

BALMER LAWRIE & CO. LTD.
[A Government of India Enterprise]
Regd. Office : 21, Netaji Subhas Road, Kolkata - 700001

SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED

Rs. in Crores

	3 Months Ended 31st Dec. <u>2013</u>	Proceeding 3 Months Ended 30th Sept., <u>2013</u>	3 Months Ended 31st Dec. <u>2012</u>	Year to Date Figures for the Current Year	Year to Date Figures for the Previous Year	Previous Accounting Year 2012-13 [Audited]
1. Segment Revenue [Net Sales/Income]						
a. Industrial Packaging	110.05	118.45	112.00	372.01	352.98	472.44
b. Logistics Infrastructure & Services	113.34	121.18	131.51	344.18	394.07	527.72
c. Travel & Tours	293.62	296.20	298.90	903.26	869.21	1132.18
d. Greases & Lubricants	108.52	100.62	93.32	307.20	288.92	391.71
e. Others	17.26	20.19	19.42	60.03	59.23	80.62
Total	642.79	656.64	655.15	1986.68	1964.41	2604.67
Less : Inter Segment Revenue	7.44	7.53	9.91	20.24	20.41	26.68
Add : Other un-allocable Revenue	1.07	0.49	0.68	2.11	1.89	2.69
Net Sales/Income from Operations	636.42	649.60	645.92	1968.55	1945.89	2580.68
2. Segment Results [Profit/(Loss) before Tax & Interest]						
a. Industrial Packaging	4.36	8.93	4.32	26.06	19.96	29.10
b. Logistics Infrastructure & Services	24.25	28.06	36.40	78.80	109.38	144.61
c. Travel & Tours	5.28	7.66	7.63	15.48	22.27	36.19
d. Greases & Lubricants	7.77	4.97	8.22	19.78	25.33	36.04
e. Others	(0.28)	0.05	0.16	0.72	0.71	0.95
Total	41.38	49.67	56.73	140.84	177.65	246.89
Less : (i) Finance Cost	2.00	1.53	1.45	5.12	3.56	4.22
(ii) Other un-allocable expenditure (Net of un-allocable Income)	6.47	5.60	8.28	9.71	10.97	19.15
TOTAL PROFIT BEFORE TAX	32.91	42.54	47.00	126.01	163.12	223.52
3. Capital Employed						
a. Industrial Packaging	167.95	149.53	109.67	167.95	109.67	123.14
b. Logistics Infrastructure & Services	62.50	103.49	59.62	62.50	59.62	70.31
c. Travel & Tours	141.70	190.55	158.44	141.70	158.44	126.13
d. Greases & Lubricants	146.44	178.55	119.96	146.44	119.96	129.54
e. Others	340.58	186.31	307.26	340.58	307.26	273.88
Total	859.17	808.43	754.95	859.17	754.95	723.00

(PRABAL BASU)
Director (Finance)

Place : Kolkata
Date : 7th February, 2014