## Mahindra

REF:NS:SEC: 10th August, 2016

National Stock Exchange of India Limited "Exchange Plaza", 5th Floor, Plot No.C/1, G Block Bandra-Kurla Complex Bandra (East), Mumbai 400051.

Bourse de Luxembourg Societe de la Bourse de Luxembourg Societe Anonyme/R.C.B. 6222, B.P. 165, L-2011 Luxembourg. Mahindra & Mahindra Ltd. Mahindra Towers, Dr. G. M. Bhosale Marg, Worli, Mumbai 400 018 India

Tel: +91 22 24901441 Fax: +91 22 24975081

BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai 400001.

London Stock Exchange Plc 10 Paternoster Square London EC4M 7LS.

Dear Sirs,

Sub: Regulation 33 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations 2015 - Unaudited Financial Results of the Company for the First Quarter ended 30th June, 2016

We are submitting the Unaudited Financial Results of Mahindra & Mahindra Limited for the First Quarter ended 30th June, 2016, together with a copy of the Press Release. We are also enclosing a Limited Review Report of the Financial Results for the First Quarter ended 30th June, 2016 by our Statutory Auditors, M/s. Deloitte Haskins & Sells, Chartered Accountants. The Meeting of the Board of Directors of the Company commenced at 10.30 a.m. and concluded at 1.30 p.m.

Please acknowledge receipt of the same.

Yours faithfully, For MAHINDRA & MAHINDRA LIMITED

NARAYAN SHANKAR COMPANY SECRETARY

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Encl: a/a

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### **MAHINDRA & MAHINDRA LIMITED**

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

Tel: +91 22 22021031, Fax: +91 22 22875485, Website: www.mahindra.com, Email: group.communications@mahindra.com, CIN No. L65990MH1945PLC004558

Rs. in lakhs

STATEMENT OF STANDALONE UNAUDITED FINANCIAL RESUL Particulars		Quarter Ended	T	Year Ende
·	Jun-16	Mar-16	Jun-15	Mar-1
Developed from a classification of a control of	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited
Revenue from sale of goods and services	1180019	1159196	1034854	4315058
Other operating income	14271	13431	12232	48831
Total Revenue from operations	1194290	1172627	1047086	4363889
Expenses:			,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	
Cost of materials consumed	511017	448024	527395	1936486
Purchases of stock-in-trade	294854	358580	190097	1040928
(Increase)/decrease in inventories of finished goods, work-in-progress & stock-in-trade	(2985)	(15023)	(19072)	(25796
Excise Duty	90211	96051	64191	276382
Employee benefits expense	65044	51103	60982	234872
Depreciation and amortisation expense	31173	32061	22343	106810
Other expenses (Net of cost of manufactured products capitalised)	107595	127090	99040	441827
Total expenses (a+b+c+d+e+f+g)	1096909	1097886	944976	4011509
Profit from operations before other income, finance costs and exceptional items (1-2)	97381	74741	102110	352380
Other income (Note 2)	21683	11420	16439	84993
Profit from ordinary activities before finance costs and exceptional items (3 + 4)	119064	86161		And the second s
Finance costs	2419	3814	118549	437373
Profit from ordinary activities after finance costs but before exceptional items (5 - 6)	116645	82347	3894	15801
Exceptional items [Note 3]	9100	599	114655	421572
Profit from ordinary activities before tax (7 + 8)	125745		-	6874
Provision for tax expenses	30224	82946	114655	428446
Net Profit from ordinary activities after tax (PAT) (9 - 10)	95521	22482	29646	107989
Other Comprehensive Income (after tax)	373	60464	85009	320457
Total Comprehensive Income (after tax) (11 + 12)		1247	183	2961
Paid-up equity share capital (Face value Rs. 5 per share)	95894	61711	85192	323418
Reserves and Surplus	29639	29632	29586	29632
a. Basic Earnings per share on Net Profit from ordinary activities after tax Rs.	40.40	40.04		2213412
b. Diluted Earnings per share on Net Profit from ardinan earliests after tax Ks.	16.12 *	10.21 *	14.37 *	54.14
b. Diluted Earnings per share on Net Profit from ordinary activities after tax Rs	15.38 *	9.74 *	13.69 *	51.60

