



Performance Profile

	2008-09	2008-09	2007-08	2006-07	2005-06	2004-05
	US\$ Million	Rs./Crores				Rs./Crores
FINANCIAL						
Sales / Income from Operations	25,618	131,802.65	112,098.27	96,918.15	76,920.26	65,218.33
Gross Profit	734	3,776.36	2,725.59	3,094.14	1,151.21	2,381.83
Depreciation	191	981.29	850.82	704.00	690.23	659.59
Interest	405	2,082.84	766.10	422.98	175.88	81.64
Tax (Including Deferred Tax)	24	123.23	(39.34)	386.15	(131.91)	363.27
Provision for Fringe Benefit Tax	3	14.03	13.13	9.84	11.38	-
Net Profit	112	574.98	1,134.88	1,571.17	405.63	1,277.33
Dividend	35	177.78	101.59	610.80	101.80	509.00
Tax on Distributed Profits	6	30.21	17.26	97.75	14.28	71.15
Retained Earnings	71	366.99	1,016.03	862.62	289.55	697.18
INTERNAL RESOURCES GENERATED	269	1,382.56	2,069.38	1,603.08	989.47	1,277.44
VALUE ADDED	1,607	8,268.61	6,045.40	6,209.19	4,198.13	5,208.06
WHAT CORPORATION OWNS						
Gross Fixed Assets	3,928	20,208.83	19,570.05	15,638.48	13,479.25	12,393.17
Depreciation	1,663	8,554.08	7,640.77	6,817.64	6,141.85	5,449.53
Net Fixed Assets	2,265	11,654.75	11,929.28	8,820.84	7,337.40	6,943.64
Capital Work in Progress	972	5,001.06	3,315.94	4,243.56	2,363.88	786.84
Investments - JVCs & Subsidiary	290	1,493.07	1,077.24	1,029.73	825.76	825.76
- Others	2,469	12,703.40	5,759.82	6,097.74	3,201.88	931.08
Net Current Assets	823	4,236.89	6,863.70	1,345.21	3,055.09	2,513.63
Deferred Tax Liability	(312)	(1,603.37)	(1,595.98)	(1,420.90)	(1,384.44)	(1,374.75)
Total	6,508	33,485.80	27,350.00	20,116.18	15,399.57	10,626.20
WHAT CORPORATION OWES						
Net Worth	2,086	10,730.63	10,563.30	9,598.64	8,735.74	8,440.85
Share Capital	66	339.71	339.71	338.95	338.94	338.93
Share Forfeiture	(0)	(0.70)	(0.70)	-	-	-
Reserves	2,020	10,391.62	10,224.28	9,259.69	8,396.80	8,101.92
Borrowings	4,423	22,755.17	16,786.70	10,517.54	6,663.83	2,185.35
Total	6,508	33,485.80	27,350.00	20,116.18	15,399.57	10,626.20
PHYSICAL						
CRUDE THRUPUT		15.81	16.77	16.66	13.82	13.94
- Mumbai Refinery		6.65	7.36	7.42	6.25	6.12
- Visakh Refinery		9.16	9.41	9.24	7.57	7.82
PIPELINE THRUPUT		10.58	7.83	6.73	5.65	6.05
MARKET SALES		25.39	24.47	21.69	19.42	20.09

- Notes: 1. Previous year figures regrouped/reclassified wherever necessary
2. 1 US\$ = Rs. 51.45 (Exchange Rate as on 31.03.2009)

FUND FLOW STATEMENT						
Sources of Funds :						
Profit after Tax	112	574.98	1,134.88	1,571.17	405.63	1,277.33
Depreciation	191	981.29	850.82	704.00	690.23	659.59
LPG Deposits	38	193.98	189.59	152.55	124.57	175.92
Borrowings (Net)	1,200	6,173.46	6,301.17	3,784.38	4,322.23	307.37
Share Capital	-	-	0.07	0.01	0.01	0.03
Share Premium	-	-	2.05	0.47	0.39	0.83
Redemption of Oil bonds	1,796	9,238.92	4,535.00	1,950.73	850.00	300.00
Receipt of Capital Grants from OADB	-	-	-	-	4.94	-
Amortisation of Capital Grant	(0)	(0.19)	(0.20)	(0.19)	-	-
Charge against General Reserve on account of Transitional Liability of AS-15R	-	-	(53.31)	-	-	-
Exchange Rate Variation on restatement of ECB of 2007-08 in line with transitional provisions of AS -11	(39)	(199.46)	-	-	-	-
Oil Bonds receivable	395	2,033.99	3,448.45	-	-	-
Provision for Deferred Tax	1	7.39	175.08	36.46	9.69	(79.33)
Adjustment on account of sale/deletion of Assets & Provision for diminution in Investments	(15)	(75.28)	62.42	99.30	1.66	6.81
Total	3,679	18,929.09	16,646.02	8,298.88	6,409.35	2,648.55



