for the year ended March 31, 2018 from ₹ 37,153 Million for the year ended March 31, 2017. The increase in the salaries was majorly due to increase in employee count due to growth of our operations and increments. This has also resulted in higher contribution to the Provident fund, Social security account and payroll taxes.

5. Operating expenses

Operating expenses comprise consultancy charges, cost of equipment, hardware and software packages, travelling and conveyance expenses, rent and establishment expenses etc.

Our operating expenses increased by 14.0% to ₹ 16,845 Million for the year ended March 31, 2018 from ₹ 14,764 Million for the year ended March 31, 2017. Operating expenses for year ended March 31, 2018 include one-time charge resulting from commercial settlement with a client of ₹ 617 Mn.

6. Finance costs

Finance costs comprise of interest on money received under Credit Support Agreement and interest payable on contingent consideration payable for acquisition of Syncordis S.A.

Our finance costs increased to ₹ 157 Million for the year ended March 31, 2018 from ₹ 32 Million for the year ended

March 31, 2017 primarily due to increase in interest on deposits received from bank under Credit Support Agreements entered in relation to our hedges.

7. Depreciation and amortization

Tangible and intangible assets are amortized over periods corresponding to their estimated useful lives.

Our depreciation and amortization decreased by 12.2% to ₹ 1,563 Million for the year ended March 31, 2018 from ₹ 1,779 Million for the year ended March 31, 2017.

8. Other Expenses

9. Profit before tax

Our profit before tax increased by 16.6% to $\ref{14,415}$ Million for the year ended March 31, 2018 from $\ref{12,358}$ Million for the year ended March 31, 2017.

10. Tax expense

Tax expense comprises of current tax and deferred tax. Current income tax is the amount expected to be paid to the tax authorities in accordance with the applicable tax laws in relevant jurisdictions. Deferred income tax assets and liabilities reflect the impact of temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements as well as other deferred tax assets recognized and carried forward to the extent there is a reasonable certainty that sufficient future taxable income will be available.

Total tax expense has increased by 24.3% to ₹ 3,291 Million for the year ended March 31, 2018 from ₹ 2,649 Million for the year ended March 31, 2017, primarily due to increase in profit, tax on mutual fund income after switch from dividend to growth schemes, reduction in tax exemptions etc.

11. Net profit after tax

As a result of the foregoing factors, our net profit increased by 14.6% to ₹ 11,124 Million for the year ended March 31, 2018 from ₹ 9,709 Million for the year ended March 31, 2017.

12. Earnings per share (EPS)

Our Basic EPS has increased by 13.7% to ₹ 64.93 per share for the year ended March 31, 2018 from ₹ 57.08 per share for the year ended March 31, 2017. Our Diluted EPS has increased by 13.7% to ₹ 63.48 per share for the year ended March 31, 2018 from ₹ 55.80 per share in the year ended March 31, 2017.



Investments in Subsidiaries

Syncordis S.A., Luxembourg

The Company acquired Syncordis S.A, Luxembourg, along-with its fully owned subsidiaries Syncordis SARL, France, Syncordis Ltd. UK, Syncordis PSF S.A, on December 15, 2017 and paid an enterprise value of Euro 14.65 million on acquisition for 100% of shares. In addition, Euro 13.50 million may be payable over a period of 4-5 years, which is contingent on performance. On December 11, 2017, the company acquired Syncordis Software Services India Private Limited, a wholly owned subsidiary of Syncordis S.A with an enterprise value of Euro 0.35 million, revenue of which was ₹ 30.22 million for Fiscal year 2017. Syncordis S.A. is a leading core banking implementation services provider, along with its identified subsidiaries in France, UK, Luxembourg and India. Established in Luxembourg in December 2004, Syncordis S.A. provides business and IT consultancy focused exclusively on the Temenos digital Suites. Syncordis's implementation, helpdesk, monitoring and application support services help clients reduce risks, increase efficiency and enhance quality of their banking system, allowing them to meet business needs on very cost-effective terms.

Segment Results

The Company has changed reportable segments during the year ended March 31, 2018 to align with the Industry vertical of customers. The Company has identified segments as Banking, Financial Services & Insurance (BFSI), Manufacturing (MFG), Energy & Utilities (E&U), High-Tech, Media & Entertainment (HIME) and CPG, Retail, Pharma & Others (CRP & Others) and accordingly presented its segment results as summarized below. The reportable segment information for the year ended March 31, 2017 has been restated to reflect the above changes to facilitate comparability.

(₹ in Mn)

| | 2017-18 | | 2016 | -17 |
|---|---------|--------------|---------|--------------|
| | ₹ in Mn | % of revenue | ₹ in Mn | % of revenue |
| Revenue from operations | | | | |
| Banking, Financial Services & Insurance | 34,515 | 47.2% | 30,711 | 47.2% |
| Manufacturing | 12,269 | 16.8% | 11,891 | 18.3% |
| Energy & Utilities | 8,556 | 11.7% | 7,214 | 11.1% |
| High-Tech, Media & Entertainment | 7,823 | 10.7% | 6,927 | 10.7% |
| CPG, Retail, Pharma & Others | 9,902 | 13.6% | 8,266 | 12.7% |
| Total revenue from operations | 73,065 | 100.0% | 65,009 | 100.0% |

(₹ in Mn)

| | 2017-18 | | 2016 | -17 |
|---|---------|--------------|---------|--------------|
| | ₹ in Mn | % of revenue | ₹ in Mn | % of revenue |
| Segmental Results | | | | |
| Banking, Financial Services & Insurance | 7,332 | 21.2% | 7,417 | 24.2% |
| Manufacturing | 1,630 | 13.3% | 2,102 | 17.7% |
| Energy & Utilities | 1,405 | 16.4% | 1,002 | 13.9% |
| High-Tech, Media & Entertainment | 1,065 | 13.6% | 1,212 | 17.5% |
| CPG, Retail, Pharma & Others | 1,334 | 13.5% | 1,057 | 12.8% |
| Total Segment Results | 12,766 | 17.5% | 12,790 | 19.7% |

The following tables provides breakup of our revenue on the basis of the geographic location of our clients.

(₹ in Mn)

| | 2017 | 2017-18 | | -17 |
|-------------------|---------|--------------|---------|--------------|
| | ₹ in Mn | % of revenue | ₹ in Mn | % of revenue |
| North America | 49,691 | 68.0% | 44,760 | 68.9% |
| Europe | 13,128 | 18.0% | 11,861 | 18.2% |
| India | 5,326 | 7.3% | 4,356 | 6.7% |
| Asia Pacific | 1,850 | 2.5% | 1,560 | 2.4% |
| Rest of the world | 3,070 | 4.2% | 2,472 | 3.8% |
| Total Revenue | 73,065 | 100.0% | 65,009 | 100.0% |







VII. Liquidity

The Company has managed its cash flows during the year ended March 31, 2018 without raising short-term and long-term borrowings. The Company has financed its business growth including acquisition of Syncordis, S. A through cash generated from operations during the year.

The table below summarizes our consolidated cash flows

| | | (₹ın Mn) |
|---|---------|----------|
| | 2017-18 | 2016-17 |
| Net cash generated from operating activities | 8,438 | 11,696 |
| Net cash (used) in Investing activities | (4,606) | (9,515) |
| Net cash (used) in financing activities | (4,076) | (328) |
| Net increase / (decrease) in cash and cash equivalents | (244) | 1,854 |
| Cash and cash equivalents at the beginning of the period | 3,795 | 2,035 |
| Effect of exchange differences on translation of Foreign currency cash and cash equivalents | 82 | (94) |
| Cash and cash equivalents at the end of the period | 3,633 | 3,795 |

VIII. Internal Controls

LTI has established a framework for Internal Controls, commensurate with the size and nature of its operations. Process has been set up for periodically apprising the senior management and the Audit Committee of the Board about Internal audit observations of the Company with respect to Internal Controls and status of statutory compliances.

Business Heads and Support functions are responsible for establishing effective internal controls within their respective functions. Standard operating procedures and internal control manuals are defined and continuously updated.

The Company has laid down Internal Financial Controls as detailed in the Companies Act, 2013. These have been established across the levels and are designed to ensure compliance to internal control requirements, regulatory compliance and appropriate recording of financial and operational information.

Internal Audit team periodically conducts audits across the Company, which include review of operating effectiveness of internal controls. The Company wherever necessary engages third party consultants for specific audits or reviews. The Audit Committee oversees internal audit function.

Some of the Internal and External Risks are given below - $\,$

| Category | Risk | Narration | Mitigation Approach |
|------------------------------------|--|--|---|
| Internal – Portfolio Risk | Rapid change in technologies and Digital Disruption | Rapid change in technologies with digital market marks a need of fast realignment to new technologies and business models, failure to which may attract low business. | |
| | Business Concentration Risks | | Focused efforts to expand existing business and add new logos • Focused initiatives and strategies on winning new clients with |
| internal – Operational Risks | Execution Risks | Failure in deliverable execution could mark a risk of work getting transferred to the competition. Any loss of confidence or customer trust due to deficiencies and execution failures could damage the business and organization reputation | Providing visibility of project execution status to right management levels and ensuring strong risk management Focused programs to strengthen program management capabilities |



| Category | Risk | Narration | Mitigation Approach |
|-------------------------------------|---------------------------------|---|--|
| External – Economic Risks | FOREX Risks | Our profitability could be impacted due to currency movements impacting realization of revenue in ₹ | Board. Hedges are taken to mitigate forex risk as per the |
| External – Legal & Regulatory Risks | International Mobility Risks | countries may affect our ability | Dedicated leadership team for implementing a comprehensive solution Reduce dependence on work visas through staffing model changes Set up delivery center in USA and Poland Grow business in other geographies |
| | Compliance Risks | As our operations are spread globally, it exposes us to numerous local regulation. Non-compliance to these laws, adversely affect our business and future financial performance. | regulatory requirement and our compliance towards the same Designated stakeholder responsible towards specific geography's regulatory compliance |
| | Natural hazards | Natural hazards and disasters like earthquakes, floods, tsunamis, storms etc. can be threat to business requirements | Business continuity plan (BCP) prepared for each Account and |
| | Cyber Attacks and Crime | In an era of 'Digital world', being affected by 'Stay Connected' syndrome', cyber vulnerability as well is amplified. This makes the organization vulnerable to cybercrimes | Security policy designed and deployed across the organization Various controls deployed for advanced security and monitoring Penetration testing by external vendors, through security |
| | GDPR | An organization if processes or stores any data of person residing in EU, the organizations needs to comply with GDPR requirements. Non-Compliance to the same shall attract heavy penalty | Analyze the effect of GDPR compliance requirement on the organization |

Outlook, Risks and Concerns

This section lists forward-looking statements that involve risks and uncertainties. Our actual results could differ materially from those anticipated in these statements as a results of certain factors. LTI does not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.

Our client's business is getting impacted at an unprecedented speed due to world of digital and exponential technologies. LTI has made proactive investments in digital technologies, bringing our in-house expertise together under the MOSAIC platform and enhancing these offerings through acquisitions. Today, Enterprises want to work with partners that are agile, can de-clutter new technologies and can cocreate solutions with them. Our sustained investments in digital and exponential technologies are establishing us as the partner-of-choice for our customers worldwide.

In FY18, we delivered an industry leading revenue growth of 16.7% in USD terms. With intense focus on client success and comprehensive transformation capabilities across digital, analytics, IoT, automation and cloud, we are optimistic about our future.







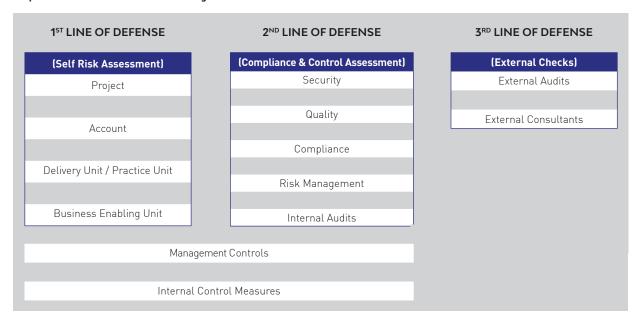
Risk Management Framework

The following section outlines various dimensions of Risk Management framework and its implementation

A. Overview:

Our objective of Risk Management framework is to address risks in a proactive manner to sustain business growth. The framework is established to ensure that risks that would impact key business objectives are identified, assessed, quantified and appropriately mitigated on a continuous basis.

Multiple Lines of Defense for Risk Management



B. Risk Governance:

Following are the Key roles and responsibilities that comprise risk governance for the organization:

Board:

Key Responsibilities

- Ensure risk management framework and systems are in place;
- Monitor the development and implementation of Risk Management Framework.

Risk Management Committee (RMC):

RMC comprises of members of board and senior executives of the Company. The Composition of RMC is provided in Corporate Governance section of this Annual Report.

Key Responsibilities:

- Review effectiveness of the Risk Policy and Enterprise Risk Management (ERM) framework
- Review Strategic, Macro Economic and Sectoral Risks for the organization

Risk Operating Committee (ROC):

ROC comprises of organization leadership and is chaired by the Chief Operating Officer (COO)

Key Responsibilities:

- Guide and mitigate issues related to respective business / functions;
- Develop proactive and sustainable Risk Management culture.

Chief Risk Officer (CRO):

CRO heads the Risk Management Function

Key Responsibilities:

- Design and deploy Risk Management Plan in co-ordination with ROC;
- Assist RMC in overseeing implementation of Risk Policy;
- Provide ERM updates to Audit Committee.



C. Risk Management through Multiple Lines of Defense:

Risk Management at Company is designed to have various lines of defense:

- Self-Risk Assessment: Self-risk assessment happens at various levels of the Organization like, project, account, and unit level. Each unit proactively identify risks for their functions, and go through the risk management cycle.
- 2. Compliance & Control assessment: Various Internal teams like Internal Audit, Delivery Excellence, IT Security etc. performs internal checks ensuring required internal controls are in place. Non-conformities are escalated appropriately.
- 3. External Checks: Various external consultants and auditors are leveraged to receive best practices and industry benchmarks. These best practices are implemented in the organization to improve the operations vis-a-vise risk control measures.

Risk Management Process

Risk Management process at the Company comprises of Risk Identification, Analysis, Mitigation and Monitoring.

Risk Identification: Risk Identification includes study and analysis of technology trends, external market and events and existing processes. Identification of risk happens at various levels. Identified Risks are classified into three categories: Strategic, Business and Operational.

Risk Analysis: Analysis of risk happens on the basis of two parameters, i.e. 'Impact' and 'Probability'. The impact of risk and its probability of occurrence derives 'Risk Severity'. Risk can be prioritized for its mitigation based on the Severity of risk.

Risk Mitigation: Mitigation strategy can be one of the following:

- Avoid: Risk with high severity where mitigation of risk may not be possible, can be avoided.
- Reduce: Risk impact or frequency can be reduced by placing appropriate mitigation plan.
- Transfer: Risk can be transferred in total or partially, to external third party.
- Accept: Accept the risk with low severity, where its mitigation cost may not be more expensive than the risk exposure.

Risk Monitoring and Reporting:

Risk Monitoring:

- a. Monitor the identified risk for: i) Proximity of risk occurrence; ii) Effectiveness of the mitigation plan.
- Identify new risks that may surface, with its mitigation plan.

Risk Reporting: Where leadership guidance is required is reported to management through appropriate forums.

D. Risk Management Activities performed during FY18

- Strong governance to drive risk management in the organization:
 - Conducted six Risk Operating Committee (ROC) meetings with a focus on governance and drive to implement risk management framework in the organization
 - Conducted one Risk Management Committee (RMC) meeting to have an oversight by the Board and Leadership ensuring implementation and effectiveness of risk management framework
 - Apprised Audit Committee on risk management activities on periodic basis.
- ERM maturity improvement activities planned and implementation initiated:
 - Strengthen risk management in the organization through strengthening first line of defense
 - Risk Management in strategic decisions
 - Periodic risk scorecard
 - Develop, risk management portal to aid implementation and monitoring of the framework.
- 3. Strengthen Issue Management Process:
 - Strengthen issue management process to track audit observation through incident, process and coverage remedy.







Directors' Report

To the Members of LARSEN & TOUBRO INFOTECH LIMITED

Your Directors have pleasure in presenting the Annual Report along with the Audited Financial Statements of Larsen & Toubro Infotech Limited ('LTI' or 'Company') for the financial year ended March 31, 2018.

1. FINANCIAL RESULTS

(₹ Million)

| Posticulos | Standalone | | Consolidated | |
|--|------------|---------|--------------|---------|
| Particulars | 2017-18 | 2016-17 | 2017-18 | 2016-17 |
| Revenue from operations | 69,064 | 61,829 | 73,065 | 65,009 |
| Other Income | 5,254 | 1,983 | 4,261 | 1,867 |
| Total Income | 74,318 | 63,812 | 77,326 | 66,876 |
| Less: Operating Expenditure | 58,583 | 50,850 | 61,191 | 52,707 |
| Less: Finance Cost | 138 | 32 | 157 | 32 |
| Less: Depreciation and amortization | 913 | 1,088 | 1,563 | 1,779 |
| Profit Before Tax (PBT) | 14,684 | 11,842 | 14,415 | 12,358 |
| Less: Provision for Tax | 3,083 | 2,466 | 3,291 | 2,649 |
| Profit for the year (PAT) | 11,601 | 9,376 | 11,124 | 9,709 |
| Less: Non-Controlling Interests | - | - | 4 | 2 |
| Add: Balance brought forward from previous year | 20,990 | 13,272 | 21,362 | 13,678 |
| Add: Profit and loss account of GDA Technologies Limited ('GDA') on amalgamation | - | 365 | - | - |
| Add: Other Comprehensive Income | 62 | (45) | 62 | (45) |
| Balance available for disposal which Directors appropriate as follows: | 32,653 | 22,968 | 32,544 | 23,340 |
| Less: Dividend (excluding tax) | 3,139 | 1,700 | 3,139 | 1,700 |
| Less: Tax on Dividends | 500 | 278 | 500 | 278 |
| Balance to be carried forward | 29,014 | 20,990 | 28,905 | 21,362 |

2. PERFORMANCE OF THE COMPANY

On standalone basis, revenue from operations and other income for the financial year under review were $\ref{thmodel}$ 74,318 Million as against $\ref{thmodel}$ 63,812 Million for the previous financial year registering an increase of 16.46%. The profit before tax was $\ref{thmodel}$ 14,684 Million and the profit after tax was $\ref{thmodel}$ 11,801 Million for the financial year under review as against $\ref{thmodel}$ 11,842 Million and $\ref{thmodel}$ 9,376 Million, respectively for the previous financial year.

On consolidated basis, revenue from operations and other income for the financial year under review were ₹ 77,326 Million as against ₹ 66,876 Million for the previous financial year registering an increase of 15.63%. The profit before tax was ₹ 14,415 Million and the profit after tax was ₹ 11,124 Million for the financial year under review as against ₹ 12,358 Million and ₹ 9,709 Million, respectively for the previous financial year.

3. CAPITAL EXPENDITURE

On standalone basis, as at March 31, 2018, the gross fixed and intangible assets stood at ₹ 6,539 Million (previous year ₹ 5,889 Million) out of which assets amounting to ₹ 820 Million (previous year ₹ 796 Million) were added during the year and the net fixed

and intangible assets stood at $\ref{2,795}$ Million (previous year $\ref{2,871}$ Million).

On consolidated basis, as at March 31, 2018, the gross fixed and intangible assets stood at ₹ 14,362 Million (previous year ₹ 11,407 Million) out of which assets amounting to ₹ 2,918 Million (previous year ₹ 976 Million) were added during the year and the net fixed and intangible assets stood at ₹ 6,875 Million (previous year ₹ 5,432 Million).

4. MATERIAL CHANGES AND COMMITMENTS AFFECTING THE FINANCIAL POSITION OF THE COMPANY, BETWEEN THE END OF THE FINANCIAL YEAR AND THE DATE OF THIS REPORT

There have been no material changes and commitments affecting the financial position of the Company, between the end of the financial year and the date of this report.

5. SALE OF SHARES BY THE PROMOTER

Pursuant to the SEBI Circular No.SEBI/HO/CFD/CMD/CIR/P/43/2018 dated February 22, 2018, the promoter of the Company, Larsen & Toubro Limited had sold 3,438,678 equity shares of the Company between March 1, 2018 and April 25,



2018. Accordingly, Larsen & Toubro Limited holds 140,311,322 equity shares constituting 81.54% of the paid-up share capital of the Company as on the date of this report.

6. DIVIDEND DISTRIBUTION POLICY AND DIVIDEND

The Directors are pleased to recommend final dividend of ₹ 13.50 per equity share on the face value of ₹ 1 each. During the financial year ended March 31, 2018, the Company paid an interim dividend of ₹ 8.00 per equity share. The total dividend including final dividend would amount to ₹ 21.50 per equity share.

The final dividend, if approved by the shareholders would be paid/payable to those shareholders whose names appear in the Register of Members as on the Book Closure Date mentioned in the Notice convening 22^{nd} Annual General Meeting ('AGM') of the Company.

The Dividend is based upon the parameters mentioned in the Dividend Distribution Policy approved by the Board of Directors of the Company on May 4, 2017, which is in line with Regulation 43A of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('SEBI Listing Regulations'). The Policy is available on the Company's website, www.Lntinfotech.com/Investors.

7. MARKETING & COMMUNICATIONS

The Company strengthened its brand awareness and perception globally in FY18. After the brand launch and global rollout, Company strengthened its marketing ecosystem this year with investments in modern marketing technologies and inducting talented marketing leaders from the industry. Company's participation in major trade shows and conferences like SAP SAPPHIRE, Oracle OpenWorld, Dreamforce and others improved brand visibility with enterprise technology buyers. The Company deepened its engagement with industry influencers and featured in major ratings and rankings for exponential technologies like Digital, Analytics, IoT, Automation and Cloud.

8. HUMAN RESOURCE DEVELOPMENT

The Company believes that the path to enduring 'people' success is by building and continually refining the Leadership Growth Engine. The Company's programs enable the leaders within the organization to constantly learn and upskill themselves. The following programs and interventions support the people guiding initiatives:

Leadership Voyager: Leadership Development is at the heart of people development strategy and specially focuses on strengthening the leadership pipeline. A series of Leadership Development programs was launched in the month of July 2017. This digitally driven programs on 'Workplace', Company's social collaborative platform, was made available to employees of LTI across 16 countries. The program currently runs for first time managers and senior managers under the brand of 'I LEAD' and 'I LEAD Plus'. 1,326 leaders participated in the programs until March 31, 2018.

Diginius Voyager: Keeping in mind the digital transformation in the Company and in the IT industry, a series of soft skills programs were launched in the month of July 2017 using different methodologies. Handpicked programs from top international Universities on MOOC's and eLearning platforms were made available to the employees in the digital format.

Catalyst: Transforming employee experience and contributing to positive change through collaborative efforts of employees as Change Agents (Catalysts), backed by 'Workplace'. Here employees can post their queries, ideas and complaints. The Company has an internal mechanism to periodically review catalyst issues from each functional representative and recommend changes, if any. Intime action has led the Company to record 98.50% for query resolution and 83.33% towards idea implementation.

Beliefs Workshop: 'Beliefs' is an interactive classroom session with an end goal to propose our five Beliefs - 'go the Extra mile', 'be Agile', 'push frontiers of Innovation', 'keep Learning' and 'solve for Society', to be at the forefront of every business track and transaction. We present concepts of the Beliefs and how vital it is for each employee to align with them. Success stories, challenges and how to create a conducive environment to augment team work and bring about a 'cool' culture are discussed. So far, since October 2017 until March 2018, we have covered around 7000+ employees through face to face workshops both in India and onsite.

9. AWARDS & RECOGNITION

In the Analytics solutions category, the Company was awarded 'Silver at Express IT Awards' and also recognized as 'India Partner of the Year' at Cloudera's 2017 APAC Partner Awards. In Analyst and Advisory category, the Company has got the following accolades:

- In Leadership Zone in Zinnov Zones 2017 for Robotic Automation Services in overall and BFS segment, IoT Technology Services (For System Integration, Managed Services, Big Data Management and Analytics Segments) and Digital Services.
- As a 'Leader' in NelsonHall NEAT 2017 for IoT Services, Digital Testing and as an Innovator for S/4 HANA Focus.
- 3. As High Performers in HfS Blueprint Report: Enterprise Blockchain Services 2017.
- Ranked as 'Leader' in Property & Casualty and Life & Annuities categories of Novarica Market Navigator™ for IT Services Providers for Insurers 2018 Report.
- Topped the 'Challengers' List in Everest Group's PEAK Matrix™ Service Provider of the Year 2018 Report.

The Company was also bestowed with Humanitarian Award for the reconstruction of Gandhi Study Centre in Chennai.







Further, Mr. Sanjay Jalona, Chief Executive Officer & Managing Director of the Company was awarded 'Exemplary CEO of the Year 2017' by BW Businessworld and Mr. Ashok Sonthalia, Chief Financial Officer of the Company was awarded 'CFO of the Year in 2018' by Financial Express in the large enterprise having INR 1,000 crore plus turnover category.

10. INFRASTRUCTURE

The Company has the world class infrastructure throughout offices in India and abroad and has been expanding its facilities to keep pace with revenue growth. Emphasis has been on adding capacity in SEZ locations for new & incremental businesses. During the financial year, the Company added infrastructure space of 20,000 sq.ft. with 247 seats at SEZ in Bangalore and 10,000 sq.ft. with 90 seats at Chennai.

Additionally, space optimization was carried out through densification thereby increasing the capacity of 355 seats across Powai, Airoli and Pune within the existing infrastructure space.

The Company has also created client collaborative and interactive workspaces like Agile space, Cyber Defense Resiliency Centre, Design Studio making it a new-age workplace.

As on March 31, 2018, the total capacity at Indian centres stands at 21,241 seats over an area of 2,208,196 sq.ft.

11. QUALITY INITIATIVES

The Company continues all-pervasive commitment to Quality with focus on client centricity and continuous improvements. The Company has revamped the Quality Policy to reflect the same. The Quality Policy states:

We strive to be the most client-centric partner by:

- Delivering rich and meaningful experiences to our clients and their customers.
- Continuously improving our services and solutions, with focus on agility and creativity.
- Nurturing an environment that promotes learning and growth.

The Company has aligned and strengthened the management processes with focus on client centricity and delivery excellence. We continue to measure project level and leadership level client satisfaction. Various initiatives implemented during the year have helped to improve client satisfaction levels. Leadership level client experience has also significantly improved for our key accounts.

The Company renewed the focus to deliver value to our clients through initiatives such as Beyond, Extreme Automation and Design Driven Delivery. 'Beyond' initiative has brought in focus on innovation to deliver value to our clients. 'Extreme Automation' has helped optimize our delivery execution and improve productivity. 'Design Driven Delivery' suitably supported by

Agile and DevOps methodologies, helps the Company to design and deliver client focused services and solutions.

The Company continues to adhere to international certifications viz. ISO 9001, ISO 20000, ISO 27001, ISO 14001 and ISO 18001 through combined external audit conducted by Bureau Veritas.

The Company continues to sustain CMMI for Development V1.3 at Level 5 for Development, Maintenance, Testing and ERP projects. The Company continues to sustain the CMMI for Services V1.3 at Level 5 for Application and Infrastructure Support projects. The Company has also sustained the compliance to ISAE 3402 requirements for the projects in the Insurance domain across Business Units and also for client specific engagements in the Banking domain.

12. TRANSFER TO RESERVES

The Directors do not propose to transfer any amount to reserve.

13. DEPOSITS

During the year ended March 31, 2018, the Company has not accepted any public deposits and as such, no amount on account of principal or interest on public deposits was outstanding as on the date of the Balance Sheet.

14. DIRECTORS' RESPONSIBILITY STATEMENT

The Board of Directors hereby confirm that:

- in the preparation of the annual accounts, the applicable accounting standards have been followed and there has been no material departure;
- (ii) the Directors have selected such accounting policies and applied them consistently and made judgments and estimates that are reasonable and prudent so as to give a true and fair view of the state of affairs of the Company as at March 31, 2018 and of the profit of the Company for the year ended March 31, 2018;
- (iii) the Directors have taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 2013 ('Act') for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities;
- (iv) the Directors have prepared the annual accounts on a going concern basis;
- (v) the Directors have laid down an adequate system of internal financial controls to be followed by the Company and such internal financial controls are adequate and operating efficiently; and
- (vi) the Directors have devised proper systems to ensure compliance with the provisions of all applicable laws and that such systems are adequate and operating effectively.



15. DIRECTORS & KEY MANAGERIAL PERSONNEL

During the year under review, following were the changes in the Board and Key Managerial Personnel:

- a. Mr. Sudip Banerjee was appointed as an Independent Director of the Company, for a term of five years upto May 19, 2022, with effect from May 20, 2017 by the shareholders of the Company at its 21st AGM held on August 24, 2017.
- Ms. Subhalakshmi Panse resigned as an Independent Director of the Company with effect from May 15, 2017.
- c. Mr. Manoj Koul was appointed as the Company Secretary and Compliance Officer of the Company with effect from August 24, 2017.

Mr. R. Shankar Raman and Mr. S. N. Subrahmanyan, Non-Executive Directors of the Company, retire by rotation and being eligible, have offered themselves for re-appointment at the ensuing AGM of the Company. The details of Directors proposed to be re-appointed are given in the Notice convening the 22^{nd} AGM.

16. CORPORATE GOVERNANCE REPORT

A report on Corporate Governance is annexed as Annexure A to this Report.

17. NUMBER OF MEETINGS OF THE BOARD OF DIRECTORS

The Board of Directors met 5 (five) times during the financial year. The details of the Board meetings and the attendance of Directors is provided in Annexure A to this Report.

Board meeting dates are finalized in consultation with all Directors and agenda backed up by comprehensive notes and detailed background information are circulated well in advance before the date of Board meeting thereby enabling the Board to take informed decisions. Detailed business presentations are also made to apprise the Board of the important developments.

18. DECLARATION BY INDEPENDENT DIRECTORS

The Company has received Declaration of Independence from its Independent Directors as stipulated under Section 149(7) of the Act confirming that they meet the criteria of Independence. The same is available on the Company's website, www.Lntinfotech. com/Investors.

19. INDEPENDENT DIRECTORS MEETING

As per Schedule IV of the Act, Secretarial Standards-1 on Board Meetings ('SS-1') and SEBI Listing Regulations, the meeting of the Independent Directors in FY18 was held on May 4, 2017. Additionally, the Independent Directors meeting was also held on May 23, 2018.

20. COMPANY POLICY ON DIRECTOR APPOINTMENT AND REMUNERATION

The Nomination and Remuneration Committee has formulated a policy on Director's appointment and remuneration including recommendation of remuneration of Key Managerial Personnel and the criteria for determining qualifications, positive attributes and independence of a Director.

21. DISCLOSURE OF REMUNERATION

The details of remuneration as required under Section 197(12) of the Act and Rule 5(1) of the Companies (Appointment & Remuneration of Managerial Personnel) Rules, 2014 as amended from time to time, is provided in Annexure B to this Report.

The details of employees receiving remuneration as mentioned in Rule 5(2) & 5(3) of the Companies (Appointment & Remuneration of Managerial Personnel) Rules, 2014 as amended from time to time, is provided in Annexure I to this Report. In terms of Section 136(1) of the Act and the Rules made thereunder, the Report and Accounts are being sent to the shareholders excluding the aforesaid Annexure. Any shareholder interested in obtaining copy of the same may write to the Company Secretary of the Company. None of the employees listed in the said Annexure is related to any Director of the Company. The aforesaid annexure is also available for inspection by the shareholders at the Registered Office of the Company, on all working days, except Saturdays, Sundays and public holidays, between 11:00 am and 1:00 pm upto the date of the 22nd AGM.

22. PERFORMANCE EVALUATION OF THE BOARD, ITS COMMITTEES AND DIRECTORS

The Nomination and Remuneration Committee and the Board of Directors have laid down the manner in which formal annual evaluation of the performance of the Board, it's Committees, Chairman and individual Directors has to be made.

During the year under review, a structured questionnaire was circulated to all Directors for evaluation of performance of the Board, its Committes, Chairman and individual Directors. The questionnaire included criteria such as composition & structure, meetings, Board effectiveness, Board functioning, information availability, etc. These questionaries also cover specific criteria and the grounds on which all Directors in their individual capacity have been evaluated.

The inputs given by all the Directors were discussed in the meeting of the Independent Directors held on May 23, 2018, in accordance with Schedule IV of the Act. The performance evaluation of the Board, its Committees, Chairman and Directors was also reviewed by the Nomination and Remuneration Committee and the Board of Directors which showcased the strengths of Board and areas of improvement. Overall the Board expressed its satisfaction on the performance evaluation process as well as performance of all Directors, Committees and Board as a whole.

23. BOARD COMMITTEES

The Board has constituted Audit Committee, Stakeholders' Relationship Committee, Nomination and Remuneration Committee, Corporate Social Responsibility ('CSR') Committee







and Risk Management Committee in terms of the requirements of the Act and SEBI Listing Regulations. The details of each of the Committees is given in Annexure A to this Report.

24. ANNUAL REPORT ON CSR

The Annual Report on CSR is annexed as Annexure C to this Report. CSR Policy of the Company is available on the Company's website, www.Lntinfotech.com/social-responsibility.

25. BUSINESS RESPONSIBILITY REPORT ('BRR')

Pursuant to Regulation 34 of the SEBI Listing Regulations, Business Responsibility Report for FY18 ('BRR') describing initiatives taken by the Company from an environmental, social and governance perspective, is provided in Annexure J, forming part of this Annual Report. As a green initiative, BRR will be available on the Company's website, www.Lntinfotech.com/Investors. Any shareholder interested in obtaining copy of the same may write to the Company Secretary of the Company.

26. CORPORATE SUSTAINABILITY

The Company believes that a healthy planet is essential for a Company's success and therefore, sustainability is an important element. The Company continues to be resource efficient and puts efforts towards better environment management.

Company has taken various energy conservation initiatives to reduce electricity consumption and overall carbon footprint, on year-on-year basis. The energy conservation initiatives is given in Annexure G to this report. During the year, the Company has conducted initiatives like 'Go Green' campaign and 'PC hibernation' towards reducing the impact of operational activities on environment. The Company's corporate office at Powai, Mumbai has been accredited 'LEED Gold certificate' from US Green Building Council 2016 and it continues to be green building-compliant campus. The Company participates and reports the carbon emissions/energy performances through the Carbon Disclosure Project (CDP).

Company manages and recycles the paper, plastic and glass waste efficiently at all three offices in Mumbai. Second round of surveillance audit of BS OHSAS 18001:2007 certification for occupational health and safety has been cleared for eight Company locations during the year. This approach towards people and planet forms a part of our sustainability framework and business approach.

27. AUDITORS

STATUTORY AUDITOR

The Auditors' Report to the shareholders' on the audited standalone and consolidated financial statements of the Company for the year ended March 31, 2018 does not contain any qualification and therefore does not call for any comments from Directors. Further, the Statutory Auditors of the Company have not reported any fraud as specified under

Section 143(12) of the Act. The Independent Auditors Report forms part of this Annual Report.

The Auditors, M/s. B. K. Khare & Co. [ICAI Registration No. 105102W] were appointed as Statutory Auditors of the Company by the shareholders at the last AGM held in 2017 for a period of five continuous years from the conclusion of 21st AGM till the conclusion of 26th AGM of the Company.

The Auditors have confirmed that they have subjected themselves to the peer review process of the Institute of Chartered Accountants of India ('ICAI') and hold valid certificate issued by the Peer Review Board of the ICAI.

The Auditors have also furnished a declaration confirming their independence as well as their arm's length relationship with the Company and declared that they have not taken up any prohibited non-audit assignments for the Company.

SECRETARIAL AUDITOR

The Secretarial Audit Report issued by Ms. Naina Desai, Practicing Company Secretary, does not contain any qualification and is annexed as Annexure D to this Report.

28. CONSOLIDATED FINANCIAL STATEMENTS

The Consolidated Financial Statements pursuant to Section 129(3) of the Act, prepared in accordance with the Accounting Standards prescribed by the ICAI, forms part of this Annual Report.

29. ADEQUACY OF INTERNAL FINANCIAL CONTROLS

The Company has designed and implemented a process driven framework for Internal Financial Controls ('IFC') within the meaning of the explanation to Section 134[5](e) of the Act. For the year ended March 31, 2018, the Board is of the opinion that the Company has sound IFC commensurate with the nature and size of its business operations and operating effectively and no material weaknesses exist. Further, the Company has a process in place to continuously monitor the same and identify gaps, if any, and implement new and/or improved controls wherever the effect of such gaps would have a material impact on the Company's operations.

30. CHANGES IN SHARE CAPITAL

During FY18, the Company allotted 1,428,150 equity shares of ₹ 1 each on exercise of the vested options by the eligible employees under the Employees Stock Options Schemes of the Company. Accordingly, the paid-up equity share capital of the Company increased from ₹ 170.571 Million to ₹ 171.999 Million.

After March 31, 2018, the Company has further allotted 19,922 equity shares of ₹ 1 each on April 19, 2018 and 52,219 equity shares of ₹ 1 each on May 23, 2018 on exercise of vested options by the eligible employees under the Employees Stock Options Schemes of the Company. Consequent to the same, there has



been an increase in the paid-up equity share capital of the Company to ₹ 172.071 Million.

31. EXTRACT OF ANNUAL RETURN

The extract of annual return is annexed as Annexure E to this Report.

32. RISK MANAGEMENT

The Company has formulated a Risk Management Policy and has in place a mechanism to inform the Board Members about risk assessment and minimization procedures and a periodical review is carried out to ensure that Executive Management controls risk by means of a properly designed framework. A detailed note on risk management is given in a separate section of this Annual Report.

33. VIGIL MECHANISM

The Whistle Blower Policy of the Company meets the requirement of the Vigil Mechanism framework under the Act. The Whistle Blower Policy encourages and facilitates the employees to report concerns about unethical behavior, actual/ suspected frauds and violation of the Company's Code of Conduct. The Policy provides for adequate safeguards against victimisation of persons who avail the same and provides for direct access to the Chairperson of the Audit Committee. The Audit Committee of the Company oversees the implementation of the Whistle Blower Policy. Information about the Whistle Blower Policy is available on the Company's website, www.Lntinfotech.com/Investors.

34. RELATED PARTY TRANSACTIONS

The Audit Committee and the Board of Directors have approved the Policy for Related Party Transactions and the same is available on the Company's website, www.Lntinfotech.com/Investors.

During the year, all the related party transactions were in the ordinary course of business and at arm's length and were approved by the Audit Committee. There were no materially significant transactions with related parties during the year that may have conflict of interest with the Company.

35. SUBSIDIARY/ ASSOCIATE/ JOINT VENTURE COMPANIES

As at March 31, 2018, the Company has 14 subsidiaries including one Joint Venture. There has been no material change in the nature of the business of subsidiaries.

During the year, the Company acquired following subsidiary companies:

- The Company acquired 4,50,000 equity shares of ₹ 10 each (comprising 100% shareholding) of Syncordis Software Services India Private Limited on December 11, 2017.
- b. The Company through its wholly-owned subsidiary, Larsen & Toubro Infotech GmbH, Germany acquired 100% shareholding of Syncordis SA, a Luxembourg based Company, on December 15, 2017.

Update on Amalgamation of AugmentIQ Data Sciences Private Limited ('AugmentIQ') with the Company:

Pursuant to the Scheme of Amalgamation ('Scheme') of AugmentIQ Data Sciences Private Limited with the Company, sanctioned by the Hon'ble National Company Law Tribunal, Mumbai Bench vide it's order dated May 2, 2018, AugmentIQ has been amalgamated with the Company with effect from May 21, 2018, with appointed date being April 1, 2017. Consequently, the entire business, assets, liabilities, duties and obligations of AugmentIQ have been transferred to and vested in the Company with effect from April 1, 2017.

A statement containing the salient features of the financial statement of subsidiaries/ associate/ joint venture companies as per form AOC-1 is annexed as Annexure F to this Report.

The Company has formulated a policy on the identification of material subsidiaries in line with Regulation 16(c) of the SEBI Listing Regulations and the same is available on the Company's website, www.Lntinfotech.com/Investors. There were no material subsidiaries of the Company as on March 31, 2018.

36. PARTICULARS OF LOANS GIVEN, INVESTMENTS MADE, GUARANTEES GIVEN OR SECURITY PROVIDED

Details of loans given, investments made or guarantees given or security provided, if any, covered under the provisions of Section 186 of the Act are given in the notes forming part of the financial statements provided in this Annual Report.

37. CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION, FOREIGN EXCHANGE EARNINGS AND OUTGO

Information as per section 134 of the Companies Act, 2013 read with Rule 8 of the Companies (Accounts) Rules, 2014 relating to conservation of energy, technology absorption, foreign exchange earnings and outgo is given in Annexure G to this Report.

38. COMPLIANCE WITH SECRETARIAL STANDARDS ON BOARD MEETINGS AND GENERAL MEETINGS

The Company has complied with Secretarial Standards issued by the Institute of Company Secretaries of India on Board Meetings and General Meetings.

39. COMPLIANCE MONITORING SYSTEM

The Company believes that compliance with regulatory laws has become a catalyst for corporate governance and that a good statutory compliance system is vital for effective conduct of business operations. The Company recognizes ethical conduct and compliance with regulatory requirements, in both business and internal dealings, as part of thorough and transparent corporate governance and to strengthen such belief the Company ensures that appropriate business processes and adequate tools are in place for adherence with all the statutory obligations.







Keeping this in mind, the Company has put in place a framework on 'Global Corporate Compliance Tracking System' which outlines the Company's philosophy towards compliance culture, understanding compliances, coverage, approach, responsibilities, reporting matrix and trainings. The framework focuses on taking up compliance as an integral element for conducting business and create corporate culture characterized with integrity and law-abiding behavior. Under this framework, identified key stakeholders across business units, corporate functions and geography heads, ensure and confirm compliance with the provisions of all applicable laws on a continuous basis and a quarterly certificate is presented to the Board of Directors at its meetings confirming status of compliances along with remediation plan for exceptions, if any. Any amendments to the laws are also reviewed, updated in the system and monitored by the Company.

40. DISCLOSURE UNDER THE SEXUAL HARASSMENT OF WOMEN AT WORKPLACE (PREVENTION, PROHIBITION AND REDRESSAL) ACT, 2013

The Company has in place an Anti-Sexual Harassment Policy in line with the requirements of The Sexual Harassment of Women at Workplace (Prevention, Prohibition & Redressal) Act, 2013. Internal Complaints Committee has been constituted to redress the complaints received regarding sexual harassment. All employees (permanent, contractual, temporary and trainees) are covered under this Policy. During FY18, the Company has received three complaints on sexual harassment, which has been resolved with appropriate action taken by the Internal Complaints Committee.

41. EMPLOYEE STOCK OPTION SCHEMES

There has been no material change in the Employee Stock Option Schemes ('ESOP Schemes') during the financial year under review. The Employee Stock Ownership Scheme 2000 and the Employee Stock Ownership Scheme 2006 U.S. Stock Option Sub-Plan are in compliance with the then applicable Act and Regulations, if any. Further, the Employee Stock

Option Scheme 2015 is in compliance with the Act and SEBI (Share Based Employee Benefits) Regulations, 2014 and the disclosures relating to the ESOP Schemes of the Company as required is available on the Company's website, www. Lntinfotech.com/Investors.

A Certificate obtained from the Statutory Auditors, confirming compliance with the Act and SEBI (Share Based Employee Benefits) Regulations, 2014 is given in Annexure H of this Report.

42. DETAILS OF SIGNIFICANT AND MATERIAL ORDERS PASSED BY THE REGULATORS OR COURTS OR TRIBUNALS

During the year under review, there were no material and significant orders passed by the regulators or courts or tribunals impacting the going concern status and the Company's operations in future.

43. GREEN INITIATIVE

Electronic copy of the Annual Report for FY18 and the Notice of the ensuing AGM is being sent to all shareholders whose email addresses are registered with the Company/ Depository Participant(s). For shareholders who have not registered their email addresses, physical copies are sent through the permitted mode.

44. ACKNOWLEDGEMENTS

The Directors thank the Company's customers, vendors, banks, financial and academic institutions, employees, regulatory authorities, stock exchanges & all other stakeholders for their continued co-operation & support. The Directors also acknowledge the support and co-operation from the Government of India and overseas, its agencies and other regulatory authorities. The Directors also wish to place on record their appreciation of employees of the Company and its Group for their commendable efforts, teamwork and professionalism.

For and on behalf of the Board of Directors

Saniav Jalona

Chief Executive Officer & Managing Director (DIN: 07256786)

Aftab Zaid Ullah

Chief Operating Officer & Whole-time Director (DIN: 05165334)

Date: May 23, 2018

Place: Mumbai



Annexure A

CORPORATE GOVERNANCE REPORT

COMPANY'S PHILOSOPHY ON CORPORATE GOVERNANCE

The Company emanates its values from the rich legacy of fair and transparent governance and disclosure practices followed by L&T group. In line with the group's philosophy, the Company constantly endeavors to benchmark itself with the best practices in the IT industry. The Company's five beliefs 'go the Extra mile', 'be Agile', 'push frontiers of Innovation', 'keep Learning' and 'solve for Society' articulates the Company's business philosophy. The Company is committed towards maximizing shareholder value, ensuring fairness and building trust with shareholders, employees, customers, service providers and other stakeholders.

2. BOARD OF DIRECTORS

The Company's policy is to have an appropriate mix of Executive, Non-Executive and Independent Directors on the Board. As on March 31, 2018, the Board of Directors of the Company consists of twelve Directors comprising of three Executive Directors, three Non-Executive Directors and six Independent Directors including one woman Director. Mr. A.M Naik is the Non-Executive Chairman of the Company and Mr. S. N. Subrahmanyan is the Non-Executive Vice Chairman of the Company. Mr. Sanjay Jalona is the Chief Executive Officer & Managing Director of the Company.

The composition of the Board, as on March 31, 2018, is in conformity with the provisions of the Companies Act, 2013 ('Act') and Regulation 17 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('SEBI Listing Regulations'). None of the Directors of the Company are inter-se related to each other.

Board Meetings are convened at appropriate intervals with a maximum time gap not exceeding more than 120 days between two consecutive meetings by giving advance notice alongwith agenda papers to the Directors. In case of exigencies or urgency of matters, resolutions are passed by circulation, for such matters as permitted by law and noted at the subsequent meeting. During the year ended March 31, 2018, five Board Meetings were held on May 4, 2017, July 24, 2017, August 24, 2017, November 6, 2017 and January 24, 2018.

As a green initiative, the Agenda of the Board and Committee meetings are circulated to the Directors through a secured web-based application, which is accessed through IPADs. The Minutes of the Board Meetings are circulated amongst the Board Members for their perusal. Comments, if any, received from the Directors are incorporated in the minutes, in consultation with the Chairman. Thereafter, the Minutes of the Board Meeting are signed by the Chairman of the Board at the next meeting.

The composition of the Board of Directors, their attendance at the Board Meetings and last Annual General Meeting ('AGM') held during Financial Year 2017-18 ('FY18'), number of other Directorships, Memberships/Chairpersonships held by them as on March 31, 2018, are as follows:

| Name of Director | Category | Meetings held during the year vis-à-vis Directors Tenure | Attendance at Board Meetings | Attendance at Last AGM | Directorships in other Companies ⁴ | No. of Committee Membership ⁵ | No. of Committee Chairpersonship ⁵ |
|-------------------------------------|--|--|------------------------------------|---------------------------|---|--|--|
| Mr. A. M. Naik | Non-Executive Chairman | 5 | 5 | Y | 4 | 0 | 0 |
| Mr. S. N. Subrahmanyan ¹ | Non-Executive Vice Chairman | 5 | 4 | N | 3 | 2 | 0 |
| Mr. R. Shankar Raman | Non-Executive Director | 5 | 4 | Y | 8 | 4 | 0 |
| Mr. Sanjay Jalona | Chief Executive Officer & Managing Director | 5 | 5 | Y | 0 | 1 | 0 |
| Mr. Aftab Zaid Ullah | Whole-time Director & Chief Operating Officer | 5 | 5 | Y | 0 | 1 | 0 |
| Mr. Sudhir Chaturvedi | Whole-time Director & President-Sales | 5 | 5 | Y | 0 | 0 | 0 |
| Mr. Samir Desai | Independent Director | 5 | 5 | Y | 1 | 2 | 0 |
| Mr. M. M. Chitale | Independent Director | 5 | 4 | Y | 7 | 7 | 4 |
| Ms. Vedika Bhandarkar | Independent Director | 5 | 4 | Y | 6 | 10 | 4 |
| Mr. Arjun Gupta | Independent Director | 5 | 4 | N | 1 | 0 | 0 |
| Mr. Sudip Banerjee ² | Independent Director | 4 | 4 | Y | 3 | 2 | 0 |
| Mr. Sanjeev Aga | Independent Director | 5 | 4 | Y | 6 | 5 | 2 |
| Ms. Shubhalakshmi Panse³ | Independent Director | 1 | 1 | NA | NA | NA | NA |







Notes:

- 1. Mr. S. N. Subrahmanyan was appointed as the Non-Executive Vice Chairman of the Company w.e.f. May 4, 2017.
- 2. Mr. Sudip Banerjee was appointed as an Independent Director of the Company w.e.f. May 20, 2017.
- 3. Ms. Shubhalakshmi Panse, Independent Director on the Board of Directors of the Company resigned w.e.f. May 15, 2017.
- 4. Includes directorships of all public companies whether listed or not and excludes private limited companies, foreign companies and Section 8 companies.
- 5. Includes memberships/chairpersonships of Audit Committee and Stakeholders' Relationship Committee as per Regulation 26 of SEBI Listing Regulations, including memberships/chairpersonships in the Company. Number of Committee membership includes Committee chairpersonships.

Details of equity shares held by the Directors of the Company is provided in Annexure E to Directors' Report, of this Annual Report. The Company has not issued any convertible instruments.

3. BOARD COMMITTEES

As on March 31, 2018, the Board has six Committees: (a) Audit Committee (b) Nomination and Remuneration Committee (c) Corporate Social Responsibility Committee (d) Stakeholders' Relationship Committee (e) Strategic Investment Committee and (f) Risk Management Committee.

During the year under review, Initial Public Offering (IPO) Committee constituted by the Board for approving and deciding upon all activities in connection with the IPO of the Company, was dissolved with effect from July 24, 2017.

The composition of the Committees, the number of meetings held during FY18 and attendance therein along with the terms of reference are provided below:

A. AUDIT COMMITTEE

Composition

The Audit Committee meets the criteria laid down under Section 177 of the Act and Regulation 18 of the SEBI Listing Regulations. As on March 31, 2018, Audit Committee comprises of three Independent Directors and one Non-Executive Director, as under:

- 1. Mr. M. M. Chitale, Independent Director
- 2. Mr. S. N. Subrahmanyan, Non-Executive Director
- 3. Mr. Samir Desai, Independent Director
- 4. Ms. Vedika Bhandarkar, Independent Director

Meetings

During the year under review, four meetings with a gap exceeding not more than 120 days between two consecutive Audit Committee Meetings were held on May 3, 2017, July 24, 2017, November 6, 2017 and January 24, 2018. The attendance of the Committee members at the Audit Committee Meetings were as follows:

| Name of Director | Position in the Committee | No. of Meetings held during the year | No. of Meetings Attended |
|------------------------|---------------------------|---|--------------------------|
| Mr. M. M. Chitale | Chairman | 4 | 4 |
| Mr. S. N. Subrahmanyan | Member | 4 | 3 |
| Mr. Samir Desai | Member | 4 | 4 |
| Ms. Vedika Bhandarkar | Member | 4 | 3 |

Terms of reference

Pursuant to Regulation 34(3) read with Schedule V of the SEBI Listing Regulations, brief description of terms of reference of the Audit Committee, includes the following:

- Oversight of the Company's financial reporting process and the disclosure of its financial information to ensure that the financial statement is correct, sufficient and credible;
- Recommendation for appointment, remuneration and terms of appointment of auditors of the company and review and monitor the auditor's independence and performance, and effectiveness of audit process;
- Reviewing, with the management, the quarterly financial statements before submission to the Board for approval;
- Approval or any subsequent modification of transactions of the Company with related parties;



- Evaluation of internal financial controls and risk management systems;
- · Reviewing, with the management, performance of statutory and internal auditors, adequacy of the internal control systems;
- Reviewing functioning of the Whistle Blower Mechanism.

B. NOMINATION AND REMUNERATION COMMITTEE

Composition

The Nomination and Remuneration Committee meets the criteria laid down under Section 178 of the Act and Regulation 19 of the SEBI Listing Regulations. As on March 31, 2018, Nomination and Remuneration Committee comprises of two Independent Directors and two Non-Executive Directors, as under:

- 1. Mr. Samir Desai, Independent Director
- 2. Mr. A. M. Naik, Non-Executive Director
- 3. Mr. S. N. Subrahmanyan, Non-Executive Director
- 4. Mr. Arjun Gupta, Independent Director

Meetings

During the year under review, four meetings of Nomination and Remuneration Committee were held on May 4, 2017, July 24, 2017, August 24, 2017 and November 6, 2017. The attendance of the Committee members at the Nomination and Remuneration Committee Meetings were as follows:

| Name of Director | Position in the Committee | No. of Meetings held during the year vis-à-vis Members Tenure | No. of Meetings Attended |
|-------------------------------|---------------------------|---|--------------------------|
| Mr. Samir Desai | Chairman | 4 | 4 |
| Mr. A. M. Naik | Member | 4 | 4 |
| Mr. S. N. Subrahmanyan | Member | 4 | 3 |
| Mr. Arjun Gupta ¹ | Member | 3 | 1 |
| Mr. M.M. Chitale ¹ | Member | 1 | 1 |

Note:

(1) Mr. Arjun Gupta was appointed as a member of the Committee w.e.f. May 4, 2017 in place of Mr. M.M. Chitale who ceased to be member of the Committee w.e.f. May 4, 2017.

Terms of Reference

Pursuant to Regulation 34(3) read with Schedule V of the SEBI Listing Regulations, brief description of terms of reference of Nomination and Remuneration Committee includes the following:

- To identify, review, assess and recommend to the Board the appointment of Executive and Non-Executive Directors & Senior Management personnel;
- Formulation of the criteria for determining qualifications, positive attributes and independence of a Director and recommend to the Board a policy, relating to the remuneration of the Directors, Key Managerial Personnel and other employees;
- Formulation of criteria for evaluation of Independent Directors and the Board of Directors;
- To consider and approve Employee Stock Option Schemes and to administer and supervise the same;
- Devising a policy on diversity of Board of Directors.

Board Membership Criteria

The Nomination and Remuneration Committee identifies and recommends to the Board of Directors of the Company suitable candidates for Board Membership, based on the attributes/criteria such as qualification, expertise, past-performance and experience. Besides the attributes/criteria, Nomination and Remuneration Committee also considers attendance, participation and contribution of a Director during the Board/Committee Meetings while recommending re-appointment of the Directors.

The Nomination and Remuneration Committee ensures that the Board of Directors of the Company has an optimum composition of Directors with a mix of experts, balance of skills and experience alongwith diversity of thought, knowledge and perspective and gender which will help the Company in attainment of its objectives.







The Nomination and Remuneration Committee ensures that the Directors appointed or re-appointed for the position of Independent Director meet the criteria of independence as prescribed under the Act and SEBI Listing Regulations.

Performance Evaluation Criteria for Independent Directors (IDs)

In terms of the requirements of the Act and SEBI Listing Regulations, an annual performance evaluation of the Board, its Committees, Chairman and individual Directors was conducted during the year under review. Details of methodology adopted for Board evaluation have been provided in the Directors' Report section, of this Annual Report.

Remuneration of Directors

The Nomination and Remuneration Committee recommends to the Board of Directors of the Company, remuneration to be paid to Directors, considering the Company's size, global presence, economic and financial position, Directors' participation in Board and Committee Meetings and after benchmarking with peer companies.

The Company pays sitting fees of \mathfrak{T} 50,000/- for attendance at each Board Meeting and \mathfrak{T} 25,000/- for each Committee Meetings. The remuneration paid to Whole-time Directors includes base salary, stock options and variable compensation which is based on variable compensation plan as per the Company's policy and achievement of the milestones/goals laid out in the said policy.

In accordance with the approval of the shareholders of the Company granted at its 20th AGM held on May 31, 2016, the eligible Non-Executive Directors are paid commission upto a maximum of 1% of the net profits of the Company for each financial year. The criteria for making payment to Non-Executive Directors includes attendance at Board/Committee meetings, Chairmanship of Committees, active participation and inputs on strategic matters.

