

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

**Un-audited Financial Results for the Three Months Ended 31st December, 2010**

₹ in Crores					
	3 Months Ended 31st Dec. 2010	3 Months Ended 31st Dec. 2009	Year to Date Figures for the Current Period	Year to Date Figures for the Previous Year	Previous Accounting Year 2009-10 [Audited]
1. Net Sales/Income from Operations	499.70	395.70	1508.95	1201.99	1638.02
2. <b>Expenditure</b>					
(a) (Increase)/Decrease in Stock in Trade and Work-in-Progress	3.85	(4.10)	1.49	(4.64)	(5.30)
(b) Consumption of Raw Materials/Services	395.94	303.25	1191.39	923.23	1254.88
(c) Purchase of Traded Goods	0.90	-	1.60	-	1.50
(d) Employees Cost	32.74	30.27	94.57	86.97	118.00
(e) Depreciation	3.09	2.81	9.02	8.52	11.61
(f) Other Expenditure	29.76	28.35	103.72	89.64	136.37
(g) Total	466.28	360.58	1401.79	1103.72	1517.06
3. Profit from Operations before Other Income, Interest & Exceptional Items (1-2)	33.42	35.12	107.16	98.27	120.96
4. Other Income	4.96	5.63	24.51	27.65	34.57
5. Profit before Interest & Exceptional Items (3+4)	38.38	40.75	131.67	125.92	155.53
6. Interest	0.34	0.77	2.53	1.83	2.55
7. Profit after Interest but before Exceptional Items (5-6)	38.04	39.98	129.14	124.09	152.98
8. Exceptional Items	-	-	-	-	-
9. Profit(+)/Loss(-) from ordinary activities before Tax (7-8)	38.04	39.98	129.14	124.09	152.98
10. Tax Expense	12.58	13.51	42.33	41.31	35.69
11. Net Profit(+)/Loss(-) from Ordinary Activities after Tax [9-10]	25.46	26.47	86.81	82.78	117.29
12. Extraordinary Items (net of Tax expense)	-	-	-	-	-
13. Net Profit(+)/Loss(-) for the period [11-12]	25.46	26.47	86.81	82.78	117.29
14. Paid-up Equity Share Capital (Face Value per share - Rs. 10/-)	16.29	16.29	16.29	16.29	16.29
15. Reserves excluding Revaluation Reserves					445.67
16. Earnings per Share (Rs.) [Not annualised]					
(a) Basic & Diluted EPS before Extraordinary Items	15.63	16.25	53.30	50.83	72.02
(b) Basic & Diluted EPS after Extraordinary Items	15.63	16.25	53.30	50.83	72.02
17. Public Shareholding (*)					
- Number of Shares	62,21,381	62,21,381	62,21,381	62,21,381	62,21,381
- Percentage of Shareholding	38.20%	38.20%	38.20%	38.20%	38.20%
18. Promoters and Promoter Group Shareholding (\$)					
a) Pledged/Encumbered					
- Number of Shares	-	-	-	-	-
- Percentage of Shares (as a % of the total shareholding of Promoter and Promoter Group)	-	-	-	-	-
- Percentage of Shares (as a % of the total share capital of the Company)	-	-	-	-	-
b) Non-encumbered					
- Number of Shares	1,00,64,700	1,00,64,700	1,00,64,700	1,00,64,700	1,00,64,700
- Percentage of Shares (as a % of the total shareholding of Promoter and Promoter Group)	100%	100%	100%	100%	100%
- Percentage of Shares (as a % of the total share capital of the Company)	61.80%	61.80%	61.80%	61.80%	61.80%

(\*) Excludes 61.8% shares held by Balmer Lawrie Investments Ltd. (BLIL) which is a Government Company.  
(\$ In respect of shares held by BLIL.

**Notes :**

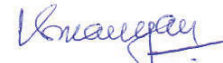
- (i) Previous period / year's figures have been re-grouped / re-arranged wherever necessary.
- (ii) Net Sales/Income from Operations excludes Excise Duty.
- (iii) The above results including Segment Reporting have been approved by the Board of Directors at its meeting held on 14 February, 2011.
- (iv) The above results have been subjected to limited review by the Statutory Auditors of the Company in terms of Clause 41 of the Listing Agreement.
- (v) The Company did not have any investor complaint pending at the beginning and end of the Quarter. It had also not received any investor complaint in the Quarter reported upon.

