

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

Rs. in Crores

|   | 3 months ended<br><u>31/03/2013</u> | Preceding<br>3 months ended<br><u>31/12/2012</u> | Corresponding<br>3 months ended in<br>the previous<br>year<br><u>31/03/2012</u> | Year to date<br>figure for<br>current<br>period<br>ended<br><u>31/03/2013</u><br>( Audited ) | Year to date<br>figure for<br>the previous<br>Year<br>ended<br><u>31/03/2012</u><br>( Audited ) |
|---|-------------------------------------|--|---|--|---|
| <b>1. Segment Revenue [Net Sales/Income]</b>                        |                                     |  |   |  |   |
| a. Industrial Packaging   | 119.46                              | 112.00   | 123.23  | 472.44   | 463.57  |
| b. Logistics Infrastructure & Services                              | 133.65                              | 131.51   | 118.09  | 527.72   | 458.70  |
| c. Travel & Tours   | 262.97                              | 298.90   | 245.78  | 1132.18  | 923.70  |
| d. Greases & Lubricants   | 102.79                              | 93.32  | 107.16  | 391.71   | 390.15  |
| e. Others   | 21.39                               | 19.42  | 20.23   | 80.62  | 71.31   |
| <b>Total</b>  | <b>640.26</b>                       | <b>655.15</b>                                    | <b>614.49</b>   | <b>2604.67</b>   | <b>2307.43</b>  |
| Less : Inter Segment Revenue  | 6.27                                | 9.91   | 12.15   | 26.68  | 24.19   |
| Add : Other un-allocable Revenue                                    | 0.80                                | 0.68   | 1.59  | 2.69   | 2.71  |
| <b>Net Sales/Income from Operations</b>                             | <b>634.79</b>                       | <b>645.92</b>                                    | <b>603.93</b>   | <b>2580.68</b>   | <b>2285.95</b>  |
| <b>2. Segment Results [Profit/(Loss) before Tax &amp; Interest]</b> |                                     |  |   |  |   |
| a. Industrial Packaging   | 9.14                                | 4.32   | 5.93  | 29.10  | 33.34   |
| b. Logistics Infrastructure & Services                              | 35.23                               | 36.40  | 37.40   | 144.61   | 127.29  |
| c. Travel & Tours   | 13.92                               | 7.63   | 7.29  | 36.19  | 29.80   |
| d. Greases & Lubricants   | 10.71                               | 8.22   | 11.19   | 36.04  | 30.65   |
| e. Others   | 0.24                                | 0.16   | 3.63  | 0.95   | 0.67  |
| <b>Total</b>  | <b>69.24</b>                        | <b>56.73</b>                                     | <b>65.44</b>  | <b>246.89</b>  | <b>221.75</b>   |
| Less : (i) Interest   | 0.66                                | 1.45   | 0.42  | 4.22   | 4.69  |
| (ii) Other un-allocable expenditure                                 | 8.18                                | 8.28   | 23.85   | 19.15  | 26.79   |
| <b>TOTAL PROFIT BEFORE TAX</b>                                      | <b>60.40</b>                        | <b>47.00</b>                                     | <b>41.17</b>  | <b>223.52</b>  | <b>190.27</b>   |
| <b>3. Capital Employed</b>  |                                     |  |   |  |   |
| a. Industrial Packaging   | 123.14                              | 109.67   | 101.73  | 123.14   | 101.73  |
| b. Logistics Infrastructure & Services                              | 70.31                               | 59.62  | 64.21   | 70.31  | 64.21   |
| c. Travel & Tours   | 126.13                              | 158.44   | 113.28  | 126.13   | 113.28  |
| d. Greases & Lubricants   | 129.54                              | 119.96   | 112.76  | 129.54   | 112.76  |
| e. Others   | 273.88                              | 307.26   | 226.93  | 273.88   | 226.93  |
| <b>Total</b>  | <b>723.00</b>                       | <b>754.95</b>                                    | <b>618.91</b>   | <b>723.00</b>  | <b>618.91</b>   |