



## Performance Profile

FINANCIAL	2014-15	2014-15	2013-14	2012-13	2011-12	2010-11
	US \$ Million	₹/Crores	₹/Crores			
Sales / Income from Operations	34,727.00	217,061.11	232,275.82	215,666.45	188,130.95	142,396.49
Gross Profit	1,093.01	6,831.86	6,140.31	4,821.78	5,156.44	4,637.09
Depreciation	315.36	1,971.15	2,188.44	1,934.42	1,712.93	1,406.95
Interest	113.05	706.59	1,336.36	1,412.80	2,224.27	884.00
Tax including Deferred Tax	227.32	1,420.86	881.74	569.85	307.81	807.14
Net Profit	437.28	2,733.26	1,733.77	904.71	911.43	1,539.01
Dividend	132.73	829.64	524.87	287.83	287.83	474.08
Tax on distributed profits	27.02	168.89	89.20	48.92	46.70	76.91
Retained earnings	277.53	1,734.73	1,119.70	567.96	576.89	988.02
<b>INTERNAL RESOURCES GENERATED</b>	<b>624.12</b>	<b>3,901.05</b>	<b>3,618.23</b>	<b>3,015.45</b>	<b>2,179.48</b>	<b>2,785.93</b>
<b>VALUE ADDED</b>	<b>2,372.74</b>	<b>14,830.76</b>	<b>15,548.31</b>	<b>13,158.78</b>	<b>11,824.31</b>	<b>10,017.94</b>
<b>WHAT CORPORATION OWNS</b>						
Gross fixed assets	7,707.37	48,174.91	42,466.76	37,006.21	33,459.00	29,648.39
Less: Depreciation	3,057.69	19,112.10	16,554.52	14,457.51	12,609.35	11,003.86
Net fixed assets	4,649.68	29,062.81	25,912.24	22,548.70	20,849.65	18,644.53
Capital work-in-progress	581.40	3,634.04	4,755.86	5,199.22	4,474.73	3,798.70
Investments						
JVCs & Subsidiary	848.05	5,300.73	5,169.04	4,199.27	3,416.64	3,819.30
Others	950.44	5,940.76	5,690.83	6,427.66	6,953.86	7,515.73
Net current/non current assets	(556.33)	(3,477.31)	9,558.67	12,738.92	10,344.16	6,984.38
Deferred tax liability	(656.52)	(4,103.60)	(3,908.43)	(3,598.35)	(3,085.28)	(3,195.63)
<b>Total</b>	<b>5,816.72</b>	<b>36,357.43</b>	<b>47,178.21</b>	<b>47,515.42</b>	<b>42,953.76</b>	<b>37,567.01</b>
<b>WHAT CORPORATION OWES</b>						
Net Worth	2,563.33	16,022.09	15,012.16	13,726.40	13,122.52	12,545.80
Share capital	54.35	339.71	339.71	339.71	339.71	339.71
Share forfeiture	(0.11)	(0.70)	(0.70)	(0.70)	(0.70)	(0.70)
Reserves	2,509.09	15,683.08	14,673.15	13,387.39	12,783.51	12,206.79
Borrowings	3,253.39	20,335.34	32,166.05	33,789.02	29,831.24	25,021.19
<b>Total</b>	<b>5,816.72</b>	<b>36,357.43</b>	<b>47,178.21</b>	<b>47,515.42</b>	<b>42,953.76</b>	<b>37,567.01</b>
<b>PHYSICAL (MMT)</b>						
<b>CRUDE THRUPUT</b>		16.18	15.51	15.78	16.19	14.75
- Mumbai Refinery		7.41	7.74	7.75	7.51	6.55
- Visakh Refinery		8.77	7.77	8.03	8.68	8.20
<b>PIPELINE THRUPUT</b>		14.91	15.69	14.04	13.62	12.98
<b>MARKET SALES</b>		31.95	30.96	30.32	29.48	27.03

### Notes:

1. Previous year figures have been regrouped / reclassified wherever necessary.
2. 1 US\$ = ₹ 62.505 (Exchange rate as on 31.03.2015).



