



BHARAT PETROLEUM CORPORATION LIMITED



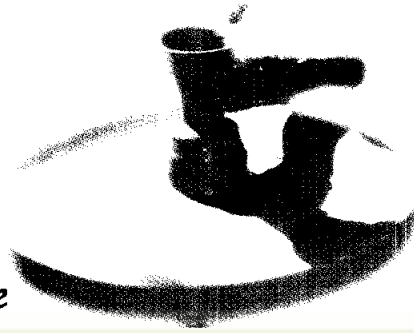
ANNUAL REPORT 2000-2001

## *Delivering value through innovation*

*We believe in moulding ourselves to fulfil the diverse expectations of our customers and stakeholders.*

*We draw our support and sustenance from our customers and their satisfaction is our greatest concern.*

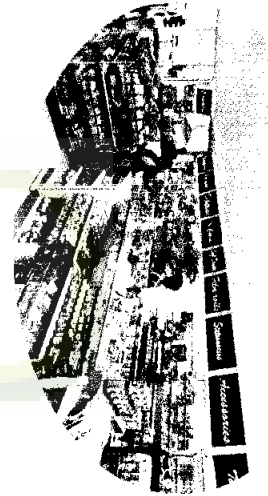
*With the latest technology in hand, we have adapted ourselves to suit the ever-changing external environment and to cater to the needs of the broad clientele of society.*



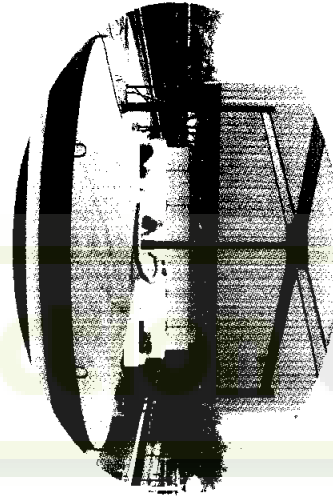
*For us, the level of customer satisfaction is the stimulant for human effort and initiative, a reward for risk-taking, a resource for growth and a sign of sound corporate health and efficiency.*

*We mould ourselves to change your lives.*

# Performance Highlights



Impressive gross profit of Rs. 20.33 billion;  
growth of 17 % over previous year



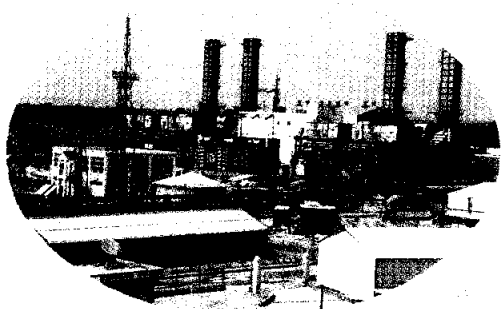
Gross margin (Refinery) of Rs. 9.55 billion;  
growth of 35 % over previous year



Sales turnover surged to Rs. 468.53 billion;  
growth of 31 % over previous year



Record net profit of Rs.8.20 billion;  
growth of 16.5 % over previous year



Acquisition of KRL and NRL to bridge the  
production-sales gap and exploit  
value maximisation opportunities

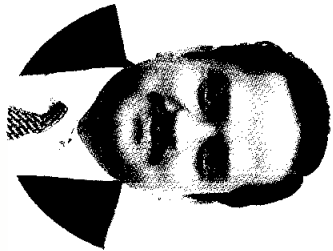


One of the best SAP Implementations  
in India, winning the SAP Star  
Implementation award

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# Board of Directors



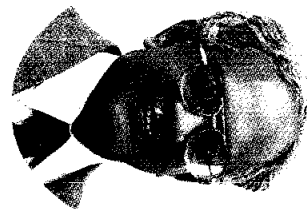
**U. SUNDARARAJAN**  
*Chairman &  
Managing Director*



**M.B. LAL**  
*Director (Refineries)*



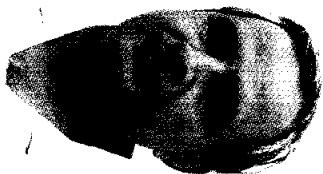
**ASHOK SINHA**  
*Director (Finance)*



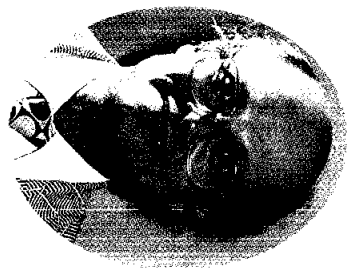
**S.A. NARAYAN**  
*Director  
(Human Resources)*



**B. MOHANTY**  
*Joint Advisor  
(Finance),  
Ministry of Petroleum  
& Natural Gas*



**NARESH NARAD**  
*Additional Secretary,  
Ministry of Petroleum  
& Natural Gas*



**P.N. KHANDWALLA**  
*Director*

**D.M. NAIK BENGRE**  
*Company Secretary*

## *Bankers*

State Bank of India

Union Bank of India

Corporation Bank

Bank of India

State Bank of Patiala

Central Bank of India

Standard Chartered  
Grindlays Bank

Standard Chartered Bank

ABN Amro Bank N.V.