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	2008-09	2008-09	2007-08	2006-07	2005-06	2004-05
	US\$ Million	Rs./Crores				
Utilisation of Funds :						
Dividend	35	177.78	101.59	610.80	101.80	509.00
Tax on Distributed Profits	6	30.21	17.26	97.75	14.28	71.15
Capital Expenditure	461	2,372.80	3,077.16	4,096.30	2,694.43	1,322.63
Working Capital : Increase/(Decrease)	(389)	(1,999.74)	5,497.52	(1,607.02)	456.75	738.65
Investment - JVCs (Including Advance towards Equity & Share Application Money pending Allotment)	40	206.82	249.49	171.16	21.29	7.12
Investment in Oil Bonds	3526	18,141.22	7,703.00	4,929.89	3,120.80	-
Total	3679	18,929.09	16,646.02	8,298.88	6,409.35	2,648.55
CONTRIBUTION TO EXCHEQUER						
Excise Duty	1,256	6,463.49	7,422.32	7,349.34	5,852.34	6,189.05
Customs Duty	407	2,094.37	3,256.14	2,575.38	1,423.52	1,397.73
Sales Tax	2,401	12,352.48	10,964.99	9,416.65	8,811.86	7,977.27
Service Tax	10	51.13	38.07	23.57	11.13	6.74
Income Tax	2	11.86	61.17	72.29	(141.49)	629.82
Fringe Benefit Tax	3	17.00	10.64	9.82	11.07	-
Total	4,080	20,990.33	21,753.33	19,447.05	15,968.43	16,200.61
RATIOS						
Gross Profit/Sales (%)		2.87	2.43	3.19	1.50	3.65
Net Profit/Sales (%)		0.44	1.01	1.62	0.53	1.96
Earnings Per Share (Rs.)		16.98	33.48	46.35	11.97	37.69
Cash Earnings Per Share (Rs.)		46.92	64.55	68.20	32.62	54.81
Average Sales/Employee (Rs./Crores)		10.35	9.48	8.40	6.87	6.13
Average Net Profit/Employee (Rs. /Crores)		0.05	0.11	0.14	0.04	0.12
Debt Equity Ratio (Long term debt to equity)		0.12:1	0.26:1	0.24:1	0.13:1	0.02:1
MANPOWER (Nos.)		11,246	10,949	10,891	10,778	10,561
How Value is Added :						
Income						
Sales / Income from Operations	25,618	131,802.65	112,098.27	96,918.15	76,920.26	65,218.33
Add: Increase/(Decrease) in Inventory	(357)	(1,836.78)	2,359.59	243.55	1,408.96	348.7
	25,261	129,965.87	114,457.86	97,161.70	78,329.23	65,253.20
Cost of Raw Materials						
Raw Material consumption	7,968	40,995.22	38,024.65	35,816.79	25,450.29	20,576.22
Purchase for resale	14,265	73,394.61	62,205.94	46,850.22	42,178.12	33,842.86
Packages	25	127.12	111.91	105.11	95.99	90.38
Stores & Spares	23	120.29	93.86	103.57	85.86	70.77
Utilities	37	192.19	190.82	160.58	129.60	114.34
	22,319	114,829.44	100,627.18	83,036.27	67,939.86	54,694.57
Duties applicable to products	1,335	6,867.82	7,785.28	7,916.24	6,191.23	5,350.57
Total Value Added	1,607	8,268.61	6,045.40	6,209.19	4,198.13	5,208.06
How Value is Distributed :						
Operating & Service Costs						
Employees' Benefits	221	1,137.19	871.26	729.42	641.49	712.41
Providers of Capital						
Interest on borrowings	405	2,082.84	766.10	422.98	175.88	81.64
Dividend	40	207.99	118.85	708.55	116.08	580.15
Income Tax/Fringe Benefit Tax	27	137.25	(26.21)	395.99	(120.53)	363.27
Re-deployment in Business						
Retained Profit	71	366.99	1,016.03	862.62	289.55	697.18
Depreciation	191	981.29	850.82	704.00	690.23	659.59
Total Value Distributed	1,607	8,268.61	6,045.40	6,209.19	4,198.13	5,208.06