## Hindustan Petroleum Corporation Limited

### Performance Profile

	2014-15	2014-15	2013-14	2012-13	2011-12	2010-11
	US \$ Million	₹/Crores	₹/Crores			
<b>FUND FLOW STATEMENT</b>						
<b>Sources of Funds</b>						
Profit after tax	437.29	2,733.26	1,733.77	904.71	911.43	1,539.01
Depreciation	315.36	1,971.15	2,188.44	1,934.42	1,712.93	1,406.95
LPG deposits	173.93	1,087.11	1,029.19	763.44	839.74	694.18
Borrowings (net)	(1,833.13)	(11,458.00)	(1,986.53)	2,970.03	5,085.69	3,177.02
Redemption of Oil bonds	56.81	355.11	-	708.00	1,127.90	1,486.00
Amortisation of capital grant received from OADB & amortisation of FCMITDA*	5.69	35.58	(9.63)	1.85	(0.18)	(0.19)
Provision for deferred tax	31.22	195.17	310.08	513.07	(110.35)	1,387.66
Adjustment on account of sale/deletion of assets & provision for diminution in investment	(20.04)	(125.24)	782.83	584.62	27.50	(238.33)
<b>Total</b>	<b>(832.87)</b>	<b>(5,205.86)</b>	4,048.15	8,380.14	9,594.66	9,452.30
<b>Utilisation of Funds</b>						
Dividend	132.73	829.64	524.87	287.83	287.83	474.08
Tax on distributed profits	27.02	168.89	89.20	48.92	46.70	76.91
Capital expenditures	768.50	4,803.52	5,154.62	5,090.31	4,620.63	4,655.92
Increase/(decrease) in net current / non current assets	(1,775.31)	(11,096.62)	(2,276.04)	2,026.34	4,210.24	3,431.07
Investment in JVCs & Subsidiaries (Including advance towards equity & share application money pending allotment)	14.19	88.72	555.49	926.74	429.26	814.32
<b>Total</b>	<b>(832.87)</b>	<b>(5,205.86)</b>	4,048.15	8,380.14	9,594.66	9,452.30
<b>CONTRIBUTION TO EXCHEQUER</b>						
Excise duty	1,731.06	10,820.00	8,569.03	8,386.47	8,948.91	8,589.25
Customs duty	38.80	242.49	193.03	340.29	1,321.34	3,192.08
Sales tax	4,339.91	27,126.63	25,663.63	21,874.41	19,233.85	15,804.52
Service tax	33.92	212.04	166.26	127.96	83.52	70.32
Income tax	126.20	788.83	356.96	87.95	271.92	542.00
Others	249.97	1,562.43	1,474.56	1,356.42	1,440.99	665.98
<b>Total</b>	<b>6,519.86</b>	<b>40,752.42</b>	36,423.47	32,173.50	31,300.53	28,864.15
<b>RATIOS</b>						
Gross profit/Sales (%)		3.15	2.64	2.24	2.74	3.26
Net profit/Sales (%)		1.26	0.75	0.42	0.48	1.08
Earnings per share (₹)		80.72	51.20	26.72	26.92	45.45
Cash earnings per share (₹)		151.70	119.30	96.86	77.70	98.54
Avg. sales/Employee (₹/Crores)		19.87	19.92	17.23	15.06	11.79
Avg. net profit/Employee (₹/Crores)		0.26	0.17	0.07	0.08	0.14
Debt equity ratio (long term debt to equity)		1.13:1	1.05:1	0.75:1	0.66:1	0.54:1
<b>MANPOWER (NOs.)</b>		<b>10,634</b>	10,858	11,027	11,226	11,248

\* Foreign Currency Monetary Item Translation Difference Account (FCMITDA) as per para 46 of AS-11.



