



# Hindustan Petroleum Corporation Limited

## Performance Profile

	2010-11	2010-11	2009-10	2008-09	2007-08	2006-07
	US\$ Million	₹/Crores				₹/Crores
<b>FINANCIAL</b>						
Sales / Income from Operations	31,546	142,396.49	114,888.63	131,802.65	112,098.27	96,918.15
Gross Profit	1,027	4,637.09	4,193.18	3,776.36	2,725.59	3,094.14
Depreciation	312	1,406.95	1,164.40	981.29	850.82	704.00
Interest	196	884.00	903.75	2,082.84	766.10	422.98
Tax Inclusive Deferred Tax	179	807.14	823.61	123.23	(39.34)	386.15
Provision for Fringe Benefit Tax	-	-	0.05	14.03	13.13	9.84
Net Profit	341	1,539.01	1,301.37	574.98	1,134.88	1,571.17
Dividend	105	474.08	406.35	177.78	101.59	610.80
Tax on Distributed Profits	17	76.91	67.49	30.21	17.26	97.75
Retained Earnings	219	988.02	827.53	366.99	1,016.03	862.62
<b>INTERNAL RESOURCES GENERATED</b>	<b>617</b>	<b>2,785.93</b>	<b>2,196.53</b>	<b>1,382.56</b>	<b>2,069.38</b>	<b>1,603.08</b>
<b>VALUE ADDED</b>	<b>2,219</b>	<b>10,017.94</b>	<b>9,365.26</b>	<b>8,267.54</b>	<b>6,045.40</b>	<b>6,209.19</b>
<b>WHAT CORPORATION OWNS</b>						
Gross Fixed Assets	6,568	29,648.39	24,988.37	20,208.83	19,570.05	15,638.48
Depreciation	2,438	11,003.86	9,681.70	8,554.08	7,640.77	6,817.64
Net Fixed Assets	4,130	18,644.53	15,306.67	11,654.75	11,929.28	8,820.84
Capital Work in Progress	842	3,798.70	3,887.59	5,001.07	3,315.94	4,243.56
Investments - JVCs & Subsidiaries	846	3,819.30	2,623.83	1,493.07	1,077.24	1,029.73
- Others	1,665	7,515.73	8,763.39	12,703.40	5,759.82	6,097.74
Net Current Assets	1,547	6,984.38	4,086.83	4,237.21	6,863.70	1,345.21
Deferred Tax Liability	(708)	(3,195.63)	(1,807.97)	(1,603.37)	(1,595.98)	(1,420.90)
<b>Total</b>	<b>8,322</b>	<b>37,567.00</b>	<b>32,860.34</b>	<b>33,486.13</b>	<b>27,350.00</b>	<b>20,116.18</b>
<b>WHAT CORPORATION OWES</b>						
Net Worth	2,779	12,545.80	11,557.97	10,730.63	10,563.30	9,598.64
Share Capital	75	339.71	339.71	339.71	339.71	338.95
Share Forfeiture	0	(0.70)	(0.70)	(0.70)	(0.70)	-
Reserves	2,704	12,206.79	11,218.96	10,391.62	10,224.28	9,259.69
Borrowings	5,543	25,021.19	21,302.37	22,755.51	16,786.70	10,517.54
<b>Total</b>	<b>8,322</b>	<b>37,567.00</b>	<b>32,860.34</b>	<b>33,486.13</b>	<b>27,350.00</b>	<b>20,116.18</b>
<b>PHYSICAL</b>						
CRUDE THRUPUT		14.75	15.76	15.81	16.77	16.66
- Mumbai Refinery		6.55	6.96	6.65	7.36	7.42
- Visakh Refinery		8.20	8.80	9.16	9.41	9.24
PIPELINE THRUPUT		12.98	11.95	10.58	7.83	6.73
MARKET SALES		27.03	26.27	25.39	24.47	21.69

Notes:

1. Previous year figures regrouped/reclassified wherever necessary

2. 1 US\$ = ₹ 45.14 (Exchange Rate as on 31.03.2011)

<b>FUND FLOW STATEMENT</b>						
<b>Sources of Funds :</b>						
Profit after Tax	341	1,539.01	1,301.37	574.98	1,134.88	1,571.17
Depreciation	312	1,406.95	1,164.40	981.29	850.82	704.00
LPG Deposits	154	694.18	515.68	193.98	189.59	152.55
Borrowings (Net)	704	3,177.02	(1,270.19)	6,173.46	6,301.17	3,784.38
Share Capital	-	-	-	-	0.07	0.01
Share Premium	-	-	-	-	2.05	0.47



