

IPOL
LUBRICANTS

GP
GP⁺
GLOBAL



ANNUAL REPORT
2017-18

GP PETROLEUMS LIMITED

BOARD OF DIRECTORS

Mr. Manan Goel, Chairman
Mr. Prerit Goel, Vice Chairman
Ms. Pallavi Goel, Director
Mr. Ayush Goel, Director
Mr. Jagat Singh, Independent Director
Mr. Bhaswar Mukherjee, Independent Director
Mr. Narotamkumar G. Puri, Independent Director
Mr. Sudhakara Rao Ravipati, Independent Director

KEY MANAGERIAL PERSONNELS

Mr. Hari Prakash Moothedath, Chief Executive Officer
Mr. Arjun Verma, Chief Financial Officer
Mr. Shiv Ram Singh, Company Secretary & Compliance Officer

AUDITORS

STATUTORY AUDITORS

PNG & Co., Chartered Accountants

INTERNAL AUDITORS

Pricewaterhouse Coopers Pvt. Ltd, Chartered Accountants

COST AUDITORS

Mr. Dilip Bathija, Cost Accountant

SECRETARIAL AUDITORS

CS Punit Shah, Practicing Company Secretary

BANKERS

Axis Bank
Dena Bank
HDFC Bank

REGISTERED OFFICE

804, Ackruti Star, MIDC Central Road,
MIDC, Andheri East,
Mumbai - 400 093 (MH)
Tel. No.022 6148 2500 | Fax No. 022 6148 2599
E-Mail : cs.gppl@gpglobal.com
Website: www.gppetroleum.co.in
CIN: L23201MH1983PLC030372

REGISTRAR & SHARE TRANSFER AGENT

M/s Sharex Dynamic (India) Pvt. Ltd.
Unit No.1 Luthra Industrial Premises,
Andheri Kurla Road, Safed Pool, Andheri East
Mumbai 400 072 (MH)
Tel. No.022 2851 5606/5644 | Fax No. 022 2851 2885
E-Mail : investor@sharexindia.com
Website: www.sharexindia.com

PLANTS

- i) Plot No. 5 to 14,
Behind Dewan & Shah Industrial Estate,
Valiv,
Vasai East - 401 208 (Maharashtra)
- ii) Survey No. 97/2, Daman Industrial Estate,
Daman Pataliya Road Kadaiya.
Nani Daman - 396 210 (Daman and Diu)

FORWARD LOOKING STATEMENTS

In this report we have disclosed forward looking information so that the investor can better understand the Company's future prospects and make informed decisions.

The Report and other oral and written statements that we make from time to time contain such forward looking statements that set out anticipated results based on management's plan and assumptions. We have tried wherever possible to identify such statements by using words such as anticipate, estimate, expect, projects, intends, plan, believes and words and terms of similar substance in connection with discussion of future operating or financial performance. We cannot guarantee that any forward looking statement will be realized, although we believe that we have been prudent in our plan and assumptions. Achievements of future results are subject to identification and mitigation of risks & uncertainties and accuracy of the assumptions. If any risk or uncertainties could not be mitigated or if any assumptions prove inaccurate, actual results could vary from those anticipated, estimated or projected. Investor should bear this in mind as they consider forward looking statements.

We undertake no obligation or publicly update any forward looking statements, whether as results of new information, future events and/or otherwise.

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COMPANY PROFILE

GP Petroleums Limited is a listed company & primarily into manufacturing of Lubes & Greases in India & is a part of a multi-billion global oil conglomerate GP Global Group, head quartered in UAE.

GP Petroleums Limited – INDIA

GP Petroleums Ltd., India, is an ISO 9001:2008, EMS 14001:2004 & OHSAS 18001 certified company, specializes in formulating, manufacturing and marketing, industrial & automotive lubricants, process oils, transformer oils, greases and other specialties under the brand name of IPOL in India and internationally for more than four decades.