As required by the provisions of Regulation 46 of the SEBI Listing Regulations, the criteria for payment to Independent Directors/ Non-Independent Directors is made available on the Company's website, www.Lntinfotech.com/Investors.

Details of remuneration paid/payable to Directors for the year ended March 31, 2018 is provided in Annexure E to Directors' Report, of this Annual Report.

During the year under review, there was no pecuniary relationship or transactions between the Company and any of its Non-Executive/Independent Directors apart from payment towards commission, sitting fees & reimbursement of expenses.

C. CORPORATE SOCIAL RESPONSIBLITY COMMITTEE

Composition

As on March 31, 2018, Corporate Social Responsibility ('CSR') Committee comprises of one Independent Director and two Executive Directors, as under:

- 1. Mr. Sanjay Jalona, Chief Executive Officer & Managing Director
- 2. Mr. Arjun Gupta, Independent Director
- 3. Mr. Aftab Zaid Ullah, Whole-time Director

Meetings

During the year under review, two meetings of CSR Committee were held on May 4, 2017 and November 6, 2017. The attendance of the Committee members at the CSR Meetings were as follows:

| Name of Director | Position in the Committee | No. of Meetings held during the | No. of Meetings Attended |
|-------------------------------------|---------------------------|---------------------------------|--------------------------|
| | | year vis-à-vis Members Tenure | |
| Mr. Sanjay Jalona¹ | Chairman | 2 | 2 |
| Mr. S. N. Subrahmanyan ¹ | Member | 1 | 1 |
| Mr. Aftab Zaid Ullah² | Member | 1 | 1 |
| Mr. Arjun Gupta | Member | 2 | 2 |

Notes:

- [1] Mr. Sanjay Jalona was appointed as the Chairman of CSR Committee w.e.f. May 4, 2017 in place of Mr. S. N. Subrahmanyan, who ceased to be Chairman and member of the CSR Committee w.e.f. May 4, 2017.
- (2) Mr. Aftab Zaid Ullah was appointed as member of the CSR Committee w.e.f. May 4, 2017.



Terms of Reference

Pursuant to Regulation 34(3) read with Schedule V of the SEBI Listing Regulations, brief description of terms of reference of CSR Committee includes the following:

- To formulate and recommend to the Board, a Policy which shall indicate the activities to be undertaken by the Company as specified in Schedule VII of the Act, including any amendments thereto;
- To recommend the amount of expenditure to be incurred on the activities referred to in clause above;
- To monitor CSR policy of the Company including instituting a transparent monitoring mechanism for implementation of CSR projects or programs or activities undertaken by the Company.

D. STAKEHOLDERS' RELATIONSHIP COMMITTEE

Composition

As on March 31, 2018, Stakeholders' Relationship Committee comprises of one Independent Director and two Executive Directors, as under:

- 1. Ms. Vedika Bhandarkar, Independent Director
- 2. Mr. Sanjay Jalona, Chief Executive Officer & Managing Director
- 3. Mr. Aftab Zaid Ullah, Whole-time Director

Meetings

During the year under review, one meeting of Stakeholders' Relationship Committee meeting was held on May 4, 2017. The attendance of the Committee members at the Stakeholders' Relationship Committee Meeting was as follows:

| Name of Director | Name of Director Position in the Committee | | No. of Meetings Attended |
|-------------------------------------|--|-----------------|--------------------------|
| | | during the year | |
| Ms. Vedika Bhandarkar¹ | Chairperson | 1 | 1 |
| Mr. S. N. Subrahmanyan ¹ | Member | 1 | 1 |
| Mr. Sanjay Jalona | Member | 1 | 1 |
| Mr. Aftab Zaid Ullah² | Member | NA | NA |

Notes:

- Ms. Vedika Bhandarkarwas appointed as Chairperson in place of Mr. S.N. Subrahmanyan who ceased to be Chairman and Member of Stakeholders' Relationship Committee w.e.f May 4, 2017.
- 2. Mr. Aftab Zaid Ullah was appointed as member of Stakeholders' Relationship Committee w.e.f May 4, 2017.

Terms of reference

Pursuant to Regulation 34(3) read with Schedule V of the SEBI Listing Regulations, brief description of terms of reference of Stakeholders' Relationship Committee includes the following:

- To redress grievances of shareholders, debenture holders and other security holders;
- Investigating complaints relating to allotment of shares, approval of transfer or transmission of shares, debentures or any other securities;
- Issue of duplicate certificates and new certificates on split/consolidation/renewal;
- To consider and resolve grievances related to non-receipt of declared dividends, annual report of the Company or any other documents or information to be sent by the Company to its shareholders.

Number of Complaints

During the year under review, the Company or its Registrar and Share Transfer Agent received the following complaints from SEBI/ Stock Exchanges/ Depositories which were resolved within the time frames laid down by SEBI:

| Particulars | Opening Balance | Received | Resolved | Pending |
|------------------------------------|-----------------|----------|----------|---------|
| SEBI/Stock Exchanges/ Depositories | 0 | 4 | 4 | 0 |







E. STRATEGIC INVESTMENT COMMITTEE

Composition

As on March 31, 2018, Strategic Investment Committee comprises of three Non-Executive Directors and one Executive Director, as under:

- 1. Mr. A.M. Naik, Non-Executive Director
- 2. Mr. S. N. Subrahmanyan, Non-Executive Director
- 3. Mr. R. Shankar Raman, Non-Executive Director
- 4. Mr. Sanjay Jalona, Chief Executive Officer & Managing Director

Meetings

During the year under review, two Strategic Investment Committee meetings were held on September 28, 2017 and November 14, 2017. The attendance of the Committee members at the Strategic Investment Committee Meetings were as follows:

| Name of Director | Position in the Committee | No. of Meetings held | No. of Meetings Attended |
|------------------------|---------------------------|----------------------|--------------------------|
| | | during the year | |
| Mr. A.M. Naik | Chairman | 2 | 2 |
| Mr. S. N. Subrahmanyan | Member | 2 | 2 |
| Mr. R. Shankar Raman | Member | 2 | 2 |
| Mr. Sanjay Jalona | Member | 2 | 1 |

Terms of reference

Pursuant to Regulation 34(3) read with Schedule V of the SEBI Listing Regulations, brief description of terms of reference of Strategic Investment Committee includes the following:

- Identification, due diligence, reviewing and approving proposals for acquisitions and investments in terms of broad business objectives within the limits and parameters in principally approved by the Board;
- Consideration, review and approval of investment proposals in subsidiaries within the limits delegated by the Board of Directors;
- Periodically reviewing the status of the acquisition and investments in terms of business objectives, status of integration of acquired companies & financial returns and other key strategic activities.

F. RISK MANAGEMENT COMMITTEE

Composition

As on March 31, 2018, Risk Management Committee comprises of Non-Executive Director, Chief Executive Officer & Managing Director, Whole-time Director and Chief Financial Officer, as under:

- 1. Mr. S. N. Subrahmanyan, Non-Executive Director
- 2. Mr. Sanjay Jalona, Chief Executive Officer & Managing Director
- 3. Mr. Aftab Zaid Ullah, Whole-time Director
- 4. Mr. Ashok Kumar Sonthalia, Chief Financial Officer

Meetings

During the year under review, one meeting of Risk Management Committee meeting was held on November 6, 2017. The attendance of the Committee members at the Risk Management Committee Meeting was as follows:

| Name of Director | Position in the Committee | No. of Meetings held during the year | No. of Meetings Attended |
|---------------------------|---------------------------|---|--------------------------|
| Mr. S. N. Subrahmanyan | Chairman | 1 | 1 |
| Mr. Sanjay Jalona | Member | 1 | 1 |
| Mr. Aftab Zaid Ullah¹ | Member | 1 | 1 |
| Mr. Ashok Kumar Sonthalia | Member | 1 | 1 |

Note:

1. Mr. Aftab Zaid Ullah was appointed as member of the Risk Management Committee w.e.f May 4, 2017



Terms of reference

Pursuant to Regulation 34(3) read with Schedule V of the SEBI Listing Regulations, brief description of terms of reference of Risk Management Committee includes the following:

- Framing, implementing, reviewing and monitoring the risk management plan for the Company;
- Laying down risk assessment and minimization procedures and the procedures to inform Board of the same;
- Oversight of the risk management policy/ enterprise risk management framework (identification, impact assessment, monitoring, mitigation & reporting);
- Review key strategic risks at domestic/international, macro-economic & sectoral level (including market, competition, political & reputational issues);
- Review significant operational risks.

4. OTHER INFORMATION

A. GENERAL BODY MEETINGS

Details of last three AGMs of the Company alongwith summary of Special Resolutions that were passed by the shareholders of the Company therein are as under:

| Financial Year | Venue of AGM | Date and Time | Special Resolutions |
|----------------|---|-----------------|--|
| 2016-17 | St. Andrew's Auditorium, Inside Andrew's | August 24, 2017 | Re-appointment of Mr. Samir Desai (DIN: |
| | College Premises, St. Dominic Rd, St. Sebastian | at 3:00 p.m. | 01182256) as an Independent Director |
| | Colony, Bandra (West), Mumbai - 400 050 | | Re-appointment of Mr. M. M. Chitale (DIN: 00101004) as an Independent Director |
| 2015-16 | Orchid Hotel, Nehru Road, Adjacent to Domestic | May 31, 2016 | Nil |
| | Airport, Vile Parle (East), Mumbai 400 099 | at 5:00 p.m. | |
| 2014-15 | L&T House, Ballard Estate, Mumbai – 400 001 | June 12, 2015 | Nil |
| | | at 10:00 a.m. | |

During the year under review, National Company Law Tribunal (NCLT) convened meeting of the shareholders of the Company was held on Thursday, August 24, 2017. Details of which are as under:

| Venue of NCLT Meeting | Date and Time | Special Resolution |
|--|-----------------|--|
| St. Andrew's Auditorium, Inside Andrew's College | August 24, 2017 | Approval of the Scheme of amalgamation between |
| Premises, St. Dominic Rd, St. Sebastian Colony, | at 2:15 p.m. | AugmentIQ Data Sciences Private Limited and Larsen |
| Bandra (West), Mumbai - 400 050 | | & Toubro Infotech Limited under Section 230-232 of the |
| | | Companies Act, 2013 |

B. APPROVAL OF MEMBERS THROUGH POSTAL BALLOT

During the year under review, no matters were transacted through postal ballot.

C. MEANS OF COMMUNICATION

• Financial Results

The quarterly, half-yearly and annual financial results of the Company (both standalone and consolidated financial results) are submitted to National Stock Exchange of India Limited and BSE Limited through their designated web portals 'NEAPS' and 'BSE Listing Centre' respectively within the prescribed timelines and simultaneously published in prominent national newspapers which include The Financial Express, The Business Standard and Loksatta. The results are also made available on the Company's website, www.Lntinfotech.com/Investors.

News Releases

Official news releases are filed electronically on BSE Listing Centre and NEAPS. The same are simultaneously hosted on the Company's website, www.Lntinfotech.com/Investors.

• Chairman's Communique

The Chairman's message forms part of the Annual Report which is distributed to the shareholders. The document is also placed on the Company's website, www.Lntinfotech.com/Investors.







Website

The Company's website contains a separate dedicated section 'Investors' where shareholder related information is available. Besides mandatory documents required to be uploaded on the Company's website under SEBI Listing Regulations, Annual Report of the Company, details of earnings call, presentations, press releases, quarterly reports of the Company are also available on the Company's website, www.Lntinfotech.com/Investors.

Annual Report

Annual Report containing audited standalone and consolidated financial statements together with Board's Report, Auditors Report and other important information are circulated to Members entitled thereto and is made available on the Company's website, www.Lntinfotech.com/Investors.

• Presentation made to Institutional Investors and Analysts

The schedule of analyst/ institutional investors meetings and presentations made therein are available on the Company's website, www.Lntinfotech.com/Investors. The same is also filed with the National Stock Exchange of India Limited and BSE Limited where the shares of the Company are listed.

• Designated email ID

The Company has designated the following email ID exclusively for investor servicing:

For queries on Annual Report & in respect of shares in physical mode: Investor@Lntinfotech.com.

5. GENERAL SHAREHOLDERS' INFORMATION

A. ANNUAL GENERAL MEETING

| Date | Time | Venue |
|----------------------------|-----------|--|
| Wednesday, August 22, 2018 | 3:30 p.m. | Yashwantrao Chavan Pratishhtan Auditorium, General Jagannath Bhosale |
| | | Marg, Next to Sachivalaya Gymkhana, Nariman Point, Mumbai – 400 021. |

B. FINANCIAL YEAR AND TENTATIVE CALENDAR OF THE COMPANY FOR FY19

The Company follows April to March as the financial year.

Tentative calendar of Board meetings for consideration of financial results of the Company for financial year ending March 31, 2019 is as under:

| First Quarter Results | On/before August 14, 2018 |
|---|-----------------------------|
| Second Quarter Results | On/before November 15, 2018 |
| Third Quarter Results | On/before February 15, 2019 |
| Last Quarter Results and Annual Audited Results | On/before May 30, 2019 |

C. DATE OF BOOK CLOSURE AND DIVIDEND PAYMENT DATE

The Register of Members and Share Transfer Books of the Company will remain closed from Saturday, August 18, 2018 to Wednesday, August 22, 2018 (both days inclusive). The Board of Directors of the Company have recommended final dividend of ₹ 13.50 per share. The Dividend would be paid/dispatched within 30 days from the date of the AGM, if declared by the shareholders.

D. LISTING OF EQUITY SHARES ON STOCK EXCHANGES

The equity shares of the Company have been listed on the following Stock Exchanges:

| Name of Stock Exchanges | Address of Stock Exchanges | Stock Code/ Symbol |
|----------------------------------|--|--------------------|
| National Stock Exchange of India | Exchange Plaza, C-1, Block G, Bandra Kurla Complex, | LTI |
| Limited | Bandra (E), Mumbai – 400 051. | |
| BSE Limited | Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai- 400 001 | 540005 |
| ISIN | | INE214T01019 |

The Company has paid listing fees for the financial year 2018-2019 to the above Stock Exchanges.



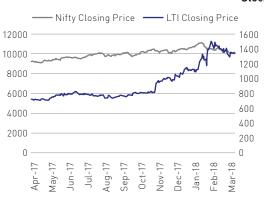
E. STOCK MARKET DATA FOR THE YEAR 2017-2018

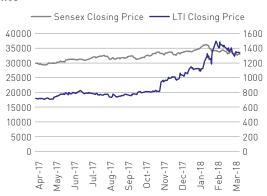
The monthly high and low share price and volume of equity shares of the Company traded at BSE Limited (BSE) and the National Stock Exchange of India Limited (NSE) during each month of FY18 are as under:

| Month | | BSE | | | NSE | | | |
|----------------|----------|---------|--------------------------------------|----------|---------|--------------------------------------|--|--|
| | High (₹) | Low (₹) | Total number of equity shares traded | High (₹) | Low (₹) | Total number of equity shares traded | | |
| April 2017 | 728.90 | 695.95 | 140760 | 729.00 | 693.90 | 936465 | | |
| May 2017 | 806.50 | 705.00 | 333615 | 808.65 | 705.00 | 2012206 | | |
| June 2017 | 840.00 | 761.10 | 147499 | 842.00 | 777.10 | 1076993 | | |
| July 2017 | 814.20 | 745.40 | 141342 | 804.75 | 750.00 | 870980 | | |
| August 2017 | 780.90 | 724.75 | 100063 | 800.00 | 724.55 | 487724 | | |
| September 2017 | 804.00 | 745.00 | 124364 | 807.50 | 744.10 | 1064011 | | |
| October 2017 | 838.80 | 779.05 | 145063 | 839.00 | 787.50 | 722784 | | |
| November 2017 | 1021.65 | 802.00 | 902754 | 1024.95 | 808.85 | 3142014 | | |
| December 2017 | 1120.95 | 961.00 | 243647 | 1126.20 | 958.75 | 1348608 | | |
| January 2018 | 1407.60 | 1078.00 | 777725 | 1407.00 | 1075.05 | 3129391 | | |
| February 2018 | 1543.00 | 1165.00 | 757562 | 1548.80 | 1155.00 | 4368876 | | |
| March 2018 | 1480.85 | 1270.00 | 459869 | 1479.20 | 1271.50 | 3904390 | | |

Performance of the Share price of the Company with the Nifty 50 and the BSE Sensex.

Stock Price Performance





F. DISTRIBUTION OF SHAREHOLDING AS ON MARCH 31, 2018

| Share Range | Shareh | olders | Sha | ires |
|---------------|--------|--------|-----------|--------|
| | Number | % | Number | % |
| Upto 500 | 110897 | 98.66 | 3260333 | 1.90 |
| 501-1000 | 517 | 0.46 | 408892 | 0.24 |
| 1001-2000 | 296 | 0.26 | 441773 | 0.26 |
| 2001-3000 | 111 | 0.10 | 277876 | 0.16 |
| 3001-4000 | 76 | 0.07 | 268552 | 0.16 |
| 4001-5000 | 58 | 0.05 | 269260 | 0.16 |
| 5001-10000 | 137 | 0.12 | 1004023 | 0.58 |
| 10001 & Above | 313 | 0.28 | 166068554 | 96.55 |
| Total | 112405 | 100.00 | 171999263 | 100.00 |







G. CATEGORIES OF SHAREHOLDERS AS ON MARCH 31, 2018

| SR. NO. | Category | No. of shares | % |
|---------|---|---------------|--------|
| 1. | Corporate Bodies (Promoter Co) | 142693637 | 82.96 |
| 2 | Public | 8787141 | 5.11 |
| 3 | Mutual Funds | 2905715 | 1.69 |
| 4 | Alternate Investment Funds | 139658 | 0.08 |
| 5 | Foreign Portfolio Investors (Corporate) | 11898723 | 6.92 |
| 6 | Financial Institutions | 12197 | 0.01 |
| 7 | Insurance Companies | 701434 | 0.41 |
| 8 | Foreign Institutional Investor | 4516 | 0.00 |
| 9 | Foreign Nationals | 217176 | 0.13 |
| 10 | Non Resident Indians | 1367196 | 0.79 |
| 11 | Non Resident (Non Repatriable) | 416508 | 0.24 |
| 12 | Nationalised Banks | 5 | 0.00 |
| 13 | Non Nationalised Banks | 11240 | 0.01 |
| 14 | Other Bodies Corporate | 690447 | 0.40 |
| 15 | Hindu Undivided Family | 192041 | 0.11 |
| 16 | Directors | 1716863 | 1.00 |
| 17 | Clearing Members | 244746 | 0.14 |
| 18 | Trusts | 20 | 0.00 |
| | TOTAL | 171999263 | 100.00 |

H. DEMATERIALIZATION OF SHARES & LIQUIDITY

The Company has dematerialized its equity shares with National Securities Depository Limited (NSDL) and Central Depository Services (India) Limited (CDSL). ISIN allotted to the Company is INE214T01019.

As on March 31, 2018, 99.63% of the Company's total paid-up capital was held in the dematerialized form with NSDL and CDSL. The number of shares held in dematerialized and physical mode is as under:

| Particulars | Number of shares | % of Total Capital issued |
|-------------------------------------|------------------|---------------------------|
| Held in Dematerialized form in NSDL | 16,90,57,729 | 98.29 |
| Held in Dematerialized form in CDSL | 23,04,867 | 1.34 |
| Physical | 6,36,667 | 0.37 |
| TOTAL | 17,19,99,263 | 100.00 |

Members are requested to convert their physical holdings into electronic holdings which will negate risks associated with physical certificates.

Members holding shares in dematerialized form are requested to intimate all changes viz. pertaining to change of address, change in e-mail ID, bank details etc. to their Depository Participant(s) while members holding shares in physical form are requested to intimate such changes to Link Intime India Private Limited, Company's Registrar and Share Transfer Agent.

I. OUTSTANDING GDRS/ ADRS/ WARRANTS OR ANY CONVERTIBLE INSTRUMENTS, CONVERSION DATE AND LIKELY IMPACT ON EQUITY

There are no outstanding GDRs/ ADRs/ Warrants/ Convertible Instruments of the Company and hence, the same is not applicable to the Company.

J. SHARE TRANSFER SYSTEM

Transfer of shares in electronic form are processed and approved in the electronic form by NSDL / CDSL without the involvement of the Company, while Members holding shares in physical form need to send their request to the Company's Registrar and Share Transfer Agent. Shares sent for transfer in physical form are normally processed within a period of fifteen days from the date of receipt of the documents, provided the documents are valid and complete in all respects.

The Board has constituted a Share Transfer Committee comprising of Chief Executive Officer & Managing Director, the Chief Financial Officer and the Company Secretary to approve transfers, transmissions or transposition of securities of the Company.



K. ADDRESS FOR CORRESPONDENCE

| Registrar and Share Transfer Agent | Compliance Officer |
|--|---|
| Link Intime India Private Limited | Manoj Koul, Company Secretary & Compliance Officer |
| C-101, 247 Park, L.B.S. Marg, Vikhroli (West), | Larsen & Toubro Infotech Limited |
| Mumbai 400 083, Maharashtra, India | Technology Tower 1, Gate No.5, Saki Vihar Road, Powai, Mumbai |
| Tel: +91 022 4918 6000 | 400 072, Maharashtra, India |
| Fax: +91 022 4918 6060 | Tel: +91 22 6776 6776 |
| E-mail: rnt.helpdesk@Linkintime.co.in | Fax: +91 22 6776 6004 |
| Website: www.Linkintime.co.in | E-mail: Investor@Lntinfotech.com |

6. FAMILIARISATION PROGRAMME FOR INDEPENDENT DIRECTORS

The Independent Directors are provided insights of the Company at the time of induction to enable them to understand the operations of the Company and its subsidiaries, business, industry and environment in which the Company functions. The Company also updates the Directors on continuing basis on any significant changes/developments in the Company. Additionally, the Directors are updated during the Board meetings on the business strategies, changes in domestic/overseas legislations impacting the Company and the IT Industry overall.

During the year under review, a visit to Company's Mosaic Experience Centre, in Powai was conducted for the Directors, where they were familiarized with the latest technologies in the areas of Customer Experience, Advance Analytics, Artificial Intelligence, Cognitive Automation and multiple use cases like Customer Insight 360 on MOSAIC platform, AI based entity extraction in Trade Finance, DICE, IoT Analytics for elevator were demonstrated.

The information is also available on the Company's website, www.Lntinfotech.com/Investors.

7. PREVENTION OF INSIDER TRADING

The Company has adopted the Securities Dealing Code ('the Code') in compliance with the SEBI (Prohibition of Insider Trading) Regulations, 2015 to regulate, monitor and report trading by its Designated Person(s)/ Employee(s) and other connected person(s).

The Code includes practices and procedures for fair disclosure of unpublished price sensitive information and prevention of dealing in the shares of the Company by an Insider while in possession of unpublished price sensitive information.

The Code is applicable to all Directors, employees, their immediate relatives and connected persons who are prevented from dealing in Company's shares during Trading Window closure. Prior approval of Compliance Officer is sought to deal in the Company's shares beyond threshold limit prescribed under the Code.

Further, to strengthen the monitoring process, the Company has in place the 'Penalty Framework' and the 'Internal Guidelines on Special Closed Period', under the Code.

Mr. Manoj Koul, Company Secretary is designated as the Compliance Officer while Mr. Ashok Kumar Sonthalia, Chief Financial Officer of the Company is appointed as the Chief Investor Relation Officer, under the Code.

The Company's Code of practices and procedures for fair disclosure of unpublished price sensitive information is available on the Company's website, www.Lntinfotech.com/Investors.

8. PLANT LOCATIONS

The Company being in IT industry does not require manufacturing plants and has development centers/offices in India and overseas. The addresses of overseas development centers /offices of the Company are available on the Company's website under Global Footprint section, www.Lntinfotech.com/global-footprints.

9. DISCLOSURES

A. DISCLOSURE OF MATERIALLY SIGNIFICANT RELATED PARTY TRANSACTIONS & POLICY ON DEALING WITH RELATED PARTY TRANSACTIONS

During the year under review, there were no material significant related party transactions which have been entered into by the Company with its related parties having potential conflict of interests with the Company at large. The Board has approved a Policy for Related Party Transactions which is available on the Company's website, www.Lntinfotech.com/Investors.







B. DETAILS OF NON-COMPLIANCE BY THE COMPANY, PENALTIES, AND STRICTURES IMPOSED ON THE COMPANY BY STOCK EXCHANGES OR SEBI OR ANY STATUTORY AUTHORITY, ON ANY MATTER RELATED TO CAPITAL MARKETS, DURING THE LAST THREE YEARS

There have been no instances of non-compliance by the Company or penalties and strictures imposed on the Company by the Stock Exchanges or SEBI or any statutory authority on any matter related to capital markets, during the last three years.

There is no non-compliance of any requirements of Corporate Governance Report as prescribed under sub-paras (2) to (10) of Part C of Schedule V of SEBI Listing Regulations.

C. WHISTLE BLOWER POLICY & VIGIL MECHANISM

The Company has formulated a Whistle Blower Policy and has established a vigil mechanism for directors and employees to report concerns about unethical behavior, actual or suspected fraud or violation of the Company's code of conduct. In this regard, Whistle Blowing Investigation Committee has been constituted to address the concerns reported under this Policy. The Company affirms that no personnel had been denied access to the Audit Committee under Vigil Mechanism. Details of Whistle Blower Policy is provided in the Directors' Report section and also on the Company's website, www.Lntinfotech.com/Investors.

D. POLICY FOR DETERMINING 'MATERIAL' SUBSIDIARIES

The Company has formulated a Policy for determining 'Material' Subsidiaries as defined in Regulation 16 of the SEBI Listing Regulations. This Policy is available on the Company's website, www.Lntinfotech.com/Investors. During the year under review, the Company did not have any material non-listed Indian subsidiary.

E. DISCLOSURE OF COMMODITY PRICE RISKS AND COMMODITY HEDGING ACTIVITIES

Details of foreign exchange risk is provided in the Management Discussion & Analysis, forming part of this Annual Report. The Company does not deal in commodity price risk and commodity hedging activities.

F. CODE OF CONDUCT

The Company has framed a Code of Conduct for the Board members and senior management of the Company and same is available on the Company's website, www.Lntinfotech.com/Investors. All Directors and Senior Management Personnel of the Company have affirmed compliance with the Company's Code of Conduct for the financial year ended March 31, 2018. A declaration signed by the Chief Executive Officer & Managing Director of the Company affirming compliance with the Code of Conduct is annexed to this Corporate Governance Report.

G. OTHER DISCLOSURES

The Company has complied with the compliance requirements specified under Regulation 17 to 27 and clause (b) to (i) of sub-regulation (2) of Regulation 46 of the SEBI Listing Regulations as detailed hereunder:

| Particulars | Regulation | Compliance | Compliance area | |
|-----------------------------|------------|-------------|---|--|
| | | Status | | |
| | | (Yes/No/NA) | | |
| Board of Directors | 17 | Yes | Board Composition, Meeting of Board of Directors, Review | |
| | | | of Compliance Reports, Plan for orderly succession for | |
| | | | appointments, Code of Conduct, Fees/compensation paid | |
| | | | to NEDs, Minimum information to be placed before Board, | |
| | | | CEO & CFO compliance certificate on Financial Results, | |
| | | | Risk Assessment & Management, Performance Evaluation | |
| Audit Committee | 18 | Yes | Composition and role of Audit Committee, Meeting of Audit | |
| | | | Committee | |
| Nomination and Remuneration | 19 | Yes | Composition and role of Nomination and Remuneration | |
| Committee | | | Committee | |
| Stakeholders' Relationship | 20 | Yes | Composition and role of Stakeholders' Relationship | |
| Committee | | | Committee | |
| Risk Management Committee | 21 | NA | Composition and role of Risk Management Committee | |
| Vigil Mechanism | 22 | Yes | Formulation of vigil mechanism | |



| Particulars | Regulation | Compliance | Compliance area |
|--------------------------------|------------|-------------|---|
| | | Status | |
| | | (Yes/No/NA) | |
| Related Party Transactions | 23 | Yes | Policy for Related Party Transactions (RPTs), Prior or |
| | | | Omnibus approval of Audit Committee for all RPTs, approval |
| | | | for material RPTs |
| Corporate Governance | 24 | NA | Composition of Board of Directors of unlisted material |
| Requirements with respect to | | | subsidiary, other corporate governance requirements with |
| Subsidiary of Listed Entity | | | respect to subsidiary of listed entity |
| Obligations with respect to | 25 | Yes | Maximum Directorship & Tenure, Meeting of Independent |
| Independent Directors | | | Directors, Familiarization of Independent Directors |
| Obligations with respect to | 26 | Yes | Memberships/Chairpersonships in Committees, |
| Employees including Senior | | | Affirmation with compliance to code of conduct from |
| Management, Key Managerial | | | members of Board of Directors and Senior Management, |
| Persons, Directors & Promoters | | | Disclosure of shareholding by Non-Executive Directors, |
| | | | Policy with respect to obligations of Directors and Senior |
| | | | Management |
| Other Corporate Governance | 27 | Yes | Compliance with discretionary requirements, Quarterly |
| Requirements | | | compliance report on Corporate governance |
| Website | 46(2)(b-i) | Yes | Dissemination of information on website – terms and |
| | | | conditions of appointment of Independent Directors, |
| | | | Composition of various committees of the Board, Code of |
| | | | Conduct of Board of Directors and Senior Management, |
| | | | details of vigil mechanism, criteria of making payments |
| | | | to Non-Executive Director, policy on related party |
| | | | transactions, determining material subsidiaries, details of |
| | | | familiarization programmes to Independent Directors. |

10. DISCRETIONARY REQUIREMENTS AS PRESCRIBED IN PART E OF SCHEDULE II OF THE SEBI LISTING REGULATIONS

Among the discretionary requirements as specified in Part E of Schedule II of SEBI Listing Regulations, the Company has complied with the following:

- The auditors' report on standalone and consolidated financial statements of the Company are unqualified.
- Mr. A.M. Naik is the Chairman of the Company and Mr. Sanjay Jalona is the Chief Executive Officer & Managing Director of the Company.
- The Head of Internal Audit of the Company reports directly to the Audit Committee.

For and on behalf of the Board of Directors

Sanjay Jalona

Chief Executive Officer & Managing Director (DIN: 07256786)

Aftab Zaid Ullah

Chief Operating Officer & Whole-time Director (DIN: 05165334)

Place: Mumbai

Date: May 23, 2018







To the Board of Directors of Larsen & Toubro Infotech Limited

Dear Sirs/ Madam,

Sub: CEO/ CFO Certificate [Issued in accordance with the provisions of Regulation 17(8) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015]

We have reviewed financial statements, read with the cash flow statement of Larsen and Toubro Infotech Limited for the year ended March 31, 2018 and that to the best of our knowledge and belief, we state that:

- a. i. these statements do not contain any materially untrue statement or omit any material fact or contain statements that may be misleading;
 - ii. these statements present a true and fair view of the Company's affairs and are in compliance with current accounting standards, applicable laws and regulations
- b. There are, to the best of our knowledge and belief, no transactions entered into by the Company during the year which are fraudulent, illegal or in violation of the Company's Code of Conduct.
- c. We accept the responsibility for establishing and maintaining internal controls for financial reporting. We have evaluated the effectiveness of internal control systems of the Company pertaining to financial reporting and have disclosed to the Auditors and Audit Committee, deficiencies, if any, in the design or operation of such internal controls of which we are aware and steps have been taken or proposed to be taken for rectifying these deficiencies.
- d. We have indicated to the Auditors and Audit Committee that:
 - i. there were no significant changes in internal control over financial reporting during the aforesaid period;
 - ii. there were no significant changes in accounting policies during the aforesaid period; and
 - iii. there were no instances of significant fraud of which we have become aware.

Yours sincerely

Sanjay Jalona

Chief Executive Officer & Managing Director

Ashok Kumar Sonthalia

Chief Financial Officer

ANNEXURE

DECLARATION PURSUANT TO SCHEDULE V OF THE SECURITIES AND EXCHANGE BOARD OF INDIA (LISTING OBLIGATIONS AND DISCLOSURE REQUIREMENTS) REGULATIONS, 2015

I hereby confirm that all the Board Members and Senior Management Personnel have affirmed compliance with the Code of Conduct as adopted by the Board of Directors.

Sanjay Jalona

Chief Executive Officer & Managing Director

Place: Mumbai Date: May 23, 2018

Place: Mumbai

Date: May 23, 2018



Independent Auditors' Certificate on Corporate Governance

To the Members of Larsen & Toubro Infotech Limited

We, B. K. Khare & Co. Chartered Accountants, the Statutory Auditors of Larsen & Toubro Infotech Limited ('the Company'), have examined the compliance of conditions of Corporate Governance by the Company, for the year ended on March 31, 2018, as stipulated in regulation 17 to 27 and clause (b) to (i) of regulation 46(2) and paragraphs C and D of Schedule V of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 ('SEBI Listing Regulations').

Management's Responsibility

The compliance of conditions of Corporate Governance is the responsibility of Management. This responsibility includes the design, implementation and maintenance of internal control and procedures to ensure compliance with the conditions of corporate governance stipulated in the SEBI Listing Regulations.

Auditors' Responsibility

Our responsibility is limited to examining the procedures and implementation thereof, adopted by the Company for ensuring the compliance of the conditions of the Corporate Governance. It is neither audit nor expression of opinion on the financial statements of the Company.

We have examined the books of accounts and other relevant records and documents maintained by the Company for the purpose of providing reasonable assurance on the compliance with Corporate Governance requirements by the Company.

We have carried out an examination of the relevant records of the Company in accordance with the Guidance Note on Certification of Corporate Governance issued by the Institute of Chartered Accountants of India ('the ICAI'), the Standards on Auditing specified under section 143(10) of the Companies Act, 2013, in so far as applicable for the purpose of this certificate and as per the Guidance Note on Reports or Certificates for Special Purpose issued by the ICAI which requires that we comply with the ethical requirements of the Code of Ethics issued by the ICAI.

We have complied with the relevant applicable requirements of the Standard on Quality Control (SQC) 1, Quality Control for Firms that Perform Audits and Reviews of Historical Financial Information, and Other Assurance and Related Services Engagements.

Opinion

Based on our examination of the relevant records and according to the information and explanation provided to us and representations provided by management, we certify that the Company has complied with the conditions of Corporate Governance as specified in regulation 17 to 27, clause (b) to (i) of regulation 46(2) and paragraphs C and D of Schedule V of the SEBI Listing Regulations, as applicable during the year ended March 31, 2018.

We state that such compliance is neither an assurance as to the future viability of the Company nor the efficiency or effectiveness with which the management has conducted the affairs of the Company.

Restriction on use

This certificate is issued solely for the purpose of complying with the aforesaid SEBI Listing Regulations and should not be used by any other person or for any other purpose.

B. K. KHARE & CO.

Chartered Accountants Firm's Registration No. 105102W by the hand of

RAVI KAPOOR

Membership No. 040404
Partner

Mumbai, May 23, 2018







Annexure B

Statement of disclosure of remuneration under Section 197 of the Companies Act, 2013 and Rule 5(1) of Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014:

A Ratio of the remuneration of each director to the median remuneration of the employees of the Company for the financial year 2017-18, the percentage increase in remuneration of each Director & Key Managerial Personnel ('KMP') during the financial year 2017-18:

| S. N. | Name of the Director/ KMP | Designation | Total Remuneration (INR Mn) | Ratio of remuneration of Director to the median remuneration ⁽¹⁾ | % Increase in Remuneration |
|----------|---------------------------------|---|-----------------------------------|---|-------------------------------|
| 1 | A. M. Naik | Non-Executive Chairman | 12.63 | 14.31 | N.A. |
| 2 | S. N. Subrahmanyan | Non-Executive Vice Chairman | - | - | N.A. |
| 3 | Sanjay Jalona² | Chief Executive Officer & Managing Director | 139.68 | 158.26 | 73.60 |
| 4 | R. Shankar Raman | Non-Executive Director | - | - | N.A. |
| 5 | Aftab Zaid Ullah | Chief Operating Officer & Whole-time Director | 47.66 | 54.00 | 4.72 |
| 6 | Sudhir Chaturvedi ² | President-Sales & Whole-time Director | 97.54 | 110.52 | 149.78 |
| 7 | Samir Desai | Independent Director | 5.47 | 6.20 | 61.36 |
| 8 | M. M. Chitale | Independent Director | 1.84 | 2.08 | (24.28) |
| 9 | Vedika Bhandarkar | Independent Director | 1.60 | 1.81 | (7.51) |
| 10 | Arjun Gupta | Independent Director | 2.37 | 2.69 | 4.87 |
| 11 | Sanjeev Aga | Independent Director | 1.10 | 1.25 | 292.86 |
| 12 | Sudip Banerjee ³ | Independent Director | 1.10 | 1.25 | N.A. |
| 13 | Subhalakshmi Panse ⁴ | Independent Director | 0.28 | 2.57 | N.A. |
| 14 | Ashok Kumar Sonthalia | Chief Financial Officer | 21.42 | 24.27 | N.A. |
| 15 | Manoj Koul | Company Secretary & Compliance Officer | 4.78 | 8.99 | N.A. |

Notes:

- 1. Ratio of remuneration of director to the median remuneration is calculated on pro-rata basis for those directors who served for only part of the FY18.
- 2. Mr. Sanjay Jalona and Mr. Sudhir Chaturvedi have been paid remuneration in USD and GBP respectively. Accordingly, the figure mentioned above is INR equivalent.
- 3. Mr. Sudip Banerjee has been appointed as an Independent Director of the Company w.e.f. May 20, 2017.
- Ms. Shubhalakshmi Panse resigned as an Independent Director of the Company w.e.f. May 15, 2017.
- 5. The percentage increase in remuneration of Mr. A. M. Naik is not comparable as no commission was paid for FY17.
- 6. The percentage increase in remuneration of Mr. Sudhir Chaturvedi, Mr. Sanjeev Aga, Mr. Sudip Banerjee is not comparable as they were with the Company for only part of FY17 or FY18.
- B Average percentile increase already made in the salaries of employees other than the managerial personnel in the last financial year and its comparison with the percentile increase in the managerial remuneration and justification thereof and point out if there are any exceptional circumstances for increase in the managerial remuneration:

The average annual increase for employees was around 7.5% in India and 2% outside India. The average increase in managerial remuneration was 75%. The average increase is not comparable since the increase is on account of exercise of stock options by the Executive Directors and payment of commission to Non-Executive Directors.

- C The percentage increase in the median remuneration of employees in the financial year 2017-18: 28.48%
- $\textbf{D} \qquad \textbf{Number of permanent employees on the rolls of Company as on March 31, 2018: } 22,702$
- E Affirmation that the remuneration is as per the remuneration policy of the Company:

The Company affirms that the remuneration is as per the remuneration policy of the Company.



Annexure C

Annual report on Corporate Social Responsibility ('CSR') activities for financial year 2017-18

 A Brief outline of the Company's CSR policy, including overview of projects undertaken and a reference to web link to the CSR policy and projects or programs:

The Company has framed the Corporate Social Responsibility ('CSR') Policy in compliance with the provisions of the Companies Act, 2013 and the same is available on the website of the Company www.Lntinfotech.com/wp-content/uploads/2018/04/LTI_CSR_Policy_Framework.pdf.

The primary purpose of Company's CSR philosophy is to make a meaningful and measurable impact on the lives of economically, physically and socially challenged communities. The Company is committed to the cause of sustainable development by leveraging technology and creating opportunities for growth and prosperity around the world. Our focus is on three causes – Education, Empowerment and Environment. The Company's efforts have been supplemented by implementation partners.

Supporting Inclusive Education

The Company works with the approach of leveraging technology to supplement education and helping children stay in school -

- By providing high quality delivery of curriculum and supplementary education in Government schools across India;
- b) By providing digital and experiential learning platforms created to mainstream students from marginalized communities:
- By providing mid-day meals and helping students come to school.

The Company sets up virtual learning platforms where our volunteers from Company's office premises help teach Science, English and Maths to students in Government schools in rural parts of Maharashtra, Karnataka and Tamil Nadu. We support digital education programs by providing laptops and conducive infrastructure for learning. Through our interventions in providing science kits to students and providing entrepreneurial based training, we try to enhance knowledge through experimentation among the students.

This year, the Company has supported 17,500 school children through Akshaya Patra in Bengaluru which helps in improving their attendance in school. In our endeavor of making education more inclusive, a unique quiz 'Quizabled' was organized for specially-abled children. 500 specially-abled students from 200 schools participated in the program in Bangalore district.

The Company has established a state-of-the-art Industrial Internet of Things (IIoT) lab at VJTI Mumbai which provides a platform to students for developing innovative technological solutions. Recently, these students won the first prize at the Global Cyber Challenge Hackathon 2017 for their solution on cyber security of critical infrastructure-out of 900 entries and participation from 120 countries.

This year we have supported 427 schools and helped 62,807 school children.

Empowerment to enhance employability

With an objective to enhance earning capability among communities LTI is focusing on-

- a) Employability based digital and vocational training for youth;
- b) Entrepreneurship based programs for women;
- c) Enabling the specially-abled in earning a livelihood.

The Digital Sakshar project in Mumbai aims to help youth learn computer skills based on market requirements. More interventions in this direction include providing Tally and Computer hardware, e-publishing and networking have been introduced in Mumbai, Pune and Chennai to enhance employability. In FY17-18 we have trained more than 14,000 youth through these programs.

This year we have trained 250 women artisans from Thane and Mumbai district in association with UNDP and FUEL with a two-fold objective-to revive Warli art and make these women as entrepreneurs and providing market linkages. To supplement their efforts, we organized sale of their products at our office premises which helped them gain confidence and tackle customers. Women were also trained in tailoring and beautician courses which helped them earn a livelihood.

Youth from remote parts of Uttarakhand were trained on domestically and internationally outsourced business processes, like Digital Publishing and Financial Services in a rural BPO set up.

The I-Learn I-Earn project, which is a Presidential award-winning initiative, helps differently-abled youth learn computer skills. Youth are provided training in computer skills to enhance employability.

During the year, 17,080 youth and women including the speciallyabled have successfully completed such trainings at 87 centres located across India.

Environment

The Company works with multiple stakeholders, particularly our clients, employees and the communities we serve, towards the cause of a greener environment by-

- a) Improving green cover;
- b) Undertaking water conservation programs.

The Company felicitates the clients and employees with tree plantation certificates and each certificate supports plantation of two trees. Plantation drives have also been conducted across Maharashtra, Karnataka and Tamil Nadu to supplement our efforts for a greener environment.

A new initiative, 'Walk for a Cause', to converge the physical with digital was introduced across our locations in India in which employees were motivated to track their health through a mobile app and this was matched with planting trees. During the year 14,324 trees were planted through such initiative.

In order to address the critical issue of conserving and reusing water particularly in drought prone regions in Karnataka, we supported digging of ponds in fields and mobilized farmers through rain water harvesting. This initiative will help at least





25,000 members of the community to cultivate on land in this semi-arid region.

Employee Volunteering

Through 1Step, LTI employees have dedicated their time to teach curriculum based English, Mathematics and Science in addition to computers and soft skills to school children and youth across the country. Employees also participated in clothes and blood donation drives organized during the year. In FY18, 5,293 LTI-ites were a part of the 1Step initiatives.

- 2. The Composition of the CSR Committee:
 - i. Mr. Sanjay Jalona Chairman
 ii. Mr. Aftab Zaid Ullah Member
 iii. Mr. Arjun Gupta Member
- 3. Average net profit for the last three years: ₹ 9,563 Million
- 4. Prescribed CSR expenditure (Two percent of the amount as in item 3 above): ₹ 191.30 Million
- 5. Details of CSR spent during the financial year:
 - Total amount spent for the financial year 2017-18: ₹ 116.62 Million:
 - ii. Amount unspent, if any: ₹ 74.68 Million;
 - iii. Manner in which the amount was spent during the financial year 2017-18: enclosed
- 6. In case the Company has failed to spend 2% of the average net profit of the last three financial years or any part thereof, the Company shall provide reasons for not spending the amount in its Board Report:

As reported earlier, the Company's CSR projects being of mutliyear nature, these projects are executed in a phased manner. We continue to support sustainable projects by following the due diligence process and ensuring reporting and monitoring standards are followed. As the Company is committed to its stakeholders to conduct the business in a responsible manner to create a sustained positive impact on the society, a more focused and structured approach has been adopted for driving the Company's CSR initiatives. Though the CSR spend for the financial year under reference has been below the prescribed limit, the CSR spend has nearly doubled since last year and the Company is in the process of further ramping up its CSR initiatives, which can be factually evidenced from the increase in CSR spend on year-on-year basis..

 A responsibility statement of the CSR Committee that the implementation and monitoring mechanisms are in compliance with its CSR objectives and CSR policy & its framework:

The CSR Committee hereby affirms that:

- The Company has duly formulated a CSR Policy Framework which includes formulation of CSR Theme, CSR budget and roles and responsibilities of the Committee, CSR team formed for implementation of the CSR programs; and
- The Company has constituted a mechanism to monitor and report on the progress of the CSR programs.

The activities undertaken by the Company as well as the implementation and monitoring mechanisms are in compliance with its CSR objectives and CSR policy and its framework.

Sanjay Jalona

Aftab Zaid Ullah

Chief Executive Officer & Managing Director and Chairman - CSR Committee (DIN: 07256786) Chief Operating Officer & Whole-time Director (DIN: 05165334)

5 (iii). Manner in which the amount spent during the financial year 2017-18 is detailed below:

(Rs. Million)

| | | | | | | | | (Rs. Million) |
|-------|---|---|--|--|----------|-----------|---------------------------------------|---|
| S.N. | CSR Project or activity identified | Sector in which the project is covered | Projects or programs 1) Local area or other 2) Specify the State and District where project was undertaken | Amount Outlay (Budget) project or programs wise | expenses | Overheads | Expenditure up to the reporting | Amount spent: Direct or through implementing agency |
| 1 | Providing computer education to school children from underprivileged communities. Providing experiential learning by setting up science and basic technology labs in schools and providing mid-day meals to Government school children. | Education | Mumbai, Navi Mumbai, Pune, Ahmednagar, Maharashtra; Bangalore, Dharwad, Koppal, Chamrajnagar, Karnataka; Chennai, Thiruvanamalai, Tamil Nadu. | 61.00 | 62.68 | 3.13 | 65.81 | Direct and through implementation partners |
| 2 | Providing vocational and digital skills and setting up necessary infrastructure for employability among underprivileged youth, women and people with special abilities. | | Mumbai, Navi Mumbai, Thane, Pune, Maharashtra; Sonari, UP; Bhudni, MP; Letibunga, Uttrakhand; Chennai, Tamil Nadu | 45.00 | 44.07 | 2.20 | 46.27 | Direct and through implementation partners |
| 3 | Rain water harvesting in drought prone regions and tree plantation drives to increase green cover. | | Hubli, Banglaore, Karnataka; Maharashtra, Rajasthan and Tamil Nadu | 4.00 | 4.32 | 0.22 | 4.54 | Direct and through implementation partners |
| Total | | | | 110.00 | 111.07 | 5.55 | 116.62 | |



Annexure D

Form No. MR-3

SECRETARIAL AUDIT REPORT FOR THE FINANCIAL YEAR ENDED MARCH 31, 2018

[Pursuant to section 204(1) of the Companies Act, 2013 and rule No.9 of the Companies (Appointment and Remuneration of Managerial Personnel) Rules, 2014]

To, The Members.

LARSEN & TOUBRO INFOTECH LIMITED

I have conducted the secretarial audit of the compliance of applicable statutory provisions and the adherence to good corporate practices by LARSEN & TOUBRO INFOTECH LIMITED (hereinafter called the Company). Secretarial Audit was conducted in a manner that provided me a reasonable basis for evaluating the corporate conducts/ statutory compliances and expressing my opinion thereon.

Based on my verification of the Company's books, papers, minute books, forms and returns filed and other records maintained by the Company and also the information provided by the Company, its officers, agents and authorized representatives during the conduct of secretarial audit, I hereby report that in my opinion, the company has, during the audit period covering the financial year ended on March 31, 2018, complied with the statutory provisions listed hereunder and also that the Company has proper Board-processes and compliance-mechanism in place to the extent, in the manner and subject to the reporting made hereinafter.

I have examined the books, papers, minute books, forms and returns filed and other records maintained by the Company for the financial year ended on March 31, 2018 according to the provisions of:

- (i) The Companies Act, 2013 (the Act) and the rules made thereunder;
- (ii) The Securities Contracts (Regulation) Act, 1956 ('SCRA') and the rules made thereunder;
- (iii) The Depositories Act, 1996 and the Regulations and Bye-laws framed thereunder;
- Foreign Exchange Management Act, 1999 and the rules and regulations made thereunder to the extent of Foreign Direct Investment, Overseas Direct Investment and External Commercial Borrowings;
- (v) The following Regulations and Guidelines prescribed under the Securities and Exchange Board of India Act, 1992 ('SEBI Act'), as applicable:-
 - The Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulations, 2011;
 - b) The Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 1992; presently, (Prohibition of Insider Trading) Regulations, 2015

- The Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009;
- d) The Securities and Exchange Board of India (Employee Stock Option Scheme and Employee Stock Purchase Scheme) Guidelines, 1999; presently (Share Based Employee Benefits) Regulations, 2014;
- e) The Securities and Exchange Board of India (Issue and Listing of Debt Securities) Regulations, 2008;
- f) The Securities and Exchange Board of India (Registrars to an Issue and Share Transfer Agents) Regulations, 1993 regarding the Companies Act and dealing with client;
- The Securities and Exchange Board of India (Delisting of Equity Shares) Regulations, 2009; and
- The Securities and Exchange Board of India (Buyback of Securities) Regulations, 1998.
- (vi) Other specific business/industry related laws that are applicable to the company, viz.
 - > The Information Technology Act, 2000.
 - ➤ The Special Economic Zone Act, 2005.
 - Policy relating to Software Technology Parks of India and its regulations.
 - The Indian Copyright Act, 1957.
 - The Patents Act, 1970.
 - The Trade Marks Act. 1999.
 - Indian Telegraph Act.
 - > Telecom Regulatory Authority of India (TRAI)/ Department of Telecommunication (DOT) Guidelines.
 - Other Service Provider Guidelines (Governed by DOT)

I have also examined compliance with the applicable clauses of the following:

- Secretarial Standards issued by The Institute of Company Secretaries of India.
- The Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and the Listing Agreements entered into by the Company with Stock Exchange(s), applicable as follows:
 - Equity Shares listed on BSE Limited and National Stock Exchange of India Limited.







During the period under review the Company has complied with the provisions of the Act, Rules, Regulations, Guidelines, Standards, etc. mentioned above.

I further report that the Board of Directors of the Company is duly constituted with proper balance of Executive Directors, Non-Executive Directors and Independent Directors. The changes in the composition of the Board of Directors that took place during the period under review were carried out in compliance with the provisions of the Act.

Adequate notice is given to all directors to schedule the Board Meetings, agenda and detailed notes on agenda were sent at least seven days in advance, and a system exists for seeking and obtaining further information and clarifications on the agenda items before the meeting and for meaningful participation at the meeting. Majority decision is carried through while the dissenting members' views are captured and recorded as part of the minutes.

I further report that, in my opinion there are adequate systems and processes in the company commensurate with the size and operations of the company to monitor and ensure compliance with applicable laws, rules, regulations and guidelines.

I further report that during the audit period the following events / actions have taken place which have a major bearing on the Company's affairs in pursuance of the above referred laws, rules, regulations, guidelines, standards, etc., like -

- (i) Public/Right/Preferential issue of shares / debentures/ sweat equity, etc. – NIL
- (ii) Redemption / buy-back of securities. NIL.
- (iii) Major decisions taken by the members in pursuance to section 180 of the Companies Act, 2013. NIL.

- (iv) Merger / amalgamation / reconstruction, etc. -
 - Amalgamation of AugmentIQ Data Sciences Private Limited ('AugmentIQ') with the Company:

The Board of Directors of the Company and AugmentiQ Data Sciences Private Limited ('AugmentIQ') in their meetings held on May 4, 2017 and May 3, 2017, respectively, have approved the Scheme of Amalgamation ('Scheme') of AugmentIQ with the Company under Sections 230-232 of the Companies Act, 2013. Further, the shareholders of the Company and AugmentIQ in their meeting held on August 24, 2017 and August 23, 2017, respectively, have approved the Scheme. Subsequently, AugmentIQ and the Company have filed a Petition with NCLT on September 07, 2017, and the approval is awaited. The appointed date for the proposed Scheme is April 1, 2017.

- (v) Foreign technical collaborations NIL.
- (vi) Other Event -

Place: Mumbai

Place: Mumbai

Date: April 19, 2018

Date: April 19, 2018

During the financial year ended March 31, 2018, the Company has acquired 100% of the fully paid-up equity share capital of Syncordis S.A. along with its identified subsidiaries in India, UK, France and Luxembourg.

NAINA R DESAI

Practising Company Secretary Membership No. 1351 Certificate of Practice No.13365

This report is to be read with our letter of even date which is annexed as Annexure A and forms an integral part of this report.

'Annexure A'

To.

The Members

LARSEN & TOUBRO INFOTECH LIMITED

Our report of even date is to be read along with this letter.

- Maintenance of secretarial record is the responsibility of the management of the Company. Our responsibility is to express an opinion on these secretarial records based on our audit.
- We have followed the audit practices and processes as were appropriate to obtain reasonable assurance about the correctness of the contents of the Secretarial records. The verification was done on test basis to ensure that correct facts are reflected in secretarial records. We believe that the processes and practices, we followed provide a reasonable basis for our opinion.
- We have not verified the correctness and appropriateness of financial records and Books of Account of the Company.

- 4) Where ever required, we have obtained the Management representation about the compliance of laws, rules and regulations and happening of events etc.
- 5) The compliance of the provisions of Corporate and other applicable laws, rules, regulations, standards is the responsibility of management. Our examination was limited to the verification of procedures on test basis.
- The Secretarial Audit report is neither an assurance as to the future viability of the Company nor of the efficacy or effectiveness with which the management has conducted the affairs of the Company.

