

BALMER LAWRIE & CO. LTD.

[A Government of India Enterprise]

Regd. Office : 21, Netaji Subhas Road, Kolkata - 700001

SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED FOR
THE YEAR ENDED 31ST MARCH, 2011

	Unaudited		Rs. in Crores Audited	
	Quarter ended <u>31.03.2011</u>	Quarter ended <u>31.03.2010</u>	Twelve months ended <u>31.03.2011</u>	Twelve months ended <u>31.03.2010</u>
1. Segment Revenue [Net Sales/Income]				
a. Industrial Packaging	107.35	85.32	401.52	353.73
b. Logistics Infrastructure & Services	98.57	83.99	358.09	334.95
c. Travel & Tours	200.14	176.30	874.25	608.54
d. Greases & Lubricants	88.18	68.22	334.11	286.34
e. Others	17.35	19.83	63.22	63.29
Total	<u>511.59</u>	<u>433.66</u>	<u>2031.19</u>	<u>1646.86</u>
Less : Inter Segment Revenue	4.46	2.01	16.03	12.27
Add : Other un-allocable Revenue	2.91	2.40	3.83	3.43
Net Sales/Income from Operations	510.04	434.05	2018.99	1638.02
2. Segment Results [Profit/(Loss) before Tax & Interest]				
a. Industrial Packaging	8.90	6.02	35.77	25.82
b. Logistics Infrastructure & Services	30.94	25.11	91.99	89.92
c. Travel & Tours	11.01	8.93	35.49	24.03
d. Greases & Lubricants	7.43	5.60	31.26	30.59
e. Others	(0.43)	(2.81)	0.92	(1.32)
Total	57.85	42.85	195.43	169.04
Less : (i) Interest	0.46	0.88	2.99	2.55
(ii) Other un-allocable expenditure (Net of un-allocable Income)	5.49	12.17	11.40	13.51
TOTAL PROFIT BEFORE TAX	51.90	29.80	181.04	152.98
3. Capital Employed				
a. Industrial Packaging	89.23	74.74	89.23	74.74
b. Logistics Infrastructure & Services	47.07	29.83	47.07	29.83
c. Travel & Tours	105.75	76.18	105.75	76.18
d. Greases & Lubricants	88.80	65.27	88.80	65.27
e. Others	210.64	226.94	210.64	226.94
Total	541.49	472.96	541.49	472.96