## Performance Profile

	2014-15	2014-15	2013-14	2012-13	2011-12	2010-11
	US \$ Million	₹/Crores	₹/Crores			
<b>HOW VALUE IS ADDED</b>						
<b>Income</b>						
Sales / income from operations	34,727.00	217,061.11	232,275.82	215,666.45	188,130.95	142,396.49
Add: Increase/(decrease) in inventory	(599.86)	(3,749.44)	574.43	(809.46)	824.29	3,438.78
	34,127.14	213,311.67	232,850.25	214,856.99	188,955.24	145,835.27
<b>Cost of Raw materials</b>						
Raw material consumption	8,984.63	56,158.44	61,962.49	63,182.62	56,943.23	40,362.01
Purchases for resale	20,682.88	129,278.36	145,137.95	128,163.93	109,370.73	85,396.86
Packages	37.02	231.40	213.20	183.12	181.66	143.42
Stores & spares	39.07	244.20	167.81	156.39	121.41	116.66
Utilities	135.73	848.41	642.24	1,093.55	921.87	615.68
	29,879.33	186,760.81	208,123.69	192,779.61	167,538.89	126,634.63
<b>Duties applicable to products</b>						
Duties	1,875.07	11,720.10	9,178.25	8,918.60	9,592.04	9,182.70
<b>Total value added</b>	<b>2,372.74</b>	<b>14,830.76</b>	<b>15,548.31</b>	<b>13,158.78</b>	<b>11,824.31</b>	<b>10,017.94</b>
<b>HOW VALUE IS DISTRIBUTED</b>						
<b>Operations</b>						
Operating & service costs	893.41	5,584.25	7,377.70	5,811.44	5,084.76	3,363.69
<b>Employees' benefits</b>	<b>386.31</b>	<b>2,414.66</b>	<b>2,030.30</b>	<b>2,525.56</b>	<b>1,583.10</b>	<b>2,017.16</b>
<b>Providers of capital</b>						
Interest on borrowings	113.05	706.59	1,336.36	1,412.80	2,224.27	884.00
Dividend	159.75	998.53	614.07	336.75	334.53	550.99
<b>Income tax/fringe benefit tax</b>	<b>227.32</b>	<b>1,420.86</b>	<b>881.74</b>	<b>569.85</b>	<b>307.81</b>	<b>807.14</b>
<b>Re-deployment in business</b>						
Retained profit	277.53	1,734.73	1,119.70	567.96	576.90	988.02
<b>Depreciation</b>	<b>315.36</b>	<b>1,971.15</b>	<b>2,188.44</b>	<b>1,934.42</b>	<b>1,712.93</b>	<b>1,406.95</b>
<b>Total value distributed</b>	<b>2,372.73</b>	<b>14,830.76</b>	<b>15,548.31</b>	<b>13,158.78</b>	<b>11,824.31</b>	<b>10,017.94</b>



## Hindustan Petroleum Corporation Limited

### Performance Profile

	'000 Tonnes				
<b>SALES VOLUME *</b>	<b>2014-15</b>	2013-14	2012-13	2011-12	2010-11
<b>Light Distillates</b>					
Liquified petroleum gas	4,707.00	4,251.56	4,073.41	3,957.80	3,700.04
Naphtha	1,014.04	712.63	674.59	778.77	875.69
Motor spirit	4,999.61	4,422.16	4,070.66	3,869.06	3,599.97
Hexane	15.52	18.22	19.47	23.45	14.77
Propylene	13.93	19.66	48.85	52.30	41.44
<b>Sub-total</b>	<b>10,750.10</b>	9,424.22	8,886.98	8,681.38	8,231.91
<b>Middle Distillates</b>					
Mineral turpentine oil	41.24	43.00	36.88	37.35	42.67
Aviation turbine fuel	505.53	445.29	567.30	768.24	698.56
Superior kerosene oil	1,294.87	1,308.00	1,375.30	1,549.13	1,685.29
High speed diesel	15,834.33	15,973.03	15,459.50	14,216.02	12,328.00
JBO/WO	3.79	2.07	0.96	1.37	2.25
Light diesel oil	161.19	179.17	175.87	171.00	157.95
<b>Sub-total</b>	<b>17,840.95</b>	17,950.55	17,615.80	16,743.11	14,914.72
<b>Lubes &amp; Greases</b>	<b>442.72</b>	482.12	470.94	426.63	413.57
<b>Heavy Ends</b>					
Furnace oil	1,459.34	1,590.27	1,794.17	2,243.47	2,008.04
Low sulphur heavy stock	177.52	227.63	187.09	220.16	273.76
Bitumen	976.47	1,007.45	1,056.13	930.24	810.17
Others	304.20	282.63	306.92	239.39	379.89
<b>Sub-total</b>	<b>2,917.54</b>	3,107.98	3,344.30	3,633.26	3,471.86
<b>Total</b>	<b>31,951.30</b>	30,964.87	30,318.03	29,484.38	27,032.06
* Including Exports					
<b>MARKETING NETWORK (Nos.)</b>	<b>31.03.2015</b>	31.03.2014	31.03.2013	31.03.2012	31.03.2011
Regional offices	100	100	101	101	101
Terminals/Installations/TOPs	36	35	34	33	32
Depots (including exclusive lube depots)	91	90	90	90	93
LPG bottling plants	45	46	45	45	44
ASFs	35	35	35	34	32
Retail outlets	13,233	12,869	12,173	11,253	10,212
SKO/LDO dealers	1,638	1,638	1,638	1,638	1,638
LPG distributors	3,952	3,506	3,194	2,897	2,633
LPG customers (in crores)	4.77	4.37	3.99	3.62	3.28