NAINA R DESAI

Practising Company Secretary Membership No. 1351 Certificate of Practice No.13365



Annexure E

Form No. MGT-9 EXTRACT OF ANNUAL RETURN

as on the financial year ended on March 31, 2018 [Pursuant to section 92(3) of the Companies Act, 2013 and rule 12(1) of the Companies (Management and Administration) Rules, 2014]

i) REGISTRATION AND OTHER DETAILS:

| S.N. | Particulars | |
|------|--|--|
| 1 | CIN | L72900MH1996PLC104693 |
| 2 | Registration Date | 23 rd December 1996 |
| 3 | Name of the Company | Larsen & Toubro Infotech Limited |
| 4 | Catanany/Sub Catanany of the Camanany | Company limited by shares |
| | Category/ Sub-Category of the Company | Indian Non-Government Company |
| 5 | Address of the Registered office and contact details | L&T House, Ballard Estate, Mumbai - 400001 |
| | | Tel: +9122 6776 6138 |
| | | Email: manoj.koul@Lntinfotech.com |
| 6 | Whether listed Company | Yes |
| 7 | Name, Address and Contact details of Registrar and | Link Intime India Private Limited |
| | Transfer Agent, if any | Address: C 101, 247 Park, L B S Marg, Vikhroli West, Mumbai 400083 |
| | | Tel: +91 22 4918 6000 Fax: +91 22 4918 6060 |
| | | Email: rnt.helpdesk@linkintime.co.in |

ii) PRINCIPAL BUSINESS ACTIVITIES OF THE COMPANY:

All the business activities contributing 10% or more of the total turnover of the Company shall be stated:-

| S. N. | Name and Description of main Products/ Services | NIC Code of the Product/ Service | % to total turnover of the Company |
|-------|---|----------------------------------|------------------------------------|
| 1 | Computer programming, consultancy and related | 620 | 100.00 |
| · | activities | | |

iii) PARTICULARS OF HOLDING, SUBSIDIARY AND ASSOCIATE COMPANIES:

| S. N. | Name and Address of the Company | CIN/ GLN | Holding/ Subsidiary/ Associate | % of shares held | Applicable Section |
|-------|--|-----------------------|--------------------------------------|------------------------|-----------------------|
| 1 | Larsen & Toubro Limited | L99999MH1946PLC004768 | Holding | 82.96 | 2(46) |
| | Add: L&T House, N. M. Marg, Ballard Estate, | | Company | | |
| | Mumbai-400001 | | | | |
| 2 | Larsen & Toubro Infotech GmbH | | Subsidiary | 100.00 | 2(87) |
| | Add: Euro-Asia Business Center, Messe-Allee 2, | - | | | |
| | D-04356, Leipzig, Germany | | | | |
| 3 | Larsen & Toubro Infotech Canada Limited | | Subsidiary | 100.00 | 2(87) |
| | Add: 2810, Matheson Blvd East, Suite 500, Mississauga, | - | | | |
| | ON L4W 4X7, Canada | | | | |
| 4 | Larsen & Toubro Infotech LLC | | Subsidiary | 100.00 | 2(87) |
| | Add: 1220, N. Market St., Suite 806, Wilmington, DE | - | | | |
| | 19801, Country of New Castle, United States of America | | | | |
| 5 | L&T Infotech Financial Services Technologies Inc. | | Subsidiary | 100.00 | 2(87) |
| | Add: 2810, Matheson Blvd East, Suite 500, Mississauga, | - | | | |
| | ON L4W 4X7, Canada | | | | |
| 6 | Larsen And Toubro Infotech South Africa (Pty) Limited | | Subsidiary | 74.90 | 2(87) |
| | Add: 1st floor, Rosebank Towers, 15 Biermann Avenue, | - | | | |
| | Rosebank, Johannesburg | | | | |







| S. N. | Name and Address of the Company | CIN/ GLN | Holding/ Subsidiary/ | % of shares | Applicable Section |
|-------|--|-----------------------|-------------------------|-------------|-----------------------|
| | | | Associate | held | Section |
| 7 | L&T Information Technology Services (Shanghai) Co., Ltd. | - | Subsidiary | 100.00 | 2(87) |
| | Add: Room 1100m Building 2, No.1388, Xingxian Road, | | | | |
| | Jaiding District, Shanghai, China | | | | |
| 8 | Larsen & Toubro Infotech Austria GmbH | - | Subsidiary | 100.00 | 2(87) |
| | Add: c/o Oberhammer Rechtsanwälte GmbH, Karlsplatz | | | | |
| | 3/1, 1010 Vienna, Austria | | | | |
| 9 | L&T Information Technology Spain SL | - | Subsidiary | 100.00 | 2(87) |
| | Add: C/JOSÉ ABASCAL 56 2nd Floor, Madrid, Spain | | | | |
| 10 | AugmentIQ Data Sciences Private Limited* | U72200PN2012PTC145539 | Subsidiary | 100.00 | 2(87) |
| | Add: Godrej Eternia A, 5th Floor Mumbai Pune Road, | | | | |
| | Shivajinagar, Pune Maharashtra 411005, India | | | | |
| 11 | L&T Infotech S.de. RL.de. C.V | - | Subsidiary | 100.00 | 2(87) |
| | Add: Bosque de Ciruelos 180, Suite PP 101 Col. Bosques | | | | |
| | de las Lomas, 11700 Mexico city, Mexico | | | | |
| 12 | Syncordis Software Services India Private limited | U72900TN2015FTC101675 | Subsidiary | 100.00 | 2(87) |
| | Add: 4th floor Roop Emerald, No.45 North Usman Road, | | | | |
| | T.Nagar, Chennai-600 017, Tamilnadu, India | | | | |
| 13 | Syncordis S.A. | - | Subsidiary | 100.00 | 2(87) |
| | Add: 105, route d'ArlonL - 8009 Strassen Luxembourg | | | | |
| | (Step down Subsidiary) | | | | |
| 14 | Syncordis Support Services S.A. | - | Subsidiary | 100.00 | 2(87) |
| | Add: 105, route d'ArlonL - 8009 Strassen Luxembourg | | | | |
| | (Step down Subsidiary) | | | | |
| 15 | Syncordis Limited | - | Subsidiary | 100.00 | 2(87) |
| | Add: Beacon House, 15 Christchurch Road, Bournemouth, | | | | |
| | Dorset, England, BH1 3LB, UK | | | | |
| | (Step down Subsidiary) | | | | |
| 16 | Syncordis SARL | - | Subsidiary | 100.00 | 2(87) |
| | Add: 8 Rue Paul Belmondo 75012 Paris, France | | | | |
| | (Step down Subsidiary) | | | | |

^{*}Note: AugmentIQ Data Sciences Private Limited has been amalagamated with the Company w.e.f. May 21, 2018.

iv) SHARE HOLDING PATTERN (Equity Share Capital Breakup as percentage of Total Equity)

a) Category-wise Share Holding:

| Category Code | Category of Shareholder(s) | No. of Equity Sha | No. of Equity Shares held at the beginning of the year | | | | No. of Equity Shares held at the end of the year | | | |
|------------------|--|------------------------|--|-------------|----------------------|------------------------|--|-------------|----------------------|------|
| | | Dematerialised Form | Physical Form | Total | % of Total Shares | Dematerialised Form | Physical Form | Total | % of Total Shares | year |
| (A) | Promoters | | | | | | | | | |
| (1) | Indian | | | | | | | | | |
| (a) | Individuals/ Hindu Undivided Family | 0 | 0 | 0 | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 |
| (b) | Central Government | 0 | 0 | 0 | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 |
| (c) | State Government(s) | 0 | 0 | 0 | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 |
| (d) | Banks/ Financial Institutions | 0 | 0 | 0 | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 |
| (e) | Bodies Corporate | 143,750,000 | 0 | 143,750,000 | 84.28 | 142,693,637 | 0 | 142,693,637 | 82.96 | 1.32 |
| (f) | Any Other (Specify) | 0 | 0 | 0 | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 |
| | Sub-total (A1) | 143,750,000 | 0 | 143,750,000 | 84.28 | 142,693,637 | 0 | 142,693,637 | 82.96 | 1.32 |
| (2) | Foreign | | | | | | | | | |
| (a) | NRIs – Individuals | 0 | 0 | 0 | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 |
| (b) | Government | 0 | 0 | 0 | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 |
| (c) | Institutions | 0 | 0 | 0 | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 |



| Category Code | Category of Shareholder(s) | No. of Equity Sh | ares held at | the beginning | of the year | No. of Equity | y Shares he | ld at the end of t | he year | % Change during the |
|------------------|--|------------------------|------------------|---------------|----------------------|------------------------|------------------|--------------------|----------------------|------------------------|
| | | Dematerialised Form | Physical Form | Total | % of Total Shares | Dematerialised Form | Physical Form | Total | % of Total Shares | year |
| (d) | Foreign Portfolio Investor | 0 | 0 | 0 | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 |
| (e) | Any Other (Specify) | 0 | 0 | 0 | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 |
| | Sub-total (A2) | 0 | 0 | 0 | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 |
| | Total Shareholding of Promoter (A) = (A1 + A2) | 143,750,000 | 0 | 143,750,000 | 84.28 | 142,693,637 | 0 | 142,693,637 | 82.96 | 1.32 |
| (B) | Public Shareholding | | | | | | | | | |
| (1) | Institutions | | | | | | | | | |
| (a) | Mutual Funds | 2,038,938 | 0 | 2,038,938 | 1.20 | 2,905,715 | 0 | 2905,715 | 1.69 | (0.49) |
| (b) | Banks/ Financial Institutions | 189,413 | 0 | 189,413 | 0.11 | 23,442 | 0 | 23,442 | 0.01 | 0.10 |
| (c) | Central Government | 0 | 0 | 0 | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 |
| (d) | State Government(s) | 0 | 0 | 0 | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 |
| (e) | Venture Capital Funds | 0 | 0 | 0 | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 |
| (f) | Insurance Companies | 1,326,417 | 0 | 1,326,417 | 0.78 | 701,434 | 0 | 701,434 | 0.41 | 0.37 |
| (g) | Foreign Portfolio Investors | 8,121,094 | 0 | 8,121,094 | 4.76 | 11,903,239 | 0 | 11,903,239 | 6.92 | (2.16) |
| (h) | Foreign Venture Capital Funds | 0 | 0 | 0 | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 |
| (i) | Alternative Investment Funds | 0 | 0 | 0 | 0.00 | 139,658 | 0 | 139,658 | 0.08 | (0.08) |
| (j) | Any Other (Specify) | 0 | 0 | 0 | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 |
| | Sub-total (B1) | 11,675,862 | 0 | 11,675,862 | 6.85 | 15,673,488 | 0 | 15,673,488 | 9.11 | (2.26) |
| (2) | Non - Institutions | | | | | | | | | |
| (a) | Individuals | | | | | | | | | |
| (i) | Individual Shareholders holding nominal Equity Share Capital up to ₹ 1 Lakh | 9,870,849 | 98,449 | 9,969,298 | 5.84 | 8,074,075 | 178,054 | 8,252,129 | 4.79 | 1.05 |
| (ii) | Individual Shareholders holding nominal Equity Share Capital in excess of ₹ 1 Lakh | 2,145,500 | 111,250 | 2,256,750 | 1.32 | 2,251,875 | 0 | 2,251,875 | 1.31 | 0.01 |
| (b) | Bodies Corporate | 409,288 | 0 | 409,288 | 0.24 | 690,447 | 0 | 690,447 | 0.40 | (0.16) |
| (c) | Any Other (Specify) | | | | | | | | | |
| (i) | Foreign Nationals | 100 | 243,671 | 243,771 | 0.14 | 27,000 | 190,176 | 217,176 | 0.13 | 0.01 |
| (ii) | Hindu Undivided Family | 283,580 | 0 | 283,580 | 0.17 | 192,041 | 0 | 192,041 | 0.12 | 0.05 |
| (ii) | Non Resident Indians (Repat) | 979,197 | 428,428 | 1,407,625 | 0.82 | 1,114,956 | 252,240 | 1,367,196 | 0.80 | 0.02 |
| (iv) | Non Resident Indians (Non-Repat) | 194,638 | 141,685 | 336,323 | 0.20 | 400,311 | 16,197 | 416,508 | 0.24 | (0.04) |
| (v) | Clearing Member | 238,616 | 0 | 238,616 | 0.14 | 244,746 | 0 | 244,746 | 0.14 | 0.00 |
| (vi) | Trusts | 0 | 0 | 0 | 0.00 | 20 | 0 | 20 | 0.00 | 0.00 |
| | Sub-total (B2) | 14,121,768 | 1,023,483 | 15,145,251 | 8.87 | 12,995,741 | 636,667 | 13,632,138 | 7.93 | 0.94 |
| | Total Public Shareholding (B) = (B1 + B2) | 25,797,630 | 1,023,483 | 26,821,113 | 15.72 | 28,668,959 | 636,667 | 29,305,626 | 17.04 | (1.32) |
| | TOTAL (A+B) | 169,547,630 | 1,023,483 | 170,571,113 | 100.00 | 171,362,596 | 636,667 | 171,999,263 | 100.00 | 0.00 |
| (C) | Shares held by Custodians and against which Depository Receipts have been issued | 0 | 0 | 0 | 0.00 | 0 | 0 | 0 | 0.00 | 0.00 |
| | Grand Total (A+B+C) | 169,547,630 | 1,023,483 | 170,571,113 | 100.00 | 171,362,596 | 636,667 | 171,999,263 | 100.00 | 0.00 |







Shareholding of Promoters: b)

| S. N. | Shareholder's | Shareholding at the beginning of the year | | | Sharehold | % change in | | |
|-------|-----------------|---|--------------------------------|--------------|---------------|--------------------------------|--------------|---------------------------------|
| | Name | No. of Shares | % of Total Shares of the | | No. of Shares | % of Total Shares of the | Pledged/ | shareholding during the year |
| | | | Company | Total Shares | | Company | Total Shares | |
| 1 | Larsen & Toubro | 143,750,000 | 84.28 | 0.00 | 142,693,637 | 82.96 | 0.00 | 1.32 |
| | Limited | | | | | | | |
| | Total | 143,750,000 | 84.28 | 0.00 | 142,693,637 | 82.96 | 0.00 | 1.32 |

Change in Promoters' Shareholding:

| S.N. | Particulars | Date of Transaction | | t the beginning year | Increase / (Decrease) in | | Shareholding the year |
|------|--|------------------------|---------------|--|-----------------------------|---------------|---|
| | | | No. of Shares | % of Total Shares of the Company | Shareholding | No. of Shares | % of Total Shares of the Company ¹ |
| 1. | Larsen & Turbo Limited | | 143,750,000 | 84.28 | | - | - |
| | Date wise Increase/ Decrease | March 1, 2018 | | | (100,000) | 143,650,000 | 83.55 |
| | in Promoters Shareholding during the year specifying the reasons for increase/ decrease (e.g. allotment/ transfer/ bonus/ sweat equity etc.) | March 5, 2018 | | | (70,000) | 143,580,000 | 83.51 |
| | | March 6, 2018 | | | (67,183) | 143,512,817 | 83.47 |
| | | March 7, 2018 | | | (88,681) | 143,424,136 | 83.42 |
| | | March 8, 2018 | | | (112,117) | 143,312,019 | 83.35 |
| | | March 9, 2018 | | | (79,331) | 143,232,688 | 83.28 |
| | | March 12, 2018 | | | (104,635) | 143,128,053 | 83.21 |
| | | March 13, 2018 | | | (166,824) | 142,961,229 | 83.12 |
| | | March 14, 2018 | | | (28,147) | 142,933,082 | 83.10 |
| | | March 15, 2018 | | | (15,000) | 142,918,082 | 83.09 |
| | | March 16, 2018 | | | (25,863) | 142,892,219 | 83.08 |
| | | March 22, 2018 | | | (59,690) | 142,832,529 | 83.04 |
| | | March 23, 2018 | | | (7,090) | 142,825,439 | 83.04 |
| | | March 26, 2018 | | | (6,066) | 142,819,373 | 83.03 |
| | | March 27, 2018 | | | (54,309) | 142,765,064 | 83.00 |
| | | March 28, 2018 | | | (71,427) | 142,693,637 | 82.96 |
| | At the end of the year | | - | - | - | 142,693,637 | 82.96 |

Shareholding Pattern of top ten Shareholders (other than Directors, Promoters and Holders of GDRs and ADRs):

| S.N. | For Each of the Top 10 Shareholders | - 11 | at the beginning he year | Increase / (Decrease) in | Cumulative Shareholding during the year | | |
|------|-------------------------------------|---------------|-----------------------------|-----------------------------|---|-------------------|--|
| | | No. of shares | % of total shares | Shareholding | No. of shares | % of total shares | |
| | | | of the Company | | | of the Company | |
| 1 | AUBURN LIMITED | 4,763,495 | 2.79 | | - | - | |
| | Purchase(s) during the year | | | - | - | = | |
| | Sale(s) during the year | | | - | - | = | |
| | At the end of the year | | | | 4,763,495 | 2.77 | |
| 2 | HDFC TRUSTEE COMPANY LIMITED | 639,125 | 0.37 | | - | - | |
| | Purchase(s) during the year | | | 722,439 | 1,361,564 | 0.79 | |
| | Sale(s) during the year | | | - | - | - | |
| | At the end of the year | | | - | 1,361,564 | 0.79 | |

¹The change in the percentage of shareholding is also due to periodic allotment of equity shares under the Employee Stock Option Schemes of the Company during the financial year 2017-18.



| S.N. | For Each of the Top 10 Shareholders | | at the beginning he year | Increase / (Decrease) in | | Shareholding g the year |
|------|--------------------------------------|---------------|-----------------------------|-----------------------------|-----------|----------------------------|
| | | No. of shares | | Shareholding | | |
| 3 | NTASIAN EMERGING LEADERS MASTER FUND | 1,446,399 | 0.85 | | - | - |
| | Purchase(s) during the year | | | 78,000 | 1,524,399 | 0.90 |
| | Sale(s) during the year | | | (185,306) | 1,339,093 | 0.84 |
| | At the end of the year | | | | 1,339,093 | 0.84 |
| 4 | MORGAN STANLEY (FRANCE) S.A. | - | - | | - | - |
| | Purchase(s) during the year | | | 689,784 | 689,784 | 0.40 |
| | Sale(s) during the year | | | (39,111) | 650,673 | 0.38 |
| | At the end of the year | | | | 650,673 | 0.38 |
| 5 | ICICI PRUDENTIAL MUTUAL FUND | 1,373,080 | 0.80 | | - | - |
| | Purchase(s) during the year | | | 110,328 | 1,483,408 | 0.86 |
| | Sale(s) during the year | | | (889,791) | 593,617 | 0.35 |
| | At the end of the year | | | · | 593,617 | 0.35 |
| 6 | FIL INVESTMENTS(MAURITIUS)LTD | 632,232 | 0.37 | | - | = |
| | Purchase(s) during the year | , | | 113,782 | 746,014 | 0.43 |
| | Sale(s) during the year | | | (206,374) | 539,640 | 0.31 |
| | At the end of the year | | | . , | 539,640 | 0.31 |
| 7 | UTI MUTUAL FUND | - | - | | - | - |
| | Purchase(s) during the year | | | 556,980 | 556,980 | 0.32 |
| | Sale(s) during the year | | | (18,758) | 538,222 | 0.31 |
| | At the end of the year | | | | 538,222 | 0.31 |
| 8 | VIJAY KUMAR MAGAPU | 420,000 | 0.25 | | | - |
| | Purchase(s) during the year | | | - | _ | - |
| | Sale(s) during the year | | | - | - | - |
| | At the end of the year | | | | 420,000 | 0.24 |
| 9 | SCHRODER INTERNATIONAL SELECTION | 392,880 | 0.23 | | - | - |
| | FUND INDIAN EQUITY | | | | | |
| | Purchase(s) during the year | | | 296,101 | 688,981 | 0.40 |
| | Sale(s) during the year | | | (291,727) | 397,254 | 0.23 |
| | At the end of the year | | | , , , | 397,254 | 0.23 |
| 10 | HDFC STANDARD LIFE INSURANCE | _ | _ | | | - |
| | COMPANY LIMITED | | | | | |
| | Purchase(s) during the year | | | 428,897 | 428,897 | 0.25 |
| | Sale(s) during the year | | | (109,044) | 319,853 | 0.19 |
| | At the end of the year | | | (:::,::::, | 319,853 | 0.19 |
| 11 | THE NEW INDIA ASSURANCE COMPANY | 281,680 | 0.17 | | | |
| | LIMITED | 201,000 | | | | |
| | Purchase(s) during the year | | | | | |
| | Sale(s) during the year | | | | _ | _ |
| | At the end of the year | | | | 281,680 | 0.16 |
| 12 | YESHWANT MORESHWAR DEOSTHALEE | 281,250 | 0.16 | | 201,000 | - |
| 12 | Purchase(s) during the year | 201,200 | 5.10 | | _ | = |
| | Sale(s) during the year | | | _ | _ | _ |
| | At the end of the year | | | _ | 281,250 | 0.16 |
| 13 | KUWAIT INVESTMENT AUTHORITY FUND 225 | 419,061 | 0.25 | | 201,230 | 0.10 |
| 10 | Purchase(s) during the year | 417,001 | 0.23 | 5,887 | 424,948 | 0.25 |
| | Sale(s) during the year | | | (329,946) | 95,002 | 0.25 |
| | At the end of the year | | | (027,740) | 95,002 | 0.06 |







v) SHAREHOLDING OF DIRECTORS AND KEY MANAGERIAL PERSONNEL (KMP):

| S.N. | For Each of the Directors and KMP | Date of Transaction | | olding at the ng of the year | Increase/ (Decrease) in | | Shareholding g the year |
|------|---|----------------------------------|------------------|----------------------------------|----------------------------|---------------|----------------------------------|
| | | | No. of Shares | % of total shares of the Company | shareholding | No. of shares | % of total shares of the Company |
| 1 | A. M. NAIK | | 1,181,250 | 0.69 | - | - | - |
| | Date wise Increase/ Decrease in Shareholding during the year specifying the reasons for | 24 July 2017 (ESOP Exercise) | - | - | 60,000 | 1,241,250 | 0.73 |
| | increase/ decrease (e.g. allotment/ transfer/ bonus/ sweat equity etc): | 06 Nov 2017 (ESOP Exercise) | - | - | 309,375 | 1,550,625 | 0.90 |
| | At the end of the year | | - | - | - | 1,550,625 | 0.90 |
| 2 | S. N. SUBRAHMANYAN | | 0 | 0.00 | - | - | - |
| | Date wise Increase/ Decrease in Shareholding during the year specifying the reasons for increase/ decrease (e.g. allotment/ transfer/bonus/ sweat equity etc): | 24 July 2017 (ESOP Exercise) | - | | 40,000 | 40,000 | 0.02 |
| | At the end of the year | | - | - | - | 40,000 | 0.02 |
| 3 | R. SHANKAR RAMAN | | 0 | 0.00 | - | - | - |
| | Date wise Increase/ Decrease in Shareholding during the year specifying the reasons for increase/ decrease (e.g. allotment/ transfer/bonus/ sweat equity etc): | 09 March 2018 (ESOP Exercise) | - | - | 20,000 | 20,000 | 0.01 |
| | At the end of the year | | - | - | - | 20,000 | 0.01 |
| 4 | M. M. CHITALE | | 38 | 0.00 | - | - | - |
| | Date wise Increase/ Decrease in Shareholding during the year specifying the reasons for increase/ decrease (e.g. allotment/ transfer/bonus/ sweat equity etc): | | - | - | - | - | - |
| | At the end of the year | | - | - | - | 38 | 0.00 |
| 5 | SANJAY JALONA | | 0 | 0.00 | - | - | - |
| | Date wise Increase/ Decrease in Shareholding during the year specifying the reasons for | 24 July 2017 (ESOP Exercise) | - | - | 65,200 | 65,200 | 0.04 |
| | increase/ decrease (e.g. allotment/ transfer/ bonus/ sweat equity etc): | 08 Jan 2018 (ESOP Exercise) | - | - | 2,640 | 67,840 | 0.04 |
| | At the end of the year | | - | - | - | 67,840 | 0.04 |
| 6 | SUDHIR CHATURVEDI | | 2000 | 0.00 | | | |
| | Date wise Increase / Decrease in Shareholding during the year specifying the reasons for increase/ decrease (e.g. allotment/ transfer/bonus/ sweat equity etc): | 09 March 2018 (ESOP Exercise) | - | - | 31,160 | 33,160 | 0.00 |
| | At the end of the year | | - | - | - | 33,160 | 0.02 |
| 7 | AFTAB ZAID ULLAH | | 0 | 0.00 | - | - | - |
| | Date wise Increase/ Decrease in Shareholding during the year specifying the reasons for | 06 Nov 2017 (ESOP Exercise) | - | - | 24,400 | 24,400 | 0.01 |
| | increase/ decrease (e.g. allotment/ transfer/ bonus/ sweat equity etc): | 08 Jan 2018 (ESOP Exercise) | - | - | 800 | 25,200 | 0.01 |
| | At the end of the year | | - | - | - | 25,200 | 0.01 |
| 8 | ASHOK KUMAR SONTHALIA | | 800 | 0.00 | | | |
| | Date wise Increase/ Decrease in Shareholding during the year specifying the reasons for increase/ decrease (e.g. allotment/ transfer/bonus/ sweat equity etc): | 24 July 2017 (ESOP Exercise) | - | - | 10,000 | 10,800 | 0.01 |
| | At the end of the year | | - | - | - | 10,800 | 0.01 |



vi) INDEBTEDNESS:

Indebtedness of the Company including interest outstanding/accrued but not due for payment: Nil

(₹ Million)

| Particulars | Secured Loans | Unsecured Loans | Deposits | Total Indebtedness |
|--|--------------------|-----------------|----------|--------------------|
| | Excluding deposits | | | |
| Indebtedness at the beginning of the financial year: | | | | |
| i) Principal Amount | - | - | - | - |
| ii) Interest due but not paid | - | - | - | - |
| iii) Interest accrued but not due | _ | - | - | - |
| Total (i+ii+iii) | - | - | - | - |
| Change in Indebtedness during the financial year: | | | | |
| • Addition | - | = | - | - |
| • Reduction | - | - | - | - |
| Net Change | - | - | - | - |
| Indebtedness at the end of the financial year: | | | | |
| i) Principal Amount | - | - | - | - |
| ii) Interest due but not paid | - | _ | - | - |
| iii) Interest accrued but not due | _ | _ | - | _ |
| Total (i+ii+iii) | - | - | - | - |

vii) REMUNERATION OF DIRECTORS AND KEY MANAGERIAL PERSONNEL (DURING THE FINANCIAL YEAR 2017-18):

A. Remuneration to Managing Director (MD), Whole-time Directors (WTD) and/or Manager:

(₹ Million)

| S. N. | Particulars of Remuneration | | Name of MD/ V | VTD/ Manager | |
|-------|---|--------------------|----------------------|----------------------------|--------|
| | | Sanjay Jalona | Aftab Zaid Ullah | Sudhir Chaturvedi | Total |
| | | (CEO & MD)* | (COO & WTD) | (President – Sales & WTD)* | Amount |
| 1 | Gross salary: | | | | |
| | Salary as per provisions contained in Section 17(1) of the Income-tax Act, 1961 | 50.76 | 19.08 | 39.98 | 109.82 |
| | Value of perquisites u/s 17(2) of the Income-tax Act, 1961 | 53.59 | 18.57 | 34.52 | 106.68 |
| | Profits in lieu of salary under Section 17(3) of the | - | - | - | - |
| | Income-tax Act, 1961 | | | | |
| 2 | No. of Stock Options granted | = | = | - | - |
| 3 | Sweat Equity | = | - | - | - |
| 4 | Commission: | | | | |
| | - as % of profit | 22.55 | - | = | 22.55 |
| | -others, | | | | |
| 5 | Others (please specify): | | | | |
| | Variable Compensation | 9.29 | 9.31 | 14.38 | 32.98 |
| | Contribution to Provident Fund & Superannuation Fund | 3.49 | 0.70 | 8.66 | 12.85 |
| | Total (A) | 139.68 | 47.66 | 97.54 | 284.88 |
| | Ceiling as per the Act | (1,294.45 Million) | 10% of Net Profits o | of the Company | |

Note:

^{*}Mr. Sanjay Jalona and Mr. Sudhir Chaturvedi have been paid remuneration in USD and GBP respectively. The figures mentioned above are INR equivalent.







B. Remuneration to other Directors:

[₹ Million]

| S. N. | Particulars of Remuneration | Fee for attending | Commission | Others, please specify | Total Amount |
|-------|--|---------------------------|----------------------|------------------------|--------------|
| | | Board/ Committee | | (No. of Stock Options | |
| | | Meetings | | Granted) | |
| 1 | Independent Directors | | | | |
| | Samir Desai | 0.45 | 5.02 | - | 5.47 |
| | M. M. Chitale | 0.31 | 1.53 | - | 1.84 |
| | Vedika Bhandarkar | 0.30 | 1.30 | - | 1.60 |
| | Arjun Gupta | 0.20 | 2.17 | - | 2.37 |
| | Subhalakshmi Panse ¹ | 0.05 | 0.23 | - | 0.28 |
| | Sanjeev Aga | 0.20 | 0.90 | - | 1.10 |
| | Sudip Banerjee ² | 0.20 | 0.90 | - | 1.10 |
| | Total (1) | 1.71 | 12.05 | - | 13.76 |
| 2 | Other Non-Executive Directors | | | | |
| | A. M. Naik | 0.13 | 12.50 | - | 12.63 |
| | S. N. Subrahmanyan | - | - | - | - |
| | R. Shankar Raman | - | - | - | - |
| | Total (2) | 0.13 | 12.50 | - | 12.63 |
| | Total (B)=(1+2) | 1.84 | 24.55 | - | 26.39 |
| | Total Managerial Remuneration ³ | - | 309.43 | - | |
| | Overall Ceiling as per the Act | (1,423.90 Million) 11% of | f Net Profits of the | Company | |

Notes:

- 1. Ms. Shubhalakshmi Panse resigned as an Independent Director w.e.f. May 15, 2017.
- 2. Mr. Sudip Banerjee was appointed as an Independent Director w.e.f. May 20, 2017.
- 3. The total managerial remuneration excludes the sitting fees paid.

C. Remuneration to Key Managerial Personnel other than MD/ Manager/ WTD:

(₹ Million)

| S. N. | Particulars of Remuneration | Key Manager | ial Personnel | Total |
|-------|---|-----------------|----------------------------------|--------|
| | | Ashok Kumar | Manoj Koul | Amount |
| | | Sonthalia (CFO) | (Company Secretary & | |
| | | | Compliance Officer) ¹ | |
| 1 | Gross salary: | | | |
| | Salary as per provisions contained in Section 17(1) of the Income-tax | 7.14 | 3.32 | 10.46 |
| | Act, 1961 | | | |
| | Value of perquisites u/s 17(2) of the Income-tax Act, 1961 | 10.70 | - | 10.70 |
| | Profits in lieu of salary under Section 17(3) of the Income-tax Act, 1961 | = | - | - |
| 2 | No. of Stock Options granted | = | 3,100 | 3,100 |
| 3 | Sweat Equity | = | - | = |
| 4 | Commission | = | - | = |
| | - as % of profit | | | |
| | - others, specify | | | |
| 5 | Others, please specify: | - | - | - |
| | Variable Compensation | 3.36 | 1.37 | 4.73 |
| | Contribution to Provident Fund & Superannuation Fund | 0.22 | 0.09 | 0.31 |
| | Total | 21.42 | 4.78 | 26.20 |

Note:

1. Mr. Manoj Koul was appointed as the Company Secretary & Compliance Officer w.e.f. August 24, 2017.

viii) PENALTIES/ PUNISHMENT/ COMPOUNDING OF OFFENCES:

There were no penalties, punishment or compounding of offences during the year ended March 31, 2018.



Annexure F

(Pursuant to first proviso to sub-section (3) of section 129 read with rule 5 of Companies (Accounts) Rules, 2014) Statement containing salient features of the financial statement of Subsidiary Companies Form A0C-I

| - | Sl. No. | 1 | 2 | е | 7 | 2 | 9 | 7 | ω | 6 | 10 | 11 | 12 | 13 | 14 |
|--------------------------------|---|--|---|---|---|--|--|---|--|-------------------------------------|----------------------|--|----------------------|----------------------|---|
| 2 | Name of Subsidiary | Larsen & Toubro Infotech GmbH¹ | Larsen & Toubro Infotech Canada Limited | Larsen & Toubro Infotech LLC² | L&T Infotech Financial Services Technologies Inc.³ | Larsen And Toubro South Africa (Pty) Limited | L&T Information Technology Services (Shanghai) Co. Ltd. | Larsen & Toubro Infotech Austria GmbH | L&T Information Technology Spain SL | L&T Infotech S.de. RL. C.V | Syncordis S.A. | Syncordis Support Services S.A. | Syncordis Limited | Syncordis | Syncordis Software Services India Private |
| | Country | Germany | Canada | USA | Canada | South Africa | China | Austria | Spain | Mexico | Luxembourg | Luxembourg | ž | France | India |
| т | Date of Acquisition | June 14, 1999 | October 14, 2005 | July 21, 2009 | January 1, 2011 | April 5, 2011 | June 28, 2013 | June 18, 2015 | February 1, 2016 | March 01, 2017 | December 15, 2017 | December 15, 2017 | December 15, 2017 | December 15, 2017 | December 11, 2017 |
| 4 | Reporting period for the subsidiary concerned, if different from the holding company's reporting period | 3/31/2018 | 3/31/2018 | 3/31/2018 | 12/31/2017 | 3/31/2018 | 12/31/2017 | 3/31/2018 | 3/31/2018 | 12/31/2017 | 12/31/2017 | 12/31/2017 | 3/31/2018 | 12/31/2017 | 3/31/2018 |
| | Reporting currency | EUR | CAD | OSN | CAD | ZAR | CNY | EUR | EUR | N X Σ | EUR | EUR | GBP | EUR | N N |
| ro. | Exchange rate as on the last date of the relevant financial year in the case of foreign subsidiaries | 80.81 | 50.65 | 65.18 | 50.65 | 5.58 | 10.31 | 80.81 | 80.81 | 3.52 | 80.81 | 80.81 | 92.28 | 80.81 | 1.00 |
| 9 | Share capital | e | 1 | 1 | 1,680 | က | 11 | е | 7 | 1 | e | 2 | 1 | - | വ |
| 7 | Reserves & surplus | 1,410 | 110 | 28 | 322 | 48 | [14] | വ | 29 | m | 151 | | 1 | 53 | 6 |
| ∞ | Total Assets | 2,558 | 184 | 35 | 2,401 | 209 | 6 | 6 | 224 | 42 | 420 | 10 | ı | 183 | 16 |
| 6 | Total Liabilities | 1,145 | 7.4 | 7 | 399 | 158 | 12 | 2 | 191 | 39 | 266 | 6 | 1 | 129 | က |
| 10 | Investments | 1,999 | 1 | 1 | 1 | ı | 1 | 1 | | ı | 10 | 1 | ı | ı | ı |
| 11 | Turnover | 854 | 1,103 | 89 | 2,534 | 303 | 10 | 30 | 979 | 0.6 | 365 | 1 | ı | 119 | 18 |
| 12 | Profit before taxation | 16 | 97 | n | 248 | 24 | [2] | 2 | 17 | വ | 78 | 1 | ı | (11) | 2 |
| 13 | Provision for taxation | 80 | 13 | 1 | 162 | 80 | I | 1 | വ | 2 | 20 | 1 | ı | [3] | - |
| 14 | Profit after taxation | 80 | 34 | n | 386 | 16 | [2] | 2 | 12 | n | 28 | 1 | ı | [8] | 2 |
| 15 | Proposed Dividend | ' | 1 | ' | 1 | ı | 1 | 1 | 1 | , | 1 | 1 | ı | , | 1 |
| 16 | % of shareholding | 100.00 | 100.00 | 100.00 | 100.00 | 74.90 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 | 100.00 |
| Notes: 1. 2. 3. 4. | s: Larsen & Toubro Infotech GmbH has paid dividend amounting to ₹ 98.16 Million Larsen & Toubro Infotech LLC has paid dividend amounting ₹ 89.04 Million L&T Infotech Financial Services = 1 Cehnologies Inc. has paid dividend amounting to ₹ 402.14 Million The ₹ Million figures mentioned above, are based on the exchange rates as on March 28, 2018 | GmbH has pa LLC has paid rvices Techno | nid dividend an dividend amo Nogies Inc. he are based on | mounting to ₹ ounting ₹ 89.C as paid divide the exchange | ₹ 98.16 Million 74 Million :nd amounting t e rates as on M | :o₹402.14 Mil arch 28, 2018 | lion | | | | | | | | |







Annexure G

CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION, FOREIGN EXCHANGE EARNINGS & OUTGO

A. CONSERVATION OF ENERGY

(i) Steps taken for conservation of energy:

LTI has always shown concern towards the environment and have taken continuous efforts to reduce the environmental impact on operations. We have initiated replacement of old and less efficient equipment with new energy efficient equipment eg., smart UPS, efficient chiller with part load facility. These initiatives will give annual savings of 21.26 L KWH energy units.

We continue to follow other proactive steps to support and promote energy conservation initiatives.

- Creating awareness amongst employees related to energy conservation through campaigns & events.
- Monitoring of energy consumption through smart metering and integration with building management system.
- Best practices and initiatives are shared, adopted and strengthened across all locations.

(ii) Steps taken by the Company for utilising alternate sources of energy:

Our offshore operations in India are spread across multiple locations. A road map has been chalked out to supplement part of our energy requirement through renewal energy source. As a part of this road map, in initial phase we have signed PPA with Green Energy Wheeling Agencies for two of our offices. The supplementation of Energy will be to the tune of 75% of below agreement values.

Powai : 35-40 Lakh Units through Solar & wind energy.
Bangalore : 40 Lakh Units through Solar energy

(iii) Capital investment on energy conservation equipments: ₹ 21.4 Million

B. TECHNOLOGY ABSORPTION & RESEARCH AND DEVELOPMENT

In a rapidly changing global landscape where disruption is the new normal, the Company is leveraging technology to create sustainable advantage not only for itself but more importantly, for its clients. As Industry 4.0, slowly but surely assumes shape, exponential technologies are turning business models upside-down. Enterprises, the world over are looking towards partners who not only understand domain but also have the technology expertise in helping them navigate through these challenging times. While the Company has the real-world expertise in diverse domains, it has also invested consciously towards building expertise in exponential technologies namely in the areas of Analytics, Internet-of-Things

('IoT'), Artificial Intelligence ('Al'), Automation and so on. These are further enumerated below.

Cloud

Cloud is one of the pillars to bring disruptive technologies to change the way businesses are done in this Digital economy. The Company has incubated a dedicated Cloud practice to help customers embrace various Cloud enabled technologies to bring business disruption. LTI Cloud practices focusses on Public and Private Cloud technologies along with DevOps. Our focus area's are Cloud native development, Cloud migration, Data Center modernization and highly efficient and automated operations. The Company has centered the efforts towards creating a pool of certified resources and develop differentiated IP's and Solutions to help the customers adopt cloud faster, cheaper and efficiently.

Benefits Realized -

With the usage of Cloud Enablement IP's the Company is now able to deliver up to 50% faster time to value for Cloud adoption programs.

Utilizing the Converged Operations and Intelligent Operations center for Cloud, the Company has reduced the admin ratios by up to 40%.

Specific R&D Area's -

- Cloud Readiness Assessment Industrialization through RapidAdopt and PaaSify
- DevOps enablement Suite for end to end DevOps lifecycle management
- Cloud Operations Cockpit to centralize and automate entire Cloud Operations management

Imported Technology - Usage of platforms from AWS, Azure and OpenShift to enhance and build our solutions and IP's.

Analytics

The Company is focused on creating possibilities and delivering business outcomes through its mature offerings for Advanced Analytics, Data Science, Data Visualization, Big Data, EPM and Information Management. It offers a wide range of services with respect to Analytics-as-a-Service, Data-as-a-Service, Big Data and Advanced Analytics solutions across various verticals, addressing their business requirements.

LTI's NLP (Natural Language Processing) is a key technology enabling consumer analytics space. The Company has formed a



strategic partnership with a startup specializing in virtual data scientists to jointly go to market to deliver personal assistants for business users.

LTI is focused on training 3000+ data analytics professionals on next generation cloud based AI as a service platforms and offerings like GCP, AWS, Azure.

Benefits derived:

- Analytics-as-a-Service and Data-as-a-Service offerings, driving transformational business outcomes at speed and scale
- Accelerated Data-to-Insight-to-Action cycle by leveraging pre-built solutions and accelerators
- Faster data ingestion and orchestration due to abstraction of complexity in the data layer
- Cloud-native usage, deployment and monitoring, ensuring lower capex and pay-per-use service delivery

Cognitive/ AI

Driving enterprise-wide digital transformation initiatives to harness organizational efficiency and enhance customer experience requires strategic investments in solutions that leverage AI and cognitive computing. The Company is working with dedicated efforts & investments to devise 'AI bots' that intelligently automate repetitive workflows for straight-through processing, boosts productivity and optimizes operational costs. The Company's Mosaic AI platform is a comprehensive AI-based solution suite which helps businesses accelerate operational digitization. The Company is working on Deep Learning and Cognitive Computing to extract value from Natural Language Processing, with audio-visual integration, thus catalysing Intuitive User Engagement.

IoT

The Company has a dedicated IoT practice, which enables clients to become more competitive in the new age economy by connecting the physical world with digital possibilities. Encompassing everything, right from more smart sensors to connected machinery, communication to real-time analytics & visualizations, the service offerings are oriented towards enhancing operations & production. The I2D Framework of Imagine, Innovate & Disrupt, helps to expand the sphere of innovation beyond enhanced performance & cost efficiency, to a paradigm of a connected and smarter organization. The Company's top service offerings include: Asset Performance Management, Smart Manufacturing, Intelligent Supply Chain, Remote Operations Center and Industrial Cyber Security. The Company is involved in crucial solution integration and value added reselling partnerships with industry-leading IoT platforms such as GE Predix, etc. These investments are already starting to yield results in client engagements and analyst interactions.

Automation

The concept of automation has evolved from deterministic automation where repetitive processes were automated to smart automation that employs artificial cognition and heuristics. Clients are moving beyond mere process automation and implementing cutting-edge tools such as artificial neural networks, distributed control systems, human machine interfaces and robotics. The Company aims to firstly integrate automation tools in existing business workflows by leveraging process consulting capabilities, proven technical expertise and develop strategies based on DevOps and lean methodologies.

The strategic investment in this area includes a Mosaic automation platform which covers all aspects of automation, including robotic process automation, machine learning, software-defined everything, design thinking and includes a reusable asset library that fast-tracks implementation. Using comprehensive automation framework and process reengineering toolkit, companies can effectively drive strategic initiatives across business transformation, cost reduction and service experience enhancement.

The Company undertook an enterprise-wide automation initiative to improve Service Delivery efficiency using the Mosaic Framework. The initiative yielded tangible service cost reduction benefits in 200+ chosen engagements. The Company has launched 5 Mosaic automation solutions, targeting IT service delivery automation that enabled multi-year AMS/ IMS deal wins throughout the year.

Block Chain

The Company has a mature Blockchain practice and is working with global clients in BFS, Insurance, Energy & Utilities, Media and Entertainment and Manufacturing to build industry solutions to deliver exponential operational efficiencies. The Company has built 12 solutions on Blockchain technology in various areas like Trade Finance, Travel Insurance and Supply Chain on various platforms like Ethereum, Hyperledger and Corda.

Total Expenditure on R&D:

(₹ Million)

| S. N. | Expenditure on R&D | Amount |
|-------|-----------------------------|--------|
| 1 | Capital | 33 |
| 2 | Recurring | 269 |
| | Total R&D expenditure (A+B) | 302 |

C. FOREIGN EXCHANGE EARNINGS AND OUTGO

The Company exports IT professional services mainly to North America, Europe, South Africa, Middle East, Japan, Australia and Singapore.

(₹ Million)

| Particulars | 2017-18 | 2016-17 |
|-------------------------|---------|---------|
| Foreign Exchange Earned | 64,002 | 57,498 |
| Foreign Exchange Used | 32,231 | 27,708 |







Annexure H

To
The Board of Directors
Larsen & Toubro Infotech Limited

- We have examined the Employee Stock Ownership Scheme 2000 (referred to as the "ESOS-2000"), Employees Stock Ownership Scheme 2006,US Stock Option Sub-Plan (referred to as "ESOS-2006") and Employee Stock Option Scheme 2015 (referred to as the "ESOS-2015") of Larsen & Toubro Infotech Limited ("the Company") having its registered office at L&T House, Ballard Estate, Mumbai-400001.
 - For the purpose of examination, we have relied on the audited financial statements, books of account and other records of the Company for the period of twelve months from April 1, 2017 to March 31, 2018.
- 2. We conducted our examination in accordance with Guidance Note on Audit Reports and Certificates for Special Purpose, issued by the Institute of Chartered Accountants of India.
- 3. Based on our examination, as above, and the information and explanation given to us by the management of the Company, we certify that:
 - (i) the ESOS-2000 have been implemented in accordance with the Securities and Exchange Board of India (Share Based Employee Benefits) Regulations, 2014 (as amended) from time to time in terms of the special resolution passed in the General Meeting of the Company held on March 13th, 2000 and December 16th, 2005.
 - (ii) the ESOS 2006 have been approved in accordance with the Securities and Exchange Board of India (Share Based Employee Benefits) Regulations, 2014 (as amended) from time to time as per the special resolution passed in General Meeting held on December 7th, 2006.
 - (iii) the ESOS 2015 have been approved in accordance with the Securities and Exchange Board of India (Share Based Employee Benefits) Regulations, 2014 (as amended) from time to time as per the special resolution passed in General Meeting held on September 14th, 2015.
- 4. This certificate is issued at the request of the management of the Company solely for the purpose of the submission to the shareholders of the Company at the Annual General Meeting, and should not be used by any other person or for any other purpose.

For **B. K. Khare & Co.**, Chartered Accountants Firm Registration No. 105102W

Ravi Kapoor

Partner Membership No.040404

Place: Mumbai Date: May 23, 2018



Independent Auditor's Report

To the Members of Larsen & Toubro Infotech Limited Report on the Standalone Financial Statements

1. We have audited the accompanying standalone financial statements of Larsen & Toubro Infotech Limited ("the Company"), comprising the balance sheet as at 31 March 2018, and the related statements of profit and loss including Other Comprehensive Income, standalone cash flow statement and the statement of changes in Equity for the year then ended, and a summary of the significant accounting policies and other explanatory information.

Management's Responsibility for the Standalone Financial Statements

The Company's Board of Directors is responsible for the preparation of these standalone financial statements in terms of the requirements of the Section 134(5) of Companies Act, 2013 ("the Act") that give a true and fair view of the financial position, financial performance including other comprehensive income. cash flows and changes in equity of the Company in accordance with the accounting principles generally accepted in India, including the Indian Accounting Standards (Ind AS) prescribed under Section 133 of the Act, read with relevant rule issues thereunder. This responsibility also includes maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Company and for preventing and detecting frauds and other irregularities; the selection and application of appropriate accounting policies; making judgements and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error.

Auditor's Responsibility

- Our responsibility is to express an opinion on these standalone financial statements based on our audit.
- 4. While conducting our audit, we have taken into account the provisions of the Act, the accounting and auditing standards and matters which are required to be included in the audit report under the provisions of the Act and the Rules made thereunder.
- We conducted our audit in accordance with the Standards on Auditing specified under Section 143(10) of the Act. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.

- 6. An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the standalone financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the standalone financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal financial control relevant to the Company's preparation of the standalone financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Company's Board of Directors, as well as evaluating the overall presentation of the standalone financial statements.
- 7. We believe that the audit evidence we obtained is sufficient and appropriate to provide a basis for our audit opinion on the standalone financial statements.

Opinion

8. In our opinion and to the best of our information and according to the explanations given to us, the aforesaid standalone financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India of the state of affairs of the Company as at 31 March 2018, and its profit, total comprehensive income, standalone cash flows and the changes in equity for the year ended on that date.

Report on Other Legal and Regulatory Requirements

- 9. As required by the Companies (Auditor's Report) Order, 2016, issued by the Central Government of India in terms of subsection (11) of section 143 of the Act (the "Order"), and on the basis of such checks of the books and records of the Company as we considered appropriate and according to the information and explanations given to us, we give in the Annexure I, a statement on the matters specified in paragraphs 3 and 4 of the Order.
- 10. As required by Section 143(3) of the Act, we report that:
 - a. we have sought and obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit;
 - in our opinion proper books of account as required by law relating to preparation of the standalone financial statements have been kept by the Company so far as it appears from our examination of those books;
 - c. the Balance Sheet, the Statement of Profit and Loss including other comprehensive income, the Standalone Cash Flow statement and the Statement of Changes in







Equity dealt with by this Report are in agreement with the relevant books of account maintained for the purpose of preparation of the standalone financial statements;

- d. In our opinion, the aforesaid standalone financial statements comply with the Indian Accounting Standards (Ind AS) specified under Section 133 of the Act, read with relevant rule issues thereunder.
- e. on the basis of written representations received from the directors as on 31 March 2018 taken on record by the Board of Directors, none of the directors is disqualified as on 31 March 2018, from being appointed as a director in terms of Section 164(2) of the Act.
- f. With respect to the adequacy of the internal financial controls over financial reporting of the Company and the operating effectiveness of such controls, refer our separate report in Annexure II. Our report expresses an unmodified opinion on the adequacy and operating effectiveness of the Company's internal financial controls over financial reporting.
- g. With respect to the other matters to be included in the Auditor's Report in accordance with Rule 11 of the Companies (Audit and Auditors) Rules, 2014 (as amended),

in our opinion and to the best of our information and according to the explanations given to us:

- The Company has disclosed the impact of pending litigations on the financial position in its standalone financial statements - Refer to Note 33 to the standalone financial statements
- ii. The Company did not have any long-term contracts for which there were any material foreseeable losses. Provision has been made in the standalone financial statements as required under the applicable law or accounting standards, for material foreseeable losses, if any, on derivative contracts.
- iii. There were no amounts required to be transferred, to the Investor Education and Protection Fund by the Company.

For B. K. Khare & Co.

Chartered Accountants Firm's Registration Number 105102W

Ravi Kapoor

Partner Membership Number: 040404

Mumbai, May 23, 2018



Annexure I to the Independent Auditor's Report

(Referred to in paragraph 9 of our report of even date on the standalone financial statements of Larsen & Toubro Infotech Limited for the year ended 31 March 2018)

- (a) The Company has maintained proper records showing full particulars, including quantitative details and situation of fixed assets.
 - (b) The Company has a rotational program for verification of its fixed assets over a period of three years, which in our opinion, is reasonable having regard to the size of the Company and the nature of its assets. A portion of the fixed assets has been physically verified by the management of the Company during the year in accordance with the above-mentioned program. No material discrepancies were identified on such verification and have been properly accounted for in the books of account.
 - (c) According to the information and explanations given to us and to the best of our knowledge and belief, the title deeds of the immovable properties are held in the name of the Company.
- The Company does not hold any physical inventories. Accordingly, paragraph 3(ii) of the Order is not applicable to the Company.
- According to the information and explanations given to us, the Company has not granted any loans, secured or unsecured, to companies, firms, limited liability partnerships or other parties covered in the register maintained under section 189 of the Act. Accordingly, paragraphs 3(iii) (a), (b) and (c) of the Order are not applicable to the Company.
- In our opinion and according to the information and explanations given to us, the Company has complied with the provisions of Section 185 and 186 of the Act, with respect to loans and investments made.

- . In our opinion and according to the information and explanations given to us, the Company has not accepted any deposits to which the directives of the Reserve Bank of India and the provisions of Sections 73-76 of the Act and the rules framed there under to the extent modified apply. Accordingly, the provisions of clause 3(v) of the Order are not applicable to the Company and no order has been passed by Company Law Board or National Company Law Tribunal or Reserve Bank of India or any court or any other tribunal.
- 6. According to the information and explanations given to us, the central government has not prescribed the maintenance of cost records under section 148(1) of the Act for any of the services rendered by the Company. Accordingly, paragraph 3(vi) of the Order is not applicable to the Company.
- 7. (a) According to the records of the Company examined by us and information and explanations given to us, the Company is generally regular in depositing with the appropriate authorities undisputed statutory dues including Goods and Service Tax, Provident Fund, Employees' State Insurance, Income Tax, Sales Tax, Excise Duty, Service Tax, Customs Duty, Value Added Tax, cess and other statutory dues applicable to it. There are no undisputed amounts in respect of the aforesaid items which are unpaid at the balance sheet date for a period of more than 6 months from the date they became due.
 - (b) According to the information and explanations given to us, dues of goods and service tax, income-tax, sales tax, service tax, excise duty, customs duty and value added tax which have not been deposited on account of any dispute are as follows:

| Name of Statute | Nature of dues | ₹ Million* | Period to which amount | Forum where pending |
|------------------------|---|------------|-------------------------|------------------------|
| | | | relates | |
| Central Sales Tax and | Software exports and service income revenue | 11.6 | FY 2002-03 | Maharashtra Sales Tax |
| local sales tax Acts , | considered as domestic sales and other | | | Tribunal, Mumbai |
| Service tax | classification disputes | | | |
| | Service tax demand under reverse charge | 1.68 | FY 2008-09 to 2013-14 | CESTAT |
| | mechanism on the Agency commission paid | | | |
| | in foreign currency | | | |
| Income-tax Act, 1961 | Disallowance of exemption under section 10A | 84.26 | FY 2008-09 (AY 2009-10) | ITAT |
| Income Tax Act, 1961 | Disallowance of exemption under section 10A | 0.18 | FY 2010-11 (AY 2011-12) | Commissioner (Appeals) |
| | Penalty u/s 271 (1)(c) | 131.38 | FY 2006-07 | |
| | | | (AY 2007-08) | |
| | Disputes regarding calculation of notional | 1.21 | FY 2010-11 | |
| | interest on transactions with related party | | (AY 2011-12) | |
| | and disallowance of FTC | | | |







| Name of Statute | Nature of dues | ₹ Million* | Period to which amount | Forum where pending |
|-----------------|---|------------|-----------------------------|---------------------|
| | | | relates | |
| | Dispute regarding Disallowance of claim u/s | 2.35 | FY 2010-11 | |
| | 10A on the ground that it is allowable only for | | (AY 2011-12) | |
| | 10 consecutive Assessment years | | | |
| | Disputes regarding short fall in tax deducted | 5.14 | FY 2010-11 and 2011-12 (AY | Assessing Officer |
| | at source | | 2011-12 and 2012-13) | (DCIT(TDS)) |
| | Disputes regarding exclusion of interest | 2.08 | FY 2008-09 | Assessing |
| | income from section 10A calculation, addition | | (AY 2009-10) | Officer (Assistant |
| | of notional interest on transactions with | | | Commissioner Of |
| | related party and disallowance of FTC | | | Income Tax) |
| | Disallowance of ESOP discount | 34.2 | FY 2008-09 and FY 2010-11 | ITAT |
| | | | (AY 2009-10 and AY 2011-12) | |

^{*}Net of pre-deposit paid in getting the stay / appeal admitted

- 8. Based on the records examined by us and according to the information and explanations given to us, the Company has not defaulted in repayment of dues to a financial institution and bank. The Company has not taken any loans or borrowings from government and has not issued any debentures.
- 9. The Company did not raise any money by way of initial public offer, further public offer (including debt instruments) or term loan during the year. Accordingly, paragraph 3(ix) of the Order is not applicable to the Company.
- 10. Based on the records examined by us and according to the information and explanations given to us, there were no material frauds by the Company or on the Company by its officers or employees noticed or reported during the year.
- 11. Based on the records examined by us and according to the information and explanations given to us, the Company has paid/provided managerial remuneration in accordance with the requisite approvals mandated by the provisions of Section 197 read with Schedule V to the Companies Act, 2013.
- 12. In our opinion and according to the information and explanations given to us, the Company is not a Nidhi Company and hence paragraph 3(xii) of the Order is not applicable to the Company.
- 13. Based on the records examined by us and according to the information and explanations given to us, transactions with related parties are in compliance with sections 177 and 188

- of the Act where applicable and details of such transactions have been disclosed in the standalone financial statements as required by the applicable accounting standards.
- 14. Based on the records examined by us and according to the information and explanations given to us, the Company has not made any preferential allotment or private placement of shares or partly convertible debentures during the year. Accordingly, paragraph 3(xiv) of the Order is not applicable to the company.
- 15. Based on the records examined by us and according to the information and explanations given to us, the Company has not entered into non-cash transactions with directors or persons connected with them. Accordingly, paragraph 3(xv) of the Order is not applicable.
- 16. In our opinion and according to the information and explanations given to us, the Company is not required to be registered under section 45-IA of the Reserve Bank of India Act, 1934.

For B. K. Khare & Co.

Chartered Accountants Firm's Registration Number 105102W

Ravi Kapoor

Partner

Mumbai, May 23, 2018 Membership Number: 040404



Annexure II to the Independent Auditor's Report

Referred to in paragraph 10(f) of our report of even date on the standalone financial statements of Larsen & Toubro Infotech Limited for the year ended 31 March 2018

Report on the Internal Financial Controls under Clause (i) of Subsection 3 of Section 143 of the Companies Act, 2013 ("the Act")

We have audited the internal financial controls over financial reporting of Larsen & Toubro Infotech Limited ("the Company") as of 31 March 2018 in conjunction with our audit of the standalone financial statements of the Company for the year ended 31 March 2018.

Management's Responsibility for Internal Financial Controls

The Company's management is responsible for establishing and maintaining internal financial controls based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting issued by the Institute of Chartered Accountants of India ("ICAI"). These responsibilities include the design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the orderly and efficient conduct of its business, including adherence to the respective company's policies, the safeguarding of its assets, the prevention and detection of frauds and errors, the accuracy and completeness of the accounting records, and the timely preparation of reliable financial information, as required under the Companies Act, 2013 ("the Act").

Auditors' Responsibility

Our responsibility is to express an opinion on the Company's internal financial controls over financial reporting based on our audit. We conducted our audit in accordance with the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting (the "Guidance Note") and the Standards on Auditing, issued by ICAI and deemed to be prescribed under section 143(10) of the Companies Act, 2013, to the extent applicable to an audit of internal financial controls, both applicable to an audit of internal financial controls and, both issued by the Institute of Chartered Accountants of India. Those Standards and the Guidance Note require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether adequate internal financial controls over financial reporting was established and maintained and if such controls operated effectively in all material respects.

Our audit involves performing procedures to obtain audit evidence about the adequacy of the internal financial controls system over financial reporting and their operating effectiveness. Our audit of internal financial controls over financial reporting included obtaining an understanding of internal financial controls over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on the Company's internal financial controls system over financial reporting.

Meaning of Internal Financial Controls Over Financial Reporting

A company's internal financial control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal financial control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorisations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorised acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Inherent Limitations of Internal Financial Controls Over Financial Reporting

Because of the inherent limitations of internal financial controls over financial reporting, including the possibility of collusion or improper management override of controls, material misstatements due to error or fraud may occur and not be detected. Also, projections of any evaluation of the internal financial controls over financial reporting to future periods are subject to the risk that the internal financial control over financial reporting may become inadequate because of changes







in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Note on Audit of Internal Financial Controls Over Financial Reporting issued by the Institute of Chartered Accountants of India.