Performance Profile

	2008-09	2007-08	2006-07	2005-06	2004-05
SALES VOLUME*					'000 Tonnes
Light Distillates					
Liquified Petroleum Gas	3,024.78	2,872.13	2,650.51	2,526.37	2,510.97
Naphtha	2,102.40	2,295.97	2,223.37	1,876.85	2,160.90
Motor Spirit	2,843.57	2,525.20	2,377.89	2,078.61	2,035.96
Hexane	27.81	35.09	29.40	27.40	42.64
Propylene	31.48	35.51	33.37	31.75	32.61
Sub-total	8,030.04	7,763.90	7,314.54	6,540.98	6,783.08
Middle Distillates					
Mineral Turpentine Oil	53.59	58.42	50.06	41.35	56.74
Aviation Turbine Fuel	682.12	738.16	596.83	504.18	409.34
Superior Kerosene Oil	1,769.03	1,790.84	1,793.02	1,732.63	1,766.41
High Speed Diesel	10,807.11	9,551.72	7,907.08	7,353.38	7,632.80
JBO/WO	1.69	3.47	3.57	4.83	6.91
Light Diesel Oil	130.88	147.51	154.74	196.27	289.98
Sub-total	13,444.43	12,290.12	10,505.31	9,832.64	10,162.18
Lubes & Greases	337.37	491.62	320.23	287.84	254.25
Heavy Ends					
Furnace Oil	2,037.79	2,472.75	2,256.13	1,685.15	1,726.04
Low Sulphur Heavy Stock	449.86	325.56	351.15	388.03	457.25
Bitumen	880.11	909.78	756.54	543.48	574.31
Others	213.66	211.16	181.62	139.60	131.53
Sub-total	3,581.41	3,919.23	3,545.44	2,756.26	2,889.13
Total	25,393.26	24,464.88	21,685.52	19,417.72	20,088.64
* Including Exports					
MARKETING NETWORK					Numbers
Regional Offices	90	91	86	85	85
Terminals/Installations/TOPs	31	42	37	37	36
Depots	100	93	93	92	100
LPG Bottling Plants	43	43	42	41	40
ASFs	21	16	13	13	10
Retail Outlets	8539	8329	7909	7313	6667
SKO/LDO Dealers	1638	1648	1648	1648	1648
LPG Distributors	2250	2232	2238	2202	2153
LPG Customers (in crores)	2.70	2.52	2.39	2.28	2.17
PRODUCTION VOLUME - MUMBAI REFINERY					'000 Tonnes
Light Distillates					
Liquified Petroleum Gas	226.30	250.98	250.80	193.00	172.20
Naphtha	742.20	927.75	936.00	714.90	744.30
Motor Spirit	374.40	413.51	418.20	280.40	308.40
Hexane	26.10	36.69	27.00	35.30	38.90
Solvent 1425	5.20	9.10	7.80	6.10	8.90
Sub-total	1,374.20	1,638.03	1,639.80	1,229.70	1,272.70
Middle Distillates					
Mineral Turpentine Oil	54.90	60.18	50.60	44.60	54.00
Aviation Turbine Fuel	580.96	610.62	659.90	571.40	492.30
Superior Kerosene Oil	155.30	152.72	239.00	279.40	335.90
High Speed Diesel	2,050.65	2,133.20	1,988.10	1,689.80	1,608.90
Light Diesel Oil	59.30	87.71	108.30	174.40	241.50
Sub-total	2,901.11	3,044.43	3,045.90	2,759.60	2,732.60
LOBS/TOBS	312.40	351.36	338.10	279.70	214.00



Performance Profile

	2008-09	2007-08	2006-07	2005-06	2004-05
					'000 Tonnes
Heavy Ends					
Furnace Oil	854.80	1,003.93	1,256.90	976.60	933.50
Low Sulphur Heavy Stock	129.20	138.06	111.20	96.40	192.60
Bitumen	551.50	631.55	499.20	401.20	324.80
Others (Including input of BH Gas)	81.50	98.86	73.40	55.80	49.50
Sub-total	1,617.00	1,872.40	1,940.70	1,530.00	1,500.40
Total	6,204.71	6,906.22	6,964.50	5,799.00	5,719.70
Intermediate Stock Differential	5.20	(55.08)	(16.00)	27.10	(3.90)
Fuel & Loss	441.80	504.25	470.30	422.50	402.20
Total	6,651.71	7,355.39	7,418.80	6,248.60	6,118.00
PRODUCTION VOLUME - VISAKH REFINERY					'000 Tonnes
Light Distillates					
Liquified Petroleum Gas	363.92	369.09	343.60	273.76	296.81
Naphtha	1,148.36	1,264.23	1,195.20	928.74	812.59
Motor Spirit	779.36	827.79	811.20	661.81	677.37
Propylene	31.59	34.94	33.20	32.92	32.15
Sub-total	2,323.23	2,496.05	2,383.20	1,897.23	1,818.92
Middle Distillates					
Mineral Turpentine Oil	(0.01)	-	-	-	-
Aviation Turbine Fuel	57.67	41.35	13.80	39.40	37.90
Superior Kerosene Oil	832.25	897.09	1,016.00	824.17	715.32
High Speed Diesel	3,610.71	3,586.81	3,728.90	2,975.37	3,226.13
JBO/WO	1.75	4.23	3.80	3.62	5.38
CO	-	4.96	-	28.05	-
Light Diesel Oil	104.32	90.77	70.90	63.71	89.21
Sub-total	4,606.69	4,625.21	4,833.40	3,934.32	4,073.94
Heavy Ends					
Furnace Oil	1,175.72	1,295.07	989.50	839.31	926.45
Low Sulphur Heavy Stock	186.14	153.52	221.00	290.97	266.50
Bitumen	337.56	307.54	230.80	156.75	240.09
Others	24.86	31.92	20.90	8.78	11.68
Sub-total	1,724.28	1,788.05	1,462.20	1,295.81	1,444.72
Total	8,654.20	8,909.31	8,678.80	7,127.36	7,337.58
Intermediate Stock Differential	(20.12)	(25.44)	29.30	(6.66)	7.01
Fuel & Loss	520.76	525.61	536.40	453.60	477.59
Total	9,154.84	9,409.48	9,244.50	7,574.30	7,822.18