## Performance Profile

	'000 Tonnes				
<b>PRODUCTION VOLUME - MUMBAI REFINERY</b>	<b>2014-15</b>	2013-14	2012-13	2011-12	2010-11
<b>Light distillates</b>					
Liquified petroleum gas	378.70	379.50	440.60	448.60	253.70
Naphtha	499.46	382.90	408.97	491.20	390.90
Motor spirit	1,296.91	1,328.60	1,357.59	1,182.50	935.40
Hexane	8.21	17.00	16.65	26.10	12.60
Solvent 1425	3.12	11.20	5.47	8.20	4.10
<b>Sub-total</b>	<b>2,186.41</b>	2,119.20	2,229.28	2,156.60	1,596.70
<b>Middle distillates</b>					
Mineral turpentine oil	37.68	41.90	36.19	40.50	44.20
Aviation turbine fuel	408.78	500.90	536.65	587.10	543.30
Superior kerosene oil	190.86	272.50	330.93	285.20	69.30
High speed diesel	2,504.49	2,234.40	2,201.83	1,979.20	1,902.40
Light diesel oil	69.55	84.10	84.10	93.40	87.90
<b>Sub-total</b>	<b>3,211.36</b>	3,133.80	3,189.71	2,985.40	2,647.10
<b>LOBS/TOBS</b>	<b>294.61</b>	385.80	361.99	382.40	300.20
<b>Heavy ends</b>					
Furnace oil	665.01	804.90	847.49	1,018.00	1,034.70
Low sulphur heavy stock	(10.60)	4.20	(1.39)	8.30	48.20
Bitumen	522.40	612.20	631.07	577.40	430.20
Others (including input of BH gas)	95.52	135.60	(33.51)	(83.70)	(58.90)
<b>Sub-total</b>	<b>1,272.33</b>	1,556.90	1,443.66	1,520.00	1,454.20
<b>Total</b>	<b>6,964.71</b>	7,195.70	7,224.65	7,044.40	5,998.20
Intermediate stock differential	(23.94)	29.60	(54.52)	(116.90)	146.70
Fuel & loss	556.19	534.20	584.66	592.80	505.10
<b>Grand total</b>	<b>7,496.95</b>	7,759.50	7,754.78	7,520.30	6,650.00



## Performance Profile

	'000 Tonnes				
<b>PRODUCTION VOLUME - VISAKH REFINERY</b>	<b>2014-15</b>	2013-14	2012-13	2011-12	2010-11
<b>Light Distillates</b>					
Liquified petroleum gas	428.73	423.33	382.75	360.80	281.10
Naphtha	518.69	331.05	251.38	270.00	448.20
Motor spirit	1,545.43	1,347.62	1,258.69	1,357.50	1,097.30
Propylene	14.40	19.35	48.02	52.70	41.90
<b>Sub-total</b>	<b>2,507.25</b>	2,121.35	1,940.84	2,041.00	1,868.50
<b>Middle Distillates</b>					
Mineral turpentine oil	0.33	-	-	-	-
Aviation turbine fuel	76.73	40.22	65.73	60.00	57.50
Superior kerosene oil	614.42	615.67	582.38	640.20	704.90
High speed diesel	3,616.88	3,007.00	3,116.26	3,438.00	3,233.60
JBO	2.79	2.13	0.75	1.00	2.30
Light diesel oil	88.85	101.63	84.76	83.10	93.00
<b>Sub-total</b>	<b>4,400.00</b>	3,766.64	3,849.88	4,222.30	4,091.30
<b>Heavy Ends</b>					
Furnace oil	722.82	825.77	1,025.60	1,220.70	1,020.50
Low sulphur heavy stock	197.32	162.22	183.29	139.30	150.20
Bitumen	384.35	340.06	394.65	367.20	295.90
Others	1.51	(39.16)	31.40	26.30	205.80
<b>Sub-total</b>	<b>1,306.00</b>	1,288.90	1,634.94	1,753.50	1,672.40
<b>Total</b>	<b>8,213.26</b>	7,176.89	7,425.65	8,016.80	7,632.20
Intermediate stock differential	(94.97)	7.78	(5.00)	24.50	(28.30)
Fuel & loss	652.15	587.74	607.81	641.00	595.80
<b>Grand total</b>	<b>8,770.43</b>	7,772.41	8,028.47	8,682.30	8,199.70