Opinion

In our opinion, the Company has, in all material respects, an adequate internal financial controls system over financial reporting and such internal financial controls over financial reporting were operating effectively as at 31 March 2018, based on the internal control over financial reporting criteria established by the Company considering the essential components of internal control stated in the Guidance

For B. K. Khare & Co.

Chartered Accountants Firm's Registration Number 105102W

Ravi Kapoor

Partner Membership Number: 040404

Mumbai, May 23, 2018



Balance Sheet

as at 31 March 2018

(₹ in Mn)

| Particulars | Note | As at | As at |
|--|------|------------|------------|
| | No. | 31-03-2018 | 31-03-2017 |
| ASSETS | | | |
| Non-current assets | | | |
| (a) Property, plant and equipment | 4 | 2,412 | 2,477 |
| (b) Capital work-in-progress | 4 | 10 | 9 |
| (c) Other intangible assets | 4 | 315 | 382 |
| (d) Intangible assets under development | 4 | 58 | 3 |
| (e) Financial assets | | | |
| (i) Investments | 5 | 2,959 | 2,905 |
| (ii) Loans | 6 | 384 | 311 |
| (iii) Other financial assets | 7 | 721 | 1,866 |
| (f) Deferred tax assets (net) | 8 | 1,919 | 1,439 |
| (g) Income tax assets (net) | | 880 | 717 |
| (h) Other non-current assets | 9 | 1,020 | 1,273 |
| Total Non-Current Assets | | 10,678 | 11,382 |
| Current assets | | | |
| (a) Financial assets | | | |
| (i) Investments | 10 | 12,644 | 9,406 |
| (ii) Trade receivable | 11 | 13,275 | 11,226 |
| (iii) Unbilled revenue | | 8,191 | 4,668 |
| (iv) Cash and cash equivalents | 12 | 2,479 | 1,872 |
| (v) Other bank balances | 13 | 19 | 34 |
| (vi) Loans | 14 | 235 | 154 |
| (vii) Other financial assets | 15 | 1,966 | 2,512 |
| (b) Other current assets | 16 | 1,029 | 875 |
| Total Current Assets | | 39,838 | 30,747 |
| TOTAL ASSETS | | 50,516 | 42,129 |
| EQUITY AND LIABILITIES | | | |
| Equity | | | |
| (a) Equity share capital | 17 | 172 | 171 |
| (b) Other equity | | | |
| (i) Other reserves | 18 | 8,000 | 8,608 |
| (ii) Retained earnings | 18 | 29,014 | 20,990 |
| (ii) Share application money pending allotment | 18 | 0 | 0 |
| Total Equity | | 37,186 | 29,769 |
| Liabilities | | | |
| Non-current liabilities | | | |
| (a) Financial liabilities | 19 | 204 | - |
| (b) Provisions | 20 | 280 | 285 |
| Total Non-Current Liabilities | | 484 | 285 |
| Current liabilities | | | |
| (a) Financial liabilities | | | |
| (i) Trade payables | 21 | 3,708 | 3,354 |
| (ii) Other financial liabilities | 22 | 5,831 | 5,925 |
| (b) Other current liabilities | 23 | 1,411 | 1,102 |
| (c) Provisions | 24 | 1,761 | 1,576 |
| (d) Current income tax liabilities (net) | | 135 | 118 |
| | | 12,846 | 12,075 |
| Total Current Liabilities | | | |
| Total Current Liabilities | | | |
| (=, ==::=::::=::::==::::== (::=:) | 2 | 50,516 | 42,129 |

As per our report attached

B. K. Khare & Co

Chartered Accountants Firm's Registration No. 105102W

Ravi Kapoor

Partner

Membership No: 040404

Sanjay JalonaChief Executive Officer & Managing Director
DIN: 07256786

Ashok Kumar Sonthalia

Chief Financial Officer

Aftab Zaid Ullah

Chief Operating Officer & Whole Time Director DIN: 05165334

Manoj Koul

Company Secretary & Compliance Officer

Mumbai May 23, 2018







Statement of Profit and Loss

for the year ended 31 March 2018

(₹ in Mn)

| Particulars | Note | April 17 - March 18 | April 16 - March 17 | |
|---|----------|---------------------|---------------------|--|
| | No. | | • | |
| INCOME: | | | | |
| Revenue from operations | 25 | 69,064 | 61,829 | |
| Other income | 26 | 5,254 | 1,983 | |
| Total income | | 74,318 | 63,812 | |
| EXPENSES: | | | | |
| Employee benefit expense | 27 | 41,348 | 35,975 | |
| Operating expenses | 28 | 16,286 | 14,141 | |
| Finance costs | 29 | 138 | 32 | |
| Depreciation and amortisation | 4 | 913 | 1,089 | |
| Other expenses | 30 | 949 | 733 | |
| Total expenses | | 59,634 | 51,970 | |
| Profit before tax | | 14,684 | 11,842 | |
| Tax expense | | | | |
| Current tax (net) | 31 | 3,330 | 2,934 | |
| Deferred tax | 31 | (247) | [468] | |
| | | 3,083 | 2,466 | |
| NET PROFIT FOR THE YEAR | | 11,601 | 9,376 | |
| OTHER COMPREHENSIVE INCOME | 32 | (994) | 2,159 | |
| TOTAL COMPREHENSIVE INCOME FOR THE YEAR | | 10,607 | 11,535 | |
| Basic | | | | |
| Basic earning per equity share | | 67.74 | 55.11 | |
| Diluted | | | | |
| Diluted earning per equity share | | 66.23 | 53.89 | |
| Significant accounting policies | 2 | | | |
| Other notes on accounts | 33 to 49 | | | |

As per our report attached

B. K. Khare & Co

Chartered Accountants Firm's Registration No. 105102W

Ravi Kapoor

Partner Membership No: 040404

Mumbai May 23, 2018 Sanjay Jalona

Chief Executive Officer & Managing Director

DIN: 07256786

Ashok Kumar Sonthalia

Chief Financial Officer

Aftab Zaid Ullah

Chief Operating Officer & Whole Time Director

DIN: 05165334

Manoj Koul

Company Secretary & Compliance Officer



Standalone Cash Flow Statement

for the year ended 31 March 2018

| Par | ticulars | April 17 - March 18 | April 16 - March 17 |
|-----|---|---------------------|---------------------|
| Α. | CASH FLOW FROM OPERATING ACTIVITIES | | |
| | Net profit after tax | 11,601 | 9,376 |
| | Adjustments to reconcile net profit to net cash provided by operating activities: | | |
| | Depreciation and amortisation | 913 | 1,089 |
| | Income tax expense | 3,083 | 2,466 |
| | Expense recognised in respect of equity settled stock option | 400 | 428 |
| | Realised gain from current investment in mutual funds | (516) | (194) |
| | Unrealised gain from current investment in mutual funds | (222) | - |
| | Gain on buyback of shares by subsidiary | (388) | - |
| | Interest received | [7] | [16] |
| | Interest expense | 138 | 32 |
| | Unrealised foreign exchange loss/(gain),net | (65) | 270 |
| | Dividend received from subsidiaries | (579) | [141] |
| | Net loss/(gain) on sale of property, plant and equipment | 8 | 12 |
| | Operating cash before working capital changes | 14,366 | 13,322 |
| | Changes in working capital | | |
| | (Increase)/decrease in trade receivables and unbilled revenue | (5,300) | (1,375) |
| | (Increase)/decrease in other receivables | (205) | 107 |
| | Increase/(decrease) in trade & other payables | 1,537 | 825 |
| | (Increase)/decrease in working capital | (3,968) | (443) |
| | Cash generated from operations | 10,398 | 12,879 |
| | Income taxes paid | (3,289) | (2,407) |
| | Net cash generated from/(used in) operating activities | 7,109 | 10,472 |
| В. | CASH FLOW FROM INVESTING ACTIVITIES | | |
| | Purchase of fixed assets | (878) | (619) |
| | Sale of fixed assets | 32 | 41 |
| | (Purchase)/sale of current investments | (3,016) | (8,978) |
| | Payment towards business acquisition | (125) | [71] |
| | Increase in non-current investment | (1) | - |
| | Dividend received from subsidiaries | 579 | 141 |
| | Realised gain from current investment in mutual funds | 516 | 194 |
| | Interest received | 7 | 16 |
| | Gain on buyback of shares by subsidiary | 388 | - |
| | Net cash (used in)/generated from investing activities | (2,498) | (9,276) |







(₹ in Mn)

| Part | ticulars | April 17 - March 18 | April 16 - March 17 |
|------|---|---------------------|---------------------|
| C. | CASH FLOW FROM FINANCING ACTIVITIES | | |
| | Proceeds from issue of share capital | 3 | 4 |
| | Proceeds from/(repayment) of borrowings | - | (546) |
| | Deposit under Credit support agreement received/(paid) | (407) | 2,025 |
| | Interest paid | (138) | (32) |
| | Dividend paid | (3,034) | (1,610) |
| | Tax on dividend paid | (500) | (278) |
| | Net cash (used in)/generated from financing activities | (4,076) | (437) |
| | Net increase/(decrease) in cash and cash equivalents | 535 | 759 |
| | Cash and cash equivalents at beginning of the period | 1,906 | 1,222 |
| | Effect of exchange differences on translation of foreign currency cash and cash equivalents | 35 | (75) |
| | Increase in Cash and Cash Equivalents on Amalgamation | 22 | 0 |
| | Cash and cash equivalents at end of the period | 2,498 | 1,906 |

As per our report attached

B. K. Khare & Co

Chartered Accountants Firm's Registration No. 105102W

Ravi Kapoor *Partner*

Membership No: 040404

Mumbai May 23, 2018

Sanjay Jalona Chief Executive Officer & Managing Director DIN: 07256786

Ashok Kumar Sonthalia

Chief Financial Officer

Aftab Zaid Ullah

Chief Operating Officer & Whole Time Director DIN: 05165334

Manoj Koul Company Secretary & Compliance Officer



Statement of Changes in Equity

for the year ended 31 March 2018

(₹ in Mn)

| Particulars | Share Capital | Share capital pending allotment | General Reserve | Share Premium | Retained Earnings | Employee Stock option outstanding | Deferred Employee Compensation Expense | Capital Reserve | Other Components of Equity Hedging Reserve | Total Equity |
|--|------------------|--|--------------------|------------------|----------------------|---|---|--------------------|--|-----------------|
| Balance as on April 1, 2017 | 171 | 0 | 3,463 | 1,498 | 20,990 | 1,511 | (945) | 0 | 3,081 | 29,769 |
| Employee Stock Compensation Expense | - | - | 2 | - | - | 83 | (83) | - | - | 2 |
| On account of amalgamation | - | - | (60) | - | - | - | - | - | - | (60) |
| Net Profit for the year | - | - | - | - | 11,601 | - | - | - | - | 11,601 |
| Other Comprehensive Income | - | - | - | - | 62 | - | - | - | (1,056) | (994) |
| Dividends (Including DDT) | - | - | - | - | (3,639) | - | - | - | - | (3,639) |
| Other changes/ Trf to general reserve. | 1 | (0) | | 321 | - | (377) | 562 | - | - | 507 |
| Balance as on 31 March 2018 | 172 | 0 | 3,405 | 1,819 | 29,014 | 1,217 | (466) | 0 | 2,025 | 37,186 |

for the year ended 31 March 2017

(₹ in Mn)

| | | | | | | | | | | (\ 111 1 1 1 1 1 1) |
|---|------------------|-----------------------------|--------------------|------------------|----------------------|---|--------------------------------------|--------------------|----------------------------------|-----------------------|
| Particulars | Share Capital | Share capital pending | General Reserve | Share Premium | Retained Earnings | Employee Stock option outstanding | Deferred Employee Compensation | Capital Reserve | Other Components of Equity | Total Equity |
| | | allotment | | | | , , | Expense | | Hedging | |
| | | | | | | | | | Reserve | |
| Balance as on April 1, 2016 | 170 | - | 3,772 | 1,473 | 13,272 | 77 | - | 0 | 877 | 19,641 |
| Changes in equity for the year ended on 31 March 2017 | 1 | | | | | | | | | 1 |
| Employee Stock Compensation Expense | | | 8 | | | 1,492 | (1,492) | | | 8 |
| On account of amalgamation | | | | | 365 | | | | | 365 |
| Net Profit for the year | | | - | | 9,376 | | | | | 9,376 |
| Other Comprehensive Income | | | | | (45) | | | | 2,204 | 2,159 |
| Dividends (Including DDT) | | | | | (1,978) | | | | | (1,978) |
| Other changes/ Trf to general reserve. | | 0 | (317) | 25 | | (58) | 547 | | | 197 |
| Balance as on 31 March 2017 | 171 | 0 | 3,463 | 1,498 | 20,990 | 1,511 | (945) | 0 | 3,081 | 29,769 |

As per our report attached

B. K. Khare & Co

Chartered Accountants
Firm's Registration No. 105102W

Ravi Kapoor

Partner Membership No: 040404

Mumbai May 23, 2018 Sanjay Jalona

Chief Executive Officer & Managing Director DIN: 07256786

Ashok Kumar Sonthalia

Chief Financial Officer

Aftab Zaid Ullah

Chief Operating Officer & Whole Time Director DIN: 05165334

Manoj Koul

Company Secretary & Compliance Officer







1. COMPANY OVERVIEW

Larsen & Toubro Infotech Limited ('the Company') offers extensive range of IT services like application development, maintenance and outsourcing, enterprise solutions, infrastructure management services, testing, digital solutions and platform based solutions to the clients in diverse industries.

The Company is a public limited company incorporated and domiciled in India and has its registered office at L&T House, Ballard Estate, Mumbai, Maharashtra, India. The company's equity shares are listed on the National Stock Exchange Limited and BSE Limited in India.

2. SIGNIFICANT ACCOUNTING POLICIES

a. Basis of accounting

Accounting policies have been consistently applied except where a newly issued accounting standard is initially adopted or a revision to an existing accounting standard requires a change in the accounting policy hitherto in use. Further the guidance notes or announcements issued by the Institute of Chartered Accountants of India (ICAI) are also considered wherever applicable.

Preparation of financial statements in conformity with Accounting Standards requires management of the Company to make estimates and assumptions that affect the income and expense reported for the period and assets, liabilities and disclosures reported as of the date of the financial statements. Examples of such estimates include useful lives of tangible and intangible assets, provision for doubtful debts, future obligations in respect of retirement benefit plans, etc. Actual results could vary from these estimates.

The financial statements have been prepared in accordance with Indian Accounting Standards (Ind AS) as prescribed under section 133 of the Companies Act, 2013, read with rule 3 of the Companies (Indian Accounting Standards) Rules, 2015, relevant amendment rules issued thereafter and guidelines issued by the Securities and Exchange Board of India (SEBI).

Amounts in the financial statements are presented in Indian Rupees in millions [10 lakhs = 1 million] as permitted by Schedule III to the Companies Act, 2013. Per share data are presented in Indian Rupees.

b. Presentation of financial statements

The statement of financial position (including statement of changes in equity) and the statement of profit and loss are prepared and presented in the format prescribed in Schedule III to the Companies Act, 2013. The cash flow statement has been prepared and presented as per the requirements of Ind

AS 7 "Cash Flow Statements". The disclosure requirements with respect to items in the balance sheet and statement of profit and loss, as prescribed in Schedule III to the Act, are presented by way of notes forming part of accounts along with the other notes required to be disclosed under the notified Accounting Standards.

c. Operating cycle for current and non-current classification

The company identifies asset/liabilities as current if the same are receivable/payable within twelve months else the same are considered as non-current.

d. Revenue recognition

Revenue is recognised only when evidence of an arrangement is obtained and the other criteria to support revenue recognition are met, including the price is fixed or determinable, services have been rendered and collectability of the resulting receivables is reasonably assured. Revenue is measured at the fair value of the consideration received or receivable and is reduced for estimated rebates and other similar allowances.

Revenue from contracts priced on time and material basis is recognized when services are rendered and related costs are incurred.

Revenue from services performed on fixed-price basis is recognized over the life of contract using the proportionate completion method.

Revenue from sale of products and licenses is recognized upon delivery when all risks and rewards are transferred.

Unbilled revenue represents value of services performed in accordance with the contract terms but not billed.

e. Other income

- Interest income is recognized using the effective interest method.
- II) Dividend income is accounted in the period in which the right to receive the same is established.
- III) Other items of income are accounted as and when the right to receive arises.

f. Employee benefits

I) Short term employee benefits

All employee benefits falling due wholly within twelve months of rendering the service are classified as short term employee benefits. The benefits like salaries, wages, and short term compensated absences and performance incentives are recognized in the period in which the employee renders the related service.



II) Post-employment benefits

i) Defined contribution plan:

The Company's superannuation fund and state governed provident fund scheme are classified as defined contribution plans. The contribution paid / payable under the schemes is recognized during the period in which the employee renders the related service.

ii) Defined benefit plans:

The provident fund scheme managed by trust, employees gratuity fund scheme managed by Life Insurance Corporation of India and post-retirement medical benefit scheme are the Company's defined benefit plans. Wherever applicable, the present value of the obligation under such defined benefit plans is determined based on actuarial valuation using the Projected Unit Credit Method, which recognizes each period of service as giving rise to additional unit of employee benefit entitlement and measures each unit separately to build up the final obligation.

The obligation is measured at the present value of the estimated future cash-flows. The discount rates used for determining the present value of the obligation under defined benefit plans is based on the market yields on government bonds as at the balance sheet date, having maturity periods approximating to the terms of related obligations. Actuarial gains and losses through re-measurement of the defined benefit liability/ (asset) are recognized in other comprehensive income. The actual return of portfolio of plan assets, in excess of yields computed by applying the discount rate used to measure the defined benefit obligation are recognized in other comprehensive income. The effect of any plan amendments are recognized in statement of profit and loss

Gains or losses on the curtailment or settlement of any defined benefit plan are recognized when the curtailment or settlement occurs. Past service cost resulting from a plan amendment or curtailment are recognized immediately in the statement of profit and loss.

(iii) Long term employee benefits:

The obligation for long term employee benefits like long term compensation absences is recognized as determined by actuarial valuation performed by independent actuary at each balance sheet date using Projected Unit Credit Method on the additional amount expected to be paid/availed as a result of unused entitlement that has accumulated at balance sheet date. Actuarial gains and losses are recognised immediately in statement of profit and loss.

(iv) Social security plans

Employer' contribution payable with respect to social security plans, which are defined contribution plans, is charged to the statement of profit and loss in the period in which employee renders the services.

g. Property, plant and equipment

Property plant and equipment are stated at cost less accumulated depreciation and impairment losses if any. Cost includes expenditure directly attributable to the acquisition of the asset and cost incurred for bringing the asset to its present location and condition.

h. Intangible assets

Assets like customer relationship, computer software, and internally developed software are stated at cost, less accumulated depreciation, amortisation and impairment.

i. Impairment

Impairment of trade receivable

The Company assesses at each date of statement of financial position whether a financial asset in form of trade receivable is impaired. In accordance with Ind AS 109, the Company applies expected credit loss (ECL) model for measurement and recognition of impairment loss. As a practical expedient, the Company uses a provision matrix to determine impairment loss on portfolio of its trade receivable. The provision matrix is based on available external and internal credit risk factors such as credit default, credit rating from credit rating agencies and Company's historically observed default rates over the expected life of trade receivable. Impairment loss allowance or reversal is recognised during the period as expense or income respectively in the statement of profit and loss.

II) Impairment of intangible assets

At the end of each reporting period, the Company reviews the carrying amount of its intangible assets to determine if there is any indication of loss suffered. If such indication exists, the recoverable amount of the asset is estimated to determine the extent of the impairment loss.







i. Leases

I) Finance lease

Assets acquired under lease where the Company has substantially all the risks and rewards of ownership are classified as finance lease. Such assets are capitalised at the inception of the lease at the lower of the fair value and the present value of minimum lease payments and a liability is created for an equivalent amount. Each lease rental paid is allocated between the liability and the interest cost, so as to obtain a constant periodic rate of interest on the outstanding liability for each period.

II) Operating lease

Assets acquired under lease where a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating lease. Lease rentals are charged to the profit and loss account on accrual basis.

k. Depreciation

I) Tangible assets

Depreciation on assets have been provided as mentioned in below table except for the leasehold improvements which is depreciated over the lease period. Depreciation or amortisation on additions and disposals are calculated on pro-rata basis from and to the month of additions and disposals.

| Par | ticulars | Useful life |
|-----|------------------------------|---------------|
| • | Computers and IT peripherals | Upto 6 years |
| • | Plant and machinery | Upto 15 years |
| • | Office equipment | Upto 5 years |
| • | Vehicles | Upto 8 years |
| • | Furniture and fixtures | Upto 10 years |

II) Intangible assets and amortisation

The estimated useful life of an identifiable intangible asset is based on number of factors including the effects of obsolescence, demand, competition and other economic factors and the level of maintenance expenditure required to obtain the expected future cash flows from the asset. The basis of amortization of intangible assets is as follows:

| Part | ticulars | Useful life |
|------|-------------------|--------------|
| • | Computer software | Upto 5 years |

l. Employee stock ownership schemes

In respect of stock options granted pursuant to the Company's stock options scheme, the excess of fair value of the share over the exercise price of the option is treated as discount and accounted as employee compensation cost over the vesting period. The amount recognized as expense each year is arrived at based on the number of grants expected to vest. If options granted lapse after the vesting period, the cumulative discount recognized as expense in respect of such options is transferred to the general reserve. If options granted lapse before the vesting period, the cumulative discount recognized as expense in respect of such options is transferred to the profit and loss.

m. Functional and presentation currency

The functional and presentation currency of the Company is the Indian Rupee as it is the currency of the primary economic environment in which the Company operates.

n. Foreign currency transactions and balances

Foreign currency transactions are initially recorded at the rates prevailing on the date of the transaction. At the balance sheet date, foreign currency monetary items are reported using the closing rate. Exchange gains and losses arising on settlement and restatement are recognised in the statement of profit and loss. Non-monetary items which are carried at historical cost denominated in foreign currency are reported using the exchange rate at the date of the transaction.

o. Financial instruments

Financial assets and liabilities are recognised when the Company becomes a party to the contractual provisions of the instrument.

I) Initial measurement

Financial assets and liabilities are initially measured at fair value. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities (other than financial assets and financial liabilities at fair value through profit or loss) are added to or deducted from the fair value measured on initial recognition of financial asset or financial liability.

II) Subsequent measurement

i) Non-derivative financial assets

A) Financial assets at amortised cost

Financial assets at amortised cost are represented by trade receivables, cash and cash equivalents, employee and other advances and eligible current and non current assets
Financial assets are subsequently measured at amortised cost if:

a) the financial asset is held within a business model whose objective is to hold financial assets in order to collect contractual cash flows and



b) the contractual terms of financial assets give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

Financial assets at fair value through other comprehensive income (FVTOCI)

Financial assets are subsequently measured at fair value through other comprehensive income if the financial asset is held within a business model whose objective is achieved by both:

- a) Collecting contractual cash flows and selling financial assets and
- b) the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

Financial assets at fair value through profit and loss (FVTPL)

Fair value through profit and loss is a residual category for financial assets. Any financial asset which does not meet the criteria for categorisation as at amortised cost or as financial asset at fair value through other comprehensive income is classified as financial assets fair valued through profit and loss.

ii) Non-derivative financial liability

Financial liabilities at amortised cost represented by trade and other payables are initially recognized at fair value, and subsequently carried at amortized cost using the effective interest method.

iii) Derivative financial instrument

The Company holds derivative financial instrument such as foreign exchange forward contracts to mitigate the risk of changes in exchange rates on foreign currency exposures.

A) Cash flow hedges

Changes in the fair value of the derivative hedging instruments designated as cash flow hedges on net basis are recognized in other comprehensive income and presented within equity as hedging reserve. The cumulative gain or loss previously recognized in the cash flow hedging reserve in respect of hedges on net basis is transferred to the statement of profit or loss upon the occurrence of the related forecasted transaction and reported as part of foreign exchange gains or losses. Changes in fair value of foreign currency derivative instruments not designated

as cash flow hedges and ineffective portion of cash flow hedges are recognized in statement of profit and loss and reported as part of foreign exchange gains or losses.

B) Fair value hedges

Changes in the fair value of the derivative instuments designated as fair value hedges are recognised in statement of profit and loss.

(III) Derecognition

The Company derecognizes a financial asset when the contractual rights to the cash flows from the financial assets expire or it transfers the financial asset and the transfer qualifies for derecognition under Ind AS 109. A financial liability is derecognised from the Company's balance sheet where the obligation specified in the contract is discharged or cancelled or expired.

o. Taxes on income

Income tax expense comprises current and deferred income tax. Tax on income for the current period is determined on the basis of taxable income and tax credits computed in accordance with the provisions of the Indian Income tax Act, 1961. Foreign branches recognize current tax and deferred tax liabilities and assets in accordance with the applicable local laws.

Income tax and deferred tax expense is recognized in the statement of profit and loss except to the extent that it relates to items recognised directly in other comprehensive income, in which case income tax expense is recognised in other comprehensive income. Current income tax for current and prior periods is recognised at the amount expected to be paid to or recovered from the tax authorities (Refer note 7 for applicable tax rates in various jurisdiction).

The Company offsets current tax assets and current tax liabilities, where it has a legally enforceable right to set off the recognised amounts and where it intends either to settle on a net basis, or to realize the asset and settle the liability simultaneously. Deferred income tax assets and liabilities are recognised for all temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements except when the deferred income tax arises from the initial recognition of goodwill or an asset or liability in a transaction that is not a business combination and affects neither accounting nor taxable profit or loss at the time of the transaction. Other deferred tax assets are recognised and carried forward to the extent that there is a reasonable certainty that sufficient future taxable income will be available against which such deferred tax assets can be realised. Deferred tax







assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realised.

Deferred income tax assets and liabilities are measured using tax rates and tax laws that have been enacted or substantively enacted as on the balance sheet date and are expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. Deferred income taxes are not provided on the undistributed earnings of branches where it is expected that the earnings of the branch will not be distributed in the foreseeable future.

q. Borrowing costs

Borrowing costs include interest, commitment charges and finance charges in respect of assets acquired on finance lease and exchange differences arising from foreign currency borrowings, to the extent they are regarded as an adjustment to interest costs.

r. Provisions, contingent liabilities and contingent assets

Provisions are recognized for liabilities that can be measured only by using a substantial degree of estimation, if

- the Company has a present obligation as a result of a past event:
- a probable outflow of resources is expected to settle the obligation; and
- III) the amount of the obligation can be reliably estimated

Provision is measured using the cash flows estimated to settle the present obligation and when the effect of time value of money is material, the carrying amount of the provision is the present value of those cash flow. Reimbursement expected in respect of expenditure required to settle a provision is recognized only when it is virtually certain that the reimbursement will be received.

Contingent liability is disclosed in case of,

- a present obligation arising from a past event when it is not probable that an outflow of resources will be required to settle the obligation; or
- a possible obligation unless the probability of outflow of resources is remote.

Contingent assets are neither recognised nor disclosed.

Provisions, contingent liabilities and contingent assets are reviewed at each balance sheet date.

s. Segment accounting

Operating segments are defined as components of an enterprise for which discrete financial information is used regularly by the Company's Chief Operating Decision Maker in deciding how to allocate resources and assessing performance.

- Segment revenue is the revenue directly identifiable with the segment.
- ii) Expenses that are directly identifiable with or allocable to segments are considered for determining the segment result. Expenses which relate to the Company as a whole and not identifiable with / allocable to segments are included under "Unallocable expenses".
- iii) Other income relates to the Company as a whole and is not identifiable with / allocable to segments.
- iv) Assets and liabilities used in the Company's business are not identified to any of the reportable segments as these are used interchangeably.

t. Cash flow statement

Cash flow statement is prepared segregating the cash flows from operating, investing and financing activities. Cash flow is reported using indirect method as per the requirements of Ind AS 7 ("Cash flow statements").

3. RECENT ACCOUNTING PRONOUNCEMENTS

Indian Accounting Standards (Ind AS) 115 - Revenue from Contracts with Customers

The Ministry of Corporate Affairs (MCA) has notified on 28th Mar'18 Ind AS 115 - Revenue from Contracts with Customers. This Standard will be applicable from the financial years beginning on or after April 1, 2018.

The core principle of Ind AS 115 is that an entity recognises revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The standard specifically adopts a five step model as below for recognising revenue:

- a) Identify the contract(s) with a customer
- b) Identify the performance obligations in contract
- c) Determine the transaction price
- Allocate the transaction price to the performance obligations in the contract
- Recognise revenue when (or as) the entity satisfies a performance obligation



Under Ind AS 115, an entity recognises revenue when (or as) a performance obligation is satisfied, i.e. when 'control' of the goods or services underlying the particular performance obligation is transferred to the customer.

The Company will apply Ind AS 115 from April 1, 2018, retrospectively to all the contracts with customers which are not completed as on April 1, 2018. The cumulative effect of initially

applying the standard will be recognised as an adjustment to the opening balance in retained earnings on April 1, 2018 at the time of reporting for financial year 2018-19. The Company has evaluated its major contracts with customers and does not expect any material impact of the adoption of this Standard on its retained earnings as on April 1, 2018 as well as to its net income on an ongoing basis.

4. INTANGIBLE ASSETS

The balance useful life of intangible assets as on the respective balance sheet dates is as follows:-

| Class of assets | As at 3 | 31 March 2018 | As at 3' | March 2017 |
|-----------------|--------------|-----------------|--------------|-----------------|
| | Balance | Carrying amount | Balance | Carrying amount |
| | useful life | | useful life | |
| Software | upto 5 years | 315 | upto 5 years | 382 |
| Total | | 315 | | 382 |







4. FIXED ASSETS - As of 31 March 2018

| Fixed and intangible assets | | 9 | Gross Block | | | | Deprecia | Depreciation/Amortisation | isation | | Net Block |
|-------------------------------------|----------|---------------|-------------|------------|-----------|----------|---------------|---------------------------|------------|-----------|-----------|
| | Asat | Pursuant to | Additions | Deductions | As at | Asat | Pursuant to | For the | 0 | As at | As at |
| | 1-Apr-17 | Amalgamation* | | | 31-Mar-18 | 1-Apr-17 | Amalgamation* | year | deductions | 31-Mar-18 | 31-Mar-18 |
| Tangible assets - own | | | | | | | | | | | |
| Leasehold land | 10 | 1 | 1 | 1 | 10 | 0 | 1 | 0 | 1 | 0 | 10 |
| Buildings - own | 126 | 1 | 1 | 1 | 126 | 16 | 1 | 8 | 1 | 24 | 102 |
| Leasehold improvements | 351 | 1 | 49 | 7 | 414 | 61 | 1 | 48 | 0 | 109 | 302 |
| Plant and machinery | 929 | 1 | 57 | 10 | 723 | 154 | 1 | 84 | - ∞ | 230 | 493 |
| Owned computers | 933 | _ | 255 | 0 | 1,189 | 457 | _ | 239 | 0 | 269 | 492 |
| Office equipments | 518 | 0 | 101 | 2 | 617 | 209 | 0 | 119 | 2 | 326 | 291 |
| Furniture and fixtures | 675 | 0 | 88 | 2 | 761 | 161 | 0 | 86 | _ | 258 | 503 |
| Vehicles | 335 | 1 | 52 | 54 | 333 | 89 | 1 | 51 | 23 | 117 | 216 |
| Capital work in progress | | | | 1 | 1 | ı | | 1 | 1 | 1 | 10 |
| Total of tangible assets | 3,624 | 1 | 620 | 72 | 4,173 | 1,147 | 1 | 647 | 34 | 1,761 | 2,422 |
| Intangible assets | | | | | | | | | | | |
| Software | 2,167 | 0 | 199 | 1 | 2,366 | 1,785 | 0 | 266 | 1 | 2,051 | 315 |
| Business rights | 86 | 1 | 1 | 86 | 1 | 86 | 1 | 1 | 86 | 1 | |
| Intangible assets under development | - | | 1 | 1 | 1 | 1 | | 1 | 1 | 1 | 58 |
| Total of intangible assets | 2,265 | 0 | 199 | 86 | 2,366 | 1,883 | 0 | 266 | 86 | 2,051 | 373 |

1. Impairment upto 31 March 2018 - NIL

AugmentIQ Data Sciences Private Limited has been amalgamated with the Company from the appointed date of 1 April 2017 2



4. FIXED ASSETS - As of 31 March 2017

| Fixed and intangible | | Gross | ss Block | | | Depreciation/Amortisation | Amortisation | | Net Block |
|-----------------------------|-----------|-----------|------------|-----------|-----------|---------------------------|---------------------|-----------|-----------|
| assets | As at | Additions | Deductions | As at | Asat | For the year | 00 | As at | Asat |
| | 01-Apr-16 | | | 31-Mar-17 | 01-Apr-16 | | deductions | 31-Mar-17 | 31-Mar-17 |
| Tangible assets - own | | | | | | | | | |
| Leasehold land | 10 | 1 | ı | 10 | [0] | 0 | ı | [0] | 10 |
| Buildings - own | 126 | 1 | 1 | 126 | 8 | 8 | 1 | 16 | 110 |
| Leasehold | 290 | 76 | 15 | 351 | 36 | 07 | 15 | 61 | 290 |
| improvements | | | | | | | | | |
| Plant and machinery | 979 | 20 | 2 | 929 | 77 | 79 | 2 | 154 | 522 |
| Owned computers | 826 | 159 | 52 | 933 | 249 | 260 | 52 | 457 | 476 |
| Office equipments | 406 | 121 | 6 | 518 | 106 | 112 | 6 | 209 | 309 |
| Furniture and fixtures | 920 | 29 | 34 | 912 | 9.8 | 9.8 | 29 | 161 | 514 |
| Vehicles | 336 | 62 | 69 | 335 | 51 | 24 | 16 | 89 | 246 |
| Capital work in progress | | | | | | | | | 6 |
| | | | | | | | | | |
| Total of tangible assets | 3,272 | 527 | 175 | 3,624 | 622 | 879 | 123 | 1,147 | 2,486 |
| Intangible assets | | | | | | | | | |
| Software | 2,110 | 269 | 212 | 2,167 | 1,556 | 441 | 212 | 1,785 | 382 |
| Business rights | 86 | ı | ı | 86 | 86 | ı | ı | 86 | 1 |
| Intangible assets | 1 | ı | I | I | ı | I | ı | I | n |
| under development | | | | | | | | | |
| Total of intangible | 2,208 | 269 | 212 | 2,265 | 1,654 | 177 | 212 | 1,883 | 385 |

. Impairment upto 31 March 2017 - NIL







5 NON-CURRENT INVESTMENTS

(₹ in Mn)

| | As at | Asat |
|--|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Long term investment in subsidiaries: | | |
| Equity Shares (Unquoted) : | | |
| 2 (previous year - 1) fully paid equity shares of Euro 25,000 each in Larsen & Toubro Infotech GmbH * | 1,219 | 1 |
| 100 fully paid equity shares of CAD 1 each in Larsen & Toubro Infotech Canada Limited | 7 | 7 |
| 600,000 (previous year - 1,000,000) equity shares at no par value in L&T Infotech Financial Services Technologies Inc.** | 1,686 | 2,806 |
| 332,350 equity shares at no par value in Laresen And Toubro Infotech South Africa (Pty) Ltd | 2 | 2 |
| 175,000 fully paid equity shares of USD 1 each in L&T Information Technology Services (Shanghai) Co. Ltd. | 11 | 11 |
| 1,102,419 fully paid equity shares of ₹ 10 each in AugmentIQ Data Sciences Pvt Ltd *** | - | 71 |
| 1 fully paid equity share of Euro 5,000 in Larsen & Toubro Infotech Austria GmbH | 3 | 3 |
| 50,000 fully paid equity shares of Euro 1 each in L&T Information Technology Spain, SL | 4 | 4 |
| 450,000 fully paid equity shares of ₹ 10 each in Syncordis Software Services India Private Limited \$ | 26 | - |
| Other: | | |
| Membership interest of MXN 2,970 in L & T Infotech S.de. RL. C.V # | 0 | - |
| Other equity investments (Unquoted): | | |
| 2500 equity shares of USD 1 each in Larsen & Toubro LLC® | 1 | - |
| | 2,959 | 2,905 |

^{*} The Company has made additional investment of ₹ 1,218 Million on 07 December 2017 in Larsen & Toubro Infotech GmbH (LTI GmbH) for acquisition of Syncordis S.A, Luxembourg, by LTI GmbH along with its fully owned subsidiaries France, UK and Luxembourg.

6 NON CURRENT LOANS

(₹ in Mn)

| | Asa | As | at |
|----------------------------|------------|----------|-----|
| | 31-03-2018 | 31-03-20 |)17 |
| Unsecured, considered good | | | |
| Security deposits | 384 | 3 | 311 |
| | 384 | 3 | 311 |

7 OTHER NON CURRENT FINANCIAL ASSETS

| | As at | As at |
|-----------------------------|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Forward contract receivable | 721 | 1,866 |
| | 721 | 1,866 |

^{**} On 21 March 2018, L&T Infotech Financial Services Technologies Inc. ("LTIFST") bought back 40% of its total equity capital (i.e. 400,000 shares) from its Shareholder (the Company) for a consideration of ₹ 1,507 Mn against cost of ₹ 1,119 Mn. As a result, other income for the year ended 31 March 2018 includes gain of ₹ 388 Mn arising from this buy back.

^{***} AugmentIQ Data Sciences Private Limited has been amalgamated with the Company from the appointed date of 1 April 2017 (refer note 40 to notes to accounts) # L & T Infotech S.de. RL. C.V was formed in Mexico in March 2017 and started its operations in September 2017. The Company has invested ₹ 10,842 towards 99% of the Equity Stock in July 2017. Balance 1% is held by L&T Infotech Financial Services Technologies Inc.

^{\$} The Company has acquired "Syncordis Software Service India Private Limited" on 11 December 2017 (refer note 41).

[@] The Company has acquired 4.76% shareholding of Larsen & Turbo LLC on 14 August 2017. The Company does not have control over its operations. Impairment upto 31 March 2018 - NIL



8 DEFERRED TAX ASSETS

(₹ in Mn)

| | As at | As at |
|------------------------------|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| MAT credit | 2,530 | 2,576 |
| Less: Deferred tax liability | (611) | (1,137) |
| | 1,919 | 1,439 |

8 (I) Deferred tax liabilities/assets as at 31 March 2018

(₹ in Mn)

| Particulars | Deferred tax asset/ (liability) as at 31-03-2017 | Current year (charge) / credit | (Charge) / credit to Hedging Reserve | Charge pursuant to amalgamation (Refer note 40) | Deferred Tax asset/ (liability) as at 31-03-2018 |
|---|---|--------------------------------------|---|--|---|
| Deferred tax liabilities | | | | | |
| Gain on cash flow hedges | (920) | - | 234 | | (686) |
| Branch profit tax | (542) | (141) | | | (683) |
| Unrealised gains on investments | - | (53) | - | - | (53) |
| Others | [1] | - | - | - | [1] |
| | (1,463) | (194) | 234 | - | (1,423) |
| Deferred tax assets | | | | | |
| Provision for doubtful debts & advances | 51 | 31 | - | - | 82 |
| Provision for employee benefits | 153 | 71 | - | - | 224 |
| Realised gain on forward contracts | 95 | 25 | - | - | 120 |
| MTM on derivative instruments designated as fair value hedges | (46) | 111 | - | - | 65 |
| Depreciation / amortisation | 63 | 146 | - | - | 209 |
| Capital Loss on buyback of shares by LTIFST | - | 63 | = | - | 63 |
| Others | 10 | 38 | - | 1 | 49 |
| MAT Credit* | 2,576 | [46] | - | - | 2,530 |
| | 2,902 | 439 | - | 1 | 3,342 |
| Net deferred tax assets/(liabilities) | 1,439 | 245 | 234 | 1 | 1,919 |

^{*}MAT credit for year ended 31 March 2018 of ₹ 59 Mn is net off reduction in MAT for year ending 31 March 2017 ₹ 106 Mn due to Ind AS transitional deductions as per section 115JB of Income Tax Act 1961.

8 (II) Net Schedule of Deferred tax assets as at 31 March 2018

| Particulars | Deferred tax asset/ (liability) as at 31-03-2017 | Current year (charge) / credit | (Charge) / credit to Hedging Reserve | Charge pursuant to amalgamation (Refer note 40) | Deferred Tax asset/ (liability) as at 31-03-2018 |
|---|---|--------------------------------------|---|--|---|
| Gain on cash flow hedges | (920) | - | 234 | - | (686) |
| Branch profit tax | (542) | (141) | - | - | (683) |
| MTM on derivative instruments designated as fair value hedges | [46] | 111 | - | - | 65 |
| Unrealised gains on investments | - | (53) | = | - | (53) |
| Provision for doubtful debts & advances | 51 | 31 | - | - | 82 |
| Provision for employee benefits | 153 | 71 | - | - | 224 |
| Realised gain on forward contracts | 95 | 25 | - | - | 120 |
| Depreciation / amortisation | 63 | 146 | - | - | 209 |
| Capital Loss on buyback of shares by LTIFST | - | 63 | - | - | 63 |
| Others | 9 | 38 | - | 1 | 48 |
| MAT Credit | 2,576 | (46) | - | - | 2,530 |
| Net deferred tax assets/ (liabilities) | 1,439 | 245 | 234 | 1 | 1,919 |







8 (III) Deferred tax liabilities/assets as at 31 March 2017

(₹ in Mn)

| Particulars | Deferred tax asset/ (liability) as at 31-03-2016 | Current year (charge) / credit | (Charge) / credit to Hedging Reserve | Charge pursuant to amalgamation (Refer note 40) | Deferred Tax asset/ (liability) as at 31-03-2017 |
|---|---|--------------------------------------|---|--|---|
| Deferred tax liabilities | | | | | |
| Gain on cash flow hedges | (172) | = | (748) | - | (920) |
| Branch profit tax | (427) | (115) | - | - | (542) |
| MTM on derivative instruments designated as fair value hedges | - | (46) | - | - | (46) |
| Others | [1] | - | - | - | [1] |
| | (600) | (161) | (748) | - | (1,509) |
| Deferred tax assets | | | | | |
| Provision for doubtful debts & advances | 43 | 8 | - | - | 51 |
| Depreciation / amortisation | 32 | 31 | - | - | 63 |
| Provision for employee benefits | 98 | 55 | - | - | 153 |
| Realised gain on forward contracts | 41 | 95 | [41] | - | 95 |
| Others | 10 | - | - | - | 10 |
| MAT Credit | 2,574 | 440 | (440) | 2 | 2,576 |
| | 2,798 | 629 | (481) | 2 | 2,948 |
| Net deferred tax assets/(liabilities) | 2,198 | 468 | (1,229) | 2 | 1,439 |

8 (IV) Net Schedule of Deferred tax assets as at 31 March 2017

| Particulars | Deferred tax asset/ (liability) as at 31-03-2016 | Current year (charge) / credit | (Charge) / credit to Hedging Reserve | Charge pursuant to amalgamation (Refer note 40) | Deferred Tax asset/ (liability) as at 31-03-2017 |
|---|---|--------------------------------------|---|--|---|
| Deferred tax liabilities | | | | | |
| Gain on cash flow hedges | (172) | - | (748) | - | (920) |
| Branch profit tax | (427) | (115) | - | - | (542) |
| MTM on derivative instruments designated as fair value hedges | - | (46) | - | - | [46] |
| Depreciation / amortisation | 32 | 31 | - | - | 63 |
| Provision for doubtful debts & advances | 43 | 8 | - | - | 51 |
| Provision for employee benefits | 98 | 55 | - | - | 153 |
| Realised gain on forward contracts | 41 | 95 | (41) | - | 95 |
| Others | 9 | | - | - | 9 |
| MAT Credit | 2,574 | 440 | (440) | 2 | 2,576 |
| Net deferred tax assets/(liabilities) | 2,198 | 468 | (1,229) | 2 | 1,439 |



8 (V) Summary of minimum alternate tax (MAT) credit available for set off against future tax liability arising under normal provision of Income tax Act, 1961 for the year ended 31 March 2018

(₹ in Mn)

| Financial year | MAT credit | Set-off in earlier years | Balance brought forward in current year | MAT Credit tilised during the Current Year | Balance MAT to be carried forward to next year |
|----------------|------------|-----------------------------|---|--|---|
| 2007-08 | 184 | 184 | - | - | - |
| 2008-09 | 218 | 218 | - | - | - |
| 2009-10 | 272 | 87 | 185 | - | 185 |
| 2010-11 | 454 | - | 454 | - | 454 |
| 2011-12 | (0) | - | (0) | - | (0) |
| 2012-13 | 0 | - | 0 | - | 0 |
| 2013-14 | 366 | - | 366 | - | 366 |
| 2014-15 | 485 | - | 485 | - | 485 |
| 2015-16 | 647 | - | 647 | - | 647 |
| 2016-17* | 334 | - | 334 | - | 334 |
| 2017-18 | 59 | - | 59 | - | 59 |
| Total | 3,019 | 489 | 2,530 | - | 2,530 |

^{*}Reduction in MAT for the year ended 31 March 2017 is ₹ 106 Mn due to Ind AS transitional deductions as per section 115JB of Income Tax Act 1961.

8 (VI) Summary of minimum alternate tax (MAT) credit available for set off against future tax liability arising under normal provision of Income tax Act, 1961 for the year ended 31 March 2017

(₹ in Mn)

| Financial year | MAT credit | Set-off in earlier years | Balance brought forward in current year | MAT Credit tilised during the Current Year | Balance MAT to be carried forward to next year |
|----------------|------------|-----------------------------|---|--|---|
| 2007-08 | 184 | 184 | - | - | - |
| 2008-09 | 218 | 218 | - | - | - |
| 2009-10 | 272 | 87 | 185 | - | 185 |
| 2010-11 | 454 | - | 454 | - | 454 |
| 2011-12 | (0) | - | (0) | - | (0) |
| 2012-13 | 0 | - | 0 | - | 0 |
| 2013-14 | 365 | - | 365 | - | 365 |
| 2014-15 | 485 | - | 485 | - | 485 |
| 2015-16 | 647 | - | 647 | - | 647 |
| 2016-17 | 440 | = | 440 | - | 440 |
| Total | 3,065 | 489 | 2,576 | - | 2,576 |

9 OTHER NON CURRENT ASSETS

| | As at | As at |
|--|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Prepaid expenses | 106 | 155 |
| Advance recoverable in cash or kind including Indirect tax recoverable | 914 | 1,118 |
| | 1,020 | 1,273 |







10 CURRENT INVESTMENTS

| Particulars | Face value | Units as at | Amount as at | Amount as at |
|---|------------|--------------------|--------------|--------------|
| rai ticutai s | per unit | 31-03-2018 | 31-03-2018 | 31-03-2017 |
| Mutual funds - Unquoted | per unit | 31-03-2010 | 31-03-2010 | 31-03-2017 |
| Aditya Birla SL Cash Manager Direct-G | 100 | 1,647,931 | 719 | |
| Aditya Birla SL Savings Direct-G | 100 | 2,082,654 | 717 | _ |
| Aditya Birla SL Banking & PSU Debt Direct-G | 10 | 9,318,580 | 488 | |
| ABSL Interval Income Fund - Quarterly Plan - Series 1 | 10 | 8,954,034 | 202 | |
| Birla Sun Life Savings Fund - Dir - DDR | 100 | - | | 222 |
| Birla Sun Life Short Term Fund - Dir - MDR | 10 | _ | _ | 553 |
| ICICI Pru Savings Direct-G | 10 | 2,691,513 | 728 | - |
| ICICI Prudential FMP Series 82 - 103 Days Plan 0 | 10 | 20,000,000 | 201 | |
| ICICI Pru Flexible Income Direct-G | 10 | 450,196 | 151 | |
| ICICI Prudential Savings Fund - Direct Plan - Growth | 10 | 593,833 | 160 | |
| ICICI Prudential Flexible Income Plan - Direct - DDR | 100 | - | - | 200 |
| ICICI Prudential Ultra Short Term Plan - Dir - DDR | 10 | _ | _ | 811 |
| ICICI Prudential Short Term Fund - Dir - MDR | 10 | | | 89 |
| ICICI Prudential Savings Plan - Direct - DDR | 100 | _ | | 60 |
| ICICI Prudential Banking & PSU Debt Fund -Dir- DDR | 100 | - | - | 131 |
| | 1,000 | 1///17 | 345 | 131 |
| Invesco India Liquid Direct-G Invesco India Medium Term Bond Direct-G | 1,000 | 144,417 221,719 | 403 | |
| Invesco India Medium Term Bond Fund-Dir-DDR | 1,000 | 221,/17 | 403 | 166 |
| | 1,000 | 20 /05 /// | 1,000 | 100 |
| Kotak Equity Arbitrage Direct-G | | 39,495,646 | 1,008 | |
| Kotak Low Duration Direct-G | 100 | 394,800 | 865 | |
| Kotak FMP Series 218 - 92 Days Direct-G | | 10 | 242 | - 7/5 |
| Kotak Bond Short Term Plan - Dir -MDR | 10 | - | - | 745 |
| Kotak Low Duration Fund - Direct Plan - MDR | 1,000 | - 145 5 (0) | - | 406 |
| L&T Liquid-G | 100 | 115,569 | 275 | = |
| L&T Liquid Fund Direct Plan -G | 100 | 100,863 | 240 | - |
| L&T Short Term Opportunity Fund-Dir-MDR | 10 | - | - | 451 |
| L&T Ultra Short Term Fund -Dir- DDR | 10 | - | - | 384 |
| L&T Floating Rate Fund - Direct - MDR | 10 | - | - | 523 |
| L&T Banking and PSU Debt Fund -Dir- MDR | 10 | - | - | 732 |
| Reliance Medium Term Direct-G | 10 | 27,398,180 | 1,019 | - |
| Reliance Arbitrage Advantage Fund- Direct-G | 10 | 5,487,812 | 403 | - |
| Reliance Fixed Horizon Fund XXXVI Series 4 Direct-G | 10 | 35,000,000 | 353 | - |
| Reliance Monthly Interval Fund Series II Direct - Growth | 10 | 13,033,618 | 302 | - |
| Reliance Medium Term Fund-Dir - DDR | 10 | - | - | 397 |
| Reliance Short-term Direct-MDR | 10 | - | - | 250 |
| Reliance Money Manager Fund-Dir - DDR | 1,000 | - | - | 554 |
| UTI SPrEAD Direct-G | 10 | 23,116,745 | 554 | |
| UTI Banking & PSU Debt Fund -Dir- DDR | 10 | - | - | 667 |
| UTI Treasury Advantage Fund - Direct - MDR | 1,000 | - | - | 292 |
| Franklin India Low Duration Direct-G | 10 | 37,561,903 | 762 | 580 |
| Franklin India Ultra Short Bond Super Inst Direct-G | 10 | 42,447,366 | 1,025 | = |
| Edelweiss Arbitrage Direct-G | 10 | 15,244,367 | 201 | = |
| IDFC Cash Plan Direct- G | 100 | 293,792 | 620 | - |
| HDFC Liquid Direct-G | 100 | 70,191 | 240 | - |
| HDFC Cash Mgmt Fund- Treasury Advantage- Dir- DDR | 10 | - | - | 205 |
| HDFC Short Term Opportunities Fund - FDR | 10 | - | - | 356 |
| HDFC Banking and PSU Debt Direct-WDR | 10 | - | - | 370 |
| SBI Treasury Advantage Fund - Direct Plan - Growth | 100 | 212,823 | 421 | - |
| SBI Short Term Debt Fund -Dir- MDR | 10 | - | - | 262 |
| Total | | | 12,644 | 9,406 |



11 TRADE RECEIVABLES

(₹ in Mn)

| | As at | As at |
|---|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Unsecured, considered good | | |
| Due from related parties (refer note 42) | 761 | 638 |
| Due from others | 12,514 | 10,588 |
| Unsecured, considered doubtful | 327 | 230 |
| Less : Allowance for bad & doubtful debts | (327) | (230) |
| | 13,275 | 11,226 |

Allowance for bad & doubtful debts movement

(₹ in Mn)

| | <u> </u> | (X 111 14111) | | |
|--|------------|---------------|--|--|
| | As at | Asat | | |
| | 31-03-2018 | 31-03-2017 | | |
| Balance at the beginning of the year | 230 | 219 | | |
| Additions during the year, net | 104 | 16 | | |
| Uncollectable receivables charged against allowances | (31) | - | | |
| Exchange gain/(loss) | 24 | (5) | | |
| Balance at the end of year | 327 | 230 | | |

12 CASH AND CASH EQUIVALENT

(₹ in Mn)

| | As at | Asat |
|-----------------------|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Cash on hand | - | - |
| Balances with bank | | |
| - in current accounts | | |
| Overseas | 1,401 | 914 |
| Domestic | 428 | 231 |
| - in deposit accounts | - | 159 |
| Remittance in transit | 650 | 568 |
| | 2,479 | 1,872 |

13 OTHER BANK BALANCES

(₹ in Mn)

| | As at | As at |
|---|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Earmarked balances with banks (unclaimed dividend) | 4 | 3 |
| Cash and bank balance not available for immediate use | 15 | 31 |
| | 19 | 34 |

14 CURRENT LOANS

| | As at 31-03-2018 | |
|----------------------------|---------------------|-----|
| Unsecured, considered good | | |
| Security deposits | 235 | 154 |
| | 235 | 154 |







15 OTHER CURRENT FINANCIAL ASSETS

(₹ in Mn)

| | As at | As at |
|-----------------------------|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Advances to employees | 385 | 260 |
| Forward contract receivable | 1,581 | 2,251 |
| Others | - | 1 |
| | 1,966 | 2,512 |

16 OTHER CURRENT ASSETS

(₹ in Mn)

| | As at | As at |
|---|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Prepaid expenses | 674 | 809 |
| Advances recoverable in cash or in kind | 277 | 44 |
| Advances to vendors | 78 | 22 |
| | 1,029 | 875 |

17 SHARE CAPITAL

I) Share capital authorised, issued, subscribed and paid up:

(₹ in Mn)

| | As at | As at |
|---|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Authorised: | | |
| 260,000,000 equity shares of ₹ 1 each * | 260 | 240 |
| (Previous year 240,000,000 of ₹ 1 each) | | |
| | 260 | 240 |
| Issued, paid up and subscribed | | |
| 171,999,263 equity shares for ₹ 1 each | 172 | 171 |
| (Previous year 170,571,113 of ₹ 1 each) | | |
| | 172 | 171 |

^{*} Pursuant to scheme of amalgamation of AugmentIQ Data Sciences Private Limited (transferor company) with the Company, the authorised share capital of ₹ 20 Mn is transferred to the Company (refer no. 40)

II) Terms/rights attached to equity shares

The Company has only one class of equity shares having a par value of ₹ 1 per share. Each holder of equity shares is entitled to one vote per share. The Company declares and pays dividend in Indian rupees.

