



**SEGMENT WISE REVENUE, RESULTS AND CAPITAL EMPLOYED, UNDER CLAUSE 41 OF THE LISTING AGREEMENT**

Rs. Crores

Unaudited Results for the Third Quarter ended 30th September			Unaudited Results for the Nine Months ended 30th September		Audited Results for the year ended 31st December 2006
2007	2006		2007	2006	
1,572.15	1,393.30	<b>Segment Revenue (Sales and Income from Services)</b>	4,685.38	4,167.80	5,595.89
887.59	853.82	- Soaps and Detergents	2,607.49	2,466.40	3,359.79
390.51	345.54	- Personal Products	1,124.29	963.75	1,330.74
128.92	97.27	- Beverages	393.45	282.72	384.91
37.07	33.80	- Processed Foods	131.47	110.75	137.07
313.58	327.37	- Ice Creams	998.61	931.57	1,278.88
64.21	48.00	- Exports	191.21	119.94	180.24
3,394.03	3,099.10	- Others (includes Chemicals, Water etc)	10,131.90	9,042.93	12,267.52
(1.85)	(2.45)	<b>Total Segment Revenue</b>	(4.63)	(5.84)	(9.50)
3,392.18	3,096.65	<b>Less : Inter segment revenue</b>	10,127.27	9,037.09	12,258.02
		<b>Net Segment Revenue</b>			
262.58	172.00	<b>Segment Results (Profit before interest and tax)</b>	705.37	502.92	773.09
214.72	228.36	- Soaps and Detergents	680.95	647.39	943.10
56.18	47.71	- Personal Products	168.66	134.86	220.51
3.12	(0.35)	- Beverages	8.57	2.90	12.86
0.53	4.25	- Processed Foods	12.50	14.69	18.72
6.33	20.52	- Ice Creams	23.02	41.54	66.37
(32.91)	(15.45)	- Exports	(78.29)	(43.72)	(67.38)
510.55	457.04	- Others (includes Chemicals, Water etc)	1,520.78	1,300.58	1,967.27
(6.75)	(3.43)	<b>Total Segment Results</b>	(22.92)	(8.91)	(10.73)
7.61	10.62	<b>Less : Interest Expense</b>	2.22	(0.92)	(94.86)
511.41	464.23	<b>Add/(Less) : Other unallocable expenditure net of unallocable income</b>	1,500.08	1,290.75	1,861.68
		<b>Total Profit Before Tax</b>			
16.91	43.49	<b>Capital Employed (Segment assets less Segment liabilities)</b>	16.91	43.49	60.83
195.93	135.67	- Soaps and Detergents	195.93	135.67	160.02
(35.01)	(62.03)	- Personal Products	(35.01)	(62.03)	(43.61)
8.40	20.68	- Beverages	8.40	20.68	13.46
29.09	3.67	- Processed Foods	29.09	3.67	6.44
233.27	309.80	- Ice Creams	233.27	309.80	291.42
(44.26)	(1.27)	- Exports	(44.26)	(1.27)	(8.90)
404.33	450.01	- Others	404.33	450.01	479.66
1,812.53	2,508.90	<b>Total Capital Employed in segments</b>	1,812.53	2,508.90	2,243.82
2,216.86	2,958.91	<b>Add : Unallocable corporate assets less corporate liabilities</b>	2,216.86	2,958.91	2,723.48
		<b>Total Capital Employed in company</b>			