

**Break-up of Income & Expenditure (Preceding 4 Years)**

PARTICULARS	2010-11 MOU	2009-10 MOU	2008-09 Actual with Adj	2007-08 Actual with Adj	2006-07 Normative	2005-06 Normative
Net Profit After Tax as per Accounts	49.41	286.75	480.82	656.68	419.26	309.17
Add : Interest	19.57	8.03	21.43	23.24	20.56	34.71
Depreciation	177.36	177.85	145.94	155.66	157.62	139.46
Deferred Revenue Expenses	-	-	-	-	-	-
Tax (including Deferred Tax)	26.06	151.23	244.97	123.15	(4.15)	13.20
Gross Profit before Dep., Interest and Taxes as per Accounts	272.40	623.85	893.15	958.73	593.28	496.54
Add : Adjustments on account of prior year items	-	-	(4.96)	(7.96)	-	(2.80)
Gross Margin (as per MOU)	272.40	623.85	888.19	950.77	593.28	493.74

Note : The above Gross Margin is for the target Excellent and Very Good.

2. NET PROFIT AS A PERCENTAGE OF NET WORTH / CAPITAL EMPLOYED

PARTICULARS	2010-11 MOU	2009-10 MOU	2008-09 Actual with Adj	2007-08 Actual with Adj	2006-07 Normative	2005-06 Normative
Gross Margin as per MOU	272.40	623.85	888.19	950.77	593.28	493.74
Less : Depreciation	177.36	177.85	145.94	155.66	157.62	139.46
: Deferred Revenue Expenses	-	-	-	-	-	-
: Prior period adjustments	-	-	(4.96)	(7.96)	-	(2.80)
Gross Profit as per MOU	95.04	446.00	747.21	803.07	435.67	357.08
: Interest	19.57	8.03	21.43	23.24	20.56	34.71
: Tax (including Deferred Tax)	26.06	151.23	244.97	123.15	(4.15)	13.20
Net Profit as per MOU	49.41	286.75	480.82	656.68	419.26	309.17
Break-up of Capital Employed (excl.CWIP)						
Net Fixed Assets	1,968.88	1,872.69	1,821.06	1,922.74	2,014.61	1,936.86
Working Capital	323.26	616.53	692.61	679.22	279.69	295.15
Capital Employed @	2,292.14	2,489.22	2,513.67	2,601.96	2,294.30	2,232.00
Break-up of Network						
Share Capital	735.63	735.63	735.63	735.63	735.63	735.63
Reserve and Surplus	1,790.60	1,839.61	1,860.20	1,792.33	1,159.80	866.03
Less : Miscellaneous Expenditure	-	-	-	-	-	-
Net Worth @	2,526.23	2,575.24	2,595.83	2,527.96	1,895.43	1,601.66
Gross Profit as a % of Capital Employed	4.15%	17.92%	29.73%	30.56%	18.99%	16.00%
Net Profit after Tax as a % of Net Worth	1.96%	11.13%	18.52%	25.98%	22.12%	19.30%

@ Net Worth / Capital employed represents the position as at the end of the financial year.