III) Shareholders holding more than 5% of equity shares as at the end of the year:

| Name of Shareholder | Number of Shares | Shareholding % |
|-------------------------|---------------------|----------------|
| | As at 31- | 03-2018 |
| Larsen & Toubro Limited | 142,693,637 | 82.96% |
| | As at 31-03-2017 | |
| Larsen & Toubro Limited | 143,750,000 | 84.28% |



IV) Reconciliation of the number of equity shares and share capital:

Due to allotment of shares on exercise of stock options by employees, there was a movement in share capital for the year ended 31 March 2018 and the year ended 31 March 2017 as given below:

(₹ in Mn)

| | As at | As at |
|---|-------------|-------------|
| | 31-03-2018 | 31-03-2017 |
| Issued, subscribed and fully paid up equity shares outstanding at the beginning | 170,571,113 | 169,816,188 |
| Add: Shares issued on exercise of employee stock options | 1,428,150 | 754,925 |
| Issued, subscribed and fully paid up equity shares | 171,999,263 | 170,571,113 |

V) Stock option plans:

Employee Stock Ownership Scheme ('ESOS Plan')

The grant of options to the employees under ESOS Plan is on the basis of their performance and other eligibility criteria.

| Sr. no | Particulars | ESOP scheme 2000 I,II & III | | | | | U.S. Stock Option Sub-plan 2006 | | cheme 15 |
|-----------|---|--------------------------------|---------|------------------|-----------|-----------------|------------------------------------|-----------|----------------|
| | | 2017-18 | 2016-17 | 2017-18 | 2016-17 | 2017-18 | 2016-17 | 2017-18 | 2016-17 |
| i | Grant Price | ₹5 | ₹5 | ₹2 | ₹2 | USD 2.4 | USD 2.4 | ₹1 | ₹ 1 |
| ii | Grant Dates | 01 Apr | | 01 Octob onwa | | 15 Marc onwa | = | 10 Jun | |
| iii | Vesting commences on | 01 Apr | | 01 Octob onwa | | 15 Marc onwa | = | 10 Jun | e 2017 ards |
| iv | Options granted & outstanding at the beginning of the year | 36,720 | 82,660 | 1,450,725 | 2,350,106 | 47,000 | 143,650 | 3,596,300 | - |
| V | Options reinstated during the year | - | - | - | - | | - | | |
| vi | Options granted during the year | - | - | - | - | | - | 129,300 | 3,658,000 |
| vii | Options allotted/execised during the year | 3,375 | 11,830 | 673,315 | 725,445 | 8,000 | 17,650 | 743,460 | - |
| viii | Options Lapsed/cancelled during the year | 12,000 | 34,110 | 92,108 | 173,936 | - | 79,000 | 132,000 | 61,700 |
| ix | Options granted & outstanding at the end of the year | 21,345 | 36,720 | 685,302 | 1,450,725 | 39,000 | 47,000 | 2,850,140 | 3,596,300 |
| X | Options vested at the end of the year out of (ix) | 21,345 | 36,720 | 447,852 | 223,760 | 39,000 | 47,000 | 312,600 | - |
| xi | Options unvested at the end of the year out of (ix) | - | _ | 237,450 | 1,226,965 | - | - | 2,537,540 | 3,596,300 |
| xii | Weighted average remaining contractual life of options (in years) | - | - | 0.7 | 1.7 | - | - | 5.3 | 6.2 |

The number and weighted average exercise price of stock options are as follows:

| | Particulars | 2017-18 | | 2016-17 | |
|-----|--|--------------|------------------|--------------|------------------|
| | | No. of stock | Weighted average | No. of stock | Weighted average |
| | | options | exercise price | options | exercise price |
| i | Options granted & outstanding at the beginning of the year | 5,130,745 | 2.73 | 2,576,416 | 11.14 |
| ii | Options reinstated during the year | - | - | - | - |
| iii | Options granted during the year | 129,300 | 1.00 | 3,658,000 | 1.00 |
| iv | Options allotted during the year | 1,428,150 | 2.35 | 754,925 | 5.64 |
| V | Options Lapsed/cancelled during the year | 236,108 | 1.59 | 348,746 | 36.92 |
| vi | Options granted & outstanding at the end of the year | 3,595,787 | 2.90 | 5,130,745 | 2.73 |
| VII | Options vested at the end of the year out of (v) | 820,797 | 9.03 | 307,480 | 25.84 |







- VI) The aggregate number of equity shares allotted as fully paid up by way of bonus shares in immediately preceding five years ended 31 March 2018 are Nil (previous period of five years ended 31 March 2017 Nil)
- VII) The aggregate number of equity shares issued pursuant to contract, without payment being received in cash in immediately preceding five years ended 31 March 2018 Nil (previous period of five years ended 31 March 2017 Nil)
- VIII) During the year ended 31 March 2018, the amount of interim dividend distributed to equity shareholder was ₹ 8.00 per equity share for the year ended 31 March 2018 and final dividend of ₹ 9.70 per equity share for the year ended 31 March 2017.
- IX) Weighted average share price at the date of exercise for stock options exercised during the year is ₹ 850 per share.
- X) Weighted average fair value of options granted during the year is ₹ 644.71
- XI) The fair value has been calculated using the Black-Scholes Option Pricing model and significant assumptions and inputs to estimate the fair value options granted during the year are as follows:

| Sr. | Particulars | 2017-18 | 2016-17 |
|-----|---|----------------------------------|----------------------------------|
| no | | | |
| i | Weighted average risk-free interest rate | 6.69% | 7.10% |
| ii | Weighted average expected life of options | 3 years | 3 years |
| iii | Weighted average expected volatility | 17.88% | 19.23% |
| iv | Weighted average expected dividends over the life of option | ₹ 115.33 | ₹ 115.56 |
| V | Weighted average share price | ₹ 644.71 | ₹ 407.74 |
| vi | Weighted average exercise price | ₹ 1 | ₹1 |
| vii | Method used to determine expected volatility | The expected volatility has been | The expected volatility has been |
| | | calculated based on historic | calculated based on historic |
| | | volatility IT Index | volatility IT Index |

XII) The balance in share option outstanding account as at 31 March 2018 is ₹ 1,217 Mn (previous year ₹ 1,511 Mn)

18 OTHER EQUITY

| Sr. | Particulars | 2017-18 | 2016-17 |
|-----|---|---------|---------|
| no | | | |
| 1) | General Reserve | | |
| | Opening balance | 3,463 | 3,772 |
| | Add: Employee stock compensation expense | 2 | 8 |
| | Less: General Reserve on amalgamation (Refer note 40) | (60) | (317) |
| | | 3,405 | 3,463 |
| 11) | Hedging Reserve | | |
| | Opening balance | 3,081 | 877 |
| | Add: Movement in forward contracts receivable | 1,477 | 4,641 |
| | Less: Amount reclassified to profit or loss | (2,966) | (1,460) |
| | Add/(Less): Deferred tax related to above | 433 | (977) |
| | | 2,025 | 3,081 |
|) | Share Premium | | |
| | Opening balance | 1,498 | 1,473 |
| | Add: Additions during the year | 321 | 25 |
| | | 1,819 | 1,498 |
| IV) | Employee Stock option outstanding | | |
| | Opening balance | 1,511 | 77 |
| | Add: Additions during the year | 83 | 1,492 |
| | Less: Transferred to general reserve | (377) | (8) |
| | Less: Deductions during the year | _ | (50) |



(₹ in Mn)

| Sr. | Particulars | 2017-18 | 2016-17 |
|-----|--|---------|---------|
| no | | | |
| | | 1,217 | 1,511 |
| | Deferred employee compensation expense | | |
| | Opening balance | (945) | - |
| | Add: Additions during the year | 562 | 547 |
| | Less: Deductions during the year | [83] | (1,492) |
| | | (466) | (945) |
| | Balance to be carried forward | 751 | 566 |
| V) | Capital Reserve | | |
| | Opening balance | 0 | 0 |
| | Add: Additions during the year | - | - |
| | | 0 | 0 |
| VI) | Retained Earnings | | |
| | Opening balance | 20,990 | 13,272 |
| | Add: Transfer due to amalgamation | - | 365 |
| | Add: Profit for the year | 11,601 | 9,376 |
| | Add: Other comprehensive income | 62 | (45) |
| | Less: Dividend (including dividend distribution tax) | (3,639) | (1,978) |
| | | 29,014 | 20,990 |
| | | 37,014 | 29,598 |

OTHER NON CURRENT FINANCIAL LIABILITIES

(₹ in Mn)

| | | (\$ 111 14111) |
|---|------------|----------------|
| | As at | As at |
| | 31-03-2018 | 31-03-2017 |
| Liability for customer settlement expense | 204 | = |
| | 204 | - |

20 (I) NON CURRENT PROVISIONS

| | As a | t As a | As at |
|----------------------------------|------------|--------|-------|
| | 31-03-2018 | | 17 |
| Post retirement medical benefits | 169 | 7 17 | 74 |
| Others | 11 | 11 | 11 |
| | 280 | 28 | 35 |

20(II) Disclosure pursuant to Accounting Standard (Ind-AS) 37 "Provisions, Contingent Liabilities and Contingent Assets" movement in provisions.

| Sr. | Particulars | Class of provisions | | |
|-----|--------------------------------------|---------------------|--------|-------|
| No. | | Sales Tax | Others | Total |
| i | Balance as at 1-4-2017 | 4 | 107 | 111 |
| ii | Additional provision during the year | - | - | - |
| iii | Provision used during the year | - | - | - |
| iv | Provision reversed during the year | - | - | - |
| V | Balance as at 31-03-2018 | 4 | 107 | 111 |







21 TRADE PAYABLES

(₹ in Mn)

| | As at | As at |
|--|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Due to related parties (Refer Note 42) | 83 | 272 |
| Due to others | 1,370 | 1,011 |
| Accrued expenses | 2,255 | 2,071 |
| | 3,708 | 3,354 |

22 OTHER CURRENT FINANCIAL LIABILITIES

(₹ in Mn)

| | As at | As at |
|--|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Unclaimed dividend | 4 | 3 |
| Gratuity liability | 128 | 157 |
| Employee liabilities (others) | 3,806 | 3,690 |
| Liability on credit support agreement | 1,617 | 2,023 |
| Liability for customer settlement expenses | 219 | - |
| Others | 57 | 52 |
| | 5,831 | 5,925 |

23 OTHER CURRENT LIABILITIES

(₹ in Mn)

| | As at | As at |
|---------------|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Other Payable | 1,411 | 1,102 |
| | 1,411 | 1,102 |

24 CURRENT PROVISIONS

(₹ in Mn)

| (1111111 | | (|
|----------------------------------|------------|------------|
| | As a | As at |
| | 31-03-2018 | 31-03-2017 |
| Compensated absences | 1,759 | 1,575 |
| Post-retirement medical benefits | 2 | 1 |
| | 1,761 | 1,576 |

25 REVENUE FROM OPERATIONS

| | 2017-18 | 2016-17 |
|---------|---------|---------|
| Revenue | 69,064 | 61,829 |
| | 69,064 | 61,829 |



OTHER INCOME

(₹ in Mn)

| · · · · · · · · · · · · · · · · · · · | | (• • • • • • • • • • • • • • • • • • • |
|--|---------|---|
| | 2017-18 | 2016-17 |
| Income from current investments in mutual fund | 738 | 194 |
| Interest received from bank and others | 7 | 16 |
| Foreign exchange gain * | 3,468 | 1,522 |
| Dividends from subsidiaries | 579 | 141 |
| Miscellaneous income | 74 | 110 |
| Gains from buyback of shares by subsidiary | 388 | - |
| | 5,254 | 1,983 |

^{*} The foreign exchange gain reported above includes gain on forward contracts which are designated as cash flow hedges of ₹ 2,966 Mn (previous year 31 March 2017 ₹ 1,460 Mn). Since the Company hedges its operational business exposure on a net basis (i.e. expected revenue in foreign currency less expected expenditure in related currency), the aforesaid gain on forward contracts relates to the business operations of the company.

EMPLOYEE BENEFIT EXPENSES

(₹ in Mn)

| (Cili Pill) | | |
|---|---------|---------|
| | 2017-18 | 2016-17 |
| Salaries including overseas staff expenses | 38,013 | 32,862 |
| Share based payments to employees | 400 | 428 |
| Staff welfare | 408 | 516 |
| Contribution to provident and other funds | 480 | 377 |
| Contribution to superannuation fund | 45 | 54 |
| Contribution to gratuity fund | 155 | 115 |
| Contribution to social security and other funds | 1,847 | 1,623 |
| | 41,348 | 35,975 |

OPERATING EXPENSES

| | 2017-18 | 2016-17 |
|---|---------|---------|
| Consultancy charges | 5,400 | 4,462 |
| Cost of equipment, hardware and software packages | 3,386 | 3,313 |
| Travelling and conveyance | 2,343 | 2,343 |
| Rent and establishment expenses | 1,757 | 1,615 |
| Repairs and maintenance | 813 | 798 |
| Customer settlement expense * | 617 | - |
| Telephone charges and postage | 352 | 317 |
| Recruitment expenses | 352 | 205 |
| Power and fuel | 328 | 318 |
| Advertisement | 219 | 191 |
| Rates and taxes | 218 | 204 |
| Communication expenses | 147 | 187 |
| Insurance charges | 53 | 51 |
| Allowance for doubtful debts and advances | 121 | 16 |
| Bad debts | 31 | - |
| Less:Provision written back | (17) | - |
| Miscellaneous expenses | 166 | 121 |
| | 16,286 | 14,141 |

^{*} Customer settlement expense are in relation to one time commercial settlement entered by the Company with one of its clients on 27 March 2018.







29 FINANCE COST

(₹ in Mn)

| | 2017-18 | 2016-17 |
|---|---------|---------|
| Interest on deposits with respect to credit support agreement | 133 | 29 |
| Others | 5 | 3 |
| | 138 | 32 |

30 OTHER EXPENSES

(₹ in Mn)

| | 2017-18 | 2016-17 |
|--------------------------------|---------|---------|
| Legal and professional charges | 765 | 620 |
| Books and periodicals | 20 | 10 |
| Directors fees | 31 | 11 |
| Other miscelleneous expenses | 133 | 92 |
| | 949 | 733 |

31 (I) CURRENT TAX (NET)

(₹ in Mn)

| | 2017-18 | 2016-17 |
|---|---------|---------|
| Current tax | 3,429 | 2,915 |
| Provision for earlier year written (back)/off | (99) | 19 |
| | 3,330 | 2,934 |

31 (II) DEFERRED TAX

(₹ in Mn)

| | 2017-18 | 2016-17 |
|---|---------|---------|
| Deferred tax charge/(credit) | [294] | (28) |
| MAT credit entitlement for current year * | 47 | (440) |
| | (247) | (468) |

^{*}MAT credit for year ended 31 March 2018 of ₹ 59 Mn is net off reduction in MAT for year ending 31 March 2017 ₹ 106 Mn due to Ind AS transitional deductions as per section 115JB of Income Tax Act 1961.

31(III) A reconciliation of the income tax provision to the amount computed by applying enacted income tax rate to the profit before income taxes is summarized below:

| | 2017-18 | 2016-17 |
|--|---------|---------|
| Profit before income taxes | 14,684 | 11,842 |
| Enacted tax rates in India | 34.608% | 34.608% |
| Computed expected tax expense | 5,082 | 4,098 |
| Effect due to non-taxable income for Indian tax purposes | (1,817) | (1,360) |
| Overseas taxes | 126 | 166 |
| Short/(excess) provision, Overseas and Domestic | 7 | 19 |
| Effect of non taxable income | (101) | (741) |
| Effect of allowances of eligible expenses | (774) | (410) |
| Effect of non-deductible expenses | 772 | 480 |
| Effect of deferred taxes | (294) | (28) |
| Book profit related to capital loss for income tax purpose | (133) | = |
| Others | 215 | 242 |
| Tax expense as per statement of profit and loss | 3,083 | 2,466 |



31(IV) Applicable tax rates in various tax jurisdictions for the year ended 31 March 2018 is given below:

| Jurisdiction of branches | Applicable tax rates (%) |
|--------------------------|--------------------------|
| Australia | 30.00 |
| Belgium | 33.00 |
| Costa Rica | 30.00 |
| Denmark | 22.00 |
| Finland | 20.00 |
| France | 33.33 |
| Japan | 23.40 |
| Netherlands | 20.00 |
| Norway | 23.00 |
| Philippines | 30.00 |
| Poland | 19.00 |
| Qatar | 10.00 |
| Saudi Arabia | 20.00 |
| South Africa | 28.00 |
| Singapore | 17.00 |
| Sweden | 22.00 |
| United Kingdom | 19.00 |
| United States * | 31.50 |

^{*} Tax rate in United States has changed from 35% to 21% w.e.f. 1 January 2018. Rate mentioned above is weighted average rate for the year ended 31 March 2018.

STATEMENT OF OTHER COMPREHENSIVE INCOME

(₹ in Mn)

| | 2017-18 | 2016-17 |
|---|---------|---------|
| Items that will not be reclassified to profit or loss | | |
| Defined benefit plan actuarial gain/(loss) | 80 | (57) |
| Income tax on defined benefit plan actuarial gain/(loss) | (18) | 12 |
| | 62 | (45) |
| Items that will be reclassified to profit or loss | | |
| Net changes in fair value of cash flow hedges | [1,489] | 3,181 |
| Income tax on net changes in fair value of cash flow hedges | 433 | (977) |
| | (1,056) | 2,204 |
| | (994) | 2,159 |

CONTINGENT LIABILITIES

| | | As at | As at |
|---|--|------------|------------|
| | | 31-03-2018 | 31-03-2017 |
| 1 | Income tax liability that may arise in respect of which the Company is in appeal * | 2,391 | 1,971 |
| 2 | Corporate guarantee given on behalf of subsidiary ** | 3,456 | 3,726 |
| 3 | Service tax refund disallowed in respect of which the Company is in the appeal# | 92 | 81 |
| | | 5,939 | 5,778 |

^{*} Out of contingent Tax liability disclosed above, ₹ 2,165 Mn (including interest of ₹ 185 Mn), pertains to the tax demand arising on account of disallowance of exemption u/s 10A/10AA on profits earned by STPI Units/SEZ units on onsite export revenue. Company is pursuing appeals against these demands before the relevant Appellate Authorities. The company believes that its position is likely to be upheld by appellate authorities and considering the facts, the ultimate outcome of these proceedings is not likely to have material adverse effect on the results of operations or the financial position of the Company.

^{**} The Company has given a corporate guarantee on behalf of its wholly owned subsidiary L&T Infotech Financial Services Technologies Inc (LTIFST). The guarantee is for performance of all obligations by LTIFST in connection with its long term annuity services contracts with customer. The obligation under this guarantee is limited in aggregate to the amount of CAD 70,000,000.

[#] The Company had filed for refund of accumulated service tax credit in accordance with relevant CENVAT credit Rules. However, the department has disallowed certain portion of such refunds considering the same as ineligible as not related with output services. The Company is in appeal against these disallowances before the relevant Authorities and is hopeful of getting a favorable order.







Estimated amount of contracts remaining to be executed on capital account (net of advances) and not provided for: ₹ 178 Mn (previous year

35 **EMPLOYEE BENEFITS**

I) The amounts recognised in balance sheet are as follows:

(₹ in Mn)

| | | Gratuity plan | |
|----|---|------------------|------------------|
| | | As at 31-03-2018 | As at 31-03-2017 |
| a) | Present value of defined benefit obligation | | |
| | - Wholly funded | 798 | 684 |
| | - Wholly unfunded | - | - |
| b) | Fair value of plan assets as on* | 670 | 527 |
| | Amount to be recognised as liability or (asset) (a-b) | 128 | 157 |
| | Net liability/(asset)-current | 128 | 157 |
| | Net liability/(asset)- non current | - | - |

^{*} Asset is not recognised in the balance sheet

(₹ in Mn)

| | | Post-retirement medical benefit plan | |
|----|---|---|------------------|
| | | | |
| | | As at 31-03-2018 | As at 31-03-2017 |
| Α. | | | |
| a) | Present value of defined benefit obligation | | |
| | - Wholly funded | - | = |
| | - Wholly unfunded | 171 | 175 |
| b) | Fair value of plan assets | - | - |
| | Amount to be recognised as liability or (asset) (a-b) | 171 | 175 |
| В. | | | |
| | Amounts reflected in the balance sheet | | |
| | Liability | 171 | 175 |
| | Assets | - | - |
| | Net liability/(asset) | 171 | 175 |
| | Net liability/(asset)-current | 2 | 1 |
| | Net liability/(asset)- non current | 169 | 174 |

| | | Provident fund plan (refer note (X)(iii) below) | |
|----|--|--|------------------|
| | | | |
| | | As at 31-03-2018 | As at 31-03-2017 |
| Α. | | | |
| a) | Present value of defined benefit obligation | | |
| | - Wholly funded | 5,865 | 4,910 |
| | - Wholly unfunded | - | - |
| b) | Fair value of plan assets | 5,914 | 4,939 |
| | Amount to be recognised as liability or (asset) (a-b)* | [49] | (29) |
| В. | | | |
| | Amounts reflected in the balance sheet | | |
| | Liability | 78 | 62 |
| | Assets | - | = |
| | Net liability/[asset]# | 78 | 62 |
| | Net liability/(asset)-current | 78 | 62 |
| | Net liability/(asset)- non current | - | - |

[#] Employer's and employee's contribution for March 2018 paid in April 2018 * Asset is not recognised in the balance sheet



The amounts recognised in statement of profit and loss are as follows:

(₹ in Mn)

| | | Gratuity plan | |
|------|---|------------------|------------------|
| | | As at 31-03-2018 | As at 31-03-2017 |
| i. | Current service cost | 135 | 112 |
| ii. | Past service cost | 13 | - |
| iii. | Administration expenses | - | = |
| iv. | Interest on net defined benefit liability / (asset) | 7 | 3 |
| ٧. | (Gains) / losses on settlement | - | - |
| Tota | l expense charged to profit and loss account | 155 | 115 |

(₹ in Mn)

| | | Post-retirement medical benefit plan | |
|------|---|--------------------------------------|---------|
| | | 2017-18 | 2016-17 |
| i. | Current service cost | 43 | 27 |
| ii. | Past service cost | (7) | - |
| iii. | Administration expenses | - | = |
| iv. | Interest on net defined benefit liability / (asset) | 12 | 10 |
| ٧. | (Gains) / losses on settlement | - | - |
| Tota | al expense charged to profit and loss account | 48 | 37 |

(₹ in Mn)

| | | Provident fund plan | |
|------|--|---------------------|---------|
| | | 2017-18 | 2016-17 |
| 1. | Current service cost | 271 | 274 |
| 2. | Interest cost | 440 | 373 |
| 3. | Expected return on plan assets | (440) | (373) |
| Tota | al expense for the year included in staff cost | 271 | 274 |

III) The amounts recognised in statement of other comprehensive income (OCI) are as follows:

| | Gratui | ty plan | Post retirement m | edical benefit plan |
|---|---------|---------|-------------------|---------------------|
| | 2017-18 | 2016-17 | 2017-18 | 2016-17 |
| Opening amount recognized in OCI | 28 | (14) | 3 | (11) |
| Re-measurements during the period due to: | | | | |
| Changes in financial assumptions | 8 | 41 | (32) | 32 |
| Experience adjustments | (10) | (5) | (20) | (18) |
| Actual return on plan assets less interest on plan assets | (24) | 6 | - | - |
| Closing amount recognized in OCI | 2 | 28 | (49) | 3 |







IV) The changes in the present value of defined benefit obligation representing reconciliation of opening and closing balances thereof are as follows:

(₹ in Mn)

| | Gratuity pl | an . |
|---|-------------|---------|
| | 2017-18 | 2016-17 |
| Opening balance of defined benefit obligation | 684 | 579 |
| Current service cost | 135 | 112 |
| Past service cost | 13 | - |
| Interest on defined benefit obligation | 43 | 41 |
| Re-measurements due to | | |
| Acturial loss / (gain) arising from change in financial assumption | 8 | 41 |
| Acturial loss / (gain) arising from change in demographic assumptions | - | - |
| Acturial loss/ (gain) arising on account of experience changes | (10) | (5) |
| Benefits paid | (75) | (84) |
| Liabilities assumed / (settled)* | - | - |
| Liabilities extinguished on settlements | - | - |
| Closing balance of defined benefit obligation | 798 | 684 |

st On account of business combination or inter-company transfer

(₹ in Mn)

| | Post-retirement medical benefit pla | |
|---|-------------------------------------|---------|
| | 2017-18 | 2016-17 |
| Opening balance of defined benefit obligation | 174 | 124 |
| Current service cost | 44 | 27 |
| Past service cost | (7) | - |
| Interest on defined benefit obligation | 12 | 10 |
| Re-measurements due to | | |
| Acturial loss / (gain) arising from change in financial assumption | (32) | 31 |
| Acturial loss / (gain) arising from change in demographic assumptions | - | = |
| Acturial loss/ (gain) arising on account of experience changes | (20) | (18) |
| Benefits paid | - | - |
| Liabilities assumed / (settled)* | - | = |
| Liabilities extinguished on settlements | - | - |
| Closing balance of defined benefit obligation | 171 | 174 |

^{*} On account of business combination or inter-company transfer

| | Provident | fund plan |
|--|-----------|-----------|
| | 2017-18 | 2016-17 |
| Opening balance of defined benefit obligation | 4,910 | 4,254 |
| Add : Interest cost | 440 | 373 |
| Add : Current service cost | 271 | 274 |
| Add : Contribution by plan participants | 599 | 617 |
| Add/(Less) : actuarial (gains)/losses | - | - |
| Add: Business combination/acquisition | - | - |
| Less: Assets acquired/(settled)* | 287 | (50) |
| Liabilities assumed on acquisition/ (settled on divestiture) | - | - |
| Less : Benefits paid | [642] | (558) |
| Closing balance of defined benefit obligation | 5,865 | 4,910 |

 $[\]ensuremath{^*}$ On account of business combination or inter-company transfer



Changes in the fair value of plan assets representing reconciliation of the opening and closing balances thereof are as follows:

| | Gratui | ty plan | Post retirement me | edical benefit plan |
|---|---------|---------|--------------------|---------------------|
| | 2017-18 | 2016-17 | 2017-18 | 2016-17 |
| Post-retirement medical benefit plan | 527 | 493 | 4,939 | 4,264 |
| Employer's contributions | 157 | 87 | 265 | 271 |
| Expected return on plan assets | 36 | 38 | 440 | 373 |
| Administration expenses | - | - | - | - |
| Actuarial gains / (loss) | - | - | 312 | 47 |
| Re-measurements due to: | | | | |
| Actual return on plan assets less interest on plan assets | 24 | [7] | - | - |
| Contribution by plan participants | - | - | 602 | 592 |
| Benefits paid | (75) | (84) | (642) | (558) |
| Assets acquired/(settled)* | - | - | [1] | (50) |
| Assets distributed on settlements | - | - | | |
| Closing balance of plan assets | 669 | 527 | 5,915 | 4,939 |

 $[\]ensuremath{^*}$ On account of business combination or inter-company transfer

The Company expects to contribute $\stackrel{?}{\stackrel{\checkmark}}$ 128 Mn ($\stackrel{?}{\stackrel{\checkmark}}$ 157 Mn in 2016-17) towards its gratuity, in the next financial year.

VI) The major categories of plan assets as a percentage of total plan assets are as follows:

(₹ in Mn)

| | 2017-18 | |
|--|-----------------|----------------|
| | Gratuity plan | Provident fund |
| | | plan |
| Government of India securities | | 23.05% |
| State government securities | | 20.03% |
| Corporate bonds | | 17.27% |
| Fixed deposits under Special Deposit Scheme framed by central government for provident funds | Scheme with LIC | 5.74% |
| Public sector bonds | | 28.45% |
| Mutual Funds | | 3.01% |
| Others | | 2.45% |

VII) Principal actuarial assumptions at the balance sheet date :

| | | 2017-18 | 2016-17 |
|------|--|----------------|----------------|
| i. | Discount rate | | |
| | For gratuity | 7.60% | 6.75% |
| | For post -retirement medical benefits | 7.60% | 6.75% |
| ii. | Annual increase in healthcare costs (see note below) | 5.00% | 5.00% |
| iii. | Attrition rate : | Varies between | Varies between |
| | | 2% to 18% | 2% to 18% |
| iv. | Salary growth rate * | 6.00% | 5.00% |

^{*} Salary growth rate assumption has been revised to reflect the Company's average salary growth rate and current market conditions







VIII) Projected plan cash flow:

The table below shows the expected cash flow profile of the benefits to be paid to the current membership of the plan (which in case of serving employees, if any, is based on service accrued by employee up to valuation date):

As on 31 March 2018

(₹ in Mn)

| Maturity profile | Gratuity | Post-Retirement medical benefit liability |
|---|----------|---|
| Expected benefits for year 1 | 106 | 2 |
| Expected benefits for year 2 | 101 | 2 |
| Expected benefits for year 3 | 100 | 3 |
| Expected benefits for year 4 | 98 | 3 |
| Expected benefits for year 5 | 94 | 4 |
| Expected benefits for year 6 | 89 | 5 |
| Expected benefits for year 7 | 83 | 5 |
| Expected benefits for year 8 | 76 | 6 |
| Expected benefits for year 9 | 74 | 7 |
| Expected benefits for year 10 and above | 640 | 1,186 |

As on 31 March 2017

(₹ in Mn)

| Maturity profile | Gratuity | Post-Retirement medical benefit liability |
|---|----------|---|
| Expected benefits for year 1 | 96 | 1 |
| Expected benefits for year 2 | 87 | 2 |
| Expected benefits for year 3 | 86 | 2 |
| Expected benefits for year 4 | 82 | 3 |
| Expected benefits for year 5 | 77 | 3 |
| Expected benefits for year 6 | 72 | 4 |
| Expected benefits for year 7 | 66 | 5 |
| Expected benefits for year 8 | 61 | 5 |
| Expected benefits for year 9 | 54 | 6 |
| Expected benefits for year 10 and above | 469 | 1,036 |

The estimates of future salary increases considered in actuarial valuation, take into account inflation, seniority, promotion and other relevant factors, such as supply and demand in the employment market

IX) Sensitivity analysis

i) Post retirement benefits:

Although the obligation of the Company under the post-retirement medical benefit plan is limited to the overall ceiling limits, assumed healthcare cost trend rates may affect the amounts recognised in the statement of profit and loss. The benefit obligation results for the cost of paying future hospitalization premiums to insurance company and reimbursement of domiciliary medical expenses in future for the employee / beneficiaries during their lifetime is sensitive to discount rate, future increase in healthcare costs and longevity. The following table summarizes the impact in percentage terms on the reported defined benefit obligation at the end of the reporting period arising on account changes in these three key parameters:

| | Period ended 31 March 2018 |
|---|----------------------------|
| Discount Rate | |
| Impact of increase in 100 bps on defined benefit obligation | -17.38% |
| Impact of decrease in 100 bps on defined benefit obligation | 22.74% |
| Healthcare costs rate | |
| Impact of increase in 100 bps on defined benefit obligation | 17.71% |
| Impact of decrease in 100 bps on defined benefit obligation | -14.09% |
| Life expectancy | |
| Impact of increase by 1 year on defined benefit obligation | 0.57% |
| Impact of decrease by 1 year on defined benefit obligation | -0.59% |



Gratuity:

Gratuity is a lump sum plan and the cost of providing these benefits is typically less sensitive to small changes in demographic assumptions. The key actuarial assumptions to which the benefit obligation results are particularly sensitive to are discount rate and future salary escalation rate. The following table summarizes the impact in percentage terms on the reported defined benefit obligation at the end of the reporting period arising on account of an increase or decrease in the reported assumption as below:

| | Period ended | 31 March 2018 |
|---|---------------|------------------------|
| | Discount rate | Salary escalation rate |
| Impact of increase in 100 bps on defined benefit obligation | -6.08% | 6.80% |
| Impact of decrease in 100 bps on defined benefit obligation | 6.82% | -6.19% |

General descriptions of defined benefit plans:

Gratuity plan

The Company makes contributions to the Company's employees' Company Gratuity-cum-Life Assurance Scheme of the Life Insurance Corporation of India, a funded defined benefit plan for qualifying employees. The scheme provides for lump sum payment to employees at retirement or death while in employment or termination of employment of an amount equivalent to 15 days salary for every completed year of service or part thereof in excess of six months, provided the employee has completed five years in service.

Post-retirement medical benefit plan

The post-retirement medical benefit plan provides for reimbursement of health care costs to certain categories of employees post their retirement. The reimbursement is subject to an overall ceiling limit sanctioned at the time of retirement. The ceiling limits are based on cadre of the employee at the time of retirement.

Provident fund plan

The Company's provident fund plan is managed by its holding company through a Trust permitted under the Provident Fund Act, 1952. The plan envisages contribution by employer and employees and guarantees interest at the rate notified by the Provident Fund Authority. The contribution by employer and employee together with interest are payable at the time of separation from service or retirement whichever is earlier. The benefit under this plan vests immediately on rendering of service.

The interest payment obligation of trust managed provident fund is assumed to be adequately covered by the interest income on long term investments of the fund. Any shortfall in the interest income over the interest obligation is recognised immediately in the statement of profit and loss as actuarial loss. Any loss arising out of the investment risk and actuarial risk associated with the plan is also recognised as expense in the period in which such loss occurs. Further, on amount of ₹ Nil has been provided based on actuarial valuation towards the future obligation arising out of interest rate guarantee associated with the plan.

FINANCIAL INSTRUMENTS BY CATEGORY 36

I) Carrying value of financial instruments by categories are as follows:

| | As at 31-03-2018 | | | | As at 31-03-2017 | | | |
|----------------------------------|--------------------------------------|---------------------------------------|-------------------|--------|--------------------------------------|---------------------------------------|----------------|--------|
| | Fair value through P&L (FVTPL) | Fair value through OCI (FVTOCI) | Amortised cost | Total | Fair value through P&L (FVTPL) | Fair value through OCI (FVTOCI) | Amortised cost | Total |
| Financial assets | | | | | | | | |
| Investments | 12,645 | - | - | 12,645 | 9,406 | - | - | 9,406 |
| Trade receivables | - | - | 13,275 | 13,275 | - | - | 11,226 | 11,226 |
| Unbilled revenue | - | - | 8,191 | 8,191 | - | - | 4,668 | 4,668 |
| Cash and cash equivalents | - | - | 2,479 | 2,479 | - | - | 1,872 | 1,872 |
| Other bank balances | - | - | 19 | 19 | - | - | 34 | 34 |
| Loans | - | - | 619 | 619 | - | - | 465 | 465 |
| Derivative financial instruments | (50) | 2,351 | - | 2,301 | 220 | 3,897 | - | 4,117 |
| Other financial assets | - | - | 386 | 386 | - | - | 262 | 262 |
| Total | 12,595 | 2,351 | 24,969 | 39,915 | 9,626 | 3,897 | 18,527 | 32,050 |







(₹ in Mn)

| | As at 31-03-2018 | | | | As a | t 31 March 20' | 17 | |
|--|--------------------------------------|-------------|-------|-------|--------------------------------------|---------------------------|----------------|-------|
| | Fair value through P&L (FVTPL) | through OCI | | Total | Fair value through P&L (FVTPL) | Fair value through OCI | Amortised cost | Total |
| Financial liability | | | | | | | | |
| Current maturities of long term borrowings | - | - | - | - | - | - | - | - |
| Trade payables | - | - | 3,708 | 3,708 | - | - | 3,354 | 3,354 |
| Other financial liabilities | - | - | 6,035 | 6,035 | - | - | 5,925 | 5,925 |
| Total | - | - | 9,743 | 9,743 | - | - | 9,279 | 9,279 |

II) Fair value hierarchy used by the Company for valuation of financial assets and liabilities recognised at FVTPL and FVTOCI is as below:

- Level 1- Quoted prices (unadjusted) in the active markets for identical assets or liabilities.
- Level 2- Inputs other than quoted prices included with in level 1 that are observable for assets or liabilities either directly or indirectly.
- Level 3- Inputs for assets or liabilities that are not based on observable market data

(₹ in Mn)

| | As at 31-03-2018 | | | | As at 31-03-2017 | | | |
|----------------------------------|------------------|---------|---------|--------|------------------|---------|---------|--------|
| | Level 1 | Level 2 | Level 3 | Total | Level 1 | Level 2 | Level 3 | Total |
| Investments | 12,644 | - | 1 | 12,645 | 9,406 | _ | - | 9,406 |
| Derivative financial instruments | - | 2,301 | - | 2,301 | - | 4,117 | - | 4,117 |
| Total | 12,644 | 2,301 | 1 | 14,946 | 9,406 | 4,117 | - | 13,523 |

III) Financial risk management

The Company is exposed to foreign currency risk, interest rate risk, credit or counterparty risk and liquidity risk.

i) Currency risk

Primary market risk to the Company is foreign exchange risk.

The Company uses derivative financial instruments to mitigate foreign exchange related exposures. All derivative activities for risk management purposes are carried out by specialist teams that have the appropriate skills, experience and supervision.

The Company's revenues are principally in foreign currencies and the maximum exposure is in US dollars.

The Board of Directors has approved the Company's financial risk management policy covering management of foreign currency exposures. The treasury department monitors the foreign currency exposures and takes appropriate forward covers to mitigate its risk. The Company hedges its exposure on a net basis (i.e. expected earnings in foreign currency less expected expenditure in related currency) These hedges are cash flow hedges as well as hedges not designated as cash flow hedges.

The Company does not enter into hedge transactions for either trading or speculative purposes.

The outstanding forward contracts at the year end their maturity profile and sensitivity analysis are as under.

Fair value of forward contracts designated as cash flow hedges of USD-INR as at 31 March 2018 and 31 March 2017 was ₹ 49,722 Mn and ₹ 57,886 Mn respectively. Outstanding number of contracts as at 31 March 2018 were 266 and 31 March 2017 were 269

A) Notional value of forward contracts designated as cash flow hedges is given as below:

| | | | | (* , | |
|----------|---------------------|---------|------------------|----------------|--|
| Currency | As at 31- | 03-2018 | As at 31-03-2017 | | |
| | Amount in USD Mn | | Amount in USD Mn | Amount in ₹ Mn | |
| USD-INR | 730 | 52,945 | 848 | 61,818 | |



The foreign exchange forward contracts designated as cash flow hedges mature maximum within 36 months. The table below analyses the derivative financial instrument into relevant maturity Companying based on the remaining period as of the balance sheet. Contracts with maturity not later than twelve months include certain contracts which can be rolled over to subsequent periods in line with underlying exposures:

(₹ in Mn) In USD As at 31-03-2018 31-03-2017 Not later than twelve months 29,509 32.309 Later than twelve months 26.753 Total 52,945 61,818

Value-at-Risk (VaR)

To provide a meaningful assessment of the foreign currency risk associated with the Company's foreign currency derivative positions against off balance sheet exposures and unhedged portion of on-balance sheet exposures, the Company uses a multicurrency correlated VaR model. The VaR model uses a Monte Carlo simulation to generate thousands of random market price paths for foreign currencies against Indian rupee taking into account the correlations between them. The VaR is the expected loss in value of the exposures due to overnight movement in spot exchange rates, at 95% confidence interval. The VaR model is not intended to represent actual losses but is used as a risk estimation tool. The model assumes normal market conditions and is a historical best fit model. Because the Company uses foreign currency instruments for hedging purposes, the loss in fair value incurred on those instruments are generally offset by increases in the fair value of the underlying exposures for onbalance sheet exposures. The overnight VaR of the Company at 95% confidence level is ₹ 313 Mn as at 31 March 2018 (₹ 410 Mn as at 31 March 2017).

Actual future gains and losses associated with forward contracts designated as cash flow hedge may differ materially from the sensitivity analyses performed as of 31 March 2018 due to the inherent limitations associated with predicting the timing and amount of changes in foreign currency exchanges rates and the Company's actual exposures and position.

ii) Interest risk

The Company has no interest rate risk in case of borrowings as on 31 March 2018. However the Company invests its surplus funds in Debt mutual funds. The Company mitigates the risk of counter-party failure by investing in mutual fund schemes with large asset under management and having investments in debt instruments issued with sound credit rating.

Net assets value (NAV) of debt mutual funds are subject to changes in interest rates. Every one percent increase or decrease in the NAV of debt mutual funds where the company holds investments will impact he Company's profit after tax by ₹ 126 Mn in 2017-18 (₹ 94 Mn in 2016-17).

iii) Credit risk

The principal credit risk that the Company exposed to is non-collection of trade receivable and late collection of receivable leading to credit loss. The risk is mitigated by reviewing creditworthiness of the prospective customers prior to entering into contract and post contracting, through continuous monitoring of collections by a dedicated team.

The Company makes adequate provision for non-collection of trade receivable. Further, the Company has not suffered significant payment defaults by its customers.

In addition, for delay in collection of receivable, the Company has made provision for Expected Credit loss ('ECL') based on ageing analysis of its trade receivable. These range from 1.5% for dues outstanding up to six months to 19.2% for dues outstanding for more than 36 months for 2017-18 (Previous year 1.7% and 21.3% for dues outstanding up to 6 months and for more than 36 months respectively). No provision has been made on trade receivables in not due category.







ECL allowance for non-collection of receivable and delay in collection, on a combined basis was $\ref{thm:prop:eq}$ 67 Mn and $\ref{thm:prop:eq}$ 65 Mn for the financial years 2017-18 and 2016-17 respectively. The movement in allowance for doubtful debts comprising provision for both non-collection of receivables and delay in collections is as follows:

| - | | | |
|----|----|---|---|
| I₹ | ın | М | n |

| | 2017-18 | 2016-17 |
|--|---------|---------|
| Opening balance | 65 | 62 |
| Impairment loss recognised or (reversed) | 2 | 3 |
| Closing balance | 67 | 65 |

The percentage of revenue from its top five customers is 36.8% for 2017-18 (37.6% for 2016-17).

The Company is exposed to counter-party risk in relation to financial instruments taken to hedge its foreign currency risks. The counter- parties are banks and the Company has entered into contracts with the counter-parties for all its hedge instruments and in addition, entered into suitable credit support agreements to cap counter party risk where necessary.

iv) Liquidity risk

The Company's treasury department monitors the cash flows of the Company and surplus funds are invested in non-speculative financial instruments that are usually highly liquid funds.

The Company has no borrowings as on 31 March 2018 but it has credit facilities with banks that will help it to generate funds for the business if required.

The contractual maturities of financial assets and financial liabilities is as follows:

(₹ in Mn)

| | As | As at 31-03-2018 | | | As at 31-03-2017 | | |
|-----------------------------|---------------|--------------------|-------|---------------|--------------------|-------|--|
| | Within a year | More than one year | | Within a year | More than one year | Total | |
| Trade payables | 3,708 | - | 3,708 | 3,354 | - | 3,354 | |
| Other financial liabilities | 5,831 | 204 | 6,035 | 5,926 | - | 5,926 | |
| Total | 9,539 | 204 | 9,743 | 9,280 | - | 9,280 | |

| | As at 31-03-2018 | | | As at 31-03-2017 | | |
|----------------------------------|------------------|--------------------|--------|------------------|--------------------|--------|
| | Within a year | More than one year | Total | Within a year | More than one year | Total |
| Investments | 12,644 | 1 | 12,645 | 9,406 | | 9,406 |
| Trade receivables | 13,275 | | 13,275 | 11,226 | - | 11,226 |
| Unbilled revenue | 8,191 | | 8,191 | 4,668 | - | 4,668 |
| Cash and cash equivalent | 2,479 | | 2,479 | 1,872 | - | 1,872 |
| Other bank balances | 19 | | 19 | 34 | - | 34 |
| Loans | 235 | 384 | 619 | 154 | 311 | 465 |
| Derivative financial instruments | 1,580 | 721 | 2,301 | 2,251 | 1,866 | 4,117 |
| Other financial assets | 386 | - | 386 | 262 | | 262 |
| Total | 38,808 | 1,106 | 39,915 | 29,873 | 2,177 | 32,050 |



LEASES

Operating leases

The Company has taken certain premises, office equipment and employee cars under non-cancellable operating leases. The rental expense in respect of operating leases was ₹ 1,842 Mn. (previous year ₹ 1,686 Mn) and the future rentals payable are as follows:

(₹ in Mn)

| | 2017-18 | 2016-17 |
|--|---------|---------|
| Minimum lease payments | | |
| -payable not later than 1 year | 993 | 917 |
| -payable after 1 year but not later than 5 years | 3,263 | 3,643 |
| -payable after 5 years | 502 | 584 |
| | 4,758 | 5,144 |

AUDITOR'S REMUNERATION (excluding taxes) charged to the accounts include:

(₹ in Mn)

| | 2017-18 | 2016-17 |
|-----------------------|---------|---------|
| Audit fees | 2 | 2 |
| Tax audit fees | 1 | 0 |
| Other services | 2 | 2 |
| Expense reimbursement | - | - |
| | 5 | 4 |

BASIC AND DILUTED EARNINGS PER SHARE (EPS) AT FACE VALUE OF ₹ 1

| | 2017-18 | 2016-17 |
|---|-------------|-------------|
| Profit after tax (₹ in Mn) | 11,601 | 9,376 |
| Weighted average number of shares outstanding | 171,250,145 | 170,112,899 |
| Basic EPS (₹) | 67.74 | 55.11 |
| Weighted average number of shares outstanding | 171,250,145 | 170,112,899 |
| Add:Weighted average number of potential equity shares on account of employee stock options | 3,927,388 | 3,879,583 |
| Weighted average number of shares outstanding | 175,177,533 | 173,992,482 |
| Diluted EPS (₹) | 66.23 | 53.89 |







40 AMALGAMATION OF SUBSIDIARY

AugmentIQ Data Sciences Private Limited ('AugmentIQ') and the Company on 23 June 2017 had filed, an application with Hon'ble National Company Law Tribunal, Mumbai Bench (NCLT), for sanctioning the Scheme of Amalgamation of AugmentIQ with the Company under section 230 – 232 of the Companies Act, 2013 and the rules made thereunder. NCLT had admitted the application and ordered a meeting of shareholders of AugmentIQ and the Company on 23 August 2017 and 24 August 2017, respectively. The Shareholders of AugmentIQ and the Company, respectively had approved the scheme of amalgamation. Subsequently, AugmentIQ and the Company had filed a petition with NCLT on 07 September 2017. The Scheme was sanctioned by the NCLT vide its order dated 02 May 2018. The Scheme was filed with the Registrar of Companies on 21 May 2018 and came into effect on that day with appointed date being 01 April 2017. Consequently, the business, assets, liabilities, duties and obligations of AugmentIQ have been transferred to and vested in the Company from the appointed date of 01 April 2017.

Pursusant to the aforementioned scheme of amalgamation, figures for the year ended 31 March 2018 includes the results of AugmentIQ for the year ended 31 March 2018.

The amalgamation is accounted in accordance with 'pooling of interest method' as per Ind AS 103 'Business Combinations' and in accordance with scheme approved by NCLT.

- I) All assets and liabilities (including contingent liabilities), reserves, benefits under income-tax, duties and obligations of AugmentIQ have been recorded in the books of account of the Company at their carrying amounts.
- II) The amount of share capital of AugmentIQ has been adjusted against the corresponding investment balance held by the Company in the amalgamating company and the excess of share capital over the investment has been adjusted against general reserve.
- III) Accordingly, the amalgamation has resulted in transfer of assets and liabilities as on 1 April 2017 in accordance with the terms of the Scheme at the following summarized values:

| Particulars | Amount |
|---|--------|
| Property, Plant and Equipment/Intangible Assets | 1 |
| Income tax and other non-current assets | 5 |
| Other Current assets | 44 |
| Total assets | 50 |
| Total Liabilities | 39 |
| Net assets | 11 |

The following balances as on 1 April 2017 have been added to the respective opening balances of the Company:

| | (\(\nabla\) |
|-------------------------|-------------|
| General reserve | - |
| Profit and loss balance | (0) |

The amount charged against general reserve of the Company pursuant to amalgamation is as follows:

| | (₹ in Min) |
|---|------------|
| Investment in the AugmentIQ Data Sciences Private Limited | 71 |
| Share capital taken over from AugmentIQ Data Sciences Private Limited | 11 |
| Amount charged against general reserve | 60 |

41 ACQUISITION OF SUBSIDIARY

On 11 December 2017, the company acquired Syncordis Software Services India Private Limited, a wholly owned subsidiary of Syncordis S.A with an enterprise value of Euro 0.35 million, revenue of which was ₹ 30.22 million for the year 2016-17.

(≠ in Mn)



RELATED PARTY DISCLOSURE:

Parent company / Ultimate holding company: Larsen & Toubro Limited

(II) List of related parties over which control exists/exercised:

| Name | Relationship |
|---|-------------------------------------|
| Larsen & Toubro Infotech GmbH (LTI GmbH) | Wholly owned subsidiary |
| Larsen & Toubro Infotech Canada Limited | Wholly owned subsidiary |
| Larsen & Toubro Infotech LLC | Wholly owned subsidiary |
| L&T Infotech Financial Services Technologies Inc. | Wholly owned subsidiary |
| Larsen & Toubro Infotech South Africa (Pty) Limited | Subsidiary |
| L&T Information Technology Services (Shanghai) Co. Ltd. | Wholly owned subsidiary |
| Larsen & Toubro Infotech Austria GmbH | Wholly owned subsidiary |
| L&T Information Technology Spain, SL | Wholly owned subsidiary |
| L&T Infotech S.de. RL. C.V | Subsidiary |
| Syncordis Software Services India Private Limited | Wholly Owned Subsidiary |
| Syncordis S.A. Luxembourg # | Wholly Owned Subsidiary of LTI GmbH |
| Syncordis SARL, France | Wholly Owned Subsidiary of LTI GmbH |
| Syncordis Limited, UK | Wholly Owned Subsidiary of LTI GmbH |
| Syncordis PSF S.A. | Wholly Owned Subsidiary of LTI GmbH |

(III) Key Management Personnel:

| Name | Status |
|---------------------------|---|
| Mr. Sanjay Jalona | Chief Executive Officer & Managing Director |
| Mr. Aftab Zaid Ullah | Chief Operating Officer & Whole Time Director |
| Mr. Sudhir Chaturvedi | President – Sales & Whole Time Director |
| Mr. Ashok Kumar Sonthalia | Chief Financial Officer |

(IV) List of related parties with whom there were transactions during the year:

| Name | Relationship |
|--|----------------------------------|
| Larsen & Toubro Limited | Holding Company |
| L&T Hydrocarbon Engineering Limited | Fellow Subsidiary |
| Larsen & Toubro (East Asia) SDN.BHD | Fellow Subsidiary |
| L&T Electrical and Automation Saudi Arabia Company Limited LLC | Fellow Subsidiary |
| Larsen and Toubro ATCO Saudia LLC | Fellow Subsidiary |
| L&T Finance Limited | Fellow Subsidiary |
| L&T Infrastructure Finance Company Limited | Fellow Subsidiary |
| L&T Metro Rail (Hyderabad) Limited | Fellow Subsidiary |
| L&T Technology Services Limited | Fellow Subsidiary |
| L&T Valves Limited | Fellow Subsidiary |
| L&T Investment Management Limited | Fellow Subsidiary |
| L&T Construction Equipment Limited | Fellow Subsidiary |
| Larsen & Tourbro LLC | Fellow Subsidiary |
| Nabha Power Limited | Fellow Subsidiary |
| L&T Electrical & Automation FZE | Fellow Subsidiary |
| L&T Thales Technology Services Private Limited | Fellow Subsidiary |
| L&T Housing Finance Limited | Fellow Subsidiary |
| L&T Technology Services LLC | Fellow Subsidiary |
| Larsen Toubro Arabia LLC | Fellow Subsidiary |
| L&T SAUDIARABIA LLC | Fellow Subsidiary |
| L&T Infrastructure Development Projects Limited | Joint venture of Holding Company |
| L&T MHPS Boilers Private Limited | Joint venture of Holding Company |
| L&T Deccan Tollways Limited | Joint venture of Holding Company |
| L&T Sambalpur - Rourkela Tollway Limited | Joint venture of Holding Company |







Details of transactions between the Company and other related parties are disclosed below.

(₹ in Mn)

| Transaction | Holding | Holding company | |
|----------------------------------|---------|-----------------|--|
| | 2017-18 | 2016-17 | |
| Sale of services / products | 1,180 | 1,279 | |
| Sale of assets | 4 | . 1 | |
| Purchases of services / products | 99 | 161 | |
| Overheads charged by | 543 | 557 | |
| Overheads charged to | 70 | 223 | |
| Trademark fees paid | 191 | 167 | |
| Trade receivable | 185 | 82 | |
| Interim dividend | 1,150 | 985 | |
| Contributions to PF | 265 | 271 | |
| Guarantees received | 2,023 | 2,023 | |
| Final dividend paid | 1,394 | 441 | |

(₹ in Mn)

| Transaction | Joint venture of | Joint venture of Holding Company | |
|---|------------------|----------------------------------|--|
| | 2017-18 | 2016-17 | |
| Sale of services / products | 17 | 11 | |
| L&T Infrastructure Development Projects Limited | 10 | 7 | |
| L&T MHPS Boilers Private Limited | - | 2 | |
| L&T Deccan Tollways Limited | 3 | - | |
| L&T Sambalpur - Rourkela | 4 | - | |

| Transaction | Fellow subs | Fellow subsidiaries | |
|--|-------------|---------------------|--|
| | 2017-18 | 2016-17 | |
| Sale of services / products | 415 | 366 | |
| - L&T Technology Services Limited | 128 | 114 | |
| - L&T Hydrocarbon Engineering Limited | 87 | 69 | |
| - L&T Thales Technology Services Private Limited | 68 | 101 | |
| Sale of assets | 1 | 8 | |
| L&T Technology Services Limited | 1 | 7 | |
| Purchases of services / products | 649 | 553 | |
| - L&T Technology Services Limited | 644 | 553 | |
| Overheads charged by | 54 | 40 | |
| - Larsen & Toubro East Asia | 50 | 23 | |
| - L & T Electrical & Automation FZE | - | 2 | |
| - Larsen & Toubro Kuwait Construction General Contracting Company, WLL | - | - | |
| - L&T Technology Services Limited | 2 | 14 | |
| Overheads charged to | 215 | 290 | |
| - L&T Technology Services Limited | 193 | 279 | |
| Commission charged | 3 | 3 | |
| Trade receivable | 95 | 477 | |
| Trade payable | 60 | 154 | |



(₹ in Mn)

| | | (₹ in Mn) | |
|---|---------|--------------|--|
| Transaction | | Subsidiaries | |
| | 2017-18 | 2016-17 | |
| Sale of services / products | 1,659 | 1,887 | |
| - Larsen & Toubro Infotech GmbH | 376 | 449 | |
| - L&T Infotech Financial Services Technologies Inc. | 310 | 317 | |
| - Larsen & Toubro Infotech South Africa (Pty) Limited | 213 | 223 | |
| - Larsen & Toubro Infotech Canada Limited | 373 | 443 | |
| - L&T Information Technology Spain, SL | 375 | 413 | |
| Purchases of services / products | 444 | 435 | |
| - Larsen & Toubro Infotech LLC | 68 | 94 | |
| - Larsen & Toubro Infotech Canada Limited | 310 | 215 | |
| - L&T Information Technology Spain, SL | - | 51 | |
| - Larsen & Toubro Infotech Austria GmbH | - | 60 | |
| Overheads charged by | 1 | 27 | |
| - Larsen & Toubro Infotech GmbH | - | 13 | |
| - L&T Information Technology Spain, SL | - | 6 | |
| - Larsen & Toubro Infotech South Africa (Pty) Limited | - | 7 | |
| - L&T Infotech Financial Services Technologies Inc. | 1 | - | |
| Overheads charged to | 227 | 344 | |
| - Larsen & Toubro Infotech Canada Limited | 73 | 67 | |
| - Larsen & Toubro Infotech GmbH | 35 | 59 | |
| - Larsen & Toubro Infotech South Africa (Pty) Limited | 2 | 13 | |
| - L&T Information Technology Spain, SL | 80 | 177 | |
| Commission charged | 2 | 4 | |
| - Larsen & Toubro Infotech South Africa (Pty) Limited | 2 | 4 | |
| Dividend received | 579 | 141 | |
| - Larsen & Toubro Infotech Canada Limited | - | 50 | |
| - L&T Infotech Financial Services Technologies Inc. | 393 | 90 | |
| - Larsen & Toubro Infotech GmbH | 98 | | |
| - Larsen & Toubro Infotech LLC | 88 | | |
| Trade receivable | 482 | 79 | |
| Trade payable | 24 | 118 | |
| Guarantees given (Refer note 33) | 3,456 | 3,726 | |

(V) Outstanding material balances with related parties*

(₹ in Mn)

| Transaction | Nature | Amount (Payable) / Receivable | |
|---|----------------------------|-------------------------------|---------|
| | | 2017-18 | 2016-17 |
| L&T Thales Technology Services Private Limited | Trade receivable | 23 | 15 |
| Larsen & Toubro LLC | Trade receivable | 16 | = |
| L & T Hydrocarbon Engineering Limited | Trade receivable | 21 | = |
| L&T Technology Services Limited | Trade (payable)/receivable | (54) | (145) |
| L&T Infotech Financial Services Technologies Inc. | Trade receivable | 56 | |
| L&T Information Technology Spain, SL | Trade receivable | 147 | 194 |
| Larsen & Toubro Infotech South Africa (Pty) Limited | Trade receivable | 152 | 66 |
| Larsen & Toubro Infotech GmBH | Trade receivable | 114 | 98 |
| Larsen & Toubro Infotech LLC | Trade (payable) | (23) | (117) |

^{*} All balances are unsecured and to be settled in cash.

Entities listed above account for 10% or more of the aggregate for that category of transaction during respective period.







(VI) Managerial remuneration

(₹ in Mn)

| | | 2017-18 | 2016-17 |
|-------|--|---------|---------|
| (i) | Short term employee benefits | 176 | 169 |
| (ii) | Contribution to funds | 13 | 10 |
| (iii) | Share based payments (on employee stock options granted) | - | 286 |

(₹ in Mn)

| | 2017-18 | 2016-17 |
|-----------------------|---------|---------|
| Mr. Sanjay Jalona | 86 | 214 |
| Mr. Aftab Zaid Ullah | 29 | 97 |
| Mr. Sudhir Chaturvedi | 63 | 123 |

43 SEGMENT REPORTING

Segments have been identified in accordance with Indian Accounting Standards ("Ind AS") 108 on Operating Segments, considering the risk or return profiles of the business. As required under Ind AS 108, the Chief Operating Decision Maker (CODM) evaluates the performance and allocates resources based on analysis of various performance indicators. Accordingly, information has been presented for the Company's operating segments.

