

(This document comprises news clips from various media in which Balmer Lawrie is mentioned, news related to GOI and PSEs, and news from the verticals that we do business in. This will be e-mailed on every Monday.)

## Coverage of Balmer Lawrie Q3 results

### Balmer Lawrie Q3 net up 11.47% at Rs 28.38 crore

Diversified business PSU Balmer Lawrie & Co today posted a growth of 11.47 per cent in net profit for the quarter ended December 31, at Rs 28.38 crore compared to the same period in the previous year due to robust logistic business. The Mini Ratna company's net profit stood at Rs 25.46 crore in the corresponding quarter last year, the company said in a release issued here. The net income went up by around 12.53 per cent to Rs 567.88 crore for the third quarter of the financial year 2011-12 from Rs 504.66 crore for the corresponding quarter last year. Though the manufacturing businesses continue to be sluggish, the growth was led by the logistics business of the company during the third quarter of 2011-12.

*Economic Times* - 13.02.2012 - [http://articles.economictimes.indiatimes.com/2012-02-13/news/31055126\\_1\\_net-profit-quarter-last-year-previous-year](http://articles.economictimes.indiatimes.com/2012-02-13/news/31055126_1_net-profit-quarter-last-year-previous-year)

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*IBN Live* - 13.02.2012 - <http://ibnlive.in.com/generalnewsfeed/news/balmer-lawrie-q3-net-up-1147-pc-at-rs-2838-crore/963133.html>

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*MSN* - 13.02.2012 - <http://news.in.msn.com/business/article.aspx?cp-documentid=5844075>

THE TELEGRAPH CALCUTTA  
WEDNESDAY 15 FEBRUARY 2012

### Balmer Lawrie

■ Calcutta, Feb. 14:  
Balmer Lawrie has reported a 12.53 per cent rise in net income at Rs 567.88 crore for the third quarter from Rs 504.66 crore in the same period last fiscal.

### Balmer Lawrie profit stands at ₹28 crore

**Kolkata:** Balmer Lawrie, a mini ratna company, has posted an 11.47 per cent increase in net profit at ₹28.38 crore for the third quarter of the current fiscal compared with ₹25.46 in the year-ago period. The net income grew 12.53 per cent to ₹568 crore. — BP

*Bengal Post* - 14.02.2012

### बामर लारी का लाभ 11.47 फीसदी बढ़ा

कोलकाता : चालू वित्त वर्ष की तीसरी तिमाही में कोलकाता स्थित सार्वजनिक क्षेत्र के बामर लारी एंड कंपनी लिमिटेड ने अपने शुद्ध लाभ में 11.47 फीसदी की बढ़ोतरी हासिल की है। इस दौरान यह पिछले वर्ष की इसी अवधि के 25.46 करोड़ रुपये से बढ़कर 28.38 करोड़ रुपये हो गया। आलोच्य अवधि में बिक्री 567.88 करोड़ रुपये रही और इसमें पिछले वर्ष की इसी अवधि के मुकाबले 12.53 फीसदी का इजाफा हुआ। पिछले वर्ष की इसी अवधि में बिक्री 504.66 करोड़ रुपये थी।

*Dainik Jagaran* - 14.02.2012

## **Fitch affirmed Balmer Lawrie's CP/NCD at 'Fitch A1+(ind)'**

Fitch Ratings has affirmed India-based Balmer Lawrie & Co. Ltd's (BLCL) INR250m commercial paper (CP)/non-convertible debenture (NCD) programme at 'Fitch A1+(ind)'. The affirmation reflects BLCL's proven track record of maintaining a conservative financial profile, with stable operating margins over the last six years (FY11 (financial year ending March)-FY10: 6.7%) and a robust liquidity position, as reflected in its cash balance of over INR2bn since FY09. Fitch expects the company to maintain its strong liquidity in the medium-term in the absence of any debt-led capex plans.

The rating also reflects BLCL's diversified presence in several business segments, which partly protects it from the cyclicity of individual strategic business units (SBUs). The company also maintains its market leadership position in industrial packaging, industrial lubricants, synthetic fat liquors, and tours & travel (TT) SBUs. The rating also factors in the continued operational support from the Government of India (GoI, a majority shareholder) and from other public sector undertakings (PSUs), as BLCL provides services to the GoI and PSUs through its logistics infrastructure & services and TT SBUs.

*Reuters - 13.02.2012*

<http://www.reuters.com/article/2012/02/13/idUSWLA282220120213>

## **Tea prices to rise by Rs 10-12/kg on wage, input cost hike**

Tea prices are expected to go up by Rs 10-12 per kg from April in view of the rise in input costs and likely wage hike in Assam tea gardens, an industry official said today. "We expect tea prices to go up by Rs 10-12 per kg, as new tea crop will start arriving in April-May." Following the recent revision of tea workers' wages in the gardens of West Bengal by 34 per cent, and the likely wage hike of tea workers in Assam, the production cost per kg is likely to be dearer," Indian Tea Association (ITA) Vice-Chairman Arun Singh told reporters on the side lines of a road show.

*The Economic Times - 15.02.2012*

<http://economictimes.indiatimes.com/markets/commodities/tea-prices-to-rise-by-rs-10-12/kg-on-wage-input-cost-hike/articleshow/11902357.cms>

## **Vallarpadam all set to spread wings**

Having received a green signal for the second container freight station (CFS) near the International Container Transshipment Terminal

## **FTA held up as EU eyes PSU contracts**

The European Union's insistence on guaranteed access for all government and public sector contracts is proving to be a deal breaker for the free trade agreement (FTA) with India.