ICICI Bank

HDFC Bank

State Bank of Travancore

Indian Bank



**S. BEHURIA**  
*Director (Marketing)*



**K.V. RAO**  
*Joint Secretary (Ports),  
Ministry of Shipping  
(upto 22.8.01)*



**P.P. KALIAPERUMAL**  
*Director*



**K. VASUDEVA**  
*Director*

## *Auditors*

RSM & Co.

Mehra Goel & Co.

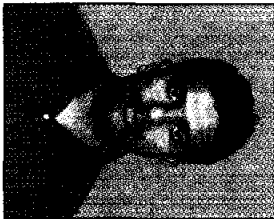
## *Registered Office*

Bharat Bhavan,  
4 & 6 Currimbhoy Road,  
Ballard Estate,  
Mumbai 400 001.

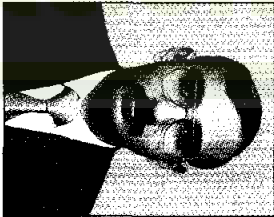
# Innovation Awards



*Sri Ram Naik, Hon'ble Minister for Petroleum & Natural Gas presents the National Petroleum Management Programme (NPMP) Award for Excellence in Creativity & Innovation : 1999-2000 to S.P. Mathur, P.C. Srivastava, Gopalkrishnan, P.V. Kumar, Atul Maini, Rajesh Sharma & Samir Mathur.*



*Ranjan Nair*



*S. R. Kulkarni*



*Samir Mathur*



*Maintenance Department Team, Refinery (comprising 37 members)*

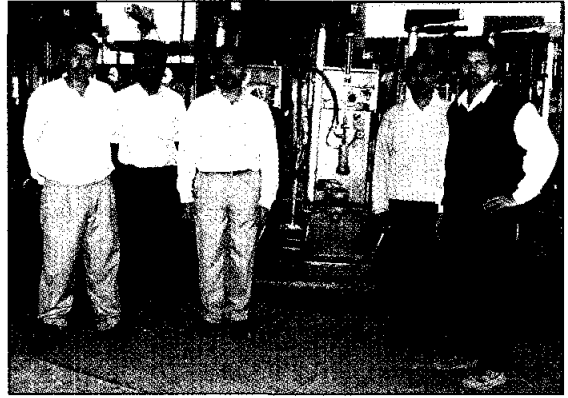
***Won Chairman's Award for the Best Idea of the Year***



## AWARDS



*R.V. Deshmukh &  
S. Banerjee (also in team:  
M.I. Khan, Aneet Mohan,  
S.S. Batar, A.K. Mishra,  
R. Shah, A.T. Hattiwale,  
S.S. Saroj & R.P. Pottai)*



*Ramnath, G. Krishna, C. V. Ravikumar,  
U. C. Patel & Surender Gahlot*



*R. Ganesh Babu &  
Louis C. Painadath*



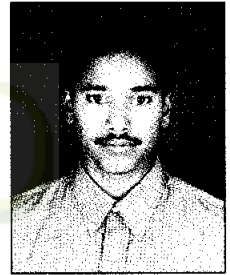
*Rahul Tandon & K. Venkatesan*



*Akash Tiwari*



*H.S. Gayathri*



*S.V.L. Narayana*

## NPMP AWARDS



*R. R Ghalsasi, S. C. Patil, Ajay Gupta, A. L. Juikar,  
V. M. Padhye, B. B. Chaudhary & A. K. Goel.  
(also in team: A. Ahmed)*



*Shankar Karajagi, D. Gandha,  
B. Rana, R. Pawar & B. Rathod*

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भारत के सच्चे सपूत को  
भारत पेट्रोलियम का

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rewrite destiny.

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can't help  
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smoother  
flight.



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SmartFuel. It's a great way of controlling and  
managing fleet operations. It helps you  
reduce operational and maintenance costs. And it makes your  
fleet more efficient. So, if you're looking for a way to  
control your fleet, Bharat Petroleum's SmartFuel is the way to go.

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hours or at your Convenience  
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New LPG Connections on Demand  
Purchase of Hotplate not Obligatory  
Regular Safety Education