Reportable segments have been changed during the year ended 31 March 2018 to align with the Industry vertical of customers. The Company has identified segments as Banking, Financial Services & Insurance (BFSI), Manufacturing (MFG), Energy & Utilities (E&U), High-Tech, Media & Entertainment (HIME) and CPG, Retail, Pharma & Others (CRP & Others). The Company has presented its segment results accordingly. The reportable segment information for the corresponding previous year has been restated to reflect the above changes to facilitate comparability.

I) The revenue and operating profit by segment is as under:

| | 2017-18 | 2016-17 |
|---|---------|---------|
| Segment revenue | | |
| Banking, Financial Services & Insurance | 31,341 | 28,140 |
| Manufacturing | 11,867 | 11,639 |
| Energy & Utilities | 8,488 | 7,151 |
| High-Tech, Media & Entertainment | 7,535 | 6,651 |
| CPG, Retail, Pharma & Others | 9,833 | 8,248 |
| Revenue from operations | 69,064 | 61,829 |
| Segment results | | |
| Banking, Financial Services & Insurance | 5,994 | 6,118 |
| Manufacturing | 1,597 | 2,082 |
| Energy & Utilities | 1,403 | 997 |
| High-Tech, Media & Entertainment | 1,044 | 1,159 |
| CPG, Retail, Pharma & Others | 1,340 | 1,053 |
| Segment results | 11,378 | 11,409 |
| Unallocable expenses (net)* | 897 | 429 |
| Other income | 5,254 | 1,983 |
| Finance costs | 138 | 32 |
| Depreciation & amortisation expense | 913 | 1,089 |
| Profit before tax | 14,684 | 11,842 |

^{*} Unallocated expenses includes customer settlement expense which is in relation to one time commercial settlement entered by the Company with one of its clients on 27 March 2018.



Segmental reporting of revenues on the basis of the geographical location of the customers is as under:

(₹ in Mn)

| Geography | Revenue from | Revenue from operations | | |
|---------------|--------------|-------------------------|--|--|
| | 2017-18 | 2016-17 | | |
| North America | 46,973 | 42,249 | | |
| Europe | 11,927 | 11,267 | | |
| India | 5,326 | 4,361 | | |
| APAC | 1,849 | 1,562 | | |
| ROW | 2,989 | 2,390 | | |
| Total | 69,064 | 61,829 | | |

DUES TO MICRO ENTERPRISES AND SMALL ENTERPRISES:

(₹ in Mn)

| | | As at | As at |
|------------|--|------------|------------|
| | | 31-03-2018 | 31-03-2017 |
| i) | the principal amount and the interest due thereon remaining unpaid to any supplier as at the end of each accounting year; | = | - |
| ii) | the amount of interest paid by the Company in terms of section 16 of MSMED Act, 2006, along with the amounts of the payment made to the suppliers beyond the appointed day during the year | - | - |
| iii) | the amount of interest due and payable for the period of delay in making payment (which have been paid but beyond the appointed day during the year) but without adding the interest specified under MSMED Act, 2006 | - | - |
| iv) | the amount of interest accrued and remaining unpaid at the end of each accounting year; and | - | - |
| v) | the amount of further interest remaining due and payable even in the succeeding years, until such date when the interest dues as above are actually paid to the small enterprise, for the purpose of disallowance as a deductible expenditure under section 23 of the MSMED Act, 2006. | - | - |
| Me by t | he management has identified micro and small enterprises as defined under Micro, Small and dium Enterprises Development Act, 2006 (MSMED) on the basis of information made available the supplier or vendors of the Company. | - | - |
| | at the year end, there are- no dues to micro and small Enterprises that are reportable under MSMED Act, 2006. | | |

Amount required to be spent by the Compnay on Corporate Social Responsibility (CSR) related activities during the year 2017-18 is ₹ 191 Mn. The amount recognised as expense in the statement of profit & loss on CSR related activities during the year ended 31 March 2018 is ₹ 117 Mn, which comprises of:

| Particulars | Disclosed under | In cash | Yet to be paid in cash | Total |
|------------------|---|---------|------------------------|-------|
| General purposes | Miscellaneous expenses in Note No 28 | 116 | 1 | 117 |







46 EVENTS OCURRING AFTER THE REPORTING PERIOD:

The Board of Directors at its meeting held on 23 May 2018, has declared final dividend of ₹ 13.50 per equity share (Face value ₹ 1) for the financial year ended 31 March 2018.

- 47 The company is not required to transfer any amount to Investor Education and Protection Fund.
- 48 Previous year's figures have been regrouped/reclassified wherever applicable to facilitate comparability.
- 49 The financial statements were approved by the Board of Directors on 23 May 2018.

As per our report attached

B. K. Khare & Co

Chartered Accountants Firm's Registration No. 105102W

Ravi Kapoor

Partner Membership No: 040404

Mumbai May 23, 2018 Sanjay Jalona

Chief Executive Officer & Managing Director DIN: 07256786

DIIN: 0/230/00

Ashok Kumar Sonthalia

Chief Financial Officer

Aftab Zaid Ullah

Chief Operating Officer & Whole Time Director

DIN: 05165334

Manoj Koul

Company Secretary & Compliance Officer



Independent Auditor's Report

To the Members of Larsen & Toubro Infotech Limited.

Report on the Consolidated Financial Statements

We have audited the accompanying consolidated Ind AS financial statements of Larsen & Toubro Infotech Limited ("the Holding Company") and its subsidiaries (the Holding Company and its subsidiaries together are referred to as "the Group"), comprising the consolidated balance sheet as at 31 March 2018, and the consolidated statement of profit and loss (including other comprehensive income), the consolidated cash flow statement, and consolidated statement of changes in equity for the year then ended, and a summary of the significant accounting policies and other explanatory information (hereinafter referred to as "the consolidated financial statements").

Management's Responsibility for the Consolidated Financial **Statements**

The Holding Company's Board of Directors is responsible for the preparation of these consolidated financial statements in terms of the requirements of the Companies Act, 2013 ("the Act") that give a true and fair view of the consolidated financial position, consolidated financial performance (including other comprehensive income), consolidated cash flows and consolidated statement of changes in equity of the Group in accordance with the accounting principles generally accepted in India, including the Accounting Standards specified under Section 133 of the Act, read with the Companies (Indian Accounting Standards) Rules, 2015 as amended. The respective Board of Directors of the companies included in the Group are responsible for maintenance of adequate accounting records in accordance with the provisions of the Act for safeguarding the assets of the Group and for preventing and detecting frauds and other irregularities; the selection and application of appropriate accounting policies; making judgements and estimates that are reasonable and prudent; and the design, implementation and maintenance of adequate internal financial controls, that were operating effectively for ensuring the accuracy and completeness of the accounting records, relevant to the preparation and presentation of the financial statements that give a true and fair view and are free from material misstatement, whether due to fraud or error, which have been used for the purpose of the preparation of the consolidated financial statements by the directors of the Holding Company, as aforesaid.

Auditor's Responsibility

- Our responsibility is to express an opinion on these consolidated financial statements based on our audit.
- While conducting our audit, we have taken into account the provisions of the Act, the accounting and auditing standards and matters which are required to be included in the audit report under the provisions of the Act and the Rules made there under.
- We conducted our audit in accordance with the Standards on Auditing specified under Section 143(10) of the Act. Those

- Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether the financial statements are free from material misstatement.
- An audit involves performing procedures to obtain audit evidence about the amounts and the disclosures in the consolidated financial statements. The procedures selected depend on the auditor's judgment, including the assessment of the risks of material misstatement of the consolidated financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers internal financial control relevant to the Holding Company's preparation of the consolidated financial statements that give a true and fair view in order to design audit procedures that are appropriate in the circumstances. An audit also includes evaluating the appropriateness of the accounting policies used and the reasonableness of the accounting estimates made by the Holding Company's Board of Directors, as well as evaluating the overall presentation of the consolidated financial statements.
- We believe that the audit evidence obtained by us and the audit evidence obtained by the other auditors in terms of their reports referred to paragraph 9 of the Other Matter paragraph below, is sufficient and appropriate to provide a basis for our audit opinion on the consolidated financial statements.

Opinion

In our opinion and to the best of our information and according to the explanations given to us, the aforesaid consolidated financial statements give the information required by the Act in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India of the consolidated state of affairs of the Group, as on 31 March 2018, and its consolidated profit (financial performance including other comprehensive income), consolidated cash flows and consolidated statement of changes in equity for the year ended.

Other Matters

- We did not audit the financial statements of seven a. subsidiaries included in the consolidated financial statements, whose financial statements reflect total assets (before consolidation adjustments) of ₹ 5,620 million as at 31 March 2018, total revenue (before consolidation adjustments) of ₹ 5,539 million and total cash flow of ₹ 240 million for the year ended 31 March 2018. These financial statements and other financial information have been audited by other auditors whose reports have been furnished to us, and our opinion on the Consolidated Financial Statements, to the extent they have been derived from such financial statements is based solely on the report of such other auditors.
 - We did not audit the financial statements of seven subsidiaries whose financial statements reflect total assets







(before consolidation adjustments) of ₹ 680 million as at 31 March 2018 as well as total revenue (before consolidation adjustments) of ₹ 602 million and total cash flow of ₹ 206 million for the year then ended. These financial statements and other financial information are unaudited and have been furnished to us by the management, and our opinion on the consolidated financial statements, insofar as it relates to the amounts and disclosures included in respect of these subsidiaries and our report in terms of sub sections (3) and (11) of Section 143 of the Act, insofar as it relates to the aforesaid subsidiaries is based solely on such unaudited financial statements / financial information. In our opinion and according to the information and explanations given to us by the management, these financial statements / financial information after consolidation adjustments, are not material to the Group.

- c. Subsidiaries referred to in para (a) and (b) above which are located outside India whose financial statements and other financial information have been prepared in accordance with the accounting principles applicable in their respective countries. The Holding Company's management has converted the financial statements of such subsidiaries located outside India from accounting principles generally accepted in their respective countries to accounting principles generally accepted in India. We have audited these conversion adjustments made by the Holding Company's management. Our opinion in so far as it relates to the balances and affairs of such subsidiaries located outside India is based on the report of other auditors and the conversion adjustments prepared by the management of the Holding Company and audited by us.
- d. Our opinion on the consolidated financial statements, and our report on Other Legal and Regulatory Requirements below, is not modified in respect of the above matters with respect to our reliance on the work done and the reports of the other auditors.

Report on Other Legal and Regulatory Requirements

- 10. As required by Section 143(3) of the Act, we report that:
 - we have sought and obtained all the information and explanations which to the best of our knowledge and belief were necessary for the purposes of our audit of the consolidated financial statements;
 - in our opinion proper books of account as required by law relating to preparation of the consolidated financial statements have been kept by the Holding Company so far as it appears from our examination of those books and the reports of the other auditors;
 - c. the consolidated balance sheet, the consolidated statement of profit and loss, the consolidated cash flow statement and consolidated statement of changes in equity dealt with by this Report are in agreement with the relevant books of account maintained for the purpose of preparation of the consolidated financial statements:

- d. In our opinion, the aforesaid consolidated financial statements comply with the Accounting Standards specified under Section 133 of the Act, read with the Companies (Indian Accounting Standards) Rules, 2015 as amended:
- e. on the basis of written representations received from the directors of the Holding Company as on 31 March 2018 taken on record by the Board of Directors of the Holding Company and the report of the statutory auditors of its subsidiary companies, incorporated in India, none of the directors of the aforesaid companies, is disqualified as on 31 March 2018, from being appointed as a director in terms of Section 164(2) of the Act.
- f. With respect to the adequacy of the internal financial controls over financial reporting of the Holding Company and its Indian subsidiaries and the operating effectiveness of such controls, refer our separate report in Annexure I, which is based on auditors' reports of Holding Company. Our report express an unmodified opinion on the adequacy and operating effectiveness of the Holding Company internal financial control over financial reporting.
- g. With respect to the other matters to be included in the Auditor's Report in accordance with Rule 11 of the Companies (Audit and Auditors) Rules, 2014 (as amended), in our opinion and to the best of our information and according to the explanations given to us:
 - The consolidated financial statements disclose the impact of pending litigations on the consolidated financial position of the Group in accordance with the generally accepted accounting practice – Refer Note 32 to the consolidated financial statements.
 - ii. The Group did not have any long-term contracts for which there were any material foreseeable losses. Provision has been made in the consolidated financial statements as required under the applicable law or accounting standards, for material foreseeable losses, if any, on derivative contracts.
 - iii. There are no amounts which are required to be transferred to the Investor Education and Protection Fund by the Holding Company and its subsidiary companies incorporated in India during the year ended 31 March 2018.

For B. K. Khare & Co.

Chartered Accountants Firm's Registration Number 105102W

Ravi Kapoor

Partner Membership Number: 040404

Mumbai, May 23, 2018



Annexure I to the Independent Auditor's Report

Referred to in paragraph 10(f) of our report of even date on the Consolidated Financial Statements of Larsen & Toubro Infotech Limited for the year ended 31 March 2018

Report on the Internal Financial Controls under Clause (i) of Subsection 3 of Section 143 of the Companies Act, 2013 ("the Act")

In conjunction with our audit of the consolidated financial statements of the Larsen & Toubro Infotech Limited as of 31 March 2018 and for the vear then ended we have audited the internal financial controls over financial reporting of Larsen & Toubro Infotech Limited (hereinafter referred to as "the Holding Company") and its one subsidiary company incorporated in India, whose financials statements are unaudited ("hereinafter referred as the "Group"), as of that date.

Management's Responsibility for Internal Financial Controls

The respective Board of Directors of the of the Holding company and its Indian Subsidiary Company are responsible for establishing and maintaining internal financial controls based on the internal control over financial reporting criteria established by the respective Companies considering the essential components of internal control stated in the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting issued by the Institute of Chartered Accountants of India ("ICAI"). These responsibilities include the design, implementation and maintenance of adequate internal financial controls that were operating effectively for ensuring the orderly and efficient conduct of its business, including adherence to the respective company's policies, the safeguarding of its assets, the prevention and detection of frauds and errors, the accuracy and completeness of the accounting records, and the timely preparation of reliable financial information, as required under the Companies Act, 2013 ("the Act").

Auditors' Responsibility

Our responsibility is to express an opinion on the Company's internal financial controls over financial reporting based on our audit. We conducted our audit in accordance with the Guidance Note on Audit of Internal Financial Controls Over Financial Reporting (the "Guidance Note") and the Standards on Auditing, issued by ICAI and deemed to be prescribed under section 143(10) of the Companies Act, 2013, to the extent applicable to an audit of internal financial controls, both applicable to an audit of internal financial controls and, both issued by the Institute of Chartered Accountants of India. Those Standards and the Guidance Note require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance about whether adequate internal financial controls over financial reporting was established and maintained and if such controls operated effectively in all material respects.

Our audit involves performing procedures to obtain audit evidence about the adequacy of the internal financial controls system over financial reporting and their operating effectiveness. Our audit of internal financial controls over financial reporting included obtaining an understanding of internal financial controls over financial reporting, assessing the risk that a material weakness exists, and testing and evaluating the design and operating effectiveness of internal control based on the assessed risk. The procedures selected depend on the auditor's judgement, including the assessment of the risks of material misstatement of the financial statements, whether due to fraud or error.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion on the internal financial controls system over financial reporting of the Holding Company.

Meaning of Internal Financial Controls Over Financial Reporting

A company's internal financial control over financial reporting is a process designed to provide reasonable assurance regarding the reliability of financial reporting and the preparation of financial statements for external purposes in accordance with generally accepted accounting principles. A company's internal financial control over financial reporting includes those policies and procedures that (1) pertain to the maintenance of records that, in reasonable detail, accurately and fairly reflect the transactions and dispositions of the assets of the company; (2) provide reasonable assurance that transactions are recorded as necessary to permit preparation of financial statements in accordance with generally accepted accounting principles, and that receipts and expenditures of the company are being made only in accordance with authorisations of management and directors of the company; and (3) provide reasonable assurance regarding prevention or timely detection of unauthorised acquisition, use, or disposition of the company's assets that could have a material effect on the financial statements.

Inherent Limitations of Internal Financial Controls Over Financial Reporting

Because of the inherent limitations of internal financial controls over financial reporting, including the possibility of collusion or improper management override of controls, material misstatements due to error or fraud may occur and not be detected. Also, projections of any evaluation of the internal financial controls over financial reporting to







future periods are subject to the risk that the internal financial control over financial reporting may become inadequate because of changes in conditions, or that the degree of compliance with the policies or procedures may deteriorate.

Opinion

In our opinion, to the best of our information and according to the explanations given to us and based on the consideration of unaudited Indian subsidiary referred to in Other Matter paragraph below, the Holding Company, have, in all material respects, an adequate internal financial controls system over financial reporting and such internal financial controls over financial reporting were operating effectively as at 31 March 2018, based on the internal control over financial reporting criteria established by the Holding Company considering the essential components of internal control stated in the Guidance Note.

Other Matters

Our aforesaid report under Section 143(3)(i) of the Act on the adequacy and operating effectiveness of the internal financial controls over

financial reporting insofar as it relates to a subsidiary company incorporated India, whose financials statements/information are unaudited and our opinion on the adequacy and operating effectiveness of the internal financial control over financial reporting of the Group is not affected as this financial statements/information is not material to the Group.

Our opinion is not modified in respect of the above matters.

For B. K. Khare & Co.

Chartered Accountants Firm's Registration Number 105102W

Ravi Kapoor

Partner

Mumbai, May 23, 2018 Membership Number: 040404



Consolidated Balance Sheet

as at 31 March 2018

(₹ in Mn)

| Particulars | Note | As at | As at |
|---|------|------------|------------|
| | No. | 31-03-2018 | 31-03-2017 |
| ASSETS | | | 0. 00 2017 |
| Non-current assets | | | |
| (a) Property, plant and equipment | 5 | 2,508 | 2,578 |
| (b) Capital work-in-progress | 5 | 10 | 2,370 |
| (c) Goodwill | 5 | 2,763 | 993 |
| (d) Other lintangible assets | 5 | 1,535 | 1.848 |
| (e) Intangible assets under development | 5 | 58 | 4 |
| (f) Financial assets | | 30 | |
| (i) Investments | 6 | 1 | _ |
| (ii) Loans | 7 | 387 | 311 |
| (iii) Other financial assets | 8 | 721 | 1.866 |
| (g) Deferred tax assets (net) | 9 | 1,921 | 1.434 |
| (h) Income tax assets | | 900 | 722 |
| (i) Other non-current assets | 10 | 1,080 | 1,292 |
| Total Non-Current Assets | 1.0 | 11,884 | 11,057 |
| Current assets | | | , |
| (a) Financial assets | | | |
| (i) Investments | | 12,643 | 9.406 |
| (ii) Trade receivable | 11 | 13,962 | 11.697 |
| (iii) Unbilled revenue | | 8,365 | 4,724 |
| (iv) Cash and cash equivalents | 12 | 3,323 | 2,291 |
| (v) Other bank balances | 13 | 310 | 1.504 |
| (vi) Loans | 14 | 238 | 159 |
| (vi) Other financial assets | 15 | 1,976 | 2,518 |
| (b) Other current assets | 16 | 1,125 | 988 |
| Total Current Assets | | 41,942 | 33,287 |
| TOTAL ASSETS | | 53,826 | 44,344 |
| EQUITY AND LIABILITIES | | , | , |
| Equity | | | |
| (a) Equity Share capital | 17 | 172 | 171 |
| (b) Other Equity | | 172 | 171 |
| (i) Other Reserves | 18 | 9,521 | 9,910 |
| (ii) Retained Earnings | 18 | 28,905 | 21,362 |
| (iii) Share application money pending allotment | 18 | 0 | 0 |
| (iv) Non-controlling interests | 18 | 13 | 8 |
| Total Equity | | 38,611 | 31,451 |
| Liabilities | | 00,011 | 01,401 |
| Non-current liabilities | | | |
| (a) Financial Liabilities | 19 | 1,042 | _ |
| (b) Deferred tax liabilities (net) | 9 | 132 | 171 |
| (c) Provisions | 20 | 279 | 285 |
| Total Non-Current Liabilities | 20 | 1,453 | 456 |
| Current liabilities | | 1,400 | 400 |
| (a) Financial Liabilities | | | |
| (i) Trade Payables | 21 | 3.888 | 3.366 |
| (ii) Other Financial Liabilities | 22 | 6,106 | 5,998 |
| (b) Other Current Liabilities | 23 | 1,617 | 1,158 |
| (c) Provisions | 24 | 1,844 | 1,614 |
| (d) Current Tax Liabilities (Net) | | 307 | 301 |
| Total Current Liabilities | | 13,762 | 12,437 |
| TOTAL EQUITY AND LIABILITIES | | 53,826 | 44,344 |
| I VIALE COLLI AND ENDIELLES | | 33,020 | 44,544 |
| Significant accounting policies | | | |

As per our report attached

B. K. Khare & Co

Chartered Accountants Firm's Registration No. 105102W

Ravi Kapoor

Partner Membership No: 040404 Sanjay Jalona

Chief Executive Officer & Managing Director DIN: 07256786

Ashok Kumar Sonthalia

Chief Financial Officer

Aftab Zaid Ullah

Chief Operating Officer & Whole Time Director DIN: 05165334

Manoj Koul

Company Secretary & Compliance Officer

Mumbai May 23, 2018







Consolidated Statement of Profit and Loss

for the year ended 31 March 2018

(₹ in Mn)

| Particulars | Note No. | April 17 - March 18 | April 16 - March 17 |
|--|-------------|---------------------|---------------------|
| INCOME: | | | |
| Revenue from operations | 25 | 73,065 | 65,009 |
| Other income | 26 | 4,261 | 1,867 |
| Total Income | | 77,326 | 66,876 |
| EXPENSES: | | | |
| Employee benefit expense | 27 | 43,289 | 37,153 |
| Operating expenses | 28 | 16,845 | 14,764 |
| Finance costs | 29 | 157 | 32 |
| Depreciation and amortisation | 5 | 1,563 | 1,779 |
| Other expenses | | 1,057 | 790 |
| Total Expenses | | 62,911 | 54,518 |
| Profit before tax | | 14,415 | 12,358 |
| Tax expense | | | |
| Current tax (net) | 30 | 3,654 | 3,181 |
| Deferred tax | 30 | (363) | (532) |
| | | 3,291 | 2,649 |
| NET PROFIT FOR THE PERIOD | | 11,124 | 9,709 |
| OTHER COMPREHENSIVE INCOME | 31 | (835) | 1,945 |
| TOTAL COMPREHENSIVE INCOME FOR THE YEAR | | 10,289 | 11,654 |
| Profit attributable to: | | | |
| Owners of the company | | 11,120 | 9,707 |
| Non-controlling interests | | 4 | 2 |
| | | 11,124 | 9,709 |
| Total comprehensive income attributable to : | | | |
| Owners of the company | | 10,283 | 11,652 |
| Non-controlling interests | | 6 | 2 |
| | | 10,289 | 11,654 |
| Basic | | | |
| Basic earning per equity share | | 64.93 | 57.08 |
| Diluted | | | |
| Diluted earning per equity share | | 63.48 | 55.80 |
| Significant accounting policies | 2 | | |
| Other notes to accounts | 32 to 45 | | |

As per our report attached

B. K. Khare & Co

Chartered Accountants Firm's Registration No. 105102W

Ravi Kapoor

Partner Membership No: 040404

Mumbai May 23, 2018 Sanjay Jalona

Chief Executive Officer & Managing Director DIN: 07256786

Ashok Kumar Sonthalia

Chief Financial Officer

Aftab Zaid Ullah

Chief Operating Officer & Whole Time Director DIN: 05165334

Manoj Koul

Company Secretary & Compliance Officer



Consolidated Cash Flow Statement

for the year ended 31 March 2018

| Par | ticulars | April 17 - March 18 | April 16 - March 17 |
|-----|---|---------------------|---------------------|
| A. | CASH FLOW FROM OPERATING ACTIVITIES | | |
| | Net profit after tax | 11,124 | 9,709 |
| | Adjustments to reconcile net profit to net cash provided by operating activities: | | |
| | Depreciation and amortisation | 1,563 | 1,780 |
| | Income tax expense | 3,291 | 2,649 |
| | Expense recognised in respect of equity settled stock option | 400 | 428 |
| | Realised income from current investment in mutual funds | (516) | [194] |
| | Unrealised income from current investment in mutual funds | (222) | = |
| | Interest received | (23) | (27) |
| | Interest expense | 157 | 32 |
| | Unrealised foreign exchange (gain)/loss, Net | [1] | 176 |
| | Net loss/(gain) on sale of property, plant and equipment | 6 | 15 |
| | Operating profit before working capital changes | 15,779 | 14,568 |
| | Changes in working capital | | |
| | (Increase)/decrease in trade receivables & unbilled revenue | (5,531) | (1,156) |
| | (Increase)/decrease in other receivables | (230) | 57 |
| | Increase/(decrease) in trade & other payables | 2,001 | 686 |
| | (Increase)/decrease in working capital | (3,760) | (413) |
| | Cash generated from operations | 12,019 | 14,155 |
| | Income taxes paid | (3,581) | (2,459) |
| | Net cash (used in)/generated from operating activities | 8,438 | 11,696 |
| В. | CASH FLOW FROM INVESTING ACTIVITIES | | |
| | Purchase of fixed assets | (1,019) | [729] |
| | Sale of fixed assets | 37 | 41 |
| | (Purchase)/sale of current investments | (3,016) | (8,977) |
| | Payment towards business acquisition | [1,146] | [71] |
| | Increase in non-current investment | [1] | = |
| | Interest received | 23 | 27 |
| | Income from current investment in mutual funds | 516 | 194 |
| | Net cash (used in)/generated from investing activities | (4,606) | (9,515) |







(₹ in Mn)

| Par | ticulars | April 17 - March 18 | April 16 - March 17 |
|-----|---|---------------------|---------------------|
| C. | CASH FLOW FROM FINANCING ACTIVITIES | | |
| | Proceeds from issue of share capital | 3 | 4 |
| | Proceeds from/(repayment) of borrowings | - | [437] |
| | Deposit under Credit support agreement received/(paid) | (407) | 2,025 |
| | Interest paid | (138) | [32] |
| | Dividend paid | (3,034) | (1,610) |
| | Tax on dividend paid | (500) | (278) |
| | Net cash (used in)/generated from financing activities | (4,076) | (328) |
| | Net increase/(decrease) in cash and cash equivalents | (244) | 1,853 |
| | Cash and cash equivalents at beginning of the period | 3,795 | 2,035 |
| | Effect of exchange differences on translation of foreign currency cash and cash equivalents | 82 | [94] |
| | Cash and cash equivalents at end of the period | 3,633 | 3,795 |

As per our report attached

B. K. Khare & Co

Chartered Accountants Firm's Registration No. 105102W

Ravi Kapoor

Partner Membership No: 040404

Mumbai May 23, 2018

Sanjay JalonaChief Executive Officer & Managing Director
DIN: 07256786

Ashok Kumar Sonthalia Chief Financial Officer

Aftab Zaid Ullah

Chief Operating Officer & Whole Time Director DIN: 05165334

Manoj Koul

Company Secretary & Compliance Officer



Consolidated Statement of Changes in Equity

for the year ended 31 March 2018

(₹ in Mn)

| Particulars | Share Capital | Share application | | Share Premium | | Employee Stock option | | | mponents quity | Equity attributable | Non- controlling | Total Equity |
|-------------------------------------|------------------|-------------------------------|-------|------------------|---------|--------------------------|-------------------------|--------------------|-------------------|--|---------------------|-----------------|
| | | money pending allotment | | | | outstanding | Compensation Expense | Hedging Reserve | FCTR | to the equity holders of the company | interest | |
| Balance as on 1 April 2017 | 171 | 0 | 4,501 | 1,498 | 21,362 | 1,511 | (945) | 3,081 | 264 | 31,443 | 8 | 31,451 |
| Employee Stock Compensation Expense | | | 2 | | | 83 | (83) | | | 2 | | 2 |
| Net Profit for the year | | | | | 11,120 | | | | | 11,120 | 4 | 11,124 |
| Other Comprehensive Income | | | | | 62 | | | (1,056) | 160 | (835) | 1 | (834) |
| Dividends (including DDT) | | | | | (3,639) | | | | | (3,639) | | [3,639] |
| Any other changes | 1 | (0) | | 321 | | (378) | 562 | | | 507 | | 507 |
| Balance as on 31 March 2018 | 172 | 0 | 4,503 | 1,819 | 28,905 | 1,216 | (466) | 2,025 | 424 | 38,598 | 13 | 38,611 |

for the year ended 31 March 2017

(₹ in Mn)

| Particulars | Share Capital | | General Reserve | Share Premium | Retained Earnings | | | | nponents of uity | Equity attributable | Non- controlling | Total Equity |
|---|------------------|-------------------------------|--------------------|------------------|----------------------|-------------|-------------------------|---------|---------------------|--|---------------------|-----------------|
| | | money pending allotment | | | - | outstanding | Compensation Expense | neuging | FCTR | to the equity holders of the company | interest | |
| Balance as on 1 April 2016 | 170 | | 4,492 | 1,473 | 13,678 | 77 | | 877 | 479 | 21,246 | 5 | 21,250 |
| Changes in equity for the year ended on 31 March 2017 | 1 | | | | | 1,442 | [1,492] | | | 1 | | 1 |
| Employee Stock Compensation Expense | | | | | | | | | | (50) | | [49] |
| Net Profit for the year | | | | | 9,707 | | | | | 9,707 | 2 | 9,709 |
| Other Comprehensive Income | | | | | (45) | | | 2,204 | (215) | 1,945 | 1 | 1,945 |
| Dividends (including DDT) | | | | | (1,978) | | | | | (1,978) | | [1,978] |
| Any other changes | | 0 | 9 | 25 | | (8) | 547 | | | 572 | | 573 |
| Balance as on 31 March 2017 | 171 | 0 | 4,501 | 1,498 | 21,362 | 1,511 | (945) | 3,081 | 264 | 31,443 | 8 | 31,451 |

As per our report attached

B. K. Khare & Co

Chartered Accountants Firm's Registration No. 105102W

Ravi Kapoor

Partner Membership No: 040404

Mumbai May 23, 2018 Sanjay Jalona

Chief Executive Officer & Managing Director

DIN: 07256786

Ashok Kumar Sonthalia

Chief Financial Officer

Aftab Zaid Ullah

Chief Operating Officer & Whole Time Director

DIN: 05165334

Company Secretary & Compliance Officer







1. COMPANY OVERVIEW

Larsen & Toubro Infotech Limited ('the Company') together with its subsidiaries shall mean Larsen and Toubro Infotech Limited ("Group"). The Group offers extensive range of IT services like application development, maintenance and outsourcing, enterprise solutions, infrastructure management services, testing, digital solutions, and platform based solutions to the clients in diverse industries.

The Company is a public limited company incorporated and domiciled in India and has its registered office at L&T House, Ballard Estate, Mumbai, Maharashtra, India. The company's equity shares are listed on the National Stock Exchange Limited and BSE Limited in India.

2. SIGNIFICANT ACCOUNTING POLICIES

A. Basis of accounting

Accounting policies have been consistently applied except where a newly issued accounting standard is initially adopted or a revision to an existing accounting standard requires a change in the accounting policy hitherto in use. Further the guidance notes/announcements issued by the Institute of Chartered Accountants of India (ICAI) are also considered wherever applicable.

Preparation of financial statements in conformity with Accounting Standards requires the management of the Group to make estimates and assumptions that affect the income and expense reported for the period and assets, liabilities and disclosures reported as of the date of the financial statements. Examples of such estimates include useful lives of tangible and intangible assets, provision for doubtful debts, future obligations in respect of retirement benefit plans, etc. Actual results could vary from these estimates.

The consolidated financial statements have been prepared in accordance with Indian Accounting Standards (Ind AS) as prescribed under Section 133 of the Companies Act, 2013, read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015, relevant amendment rules issued there after and guidelines issued by the Securities and Exchange Board of India (SEBI).

The financial statements of Indian subsidiaries have been prepared in compliance with Ind AS as prescribed under Section 133 of the Companies Act, 2013, read with Rule 3 of the Companies (Indian Accounting Standards) Rules, 2015 relevant amendment rules issued thereafter and guidelines issued by the Securities and Exchange Board of India (SEBI). Financial statements of foreign subsidiaries have been prepared in compliance with the local laws and

applicable Accounting Standards. Necessary adjustments for differences in the accounting policies, if any, have been made in the consolidated financial statements.

Amounts in the consolidated financial statements are presented in Indian Rupees in millions [10 lakhs = 1 million] as permitted by Schedule III to the Companies Act, 2013. Per share data are presented in Indian Rupees.

B. Presentation of financial statements

The statement of financial position (including statement of changes in equity) and the statement of profit and loss are prepared and presented in the format prescribed in the Schedule III to the Companies Act, 2013. The cash flow statement has been prepared and presented as per the requirements of Ind AS 7 "Cash Flow Statements". The disclosure requirements with respect to items in the statement of financial position and statement of profit and loss, as prescribed in Schedule III to the Act, are presented by way of notes forming part of financial statements along with the other notes required to be disclosed under the notified Accounting Standards.

C. Operating cycle for current and non-current classification

The company identifies asset/liabilities as current if the same are receivable/payable within twelve months else the same are considered as non-current.

D. Principles of consolidation

The consolidated financial statements comprise the financial statements of the Company and its subsidiaries. Control is achieved when the group is exposed to or has rights to variable returns from its involvement with the investee and has the ability to affect those returns through its power over the investee. Specifically, the Group controls an investee if and only if the Group has:

- Power over the investee,
- ii) Exposure or rights to variable return from its involvement with the investee, and
- iii) Ability to use its power over the investee to affect its

Generally, it is presumed that, a majority of voting rights results in control. To support this presumption and when the Group has less than a majority of the voting or similar rights of an investee, the Group considers all relevant facts and circumstances in assessing whether it has power over an investee, including:

 Contractual arrangement with the other vote holders of the investee,



- Rights arising from other contractual arrangements,
- The Group's voting rights and potential voting rights and
- Size of the Group's holding of voting rights relative to the size and dispersion of holdings of other investees with voting rights.

The Group re-assesses whether or not it controls an investee if facts and circumstances indicate that there are changes to one or more of the three elements of control. Consolidation of a subsidiary begins when the Group obtains control over the subsidiary and ceases when the Group loses control of the subsidiary. Assets, liabilities, income and expenses of a subsidiary acquired or disposed of during the year are included in consolidated financial statements from the date the Group gains control until the date the Group ceases to control the subsidiary. The Company; for convenience, may designate a date at the beginning or end of the month as a date on which it gains control, unless events between the convenience date and the actual date of gaining control result in material changes in the amounts recognized.

Consolidated financial statements are prepared using uniform accounting policies for like transactions and other events in similar circumstances. If an entity of the Group uses accounting policies other than those adopted in the consolidated financial statements for like transactions and other events in similar circumstances, appropriate adjustments are made to that entity's financial statements in preparing the consolidated financial statements to ensure conformity with the Group's accounting policies.

The financial statements of all entities used for the purpose of consolidation are drawn up to the same reporting date as that of the Group, i.e., year ended on 31 March 2018. When the end of the reporting period of the parent is different from that of a subsidiary, the subsidiary prepares; for consolidation purposes, additional financial information as of the same date as the financial statements of the parent to enable the parent to consolidate the financial statements of the subsidiaries, unless it is impracticable to do so.

Consolidation procedure followed is as under:

- Items of assets, liabilities, equity, income, expenses and cash flows of the parent with those of its subsidiaries are combined like to like basis. For this purpose, income and expenses of the subsidiary are based on the amounts of the assets and liabilities recognized in the consolidated financial statements at the acquisition date,
- The difference between carrying amount of the parent's investment in each subsidiary and the parent's portion of equity of each subsidiary is subject to adjustment of goodwill and

Intragroup assets and liabilities, equity, income, expenses and cash flows relating to transactions between entities of the Group are eliminated subject to impact of deferred taxes. Profit or loss and each component of other comprehensive income (OCI) are attributable to equity holders of the parent of the Group and to the non-controlling interest, even if this results in the non-controlling interests having deficit balance.

A change in the ownership interest of a subsidiary, without loss of control, is accounted for as an equity transaction. If the Group loses control over a subsidiary, it:

- Derecognizes the assets (including goodwill) and liabilities of the subsidiary,
- Derecognizes carrying amount of any non-controlling interest,
- Derecognizes the cumulative translation differences recorded in equity,
- Recognizes the fair value of consideration received,
- Recognizes the fair value of any investments retained,
- Recognizes any surplus or deficit in profit or loss and
- Reclassifies the parent's share of components previously recognized in OCI to profit or loss or retained earnings, as appropriate, as would be required if the Group had directly disposed of the related assets or liabilities,

Business Combination

The Company accounts for its business combinations under the acquisition method of accounting using fair valuation of the net asset taken over. Intangible assets acquired in a business combination are recognized and reported separately from goodwill.

Goodwill represents the cost of the acquired businesses in excess of the fair value of identifiable tangible and intangible net assets purchased.

F. Revenue recognition

Revenue is recognised only when evidence of an arrangement is obtained and the other criteria to support revenue recognition are met, including the price is fixed or determinable, services have been rendered and collectability of the resulting receivables is reasonably assured. Revenue is measured at the fair value of the consideration received or receivable and is reduced for estimated rebates and other similar allowances.







Revenue from contracts priced on time and material basis are recognised when services are rendered and related costs are incurred.

Revenue from services performed on fixed-price basis is recognized over the life of contract using the proportionate completion method.

Revenue from sale of products and licenses is recognised upon delivery when all risks and rewards are transferred.

Revenue from services rendered as Application Service provider ["ASP"] services are recognized by applying the contracted rates on the total number of active and inactive fund accounts across all client customer environments.

Unbilled revenue represents value of services performed in accordance with the contract terms but not billed.

G. Other income

- Interest income is recognised using effective interest method.
- Dividend income is accounted in the period in which the right to receive the same is established.
- iii) Other items of income are accounted as and when the right to receive arises.

H. Employee benefits

Short term employee benefits

All employee benefits falling due wholly within twelve months of rendering the service are classified as short term employee benefits. The benefits like salaries, wages, and short term compensated absences and performance incentives are recognized in the period in which the employee renders the related service.

II) Post-employment benefits

i) Defined contribution plan:

The Group's superannuation fund and state governed provident fund scheme are classified as defined contribution plans. The contribution paid / payable under the schemes is recognized during the period in which the employee renders the related service.

ii) Social security plans

Employer's contribution payable with respect to the social security plans, which are defined contribution plans, is charged to the statement of profit and loss in the period in which employee renders the services.

iii) Defined benefit plans:

The provident fund scheme managed by trust, employee's gratuity fund scheme managed by Life Insurance Corporation of India and post-retirement medical benefit scheme are the Group's defined benefit plans. Wherever applicable, the present value of the obligation under such defined benefit plans is determined based on actuarial valuation using the Projected Unit Credit Method, which recognizes each period of service as giving rise to additional unit of employee benefit entitlement and measures each unit separately to build up the final obligation.

The obligation is measured at the present value of the estimated future cash-flows. The discount rates used for determining the present value of the obligation under defined benefit plans, is based on the market yields on government bonds as at the balance sheet date, having maturity periods approximating to the terms of related obligations. Actuarial gains and losses through remeasurement of the defined benefit liability/ (asset) are recognized in other comprehensive income. The actual return of portfolio of plan assets, in excess of yields computed by applying the discount rate used to measure the defined benefit obligation are recognized in other comprehensive income. The effect of any plan amendments are recognized in statement of profit and loss.

Gains or losses on the curtailment or settlement of any defined benefit plan are recognized when the curtailment or settlement occurs. Past service cost resulting from a plan amendment or curtailment are derecognized immediately in the statement of profit and loss.

(iv) Long term employee benefits:

The obligation for long term employee benefits like long term compensation absences is recognized as determined by actuarial valuation performed by independent actuary at each balance sheet date using Projected Unit Credit Method on the additional amount expected to be paid/availed as a result of unused entitlement that has accumulated at balance sheet date. Actuarial gains and losses are recognised immediately in statement of profit and loss.

I. Property plant and equipment

Property plant and equipment are stated at cost less accumulated depreciation and impairment losses, if any. Cost includes expenditure directly attributable to the acquisition of the asset and cost incurred for bringing the asset to its present location and condition.



Intangible assets

Assets like customer relationship, computer software, and internally developed software are stated at cost, less accumulated depreciation, amortisation and impairment. Intangible assets are tested for impairment at each balance sheet date. Goodwill represents the cost of acquired businesses in excess of the fair value of net identifiable assets acquired.

Impairment

Impairment of trade receivables:

The Group assesses at each date of statement of financial position whether a financial assets in form of trade receivable is impaired. In accordance with Ind AS 109, the Group applies Expected Credit Loss (ECL) model for measurement and recognition of impairment loss. As a practical expedient, the Group uses a provision matrix to determine impairment loss on portfolio of its trade receivable. The provision matrix is based on available external and internal credit risk factors such as credit default, credit rating from credit rating agencies and Group's historically observed default rates over the expected life of trade receivable. ECL impairment loss allowance (or reversal) recognised during the period as expense/(income) respectively in the statement of profit and loss.

Impairment of intangible assets:

Goodwill

Goodwill represents the cost of acquired businesses in excess of the fair value of net identifiable assets acquired. Goodwill is not amortized but is tested for impairment annually or immediately when events or changes in circumstances indicate that an impairment loss would have occurred. For the purposes of impairment testing, the carrying amount of the reporting unit, including goodwill, is compared with its fair value. When the carrying amount of the reporting unit exceeds its fair value, a goodwill impairment loss is recognized, up to a maximum amount of the recorded goodwill related to the reporting unit. Goodwill impairment losses are not reversed. The growth rate and discount rates as applicable are used for impairment testing.

Other intangible assets

At the end of each reporting period, the Group reviews the carrying amounts of intangible assets to determine if there is any indication of loss suffered. If such indication exists, the recoverable amount of the asset is estimated to determine the extent of the impairment loss.

Leases

i) Finance lease

Assets acquired under leases where the Group has substantially all the risks and rewards of ownership are classified as finance leases. Such assets are capitalized at the inception of the lease at the lower of the fair value and the present value of minimum lease payments and a liability is created for an equivalent amount. Each lease rental paid is allocated between the liability and the interest cost, so as to obtain a constant periodic rate of interest on the outstanding liability for each period.

Operating lease

Assets acquired under leases where a significant portion of the risks and rewards of ownership are retained by the lessor are classified as operating leases. Lease rentals are charged to the profit and loss account on accrual basis.

Depreciation

Tangible assets

Depreciation on assets have been provided as mentioned in below table except for the leasehold improvements which is depreciated over the lease period. Depreciation or amortization on additions and disposals are calculated on pro-rata basis from and to the month of additions and disposals.

| Pa | rticulars | Useful life |
|----|------------------------------|---------------|
| • | Computers and IT peripherals | Upto 6 years |
| • | Plant and machinery | Upto 15 years |
| • | Office equipment | Upto 5 years |
| • | Vehicles | Upto 8 years |
| • | Furniture and fixtures | Upto 10 years |

Intangible assets and amortisation

The estimated useful life of an intangible asset is based on a number of factors including the effects of obsolescence. demand, competition and other economic factors and the level of maintenance expenditures required to obtain the expected future cash flows from the asset. The basis of amortization of intangible assets is as follows:

| Pai | rticulars | Useful life |
|-----|--------------------|---------------|
| • | Computer software | Upto 5 years |
| • | Customer contracts | Upto 10 years |

Employee stock ownership schemes

In respect of stock options granted pursuant to the Group's stock options scheme, the excess of fair value of the share over the exercise price of the option is treated as discount and accounted as employee compensation cost over the vesting period. The amount recognized as expense each year is arrived at based on







the number of grants expected to vest. If options granted lapse after the vesting period, the cumulative discount recognized as expense in respect of such options is transferred to the general reserve. If options granted lapse before the vesting period, the cumulative discount recognized as expense in respect of such options is transferred to the profit and loss.

0. Functional and presentation currency

The functional currency of the Group is the Indian Rupee. The functional currency of Indian subsidiaries is the Indian Rupee and the functional currency of foreign subsidiaries is the currency of the primary economic environment in which these subsidiaries operate. The consolidated financial statements of group are prepared in the Indian Rupee.

P. Foreign currency transactions & balances

Foreign currency transactions are initially recorded at the rates prevailing on the date of the transaction. At the balance sheet date, foreign currency monetary items are reported using the closing rate. Non-monetary items which are carried at historical cost denominated in foreign currency are reported using the exchange rate at the date of the transaction.

Translation of foreign currency transaction of foreign subsidiaries is treated as under:

- · Revenue items at the average rate for the period;
- All assets and liabilities at year end rates

Exchange difference on settlement / year end conversion is recognized in foreign currency translation reserve.

Q. Financial Instruments

Financial assets and liabilities are recognized when the Group becomes a party to the contractual provisions of the instrument.

I) Initial measurement

Financial assets and liabilities are initially measured at fair value. Transaction costs that are directly attributable to the acquisition or issue of financial assets and financial liabilities (other than financial assets and financial liabilities at fair value through profit or loss) are added to or deducted from the fair value measured on initial recognition of financial asset or financial liability.

II) Subsequent measurement

a) Non-Derivative financial assets

A) Financial assets at amortised cost

Financial assets are subsequently measured at amortised cost if:

Financial assets at amortised cost are represented by trade receivables, cash and cash equivalents, employee and other advances and eligible current and non-current assets.

- the financial asset is held within a business model whose objective is to hold financial assets in order to collect contractual cash flows and
- ii) the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

Financial assets at fair value through other comprehensive income (FVTOCI)

Financial assets are subsequently measured at fair value through other comprehensive income if the financial asset is held within a business model whose objective is achieved by both

- Collecting contractual cash flows and selling financial assets and
- ii) the contractual terms of the financial asset give rise on specified dates to cash flows that are solely payments of principal and interest on the principal amount outstanding.

Financial assets at fair value through profit and loss (FVTPL)

Fair value through profit and loss is a residual category for financial assets. Any financial asset which does not meet the criteria for categorization as at amortised cost or as Financial assets at fair value through other comprehensive income is classified as Financial assets fair valued through profit and loss.

ii) Non-Derivative financial liability

A) Financial liabilities at amortized cost represented by trade and other payables are initially recognized at fair value, and subsequently carried at amortized cost using the effective interest method, except for contingent consideration recognized in a business combination which is subsequently measured at fair value through profit or loss. For trade and other payables maturing within one year from the Balance Sheet date, the carrying amounts approximate fair value due to the short maturity of these instruments.

iii) Derivative financial instrument

The Group holds derivative financial instrument such as foreign exchange forward contract to mitigate the risk of changes in exchange rates on foreign currency exposures.



A) Cash flow hedges

Changes in the fair value of the derivative hedging instruments designated as cash flow hedges on net basis are recognized in other comprehensive income and presented within equity as hedging reserve. The cumulative gain or loss previously recognized in the cash flow hedging reserve in respect of hedges on net basis is transferred to the statement of profit or loss upon the occurrence of the related forecasted transaction and reported as part of foreign exchange gains or losses. Changes in fair value of foreign currency derivative instruments not designated as cash flow hedges and ineffective portion of cash flow hedges are recognized in statement of profit and loss and reported as part of foreign exchange gains or losses.

Fair Value hedges

Changes in the fair value of the derivative hedging instrument designated as fair value hedges are recognized in statement of profit or loss.

III) Derecognition

The group derecognizes a financial asset when the contractual rights to the cash flows from the financial assets expire or it transfers the financial asset and the transfer qualifies for derecognition under Ind AS 109. A financial liability is derecognised from the group's balance sheet where the obligation specified in the contract is discharged or cancelled or expires.

Taxes on income

Income tax expense comprises current and deferred income tax. Tax on income for Indian companies for the current period is determined on the basis of taxable income and tax credits computed in accordance with the provisions of the Indian Income tax Act, 1961. Foreign subsidiaries recognize current tax/ deferred tax liabilities and assets in accordance with the applicable local laws.

Income tax and deferred tax expense is recognized in the statement of profit and loss except to the extent that it relates to items recognized directly in other comprehensive income, in which case income tax expense is recognized in other comprehensive income. Current income tax for current and prior periods is recognized at the amount expected to be paid to or recovered from the tax authorities. (Refer note 8 for applicable tax rates in various jurisdiction).

The Group offsets current tax assets and current tax liabilities, where it has a legally enforceable right to set off the recognized amounts and where it intends either to settle on a net basis, or to realize the asset and settle the liability simultaneously.

Deferred income tax assets and liabilities are recognized for all temporary differences arising between the tax bases of assets and liabilities and their carrying amounts in the financial statements except when the deferred income tax arises from the initial recognition of goodwill or an asset or liability in a transaction that is not a business combination and affects neither accounting nor taxable profit or loss at the time of the transaction. Other deferred tax assets are recognized and carried forward to the extent that there is a reasonable certainty that sufficient future taxable income will be available against which such deferred tax assets can be realized. Deferred tax assets are reviewed at each reporting date and are reduced to the extent that it is no longer probable that the related tax benefit will be realized.

Deferred income tax assets and liabilities are measured using tax rates and tax laws that have been enacted or substantively enacted as on the statement of position and are expected to apply to taxable income in the years in which those temporary differences are expected to be recovered or settled. Deferred income taxes are not provided on the undistributed earnings of subsidiaries and branches where it is expected that the earnings of the subsidiary or branch will not be distributed in the foreseeable future. Deferred Income taxes are not provided on dividend receivable from subsidiaries as the Group is able to control the timing of reversal of such temporary difference. Deferred tax is provided on unrealized intra Group profit at the rate of tax applicable to the purchasing entity.

S. **Borrowing costs**

Borrowing costs include interest, commitment charges, finance charges in respect of assets acquired on finance lease and exchange differences arising from foreign currency borrowings, to the extent they are regarded as an adjustment to interest costs.

T. Provisions, contingent liabilities and contingent assets

Provisions are recognized for liabilities that can be measured only by using a substantial degree of estimation, if

- the Group has a present obligation as a result of a past
- a probable outflow of resources is expected to settle the obligation; and
- the amount of the obligation can be reliably estimated.

Provision is measured using the cash flows estimated to settle the present obligation and when the effect of time value of money is material, the carrying amount of the provision is the present







value of those cash flows. Reimbursement expected in respect of expenditure required to settle a provision is recognised only when it is virtually certain that the reimbursement will be received. Reimbursement expected in respect of expenditure required to settle a provision is recognized only when it is virtually certain that the reimbursement will be received.

Contingent liability is disclosed in case of

- a present obligation arising from a past event when it is not probable that an outflow of resources will be required to settle the obligation; or
- a possible obligation unless the probability of outflow of resources is remote

Contingent assets are neither recognized nor disclosed.

Provisions, contingent liabilities and contingent assets are reviewed at each balance sheet date.

U. Segment accounting

Operating segments are defined as components of an enterprise for which discrete financial information is used regularly by the Group's Chief Operating Decision Maker in deciding how to allocate resources and assessing performance.

- i) Segment revenue is the revenue directly identifiable with the segment.
- ii) Expenses that are directly identifiable with or allocable to segments are considered for determining the segment result. Expenses which relate to the Company as a whole and not identifiable with / allocable to segments are included under "Unallocable expenses".
- iii) Other income relates to the Company as a whole and is not identifiable with / allocable to segments.
- iv) Assets and liabilities used in the Company's business are not identified to any of the reportable segments as these are used interchangeably.

V. Cash flow statement

Cash flow statement is prepared segregating the cash flows from operating, investing and financing activities. Cash flow is

reported using indirect method as per the requirements of Ind AS 7 ("cash flow statements").

3. RECENT ACCOUNTING PRONOUNCEMENTS

Indian Accounting Standards (Ind AS) 115 - Revenue from Contracts with Customers

The Ministry of Corporate Affairs (MCA) has notified on 28 Mar 2018 Ind AS 115 - Revenue from Contracts with Customers. This Standard will be applicable from the financial years beginning on or after 1 April 2018.

The standard specifically adopts a five step model as below for recognising revenue:

- i. Identify the contract(s) with a customer
- ii. Identify the performance obligations in contract
- iii. Determine the transaction price
- iv. Allocate the transaction price to the performance obligations in the contract
- Recognize revenue when (or as) the entity satisfies a performance obligation

Under Ind AS 115, an entity recognises revenue when (or as) a performance obligation is satisfied, i.e. when 'control' of the goods or services underlying the particular performance obligation is transferred to the customer.

The Company will apply Ind AS 115 from 1 April 2018, retrospectively to all the contracts with customers which are not completed as on 1 April 2018. The cumulative effect of initially applying the standard will be recognised as an adjustment to the opening balance in retained earnings on 1 April 2018 at the time of reporting for financial year ending 31 March 2019. The Company has evaluated major contracts entered into with customers and does not expect any material impact of the adoption of this Standard on its retained earnings as on 1 April 2018 as well as to its net income on an ongoing basis.



4(I) The list of subsidiaries included in the consolidated financial statements are as under

(₹ in Mn)

| | Name of the subsidiary Company | Country of incorporation | Proportion of ownership as at 31 March 2018 (%) | Proportion of ownership as at 31 March 2017 (%) |
|----|---|--------------------------|--|--|
| 1 | Larsen & Toubro Infotech Canada Limited | Canada | 100 | 100 |
| 2 | Larsen & Toubro Infotech GmbH # | Germany | 100 | 100 |
| 3 | Larsen & Toubro Infotech LLC | USA | 100 | 100 |
| 4 | L&T Infotech Financial Services Technologies Inc. | Canada | 100 | 100 |
| 5 | Larsen And Toubro Infotech South Africa (Proprietary) Limited | South Africa | 74.9 | 74.9 |
| 6 | L&T Information Technology Services (Shanghai) Co. Ltd. | China | 100 | 100 |
| 7 | Larsen & Toubro Infotech Austria GmbH | Austria | 100 | 100 |
| 8 | L&T Information Technology Spain, Sociedad Limitada | Spain | 100 | 100 |
| 9 | L&T Infotech S.de. RL. C.V | Mexico | 100 | 100 |
| 10 | Syncordis S.A. Luxembourg # | Luxembourg | 100 | - |
| 11 | Syncordis Software Services India Private Limited* | India | 100 | - |
| 12 | Syncordis SARL, France | France | 100 | - |
| 13 | Syncordis Ltd, UK | UK | 100 | - |
| 14 | Syncordis PSF S.A. | Luxembourg | 100 | - |

[#] Larsen & Toubro Infotech GmbH has acquired shares of "Syncordis S.A", Luxembourg on 15 December 2017.

4(II) Additional Disclosure as per Schedule III of Companies Act 2013:

| Name of entity | Net assets, i.e. total assets minus total liabilities | | Share in profit | | Share in other comprehensive income | | Share in total comprehensive income | |
|--|--|--------|---|--------|---|--------|---|--------|
| | As % of consolidated net assets | Amount | As % of consolidated profit or loss | Amount | As % of consolidated other comprehensive income | Amount | As % of consolidated total comprehensive income | Amount |
| A- Parent | | | | | | | | |
| -Larsen & Toubro Infotech Limited | 96.31% | 37,186 | 104.29% | 11,601 | 119.18% | -994 | 103.08% | 10607 |
| Subsidiaries | | | | | | | | |
| B - Indian | | | | | | | | |
| 2.Syncordis Software Services India Private Limited | 0.04% | 14 | 0.02% | 2 | 0.00% | 0 | 0.02% | 2 |
| Sub Total | 0.04% | 14 | 0.02% | 2 | 0.00% | 0 | 0.02% | 2 |
| C-Foreign | | | | | | | | |
| 1. Larsen & Toubro Infotech GmbH | 3.66% | 1413 | 0.07% | 8 | -0.60% | 5 | 0.13% | 13 |
| 2. Larsen & Toubro Infotech Canada Limited | 0.28% | 110 | 0.31% | 34 | -0.36% | 3 | 0.36% | 37 |
| 3. Larsen & Toubro Infotech LLC | 0.07% | 28 | 0.03% | 3 | 0.00% | 0 | 0.03% | 3 |
| 4. L&T Infotech Financial Services Technologies Inc. | 5.19% | 2,002 | 3.47% | 386 | 0.60% | -5 | 3.70% | 381 |
| 5. Larsen And Toubro South Africa (Proprietary) Limited | 0.10% | 38 | 0.11% | 12 | -0.60% | 5 | 0.17% | 17 |
| 6. L&T Information Technology Services (Shanghai) Co. Ltd. | -0.01% | -4 | -0.02% | -2 | 0.00% | 0 | -0.02% | -2 |
| 7. Larsen & Toubro Infotech Austria GmbH | 0.02% | 7 | 0.01% | 1 | -0.12% | 1 | 0.02% | 2 |
| 8. L&T Information Technology Spain, Sociedad Limitada | 0.09% | 33 | 0.11% | 12 | -0.48% | 4 | 0.16% | 16 |
| 9. L&T Infotech S.de. RL. C.V (Maxico) | 0.01% | 3 | 0.03% | 3 | 0.00% | 0 | 0.03% | 3 |
| 10. Syncordis S.A. Luxembourg | 0.40% | 154 | 0.52% | 58 | -0.72% | 6 | 0.62% | 64 |
| 11. Syncordis SARL, France | 0.14% | 54 | -0.07% | -8 | -0.36% | 3 | -0.05% | -5 |
| 12. Syncordis Ltd, UK | 0.00% | 0 | 0.00% | 0 | 0.00% | 0 | 0.00% | 0 |
| 13. Syncordis PSF S.A. | 0.01% | 2 | 0.00% | 0 | 0.00% | 0 | 0.00% | 0 |
| Sub Total | 9.95% | 3,840 | 4.56% | 507 | -2.64% | 22 | 5.14% | 529 |
| Total A+B+C | 106.29% | 41,040 | 108.86% | 12,110 | 116.55% | -972 | 108.24% | 11,138 |
| Less : CFS adjustments and eliminations | -6.29% | -2,429 | -8.86% | -986 | -16.55% | 138 | -8.24% | -848 |
| Total | 100.00% | 38,611 | 100.00% | 11,124 | 100.00% | -834 | 100.00% | 10,290 |

^{*} The Company has acquired shares of "Syncordis Software Services India Private Limited" on 11 December 2017 (refer note "39").







