


<div><div></div><div><div>LAURUS Labs</div><div>Knowledge . Innovation . Excellence</div></div></div> <div><b>Laurus Labs Limited</b></div> <div><b>Regd.Office:</b> Plot No.21, Jawaharlal Nehru Pharma City, Parawada, Visakhapatnam - 531 021, Andhra Pradesh, India. <b>Corporate Office:</b> 2nd Floor, Serene Chambers, Road No. 7, Banjara Hills, Hyderabad - 500 034, Telangana, India. Tel: +91 40 3980 4333 ; Fax: +91 40 3980 4320 ; E-mail: secretarial@lauruslabs.com; Website: www.lauruslabs.com <b>(CIN: L24239AP2005PLC047518)</b></div> <div>Extract of Unaudited Consolidated Financial Results of Laurus Labs Limited for the quarter and nine months ended December 31, 2017 prepared in compliance with Indian Accounting Standards. <span>(₹ in millions)</span></div>							
SL. No.	Particulars	Quarter ended			Nine months ended		Year ended
		31-Dec-17	30-Sep-17	31-Dec-16	31-Dec-17	31-Dec-16	31-Mar-17
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1	Total Income from Operations	4,789.31	5,386.10	5,097.29	15,087.63	14,516.31	19,315.49
2	Net Profit for the period (Before tax, Exceptional and/or Extraordinary items)	485.54	696.00	540.54	1,733.28	1,545.73	2,351.95
3	Net Profit for the period before tax (After Exceptional and/or Extraordinary items)	485.54	696.00	540.54	1,733.28	1,545.73	2,351.95
4	Net Profit for the period after tax (After Exceptional and/or Extraordinary items)	348.70	487.55	450.19	1,225.30	1,189.43	1,902.76
5	Total Comprehensive Income for the period	347.72	488.46	447.96	1,222.26	1,184.34	1,897.57
6	Equity Share Capital	1,060.30	1,060.30	1,057.56	1,060.30	1,057.56	1,057.56
7	Reserves (Excluding Revaluation Reserve) as shown in the Audited Balance Sheet of the previous year						12,246.92
8	Earnings Per Share (of ₹ 10/- each)						
	1. Basic : ₹ *	3.29	4.61	4.50	11.57	13.40	20.78
	2. Diluted : ₹ *	3.28	4.58	4.48	11.53	11.95	18.79
* Not annualised for quarter and nine months ended							
<b>Notes:</b> 1. Additional information on standalone financial results for the quarter and nine months ended December 31, 2017 <span>(₹ in millions)</span>							
SL. No.	Particulars	Quarter ended			Nine months ended		Year ended
		31-Dec-17	30-Sep-17	31-Dec-16	31-Dec-17	31-Dec-16	31-Mar-17
		(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Audited)
1	Total Income from Operations	4,737.68	5,334.81	5,049.85	14,927.41	14,447.98	19,183.17
2	Profit before tax	497.75	711.42	545.43	1,777.03	1,604.81	2,450.20
3	Profit after tax	358.91	504.14	464.13	1,267.87	1,272.48	1,999.59
4	Total Comprehensive Income for the period	356.15	505.88	462.24	1,263.90	1,267.31	1,993.10
2. The above is an extract of the detailed format of Quarterly/Nine months ended Financial Results filed with the Stock Exchanges under Regulation 33 of the SEBI (Listing and Other Disclosure Requirements) Regulations, 2015. The full format of the Quarterly/Nine months ended Financial Results are available on the websites of the Stock Exchanges and the Company namely www.bseindia.com, www.nseindia.com and www.lauruslabs.com							
3. The Government of India introduced the Goods and Services Tax (GST) with effect from July 01, 2017. Accordingly, in compliance with Indian Accounting Standard (Ind AS) 18 - 'Revenue', Income from operations for the quarter ended December 31, 2017 and September 30, 2017 are presented net of GST. Income from operations of earlier periods included Excise duty which is now subsumed in GST. Income from operations for the nine months ended December 31, 2017 includes Excise duty up to June 30, 2017.							
4. The unaudited financial results have been reviewed by the Audit Committee of the Board and approved by the Board of Directors of the Company at their respective meetings held on January 29, 2018.							
By order of the Board For <b>Laurus Labs Limited</b>  <b>Dr. Satyanarayana Chava</b> Whole Time Director & Chief Executive Officer							
Place: Hyderabad Date : January 29, 2018							

Tech Mahindra Limited

Extract of Audited Consolidated Financial Results of Tech Mahindra Limited and its subsidiaries for the quarter and nine months ended December 31, 2017.

