



Annual Report 2011-12



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Enhancing Stakeholder Value

An organization exists to deliver value to its stakeholders and to contribute to society, partnering in the progress of the nation.

Driven to excel by our inspiring vision, we continuously strive to attain superior business performance in all our endeavours. Development of people and building a leadership pipeline remain our key thrust areas.

We constantly benchmark ourselves against the best in class global practices, harnessing technology and encouraging our enthusiastic workforce to synergistically achieve stretched targets.

We're committed to exploring opportunities, pioneering initiatives, nurturing relationships and energizing lives, while retaining the competitive edge in a dynamic business environment.

With a firm belief in responsible development, great importance is accorded to health, safety, security and environmental care. We continue our quest for renewable energies, as we're keen to build a better world for future generations.

BPCL . . . the hallmark of excellence !

Dear Shareowners,

I am extremely happy to communicate to you once again and to inform you that your Company has made significant progress on all fronts in the last year. This is reflected in the recently released Fortune Global 500 rankings for the year 2011-12, in which BPCL's ranking at 225 is a substantial improvement over the previous year's rank of 272. BPCL has also cemented its status as one of India's most respected corporate houses, when it was named among India's 50 Most Admired Companies in a recent list published in Fortune India Magazine. Leading companies were surveyed across parameters including corporate governance, innovativeness and talent management. These assessments by independent agencies and the positive financial results have been a vindication of the Company's concerted efforts to enhance stakeholder value. BPCL's excellent performance and consistent growth can be attributed to a strong and focused vision co-created by the employees across the Company, clarity in communication at all levels of the organisation and a meticulous execution plan.

Our foray into the upstream sector has shown great promise and our Exploration & Production arm, Bharat PetroResources Limited had last year reported some very important finds of Oil & Gas in Mozambique, Brazil and Indonesia. The gas finds in Mozambique in particular are truly world class and the consortium is carefully considering options for harnessing its entire potential. Although monetization is still sometime away and would involve large investments, the upstream initiative is looking set to deliver significant value to the stakeholders in the days ahead.

The Company is committed to sustain growth in the downstream sector and towards this end, the Board has recently approved the refinery expansion project at Kochi involving a capital outlay of around ₹ 14,225 crores. The Government of Kerala is actively supporting the project by extending fiscal incentives for the same. The refining capacity at Kochi will increase to 15.5 MMTPA on completion of this project, thereby ensuring that BPCL will be well placed to meet the growing demand for petroleum products in the country. The project will result in the refining facilities being modernised which will enable the refinery to produce Auto fuels conforming to Euro IV / V specifications and also lead to upgradation of the residue streams to produce distillates and petcoke. BPCL is also planning to enter the petrochemicals segment using the raw material to be produced at the refinery on the commissioning of the expansion project.

I am glad to inform you that we have recently signed an MOU with L G Chem, Korea, one of the world's leading players in the petrochemicals business. We are also looking at opportunities to undertake low cost expansion of the Bina Refinery which can take the refining capacity from the existing 6 MMTPA to 9 MMTPA. These projects, when completed, will ultimately transform the organisation and take it to the next level of growth.

Marketing continues to be the core area of our operations and catering to customer aspirations continues to be central to our existence. Taking this forward, BPCL has judiciously increased its retail presence and would continue to commission new retail outlets in markets which show strong growth potential including highways and rural areas. A bouquet of offerings to meet the customer needs including total automation of outlets and world class service to motorists are being made available to enhance customer loyalty.

To consolidate its presence in the LPG business, BPCL has recently commissioned a state-of-the-art Cryogenic LPG Import Terminal at Uran near Mumbai. Given that imports contribute significantly in meeting the requirements of bulk LPG, the terminal will go a long way in handling the growing volumes of LPG imports. Large investments are being planned in the Gas sector as we look at scaling up the business and having better access to the gas distribution infrastructure. The growth in the Indian industrial sector is bolstered by timely supplies from our portfolio of Industrial & Commercial fuels. International bunkering has been initiated through our Joint Venture Company, Matrix Bharat Pte Limited based in Singapore. Our MAK lubricants have regularly innovated to introduce products conforming to global standards and have established a growing presence in Sri Lanka, Nepal, Africa and Bangladesh. The Aviation sector has seen some volatile developments in recent times. However, BPCL has taken proactive steps to consolidate the business and seek fresh avenues for growth and development. Towards this end, BPCL has recently signed an MOU with Kannur International Airport Limited to have an equity stake in the proposed new airport at Kannur in Kerala. Project CUBE (Customer Understanding for Business Excellence) was undertaken with a view to get to know our customers better and ensure that we meet their requirements. Initial results have been encouraging and efforts are currently on to strengthen the relationship with customers across all the businesses.