CONSOLIDATED FIXED ASSETS - As of 31 March 2018

Notes forming part of Consolidated accounts

2,587 1,472 2,845 110 289 523 558 313 529 246 332 376 31-Mar-17 **Net Block** 661 As at 2,416 495 516 216 102 304 560 305 2,518 677 4,357 Net Block 31-Mar-18 As at 885 1,975 5,580 736,796 31-Mar-18 109 231 327 282 784 Asat œ 126 66 27 translation currency Foreign reserve Depreciation/Amortisation 98 98 deductions 23 37 ő For the 85 287 705 120 106 733 124 857 year Refer Note 39 of Subsidiary **Pursuant to** 4,695 1-Apr-17 16 209 177 1,293 633 86 61 154 587 3,964 Asat 4,483 2,416 5,883 1,233 9,879 31-Mar-18 126 413 726 1,445 632 798 347 As at 15 43 199 141 translation Foreign reserve 86 86 54 79 Additions Deductions **Gross Block** 305 28 277 112 94 52 099 67 305 1,937 16 Pursuant to Refer Note 39 ,755 acquisition of 181 subsidiary 5,436 1,009 ,145 522 3,871 332 661 7,536 1-Apr-17 126 350 677 335 As at Total of intangible assets Leasehold improvements Goodwill on consolidation Capital work in progress Total Of tangible assets Capital work in progress internally captitalised Goodwill on acqusition **Tangible assets-own** Furniture and fixtures Fixed and intangible Plant and machinery Customer contracts Office equipments Intangible assets Business rights _easehold land Computers Software Buildings Vehicles

Impairment upto 31 March 2018 - NIL

Augmentl Q Data Sciences Private Limited ("Augmentlg") has been amalgamated with the Company with effect from 1 April 2017 [refer note 38 to notes to accounts]

The Company acquired Syncordis S.A., Luxembourg, along-with its fully owned subsidiaries Syncordis SARL, France, Syncordis Ltd. UK, Syncordis PSF S.A., on 15 December 2017 & Syncordis Software Services India Private Limited on 11 December 2017. The Company has used cut-off date of 30 November 2017 as the acquisition date for convenience, since the transactions from December 2017 till the dates of acquisition of respective entities were not material. [refer note 39 to notes to accounts] 3 .

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CONSOLIDATED FIXED ASSETS - As of 31 March 2017

253 700 2,799 2,103 3,772 552 301 573 285 350 628 188 31-Mar-16 **Net Block** As at 31-Mar-17 313 2,845 332 472 Net Block 558 529 246 2,587 661 Asat 3,964 633 4,695 16 31-Mar-17 154 587 209 177 89 1,293 As at (155)(0) [34] [/ <u>@</u> ranslation [121] currency Foreign reserve Depreciation/Amortisation 15 52 29 212 212 deductions 123 0 1,065 40 317 113 103 109 For the 714 926 year 0 acquisition of Pursuant to Subsidiary 36 328 105 104 51 3,341 558 3,997 1-Apr-16 709 As at 31-Mar-17 1,145 5,436 126 350 706 335 332 1,009 7,536 677 522 661 3,871 Asat translation 0 [11] 0 \equiv [18] [177] [22] (250)(12) currency reserve Foreign 53 214 176 214 Additions Deductions **Gross Block** 419 50 180 125 64 383 557 Pursuantto acquisition of 1-Apr-16 126 1,028 406 628 5,444 629 336 350 3,501 1,061 7,581 Asat Total of intangible assets Leasehold improvements Goodwill on consolidation Capital work in progress Total Of tangible assets Capital work in progress - internally captitalised Goodwill on acqusition Furniture and fixtures Fixed and intangible Plant and machinery Customer contracts Office equipments Intangible assets **Tangible assets** Leasehold land Computers Buildings Software assets

I. Impairment upto 31 March 2017 - NIL

^{2.} GDA Technologies Limited (GDA) has been amalgamated with the Company with effect from 1 April 2016.

^{3.} Augment IQ has been aquired with effect from 30 November'2016.







5 INTANGIBLE ASSETS

The balance useful life of intangible assets as on the respective balance sheet dates is as follows:

(₹ in Mn)

| | As at 31- | -03-2018 | As at 31-03-2017 | | |
|--------------------|------------------|----------|------------------|----------|--|
| | Balance Carrying | | Balance | Carrying | |
| | Useful Life | Amount | Useful Life | Amount | |
| Software | upto 5 years | 1,086 | upto 5 years | 1,472 | |
| Customer contracts | upto 5 years | 449 | upto 5 years | 376 | |
| | | 1,535 | | 1,848 | |

6 NON CURRENT INVESTMENTS

(₹ in Mn)

| | As at | As at |
|---|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| 2500 equity shares of USD 1 each in L&T LLC * | 1 | - |
| | 1 | - |

^{*} The company acquired 4.76% share holding of L&T LLC on 14 August 2017. The company does not have control over its operations

7 NON CURRENT LOANS

(₹ in Mn)

| | As at | As at |
|----------------------------|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Unsecured, considered good | | |
| Security deposits | 387 | 311 |
| | 387 | 311 |

8 OTHER NON CURRENT FINANACIAL ASSETS

(₹ in Mn)

| | | (\ 111 1 \ 111 1) |
|-----------------------------|------------|--------------------|
| | As at | As at |
| | 31-03-2018 | 31-03-2017 |
| Forward contract receivable | 721 | 1,866 |
| | 721 | 1,866 |

9 DEFERRED TAX ASSETS

| | (| | | |
|------------------------------|---|------------|--|--|
| | As at | As at | | |
| | 31-03-2018 | 31-03-2017 | | |
| MAT credit | 2,530 | 2,576 | | |
| Less: Deferred tax liability | (630) | (1,157) | | |
| Deferred tax assets | 21 | 15 | | |
| Total | 1,921 | 1,434 | | |



Deferred tax liabilities or assets for the year ended 31 March 2018

9 (I) Deferred tax liabilities

(₹ in Mn)

| | Deferred tax asset/ (liability) as at 31-03- 2017 | Deferred tax asset/ (liability) charged to retained earnings | Current year (charge) / credit to profit and loss a/c | (Charge) / credit to hedging reserve | Foreign currency translation reserve | Charge pursuant to acquisition of subsidiary | Deferred tax asset/ (liability) as at 31-03-2018 |
|--|---|---|---|---|---|--|--|
| Deferred tax liabilities | | | | | | | |
| Depreciation / amortisation | [194] | - | 101 | - | [7] | (64) | (164) |
| | (194) | | 101 | - | (7) | (64) | (164) |
| Deferred tax assets | | | | | | | |
| Non capital losses and deferred expenses | 23 | - | 8 | | 1 | - | 32 |
| | 23 | _ | 8 | - | 1 | - | 32 |
| Net deferred tax assets/ (liabilities)(A) | (171) | - | 109 | - | (6) | (64) | (132) |

9 (II) Deferred tax assets

| | Deferred tax asset/ (liability) as at 31-03- 2017 | Deferred tax asset/ (liability) charged to retained earnings | Current year (charge) / credit to profit & loss A/c | (Charge) / credit to hedging reserve | Foreign currency translation reserve | Charge pursuant to acquisition of subsidiary | Deferred tax asset/ (liability) as at 31-03-2018 |
|--|---|---|---|---|---|--|--|
| Deferred tax liabilities | | | | | | | |
| Gain on cash flow hedges | (920) | | | 234 | - | - | (686) |
| Branch Profit Tax | (542) | | (141) | | - | - | (683) |
| Unrealised gains on investments | - | | (53) | | | | (53) |
| Others | [1] | | _ | | _ | - | [1] |
| | (1,463) | - | (194) | 234 | - | - | (1,423) |
| Deferred tax assets | | | | | | | |
| Provision for doubtful debts and | 51 | - | 31 | | - | - | 82 |
| advances | | | | | | | |
| Provision for employee benefits | 153 | - | 72 | | - | - | 225 |
| Realised gain on forward contracts | 95 | | 25 | | - | - | 120 |
| Depreciation / amortisation | 71 | | 146 | | - | - | 217 |
| MTM on ineffective hedges | (46) | | 112 | | - | - | 66 |
| Capital Loss on buyback of shares | | - | 63 | | - | - | 63 |
| by L&T Infotech Financial Services | | | | | | | |
| Technologies Inc. | | | | | | | |
| Others | (3) | | 45 | | (1) | - | 41 |
| MAT credit | 2,576 | - | [46] | | - | - | 2,530 |
| | 2,897 | - | 448 | - | (1) | - | 3,344 |
| Net deferred tax assets/ (liabilities)(B) | 1,434 | - | 254 | 234 | (1) | - | 1,921 |
| Net deferred tax assets/ (liabilities)(A+B) | 1,263 | - | 363 | 234 | (7) | (64) | 1,789 |

^{*}MAT credit for year ended 31 March 2018 of ₹ 59Mn net off reduction in MAT for year ended 31 March 2017 ₹ 106Mn due to Ind AS transitional deductions as per section 115JB of Income Tax Act 1961.







9 (III) Net schedule of Deferred tax for the year ended 31 March 2018

(₹ in Mn)

| | Deferred tax asset / (liability) as at 31-03- 2017 | Charge to retained earnings | Current year (charge) / credit | (Charge) / credit to hedging reserve | Foreign currency translation reserve | Charge pursuant to acquisition of subsidiary | Deferred tax asset / (liability) as at 31-03-2018 |
|--|--|-----------------------------------|---|---|---|--|---|
| Gains on cash flow hedges | (920) | | | 234 | | - | (686) |
| Branch profit tax | (542) | | (141) | - | - | - | (683) |
| Unrealised gain on investments | - | | (53) | | - | - | (53) |
| Provision for doubtful debts and advances | 51 | | 31 | | - | - | 82 |
| Provision for employee benefits | 153 | | 72 | | - | - | 225 |
| Realised gain on forward contracts | 95 | | 25 | | - | - | 120 |
| Depreciation / amortisation | (123) | | 247 | | [7] | (64) | 53 |
| MTM on ineffective hedges | (46) | | 112 | - | - | | 66 |
| Capital Loss on buyback of shares by L&T Infotech Financial Services Technologies Inc. | - | | 63 | - | - | | 63 |
| Non capital losses and deferred expenses | 23 | | 8 | | 1 | | 32 |
| Others | (4) | | 45 | | (1) | - | 40 |
| MAT credit | 2,576 | | [46] | - | - | | 2,530 |
| Net Deferred Tax Asset/ (Liabilities) | 1,263 | - | 363 | 234 | (7) | (64) | 1,789 |

9 (IV) Deferred tax liabilities or assets for the year ended 31 March 2017

9 (V) Deferred tax liabilities

| | Deferred tax asset/ (liability) as at 31-03- 2016 | Deferred tax asset/ (liability) charged to retained earnings | Current year (charge) / credit to profit and loss a/c | (Charge) / credit to hedging reserve | Foreign currency translation reserve | Charge pursuant to acquisition of subsidiary | Deferred tax asset/ (liability) as at 31-03- 2017 |
|--|---|---|--|---|---|--|---|
| Deferred tax liabilities | | | | | | | |
| Depreciation / amortisation | (313) | - | 108 | - | 11 | - | [194] |
| | (313) | | 108 | | 11 | | (194) |
| Deferred tax assets | | | | | | | |
| Non capital losses and deferred expenses | 65 | - | [41] | - | (1) | - | 23 |
| | 65 | - | (41) | - | (1) | - | 23 |
| Net deferred tax assets/ (liabilities)(A) | (248) | - | 67 | - | 10 | - | (171) |



9 (VI) Deferred tax assets

(₹ in Mn)

| | | | | | | | [₹ in Mn] |
|---|---|---|---|---|---|--|---|
| | Deferred tax asset/ (liability) as at 31-03- 2016 | Deferred tax asset/ (liability) charged to retained earnings | Current year (charge) / credit to profit & loss A/c | (Charge) / credit to hedging reserve | Foreign currency translation reserve | Charge pursuant to acquisition of subsidiary | Deferred tax asset/ (liability) as at 31-03- 2017 |
| Deferred tax liabilities | - | | | | | | |
| Income received in advance | (2) | - | 2 | - | - | - | - |
| Gain on cash flow hedges | (172) | - | - | (748) | - | - | (920) |
| MTM on ineffective hedges | | | [46] | | | | [46] |
| Branch Profit Tax | [427] | - | (115) | - | - | - | (542) |
| Others | [1] | - | | - | - | - | [1] |
| | (602) | - | (159) | (748) | - | _ | (1,509) |
| Deferred tax assets | | | | | | | |
| Income received in advance | 2 | - | (2) | - | - | - | - |
| Provision for doubtful debts and advances | 43 | - | 8 | - | - | - | 51 |
| Provision for employee benefits | 99 | - | 54 | | - | - | 153 |
| Realised gain on forward contracts | 41 | | 95 | [41] | - | - | 95 |
| Depreciation / amortisation | 44 | - | 27 | - | - | - | 71 |
| loss carried forward as per provisions of Income Tax Act,1961 | | | 1 | | | | 1 |
| Others | 10 | - | 1 | - | - | (15) | (4) |
| MAT credit | 2,576 | - | 440 | (440) | - | - | 2,576 |
| | 2,815 | - | 624 | (481) | - | (15) | 2,943 |
| Net deferred tax assets/ (liabilities)(B) | 2,213 | - | 465 | (1,229) | - | (15) | 1,434 |
| Net deferred tax assets/ (liabilities)(A+B) | 1,965 | - | 532 | (1,229) | 10 | (15) | 1,263 |

9 (VII)Net schedule of Deferred tax for the year ended 31 March 2017

| | Deferred tax asset / (liability) as at 31-03- 2016 | Charge to retained earnings | Current year (charge) / credit | (Charge) / credit to hedging reserve | Foreign currency translation reserve | Charge pursuant to acquisition of subsidiary | Deferred tax asset / (liability) as at 31-03- 2017 |
|---|--|-----------------------------------|---|---|---|--|--|
| Depreciation / amortisation | (269) | - | 135 | - | 11 | - | (123) |
| Gains on cash flow hedges | [172] | | | (748) | - | - | (920) |
| Branch profit tax | (427) | - | (115) | | | | (542) |
| Loss carried forward as per provisions under Income Tax Act, 1961 | - | - | 1 | - | - | - | 1 |
| MTM on ineffective hedges | - | - | (46) | - | - | - | (46) |
| Non capital losses and deferred expenses | 65 | - | (41) | - | [1] | - | 23 |
| Provision for doubtful debts and advances | 43 | - | 8 | - | - | - | 51 |
| Provision for employee benefits | 99 | - | 54 | - | - | - | 153 |
| Realised gain on forward contracts | 41 | - | 95 | (41) | - | - | 95 |
| Others | 9 | - | 1 | | | (15) | (5) |
| MAT credit | 2,576 | - | 440 | (440) | - | - | 2,576 |
| Net Deferred Tax Asset/ (Liabilities) | 1,965 | - | 532 | (1,229) | 10 | (15) | 1,263 |







9 (VIII) Summary of minimum alternate tax (MAT) credit available for set off against future tax liability arising under provisions of Income tax Act, 1961 for the year ended on 31 March 2018

(₹ in Mn)

| Financial year | MAT credit | Set-off in earlier years | Balance brought forward for the current year | MAT credit utilised in current year | Balance MAT carried forward to next year | Year of expiry |
|----------------|------------|-----------------------------|--|---|--|----------------|
| 2007-2008 | 184 | 184 | - | - | - | |
| 2008-2009 | 218 | 218 | - | - | - | |
| 2009-2010 | 272 | 87 | 185 | - | 185 | 2024-25 |
| 2010-2011 | 454 | - | 454 | - | 454 | 2025-26 |
| 2011-2012 | - | - | - | - | - | 0 |
| 2012-2013 | - | - | - | - | - | 2027-28 |
| 2013-2014 | 366 | - | 366 | - | 366 | 2028-29 |
| 2014-2015 | 485 | - | 485 | - | 485 | 2029-30 |
| 2015-2016 | 647 | - | 647 | - | 647 | 2030-31 |
| 2016-2017 * | 334 | - | 334 | - | 334 | 2031-32 |
| 2017-2018 | 59 | - | 59 | - | 59 | 2032-33 |
| Total | 3,019 | 489 | 2,530 | - | 2,530 | |

^{*} MAT credit reinstated as per Income tax records.

9 (IX)Summary of minimum alternate tax (MAT) credit available for set off against future tax liability arising under provisions of Income tax Act, 1961 for the year ended on 31 March 2017

(₹ in Mn)

| Financial year | MAT credit | Set-off in earlier years | Balance brought forward for the current year | MAT credit utilised in current year | Balance MAT carried forward to next year | Year of expiry |
|----------------|------------|-----------------------------|--|---|--|----------------|
| 2007-2008 | 184 | 184 | - | - | - | - |
| 2008-2009 | 218 | 218 | - | - | - | - |
| 2009-2010 | 272 | 87 | 185 | - | 185 | - |
| 2010-2011 | 454 | - | 454 | - | 454 | 2025-2026 |
| 2011-2012 | - | - | - | - | - | - |
| 2012-2013 | - | - | - | - | - | - |
| 2013-2014 | 365 | - | 365 | - | 365 | 2028-2029 |
| 2014-2015 | 485 | - | 485 | - | 485 | 2029-2030 |
| 2015-2016 | 647 | - | 647 | - | 647 | 2030-2031 |
| 2016-2017 | 440 | - | 440 | - | 440 | 2031-2032 |
| Total | 3,065 | 489 | 2,576 | - | 2,576 | |

10 OTHER NON CURRENT ASSETS

| | As at | As at |
|-------------------------------------|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Prepaid Expenses | 147 | 155 |
| Advance recoverable in cash or kind | 933 | 1,137 |
| | 1,080 | 1,292 |

[#] Impact of MAT credit due to postponement of ICDS given in financial year 2016-17

^{*}Reduction in MAT for year ended 31 March 2017 of ₹ 106Mn due to Ind AS transitional deductions as per section 115JB of Income Tax Act 1961.



TRADE RECEIVABLES

(₹ in Mn)

| | As at | As at |
|---|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Unsecured, considered good | | |
| Due from Related Parties (refer note 40) | 308 | 171 |
| Due from others | 13,654 | 11,526 |
| Unsecured, considered doubtful | 345 | 230 |
| Less : Allowance for bad & doubtful debts | (345) | (230) |
| | 13,962 | 11,697 |

Allowance for bad & doubtful debts movement

(₹ in Mn)

| | As at | As at |
|--|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Balance at the beginning of the year | 230 | 223 |
| Additions during the year, net | 116 | 12 |
| Uncollectable receivables charged against allowances | (31) | (3) |
| Exchange gain/(loss) | 30 | (2) |
| Balance at the end of year | 345 | 230 |

12 CASH AND CASH EQUIVALENT

(₹ in Mn)

| | As a | Asat |
|-----------------------|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Cash on hand | | 0 |
| Balances with bank | | |
| - in current accounts | | |
| Overseas | 2,17 | 1,260 |
| Domestic | 428 | 252 |
| - in deposit accounts | 4.0 | 164 |
| Remittance in transit | 678 | 615 |
| | 3,323 | 2,291 |

OTHER BANK BALANCES

(₹ in Mn)

| | As at | Asat | |
|---|------------|------------|--|
| | 31-03-2018 | 31-03-2017 | |
| Fixed Deposit with bank with more than 3 months | 230 | 1,412 | |
| Earmarked balances with banks (Unclaimed dividend) | 4 | 3 | |
| Cash and bank balance not available for immediate use | 76 | 89 | |
| | 310 | 1,504 | |

14 CURRENT LOANS

| | As at | As at |
|----------------------------|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Unsecured, considered good | | |
| Security deposits | 238 | 159 |
| | 238 | 159 |







15 OTHER CURRENT FINANCIAL ASSETS

(₹ in Mn)

| (V III 1911) | | | |
|-----------------------------|------------|------------|--|
| | As at | As at | |
| | 31-03-2018 | 31-03-2017 | |
| Advances to employees | 391 | 266 | |
| Forward contract receivable | 1,580 | 2,251 | |
| Others | 5 | 1 | |
| | 1,976 | 2,518 | |

16 OTHER CURRENT ASSETS

(₹ in Mn)

| | As at | As at | |
|--------------------------------------|------------|------------|--|
| | 31-03-2018 | 31-03-2017 | |
| Prepaid expenses | 743 | 915 | |
| Advances recoverable in cash or kind | 304 | 51 | |
| Advances to vendors | 78 | 22 | |
| | 1,125 | 988 | |

17 SHARE CAPITAL

I) Share capital authorised, issued, subscribed and paid up:

(₹ in Mn)

| | As at | As at |
|---|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Authorised: | | |
| 260,000,000 equity shares of ₹ 1 each * | 260 | 240 |
| (Previous year 240,000,000 of ₹ 1 each) | | |
| | 260 | 240 |
| Issued, paid up and subscribed | | |
| 171,999,263 equity shares for ₹ 1 each | 172 | 171 |
| (Previous year 170,571,113 of ₹ 1 each) | | |
| | 172 | 171 |

^{*} Pursuant to scheme of amalgamation of AugmentIQ Data Sciences Private Limited (transferor company) with the Company, the authorised share capital of INR 20 Mn is transferred to the Company (refer no. 38)

II) Terms/rights attached to equity shares

The Company has only one class of equity shares having a par value of Re. 1 per share. Each holder of equity shares is entitled to one vote per share. The Company declares and pays dividend in Indian Rupees.

III) Shareholders holding more than 5% of equity shares as at the end of the year:

| Name of Shareholder | Number of Shares | Shareholding % |
|-------------------------|---------------------|----------------|
| | As at 31-03-2018 | |
| Larsen & Toubro Limited | 142,693,637 | 82.96% |
| | As at 31-03-2017 | |
| Larsen & Toubro Limited | 143,750,000 | 84.28% |



IV) Reconciliation of the number of equity shares and share capital:

Due to allotment of shares on exercise of stock options by employees, there was a movement in share capital for the year ended 31 March 2018 and 31 March 2017 as given below

(₹ in Mn)

| | As at | As at |
|---|-------------|-------------|
| | 31-03-2018 | 31-03-2017 |
| Issued, subscribed and fully paid up equity shares outstanding at the beginning | 170,571,113 | 169,816,188 |
| Add: Shares issued on exercise of employee stock options | 1,428,150 | 754,925 |
| Issued, subscribed and fully paid up equity shares outstanding at the end | 171,999,263 | 170,571,113 |

Stock option plans:

Employee Stock Ownership Scheme ('ESOS Plan')

The grant of options to the employees under ESOS Plan is on the basis of their performance and other eligibility criteria.

| Sr. | Particulars | ESOP scho | | | | U.S. Stoc | | ESOP s | |
|------|---|--------------------------|---------|----------------------------|------------------|-----------------|---------|-----------|-----------|
| | | 2017-18 | 2016-17 | 2017-18 | | 2017-18 | | 2017-18 | 2016-17 |
| i | Grant Price | ₹5 | ₹5 | ₹2 | ₹2 | USD 2.4 | USD 2.4 | ₹1 | ₹1 |
| ii | Grant Dates | 01 April 2001 onwards | | 01 October 2001 onwards | | 15 Marc onwa | | 10 Jun | |
| iii | Vesting commences on | 01 April 2002 onwards | | | per 2002 ards | 15 Marc | | 10 Jun | |
| iv | Options granted & outstanding at the beginning of the year | 36,720 | 82,660 | 1,450,725 | 2,350,106 | 47,000 | 143,650 | 3,596,300 | - |
| V | Options reinstated during the year | - | - | - | - | | - | | - |
| vi | Options granted during the year | - | - | - | - | | - | 129,300 | 3,658,000 |
| VII | Options allotted/execised during the year | 3,375 | 11,830 | 673,315 | 725,445 | 8,000 | 17,650 | 743,460 | _ |
| viii | Options Lapsed/cancelled during the year | 12,000 | 34,110 | 92,108 | 173,936 | - | 79,000 | 132,000 | 61,700 |
| ix | Options granted & outstanding at the end of the year | 21,345 | 36,720 | 685,302 | 1,450,725 | 39,000 | 47,000 | 2,850,140 | 3,596,300 |
| Х | Options vested at the end of the year out of (ix) | 21,345 | 36,720 | 447,852 | 223,760 | 39,000 | 47,000 | 312,600 | - |
| хi | Options unvested at the end of the year out of (ix) | - | - | 237,450 | 1,226,965 | - | - | 2,537,540 | 3,596,300 |
| xii | Weighted average remaining contractual life of options (in years) | - | - | 0.7 | 1.7 | - | - | 5.3 | 6.2 |

(VI) The aggregate number of equity shares allotted as fully paid up by way of bonus shares in immediately preceding five years ended 31 March 2018 are Nil (previous period of five years ended 31 March 2017 - Nil)

(VII) The aggregate number of equity shares issued pursuant to contract, without payment being received in cash in immediately preceding five years ended 31 March 2018 - Nil (previous period of five years ended 31 March 2017 - Nil)

[VIII] During the year ended 31 March 2018, the amount of interim dividend distributed to equity shareholder was ₹ 8.00 per share at face value of ₹ 1 (previous year ₹ 6.85 per share at face value of ₹ 1) for the year ended 31 March 2018 and final dividend of ₹ 9.70 per share at face value of ₹ 1.

(IX) The number and weighted average exercise price of stock options are as follows:

| | Particulars | 2017-18 | | 2016-17 | |
|-----|--|--------------|------------------|--------------|------------------|
| | | No. of stock | Weighted average | No. of stock | Weighted average |
| | | options | exercise price | options | exercise price |
| i | Options granted & outstanding at the beginning of the year | 5,130,745 | 2.73 | 2,576,416 | 11.14 |
| ii | Options reinstated during the year | - | - | - | - |
| iii | Options granted during the year | 129,300 | 1.00 | 3,658,000 | 1.00 |
| iv | Options allotted during the year | 1,428,150 | 2.35 | 754,925 | 5.64 |
| V | Options Lapsed/cancelled during the year | 236,108 | 1.59 | 348,746 | 36.92 |
| vi | Options granted & outstanding at the end of the year | 3,595,787 | 2.90 | 5,130,745 | 2.73 |
| vii | Options vested at the end of the year out of (v) | 820,797 | 9.03 | 307,480 | 25.84 |







- (X) Weighted average share price at the date of exercise for stock options exercised during the year is ₹ 850 per share (previous year ₹ 621 per share).
- (XI) Weighted average fair value of options granted during the year is ₹ 644.71 (previous year ₹ 407.39).
- **(XII)** The fair value has been calculated using the Black-Scholes Option Pricing model and significant assumptions and inputs to estimate the fair value options granted during the year are as follows::

| Sr. | Particulars | 2017-18 | 2016-17 |
|-----|---|----------------------------------|---|
| no | | | |
| i | Weighted average risk-free interest rate | 6.69% | 7.10% |
| ii | Weighted average expected life of options | 3 years | 3 years |
| iii | Weighted average expected volatility | 17.88% | 19.23% |
| iv | Weighted average expected dividends over the life of option | ₹ 115.33 | ₹ 115.56 |
| ٧ | Weighted average share price | ₹ 644.71 | ₹ 407.74 |
| Vİ | Weighted average exercise price | ₹ 1 | ₹1 |
| VII | Method used to determine expected volatility | The expected volatility has been | The expected volatility has been |
| | | calculated entirely based on | calculated entirely based on historic |
| | | historic volatility IT Index. | volatility IT Index, as historical data |
| | | | of the Croup is not available being |
| | | | an unlisted Company. |

XII) The balance in share option outstanding account as on 31 March, 2017 is ₹ 1,216 Mn (previous year ₹ 1,510 Mn).

18 OTHER EQUITY

(₹ in Mn) Particulars 2017-18 2016-17 no 1) General Reserve 4,501 4,492 Opening balance Add: Employee stock compensation outstanding Add: transfer from employee outstanding 9 4,503 4,501 Hedging Reserve Opening balance 3,081 877 4,641 Add: Movement in forward contracts receivable 1,477 Less: Amount reclassified to profit or loss (2,966)[1,460]Less: Deferred tax related to above 433 (977)2,025 3,081 Share Premium Opening balance 1,498 1,473 Add: Additions during the year 321 25 1,819 1,498 Employee Stock option outstanding 1,511 77 Opening balance Add: Additions during the year 83 1,492 (8) Less: Transferred to general reserve Less: Deductions during the year (378)(50)1,216 1,511



(₹ in Mn)

| Sr. | Particulars | 2017-18 | 2016-17 |
|-----|--|---------|---------|
| no | | | |
| | Deferred employee compensation expense | | |
| | Opening balance | (945) | - |
| | Add: Additions during the year | (83) | (1,492) |
| | Less: Deductions during the year | 562 | 547 |
| | | (466) | (945) |
| | Balance to be carried forward | 750 | 566 |
| | Foreign currency translation reserve | | |
| | Opening balance | 264 | 479 |
| | Add: Transfer | 160 | (215) |
| | | 424 | 264 |
| VI) | Retained Earnings | | |
| | Opening balance | 21,362 | 13,678 |
| | Add: Profit for the year | 11,120 | 9,707 |
| | Add: Other comprehensive income | 62 | (45) |
| | Less: Dividend (including dividend distribution tax) | [3,639] | (1,978) |
| | | 28,905 | 21,362 |
| | | 38,426 | 31,272 |

OTHER NON CURRENT FINANCAL LIABILITY

(₹ in Mn)

| | As at | As at |
|-------------------------------------|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Liability for customer settlement | 204 | - |
| Payable for acquisition of business | 837 | = |
| | 1,042 | - |

20 (I) NON CURRENT PROVISIONS

(₹ in Mn)

| (\(\frac{1}{11}\) | | |
|---------------------------------|------------|------------|
| | As at | As at |
| | 31-03-2018 | 31-03-2017 |
| Post-retirement medical benefit | 169 | 174 |
| Others | 111 | 111 |
| | 280 | 285 |

20(II) DISCLOSURE PURSUANT TO ACCOUNTING STANDARD (IND- AS) 37 "PROVISIONS, CONTINGENT LIABILITIES AND CONTINGENT ASSETS"MOVEMENT IN PROVISIONS:

| Sr. | Particulars | Class of provisions | | |
|-----|--------------------------------------|---------------------|--------|-------|
| No. | | Sales Tax | Others | Total |
| i | Balance as at 1-4-2017 | 4 | 107 | 111 |
| ii | Additional provision during the year | - | - | - |
| iii | Provision used during the year | - | - | - |
| iv | Provision reversed during the year | - | - | - |
| V | Balance as at 31-03-2018 | 4 | 107 | 111 |

- Provision for sales tax pertains to claim made by the authorities on certain transaction of capital nature for the year 2002-03.
- Provision for others represents liabilities relating to matters in dispute







21 TRADE PAYABLES

(₹ in Mn)

| | As at | As at |
|--|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Due to Related Parties (Refer Note 40) | 60 | 167 |
| Due to others | 1,468 | 1,059 |
| Accrued expenses | 2,360 | 2,140 |
| | 3,888 | 3,366 |

22 OTHER CURRENT FINANCIAL LIABILITIES

(₹ in Mn)

| | As at | As at |
|---|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Unclaimed dividend | 4 | 3 |
| Employee liabilities (others) | 4,081 | 3,761 |
| Gratuity liability | 128 | 157 |
| Credit Support Agreement Deposit | 1,617 | 2,025 |
| Liability for customer settlement expense | 219 | - |
| Others | 57 | 52 |
| | 6,106 | 5,998 |

23 OTHER CURRENT LIABILITIES

(₹ in Mn)

| | | (\(\nabla \) |
|----------------|------------|--------------|
| | As at | As at |
| | 31-03-2018 | 31-03-2017 |
| Other payables | 1,617 | 1,158 |
| | 1,617 | 1,158 |

24 CURRENT PROVISIONS

(₹ in Mn)

| | As at | As at |
|----------------------------------|------------|------------|
| | 31-03-2018 | 31-03-2017 |
| Compensated absences | 1,841 | 1,613 |
| Post retirement medical benefits | 2 | 1 |
| Other provisions | 1 | - |
| | 1,844 | 1,614 |

25 REVENUE FROM OPERATIONS

| | 2017-18 | 2016-17 |
|---------|---------|---------|
| Revenue | 73,065 | 65,009 |
| | 73,065 | 65,009 |



OTHER INCOME

(₹ in Mn)

| | 2017-18 | 2016-17 |
|--|---------|---------|
| Income from current investment in mutual funds | 738 | 194 |
| Interest received | 23 | 27 |
| Foreign exchange gain * | 3,427 | 1,539 |
| Profit on sale of fixed assets | 2 | - |
| Miscellaneous income | 71 | 107 |
| | 4,261 | 1,867 |

^{*} The foreign exchange gain reported above includes ₹2,966 Mn (previous year ended 31 March 2017 ₹1,460 Mn) gain on derivative instruments which are designated as cash flow hedges. Since the Company hedges its operational business exposure on a net basis (i.e. expected earnings in foreign currency less expected expenditure in related currency), the aforesaid gain/loss on derivative instruments relates to the business operations of the company.

EMPLOYEE BENEFIT EXPENSES

(₹ in Mn)

| | 2017-18 | 2016-17 |
|--|---------|---------|
| Salaries including overseas staff expenses | 39,754 | 33,947 |
| Share based payments to employees | 400 | 428 |
| Staff welfare | 439 | 518 |
| Contribution to provident and other funds | 542 | 377 |
| Contribution to superannuation Fund | 45 | 54 |
| Contribution to gratuity fund | 155 | 115 |
| Contribution to SSA & other funds | 1,954 | 1,714 |
| | 43,289 | 37,153 |

OPERATING EXPENSES

| (\(\nabla_1\)\(\nabla1\)\(\nabla1\)\(\nabla1\)\(\nabla1\)\(\nabla1\)\(\nabla1\) | | |
|---|---------|---------|
| | 2017-18 | 2016-17 |
| Consultancy charges | 5,360 | 4,371 |
| Cost of equipment, hardware and software packages | 3,474 | 3,364 |
| Travelling and conveyance | 2,375 | 2,357 |
| Rent and establishment expenses | 1,842 | 1,688 |
| Repairs and maintenance | 815 | 804 |
| Customer settlement expenses * | 617 | - |
| Miscellaneous expenses | 438 | 617 |
| Telephone charges and postage | 365 | 331 |
| Recruitment expenses | 359 | 211 |
| Power and fuel | 330 | 318 |
| Rates and taxes | 254 | 199 |
| Advertisement | 222 | 196 |
| Communication expenses | 189 | 238 |
| Allowance for doubtful debts and advances | 133 | 12 |
| Less : Provision written back | (17) | - |
| Insurance charges | 58 | 55 |
| Bad debts | 31 | 3 |
| | 16,845 | 14,764 |

^{*} Customer settlement expenses are in relation to one time commercial settlement entered by the Company with one of its clients on 27 March 2018







29 FINANCE COST

(₹ in Mn)

| | 2017-18 | 2016-17 |
|---|---------|---------|
| Interest on deposits with respect to Credit support agreement | 133 | 29 |
| Notional interest on financial liability * | 20 | - |
| Fixed loans | - | 1 |
| On others | 4 | 2 |
| | 157 | 32 |

 $[\]ensuremath{^{*}}$ Contingent consideration payable on business acquisition of syncordis group

30 (I) CURRENT TAX (NET)

(₹ in Mn)

| | 2017-18 | 2016-17 |
|---|---------|---------|
| Currrent Tax | 3,754 | 3,159 |
| Provision for earlier year (written back)/off | (100) | 22 |
| | 3.654 | 3,181 |

30 (II) DEFERRED TAX

(₹ in Mn)

| | 2017-18 | 2016-17 |
|---|---------|---------|
| Deferred tax charge/(credit) | (409) | (92) |
| MAT credit entitlement for current year | 46 | (440) |
| | (363) | (532) |

^{*}MAT credit for year ended 31 March 2018 of ₹ 59 Mn is net off reduction in MAT for year ending 31 March 2017 ₹ 106 Mn due to Ind AS transitional deductions as per section 115JB of Income Tax Act 1961.

30(III) Applicable tax rates in various tax jurisdictions for the year ended 31 March 2018 is given below:

| Jurisdiction of subsidiaries | Applicable tax rates (%) |
|------------------------------|--------------------------|
| Austria | 25.00 |
| China | 25.00 |
| Canada | 26.50 |
| France | 33.33 |
| Germany | 15.83 |
| India | 34.61 |
| Luxembourg * | 19.00 |
| Mexico | 30.00 |
| Spain | 25.00 |
| South Africa | 28.00 |
| United States | 31.50 |
| UK | 19.00 |

| Jurisdiction of branches | Applicable tax rates (%) |
|--------------------------|--------------------------|
| Australia | 30.00 |
| Belgium | 33.00 |
| Costa Rica | 30.00 |
| Denmark | 22.00 |
| Finland | 20.00 |
| France | 33.33 |
| Japan | 23.40 |
| Netherlands | 25.00 |
| Norway | 23.00 |
| Philippines | 30.00 |
| Poland | 19.00 |



| Jurisdiction of branches | Applicable tax rates (%) |
|--------------------------|--------------------------|
| Qatar | 10.00 |
| Saudi Arabia | 20.00 |
| South Africa | 28.00 |
| Singapore | 17.00 |
| Sweden | 22.00 |
| United Kingdom | 19.00 |
| United States ** | 31.50 |

^{**} Tax rate in United States has changed from 35% to 21% w.e.f. 1 January 2018. Rate mentioned above is weighted average rate for the year ended 31 March

30(IV) A reconciliation of the income tax provision to the amount computed by applying enacted income tax rate to the profit before income taxes is as follows:

(₹ in Mn)

| | 2017-18 | 2016-17 |
|--|---------|---------|
| Profit before income taxes | 14,415 | 12,358 |
| Enacted tax rates in India | 34.608% | 34.608% |
| Computed expected tax expense | 4,989 | 4,277 |
| Tax effect due to non-taxable income for Indian tax purposes | (1,817) | (1,360) |
| Overseas taxes | 446 | 413 |
| Short/excess provision | 7 | 20 |
| Effect of exempt income for Indian tax purposes | (101) | (741) |
| Capital losses carried forward | (133) | |
| Effect of allowances of eligible expenses | (774) | (410) |
| Effect of non-deductible expenses | 772 | 480 |
| Effect of deferred taxes | [410] | [94] |
| Others | 312 | 64 |
| Tax expense as per statement of profit and loss | 3,291 | 2,649 |

STATEMENT OF OTHER COMPREHENSIVE INCOME

| | 2017-18 | 2016-17 |
|---|---------|---------|
| Items that will not be reclassified to profit or loss | | |
| Defined benefit plan actuarial gain/(loss) | 80 | (57) |
| Income tax on defined benefit plan actuarial gain/(loss) | (18) | 12 |
| | 62 | (45) |
| Items that will be reclassified to profit or loss | | |
| Net changes in fair value of cash flow hedges | (1,489) | 3,181 |
| Income tax on net changes in fair value of cash flow hedges | 433 | (977) |
| Foreign currency translation reserve | 159 | (214) |
| | (897) | 1,990 |
| | (835) | 1,945 |







32 CONTINGENT LIABILITIES

(₹ in Mn)

| | | As at | As at |
|---|--|------------|------------|
| | | 31-03-2018 | 31-03-2017 |
| 1 | Income tax liability that may arise in respect of which the Company is in appeal * | 2,391 | 1,971 |
| 2 | Corporate guarantee given on behalf of subsidiary ** | 3,546 | 3,726 |
| 3 | Service tax refund disallowed, in respect of # | 92 | 81 |
| | | 6,029 | 5,778 |

^{*}Out of contingent Tax liability disclosed above, ₹ 2,165 Mn (including interest of ₹ 185 Mn), pertains to the tax demand arising on account of disallowance of exemption u/s 10A/10AA on profits earned by STPI Units/SEZ units on onsite export revenue. Company is pursuing appeal against these demands before the relevant Appellate Authorities. The company believes that its position is likely to be upheld by appellate authorities and considering the facts, the ultimate outcome of these proceedings is not likely to have material adverse effect on the results of operations or the financial position of the Company.

33 Estimated amount of contracts remaining to be executed on capital account (net of advances) and not provided for: ₹ 178 Mn (previous year ₹ 151 Mn).

34 EMPLOYEE BENEFITS

I) The amounts recognised in balance sheet are as follows:

(₹ in Mn)

| | | Gratuity plan | |
|----|---|------------------|------------------|
| | | As at 31-03-2018 | As at 31-03-2017 |
| a) | Present value of defined benefit obligation | | |
| | - Wholly funded | 798 | 684 |
| | - Wholly unfunded | - | - |
| b) | Fair value of plan assets as on* | 670 | 527 |
| | Amount to be recognised as liability or (asset) (a-b) | 128 | 157 |
| | Net liability/(asset)-current | 128 | 157 |
| | Net liability/(asset)- non current | - | 0 |

^{*} Asset is not recognised in the balance sheet

| | | Post-retirement medical benefit plan | |
|------|---|--------------------------------------|------------------|
| | | As at 31-03-2018 | As at 31-03-2017 |
| Α. | | | |
| a) | Present value of defined benefit obligation | | |
| | - Wholly funded | - | 0 |
| | - Wholly unfunded | 170 | 175 |
| b) | Fair value of plan assets | - | 0 |
| | Amount to be recognised as liability or (asset) (a-b) | 170 | 175 |
| В. | | | |
| Amo | ounts reflected in the balance sheet | | |
| Liab | ility | 170 | 175 |
| Ass | ets | - | 0 |
| Net | liability/(asset) | 170 | 175 |
| Net | liability/(asset)-current | 1 | 1 |
| Net | liability/(asset)- non current | 169 | 174 |

^{**} The Company had given a corporate guarantee on behalf of its wholly owned subsidiary L&T Infotech Financial Services Technologies Inc. The guarantee is for performance of all obligations by LTIFST Canada in connection with its long term annuity services contracts with customer. The obligation under this guarantee is limited in aggregate to the amount of CAD 70,000,000.

[#] The Company had filed for refund of accumulated service tax credit in accordance with relevant CENVAT credit Rules. However, the department has disallowed certain portion of such refunds considering the same as ineligible as not related with output services. The Company is in appeal against these disallowances before the relevant Authorities and is hopeful of getting a favourable order.



(₹ in Mn)

| | | Provident fund plan (refer note (X)(iii) below) | |
|------|--|--|------------------|
| | | As at 31-03-2018 | As at 31-03-2017 |
| Α. | | | |
| a) | Present value of defined benefit obligation | | |
| | - Wholly funded | 5,865 | 4910 |
| | - Wholly unfunded | - | - |
| b) | Fair Value of plan assets | 5,914 | 4939 |
| | Amount to be recognised as liability or (asset) (a-b)* | (49) | (29) |
| В. | | | |
| Am | ounts reflected in the balance sheet | | |
| Lial | bility | 78 | 62 |
| Ass | ets | - | 0 |
| Net | : liability/(asset)# | 78 | 62 |
| Net | Net liability/(asset)-current | | 62 |
| Net | : liability/(asset)- non current | - | - |

[#] Employer's and employee's contribution for March 2018 paid in April 2018

The amounts recognised in statement of profit and loss are as follows:

(₹ in Mn)

| | | Gratuity plan | |
|------|---|------------------|------------------|
| | | As at 31-03-2018 | As at 31-03-2017 |
| i. | Current service cost | 135 | 112 |
| ii. | Past service cost | 13 | 0 |
| iii. | Administration expenses | - | 0 |
| iv. | Interest on net defined benefit liability / (asset) | 7 | 3 |
| ٧. | (Gains) / losses on settlement | - | 0 |
| Tota | l expense charged to profit and loss account | 155 | 115 |

(₹ in Mn)

| | | Post-retirement medical benefit plan | |
|------|---|--------------------------------------|---------|
| | | 2017-18 | 2016-17 |
| i. | Current service cost | 43 | 27 |
| ii. | Past service cost | (7) | = |
| iii. | Administration expenses | - | - |
| iv. | Interest on net defined benefit liability / (asset) | 12 | 10 |
| ٧. | (Gains) / losses on settlement | - | = |
| Tota | l expense charged to profit and loss account | 48 | 37 |

| | | Provident fund plan | |
|------|---|---------------------|---------|
| | | 2017-18 | 2016-17 |
| 1. | Current service cost | 271 | 274 |
| 2. | Interest cost | 440 | 373 |
| 3. | Expected return on plan assets | (440) | (373) |
| Tota | Total expense for the year included in staff cost | | 274 |

^{*} Asset is not recognised in the balance sheet







III) The amounts recognised in statement of other comprehensive income (OCI) are as follows:

(₹ in Mn)

| | Gratuity plan | | Post retirement medical benefit plan | |
|---|---------------|---------|--------------------------------------|---------|
| | 2017-18 | 2016-17 | 2017-18 | 2016-17 |
| Opening amount recognized in OCI | 28 | (14) | 3 | (11) |
| Re-measurements during the period due to: | | | | |
| Changes in financial assumptions | 8 | 41 | (32) | 32 |
| Experience adjustments | (10) | (5) | (20) | (18) |
| Actual return on plan assets less interest on plan assets | (24) | 6 | - | - |
| Closing amount recognized in OCI | 2 | 28 | (49) | 3 |

IV) The changes in the present value of defined benefit obligation representing reconciliation of opening and closing balances thereof are as follows:

(₹ in Mn)

| | Gratuity p | lan |
|---|------------|---------|
| | 2017-18 | 2016-17 |
| Opening balance of defined benefit obligation | 684 | 579 |
| Current service cost | 135 | 112 |
| Past service cost | 13 | 0 |
| Interest on defined benefit obligation | 43 | 41 |
| Re-measurements due to | | |
| Acturial loss / (gain) arising from change in financial assumption | 8 | 41 |
| Acturial loss / (gain) arising from change in demographic assumptions | - | 0 |
| Acturial loss/ (gain) arising on account of experience changes | [10] | -5 |
| Benefits paid | (75) | -84 |
| Liabilities assumed / (settled)* | - | - |
| Liabilities extinguished on settlements | - | - |
| Closing balance of defined benefit obligation | 798 | 684 |

st On account of business combination or inter-company transfer

| | Post-retirement medical benefit plan | |
|---|--------------------------------------|---------|
| | 2017-18 | 2016-17 |
| Opening balance of defined benefit obligation | 174 | 124 |
| Current service cost | 43 | 27 |
| Past service cost | [7] | = |
| Interest on defined benefit obligation | 12 | 10 |
| Re-measurements due to | | |
| Acturial loss / (gain) arising from change in financial assumption | (32) | 31 |
| Acturial loss / (gain) arising from change in demographic assumptions | - | - |
| Acturial loss/ (gain) arising on account of experience changes | (20) | (18) |
| Benefits paid | - | 0 |
| Liabilities assumed / (settled)* | - | 0 |
| Liabilities extinguished on settlements | - | 0 |
| Closing balance of defined benefit obligation | 170 | 174 |

^{*} On account of business combination or inter-company transfer



(₹ in Mn)

| | Provident fund plan | |
|--|---------------------|---------|
| | 2017-18 | 2016-17 |
| Opening balance of defined benefit obligation | 4,910 | 4,254 |
| Add : Interest cost | 440 | 373 |
| Add : Current service cost | 271 | 274 |
| Add : Contribution by plan participants | 599 | 617 |
| Add/(Less) : actuarial (gains)/losses | - | - |
| Add: Business combination/acquisition | - | - |
| Less: Assets acquired/(settled)* | 287 | (50) |
| Liabilities assumed on acquisition/ (settled on divestiture) | - | - |
| Less : Benefits paid | (642) | (558) |
| Closing balance of defined benefit obligation | 5,865 | 4,910 |

^{*} On account of business combination or inter-company transfer

Changes in the fair value of plan assets representing reconciliation of the opening and closing balances thereof are as follows:

| | Gratuity plan | | Provident | Provident fund plan | |
|---|---------------|---------|-----------|---------------------|--|
| | 2017-18 | 2016-17 | 2017-18 | 2016-17 | |
| Opening balance of the fair value of the plan assets | 527 | 493 | 4,939 | 4,264 | |
| Employer's contributions | 157 | 87 | 265 | 271 | |
| Expected return on plan assets | 36 | 38 | 440 | 373 | |
| Administration expenses | - | - | - | - | |
| Actuarial gains / (loss) | - | - | 312 | 47 | |
| Re-measurements due to: | | | | | |
| Actual return on plan assets less interest on plan assets | 24 | (7) | - | - | |
| Contribution by plan participants | - | - | 602 | 592 | |
| Benefits paid | (75) | (84) | (642) | (558) | |
| Assets acquired/(settled)* | - | - | [1] | (50) | |
| Assets distributed on settlements | - | - | | | |
| Closing balance of plan assets | 670 | 527 | 5,914 | 4,939 | |

 $^{^{*}}$ On account of business combination or inter-company transfer

The Company expects to contribute ₹ 128 Mn (₹ 157 Mn in 2016-17) towards its gratuity, in the next financial year.

The major categories of plan assets as a percentage of total plan assets are as follows:

| | 2017-18 | |
|--|-----------------|----------------|
| | Gratuity plan | Provident fund |
| | | plan |
| Government of India securities | | 23.05% |
| State government securities | | 20.03% |
| Corporate bonds | | 17.27% |
| Fixed deposits under Special Deposit Scheme framed by central government for provident funds | Scheme with LIC | 5.74% |
| Public sector bonds | | 28.45% |
| Mutual Funds | | 3.01% |
| Others | | 2.45% |







VII) Principal actuarial assumptions at the balance sheet date:

(₹ in Mn)

| | | 2017-18 | 2016-17 |
|------|--|----------------|----------------|
| i. | Discount rate | | |
| | For gratuity | 7.60% | 6.75% |
| | For post -retirement medical benefits | 7.60% | 6.75% |
| ii. | Annual increase in healthcare costs (see note below) | 5.00% | 5.00% |
| iii. | Attrition rate : | Varies between | Varies between |
| | | 2% to 18% | 2% to 18% |
| iv. | Salary growth rate * | 6.00% | 5.00% |

^{*} Note - Salary growth rate assumption has been revised to reflect Company's average salary growth rate and current market conditions

VIII) Projected plan cash flow:

The table below shows the expected cash flow profile of the benefits to be paid to the current membership of the plan (which in case of serving employees, if any, is based on service accrued by employee up to valuation date):

As on 31 March 2018

(₹ in Mn)

| • | | | | |
|---|----------|---|--|--|
| Maturity profile | Gratuity | Post-Retirement medical benefit liability | | |
| Expected benefits for year 1 | 106 | 2 | | |
| Expected benefits for year 2 | 101 | 2 | | |
| Expected benefits for year 3 | 100 | 3 | | |
| Expected benefits for year 4 | 98 | 3 | | |
| Expected benefits for year 5 | 94 | 4 | | |
| Expected benefits for year 6 | 89 | 5 | | |
| Expected benefits for year 7 | 83 | 5 | | |
| Expected benefits for year 8 | 76 | 6 | | |
| Expected benefits for year 9 | 74 | 7 | | |
| Expected benefits for year 10 and above | 640 | 1,186 | | |

As on 31 March 2017

(₹ in Mn)

| Maturity profile | Gratuity | Post-Retirement medical benefit liability |
|---|----------|---|
| Expected benefits for year 1 | 96 | 1 |
| Expected benefits for year 2 | 87 | 2 |
| Expected benefits for year 3 | 86 | 2 |
| Expected benefits for year 4 | 82 | 3 |
| Expected benefits for year 5 | 77 | 3 |
| Expected benefits for year 6 | 72 | 4 |
| Expected benefits for year 7 | 66 | 5 |
| Expected benefits for year 8 | 61 | 5 |
| Expected benefits for year 9 | 54 | 6 |
| Expected benefits for year 10 and above | 469 | 1,036 |

The estimates of future salary increases considered in actuarial valuation, take into account inflation, seniority, promotion and other relevant factors, such as supply and demand in the employment market



IX) Sensitivity analysis

Post retirement benefits:

Although the obligation of the Group under the post-retirement medical benefit plan is limited to the overall ceiling limits, assumed healthcare cost trend rates may affect the amounts recognised in the statement of profit and loss. The benefit obligation results for the cost of paying future hospitalization premiums to insurance company and reimbursement of domiciliary medical expenses in future for the employee / beneficiaries during their lifetime is sensitive to discount rate, future increase in healthcare costs and longevity. The following table summarizes the impact in percentage terms on the reported defined benefit obligation at the end of the reporting period arising on account changes in these three key parameters:

| | Period ended 31 March 2018 |
|---|----------------------------|
| Discount Rate | |
| Impact of increase in 100 bps on defined benefit obligation | -17.38% |
| Impact of decrease in 100 bps on defined benefit obligation | 22.74% |
| Healthcare costs rate | |
| Impact of increase in 100 bps on defined benefit obligation | 17.71% |
| Impact of decrease in 100 bps on defined benefit obligation | -14.09% |
| Life expectancy | |
| Impact of increase by 1 year on defined benefit obligation | 0.57% |
| Impact of decrease by 1 year on defined benefit obligation | -0.59% |

Gratuity: ii)

Gratuity is a lump sum plan and the cost of providing these benefits is typically less sensitive to small changes in demographic assumptions. The key actuarial assumptions to which the benefit obligation results are particularly sensitive to are discount rate and future salary escalation rate. The following table summarizes the impact in percentage terms on the reported defined benefit obligation at the end of the reporting period arising on account of an increase or decrease in the reported assumption as below:

| | Period ended 31 March 2018 | |
|---|----------------------------|---------------------------|
| | Discount rate | Salary escalation rate |
| Impact of increase in 100 bps on defined benefit obligation | -6.08% | 6.80% |
| Impact of decrease in 100 bps on defined benefit obligation | 6.82% | -6.19% |







35 FINANCIAL INSTRUMENTS BY CATEGORY

I) Carrying value of financial instruments by categories are as follows:

(₹ in Mn)

| | | As at 31 | -03-2018 | | As at 31-03-2017 | | | |
|----------------------------------|---|--|----------|--------|---|--|----------------|--------|
| | Fair value through P&L (FVTPL) | Fair value through OCI (FVTOCI) | | Total | Fair value through P&L (FVTPL) | Fair value through OCI (FVTOCI) | Amortised cost | Total |
| Financial assets | | | | | | | | |
| Investments | 12,644 | | | 12,644 | 9,406 | | | 9,406 |
| Trade receivables | | | 13962 | 13,962 | | | 11,697 | 11,697 |
| Unbilled revenue | | | 8365 | 8,365 | | | 4,724 | 4,724 |
| Cash and cash equivalents | | | 3323 | 3,323 | | | 2,291 | 2,291 |
| Other bank balances | | | 310 | 310 | | | 1504 | 1504 |
| Loans | | | 625 | 625 | | | 470 | 470 |
| Derivative financial instruments | (50) | 2,351 | | 2,301 | 220 | 3,897 | 0 | 4117 |
| Other financial assets | | | 395 | 395 | - | - | 267 | 267 |
| Total | 12,594 | 2,351 | 26,980 | 41,925 | 9,626 | 3,897 | 20,953 | 34,476 |

(₹ in Mn)

| | As at 31-03-2018 | | | | As at 31 March 2017 | | | |
|--|---|--|--------|--------|---|------------------------------|----------------|-------|
| | Fair value through P&L (FVTPL) | Fair value through OCI (FVTOCI) | | Total | Fair value through P&L (FVTPL) | Fair value through OCI | Amortised cost | Total |
| Financial liability | | | | | | | | |
| Borrowings | - | - | - | - | - | - | | = |
| Current maturities of long term borrowings | - | _ | - | - | - | - | | = |
| Trade payables | - | - | 3,888 | 3,888 | - | - | 3,366 | 3,366 |
| Other financial liabilities | - | - | 7,148 | 7,148 | - | - | 5,998 | 5,998 |
| Total | - | - | 11,036 | 11,036 | _ | - | 9,364 | 9,364 |

II) Fair value hierarchy used by the Group for valuation of financial assets and liabilities recognised at FVTPL and FVTOCI is as below:

Level 1- Quoted prices (unadjusted) in the active markets for identical assets or liabilities.

