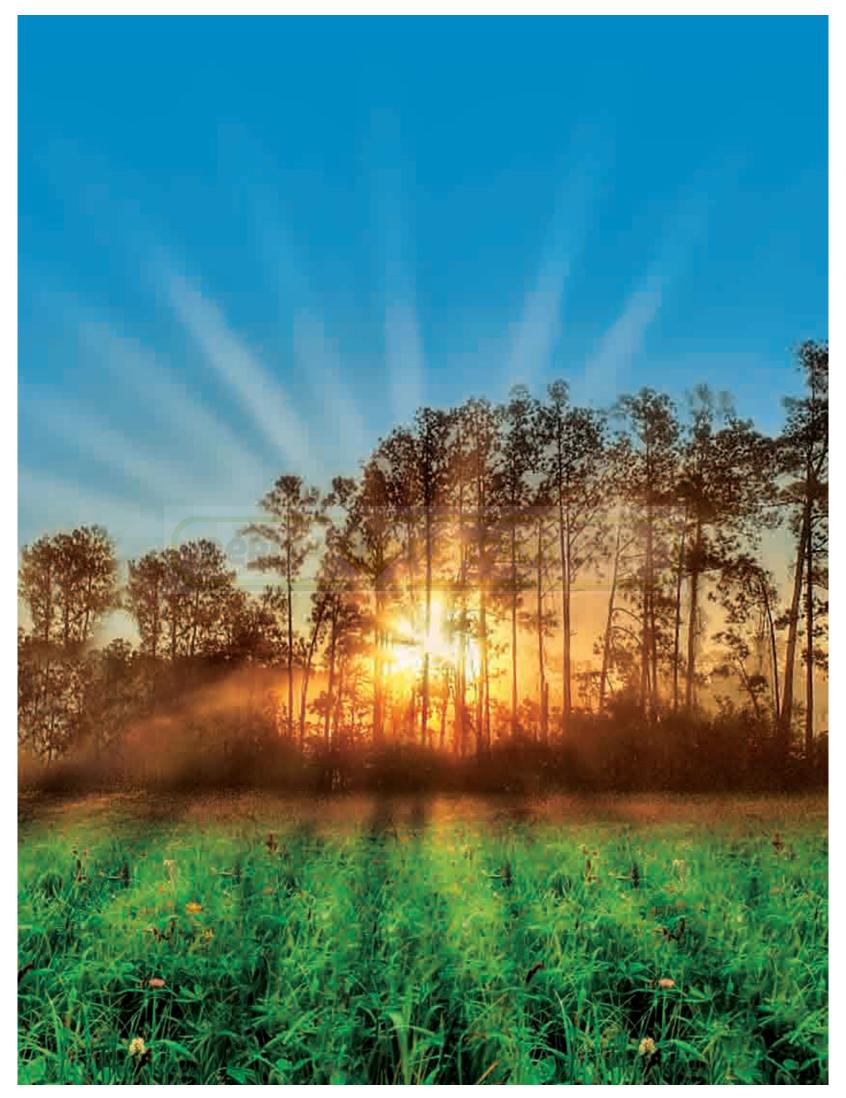


# ANNUAL REPORT

2006-2007



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# Energising Lives Through Innovation

An organisation's progress can be traced by the energy it generates - in its people, in its customers, in its stakeholders and in the environment.

Committed to energising lives, we at Bharat Petroleum continuously strive to reach new milestones, by synergizing efforts to achieve our goals.

On a growth trajectory, we endeavour to respond swiftly to market challenges, pioneering initiatives and surpassing customers' expectations throughout.

Sharing of ideas, knowledge and creative energy has yielded excellent results. Leveraging technology to meet our diverse needs, we draw on our talented bank of human resources to innovatively explore the myriad opportunities available.

Juxtaposed with economic progress, our corporate goals encompass social responsibility, health, safety and care for the environment.

By virtue of our unique role in the nation's drive to prosperity, we touch the lives of everyone, directly or indirectly.

At BPC, we energise growth.