Registered Office : Gateway Building, Apollo Bunder, Mumbai 400 001.

Website : www.techmahindra.com. • Email : investor.relations@techmahindra.com.

CIN : L64200MH1986PLC041370

Profit after tax for the quarter at Rs. 9431 Mn, up 12.8% over previous Quarter

Rs. In Lakhs				
Sr.No	Particulars	Quarter ended December 31, 2017	Nine months ended December 31, 2017	Quarter ended December 31, 2016
1	Total Revenue from Operations (Net)	777596	2271844	755750
2	Net Profit before tax	118140	336700	105895
3	Net Profit for the period after tax (Share of the Owners of the Company)	94306	257781	85598
4	Total Comprehensive Income for the period (comprising Profit for the period after tax and Other Comprehensive Income after tax)	94339	240650	86070
5	Equity Share Capital	44145	44145	43826
6	Total Reserves	1723729	1723729	1537610
7	Earnings Per Equity Share (Rs.)			
	- Basic	10.73	29.32	9.79
	- Diluted	10.61	29.01	9.63

Notes :

1 The quarterly and nine months results have been reviewed by the Audit Committee and taken on record by the Board of Directors in its meeting held on January 29, 2018.

2 The Company on May 4, 2017, through its wholly owned subsidiary Tech Mahindra (Americas) Inc. acquired 84.7 % stake in CJS Solutions Group, LLC (CJS) for an initial consideration of Rs.57420 Lakhs (USD 895 Lakhs). Further the subsidiary of the Company has acquired call and a written put options on the 15.3% Non-Controlling Interest to be exercised over three-year period ending December 31, 2019, based on variable pricing formula determined in the share purchase agreement with an overall cap of USD 1305 Lakhs.

3 The Company, on December 22, 2017 in accordance with the shareholders agreement, acquired an additional 32.07% stake in Comviva Technologies Limited for a total consideration of Rs.36186 Lakhs. As a result of this, the Company now holds 99.17 % stake in Comviva Technologies Limited as on December 31, 2017.

Additional information on standalone financial results is as follows:

Rs. In Lakhs

Particulars	Quarter ended December 31, 2017	Nine months ended December 31, 2017	Quarter ended December 31, 2016
Revenue from Operations	596771	1764062	591286
Profit before tax	98824	360624	102498
Profit after tax	83824	301203	85189

4 The above is an extract of the detailed format of the standalone and consolidated Financial Results for the quarter and nine months ended December 31, 2017, filed with the Stock Exchanges under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015. The full format of the standalone and consolidated Financial Results for the quarter and nine months ended December 31, 2017 are available on the Stock Exchange websites. ([www.nseindia.com/www.bseindia.com](http://www.nseindia.com/www.bseindia.com)) and Company's website ([www.techmahindra.com](http://www.techmahindra.com)).

5 Corresponding figures for the quarter and nine months period ended December 31, 2016 and year ended March 31, 2017 were audited by another firm of Chartered Accountants, who expressed a modified opinion on the consolidated financial results for the quarter and nine months period ended December 31, 2016 dated January 30, 2017 in relation to audit coverage of certain subsidiaries and unmodified opinion on the annual consolidated financial results for the year ended March 31, 2017 dated May 26, 2017 respectively.

6 The Auditors in their opinion have stated that they have not audited the financial information of certain subsidiaries. The financial information pertaining to these subsidiaries is unaudited and has been furnished by the management and that the auditors' opinion on the consolidated financial statements is based solely on such unaudited financial information. The unaudited consolidated revenue pertaining to these subsidiaries for the quarter and nine months period ended December 31, 2017 is 9.1% and 8.3 % respectively of the consolidated revenue, and the unaudited consolidated loss pertaining to these subsidiaries for the quarter and nine months period ended December 31, 2017 is 0.9% and 3.4 % respectively of the consolidated Profit after tax.