With demand for petroleum products increasing considerably, there is a need to set up additional storage

and distribution facilities in markets having strong growth potential. An integrated marketing infrastructure plan has been finalised to set up Installations, Depots, Bottling Plants, Aviation Stations and a lube blending plant. In addition, pipelines to transport products in a cost effective manner are being planned in a few locations.

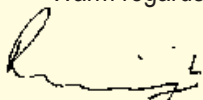
Apart from the fund requirements, we remain conscious of the fact that all the ambitious plans of the Company can be achieved only if we have the right people in the right job. BPCL is therefore, working towards developing a strong talent base and a robust succession plan. This can ensure that people with the requisite skills and expertise are available to take the organisation to the next level of growth. A lot of emphasis is being placed on project management and execution skills in view of the quantum of investments being planned. We are fortunate to have a dedicated team who are passionate about their work and spare no effort in striving for excellence in all their endeavours.

Even as BPCL continues to move forward on the growth path, we remain committed to meeting our social obligations as a caring Company. Our thrust on water conservation and primary education continues and we would like to make a significant contribution in these areas. The community at large is a major stakeholder for BPCL and it is our desire to ensure that we make a difference through our efforts and investments.

As I conclude, I would like to emphasise my abiding faith in the growth potential of India. There is no doubt that the current economic situation is tough; however, the country's strengths far outweigh the weaknesses and therefore, the days ahead should see strong growth in all areas. BPCL is gearing itself to meet the growing demand for energy in the years ahead. At the same time, we would also like to equip ourselves to meet the likely competitive pressures. The future looks very promising and I remain confident that we will be in a position to deliver substantial returns on your investment in the Company. Towards this, we have recently declared a generous bonus issue of equity shares in the ratio of one new share for every share held.

I, along with my fellow Directors, look forward to your continuing support as we embark on a journey which promises to be exciting and rewarding to every stakeholder.

Warm regards



R. K. SINGH
Chairman & Managing Director



Board of Directors



R.K. SINGH
Chairman & Managing Director



K. K. GUPTA
Director
(Marketing)



B. K. DATTA
Director (Refineries)
(w.e.f. 1.8.2011)



S. K. JOSHI
Director (Finance)
(up to 31.8.2011)



S. VARADARAJAN
Director (Finance)
(w.e.f. 1.9.2011)



P. K. SINHA
Special Secretary &
Financial Advisor, MOP & NG
(up to 28.2.2012)



R. N. CHOUBEY
Director General
DGH, MOP & NG
(w.e.f. 10.8.2012)



A. K. SHARMA
Secretary (IP)
Government of Kerala



N. VENKITESWARAN
Director



H. M. JAGTIANI
Director



J. R. VARMA
Director
(w.e.f. 10.8.2012)

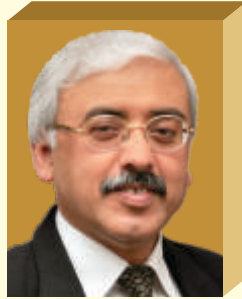


B. CHAKRABARTI
Director
(w.e.f. 10.8.2012)



S. MOHAN

Director (Human Resources)
(up to 31.10.2011)



S. P. GATHOO

Director (Human Resources)
(w.e.f 3.11.2011)



S. K. BARUA

Director



I. P. S. ANAND

Director

S.V. KULKARNI
Company Secretary

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
Royal Bank of Scotland
ICICI Bank Ltd.
HDFC Bank Ltd.
State Bank of Travancore
IDBI Bank Ltd.
BNP Paribas
Calyon Bank

Auditors

M/s. T. R. Chadha & Co.
M/s. K.Varghese & Co.

