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### Performance Profile (2003-04 to 2001-02)

	2003-04	2002-03	2001-02
<b>1 Crude Oil Processed (000 Tonnes)</b>			
Imported	4543	3230	3587
Indigenous	4214	5481	5183
<b>TOTAL</b>	<b>8757</b>	<b>8711</b>	<b>8770</b>
<b>2 Production Quantity (000 KL)</b>	<b>10210</b>	10291	10355
Light Distillates %	33.27	34.32	33.51
Middle Distillates %	49.13	50.73	50.45
Heavy Ends %	17.60	14.95	16.04
<b>3 Fuel and Loss as % of Crude Processed</b>	<b>5.7</b>	5.6	5.6
<b>4 Aromatics Production (MT)</b>			
Benzene	43178	69798	56360
Toluene	12759	20013	16610
<b>5 Market Sales (000 KL)</b>	<b>26612</b>	25735	24766
<b>6 Lubricants Production (MT)</b>	<b>101245</b>	112730	99875
<b>7 Market Participation %</b>	<b>22.1</b>	22.0	21.5
<b>8 Marketing Network</b>			
Installations	12	17	19
Depots	129	153	171
Aviation Service Stations	19	19	19
Total Tankages (Million KL)	3.08	3.13	3.23
Retail Outlets	5530	4854	4711
Number of LPG Bottling Plants	42	40	40
LPG Distributors	1922	1828	1729
LPG Customers (No. Million)	19.43	16.99	15.28
<b>9 Manpower (Nos.)</b>	<b>12434</b>	12494	12586
<b>10 Sales and Earnings (Figures in Rs. Million)</b>			
i) Sales and Other Income *	529828	475844	425597
ii) Gross Profit before Depreciation, Interest & Tax	33016	27204	21144
iii) Depreciation	5612	4809	4810
iv) Interest	1050	2459	3066
v) Profit before Tax	26355	19935	13268
vi) Tax	9284	7281	4911
vii) Excess/(Short) provision for Taxation in earlier years written back/provided for	(125)	(154)	141
viii) Profit after Tax #	16946	12500	8498



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# After adjusting prior period tax.

\* Figures from 1986-87 includes Sales to Other Oil Companies.

<b>11 What the Company Owned (Rs. Million)</b>			
i) Gross Fixed Assets (including Capital Work-in-Progress)	<b>125657</b>	109351	97222
ii) <b>Net Fixed Assets</b> (including Capital Work-in-Progress)	<b>74535</b>	63662	56016
iii) <b>Net Current Assets</b> (including Investments)	<b>19083</b>	24136	29434
<b>Total Assets Net (ii + iii)</b>	<b>93618</b>	<b>87798</b>	<b>85450</b>
<b>12 What the Company Owed (Rs. Million)</b>			
i) <b>Share Capital</b>	<b>3000</b>	3000	3000
ii) <b>Reserves and Surplus</b>	<b>55497</b>	44474	36974
iii) <b>Net Worth (i + ii)</b>	<b>58497</b>	47474	39974
iv) <b>Borrowings</b>	<b>26897</b>	32859	38487
v) <b>Deferred Tax Liability (net)</b>	<b>8224</b>	7465	6989
<b>Total Funds Employed (iii + iv + v)</b>	<b>93618</b>	<b>87798</b>	<b>85450</b>
<b>13 Internal Generation (Rs. Million)</b>	<b>17399</b>	12763	10998
<b>14 Value Added (Rs. Million)</b>	<b>57743</b>	52031	43716
<b>15 Earnings in Foreign Exchange (Rs. Million)</b>	<b>13204</b>	11913	6554
<b>16 Ratios</b>			
i) <b>Gross Profit before Depreciation, Interest &amp; Tax as % age of Sales and Other Income</b>	<b>6.1</b>	5.6	5.3
ii) <b>Profit after Tax as % age of average Net Worth</b>	<b>32.0</b>	28.6	21.0
iii) <b>Profit after Tax as % age of Share Capital</b>	<b>564.9</b>	416.7	283.3
iv) <b>Average Net Worth as % age of Share Capital</b>	<b>1766.2</b>	1457.5	1346.1
v) <b>Gross Profit before Depreciation, Interest &amp; Tax as % age of Capital Employed</b>	<b>41.5</b>	34.8	26.1
vi) <b>Profit before Tax as % age of Capital Employed</b>	<b>33.1</b>	25.5	16.4
vii) <b>Profit After Tax as % age of Capital Employed (ROCE)</b>	<b>21.3</b>	16.0	10.5
viii) <b>Debt Equity Ratio</b>	<b>0.46</b>	0.69	0.96
<b>17 Earning per Share (Rupees)</b>			
— <b>Pre-Bonus #</b>	<b>112.97</b>	83.34	56.65
— <b>Post-Bonus #</b>	<b>56.49</b>	41.67	28.33
<b>18 Book Value per Share (Rupees)</b>	<b>194.99</b>	158.25	133.25

\* Issue of Bonus Shares in the ratio 2:1.

# After adjusting prior period tax.

@ On Post-Bonus Capital.