The IPOL brand of GP Petroleums has established itself as one of the well accepted industrial and automotive lubricants in India with a wide network of Distributors and Dealers in the country. The company has well equipped manufacturing facilities, with automated filling & packaging stations. GP has invested in high precision quality-control and product development labs to meet the growing needs of premium lubricants.

GP Petroleums plants in India has an annual production capacity of 80,000 KL. It also has an in-house Base Oil Storage facility of 15,000 KL which is one of the largest in the Indian industry, it ensures consistency of quality and supply security.

The company has planned for upgrading and refurbishing the plant and lab to meet its ambitious growth plans and to meet global standards and OEM expectations.

IPOL has one of the widest ranges of products carefully designed to suit various applications and deliver high performances. These are available in a variety of pack sizes as per market needs. The products have several latest national and international performance specifications and approvals to their credit such as API, JASO, ACEA etc. other than OEM credentials.

Acquired	2014 – NSE & BSE Listed Entity
Location	Mumbai, India
Production Capacity	80,000 KL p.a.
Feedstock	Base Oil and additives
Output	Industrial and Automotive Grease & Lubricants, Rubber Process Oils

Automotive and Industrial Range of Products

Automotive Lubricants

- Automotive Engine Oils
- Automotive Gear and Transmission Oils
- Greases and Specialties
- Diesel Exhaust Fluid – 'Clear Blue'

Industrial Lubricants

- Industrial Oils
- Industrial Specialty Oils
- Rubber Process Oils
- White Oils and Specialties
- Industrial Greases
- Metal Working Fluids

To increase the contribution of auto division and significantly increase its presence in the premium Automotive market, the company has formed a strategic tie-up with Spanish oil major Repsol in year 2016, to exclusively manufacture and market Repsol branded, premium quality lubricants across India.

Headquartered in Madrid, Repsol is a global and integrated company, present along the entire value chain. Repsol is one of the world's leading publicly-traded oil and gas companies. The company operates in the areas with the most energy potential around the world and has one of the most efficient refining systems in Europe. Repsol is present in 37 countries employing over 24,000 people. The company has business activity across the entire value chain, including hydrocarbon exploration and production, refining, transport, chemicals, service stations and the development of new energy solutions.

Repsol branded products came with added benefits and special features that caters to the newly emerging premium and top-end segment across markets in the country.

REPSOL lubricants are developed in the state of the art global R&D centre in Spain, which caters to the newly emerging premium and top end segments. These premium products are produced by GP Petroleums Ltd in its own manufacturing plants Vasai, Mumbai & Daman, in India, with modern testing facilities, in accordance to the stringent quality standards, certified by Repsol S A, Spain.

GP Petroleums Limited looks forward to exciting activity in the Indian Automotive lube space together with Repsol and support the Make in India initiative by manufacturing Repsol lubricants in our plants in India.

GP Global Group – UAE Head Office & Units

GP Global enables economic development by offering bespoke solutions to satisfy the commodity needs of businesses and communities worldwide. It understands that global progress and economic development requires innovative and bespoke commodity solutions. That's why it has made its business to deliver comprehensive and integrated solutions to clients who are forging the building blocks of economies around the world.

GP Global products are at work around the globe wherever new infrastructure is developed, machinery and industry spin into gear, and a complicated system of logistics connects countries and economies. GP Global is a multi- billion dollars business that is rapidly expanding to catalyse economic growth by supporting clients in existing markets while unlocking potential in new geographies.

GP Global has set apart by the synergies our complementary business lines unlock to create commercial success. We also have the ability to tailor turnkey answers to client needs and create solutions that meet their specific requirements. It is present around the globe and actively engaged in linking markets through new and exciting channels of opportunity and trade.

GP Global is engaged in complementary business streams that combine to shape turnkey solutions that meet customer needs in the commodity sector.

