

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, 2011	Previous 3 Months Ended 30th Sept. 2011	3 Months Ended 31st Dec, 2010	Year to Date Figures for the Current Period	Year to Date Figures for the Previous Year	Previous Accounting Year 2010-11 [Audited]
1. Segment Revenue [Net Sales/Income]						
a. Industrial Packaging	95.47	106.22	84.86	340.34	294.17	401.52
b. Logistics Infrastructure & Services	123.98	103.01	88.50	340.61	259.52	358.09
c. Travel & Tours	228.67	225.15	233.19	677.92	674.11	874.25
d. Greases & Lubricants	97.53	85.86	82.31	282.99	245.93	334.11
e. Others	18.01	15.41	14.96	51.08	45.87	63.22
Total	563.66	535.65	503.82	1692.94	1519.60	2031.19
Less : Inter Segment Revenue	4.18	3.76	4.36	11.82	11.57	16.03
Add : Other un-allocable Revenue	0.49	0.33	0.24	1.12	0.92	3.83
Net Sales/Income from Operations	559.97	532.22	499.70	1682.24	1508.95	2018.99
2. Segment Results [Profit/(Loss) before Tax & Interest]						
a. Industrial Packaging	4.88	7.08	7.22	27.41	26.87	35.77
b. Logistics Infrastructure & Services	32.32	28.59	19.77	89.89	61.05	91.99
c. Travel & Tours	6.06	7.71	8.34	22.51	24.48	35.49
d. Greases & Lubricants	5.56	5.63	7.10	19.46	23.83	31.26
e. Others	(1.06)	(1.55)	0.22	(2.96)	1.35	0.92
Total	47.76	47.46	42.65	156.31	137.58	195.43
Less : (i) Interest	0.87	0.94	0.34	3.21	2.53	2.99
(ii) Other un-allocable expenditure (Net of un-allocable Income)	4.88	3.62	4.27	4.00	5.91	11.40
TOTAL PROFIT BEFORE TAX	42.01	42.90	38.04	149.10	129.14	181.04
3. Capital Employed						
a. Industrial Packaging	94.11	108.46	87.92	94.11	87.92	89.23
b. Logistics Infrastructure & Services	50.87	51.14	38.05	50.87	38.05	47.07
c. Travel & Tours	145.05	135.59	144.99	145.05	144.99	105.75
d. Greases & Lubricants	88.66	90.34	86.16	88.66	86.16	88.80
e. Others	276.19	263.94	228.25	276.19	228.25	210.64
Total	654.88	649.47	585.37	654.88	585.37	541.49

Place : Kolkata
Date : 13th February, 2012

(K. SUBRAMANYAN)
Director (Finance)