

**Part-II****PERFORMANCE EVALUATION CRITERIA & OTHER TARGETS**

2.1 Numaligarh Refinery Limited undertakes to achieve performance targets for the year 2010-11 as follows:

S.N	Criterion	Unit	Weightage Marks	Criterion Value 2010-11					Very Good Target 2009-10
				1	2	3	4	5	
				Excellent	Very Good	Good	Fair	Poor	

**Part A****Common Parameters****I. STATIC FINANCIAL PARAMETERS**

<b>I. STATIC FINANCIAL PARAMETERS</b>										
1	<b>a. Financial Performance Indicators</b>									
i.	Gross Margin/Gross Block	%	2.0	8.50	7.60	7.03	6.38	5.68		<b>18.61</b>
ii.	Net Profit/Net Worth	%	10.0	2.78	1.96	1.43	0.83	0.17		<b>11.13</b>
iii.	Gross Profit/Capital Employed	%	10.0	5.52	4.15	3.26	2.26	1.16		<b>17.92</b>
2	<b>b. Financial Indicators - Size</b>									
i.	Gross Margin	Rs/Crores	8.0	304.67	272.40	251.75	228.63	203.51		<b>623.85</b>
ii.	Gross Sales	Rs/Crores	4.0	8,634.83	8,224.16	7,823.76	7,419.01	7,013.73		<b>8,176.03</b>
3	<b>c. Financial Returns</b>									
i.	PBDIT/Total Employment	Rs Lacs/Employee	7.0	37.61	33.63	31.08	28.23	25.12		<b>77.02</b>
ii.	Added Value / Sales	%	9.0	0.86	0.53	0.30	0.02	(0.32)		<b>-</b>
<b>Sub-Total (Static Financial Parameters)</b>			<b>50.0</b>							

The absolute values of Gross Profit, Net Profit, Capital Employed and Net Worth are as follows :

(Rs. Crores)

	Excellent	Very Good	Good	Fair	Poor
Gross Profit	127.31	95.04	74.39	51.27	26.15
Capital Employed	2,305.85	2,292.14	2,283.37	2,273.55	2,262.86
Net Profit after tax	70.53	49.41	35.89	20.75	4.30
Net Worth	2,539.94	2,526.23	2,517.45	2,507.63	2,496.96
Value Added	74.09	43.19	23.41	1.28	(22.78)