7 The Auditors have invited attention to certain matters (emphasis of matters). The emphasis of matters is on account of the financial irregularities committed by the promoters of erstwhile Satyam Computer Services Limited (SCSL) before it was acquired by the Company and certain other related matters. SCSL was amalgamated with the Company in June 2013. The Emphasis of Matters and the Management Response on the same are available as part of the detailed Regulation 33 formats posted on the Stock Exchange websites ([www.nseindia.com/www.bseindia.com](http://www.nseindia.com/www.bseindia.com)) and Company's website ([www.techmahindra.com](http://www.techmahindra.com)).

C. P. Gurnani

Managing Director & CEO

Date : January 29, 2018

Place : Mumbai

Connected World.  
Connected Solutions.

# Brands for every palate

A new breed of restaurant entrepreneurs bets on experiential dining to build differentiated brands in a cluttered and fast evolving industry



PHOTOS: KAMLESH PEDNEKAR

(L to R) In Mumbai, close to a dozen restaurant brands vie for space on the facade of a building in Kamala Mills compound in Worli, (top) Koko and (bottom) Masque are newly opened spaces in the city that are looking to create a loyal customer base

**PAVAN LALL**  
Mumbai, 29 January

Like many nature-lovers, Aditi Dugar and her husband head to Ladakh once a year. Except they don't just visit for the snow-capped peaks, spectacular vistas, or the mythic motorcycle trails. They're there in the main to source seabuck thorn, yak cheese, lavender and thyme, all ingredients that end up on their tasting menus at Masque, a stand-alone restaurant which launched in 2016. Similarly, brothers Ryan and Keenan Tham, who run a string of restaurants that include Koko, The Good Wife, and night club Trilogy across several cities in the country are also looking at ideas that toss up a unique offering to diners.

Kapil Chopra, chairman of the board of Eazydiner.com, an online reservation platform for restaurants says India has 640 million millennials, and in the next five years, more people will be eating out than at home. So just how much do diners spend? A Nielsen study says that urban Indians spend around ₹6,500 a year on eating out. That's barely enough to cover a night out for three people at Masque but the potential lurks in spending habits of millennials (aged 18 to 34 years) who earn more than a million rupees a year and spend 13 per cent of food-expenditure on eating out. That's five per cent more than Generation X'ers (ages 35-50 years) who earn the same amount.

The result is a changing landscape for the country's eating-out business where branding was once nothing more than sending out take-away menus to local businesses and households. What was once a landscape of restaurants that could be neatly segregated into Indian, Chinese, and continental cuisines has given way to experiments with concepts that play with fusion cuisine and food from around the world; experiment with menus, design and service to provide an experience that keeps customers coming back for more.

The big shift according to Riyaaz Amlani, CEO of Impresario Entertainment & Hospitality which started Salt Water Cafe, the Social, and the Smokehouse Deli says that restaurants today are closer to figuring out what customers really want as well defining what he terms "mood-spaces."

If restaurants China Garden, Olive, and Indigo defined mainstream yesterday, then it's about razor-sharpening that focus into what the flavour of the day, figuratively speaking, today is really about. "The real Indian consumer likes their food saucy, with big flavors," Amlani adds. He points to restaurants that have tailored their offerings to that sensibility—The Bombay Canteen, Monkey Bar are examples of the transition from classique to nouvelle with an Indian twist

Fundamentally, there are two models at play in dining concepts. There's the low capex and high volume model and then there's the low volume and high capital outlay version, so while Amlani has a point about the emergence of fresh new tastes, there's also established success with restaurants that throw up what's popular.

Tham's Koko for example, has a full-service bar on one end and a reservation-style restaurant on the other which serves an elite clientele. Here, the customer is being lured for a lunch-cum-business deal unlike spaces where free wifi is the big draw.

Of course, there's an audience for that as well. Social, a string of open-style casual cafes with no-fuss food, and tons of space is Amlani's model for getting youngsters in to spend time there. Browse on their computers or chat on their phones for hours on end even if they just ordered one beer. There are 18 Socials thus far and he plans to launch another ten. At the other end of the spectrum Dugar says she has no plans to start another Masque in a different city. "It's a business that's driven by a chef, which you can't duplicate as easily," she says.

