

**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 30th Sept. 2011	3 Months Ended 30th Sept. 2010	Year to Date Figures for the Current Period	Year to Date Figures for the Previous Year	Previous Accounting Year 2010-11 [Audited]
<b>1. Segment Revenue [Net Sales/Income]</b>					
a. Industrial Packaging	106.22	87.98	244.87	209.31	401.52
b. Logistics Infrastructure & Services	103.01	88.85	216.63	171.02	358.09
c. Travel & Tours	225.15	226.40	449.25	440.92	874.25
d. Greases & Lubricants	85.86	86.70	185.46	163.62	334.11
e. Others	15.41	13.97	33.07	30.91	63.22
<b>Total</b>	<b>535.65</b>	<b>503.90</b>	<b>1129.28</b>	<b>1015.78</b>	<b>2031.19</b>
Less : Inter Segment Revenue	3.76	3.62	7.64	7.21	16.03
Add : Other un-allocable Revenue	0.33	0.21	0.63	0.68	3.83
<b>Net Sales/Income from Operations</b>	<b>532.22</b>	<b>500.49</b>	<b>1122.27</b>	<b>1009.25</b>	<b>2018.99</b>
<b>2. Segment Results [Profit/(Loss) before Tax &amp; Interest]</b>					
a. Industrial Packaging	7.08	7.77	22.53	19.65	35.77
b. Logistics Infrastructure & Services	28.59	22.02	57.57	41.28	91.99
c. Travel & Tours	7.71	8.66	16.45	16.14	35.49
d. Greases & Lubricants	5.63	10.30	13.90	16.73	31.26
e. Others	(1.55)	(0.15)	(1.90)	1.13	0.92
<b>Total</b>	<b>47.46</b>	<b>48.60</b>	<b>108.55</b>	<b>94.93</b>	<b>195.43</b>
Less : (i) Interest	0.94	1.10	2.34	2.19	2.99
(ii) Other un-allocable expenditure (Net of un-allocable Income)	3.62	3.99	(0.88)	1.64	11.40
<b>TOTAL PROFIT BEFORE TAX</b>	<b>42.90</b>	<b>43.51</b>	<b>107.09</b>	<b>91.10</b>	<b>181.04</b>
<b>3. Capital Employed</b>					
a. Industrial Packaging	108.46	105.28	108.46	105.28	89.23
b. Logistics Infrastructure & Services	51.14	29.99	51.14	29.99	47.07
c. Travel & Tours	135.59	103.32	135.59	103.32	105.75
d. Greases & Lubricants	90.34	77.45	90.34	77.45	88.80
e. Others	263.94	224.73	263.94	224.73	210.64
<b>Total</b>	<b>649.47</b>	<b>540.77</b>	<b>649.47</b>	<b>540.77</b>	<b>541.49</b>

(K. SUBRAMANYAN)  
Director (Finance)

Place : Kolkata  
Date : 9th November, 2011