

BALMER LAWRIE & CO. LTD.

[A Government of India Enterprise]

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

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

						<u>₹. in Crores</u>
						Year to date
						figure for
						current
						period
						ended
						31/03/2012
						( Audited )
						Year to date
						figure for
						the previous
						Year
						ended
						31/03/2011
						( Audited )
						Corresponding
						3 months
						ended in
						the previous
						year
						31/03/2011
						Preceding
						3 months
						ended
						31/12/2011
						3 months
						ended
						31/03/2012
1.	Segment Revenue [Net Sales/Income]					
	a. Industrial Packaging	123.23	95.47	105.51	463.57	399.68
	b. Logistics Infrastructure & Services	118.09	123.98	95.16	458.70	354.68
	c. Travel & Tours	245.78	228.67	196.61	923.70	870.72
	d. Greases & Lubricants	107.16	97.53	86.45	390.15	332.38
	e. Others	18.35	18.01	18.99	69.43	64.86
	Total	612.61	563.66	502.72	2305.55	2022.32
	Less : Inter Segment Revenue	12.15	2.71	2.91	24.19	16.03
	Add : Other un-allocable Revenue	1.59	0.49	1.87	2.71	2.79
	Net Sales/Income from Operations	602.05	561.44	501.68	2284.07	2009.08
2.	Segment Results [Profit/(Loss) before Tax & Interest]					
	a. Industrial Packaging	5.93	4.88	9.11	33.34	35.98
	b. Logistics Infrastructure & Services	37.40	32.32	31.02	127.29	92.07
	c. Travel & Tours	7.29	6.06	11.58	29.80	36.06
	d. Greases & Lubricants	11.19	5.56	7.74	30.65	31.57
	e. Others	3.63	(1.06)	(0.32)	0.67	1.03
	Total	65.44	47.76	59.13	221.75	196.72
	Less : (i) Interest	0.42	1.25	0.78	4.69	4.51
	(ii) Other un-allocable expenditure	23.85	4.50	6.45	26.79	11.17
	TOTAL PROFIT BEFORE TAX	41.17	42.01	51.90	190.27	181.04
3.	Capital Employed					
	a. Industrial Packaging	101.73	94.11	89.23	101.73	89.23
	b. Logistics Infrastructure & Services	64.21	50.87	47.07	64.21	47.07
	c. Travel & Tours	113.28	145.05	105.75	113.28	105.75
	d. Greases & Lubricants	112.76	88.66	88.80	112.76	88.80
	e. Others	226.93	276.19	210.64	226.93	202.99
	Total	618.91	654.88	541.49	618.91	533.84