GP Global - Business

- Refining
- Lubricants
 - IPOL
 - Repsol
 - MAG Lube
 - Grease
 - Third Party Blending
 - Rubber Process Oils (RPO)
- Bitumen
 - ECO
- Storage Terminals
 - Hamriyah Terminal
 - Fujairah Terminal
 - Pipavav Terminal
- Oil & Gas Trading
 - Fuel Oil
 - Distillates
 - LPG
 - Base Oil
 - Bitumen
- Bunkering
- Soft Commodities
 - Agri Trading
 - Coal & Petcoke
- Retail
 - Retails Stations
- Shipping & Logistics

GP PETROLEUMS IN ACTION



Left to right – Sumit Verma, DGM Marketing GP Petroleums Limited, Ashok Goel, Group Chairman GP Global Group, Suresh Raina, Cricket Player BCCI India, Priyanka Raina, wife of Suresh Raina, Ayush Goel, Director GP Petroleums Limited.

GP Petroleums Limited has signed an esteemed Indian Cricket Player Mr Suresh Raina to endorse its brand IPOL.



IPOL
LUBRICANTS

**Feel the Power
Trust IPOL**



Premium Quality Lubricants



GP Petroleums Ltd.
A GP GLOBAL COMPANY 
803/804, Aakrushi Star, 8th Floor, MIDC, Andheri (E), Mumbai - 400 093
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Sudhir Goyel, Group Managing Director GP Global Group during employee recognition program at GP Petroleums Limited.



Left to Right - Lucas Angelini, Director of Lubricants and Specialties, Repsol, Orlando Carbo, Head of Lubricants International, Repsol, Manan Goel Chairman GP Petroleums Limited, Sree Hari Iyer, Group CFO GP Global Group, Sudip Shyam, Global Head Base Oils & B.D. Lubricants, Prerit Goel Vice Chairman GP Petroleums Limited, Hari Prakash M, CEO GP Petroleums Limited, Sanjay Singh, COO MAG Lubes

Strategy meeting in Dubai between directors from Repsol & GP Global Group.



Proud sponsor of
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SERENDIPITY
ARTS
FESTIVAL
GOA | 15-22 DEC '17

Suresh Raina

Suresh Raina

GP Petroleums Limited
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MIDC, Andheri (E), Mumbai 400093, Maharashtra, India.
T : +91 22 61482500 www.gppetroleums.co.in Email : ipol@gpglobal.com



GP Petroleums with its brand IPOL has participated in Serendipity Arts Festival in Goa.

Brand reached to more than 5 Lac people walked in and media visibility was towards across India.

Champions' Choice



LOVE
FAMILY,
WEAR A HELMET



WEAR HELMET AND RIDE SAFELY

Repsol Lubricants. Manufactured and Marketed by GP Petroleums Limited (under license from Repsol Lubricants & Especialidades, S.A. Spain).
804, Ackruti Star, 8th Floor, MIDC Central Road, Opp. Ackruti Centre Point, MIDC, Andheri (E), Mumbai 400093 Maharashtra, India.



Nationwide Helmet Campaign was launched to promote safety among bikers & general public.

GP Petroleums has won 'Greatest Sales Growth in Lubricants' award from Repsol EMA 2017.



Left to Right - Arjun Verma, CFO GP Petroleums Limited, Hari Prakash M, CEO GP Petroleums Limited

IPOL new brand identity got revealed in one of the auto awards function organised by an auto trade magazine.



Left to Right – Sumit Verma, DGM Marketing, Victor Gomez Gallego, Technical Service & Development of Industrial Lubricants, Repsol, Maria del Carmen Alonso, Lubricant International Sales Manager EMEA Repsol, Jose Aguirre Muniesa, Lubricant Regional Sales Manager EMEA Repsol, Hari Prakash M, CEO GP Petroleums Limited

GP Petroleums launched Repsol Lubricant's synthetic range of engine oil for passenger car segment.



GP Petroleums Ltd.

VISION

“GP Petroleums Ltd., will be the preferred partners, for providing world class Lubricants & Services, by applying technology and creating innovative Business Solutions”.

MISSION

To be the most sought after partner for lubricants & value added services for our Customers.