## Performance Profile

	2010-11	2010-11	2009-10	2008-09	2007-08	2006-07
	US\$ Million	₹/Crores				
Redemption of Oil bonds	329	1,486.00	5,270.27	9,238.92	4,535.00	1,950.73
Amortisation of Capital Grant received from OIBB	(0)	(0.19)	(0.19)	(0.19)	(0.20)	(0.19)
Amortisation from General Reserve on account of Transitional Liab of AS-15R	-	-	-	-	(53.31)	-
Exchange Rate Variation on Restatement of ECB of 2007-08 in line with transitional provisions of AS-11	-	-	-	(199.46)	-	-
Oil bond receivable	-	-	-	2,033.99	3,448.45	-
Provision for Deferred Tax	307	1,387.66	204.60	7.39	175.08	36.46
Adjustment on account of sale/ deletion of Assets & Provision for diminution in Investment	(53)	(238.33)	703.73	(75.28)	62.42	99.30
<b>Total</b>	<b>2,094</b>	<b>9,452.30</b>	<b>7,889.67</b>	<b>18,929.09</b>	<b>16,646.02</b>	<b>8,298.88</b>
<b>Utilisation of Funds :</b>						
Dividend	105	474.08	406.35	177.78	101.59	610.80
Tax on Distributed Profits	17	76.91	67.49	30.21	17.26	97.75
Capital Expenditure	1,031	4,655.92	3,712.68	2,372.80	3,077.16	4,096.30
Working capital : Increase/ (Decrease)	760	3,431.07	141.74	(1,999.74)	5,497.52	(1,607.02)
Investment - JVCs (Including Advance towards Equity & Share Application Money pending allotment)	180	814.32	1,527.41	206.82	249.49	171.16
Investment Oil Bonds	-	-	2,033.99	18,141.22	7,703.00	4,929.89
<b>Total</b>	<b>2,094</b>	<b>9,452.30</b>	<b>7,889.67</b>	<b>18,929.09</b>	<b>16,646.02</b>	<b>8,298.88</b>
<b>CONTRIBUTION TO EXCHEQUER</b>						
Excise Duty	1,903	8,589.25	7,121.14	6,463.49	7,422.32	7,349.34
Customs Duty	707	3,192.08	564.74	2,094.37	3,256.14	2,575.38
Sales Tax	3,501	15,804.52	12,583.82	12,352.48	10,964.99	9,416.65
Service Tax	16	70.32	55.41	51.13	38.07	23.57
Income Tax	120	542.00	382.32	11.86	61.17	72.29
Fringe Benefit Tax	-	-	0.05	17.00	10.64	9.82
Others *	148	665.98	448.54	369.42	602.86	510.39
<b>Total</b>	<b>6,394</b>	<b>28,864.15</b>	<b>21,156.02</b>	<b>21,359.75</b>	<b>22,356.19</b>	<b>19,957.44</b>
* Figures for Previous Year regrouped						
<b>RATIOS</b>						
Gross Profit/Sales ( % )		3.26	3.65	2.87	2.43	3.19
Net Profit/Sales ( % )		1.08	1.13	0.44	1.01	1.62
Earnings Per Share (₹)		45.45	38.43	16.98	33.48	46.35
Cash Earnings Per Share (₹)		98.54	78.86	46.92	64.55	68.20
Avg. Sales/Employee (₹ Crores)		11.79	9.62	10.35	9.48	8.40
Avg. Net Profit/Employee (₹ Crores)		0.14	0.11	0.05	0.11	0.14
Debt Equity Ratio (Long term debt to equity)		0.54:1	0.30:1	0.30:1	0.26:1	0.24:1
<b>MANPOWER (NOs.)</b>		<b>11,248</b>	<b>11,291</b>	<b>11,246</b>	<b>10,949</b>	<b>10,891</b>



