

BALMER LAWRIE & CO. LTD.

**SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED FOR
THE YEAR ENDED 31ST MARCH, 2008**

Rs. in Crores

	Unaudited		Audited	
	Quarter ended	Quarter ended	Twelve months ended	Twelve months ended
	31.03.2008	31.03.2007	31.03.2008	31.03.2007
1. Segment Revenue [Net Sales/Income]				
a. Industrial Packaging	76.30	57.43	282.93	237.35
b. Logistics Infrastructure & Services	89.87	93.52	328.93	316.72
c. Travel & Tours	153.31	123.09	557.78	487.41
d. Greases & Lubricants	57.73	52.34	220.33	170.57
e. Others	34.08	19.48	92.30	88.10
Total	411.29	345.86	1482.27	1300.15
Less : Inter Segment Revenue	0.64	2.22	10.22	7.94
Add : Other un-allocable Revenue	3.27	0.34	18.13	8.08
Net Sales/Income from Operations	413.92	343.98	1490.18	1300.29
2. Segment Results [Profit/(Loss) before Tax & Interest]				
a. Industrial Packaging	4.27	5.63	20.54	24.83
b. Logistics Infrastructure & Services	23.06	20.71	86.05	78.88
c. Travel & Tours	4.94	4.10	17.57	15.75
d. Greases & Lubricants	4.90	3.58	19.54	10.08
e. Others	1.38	(3.92)	2.97	(2.74)
Total	38.55	30.10	146.67	126.80
Less : (i) Interest	0.78	0.75	2.95	3.67
(ii) Other un-allocable expenditure (Net of un-allocable Income)	6.52	7.16	13.29	16.97
TOTAL PROFIT BEFORE TAX	31.25	22.19	130.43	106.16
3. Capital Employed				
a. Industrial Packaging	89.32	85.17	89.32	85.17
b. Logistics Infrastructure & Services	8.21	22.28	8.21	22.28
c. Travel & Tours	79.59	47.62	79.59	47.62
d. Greases & Lubricants	63.93	58.26	63.93	58.26
e. Others	104.31	91.43	104.31	91.43
Total	345.36	304.76	345.36	304.76