Market sales including exports progressed to 25.38 MMT



Sales Turnover surged by 26.51% touching Rs. 1090.79 billion

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ASHOK SINHA Chairman & Managing Director



S. A. NARAYAN Director (Human Resources)



S.RADHAKRISHNAN Director (Marketing)



S. K. JOSHI Director (Finance)



R. K. SINGH Director (Refineries)



**P. K. SINHA** Joint Secretary & Financial Advisor, Ministry of Petroleum & Natural Gas



AJAY TYAGI Joint Secretary, Ministry of Petroleum & Natural Gas (upto 17.11.2006)



P. C. SEN

D. N. NARASIMHA RAJU Joint Secretary Ministry of Petroleum & Natural Gas (w.e.f. 6.12.2006 upto 19.4.2007)



A.H. KALRO

N. VISWAKUMAR Company Secretary



P. H. KURIAN Secretary, Investment Promotion, Government of Kerala (w.e.f. 23.4.2007)



V.D.GUPTA



N. VENKITESWARAN (w.e.f. 16.7.2007)

# Bankers

STATE BANK OF INDIA UNION BANK OF INDIA CORPORATION BANK BANK OF INDIA STATE BANK OF PATIALA CENTRAL BANK OF INDIA DEUTSCHE BANK STANDARD CHARTERED BANK ABN AMRO BANK N.V. ICICI BANK HDFC BANK STATE BANK OF TRAVANCORE INDIAN BANK

# Auditors

V. SANKAR AIYAR & CO.

# **Share Transfer Agents**

DATA SOFTWARE RESEARCH CO. PVT. LTD. 22, SREE SOVEREIGN COMPLEX, 4TH CROSS STREET TRUSTPURAM, KODAMBAKKAM, CHENNAI 600 024

# **Registered Office**

BHARAT BHAVAN 4&6 CURRIMBHOY ROAD, BALLARD ESTATE, MUMBAI 400 001.



Mr. S.K. Joshi, Director (Finance), Mr. S.A. Narayan, Director (Human Resources), Mr. Ashok Sinha, Chairman & Managing Director, Mr. S. Radhakrishnan, Director (Marketing) and Mr. R.K. Singh, Director (Refineries)

Ms. I. Sasikala Mr. A.K. Bansal	Chief Vigilance Officer	Mr. I. Srinivas Rao	General Manager LNG Marketing, (Industrial)
Mr. B.K. Datta	Executive Director (Corporate Affairs) Executive Director	Mr. John Minu Mathew	General Manager (Technical),
	(Supply Chain Optimization)	Mr. I.O. Oalah:	Kochi Refinery
Mr. C.K. Sengupta	Executive Director (International Trade)	Mr. J.S. Sokhi	General Manager (Retail Initiatives), RHQ
Mr. D.M. Reddy	Executive Director (Human Resources Services)	Mr. K. N. Ravindran	General Manager (Projects), Kochi Refinery
Ms. Dipti Sanzgiri	Executive Director	Mr. K.V. Seshadri	General Manager (Operations), Refinery
	(Finance & Internal Coach), Retail	Mr. K.V. Shenoy	General Manager
Mr. E. Nandakumar	Executive Director, Kochi Refinery	<b>•</b> • • • • • • •	(Highway Retailing), HQ
Mr. J. Ravichandran	Executive Director (Audit)	Capt. M.J. Mohan	General Manager (Human Resources), Kochi Refinery
Mr. K.K. Gupta	Executive Director (Lubes)	Mr. M.K. Kaul	General Manager (Engineering &
Dr. M.A. Siddiqui	Executive Director (Research & Development)		Advisory Services), Mumbai Refinery
Mr. P.S. Bhargava	Executive Director, Mumbai Refinery	Mr. M.M. Chawla	General Manager (Pipeline Projects), E&P
Mr. R.M. Gupta	Executive Director	Ms. Monica Widhani	General Manager (Sales), Retail North
-	(Engineering & Projects)	Mr. N.S. Ramu	General Manager (Retail), South
Mr. S. Chatterjee	Executive Director	Mr. N. Viswakumar	Company Secretary
	(Industrial & Commercial)	Mr. P. Balasubramanian	General Manager
Mr. S. Krishnamurti	Executive Director (Retail) In-Charge		(Management Accounts)
Mr. S.K. Jain	Executive Director (LPG)	Mr. P. C. Srivastava	General Manager, LPG North
Mr. S. Mohan	Executive Director (Human Resources Development)	Mr. Pallav Ghosh Mr. P. Padmanabhan	General Manager (Retail), Headquarters General Manager (Technical),
Mr. S.P. Gathoo	Executive Director		Mumbai Refinery
	(Integrated Information Systems)	Mr. R.K. Mehra	General Manager (Logistics) In-Charge
Mr. S. Ramesh	Executive Director (Retail), West	Mr. R.P. Natekar	General Manager (Treasury)
Mr. S. Varadarajan	Executive Director (Corporate Treasury)	Mr. S.B. Bhattacharya	General Manager (Marketing) Lubes,
Mr. U.N. Joshi	Executive Director (Planning)		Mumbai
Mr. A.C. Sen	General Manager (Health, Safety & Environment)	Mr. S. Chandramohan	General Manager (Finance), Mumbai Refinery
Mr. Anurag Deepak	General Manager	Mr. S.K. Mathur	General Manager (Co-ordination)
	(Industrial Business Development)	Mr. S. P. Mathur	General Manager (Aviation)
Mr. Arjun Hira	General Manager (Retail), North, In-Charge	Ms. Sumita Bose Roy	General Manager (International Trade)
Mr. A.R. Sarkar	General Manager (Materials)	Mr. Tomy Mathews	General Manager (Operations), Kochi Refinery
Mr. Amitabha Sengupta	- ( )	Mr. T. Somnath	General Manager – Talent Management
Mr. A.S. Bhatia	General Manager (Retail), East	Mr. Vinod Giri	General Manager (Marketing Corporate)
Mr. Basudev Rana	General Manager (Sales) I&C, Mumbai	Dr. G. Vasudev	Dy. General Manager (Quality Control Cell)
Mr. Brij Pal Singh	General Manager (Operations), Retail	Ms. Madhu Sagar	Dy. General Manager (Employee
Mr. George Paul	General Manager (Brand & ARB) Retail HQ	-	Satisfaction Enhancement), CO Dy. General Manager
Mr. G.S. Baveja	General Manager (Administration)	Mr. M.M. Somaya	(Brand & Public Relations)
Mr. G.S. Wankhede	General Manager (Operations), MMBPL	Mr. S.K. Agrawal	Dy. General Manager (Legal)
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# **Management Team**

