

**BALMER LAWRIE & CO. LTD.**

[A Government of India Enterprise]

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

**SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED**

₹. in Crores

	3 Months Ended 31st Dec, <u>2010</u>	3 Months Ended 31st Dec, <u>2009</u>	Year to Date Figures for the Current <u>Period</u>	Year to Date Figures for the Previous <u>Year</u>	Previous Accounting Year 2009-10 <u>[Audited]</u>
<b>1. Segment Revenue [Net Sales/Income]</b>					
a. Industrial Packaging	84.86	85.64	294.17	268.44	353.73
b. Logistics Infrastructure & Serv	88.50	88.60	259.52	250.95	334.95
c. Travel & Tours	233.19	143.32	674.11	438.41	608.55
d. Greases & Lubricants	82.31	68.04	245.93	210.23	286.34
e. Others	14.96	14.09	45.87	44.40	63.29
Total	503.82	399.69	1519.60	1212.43	1646.86
Less : Inter Segment Revenue	4.36	4.37	11.57	11.42	12.27
Add : Other un-allocable Revenue	0.24	0.38	0.92	0.98	3.43
Net Sales/Income from Operations	499.70	395.70	1508.95	1201.99	1638.02
<b>2. Segment Results [Profit/(Loss) before Tax &amp; Interest]</b>					
a. Industrial Packaging	7.22	4.83	26.87	19.58	25.82
b. Logistics Infrastructure & Serv	19.77	24.25	61.05	65.60	89.92
c. Travel & Tours	8.34	5.15	24.48	15.01	24.03
d. Greases & Lubricants	7.10	8.23	23.83	24.69	30.59
e. Others	0.22	0.79	1.35	1.44	(1.32)
Total	42.65	43.25	137.58	126.32	169.04
Less : (i) Interest	0.34	0.77	2.53	1.83	2.55
(ii) Other un-allocable expen (Net of un-allocable Income)	4.27	2.49	5.91	0.41	13.51
<b>TOTAL PROFIT BEFORE TAX</b>	<b>38.04</b>	<b>39.99</b>	<b>129.14</b>	<b>124.10</b>	<b>152.98</b>
<b>3. Capital Employed</b>					
a. Industrial Packaging	87.92	93.27	87.92	93.27	74.74
b. Logistics Infrastructure & Serv	38.05	25.30	38.05	25.30	29.83
c. Travel & Tours	144.99	85.56	144.99	85.56	76.18
d. Greases & Lubricants	86.16	79.69	86.16	79.69	65.27
e. Others	228.25	237.26	228.25	237.26	226.94
Total	585.37	521.08	585.37	521.08	472.96

(K. SUBRAMANYAN)  
Director (Finance)

Place : Kolkata

Date : 14th February, 2011