

**Segmentwise revenue, results and capital employed for the period ended 31 December 2003**

| S.No.    | Particulars  | Quarter<br>ended<br>31.12.2003 | Quarter<br>ended<br>31.12.2002 | Nine months<br>ended<br>31.12.2003 | Nine months<br>ended<br>31.12.2002 | Year ended<br>31.3.2003 |
|----------|--|--------------------------------|--------------------------------|------------------------------------|------------------------------------|-------------------------|
| <b>A</b> | <b>SEGMENT REVENUE</b>   |                                |                                |                                    |                                    |                         |
|          | a) AGRO INPUTS   | 39477.62                       | 35577.20                       | 95002.14                           | 96849.78                           | 123944.52               |
|          |  | 0.00                           | 0.00                           |                                    |                                    |                         |
|          | b) BULK DRUGS & FORMULATIONS                                   | 2879.56                        | 2781.10                        | 7765.53                            | 9065.35                            | 12416.65                |
|          |  | 0.00                           | 0.00                           |                                    |                                    |                         |
|          | c) OTHERS  | 2865.46                        | 1397.81                        | 8907.35                            | 3727.36                            | 27887.83                |
|          |  | <b>0.00</b>                    | <b>0.00</b>                    |                                    |                                    |                         |
|          | <b>TOTAL</b>   | <b>45222.64</b>                | <b>39756.11</b>                | <b>111675.02</b>                   | <b>109642.49</b>                   | <b>164249.00</b>        |
|          |  | <b>0.00</b>                    | <b>0.00</b>                    |                                    |                                    |                         |
|          | <b>LESS : INTER SEGMENT SALES</b>                              | -                              | 0.00                           |                                    | 0.28                               | 0.28                    |
|          |  | <b>0.00</b>                    | <b>0.00</b>                    |                                    |                                    |                         |
|          | <b>NET SALES/INCOME FROM OPERATIONS</b>                        | <b>45222.64</b>                | <b>39756.11</b>                | <b>111675.02</b>                   | <b>109642.21</b>                   | <b>164248.72</b>        |
|          |  | <b>0.00</b>                    | <b>0.00</b>                    |                                    |                                    |                         |
| <b>B</b> | <b>SEGMENT RESULTS</b>   | <b>0.00</b>                    | <b>0.00</b>                    |                                    |                                    |                         |
|          | PROFIT / (LOSS) (BEFORE TAX AND INTEREST)<br>FROM EACH SEGMENT | <b>0.00</b>                    | <b>0.00</b>                    | <b>0.00</b>                        | <b>0.00</b>                        | <b>0.00</b>             |
|          |  | <b>0.00</b>                    | <b>0.00</b>                    |                                    |                                    |                         |
|          | a) AGRO INPUTS   | 510.90                         | 1203.32                        | 1686.86                            | 6269.57                            | 3957.89                 |
|          |  | 0.00                           | 0.00                           |                                    |                                    |                         |
|          | b) BULK DRUGS & FORMULATIONS                                   | (185.07)                       | 433.53                         | 32.79                              | 1518.16                            | 1895.58                 |
|          |  | 0.00                           | 0.00                           |                                    |                                    |                         |
|          | c) OTHERS  | 180.79                         | (45.97)                        | 135.84                             | (244.03)                           | 46.59                   |
|          |  | <b>0.00</b>                    | <b>0.00</b>                    |                                    |                                    |                         |
|          | <b>TOTAL</b>   | <b>506.62</b>                  | <b>1590.88</b>                 | <b>1855.49</b>                     | <b>7543.70</b>                     | <b>5900.06</b>          |
|          |  | <b>0.00</b>                    | <b>0.00</b>                    |                                    |                                    |                         |
|          | <b>LESS:</b>   |                                |                                |                                    |                                    |                         |
|          | <b>LESS:</b>   |                                |                                |                                    |                                    |                         |
|          | i) INTEREST  | 4057.49                        | 4970.09                        | 13138.19                           | 15751.38                           | 36136.49                |
|          |  | 0.00                           | 0.00                           |                                    |                                    |                         |
|          | ii) OTHER UNALLOCABLE EXPENDITURE NET<br>OF UNALLOCABLE INCOME | 933.07                         | 837.37                         | 1155.54                            | 2154.81                            | 7332.54                 |
|          |  | <b>0.00</b>                    | <b>0.00</b>                    |                                    |                                    |                         |

|          |  |                  |                  |                   |                   |                   |
|----------|--|------------------|------------------|-------------------|-------------------|-------------------|
|          | <b>TOTAL LOSS BEFORE TAX</b>   | <b>(4483.94)</b> | <b>(4216.58)</b> | <b>(12438.24)</b> | <b>(10362.49)</b> | <b>(37568.97)</b> |
| <b>C</b> | <b>CAPITAL EMPLOYED</b>  |                  |                  |                   |                   |                   |
|          | (SEGMENT ASSETS - SEGMENT LIABILITIES)   |                  |                  |                   |                   |                   |
|          | a) AGRO INPUTS   | 61873.02         | 76580.05         | 61873.02          | 76580.05          | 82766.03          |
|          |  | 0.00             | 0.00             |                   |                   |                   |
|          | b) BULK DRUGS & FORMULATIONS   | 17953.49         | 17277.48         | 17953.49          | 17277.48          | 18544.72          |
|          |  | 0.00             | 0.00             |                   |                   |                   |
|          | c) OTHERS  | 8286.91          | 8190.92          | 8286.91           | 8190.92           | 8497.09           |
|          | <b>TOTAL</b>   | <b>88113.42</b>  | <b>102048.45</b> | <b>88113.42</b>   | <b>102048.45</b>  | <b>109807.84</b>  |
|          | Note: Segment Capital Employed does not include unallocated Corporate net assets (including investments of Rs. 39534.59) |                  |                  |                   |                   |                   |