

**Segmentwise revenue, results and capital employed for the third quarter ended on
30 June 2004**

(Rs. in millions)

	Unaudited Quarter ended		Unaudited nine months ended		Audited Year ended
	30 June		30 June		on 30 September
	2004	2003	2004	2003	2003
1. Segment Revenue					
a) Information & Communication	204.15	203.72	593.21	561.07	817.79
b) Automation & Drives	1522.00	1037.95	4474.58	3316.19	4639.55
c) Industrial Solutions & Services	621.21	335.41	1753.48	1040.25	1563.08
d) Power	1046.01	713.46	2850.59	2526.80	3462.50
e) Transport	411.96	285.94	1183.64	957.68	1285.04
f) Healthcare & Other Services	626.75	549.90	1838.46	1995.80	3086.30
g) Building Technologies	67.43	0.00	198.05	0.00	0.00
h) Real Estate	93.64	80.49	270.77	239.91	344.85
Total	4593.15	3206.87	13162.78	10637.70	15199.11
Less : Inter segment revenue	136.30	212.14	898.63	760.96	953.73
Net sales/income from operations	4456.85	2994.73	12264.15	9876.74	14245.38
2. Segment Results					
a) Information & Communication	24.15	15.07	71.34	39.37	82.16
b) Automation & Drives	80.52	28.48	212.98	159.57	243.75
c) Industrial Solutions & Services	36.11	20.33	153.32	85.10	144.12
d) Power	98.99	0.05	246.69	374.72	484.44
e) Transport	60.81	49.88	145.12	156.37	198.32
f) Healthcare & Other Services	91.21	-18.48	50.71	-13.68	16.67
g) Building Technologies	1.16	0.00	8.35	0.00	0.00
h) Real Estate	58.03	80.03	174.75	219.62	286.60
Total	450.98	175.36	1063.26	1021.07	1456.06
Add :					
a) Interest income net off expense	35.20	30.72	93.26	87.70	112.40
b) Other un-allocable income net off un-allocable expenditure	10.00	-0.18	319.17	134.27	399.31
Total profit before tax	496.18	205.90	1475.69	1243.04	1967.77
3. Capital employed					
a) Information & Communication	143.15	197.66	143.15	197.66	160.88
b) Automation & Drives	666.40	657.20	666.40	657.20	434.27
c) Industrial Solutions & Services	-239.57	4.09	-239.57	4.09	-78.57
d) Power	212.95	30.00	212.95	30.00	-15.46
e) Transport	-364.56	-183.10	-364.56	-183.10	-243.97
f) Healthcare & Other Services	411.03	790.33	411.03	790.33	633.42
g) Building Technologies	52.91	0.00	52.91	0.00	0.00
h) Real Estate	980.08	981.59	980.08	981.59	990.21
Total	1862.39	2477.77	1862.39	2477.77	1880.78