While the private equity and venture capital community does look at the restaurant business, investments over the past few years slowed down before again gradually picking up in recent months. In December last year, Rabo Bank bought Aditya Birla PE's stake in AD Singh's Olive Restaurants, L-Catterton bought a majority stake in Impresario, and the Jitu Virwani led Embassy Group bought a majority stake in JSM Corp which operates Hard Rock Café and California Pizza Kitchen.

Sachin Bhartiya, partner at Lighthouse Advisors India that has invested ₹460 million to set up 150 locations of Wow! Momo, a grab-and-go fast food offering, says "there's sufficient interest from investors when the model is capital efficient, scalable, and exciting enough to keep customers coming back again and again." Experience matters and restaurant owners are turning over every plate to make sure they deliver a memorable one; one that steadies the bottom line as much as it appeals to investors.

If there's a word of caution, it comes from Chopra. "This is ultimately a very tough business, there are nine failures for every one success." Food may be the new buzzword in town but building a brand out of a restaurant, that is not for the weak-hearted.

### THE BS CROSSWORD

# 2949

1 Hacks virgin Bob to pieces (7)

16 Record one path, ordering words to be set in stone (7)

20 The way he walks when transport is provided,? (8)

23 Bent over like a bridge (6)

25 Clerical work done by a metal worker (6)

26 Discouraged man get up and went wrong (8)

27 As predicted (8)

28 Barber is a youngster (6)

8 thinker (8)

17 Force open to admit law to pursue ... (8)

18 Takes the lead, but quietly drops back later (8)

19 We'd send grids designed for very special attire (7)

21 In casino, Sri Lanka turned away this woman (6)

22 Presented from the viewpoint of England, perhaps but not the north (6)

24 Breakfast food not all nice, really (6)

**DOWN**

1 Marriage without a hitch? (4,4)

2 Father phoned for Malay knife (6)

3 Force to raise dictator's wife in outlet (8)

4 Wary about turned egg, the same being a source of this mischievous drollery (7)

5 Deserter held by soldiers is not charged (6)

6 Dreamer is first, following one play of cards (8)

7 In the South—East, one of five has glittering ornament (6)

15 Notes kept by more positive

SOLUTION TO #2948

G	M	E	D	H	B	G	C	J
A	M	E	L	L	A	L	L	E
R	N	P	T	O	E	S		
D	I	L	I	G	E	N	T	
N	A	U	E	E	N	E		
G	A	L	L	O	P	E	R	
D		Y	I	S				
W	E	T	B	A	C	K		
E	H	O						
F	A	C	E	R	R	E	S	
M	A		A	O	L			
C	O	V	E	R	S			
M	N	M	H	L	A	H		
M	I	N	D	S	E	V	E	
C	S	N	S	S	P	R		

### BS SUDOKU

# 2412

Easy: ★★

Solution tomorrow

**HOW TO PLAY**

Fill in the grid so that every row, every column and every 3x3 box contains the digits 1 to 9

SOLUTION TO #2411

1	9	4	3	5	2	8	7	6
7	2	5	8	9	6	3	4	1
3	6	8	7	1	4	5	9	2
8	4	3	6	2	9	7	1	5
6	5	9	1	8	7	4	2	3
2	1	7	4	3	5	9	6	8
9	3	1	2	4	8	6	5	7
4	7	2	5	6	3	1	8	9
5	8	6	9	7	1	2	3	4

**WEATHER** TODAY'S FORECAST

Max/min temperatures in °C

**NATIONAL**

Ahmedabad	.....Rain	34/25
Aizawl	.....Thundery	29/22
Bangalore	.....Thundery	28/20
Bhopal	.....Thundery	26/22
Bhubaneswar	.....Thundery	31/26
Chandigarh	.....Thundery	30/21
Chennai	.....Thundery	35/27
Delhi	.....Thundery	33/26
Guwahati	.....Partly cloudy	33/26
Hyderabad	.....Thundery	32/24
Imphal	.....Thundery	28/20
Indore	.....Thundery	28/23
Kochi	.....Thundery	29/25
Kolkata	.....Thundery	32/26
Lucknow	.....Partly cloudy	32/27
Mangalore	.....Thundery	29/24
Mumbai	.....Thundery	31/25
Pune	.....Thundery	29/21
Srinagar	.....Rain	29/12
Surat	.....Thundery	30/26
Thirupuram	.....Thundery	31/25