•

To cater to the growing needs of Automotive, Industrial, Marine and Process oil markets through technology and compliance.

•

To ensure continuous improvement in operating efficiency and innovate, as we move ‘Towards New Horizons’.



CHAIRMAN'S MESSAGE



Dear Shareholders,

The Indian economy did face slower growth over the last 24 months due to transformational changes undertaken at the policy level. However, the latest IMF forecast reveals economic growth is expected to grow 7.4% in the current fiscal from 6.7% in FY18 and accelerate further in FY20 to 7.8%. In contrast to China which is estimated to slow, India will strengthen its position as the world's fastest-growing major economy.

This positive and encouraging growth momentum has been possible because of the transformational policy changes that inflicted short-term pain but propelled the national economy onto the fast track towards enhanced growth. Economic growth also brings along increased prosperity and improved standards of living thereby providing fillip to sales of vehicles and augments industrial consumption.

It would be pertinent to point out that your company is well placed to cater to the growing lubricants demand – both automotive and industrial resulting from higher vehicular and industrial equipment sales. Furthermore, we have successfully catered to the growing needs of automotive, industrial, marine and process oil markets through implementation of cutting-edge technologies and competent compliance systems.



Current & Future Strategy:

The IPOL brand has been growing in visibility and credibility through various initiatives like having cricketer Suresh Raina as brand ambassador, a complete change of packaging colour scheme to purple, reflecting the vibrance of the brand and launching new products like IPOL Clear Blue which will be required by most of the new technology engines to meet the emission norms of BS IV and BSVI.

Your company has also enhanced its distribution network in the premium automotive lubricant segment through the introduction of the Spanish brand REPSOL which has been well received by the market.

We have expanded our customer base in the manufacturing segment through Industrial lubricants which include Metalworking and specialty lubricants through a value selling approach. We have also secured a supply position with all tyre manufacturers for supply of Rubber Process oils.

We have invested in high precision quality-control and product development labs to meet global standards and OEM expectations. In addition to sprucing up outer décor of the plant, we have introduced de-aerator for grease manufacturing and new 50 kg capacity pilot kettle for R&D work.

Our endeavour has consistently been to be the preferred partner, for providing world-class lubricants and services by applying technology and creating innovative business solutions. All our efforts are focused towards catering to the growing needs of automotive, industrial, marine and process oil markets through technology and compliance. We aim to achieve our goals through continuous improvement in operating efficiency and innovate, as we move 'Towards New Horizons'.

Our stock points in various states cover all India market through well established distribution network. Additionally, the automotive lubricants are sold through a network of distributors and a wide spread of dealer network across the country. Industrial lubricants and rubber process oils are sold directly to key customers. The small and medium manufacturing establishments are serviced through a country wide network of distributors.

Our customer offering falls under three broad areas a) Direct product offers b) Product offer supported by technical services and c) A holistic package of fluid management solutions.

External Influence on Business:

Global crude prices rose sharply due to a multiple factor such as OPEC and Russia cutting supplies, declining production in Venezuela and geopolitical tensions. In April 2018, the price of the Indian basket of crude rose to an average of \$69.30 vis-à-vis \$47.56 and \$56.43 per barrel in FY17 and FY18 respectively. Anticipating this sharp spike in prices and in an endeavour to shield ourselves from such uncertain fluctuations, we maintained optimal stock level of base oils procured at economical prices subject to optimum usage of available storage space.

India has set for itself an ambitious target for increasing the Electric vehicles (EV) by 2030 and this is certainly expected to bring a transformational change across the automobile sector. However, it would be pertinent to point out that the need for lubricants would still remain significant for the next few decades as understood from the various research agencies in the oil & gas as well as from automotive OEMs.

The government's 'Make in India' policy aims to make India a global manufacturing hub. The ultimate objective is to enhance manufacturing's share of the nation's GDP. On our part, we have taken the step forward to make in India, the premium Spanish brand REPSOL lubricants in our plant in Vasai for which we have the license to manufacture and market in India. The push towards manufacturing activities by the Indian