# NOTICE TO THE SHAREHOLDERS

Notice is hereby given that the 54<sup>th</sup> Annual General Meeting of the Shareholders of Bharat Petroleum Corporation Limited (BPCL) will be held in the Y.B.Chavan Auditorium, at Yeshwantrao Chavan Pratishthan, General Jagannath Bhosale Marg, Mumbai 400021, on Wednesday, 19<sup>th</sup> September 2007, at 10.30 a.m. to transact the following Ordinary Business and Special Business :

# A. Ordinary Business

- To receive and adopt the Directors' Report and the Report on Corporate Governance, the Audited Profit & Loss Account for the year ended 31<sup>st</sup> March, 2007 and the Balance Sheet as at that date along with the Report of the Statutory Auditors and the Comments of the Comptroller & Auditor General of India.
- 2. To declare final dividend and to confirm interim dividend.
- To appoint a Director in place of Shri S.A.Narayan, Director (Human Resources), who retires by rotation in pursuance of Section 256 of the Companies Act, 1956. Shri S.A.Narayan, being eligible, offers himself for re-appointment.
- 4. To appoint a Director in place of Shri S.Radhakrishnan, Director (Marketing), who retires by rotation in pursuance of Section 256 of the Companies Act, 1956. Shri S. Radhakrishnan, being eligible, offers himself for re-appointment.
- 5. To appoint a Director in place of Shri S.K.Joshi, Director (Finance), who retires by rotation in pursuance of Section 256 of the Companies Act, 1956. Shri S.K.Joshi, being eligible, offers himself for re-appointment.

# B. Special Business

# 6. Appointment of Director

To consider and, if thought fit, to pass the following Resolution, with or without modifications, as an Ordinary Resolution :-

"RESOLVED that Shri. P. H. Kurian, Secretary (Investment Promotion), Govt. of Kerala, be and is hereby appointed as Director of the Company."

# 7. Appointment of Director

To consider and, if thought fit, to pass the following Resolution, with or without modifications, as an Ordinary Resolution :-

"RESOLVED that Prof. N. Venkiteswaran, be and is hereby appointed as Director of the Company."

By Order of the Board of Directors

Sd/-(N. VISWAKUMAR) Company Secretary

# Registered Office: Bharat Bhavan, 4 & 6 Currimbhoy Road, Ballard Estate, Mumbai – 400 001. Date: 6<sup>th</sup> August 2007



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Bharat Petroleum Corporation Limited