	Segment wise Revenues, Results, A	ssets and Liabilities :			Rs. in lakh:
		Quarter En	ded		Year Ende
_	Particulars	Jun-16	Mar-16	Jun-15	Mar-1
	Segment Revenue : (Revenue from operations)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited
	Automotive Segment	700500	200045		
	Farm Equipment Segment	782580	896645	687496	3082636
	Other Segments	411764	276043	359803	1282092
	Other Segments	849	581	382	2033
		1195193	1173269	1047681	4366761
	Less: Intersegment Revenue	903	642	595	2872
	Revenue from operations	1194290	1172627	1047086	4363889
	Segment Results:				
	Automotive Segment	33713	53413	53152	040074
	Farm Equipment Segment	76796	35562		210871
	Other Segments.	75		62690	198588
	Total Segment Results	110584	(176)	41	249
	Less:	110564	88799	115883	409708
	Finance Costs	0440			
	Other un-allocable expenditure net off un-allocable income (includes exceptional items)	2419	3814	3894	15801
	Circli di Paliocable experiulture net on di Paliocable income (includes exceptional items)	(17580)	2039	(2666)	(34539
	Total Profit before tax	125745	82946	114655	428446
	Segment assets:				
	Automotive Segment	1220977	1167363	1090090	4407000
	Farm Equipment Segment	557733	527741		1167363
	Other Segments	3704	5293	577518	527741
	Total Segment Assets	1782414		1454	5293
	Unallocated Corporate Assets		1700397	1669062	1700397
	Total Assets	1850377	1809880	1681804	1809880
	-	3632791	3510277	3350866	3510277
	Segment liabilities:	9			
	Automotive Segment	568683	618800	487699	618800
	Farm Equipment Segment	269261	209722	243294	209722
	Other Segments	761	1354	787	1354
	Total Segment Liabilities	838705	829876	731780	829876
	Unallocated Corporate Liabilities	452226	437357	540262	437357
	Total Liabilities	1290931	1267233	1272042	
		1200001	1207200	1212042	1267233
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#### Notes:

1 The financial results of the Company have been prepared in accordance with Indian Accounting Standard (IND AS) notified under the Companies (Indian Accounting Standards) Rules, 2015 as amended by the Companies (Indian Accounting Standards) Rules, 2016. The Company adopted IND AS from 1st April, 2016, and accordingly, these financial results (including for all the periods presented) have been prepared in accordance with the recognition and measurement principles in IND AS 34 - Interim Financial Reporting, prescribed under section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder and the other accounting principles generally accepted in India. The figures for the preceding three months ended 31st March 2016 are the balancing figures between the figures in respect of the full financial year.

_				Rs. in lakhs
		Quarter Ended		Year Ended
	Jun-16	Mar-16	Jun-15	Mar-16
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
	9993	-	8056	41694

- 2 Other Income includes dividend received from Subsidiaries, Associates and Joint Venture
- 3 Exceptional item of Rs. 9100 lakhs for the quarter represents profit on transfer of Agri business to a wholly owned subsidiary company,
- 4 Reconciliation of the financial results to those reported under previous Generally Accepted Accounting Principles (GAAP) are summarised as follows:

Rs. in lakhs

	Quarter End	ed	Year Ended
The state of the s	Mar-16	Jun-15	Mar-16
Profit after tax as reported under previous GAAP	58373	85220	316748
Adjustments:-	SONOTO ASSOCIATE		
Reclassification of actuarial loss / (gain), arising in respect of employee benefit schemes, to Other Comprehensive Income (OCI)	(265)	(265)	(1060)
Reversal of capitalisation of foreign currency differences attributable to Property Plant & Equipment (adjusted for depreciation thereon) etc., so as to recognize the carrying value of such assets in accordance with the respective IND AS, and reversal of foreign exchange differences arising from translation of long term foreign currency monetary items and accounted for in Foreign Currency Monetary Items		(===)	(1000)
Translation Difference Account, without availing of any exemption	2858	158	6351
Other Adjustments*	526	(231)	165
Tax Adjustments	(1028)	127	(1747)
Profit after tax as reported under IND AS	60464	85009	320457
Other Comprehensive Income (after tax)	1247	183	2961
Total Comprehensive income as reported under IND AS	61711	85192	323418

\*Other adjustments mainly include those arising from (1) recognizing financial assets and liabilities (carried at cost in Previous GAAP) at Fair Value through Profit or Loss (FVTPL) or amortised cost, (2) measuring certain current investments (carried at lower of cost or fair value in Previous GAAP) at FVTPL and investments in subsidiaries, associates and joint venture continue to be recognized at their cost less diminution other than temporary (deemed cost) and other equity instruments at Fair Value through Other Comprehensive Income and (3) recognizing the impact of the cost of Employee Stock Option Schemes (recognized at intrinsic value in Previous GAAP) at fair value.