## Hindustan Petroleum Corporation Limited

### Performance Profile

	2010-11	2010-11	2009-10	2008-09	2007-08	2006-07
	US\$ Million	₹ /Crores				₹ /Crores
<b>How Value is Added:</b>						
<b>Income:</b>						
Sales / Income from Operations	31,546	142,396.49	114,888.63	131,802.65	112,098.27	96,918.15
Add: Increase/(Decrease) in Inventory	762	3,438.78	3,249.96	(1,836.78)	2,359.59	243.55
	<b>32,307</b>	<b>145,835.27</b>	118,138.59	129,965.87	114,457.86	97,161.70
<b>Cost of Raw materials:</b>						
Raw Material Consumption	8,942	40,362.01	37,722.89	40,995.22	38,024.65	35,816.79
Purchase for resale	18,918	85,396.86	62,677.82	73,394.61	62,205.94	46,850.22
Packages	32	143.42	136.39	127.12	111.91	105.11
Stores & Spares	26	116.66	174.27	121.36	93.86	103.57
Utilities	136	615.68	473.71	192.19	190.82	160.58
	<b>28,054</b>	<b>126,634.63</b>	101,185.08	114,830.51	100,627.18	83,036.27
<b>Duties applicable to products:</b>	<b>2,034</b>	<b>9,182.70</b>	7,588.25	6,867.83	7,785.28	7,916.24
<b>Total Value Added:</b>	<b>2,219</b>	<b>10,017.94</b>	9,365.26	8,267.54	6,045.40	6,209.19
<b>How Value is Distributed:</b>						
<b>Operating &amp; Service Costs</b>	<b>745</b>	<b>3,363.69</b>	3,551.24	3,355.65	2,448.56	2,385.63
<b>Employees' Benefits</b>	<b>447</b>	<b>2,017.16</b>	1,617.32	1,135.53	871.26	729.42
<b>Providers of Capital:</b>						
Interest on borrowings	196	884.00	903.75	2,082.84	766.10	422.98
Dividend	122	550.99	473.84	207.99	118.85	708.55
<b>Income Tax/Fringe Benefit Tax</b>	<b>179</b>	<b>807.14</b>	823.66	137.25	(26.21)	395.99
<b>Re-deployment in Business:</b>						
Retained Profit	219	988.02	827.53	366.97	1,016.03	862.62
Depreciation	312	1,406.95	1,167.92	981.29	850.82	704.00
<b>Total Value Distributed</b>	<b>2,219</b>	<b>10,017.94</b>	9,365.26	8,267.54	6,045.40	6,209.19



## Performance Profile

	2010-11	2009-10	2008-09	2007-08	2006-07
<b>SALES VOLUME *</b>					<b>'000 Tonnes</b>
<b>Light Distillates</b>					
Liquified Petroleum Gas	3,700.04	3,317.66	3,024.78	2,872.13	2,650.51
Naphtha	875.69	1,341.85	2,102.40	2,295.97	2,223.37
Motor Spirit	3,599.97	3,247.14	2,843.57	2,525.20	2,377.89
Hexane	14.77	16.58	27.81	35.09	29.40
Propylene	41.44	23.21	31.48	35.51	33.37
<b>Sub-total</b>	<b>8,231.91</b>	<b>7,946.44</b>	<b>8,030.04</b>	<b>7,763.90</b>	<b>7,314.54</b>
<b>Middle Distillates</b>					
Mineral Turpentine Oil	42.67	59.83	53.59	58.42	50.06
Aviation Turbine Fuel	698.56	744.12	682.12	738.16	596.83
Superior Kerosene Oil	1,685.29	1,798.48	1,769.03	1,790.84	1,793.02
High Speed Diesel	12,328.00	11,747.13	10,807.11	9,551.72	7,907.08
JBO/WO	2.25	1.54	1.69	3.47	3.57
Light Diesel Oil	157.95	121.09	130.88	147.51	154.74
<b>Sub-total</b>	<b>14,914.72</b>	<b>14,472.19</b>	<b>13,444.43</b>	<b>12,290.12</b>	<b>10,505.31</b>
<b>Lubes &amp; Greases</b>	<b>413.57</b>	<b>469.67</b>	<b>337.37</b>	<b>491.62</b>	<b>320.23</b>
<b>Heavy Ends</b>					
Furnace oil	2,008.04	1,778.01	2,037.79	2,472.75	2,256.13
Low Sulphur Heavy Stock	273.76	393.46	449.86	325.56	351.15
Bitumen	810.17	906.41	880.11	909.78	756.54
Others	379.89	306.12	213.66	211.16	181.62
<b>Sub-total</b>	<b>3,471.86</b>	<b>3,384.00</b>	<b>3,581.41</b>	<b>3,919.23</b>	<b>3,545.44</b>
<b>Total</b>	<b>27,032.06</b>	<b>26,272.30</b>	<b>25,393.26</b>	<b>24,464.88</b>	<b>21,685.52</b>
* Including Exports					
<b>MARKETING NETWORK (Nos.)</b>					
Regional Offices	101	101	90	91	86
Terminals/Installations/TOPs	32	31	31	42	37
Depots (including Exclusive Lube Depots)	93	92	100	93	93
LPG Bottling Plants	44	44	43	43	42
ASFs	32	31	21	16	13
Retail Outlets	10,212	9,127	8,539	8,329	7,909
SKO/LDO Dealers	1,638	1,638	1,638	1,648	1,648
LPG Distributors	2,633	2,404	2,250	2,232	2,238
LPG Customers (in crores)	3.28	2.92	2.70	2.52	2.39
<b>PRODUCTION VOLUME - MUMBAI REFINERY</b>					<b>'000 Tonnes</b>
<b>Light Distillates</b>					
Liquified Petroleum Gas	253.70	257.80	226.30	250.98	250.80
Naphtha	390.90	549.30	742.20	927.75	936.00
Motor Spirit	935.40	727.50	374.40	413.51	418.20
Hexane	12.60	17.60	26.10	36.69	27.00
Solvent 1425	4.10	6.10	5.20	9.10	7.80
<b>Sub-total</b>	<b>1,596.70</b>	<b>1,558.30</b>	<b>1,374.20</b>	<b>1,638.03</b>	<b>1,639.80</b>