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

₹. in Crores

	3 Months Ended 31st Dec, 2010	3 Months Ended 31st Dec, 2009	Year to Date Figures for the Current Period	Year to Date Figures for the Previous Year	Previous Accounting Year 2009-10 [Audited]
<b>1. Segment Revenue [Net Sales/Income]</b>					
a. Industrial Packaging	84.86	85.64	294.17	268.44	353.73
b. Logistics Infrastructure & Services	88.50	88.60	259.52	250.95	334.95
c. Travel & Tours	233.19	143.32	674.11	438.41	608.55
d. Greases & Lubricants	82.31	68.04	245.93	210.23	286.34
e. Others	14.96	14.09	45.87	44.40	63.29
<b>Total</b>	<b>503.82</b>	<b>399.69</b>	<b>1519.60</b>	<b>1212.43</b>	<b>1646.86</b>
Less : Inter Segment Revenue	4.36	4.37	11.57	11.42	12.27
Add : Other un-allocable Revenue	0.24	0.38	0.92	0.98	3.43
<b>Net Sales/Income from Operations</b>	<b>499.70</b>	<b>395.70</b>	<b>1508.95</b>	<b>1201.99</b>	<b>1638.02</b>
<b>2. Segment Results [Profit/(Loss) before Tax &amp; Interest]</b>					
a. Industrial Packaging	7.22	4.83	26.87	19.58	25.82
b. Logistics Infrastructure & Services	19.77	24.25	61.05	65.60	89.92
c. Travel & Tours	8.34	5.15	24.48	15.01	24.03
d. Greases & Lubricants	7.10	8.23	23.83	24.69	30.59
e. Others	0.22	0.79	1.35	1.44	(1.32)
<b>Total</b>	<b>42.65</b>	<b>43.25</b>	<b>137.58</b>	<b>126.32</b>	<b>169.04</b>
Less : (i) Interest	0.34	0.77	2.53	1.83	2.55
(ii) Other un-allocable expenditure (Net of un-allocable Income)	4.27	2.49	5.91	0.41	13.51
<b>TOTAL PROFIT BEFORE TAX</b>	<b>38.04</b>	<b>39.99</b>	<b>129.14</b>	<b>124.10</b>	<b>152.98</b>
<b>3. Capital Employed</b>					
a. Industrial Packaging	87.92	93.27	87.92	93.27	74.74
b. Logistics Infrastructure & Services	38.05	25.30	38.05	25.30	29.83
c. Travel & Tours	144.99	85.56	144.99	85.56	76.18
d. Greases & Lubricants	86.16	79.69	86.16	79.69	65.27
e. Others	228.25	237.26	228.25	237.26	226.94
<b>Total</b>	<b>585.37</b>	<b>521.08</b>	<b>585.37</b>	<b>521.08</b>	<b>472.96</b>



(K. SUBRAMANYAN)  
Director (Finance)

Place : Kolkata  
Date : 14th February, 2011

# **BALMER LAWRIE & CO. LIMITED**

Statement of unaudited Financial Results for the period ended 31st December, 2010

	For the quarter ended			For the 9 months ended		
	31 Dec 2010	31 Dec 2009	31 Dec 2010	31 Dec 2010	31 Dec 2009	31 Dec 2009
1	499.70	395.15	1508.95	1201.99		
2	4.96	5.63	24.51	27.65		
3	504.66	400.78	1533.46	1229.64		
4						
	3.85	(4.10)	1.49	(4.64)		
(a) (Increase) / Decrease in stock in trade and Work in Progress	395.94	303.25	1191.39	923.23		
(b) Consumption of Raw materials / Services	0.90	-	1.60	-		
(c) Purchase of traded goods	32.74	30.27	94.57	86.97		
(d) Employees cost	3.09	2.81	9.02	8.52		
(e) Depreciation	29.76	27.80	103.72	89.64		
(f) Other Expenditure	466.28	360.03	1401.79	1103.72		
(g) Total	0.34	0.77	2.53	1.83		
5	-	-	-	-		
6	-	-	-	-		
7	38.04	39.98	129.14	124.09		
8	12.58	13.51	42.33	41.31		
9	25.46	26.47	86.81	82.78		
10	-	-	-	-		
11	25.46	26.47	86.81	82.78		

*Prabal Basu*

**PRABAL BASU**

General Manager (Finance)  
Balmer Lawrie & Co. Ltd.  
(A Govt. of India Enterprise)  
21, N. S. Road, Kolkata - 700 001



- (a) Previous period figure have been re-grouped / re-arranged wherever necessary.
- (b) Net Sales / Income from Operations excludes elements of Excise Duty.
- (c) Statement of Segment wise Revenue, Results and Capital Employed is annexed.
- (d) Provision for Taxation is inclusive of Income Tax (₹43.45 Cr.), Deferred Taxation (₹1.20 Cr.).

# BALMER LAWRIE & CO. LTD.

## SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED

₹.in Crores

	For the quarter ended		For the 9 months ended	
	31st Dec 2010	31st Dec 2009	31st Dec 2010	31st Dec 2009
<b>1. Segment Revenue [Net Sales / Income]</b>				
a. Industrial Packaging	84.86	85.64	294.17	268.44
b. Logistics Infrastructure & Services	88.50	88.60	259.52	250.95
c. Travel & Tours	233.19	143.32	674.11	438.41
d. Greases & Lubricants	82.31	67.49	245.93	210.23
e. Others	14.96	14.09	45.87	44.40
Total	503.82	399.14	1519.60	1212.43
Less : Inter Segment Revenue	4.36	4.37	11.57	11.42
Add : Other un-allocable Revenue	0.24	0.38	0.92	0.98
Net Sales / Income from Operations	499.70	395.15	1508.95	1201.99
<b>2. Segment Results [Profit / (Loss) before Interest &amp; Tax]</b>				
a. Industrial Packaging	7.22	4.83	26.87	19.58
b. Logistics Infrastructure & Services	19.77	24.25	61.05	65.60
c. Travel & Tours	8.34	5.15	24.48	15.01
d. Greases & Lubricants	7.10	8.23	23.83	24.69
e. Others	0.22	0.79	1.35	1.44
Total	42.65	43.25	137.58	126.32
Less : (i) Interest	0.34	0.77	2.53	1.83
(ii) Other un-allocable expenditure (net of unallocable income)	4.27	2.49	5.91	0.40
Total Profit Before Tax	38.04	39.99	129.14	124.09
<b>3. Capital Employed</b>				
a. Industrial Packaging	87.92	93.27	87.92	93.27
b. Logistics Infrastructure & Services	38.05	25.30	38.05	25.30
c. Travel & Tours	144.99	85.56	144.99	85.56
d. Greases & Lubricants	86.16	79.69	86.16	79.69
e. Others	228.25	237.26	228.25	237.26
Total	585.37	521.08	585.37	521.08

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General Manager (Finance)

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