5 The above results were approved by the Board of Directors of the Company at the Board Meeting held on 10th August, 2016

6 In compliance with Regulation 33 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, a limited review of the above results has been carried out by the Statutory Auditors.

For and on behalf of the Board of Directors

Anand G. Mahindra Chairman & Managing Director

Mumbai, 10th August, 2016



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#### **Press Release**

M&M + MVML Revenue Rs. 11961 crore - up 14 %

M&M + MVML PAT Rs. 962 crore - up 16%

Mumbai, 10th Aug 2016: The Board of Directors of Mahindra and Mahindra Limited today announced the unaudited financial results of the company for the quarter ended 30th June 2016. The results are for the first time being published under the new Indian Accounting Standard (IND AS) which became applicable from 1st April 2016.

#### Q1 F2017 - M&M + MVML\* Results

- Gross Revenues and Other Income Rs. 11961 crore, up 14 % YoY
- Profit from ordinary activities before tax Rs. 1318 crore, up 15% YoY
- Profit from ordinary activities after tax Rs. 962 crore, up 16% YoY
- 110959 vehicles sold, a YoY growth of 9.7%
- 55909 utility vehicles sold, a YoY growth of 13%, maintaining market leadership with 31.6% market share
- 71785 tractors sold in the domestic market, a YoY growth of 21%, continuing leadership position with an increased market share of 43.9%
- Total exports of 13515 numbers (10569 vehicles & 2946 tractors)

### Q1 F2017 – M&M Standalone results

- Gross Revenues and Other Income Rs. 12160 crore, up 14% YoY
- Profit from ordinary activities after tax Rs. 955 crore, up 12% YoY

#### **Outlook:**

Despite rising global uncertainties, India's economic recovery is slowly but surely gaining momentum. While public investment expenditures remain strong, urban demand has been picking up pace since the third quarter of the previous fiscal and is expected to receive further impetus from the Seventh Pay Commission awards, which will be given effect in the current month. More importantly, the double digit growth in domestic sales of tractors and two wheelers witnessed in the first quarter of 2016-17 suggests that a recovery in rural demand is now underway.

<sup>\*</sup> The combined results of M&M and MVML (manufacturing unit) provide a comprehensive view of the company's performance.

Given the robust rainfall received thus far, and IMD's prediction of normal rains for the rest of the monsoon season, rural demand can be expected to gather further strength in the coming months, providing a much needed boost to industrial activity in the country. Weak external demand, underutilized capacities and balance sheet stress, however, continue to weigh heavily on domestic private investment. But, led by the positive outlook on consumer demand as well as renewed reform efforts by the government in recent months, business confidence is now ticking up and could lead to recovery in private capital expenditures towards the last quarter of this fiscal. Thus, even as we recognize the downside risks currently emanating from major advanced economies, our outlook on domestic growth remains positive and we look to the future with confidence.



### **MAHINDRA & MAHINDRA LIMITED**

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Extract of Standalone Unaudited Financial Results for the Quarter ended June 30, 2016

Rs. in Lakhs

	Quarter e	ended
	30th June 2016	30th June 2015
Total income from operations	1194290	1047086
Net Profit for the period (before Tax and Exceptional items)	116645	114655
Net Profit for the period (before tax and after Exceptional items)	125745	114655
Net Profit for the period (after tax and after Exceptional items)	95521	85009
Total Comprehensive Income for the period [Comprising Profit for the period (after tax) and Other Comprehensive Income (after		
tax)]	95894	85192
Equity Share Capital	29639	29586
Earnings Per Share (of Rs. 5 each)		
Basic:	16.12*	14.37*
Diluted:	15.38*	13.69*

\*Not Annualised

Note:

- 1. The above is an extract of the detailed format of Quarterly Financial Results filed with the Stock Exchanges under Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 as modified by the SEBI circular no. CIR/CFD/FAC/62/2016 dated July 5, 2016. The full format of the Quarterly Financial Results are available on the Company's website viz. www.mahindra.com and on the websites of BSE (www.bseindia.com) and NSE (www.nseindia.com).
- 2. The financial results of the Company have been prepared in accordance with Indian Accounting Standard (IND AS) notified under the Companies (Indian Accounting Standards) Rules, 2015 as amended by the Companies (Indian Accounting Standards) Rules, 2016. The Company adopted IND AS from 1st April, 2016, and accordingly, these financial results (including the previous period) have been prepared in accordance with the recognition and measurement principles in IND AS 34 - Interim Financial Reporting, prescribed under section 133 of the Companies Act, 2013 read with the relevant rules issued thereunder and the other accounting principles generally accepted in India.
- 2. Reconciliation of the financial results to those reported under previous Generally Accepted Accounting Principles (GAAP) are summarised as follows:

Rs. in Lakhs

Particulars	Quarter ended 30th June 2015
Profit after tax as reported under previous GAAP	85220
Adjustments:-	
Reclassification of actuarial loss / (gain), arising in respect of employee benefit schemes, to Other Comprehensive Income (OCI)	(265)
Reversal of capitalisation of foreign currency differences attributable to Property Plant & Equipment (adjusted for depreciation thereon) etc., so as to recognize the carrying value of such assets in accordance with the respective IND AS, and reversal of foreign exchange differences arising from translation of long term foreign currency monetary items and accounted for in Foreign Currency Monetary Items Translation Difference Account, without availing of any exemption	158
Other Adjustments*	(231)
Tax Adjustments	127
Profit after tax as reported under IND AS	85009
Other Comprehensive Income (after tax)	183
Total Comprehensive Income as reported under IND AS	85192

\*Other adjustments mainly include those arising from (1) recognizing financial assets and liabilities (carried at cost in Previous GAAP) at Fair Value through Profit or Loss (FVTPL) or amortised cost, (2) measuring certain current investments (carried at lower of cost or fair value in Previous GAAP) at FVTPL and investments in subsidiaries, associates and joint venture continue to be recognized at their cost less diminution other than temporary (deemed cost) and other equity instruments at Fair Value through Other Comprehensive Income and (3) recognizing the impact of the cost of Employee Stock Option Schemes (recognized at intrinsic value in Previous GAAP) at fair value.

Date: 10th August, 2016

Place: Mumbai

Anand G. Mahindra

Chairman & Managing Director

# **Deloitte Haskins & Sells**

Chartered Accountants Tower 3, 27th - 32nd Floor Indiabulls Finance Centre Elphinstone Mill Compound Senapati Bapat Marg Elphinstone (W) Mumbai - 400 013, India

Tel: +91 (022) 6185 4000 Fax: +91(022) 6185 4501/4601

### INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM FINANCIAL RESULTS

# TO THE BOARD OF DIRECTORS OF MAHINDRA & MAHINDRA LIMITED

- 1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **Mahindra & Mahindra Limited** ("the Company") for the Quarter ended June 30, 2016 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016. This Statement which is the responsibility of the Company's Management and approved by the Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to issue a report on the Statement based on our review.
- 2. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India. This Standard requires that we plan and perform the review to obtain moderate assurance as to whether the Statement is free of material misstatement. A review is limited primarily to inquiries of Company personnel and analytical procedures applied to financial data and thus provides less assurance than an audit. We have not performed an audit and, accordingly, we do not express an audit opinion.
- 3. Based on our review conducted as stated, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the aforesaid Indian Accounting Standards and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as modified by Circular No. CIR/CFD/FAC/62/2016 dated July 5, 2016, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For DELOITTE HASKINS & SELLS

Chartered Accountants

(Firm's Registration No.117364W)

Shyamak R Tata

Partner

(Membership No. 38320)

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MUMBAI, 10th August, 2016

THE IINAIIDITED COMBINED RESTILTS OF MAHINDRA & MAHINDRA LIMITED AND MAHINDRA VEHICLE MANILEACTIIDEDS LIMITED				
	AHINDRA VEHICLE M Mumbai 400 001. w.mahindra.com, 90MH1945PLC00455	IANUFACT	URERS LIMITI	Q
				Rs. Crores
		Quarter ended 30th June	anded	
	2016		2015	
	Amount %	% to Net	Amount	% to Net sales
Gross sales & operating income	11831.49	112.42	10367.54	109.74
Less: Excise duty on sales	1306.83	12.42	920.42	9.74
Total Income from operations (net)	10524.66	100.001	9447.12	100.00
Expenses :				
Material costs	7194.27	68.36	6422.58	67.98
Employee benefits expense	715.45	6.80	658.86	6.97
Depreciation and amortisation expense	348.44	3.31	254.39	2.69
Other expenses (Net of cost of manufactured products capitalised)	1126.41	10.70	1020.64	10.80
Total expenses (a+b+c+d)	9384.57	89.17	8356.47	88.46
Profit from operations before other income & finance costs (1 - 2)	1140.09	10.83	1090.65	11.54
Other income	129.55	1.23	110.93	1.17
Profit from ordinary activities before finance costs (3 + 4)	1269.64	12.06	1201.58	12.72
Finance costs	42.77	0.41	56.15	0.59
Profit from ordinary activities after finance costs but before exceptional items (5 - 6)	1226.87	11.66	1145.43	12.12
Exceptional items	91.00	98.0	•	
Profit from ordinary activities before tax (7 + 8)	1317.87	12.52	1145.43	12.12
Provision for tax expenses	356.30	3.39	315.55	3.34
Net Profit from ordinary activities after tax (9 - 10)	961.57	9.14	829.88	8.78
Other Comprehensive Income after tax	3.85	0.04	1.53	0.02
Total Community Income office to (44 + 49)		!		