## Hindustan Petroleum Corporation Limited

### Performance Profile

	2010-11	2009-10	2008-09	2007-08	2006-07
	'000 Tonnes				
<b>Middle Distillates</b>					
Mineral Turpentine Oil	44.20	62.90	54.90	60.18	50.60
Aviation Turbine Fuel	543.30	580.00	580.96	610.62	659.90
Superior Kerosene Oil	69.30	142.10	155.30	152.72	239.00
High Speed Diesel	1,902.40	2,211.40	2,050.65	2,133.20	1,988.10
Light Diesel Oil	87.90	46.20	59.30	87.71	108.30
<b>Sub-total</b>	<b>2,647.10</b>	<b>3,042.60</b>	<b>2,901.11</b>	<b>3,044.43</b>	<b>3,045.90</b>
<b>LOBS/TOBS</b>	<b>300.20</b>	<b>347.00</b>	<b>312.40</b>	<b>351.36</b>	<b>338.10</b>
<b>Heavy Ends</b>					
Furnace Oil	1,034.70	857.80	854.80	1,003.93	1,256.90
Low Sulphur Heavy Stock	48.20	68.10	129.20	138.06	111.20
Bitumen	430.20	559.60	551.50	631.55	499.20
Others (Including input of BH Gas)	(58.90)	(19.90)	81.50	98.86	73.40
<b>Sub-total</b>	<b>1,454.20</b>	<b>1,465.60</b>	<b>1,617.00</b>	<b>1,872.40</b>	<b>1,940.70</b>
<b>Total</b>	<b>5,998.20</b>	<b>6,413.50</b>	<b>6,204.71</b>	<b>6,906.22</b>	<b>6,964.50</b>
Intermediate Stock Differential	146.70	19.50	5.20	(55.08)	(16.00)
Fuel & Loss	505.10	532.10	441.80	504.25	470.30
<b>Total*</b>	<b>6,650.00</b>	<b>6,965.10</b>	<b>6,651.71</b>	<b>7,355.39</b>	<b>7,418.80</b>
* Includes Processing of 96 TMT other inputs					
<b>PRODUCTION VOLUME - VISAKH REFINERY</b>					<b>'000 Tonnes</b>
<b>Light Distillates</b>					
Liquified Petroleum Gas	281.10	310.05	363.92	369.09	343.60
Naphtha	448.20	734.04	1,148.36	1,264.23	1,195.20
Motor Spirit	1,097.30	932.16	779.36	827.79	811.20
Propylene	41.90	23.15	31.59	34.94	33.20
<b>Sub-total</b>	<b>1,868.50</b>	<b>1,999.40</b>	<b>2,323.23</b>	<b>2,496.05</b>	<b>2,383.20</b>
<b>Middle Distillates</b>					
Mineral Turpentine Oil	-	-	(0.01)	-	-
Aviation Turbine Fuel	57.50	79.87	57.67	41.35	13.80
Superior Kerosene Oil	704.90	720.33	832.25	897.09	1,016.00
High Speed Diesel	3,233.60	3,441.39	3,610.71	3,586.81	3,728.90
JBO/WO	2.30	1.83	1.75	4.23	3.80
CO	-	-	-	4.96	-
Light Diesel Oil	93.00	70.73	104.32	90.77	70.90
<b>Sub-total</b>	<b>4,091.30</b>	<b>4,314.15</b>	<b>4,606.69</b>	<b>4,625.21</b>	<b>4,833.40</b>
<b>Heavy Ends</b>					
Furnace Oil	1,020.50	1,033.74	1,175.72	1,295.07	989.50
Low Sulphur Heavy Stock	150.20	340.33	186.14	153.52	221.00
Bitumen	295.90	328.51	337.56	307.54	230.80
Others	205.80	101.41	24.86	31.92	20.90
<b>Sub-total</b>	<b>1,672.40</b>	<b>1,803.99</b>	<b>1,724.28</b>	<b>1,788.05</b>	<b>1,462.20</b>
<b>Total</b>	<b>7,632.20</b>	<b>8,117.54</b>	<b>8,654.20</b>	<b>8,909.31</b>	<b>8,678.80</b>
Intermediate Stock Differential	(28.30)	83.05	(20.12)	(25.44)	29.30
Fuel & Loss	595.80	595.87	520.76	525.61	536.40
<b>Total</b>	<b>8,199.70</b>	<b>8,796.46</b>	<b>9,154.84</b>	<b>9,409.48</b>	<b>9,244.50</b>