The bilateral trade pact is delayed as the 27-nation trading bloc has little to offer on services and is insisting that India go beyond its domestic commitment on intellectual property rights. Besides, every now and then, the Europeans demand linking what India views as "non-trade issues" with the talks. Although India is only an observer in the talks on government procurement agreement at WTO, EU is insisting on market access in all central government entities and PSUs.

On its part, India has also told European negotiators that PM Manmohan Singh has announced the government's intention to put in place a centralized procurement law. But the proposed legislation will not cover public sector companies as the plan is to restrict the ambit to government purchases only. As a result, the government may offer some sort of a guarantee in central contracts.

*The Times of India - 10.02.2012*

<http://timesofindia.indiatimes.com/business/india-business/FTA-held-up-as-EU-eyes-PSU-contracts/articleshow/11831494.cms>

## **Retail tea prices set to rise by Rs 12/kg**

Retail tea prices are set to increase by Rs 10 to 12 a kg from April due to fall in output and sharp jump in labour cost. Labour cost in tea producing centres such as Darjeeling, Assam and Bengal has gone up substantially leading to rise in operational cost, said Mr Arun N Singh, Vice Chairman of Indian Tea Association and Managing Director of Goodricke Group in a statement on Thursday. The recent wage revision of tea workers by 34 per cent in the gardens of West Bengal and the likely hike in salary revision in Assam may push up cost resulting in retail tea price hike, he said. Nearly 2.2 million people are directly employed in the Rs 10,000-crore tea trade in the country.

*The Hindu Business Line - 16.02.2012*

[http://www.thehindubusinessline.com/industry-and-economy/agri-biz/article2900391.ece?homepage=true&ref=w\\_l\\_home](http://www.thehindubusinessline.com/industry-and-economy/agri-biz/article2900391.ece?homepage=true&ref=w_l_home)

## **Government mulls cold chains for fruit to cut wastage**

The Union agriculture ministry has drawn up plans to invest in cold chain infrastructure for

(ICTT), the Vallarpadam Island will be abuzz with logistics activities within next few months.

The clearance for the second CFS was issued by the Union Government last week. This CFS is being developed by the state-owned Infrastructure Kerala Limited (INKEL) and MIV Logistics Private Limited.

Vallarpadam, the small Island where the first international container transshipment in the country is located, will have four CFSs in the next few months. Aiming at developing Vallarpadam into a major logistics hub, the Cochin Port Trust has earmarked 54 acres of land near the ICTT for developing the CFSs.

*IBN Live 13.02.2012*

<http://ibnlive.in.com/news/vallarpadam-all-set-to-spread-wings/229677-60-122.html>

### **Indonesia Tourism to target Indian MICE segment**

India has been identified as an important market and the Ministry of Tourism of Indonesia plans to focus on tapping the Indian MICE segment in order to boost Indian visitor arrivals and also to help achieve the target of eight million foreign tourist visits this year. The Ministry of Tourism and Creative Economy of the Republic of Indonesia organised a workshop for the Indian travel trade on the sidelines of the recently concluded SATTE exhibition in New Delhi to educate and promote Indonesia as a MICE destination. Berman Lubis, Director of MICE, Indonesia did a presentation showcasing various destinations, products and facilities for MICE. "India is a significant and an active MICE market, especially Incentive segment for Indonesia," stated Lubis. Indonesia, according to Lubis, recorded 168122 Indian tourists last year, a 15.8 per cent increase over 2010, which witnessed 145179 Indian tourist arrivals.

*Travel Biz Monitor - 16.02.2012*

<http://www.travelbizmonitor.com/indonesia-tourism-to-target-indian-mice-segment-15672>

fruits in the upcoming financial year. India produces 230 million tonne of vegetables and fruits a year but around 25% of the produce goes waste due to poor and inadequate infrastructure for perishable products.

The ministry has joined hands with Fresh and Healthy Enterprises, a fully-owned subsidiary of government-owned Container Corporation of India, to form a special purpose vehicle. The SPV will provide end-to-end cooling logistics for fruits such as kinnow, orange, banana and mango in the first phase of the project.

*The Economic Times - 16.02.2012*

<http://economictimes.indiatimes.com/markets/commodities/government-mulls-cold-chains-for-fruit-to-cut-wastage/articleshow/11906802.cms>

### **Corporate travel between India and Asian nations seen rising**

Corporate travel between India and various Asian nations is set to rise over the next three years as the volume of business gathers pace in the wake of free-trade agreements (FTAs) signed with countries in the region. Business travellers to India from Singapore, Malaysia, Thailand, Japan and South Korea may grow by as much as 10 percentage points more than the compounded annual growth rate of 13.4% for the South-East and East Asia region between 2008 and 2010, industry experts and analysts said.

Recent tourism ministry data show there were 300,000 corporate travellers from South-East and East Asia in 2010, about 30% of those who made business trips to India. Corporate travellers from the South-East and East Asia region may have spent in excess of \$150 million on their trips to India in 2010.

*Mint - 15.02.2012*

<http://www.livemint.com/2012/02/15235315/Corporate-travel-between-India.html?h=B>