Level 2- Inputs other than quoted prices included with in level 1 that are observable for assets or liabilities either directly or indirectly.

Level 3- Inputs for assets or liabilities that are not based on observable market data

(₹ in Mn)

| | As at 31 March 2018 | | | | As at 31 March 2017 | | | |
|----------------------------------|---------------------|---------|---------|--------|---------------------|---------|---------|--------|
| | Level 1 | Level 2 | Level 3 | Total | Level 1 | Level 2 | Level 3 | Total |
| Investments | 12,643 | | 1 | 12,644 | 9,406 | | | 9,406 |
| Derivative financial instruments | | 2,301 | | 2,301 | | 4,117 | | 4,117 |
| Total | 12,643 | 2,301 | 1 | 14,945 | 9,406 | 4,117 | _ | 13,523 |

III) Financial risk management

The Company is exposed to foreign currency risk, interest rate risk, credit or counterparty risk and liquidity risk.

i) Currency risk

Primary market risk to the Group is foreign exchange risk.

The Group uses derivative financial instruments to mitigate foreign exchange related exposures. All derivative activities for risk management purposes are carried out by specialist teams that have the appropriate skills, experience and supervision.

The Group's operations are principally in foreign currencies and the maximum exposure is in US dollars.

The Board of Directors has approved the Group's financial risk management policy covering management of foreign currency exposures. The treasury department monitors the foreign currency exposures and takes appropriate forward covers to mitigate its risk. The Group hedges its exposure on a net basis (i.e. expected earnings in foreign currency less expected expenditure in related currency) These hedges are cash flow hedges as well as hedges not designated as cash flow hedges.



The Group does not enter into hedge transactions for either trading or speculative purposes.

The outstanding forward contracts at the year end their maturity profile and sensitivity analysis are as under.

Fair value of forward contracts of USD ₹ as at 31 March 2018 and 31 March 2017 was ₹ 49,722 Mn and 57,886 Mn respectively. Outstanding number of contracts as at 31 March 2018 were 266 and 31 March 2017 were 269

Notional value of forward contracts designated as cash flow hedges is given as below:

(₹ in Mn)

| Currency | As at 31 Ma | arch 2018 | As at 31 March 2017 | | |
|----------|---------------------|----------------|---------------------|----------------|--|
| | Amount in USD Mn | Amount in ₹ Mn | Amount in USD Mn | Amount in ₹ Mn | |
| USD-₹ | 730 | 52,945 | 848 | 61,818 | |

The foreign exchange forward contracts designated as cash flow hedges mature maximum within 36 months. The table below analyses the derivative financial instrument into relevant maturity Companying based on the remaining period as of the balance sheet. Contracts with maturity not later than twelve months include certain contracts which can be rolled over to subsequent periods in line with underlying exposures:

(₹ in Mn)

| In USD | As at | As at |
|------------------------------|---------------|---------------|
| | 31 March 2018 | 31 March 2017 |
| Not later than twelve months | 26,192 | 29,509 |
| Later than twelve months | 26,753 | 32,309 |
| Total | 52,945 | 61,818 |

Value-at-Risk (VaR)

To provide a meaningful assessment of the foreign currency risk associated with the Group's foreign currency derivative positions against off balance sheet exposures and unhedged portion of on-balance sheet exposures, the Group uses a multi-currency correlated VaR model. The VaR model uses a Monte Carlo simulation to generate thousands of random market price paths for foreign currencies against Indian rupee taking into account the correlations between them. The VaR is the expected loss in value of the exposures due to overnight movement in spot exchange rates, at 95% confidence interval. The VaR model is not intended to represent actual losses but is used as a risk estimation tool. The model assumes normal market conditions and is a historical best fit model. Because the Group uses foreign currency instruments for hedging purposes, the loss in fair value incurred on those instruments are generally offset by increases in the fair value of the underlying exposures for on-balance sheet exposures. The overnight VAR of the Group at 95% confidence level is ₹ 287 Mn as at 31 March 2018 ₹ 396 Mn as at 31 March 2017.

Actual future gains and losses associated with the Group's investment portfolio and derivative positions may differ materially from the sensitivity analyses performed as of 31 March 2018 due to the inherent limitations associated with predicting the timing and amount of changes in foreign currency exchanges rates and the Group's actual exposures and position.

Interest risk

The Group has no interest rate risk in case of borrowings as on 31 March 2017. However the Group invests its surplus funds in Debt mutual funds. The Group mitigates the risk of counter-party failure by investing in mutual fund schemes with large assets under management and having investments in debt instruments issued with sound credit rating.

Net assets value(NAV) of mutual funds are subject to changes in interest rates. Every one percent increase or decrease in the NAV of debt mutual funds where the company holds investments will impact he Company's profit after tax by ₹ 126 Mn in 2017-18 and ₹ 94 Mn in 2016-17.

iii) Credit risk

The principal credit risk that the Group exposed to is non-collection of trade receivable and late collection of receivable leading to credit loss. The risk is mitigated by reviewing creditworthiness of the prospective customers prior to entering into contract and post contracting, through continuous monitoring of collections by a dedicated team.

The Group makes adequate provision for non-collection of trade receivable. Further, the Group has not suffered significant payment defaults by its customers.







In addition, for delay in collection of receivable, the Group has made provision for Expected Credit loss ('ECL') based on ageing analysis of its trade receivable. These range from 1.5% for dues outstanding up to six months to 19.2% for dues outstanding for more than 36 months for 2017-18 (Previous year 1.7% and 21.3% for dues outstanding up to 6 months and for more than 36 months respectively). No provision has been made on trade receivables in not due category.

ECL allowance for non-collection of receivable and delay in collection, on a combined basis were $\ref{thm:prop:eq}$ 8 Mn and $\ref{thm:prop:eq}$ 65 Mn for the financial years 2017-18 and 2016-17 respectively. The movement in allowance for doubtful debts comprising provision for both non-collection of receivables and delay in collections is as follows:

 (₹ in Mn)

 2017-18
 2016-17

 Opening balance
 65
 62

 Impairment loss recognised or (reversed)
 13
 3

 Closing balance
 78
 65

The percentage of revenue from its top five customers is 36.8% for 2016-17 (37.6% for 2017-18).

The counter-party risk that Group is exposed to is principally for financial instruments taken to hedge its foreign currency risks. The counter-parties are mainly banks and the Group has enter into contracts with the counter-parties for all its hedge instruments and in addition, entered into suitable credit support agreements to limit counter party risk where necessary.

iv) Liquidity risk

The Group's treasury department monitors the cash flows of the Group and surplus funds are invested in non-speculative financial instruments that are usually highly liquid funds.

The Group has no borrowings as on 31 March 2018 but it has credit facilities with banks that will help it in generating funds for the business if required.

The contractual maturities of financial assets and financial liabilities is as follows:

(₹ in Mn)

| | | 31-03-2018 | | | 31-03-2017 | | |
|-----------------------------|---------------|------------|--------|---------------|------------|-------|--|
| | Within a year | More than | Total | Within a year | More than | Total | |
| | | one year | | | one year | | |
| Trade payables | 3,888 | | 3888 | 3,366 | - | 3,366 | |
| Other financial liabilities | 6,106 | 1042 | 7148 | 5,998 | - | 5,998 | |
| Total | 9,994 | 1042 | 11,036 | 9,364 | - | 9,364 | |

| | 31-03-2018 | | | 31-03-2017 | | | |
|----------------------------------|---------------|-----------|--------|---------------|-----------|--------|--|
| | Within a year | More than | Total | Within a year | More than | Total | |
| | | one year | | | one year | | |
| Investments | 12,643 | 1 | 12,644 | 9,406 | - | 9,406 | |
| Trade receivables | 13,962 | | 13,962 | 11,697 | - | 11,697 | |
| Unbilled revenue | 8,365 | | 8,365 | 4,724 | - | 4,724 | |
| Cash and cash equivalent | 3,323 | | 3,323 | 2,291 | - | 2,291 | |
| Other bank balances | 310 | | 310 | 1504 | - | 1,504 | |
| Loans | 238 | 387 | 625 | 159 | 310 | 469 | |
| Derivative financial instruments | 1,580 | 721 | 2,301 | 2,251 | 1,866 | 4,117 | |
| Other financial assets | 396 | - | 396 | 267 | | 267 | |
| Total | 40,817 | 1,109 | 41,926 | 32,299 | 2,176 | 34,475 | |



LEASES

Operating leases

The Group has taken certain premises, office equipment and employee cars under non-cancellable operating leases. The rental expense in respect of operating leases was ₹ 1,756 Mn. (previous year ₹ 1,614 Mn) and the future rentals payable are as follows:

(₹ in Mn)

| | 2017-18 | 2016-17 |
|--|---------|---------|
| Minimum lease payments | | |
| -payable not later than 1 year | 993 | 917 |
| -payable after 1 year but not later than 5 years | 3,263 | 3,643 |
| -payable after 5 years | 502 | 584 |
| | 4,758 | 5,144 |

BASIC AND DILUTED EARNINGS PER SHARE (EPS) AT FACE VALUE OF ₹1

| | 2017-18 | 2016-17 |
|---|-------------|-------------|
| Profit after tax (₹ in Mn) | 11,120 | 9,707 |
| Weighted average number of shares outstanding | 171,250,145 | 170,112,899 |
| Basic EPS (₹) | 64.93 | 57.08 |
| Weighted average number of shares outstanding | 171,250,145 | 170,112,899 |
| Add : weighted average number of potential equity shares on account of employee stock options | 3,927,388 | 3,879,583 |
| Weighted average number of shares outstanding | 175,177,533 | 173,992,482 |
| Diluted EPS (₹) | 63.48 | 55.80 |

AMALGAMATION OF SUBSIDIARY

AugmentIQ Data Sciences Private Limited ('AugmentIQ') and the Company on 23 June 2017 had filed, an application with Hon'ble National Company Law Tribunal, Mumbai Bench (NCLT), for sanctioning the Scheme of Amalgamation of AugmentIQ with the Company under section 230 – 232 of the Companies Act, 2013 and the rules made thereunder. NCLT had admitted the application and ordered a meeting of shareholders of AugmentIQ and the Company on 23 August 2017 and 24 August 2017, respectively. The Shareholders of AugmentIQ and the Company, respectively had approved the Scheme of Amalgamation. Subsequently, AugmentIQ and the Company had filed a Petition with NCLT on 07 September 2017. The Scheme was sanctioned by the NCLT vide its order dated 02 May 2018. The Scheme was filed with the Registrar of Companies on 21 May 2018 and came into effect on that day with appointed date being April 01, 2017.

ACQUISITION

The Company acquired Syncordis S.A, Luxembourg, along-with its fully owned subsidiaries Syncordis SARL, France, Syncordis Ltd. UK, Syncordis PSF S.A., on 15 December 2017 and paid an enterprise value of Euro 14.62 million on acquisition for 100% of shares. In addition, Euro 13.50 million may be payable over a period of 4-5 years, which is contingent on performance. Consolidated revenue of Syncordis S.A. for Calendar year 2016 was at Euro 12.04 Million.

On 11 December 2017, the company acquired Syncordis Software Services India Private Limited, a wholly owned subsidiary of Syncordis S.A. with an enterprise value of Euro 0.35 million, revenue of which was ₹ 30.22 million for 2016-17.

The Company has used cut-off date of 30 November 2017 as the acquisition date for convenience, since the transactions from 1 December 2017 till the dates of acquisition of respective entities were not material.

The financial results for the year ended 31 March 2018 include revenue of ₹ 459 million and profit after tax of ₹ 51 million pertaining to this acquisition. Trade receivables on this acquisition of ₹ 318 million where fully collected as at 31 March 2018.







The purchase price allocation as per Ind AS 103 Business Combination has resulted into recognition of following assets and liabilities:

(₹ in Mn)

| | Syncordis S.A, | Syncordis Software | Total |
|-------------------------------------|----------------|------------------------|-------|
| | Luxembourg, | Services India Private | |
| | | Limited (India) | |
| Present value of consideration (A) | 1,999 | 27 | 2,026 |
| Non-current assets: | | | |
| Customer contracts | 181 | - | 181 |
| Other non-current assets | 11 | 3 | 14 |
| Current assets: | | | |
| Trade receivables | 318 | 4 | 321 |
| Cash and bank balancesw | 276 | 6 | 282 |
| Short term loans | | 1 | 1 |
| Other current financial assets | - | - | = |
| Other current assets | 127 | 0 | 127 |
| Total Assets | 913 | 14 | 927 |
| Non-current Liabilities: | | | |
| Deferred Tax Liabilities | [63] | - | (63) |
| Current Liabilities: | | | |
| Trade payables | (132) | (2) | (134) |
| Other current financial liabilities | - | - | - |
| Other current liabilities | (457) | - | (457) |
| Provisions | [4] | - | [4] |
| Total Liabilities | (655) | (2) | (656) |
| Net Assets acquired (B) | 259 | 12 | 270 |
| Goodwill on consolidation (A)-(B) | 1,740 | 15 | 1,755 |

Initial recognition of goodwill on business combination is not deductible for tax purposes.

40 RELATED PARTY DISCLOSURE:

(I) Key Management Personnel:

| Name | Status |
|---------------------------|---|
| Mr. Sanjay Jalona | Chief Executive Officer & Managing Director |
| Mr. Aftab Zaid Ullah | Chief Operating Officer & Whole time Director |
| Mr. Sudhir Chaturvedi | President – Sales & Whole time Director |
| Mr. Ashok Kumar Sonthalia | Chief Financial Officer |



(II) List of related parties with whom there were transactions during the year:

| Name | Relationship |
|--|----------------------------------|
| Larsen & Toubro Limited | Holding Company |
| L&T Hydrocarbon Engineering Limited | Fellow Subsidiary |
| Larsen & Toubro (East Asia) SDN.BHD | Fellow Subsidiary |
| L&T Electrical and Automation Saudi Arabia Company Limited LLC | Fellow Subsidiary |
| Larsen and Toubro ATCO Saudia LLC | Fellow Subsidiary |
| L&T Finance Limited | Fellow Subsidiary |
| L&T Infrastructure Finance Company Limited | Fellow Subsidiary |
| L&T Metro Rail (Hyderabad) Limited | Fellow Subsidiary |
| L&T Technology Services Limited | Fellow Subsidiary |
| L&T Valves Limited | Fellow Subsidiary |
| L&T Investment Management Limited | Fellow Subsidiary |
| L&T Construction Equipment Limited | Fellow Subsidiary |
| Larsen & Tourbro LLC | Fellow Subsidiary |
| Nabha Power Limited | Fellow Subsidiary |
| L&T Electrical & Automation FZE | Fellow Subsidiary |
| L&T Thales Technology Services Private Limited | Fellow Subsidiary |
| L&T Housing Finance Limited | Fellow Subsidiary |
| L&T Technology Services LLC | Fellow Subsidiary |
| Larsen Toubro Arabia LLC | Fellow Subsidiary |
| L&T SAUDIARABIA LLC | Fellow Subsidiary |
| L&T Infrastructure Development Projects Limited | Joint venture of Holding Company |
| L&T MHPS Boilers Private Limited | Joint venture of Holding Company |
| L&T Deccan Tollways Limited | Joint venture of Holding Company |
| L&T Sambalpur - Rourkela Tollway Limited | Joint venture of Holding Company |

Balances and transactions between the Company and its subsidiaries, which are related parties of the Company, have been eliminated on consolidation and are not disclosed in this note. Details of transactions between the Group and other related parties are disclosed below.

| Transaction | Holding | company |
|----------------------------------|---------|---------|
| | 2017-18 | 2016-17 |
| Sale of services / products | 1180 | 1,279 |
| Sale of assets | | 1 |
| Purchases of services / products | 99 | 161 |
| Overheads charged by | 543 | 557 |
| Overheads charged to | 70 | 223 |
| Trademark fees paid | 191 | 167 |
| Trade receivable | 185 | 82 |
| Interim dividend | 1150 | 985 |
| Contributions to PF | 265 | 271 |
| Final dividend paid | 1394 | 419 |

| Transaction | Joint venture of | Joint venture of Holding Company | |
|---|------------------|----------------------------------|--|
| | 2017-18 | 2016-17 | |
| Sale of services / products | 17 | 11 | |
| - L&T Infrastructure Development Projects Limited | 10 | 7 | |
| - L&T MHPS Boilers Private Limited | - | 2 | |
| - L&T Deccan Tollways Limited | 3 | - | |
| - L&T Sambalpur - Rourkela Tollway Limited | 4 | - | |







(₹ in Mn)

| Transaction | Fellow subs | sidiaries |
|--|-------------|-----------|
| | 2017-18 | 2016-17 |
| Sale of services / products | 549 | 377 |
| - L&T Technology Services Limited | 252 | 125 |
| - L&T Hydrocarbon Engineering Limited | 87 | 69 |
| - L&T Thales Technology Services Private Limited | 68 | 101 |
| Sale of assets | 1 | 8 |
| L&T Technology Services Limited | 1 | 7 |
| Purchases of services / products | 649 | 553 |
| - L&T Technology Services Limited | 644 | 552 |
| Overheads charged by | 62 | 49 |
| - Larsen & Toubro East Asia | 50 | 23 |
| - L&T Technology Services Limited | 11 | 23 |
| Overheads charged to | 225 | 293 |
| - L&T Technology Services Limited | 205 | 282 |
| Trade receivable | 95 | 89 |
| Trade payable | 32 | 167 |

(V) Outstanding material balances with related parties*

(₹ in Mn)

| Transaction | Nature | Amount (Payable) / Receivable | | | |
|--|----------------------------|-------------------------------|---------|--|--|
| | | 2017-18 | 2016-17 | | |
| L&T Metro Rail (Hyderabad) Limited | Trade receivable | 4 | 21 | | |
| L&T Thales Technology Services Private Limited | Trade receivable | 23 | 15 | | |
| Larsen & Toubro LLC | Trade receivable | 16 | = | | |
| L & T Hydrocarbon Engineering Limited | Trade receivable | 21 | = | | |
| L&T Technology Services Limited | Trade (payable)/receivable | (26) | (148) | | |

^{*} All balances are unsecured and to be settled in cash.

Entities listed above account for 10% or more of the aggregate for that category of transaction during respective period.

(VI) Managerial remuneration

(₹ in Mn)

| | | | (🕻 111 1:111) |
|-------|---|---------|----------------|
| | | 2017-18 | 2016-17 |
| (i) | Short term employee benefits | 176 | 169 |
| (ii) | Contribution to funds | 13 | 10 |
| (iii) | Share based payments (on options granted) | - | 286 |

(₹ in Mn)

| | 2017-18 | 2016-17 |
|-----------------------|---------|---------|
| Mr. Sanjay Jalona | 86 | 214 |
| Mr. Aftab Zaid Ullah | 29 | 97 |
| Mr. Sudhir Chaturvedi | 63 | 123 |

41 SEGMENT REPORTING

Segments have been identified in accordance with Indian Accounting Standards ("Ind AS") 108 on Operating Segments, considering the risk or return profiles of the business. As required under Ind AS 108, the Chief Operating Decision Maker (CODM) evaluates the performance and allocates resources based on analysis of various performance indicators. Accordingly, information has been presented for the Company's operating segments.

Reportable segments have been changed during the year ended 31 March 2018 to align with the Industry vertical of customers. The Company has identified segments as Banking, Financial Services & Insurance (BFSI), Manufacturing (MFG), Energy & Utilities (E&U), High-Tech, Media & Entertainment (HIME) and CPG, Retail, Pharma & Others (CRP & Others). The Company has presented its segment results accordingly. The reportable segment information for the corresponding previous year has been restated to reflect the above changes to facilitate comparability.



The revenue and operating profit by segment is as under:

(₹ in Mn)

| | 2017-18 | 2016-17 |
|---|---------|---------|
| Segment revenue | | |
| Banking, Financial Services & Insurance | 34,515 | 30,711 |
| Manufacturing | 12,269 | 11,891 |
| Energy & Utilities | 8,556 | 7,214 |
| High-Tech, Media & Entertainment | 7,823 | 6,927 |
| CPG, Retail, Pharma & Others | 9,902 | 8,266 |
| Revenue from operations | 73,065 | 65,009 |
| Segment results | | |
| Banking, Financial Services & Insurance | 7,332 | 7,417 |
| Manufacturing | 1,630 | 2,102 |
| Energy & Utilities | 1,405 | 1,002 |
| High-Tech, Media & Entertainment | 1,065 | 1,212 |
| CPG, Retail, Pharma & Others | 1,334 | 1,057 |
| Segment results | 12,766 | 12,790 |
| Unallocable expenses (net)* | 885 | 488 |
| Other Income | 4,259 | 1,867 |
| Finance costs | 158 | 31 |
| Depreciation & amortisation expense | 1,563 | 1,780 |
| Profit before tax | 14,418 | 12,358 |

^{*} Customer settlement expenses are in relation to one time commercial settlement entered by the Company with one of its clients on 27 March 2018.

Segmental reporting of revenues on the basis of the geographical location of the customers and is as under:

(₹ in Mn)

| Geography | Revenue from operations | | |
|---------------|-------------------------|---------|--|
| | 2017-18 | 2016-17 | |
| North America | 49,691 | 44,760 | |
| Europe | 13,128 | 11,861 | |
| India | 5,326 | 4,356 | |
| APAC | 1,850 | 1,560 | |
| ROW | 3,070 | 2,472 | |
| Total | 73,065 | 65,009 | |

Events occurring after the reporting period:

The Board of Directors at its meeting held on 23 May 2018, has declared final dividend of ₹ 13.50 per equity share (Face value ₹ 1) for the financial year ended 31 March 2018

Chief Executive Officer & Managing Director

- The Group is not required to transfer any amount to Investor Education and Protection Fund. 43
- Previous year's figures have been regrouped/reclassified wherever applicable to facilitate comparability. 44

Sanjay Jalona

DIN: 07256786

The financial statements were approved by the Board of Directors on 23 May 2018. 45

As per our report attached

B. K. Khare & Co

Chartered Accountants Firm's Registration No. 105102W

Ravi Kapoor

Partner Membership No: 040404 Ashok Kumar Sonthalia Chief Financial Officer

Aftab Zaid Ullah

Chief Operating Officer & Whole Time Director DIN: 05165334

Manoj Koul

Company Secretary & Compliance Officer

Mumbai May 23, 2018











Annexure J

BUSINESS RESPONSIBILITY REPORT 2017-18

SECTION A: GENERAL INFORMATION ABOUT THE COMPANY

| Particulars | Details |
|--|---|
| Corporate Identity Number (CIN) of the Company | L72900MH1996PLC104693 |
| Name of the Company | Larsen & Toubro Infotech Limited ('LTI') |
| Registered address | L&T House, Ballard Estate. Mumbai- 40001. |
| Website | www.lntinfotech.com |
| E-mail id | Investor@Intinfotech.com |
| Financial Year reported | April 1, 2017 to March 31, 2018 (FY18) |
| Sector(s) that the Company is engaged in (industrial activity code-wise) | IT Software, Services and related activities. |
| | {892 (1987 NIC Code) & 620 (2008 NIC Code)} |
| List three key products/services that the Company manufactures/ | IT Consulting |
| provides | Digital Services |
| | Enterprise Solutions |
| Total number of locations where business activity is undertaken by the | Please refer to www.lntinfotech.com/global-footprints |
| Company: | |
| Number of International Locations | |
| Number of National Locations | |
| Markets served by the Company- Local/State/National/International | Both local and International |

SECTION B: FINANCIAL DETAILS OF THE COMPANY AS ON MARCH 31, 2018

| S.No. | Particulars | Details |
|-------|--|--|
| 1 | Paid up Capital (INR) | 172.00 Million |
| 2 | Total Turnover (INR) | 69,064 Million |
| 3 | Total profit after taxes (INR) | 11,601 Million |
| 4 | Total Spending on Corporate Social Responsibility (CSR) as percentage of | Total amount spent on CSR for FY18 is Rs. 116.62 |
| | profit after tax (%) | Million, which is 1.22% of the average Net profit of |
| | | the previous three financial years. |
| 5 | List of activities in which expenditure in 4 above has been incurred: | Please refer Annexure C to the Directors' Report. |

SECTION C: OTHER DETAILS

Does the Company have any Subsidiary Company/ Companies?

Yes

Do the Subsidiary Company/Companies participate in the BR Initiatives of the parent company? If yes, then indicate the number of such subsidiary company(s):

Yes. BR related policies extend to all the Subsidiaries of the Company.

Do any other entity/entities (e.g. suppliers, distributors etc.) that the Company does business with, participate in the BR initiatives of the Company? If yes, then indicate the percentage of such entity/entities? [Less than 30%, 30-60%, More than 60%]:

Yes. Company BR initiatives are extended to its suppliers, vendors, service providers, agents, subcontractors, consultants, business partners and their representatives ('LTI Suppliers') through LTI Supplier Code of Conduct.

SECTION D: BR INFORMATION

- 1. Details of Director/Directors responsible for BR
- (a) Details of the Director/Director responsible for implementation of the BR policy/policies

. DIN Number: 05165334

2. Name: Aftab Zaid Ullah

3. Designation: Chief Operating Officer & Whole-time Director



(b) Details of the BR head

| S.No. | Particulars | Details |
|-------|----------------------------|--------------------------------------|
| 1 | DIN Number (if applicable) | Not Applicable |
| 2 | Name | Dr. Rajesh Savé |
| 3 | Designation | Global Head- Human Resources |
| 4 | Telephone number | +91-022-6776 6776 |
| 5 | e-mail id | corporatesecretarial@Intinfotech.com |

2. Principle-wise (as per NVGs) BR Policy/policies

(a) Details of compliance (Reply in Y/N)

| No. | Questions | P 1 | P 2 | Р3 | P 4 | P 5 | P 6 | P 7 | P 8 | P 9 |
|-----|--|---|-----|----|-----|--------|-----|------|--------|---------|
| 1 | Do you have a policy/ policies for | Υ | Υ | Υ | Υ | Y | Υ | N | Υ | Υ |
| 2 | Has the policy being formulated in consultation with the relevant stakeholders? | Υ | Y | Υ | Y | Υ | Y | N.A. | Y | Y |
| 3 | Does the policy conform to any national / international standards? If yes, specify? (50 words) | Other than P7, Company's policies are aligned with the national/ international standards including ISO 9001, ISC 14001, OHSAS 18001 and ILO principles. | | | | | | | | |
| 4 | Has the policy been approved by the Board? If yes, has it been signed by MD/ owner/ CEO/ appropriate Board Director? | | | | | ave be | | | the Bo | oard or |
| 5 | Does the company have a specified committee of the Board/ Director/ Official to oversee the implementation of the policy? | Y | Y | Y | Y | Υ | Y | N.A. | Y | Y |
| 6 | Indicate the link for the policy to be viewed online? | Please refer Note below | | | | | | | | |
| 7 | Has the policy been formally communicated to all relevant internal and external stakeholders? | Yes. All the policies have been communicated to internal & external stakeholders and are available either on Company's website or intranet. | | | | | | | | |
| 8 | Does the company have in-house structure to implement the policy/ policies. | Y | Y | Y | Y | Y | Y | N.A. | Y | Y |
| 9 | Does the Company have a grievance redressal mechanism related to the policy/ policies to address stakeholders' grievances related to the policy/ policies? | Y | Y | Y | Y | Y | Y | N.A. | Y | Y |
| 10 | Has the company carried out independent audit/ evaluation of the working of this policy by an internal or external agency? | Yes. Regular audits are carried out to check compliance to the corporate policies pertaining to the area of audits. Further all cases referred to Whistle Blower Committee are investigated or coordinated by the Internal Audit Department and are also reported to the Audit Committee. | | | | | | | | |

Note:

| Principles | Policies/ Guidelines | Availability/ Location | | | |
|---|--|--|--|--|--|
| P1: Governance with Ethics, Transparency and Accountability | Code of Conduct ('COC') for Employees COC for Board and Senior Management Supplier COC Whistle Blower Policy Anti-harassment Policy Global Corporate Compliance Framework | Company's intranet www.lntinfotech.com/investors www.lntinfotech.com/investors www.lntinfotech.com/investors Company's intranet Company's intranet | | | |
| P2: Providing sustainable services | Supplier COC Quality Policy Manual | Both are available on Company's intranet | | | |
| P3: Promote Employee Wellbeing | Equal Opportunity Policy Policy for Protection of Women's Rights Anti-harassment Policy Grievance Management Guidelines Drug Free Workplace Higher Study Policy | All are available on Company's intranet | | | |
| P4: Stakeholder Engagement & P8: Inclusive growth and equitable development | Policy on Corporate Social Responsibility | www.lntinfotech.com/social-responsibility | | | |
| P5: Promote Human Rights | COC for Employees Equal Opportunity Policy Policy for Protection of Women's Rights | All are available on Company's intranet | | | |
| P6: Protect Environment | EHS Policy Supplier COC | Both are available on Company's intranet | | | |
| P9: Customer Value | Quality Policy Manual | Company's intranet | | | |







(b) If answer to the question at serial number 1 against any principle, is 'No', please explain why: (Tick up to 2 options)

| No. | Questions | P 1 | P 2 | P 3 | P 4 | P 5 | P 6 | P 7 | P 8 | P 9 |
|-----|---|-----|-----|-----|-----|-----|-----|-----|-----|-----|
| 1 | The company has not understood the Principles | - | | - | - | | - | - | - | - |
| 2 | The company is not at a stage where it finds itself in a position to formulate and implement the policies on specified principles | - | - | - | - | - | - | √ | - | - |
| 3 | The company does not have financial or manpower resources available for the task | - | - | - | - | - | - | - | - | - |
| 4 | It is planned to be done within next 6 months | - | - | - | - | - | - | - | - | - |
| 5 | It is planned to be done within the next 1 year | - | | - | - | - | - | - | - | - |
| 6 | Any other reason (please specify) | - | - | - | - | | - | √ | - | - |

P7: The Company does not have a separate policy on Public Advocacy, however the Company lobbies with the Government, through its membership with various trade associations. LTI, being a member of NASSCOM, provides its views, opinions and inputs on possible way forward for various matters as and when called for by NASSCOM.

3. Governance related to BR

(a) Indicate the frequency with which the Board of Directors, Committee of the Board or CEO assess the BR performance of the Company. Within 3 months, 3-6 months, Annually, More than 1 year.

BR initiatives related to CSR & Sustainability is reviewed by CSR Committee, bi-annually.

(b) Does the Company publish a BR or a Sustainability Report? What is the hyperlink for viewing this report? How frequently it is published?

The Company has voluntarily published its Sustainability report for the financial year 2016-17, which is available on the Company's website at Intinfotech.com/social-responsibility. This being the first BR Report forming part of Annual Report FY18 has been published on Company's website at www.lntinfotech.com/investors.

SECTION E: PRINCIPLE-WISE PERFORMANCE

Principle 1: Businesses should conduct and govern themselves with Ethics, Transparency and Accountability

At LTI, it has been our constant endeavor, to be compliant with the regulatory requirements in all forms across all geographies. Our law-abiding culture originates from 'L&T' Group's unique heritage which recognizes and adopts intellectual integrity, and trustworthiness in all business dealings, as a core business value.

Principles and morals are essential ingredients of our sustainability which are embedded in LTI's - Employees Code of Conduct (Code) and are adopted, adhered and embraced by each LTIte in every decision making and business dealing of the Company.

 Does the policy relating to ethics, bribery and corruption cover only the company? Yes/ No. Does it extend to the Group/Joint Ventures/ Suppliers/Contractors/NGOs/Others?

Yes. Policies relating to ethics, bribery and corruption covers LTI, its subsidiaries, associates and LTI Suppliers worldwide.

2. How many stakeholder complaints have been received in the past financial year and what percentage was satisfactorily resolved by the management? If so, provide details thereof, in about 50 words or so.

The Company has various for ums for redressal of grievances from its stakeholders. Refer the below table for the details: Details of various stakeholder queries, grievances and complaints are as follows:

| No. | Type of Grievance | Received during the year | Resolved during the year | Pending | |
|-----|---|--------------------------|--------------------------|---------|--|
| 1 | Employee Grievance | | | | |
| | Whistle Blower | 4 | 4 | 0 | |
| | Discriminatory employment | 0 | 0 | 0 | |
| | Sexual harassment | 3 | 3 | 0 | |
| | Child labour/forced labour/involuntary labour | 0 | 0 | 0 | |
| 2 | Customer query/complaint | 49 | 49 | 0 | |
| 3 | Other stakeholder Grievance | 0 | 0 | 0 | |
| | Total | 56 | 56 | 0 | |



Principle 2: Businesses should provide goods and services that are safe and contribute to sustainability throughout their life cycle.

LTI has been at the forefront of architecting the digital strategy for the entire L&T Group, and simultaneously draws on L&T's real-world expertise in creating digital solutions for its clients. By virtue of its digital strength and a firm focus on the future, LTI is able to adapt to changes in the business landscape, mitigate climate risks and positively impact the lives of a much larger part of Indian population, as a part of its sustainability initiatives.

At LTI, sustainability has always been a hallmark of our culture and a part of our DNA. The L&T Group has been enriching millions of lives and that same spirit also forms the backbone of our commitment to solving for the communities, globally. LTI incorporate environmental and social considerations in all its business operations and ensure engagements with stakeholders are conducted in keeping with the norms of good governance, ethics and transparency.

1. List up to 3 of your products or services whose design has incorporated social or environmental concerns, risks and/or opportunities.

1. Paperless Office Solution

LTI with its e-Office Solution has helped one of its customer, which is India's Largest Oil & Gas Exploration & Production Company, by automating its day-to-day office activities and processes on the digital platform, eliminating movement of paper & file in physical form.

The above mentioned e-office solution has helped in achieving following for the client:

- Automated solution leading to 30% Turn Around Time (TAT) improvement and high operational efficiency
- Increased productivity and scalability by 50%
- Reduced total cost of operations by 50%
- Excellent visibility and business-friendly reports
- 7,800 trees saved per year

2. Worker Productivity Improvement for an Indian multi-national conglomerate in engineering, construction

LTI launched a mobile application along with L&T Construction team to help site engineers track a Precast through its journey - from the time it is Cast in the factory till the time it is installed at a Metro site. It has helped the construction workers to address a lot of problems like lack of identification, material visibility, stacking and storage etc.

The above mentioned mobile application has helped in achieving following for client in its value chain

- 12% improvement in plant & machinery utilization
- 1000+ site engineers having real time precast information using mobile dashboards
- 150 Construction sites enabled with real time tracking of batching plants
- 10% Reduction in schedule slippage due to manpower issues

3. Empower Medium, Small & Micro Enterprises (MSME)

LTI has developed a digital platform for mentoring Medium, Small & Micro enterprises. This digital platform facilitates learning the best manufacturing/management practices from the experts of India's most successful companies. The aim is to empower the 40 Million MSME of India.

Mentoring is done by facilitating uploading of documents, templates, videos, images etc. which can be classified into functional areas like – Aerospace, Infrastructure, GST – Taxation, Railways, Irrigation, Rural development etc. These documents can be downloaded by the MSMEs for their reference/ guidance free of cost. A Doc Search feature is available for specific functional area, contributors etc. For up to date information Twitter feeds from MSME ministry are also integrated with this application. The 'E-mail to Contributor' feature facilitates sharing of queries, concerns or requests by the user of the information with the contributor.

2. Does the company have procedures in place for sustainable sourcing (including transportation)? If yes, what percentage of your inputs was sourced sustainably?

LTI prefers to procure goods and services from local suppliers. While most of our non-IT products/services are sourced locally, the Company ensures the procurement of high quality and energy efficient IT products from reputed suppliers.







3. Has the company taken any steps to procure goods and services from local & small producers, including communities surrounding their place of work? If yes, what steps have been taken to improve their capacity and capability of local and small vendors?

Yes. As mentioned above, Company prefers to procure goods and services from local & small vendors who are within the state. EHS Policy of the Company also emphasize on sustainable procurement. At regular intervals, Company meets its Contractors and suppliers to understand challenges and implement best business practices.

4. Does the company have a mechanism to recycle products and waste? If yes what is the percentage of recycling of products and waste (separately as <5%, 5-10%, >10%). Also, provide details thereof, in about 50 words or so?

We quantify and monitor our waste generation consistently and take efforts to decrease our carbon footprint. At LTI, the hazardous e-waste is sent to MPCL/CPCB government authorized dealers that recycle this waste. E-Waste disposal is done as per the state specific pollution control board guidelines. Also automation opportunities have been identified and initiatives has been taken to enable business operations paperless.

Being ISO 14001 Certified Company, certain initiatives like recycling of water through STP and reduction in Paper Consumption have been taken up and working successfully.

Principle 3: Businesses should promote the wellbeing of all employees

IT being a rapidly evolving sector, we encourage our employees to constantly learn, upskill, add digital capabilities and provide opportunities for the same. LTI has several training platforms. The most sought after is the Mosaic Academy Platform which provides 'any time anywhere learning' - offers learnings on technical, domain, functional and process areas. All technology programs are designed keeping in mind the need to align to the business needs & individual skill enhancements. Behavioral and Leadership development programs are also designed to support the development initiatives. Our employee engagement initiatives get an impetus within LTI through the Learning Index intervention launched across the organization and make us one of the best companies to work for in the IT sector.

Capability Development at various roles is addressed by the Mentorship program identified to facilitate Role development and Role transition. There is a focus on blended approach in talent development including experiential learning, mentoring, social and formal training programs. Aspirations on career growth are integrated with succession planning at key roles across the organization. Cultural awareness / sensitization training workshops also form an integral part of the training and development offerings given the emergence of a dynamic and global workforce.

With an ever-changing business and technology landscape and a global workforce, the need for constant evolution and mentoring is the call of the hour. LTI has risen to the occasion by ensuring we equip & groom next Gen Leaders to ensure business understanding and business continuity.

Work environment at LTI fosters sharing, learning, collaborating and encouraging learning across levels and honing leadership skills. At LTI, we go beyond mere statutory benefits to promote employee satisfaction. Structured wellness program is the key and LTI pays keen attention to building a robust framework that not only focuses on ergonomics and safety at workplace but wellbeing in a holistic sense. The wellness programs include Counselling services, Yoga & Hobby classes which seek to build a positive environment and promote healthy habits among our employees. Special Interest Groups (SIG) is an avenue that helps to bring together employees with similar areas of interests to share, connect and bond with each other in an informal setting e.g. Music SIG, Sports SIG etc. The organization supports these groups through provision of funds / resources within the framework of the plan.

LTI introduced Workplace@LTI ('Workplace') in 2016 with the aim of harnessing the power of digital and making collaboration smarter. Ever since, workplace has played a major role in reaching new heights in employee experience. It has transformed the way we communicate, celebrate, face calamities and the way we learn. Faster communication and better reach has led to instant resolution to issues across departments. Employees have a stronger say and can voice their opinion anytime to everyone in the organization, even to the senior management. Workplace has helped bringing transparency in the organization as employees are not restricted from posting their thoughts, be it an issue with the food in the cafeteria or an organization level policy change. Live feeds over workplace has improved the connect with the leadership. Workplace has helped a long way in keeping the organization connected to employees during the August, 2017 flood in Mumbai. All hands meets, campaign launches, Ask Me Anything (AMA) Sessions, quarterly result announcements, all these and much more is being conducted over Workplace.

We encourage career development and offer an environment that is not only conducive to work but also spurs creativity and innovation stimulating an intellectual atmosphere with a gamut of opportunities to learn and ideate. Our trainings range from cross cultural awareness, business communication, inter-personal relationship to self-development and team building. These programs are led by an instructor and are web based. They are conducted regularly every month and are cadre and location specific.



At LTI, we support a grievance redressal mechanism so that the employees may reach out in case of any complaints. We stress on efforts to enhance employee retention and plan benefits that resonate with our employee needs.

Details of employees of the Company including its subsidiaries as on March 31, 2018 are as mentioned below.

| No. | Details | |
|-----|--|--------------------|
| 1 | Please indicate the Total number of employees | 24,139 |
| 2 | Please indicate the Total number of employees hired on temporary/contractual/casual basis | 982 |
| 3 | Please indicate the Number of permanent women employees | 6,877 |
| 4 | Please indicate the Number of permanent employees with disabilities | 14 |
| 5 | Do you have an employee association that is recognized by management | NO |
| 6 | What percentage of your permanent employees is members of this recognized employee association? | N.A. |
| | Please indicate the Number of complaints relating to child labour, forced labour, involuntary labour, sexual | Refer the table in |
| | harassment in the last financial year and pending, as on the end of the financial year | Principle 1. |

At LTI, we provide three type of trainings to our employees. The details of the same are as follows:

| Category of Employees | | Type of Training | | | | |
|--|---------------------|--------------------|---------------------|--|--|--|
| | Behavioral Training | Technical Training | Leadership Training | | | |
| Permanent Male employees | 5,990 | 4,965 | 928 | | | |
| Permanent Female employees | 2,964 | 2,765 | 331 | | | |
| Casual/Temporary/Contractual Employees | 59 | 112 | 2 | | | |
| Total Employees Covered | 9,013 | 7,842 | 1,261 | | | |

$Principle \ 4: Businesses should respect the interests \ of, and \ be responsive towards \ all \ stakeholders, especially those \ who \ are \ disadvantaged, \ vulnerable \ and \ marginalized.$

At LTI, our stakeholders form an integral part of our decision making process. We engage with our stakeholders through structured dialogues.

During FY17, we took inputs from stakeholders on the sustainability agenda of the Company and took into consideration the existing mechanisms on stakeholder engagement at LTI and further developed our stakeholder involvement plans.

1. Has the company mapped its internal and external stakeholders?

Yes, at LTI, we have identified all the direct and indirect stakeholders through joint meetings with the senior management representing all the key departments of LTI. For more details, please refer Sustainability Report at www.lntinfotech.com/social-responsibility.

Out of the above, has the company identified the disadvantaged, vulnerable & marginalized stakeholders?

Open and transparent dialogues with stakeholders were carried on sustainability. On our road ahead we plan to delve deeper by integrating sustainability in our regular communications with stakeholders at every level, thus strengthening our mechanism to identify challenges and opportunities in the sustainability portfolio.

We identify MSME suppliers and define them in the system during supplier registration process/at the supplier registration stage itself. Our interventions are designed to promote inclusivity and reach out to the marginalized communities as well as the specially abled.

3. Are there any special initiatives taken by the company to engage with the disadvantaged, vulnerable and marginalized stakeholders. If so, provide details thereof, in about 50 words or so.

We belive in being responsible towards the society and environment that we operate in. Our CSR programs focus on imparting digital education, empowering communities through digital literacy and help conserve green cover and water conservation. The details of the same are mentioned in the Annual Report FY18 which is available on Company's website www.lntinfotech.com/Investors.

Principle 5: Businesses should respect and promote human rights

Respecting, promoting and protecting human rights at workplace is an absolute necessity and remains an unwavering responsibility of an organization. We at LTI, encourage diversity and inclusion and stand steadfast to our commitment to Human Rights. A comprehensive document namely 'Employee Workplace Behavior Guidelines' has been conceptualized that outlines corporate etiquettes expected from our employees to ensure protection of human rights in various facets. We observe zero tolerance towards discrimination and harassment in any form. As an equal opportunity Employer, LTI is committed to provide fair and equal opportunities to its employees and applicants. LTI conducts activities such as recruitment, training and promotions irrespective of any discrimination based on age, gender, skin color, caste, creed, race, descent, nationality, socio-economic background, disabilities, political or religious conviction. We uphold the fundamental right to equality, wherein everyone has the right to work in a professional atmosphere that promotes equal employment opportunities and prohibits discriminatory practices.







L&T, parent company, being a member of the Global Compact Network India, is committed to honor Human Rights along with its subsidiary and associate companies..

Does the policy of the company on human rights cover only the company or extend to the Group/Joint Ventures/Suppliers/Contractors/ NGOs/Others?

We have policies on Equal Opportunity, Anti-Harassment, Policy for Protection of Women's Rights, etc. aims to ensure a safe, secure and congenial work environment, without any bias, inhibition or fear. We also have a Code of Conduct for employees which includes respect for human values, individual dignity, & adherence to honest, ethical & professional conduct. LTI Supplier Code of Conduct is extended to our supply chain.

2. How many stakeholder complaints have been received in the past financial year and what percent was satisfactorily resolved by the management?

We have published 'Grievance Management Guidelines' to guide employees on how to raise their concerns or grievances to the management and the procedures to track that all such issues are addressed promptly, impartially and justly. All complaints raised during the year have been resolved satisfactorily. Further, no grievance has been raised under other redressal mechanisms like Supply chain. Details of the complaints received during the year have been mentioned above in Principle 1.

Principle 6: Business should respect, protect, and make efforts to restore the environment

LTI incorporate environmental and social considerations into all its business operations and ensure that our engagements with stakeholders are conducted in keeping with the norms of good governance, ethics and transparency. Company conduct business responsibly, minimizing the environmental and social impact while addressing global challenges. Environment forms an important component of corporate citizenship at LTI through which we endeavor to enhance our green cover by collective efforts of volunteers, LTI'ites as well as our clients and guests. For more details, refer Sustainability Report available on www.lntinfotech.com/social-responsibility.

LTI headquarters at Powai is having LEED Gold status for taking up various initiatives on e-waste, energy consumption, water usage and waste disposal methods. In FY18, LTI has invested INR 21.4 Million in energy conservation related projects which resulted in saving of 2.13 Million units of electricity (kWh).

Does the policy related to Principle 6 cover only the company or extends to the Group/Joint Ventures/Suppliers/Contractors/NGOs/ others.

All policies cover LTI group and extend to LTI Suppliers and the same is shared with them at the time of Vendor Registration.

2. Does the company have strategies/ initiatives to address global environmental issues such as climate change, global warming, etc? Y/N. If yes, please give hyperlink for webpage etc.

Yes. LTI addresses issues like climate change and global warming by tracking its carbon emissions and since 2016, under 'Go Green' initiative, a week in each month is designated as a 'Green Week' where in we request employees to minimise travel in order to curb emissions. Our employees resort to video conferencing and other virtual modes of communication as an alternative to travelling for meetings. The initiative has culminated in carbon reduction as well as savings in time and cost.

We have done away with the practice of felicitating clients, special guests and employees with bouquets and instead we give Tree Certificates. In association with an organization, we plant two trees per certificate. For more details refer Sustanability Report available on www.lntinfotech.com/social-responsibility.

3. Does the company identify and assess potential environmental risks? Y/N

Yes. All office locations of LTI in India are accredited as ISO 14001:2015 certified campuses. We have a location-wise Aspect-Impact Register maintained as per required by the ISO 14001:2015 Standard and is audited periodically by a third Party.

- 4. Does the company have any project related to Clean Development Mechanism (CDM)? If so, provide details thereof, in about 50 words or so. Also, if Yes, whether any environmental compliance report is filed?
 - Currently, our Energy Conservation projects are not registered under CDM.
- 5. Has the company undertaken any other initiatives on clean technology, energy efficiency, renewable energy, etc. Y/N. If yes, please give hyperlink for web page etc.

2 out of 9 Locations of the Company have Power Purchase Agreement with Renewable Energy wheeling agencies. These 2 Locations,



though not the largest, contribute to more than 20% of LTI Annual Power consumption in India.

Awareness campaigns and events on energy conservation for employees were conducted throughout the year. We stressed on procuring energy efficient equipment and devices and started consuming renewable energy through third party purchases.

6. Are the Emissions/Waste generated by the company within the permissible limits given by CPCB/SPCB for the financial year being reported?

Yes

 Number of show cause/ legal notices received from CPCB/SPCB which are pending (i.e. not resolved to satisfaction) as on end of Financial Year.

During the period, no show cause / legal notices from CPCB/SPCB have been received and nothing is pending.

Principle 7: Businesses, when engaged in influencing public and regulatory policy, should do so in a responsible manner

1. Is your company a member of any trade and chamber or association? If Yes, Name only those major ones that your business deals with:

Yes. The Company holds membership in the following trade associations.

- National Association of Software & Services Companies (NASSCOM)
- Bombay Chambers of Commerce & Industry
- Indo-French Chamber of Commerce & Industry
- Swedish Chamber of Commerce India
- Indo-Swiss Chamber of Commerce
- MIT-Center for Information Systems Research (MIT-CSIR)
- Have you advocated/lobbied through above associations for the advancement or improvement of public good? Yes/No; if yes specify
 the broad areas (drop box: Governance and Administration, Economic Reforms, Inclusive Development Policies, Energy security,
 Water, Food Security, Sustainable Business Principles, Others)

Company actively participates in various industry associations' forums and provides relevant insights which help in framing technology related and other policies, as and when called for. The Company has also shared its inputs towards 'Make-in-India' and 'Digital India' policies of the government.

Company is also actively working in projects like 'SMART Cities' which ultimately results in larger public good.

Principle 8: Businesses should support inclusive growth and equitable development

Our role as an IT major calls upon us to create opportunities in terms of building capabilities in communities by leveraging technology for providing improved infrastructure in education, enhancing skills for employability, thereby creating an inclusive India.

With a dedicated team of volunteers, we help enhance the skills of marginalized youth and women, improve the quality of education for children of marginalized communities, provide special education and skills for the physically and intellectually challenged people and address the critical issue of environment conservation. Our projects help promote sustainable community development, with a commitment to promote the cause of creating a more inclusive society.

- 1. Does the company have specified programmes/initiatives/projects in pursuit of the policy related to Principle 8? If yes details thereof.
 - Yes. The details of the programmes/initiatives/projects undertaken by the Company are available in the Annual Report FY18 which is available on Company's website www.lntinfotech.com/Investors.
- 2. Are the programmes/projects undertaken through in-house team/own foundation/external NGO/government structures/any other organization?

Programs are undertaken in association with NGOs, who are our implementation partners.

3. Have you done any impact assessment of your initiative?

Yes. Impact assessment of our CSR initiatives was done by Sattva Media and Consulting Pvt. Ltd., an external agency. Programs are also overseen by internal CSR Executive Team & the CSR Committee.







4. What is your company's direct contribution to community development projects- Amount in INR and the details of the projects undertaken. Have you taken steps to ensure that this community development initiative is successfully adopted by the community? Please explain in 50 words, or so.

Refer Annual Report on CSR forming part of Annual Report FY18 which is available on Company's website www.lntinfotech.com/investors.

Principle 9: Businesses should engage with and provide value to their customers and consumers in a responsible manner

We, at LTI, have deployed structured listening & learning mechanisms to obtain feedback, suggestions, complaints and business-related inputs, which need to be acted upon. These interactions happen at different levels, which include senior management, account managers, sales & marketing, the delivery function, as well as project team members.

Thought Partnership™ is LTI's unique platform through which we deliver value to our strategic, as well as potential clients. The Thought Partnership™ Program is based on a framework that brings together key elements like:

- Dedicated value CoE (Center of Excellence)
- A world-class Portfolio Optimization methodology
- Business 1st platform to enable alignment with business
- Industry benchmarks & Best Practices
- Industry & Business technology perspectives, and
- CIO Advisory Board

1. What percentage of customer complaints/consumer cases are pending as on the end of financial year.

There are 'Nil' pending client complaints from last year.

LTI considers each client complaint as an opportunity for improvement and has different gates to capture the same early. The 'Client complaint capture tool' helps our LTI personnel to log in the complaints through the system. The Complaint Capture System (CCS) is a Complaint Management System to address Client complaints. Account Managers, Onsite Sales and the Delivery Teams share Client feedback/complaints through this tool and track them to closure.

At LTI there is defined structured approach to identify specific actionable and, subsequent discussions are held with clients to gather more clarity on the feedback. The action plan is shared with the client and monitored during governance meetings/steering committee meetings on monthly and quarterly basis. Both, the action plan and its execution, are very closely monitored and reviewed by the senior management.

2. Does the company display product information on the product label, over and above what is mandated as per local laws? Yes/No/N.A. /Remarks(additional information)

Yes. LTI complies all major ISO and CMMI standards:

ISO 9001:2015: Quality Management System

LTI is amongst the first few software organizations in India to have been awarded the ISO 9001 certification. The quality journey of LTI can be traced to way back in 1993. As standards go, ISO 9000 is one of the most widely recognized in the world that presents guidelines intended to increase business efficiency and client satisfaction.

ISO 14001:2004: Environment Management System

The ISO14001:2004 is a standard for Environmental Management Systems. The aim of the standard is to reduce the environmental footprint of a business and to decrease the pollution and waste produced. We hold this certification from 2009.

• OHSAS 18001: Occupation Health & Safety Management

OHSAS 18001 is an Occupation Health and Safety Assessment Series for health and safety management systems. It is intended to help an organization to control occupational health and safety risks. It was developed in response to widespread demand for a recognized standard against which to be certified and assessed. We hold this certification from 2015.

ISO 20000: IT Service Management

ISO 20000 is an International Standard for IT Service Management. LTI was certified for compliance to ISO 20000 in May-2015. One of the distinguishing factors is that LTI has achieved this certification for the six centers in India, and for following 3 services across all Business Units: Internal Infrastructure Support, Infrastructure Management Services to external clients, Application support services for clients.



• ISO 27001:2013: Information Security Management System

ISO 27001 is an International Standard defining the desired methods of controlling the confidentiality, integrity and availability of information. ISO 27001 is the upgraded version of BS 7799-2:2002. LTI has been certified for BS 7799 in February 2004.

CMMI Dev and SVC L5 certification

LTI has been rated at Maturity Level 5 of CMMI-DEV V1.3 (Capability Maturity Model Integrated) from the CMMI Institute, USA. A very stringent appraisal of the maturity level was carried out based on SCAMPI V1.3 by QAI. We were first certified for organization wide CMMI certificate way back in 2000 and have been continuously recertified every 3 years. Currently LTI is certified at CMMI V1.3 level 5 for all Development, Testing, ERP and Maintenance Projects with Large enhancements projects across all locations.

 Is there any case filed by any stakeholder against the company regarding unfair trade practices, irresponsible advertising and/or anticompetitive behavior during the last five years and pending as on end of financial year. If so, provide details thereof, in about 50 words or so.

No such case has been filed during the preceding five years against the Company and no such case is pending against the Company as on date.

4. Did your company carry out any consumer survey/ consumer satisfaction trends?

We, at LTI, firmly believe that a regular survey mechanism, supported by transparent improvement plan, is the foundation for ensuring a high level of client satisfaction.

To provide clients with ample avenues to provide feedback, we have the following major levels at which feedback is taken:

a) Feedback through LTI Client Satisfaction Survey Tool

We have a structured and user-friendly process of assessing the satisfaction level of clients through an online 'Client Satisfaction Survey' tool. The tool enables clients to rate the services of LTI across different categories like Project Execution, Quality, Communication, Culture and Value Delivered. This feedback is taken for each project every 6 months. In addition to project level, feedback can also be taken at an account level, engagement level or individual employee level. The feedback obtained is analyzed and corrective actions are taken wherever required. These actions are also shared with the client.

b) Account level through independent 3rd party consultant

In addition to the project level survey, there is an annual Client Engagement Survey done by a research-led independent consulting firm who administer the survey on LTI's behalf. In this survey various levels of clients are covered right from CXO, Senior management to Middle management level. As a part of this survey, CXOs of our key clients are personally interviewed and an online survey link is shared with all client participants to provide an unbiased feedback. Through this survey we measure the level of Client Experience we deliver to our clients through key parameters like Satisfaction, Loyalty, Advocacy and Business Value for Money. To increase the visibility of actions to clients, 3 levels of communication is done for each engagement. L1 communication where client feedback is acknowledged and actions planned are validated, L2 communication where midterm progress on improvement actions is shared and L3 communication where closure of actions and value delivered is communicated. For LTI, this survey is a very important exercise for gathering insights from clients to improve their experience with LTI and for us to deliver amplified outcomes. In 2017 we have achieved a 12 point increase in the Experience Index through our focused improvement actions towards addressing client feedback.