

## Segmentwise Revenue, Results and Capital Employed for the third quarter/ nine months ended 30 June 2011

(Rs. In Lakhs)

	Unaudited Quarter ended		Unaudited Nine Months ended		Audited Year ended
	30 June		30 June		30 September
	2011	2010	2011	2010	2010
<b>1. Segment Revenue</b>					
<b>a) Industry</b>					
Industry Automation	20819.85	15261.15	61555.62	46860.39	67771.71
Drive Technologies	36619.80	31555.75	113962.23	102529.97	137719.36
Building Technologies	22136.49	14342.80	61648.93	39974.26	57940.59
Industry Solutions	30523.24	29225.47	86986.79	83818.54	118896.04
Mobility	12656.04	17774.30	53983.28	77145.00	102079.79
	<b>122755.42</b>	<b>108159.47</b>	<b>378136.85</b>	<b>350328.16</b>	<b>484407.49</b>
<b>b) Energy</b>					
Fossil Power Generation	15102.84	2553.88	34365.16	8221.48	12946.13
Oil & Gas	33973.40	16769.37	102690.41	48896.34	70441.99
Power Transmission	74381.75	81960.76	240187.23	188262.85	292252.45
Power Distribution	24479.97	19799.18	81206.03	62049.38	95064.73
	<b>147937.96</b>	<b>121083.19</b>	<b>458448.83</b>	<b>307430.05</b>	<b>470705.30</b>
<b>c) Healthcare</b>	25091.68	19264.97	69187.66	49239.52	75373.94
<b>d) Real Estate</b>	1617.95	1243.17	4171.60	4137.79	5358.21
<b>Total</b>	<b>297403.01</b>	<b>249750.80</b>	<b>909944.94</b>	<b>711135.52</b>	<b>1035844.94</b>
Less : Inter segment revenue	19552.89	26256.37	71586.20	79691.72	104320.89
<b>Net Sales / Income From Operations</b>	<b>277850.12</b>	<b>223494.43</b>	<b>838358.74</b>	<b>631443.80</b>	<b>931524.05</b>
<b>2. Segment Results</b>					
<b>a) Industry</b>					
Industry Automation	1635.73	1412.31	5573.61	3821.06	6314.23
Drive Technologies	3097.59	681.12	8432.57	6879.49	10940.52
Building Technologies	1215.77	110.29	2481.16	933.83	2312.90
Industry Solutions	777.23	3635.56	5567.49	7910.32	10969.62
Mobility	1186.05	744.26	9455.90	6510.13	8575.44
	<b>7912.37</b>	<b>6583.54</b>	<b>31610.73</b>	<b>26054.83</b>	<b>39112.71</b>
<b>b) Energy</b>					
Fossil Power Generation	(864.10)	51.20	2462.47	2979.72	3996.70
Oil & Gas	3368.50	198.72	13211.17	4384.65	9361.38
Power Transmission	9306.38	11258.06	36318.01	36096.90	51891.55
Power Distribution	250.00	1346.61	5389.16	4870.34	5284.72
	<b>12060.78</b>	<b>12854.59</b>	<b>57380.81</b>	<b>48331.61</b>	<b>70534.35</b>
<b>c) Healthcare</b>	317.40	1265.35	3235.48	2613.72	5194.53
<b>d) Real Estate</b>	939.79	999.39	2967.33	5457.60	4331.09
<b>Total</b>	<b>21230.34</b>	<b>21702.87</b>	<b>95094.35</b>	<b>82457.76</b>	<b>119172.68</b>
Add : Interest Income net off expense	1653.76	1806.10	5319.15	4558.26	6702.10
<b>Total Profit Before Tax</b>	<b>22884.10</b>	<b>23508.97</b>	<b>100413.50</b>	<b>87016.02</b>	<b>125874.78</b>
<b>3. Capital employed</b>					
<b>a) Industry</b>					
Industry Automation	17700.02	10905.85	17700.02	10905.85	8739.81
Drive Technologies	20885.26	14232.87	20885.26	14232.87	14859.99
Building Technologies	23718.02	5414.82	23718.02	5414.82	5799.55
Industry Solutions	3156.66	(6749.34)	3156.66	(6749.34)	(6903.97)
Mobility	1278.63	(3428.58)	1278.63	(3428.58)	(11406.66)
	<b>66738.59</b>	<b>20375.62</b>	<b>66738.59</b>	<b>20375.62</b>	<b>11088.72</b>
<b>b) Energy</b>					
Fossil Power Generation	(40086.13)	(15864.61)	(40086.13)	(15864.61)	(28261.73)
Oil & Gas	21070.07	(15994.17)	21070.07	(15994.17)	(15734.35)
Power Transmission	146799.61	70493.13	146799.61	70493.13	81128.14
Power Distribution	36103.74	18960.38	36103.74	18960.38	14956.13
	<b>163887.29</b>	<b>57594.73</b>	<b>163887.29</b>	<b>57594.73</b>	<b>52088.19</b>
<b>c) Healthcare</b>	717.71	(13889.50)	717.71	(13889.50)	(11651.37)
<b>d) Real Estate</b>	11470.37	17489.72	11470.37	17489.72	16284.26
<b>e) Unallocated assets</b>	143816.14	260718.34	143816.14	260718.34	279968.08
<b>Total Capital Employed</b>	<b>386630.10</b>	<b>342288.91</b>	<b>386630.10</b>	<b>342288.91</b>	<b>347777.88</b>