Mahindra Vehicle Manufacturers Limited (MVML), a 100% subsidiary of the Company.

Note: The combined figures of M&M + MVML have not been subjected to Limited Review Previous period's figures have been regrouped wherever necessary, in order to make them comparable.

Additional information [not subjected to limited review and not under Regulation 33 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015]

# THE UNAUDITED COMBINED RESULTS OF MAHINDRA & MAHINDRA LIMITED AND MAHINDRA VEHICLE MANUFACTURERS LIMITED

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Segment wise Revenues, Results and Capital Employed :

		Quarter 30th	
		2016	2015
		Amount	Amount
A.	Segment Revenue : (Net sales & operating income)		
	Automotive Segment	6492.46	5918.96
	Farm Equipment Segment	4076.99	3557.94
	Other Segments	8.49	3.82
1	Total	10577.94	9480.72
	Less : Intersegment Revenue	53.28	33.60
	Net sales & operating income	10524.66	9447.12
B.	Segment Results (After exceptional Items):		
	Automotive Segment	504.99	601.86
	Farm Equipment Segment	767.96	626.90
	Other Segments	0.75	0.41
	Unrealised Profit	0.17	(0.04)
	Total Segment Results	1273.87	1229.13
	Less:		
	Finance Costs	42.77	56.15
	Other un-allocable expenditure net off un-allocable income	(86.77)	27.55
	Total Profit before tax	1317.87	1145.43
C.	Capital Employed : (Segment assets - Segment liabilities )	(8)	
	Automotive Segment	9048.53	8339.25
	Farm Equipment Segment	2884.72	3342.24
	Other Segments	29.42	6.67
	Unrealised Profit	(0.02)	(0.23)
	Total Segment Capital Employed	11962.65	11687.93

Mahindra Vehicle Manufacturers Limited (MVML), a 100% subsidiary of the Company.

Note : The combined figures of M&M + MVML have not been subjected to Limited Review

Previous period's figures have been regrouped wherever necessary, in order to make them comparable .

Additional information [not subjected to limited review and not under Regulation 33 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015]

### THE UNAUDITED COMBINED RESULTS OF MAHINDRA & MAHINDRA LIMITED AND MAHINDRA VEHICLE MANUFACTURERS LIMITED

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Reconciliation of the financial results to those reported under previous Generally Accepted Accounting Principles (GAAP) are summarised as follows:

	Rs. Crores
	Quarter Ended 30th June 2015
Profit after tax as reported under previous GAAP Adjustments:-	831.07
Reclassification of actuarial loss / (gain), arising in respect of employee benefit schemes, to Other Comprehensive Income (OCI)	(2.19)
Reversal of capitalisation of foreign currency differences attributable to Property Plant & Equipment (adjusted for depreciation thereon) etc., so as to recognize the carrying value of such assets in accordance with the respective IND AS, and reversal of foreign exchange differences arising from translation of long term foreign currency monetary items and accounted for in Foreign Currency Monetary Items Translation Difference Account, without availing of any exemption	1 50
	1.58
Other Adjustments*	(2.76)
Tax Adjustments	2.18
Profit after tax as reported under IND AS	829.88
Other Comprehensive Income (after tax)	1.53
Total Comprehensive income as reported under IND AS	831.41

<sup>\*</sup>Other adjustments mainly include those arising from (1) recognizing financial assets and liabilities (carried at cost in Previous GAAP) at Fair Value through Profit or Loss (FVTPL) or amortised cost, (2) measuring certain current investments (carried at lower of cost or fair value in Previous GAAP) at FVTPL and investments in subsidiaries, associates and joint venture continue to be recognized at their cost less diminution other than temporary (deemed cost) and other equity instruments at Fair Value through Other Comprehensive Income and (3) recognizing the impact of the cost of Employee Stock Option Schemes (recognized at intrinsic value in Previous GAAP) at fair value.