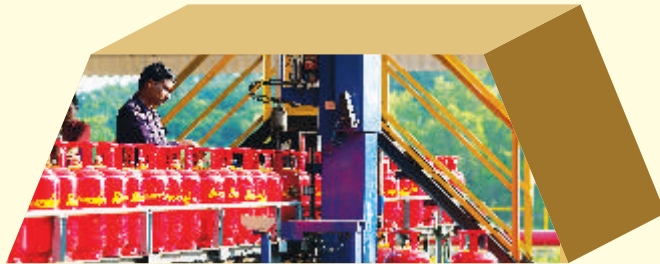
Share Transfer Agent

Data Software Research Co. Pvt. Ltd.
#19, Pycrofts Garden Road,
Nungambakkam, Chennai 600 006

Registered Office

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

Group Performance Highlights



- Sales turnover at ₹ 2,23,315 crores
- Crude throughput at 26.72 MMT
- Market sales including exports at 34.97 MMT
- Exploring opportunities in diverse fields
- Oil and Gas discoveries abroad are poised to deliver value

Vision

- ▮ We are the most admired global energy company leveraging talent and technology
- ▮ We are the first choice of customers, always
- ▮ We exploit profitable growth opportunities outside energy
- ▮ We are the most environment friendly company
- ▮ We are a great organisation to work for
- ▮ We are a learning organisation
- ▮ We are a model corporate entity with social responsibility

Mission

- ▮ Participate prominently in nation-building by meeting its growing energy needs, and to support this endeavour, pursue the creation of economic surplus by efficiently deploying all available resources and aiming towards global competitiveness in the energy sector
- ▮ Strengthen and expand areas of core competencies throughout the country, total quality management in all spheres of business and maintain the status of a leading national company
- ▮ Create awareness among people on the imperatives of energy conservation and efficient consumption of petroleum resources, by disseminating information through appropriate media
- ▮ Availing ourselves of new opportunities for expansion / diversification arising from the liberalization of the economy to achieve a global presence
- ▮ Promote ecology, environmental upgradation and national heritage





(L to R) Mr. S. Varadarajan, Director (Finance), Mr. B.K. Datta, Director (Refineries), Mr. R.K. Singh, Chairman & Managing Director, Mr. K.K. Gupta, Director (Marketing) and Mr. S.P. Gathoo, Director (Human Resources)

Mr. S.M. Misra	Chief Vigilance Officer	Mr. K.B. Narayanan	General Manager (ERP - CC) In-charge
Mr. A.K. Bansal	Executive Director (Supply Chain Optimization)	Mr. K. Padmakar	General Manager (Corporate HRS)
Mr. Anurag Deepak	Executive Director (Pipelines)	Mr. K. N. Ravindran	General Manager (Projects), Kochi Refinery
Mr. D.M. Reddy	Executive Director (Industrial & Commercial)	Mr. K. Sivakumar	General Manager (Corporate Finance)
Ms. Dipti Sanzgiri	Executive Director (Human Resources Development)	Mr. K.H. Subramanian	General Manager (Retail) West
Mr. George Paul	Executive Director (LPG)	Mr. K.P. Chandu	General Manager (Sales) LPG HQ
Mr. G.S. Wankhede	Executive Director (Logistics) Retail	Mr. M.D. Agrawal	General Manager (IS), Mumbai Refinery
Mr. I. Srinivas Rao	Executive Director (Gas)	Mr. M.M. Somaya	General Manager (Brand & Public Relations)
Mr. John Minu Mathew	Executive Director (Kochi Refinery)	Mr. M.P. Govindarajan	General Manager (Human Resources), Kochi Refinery
Mr. K.V. Shenoy	Executive Director (Retail) South	Mr. M. Prasanna Kumar	General Manager (Planning & Project Coordination)
Mr. M.M. Chawla	Executive Director (Projects), E&P	Ms. Madhu Sagar	General Manager (Employee Satisfaction Enhancement)
Mr. P. Balasubramanian	Executive Director (Corporate Finance)	Ms. Monica Widhani	General Manager (Urban Retailing)
Mr. P. C. Srivastava	Executive Director (Lubes)	Mr. P. Anandasundaresan	General Manager (Quality Control Cell)
Mr. P.S. Bhargava	Executive Director In-charge (Mumbai Refinery)	Mr. P.K. Bhatnagar	General Manager (Finance) LPG HQ
Mr. P. Padmanabhan	Executive Director (Refineries Coordination)	Mr. P. Kumaraswamy	General Manager (Projects), Kochi Refinery
Mr. R.K. Mehra	Executive Director (International Trade)	Mr. Pramod Sharma	General Manager (Retail) North
Mr. R.M. Gupta	Executive Director (Marketing Coordination)	Mr. Prasad K. Panicker	General Manager (Operations), Kochi Refinery
Mr. R.P. Natekar	Executive Director (Finance) Retail	Mr. P.V. Kumar	General Manager (International Trade)
Mr. S.B. Bhattacharya	Executive Director (Aviation)	Mr. R. Chaturvedi	General Manager (Retail) East
Mr. S. Krishnamurti	Executive Director (Corporate Affairs)	Mr. R. Rajamani	Executive Assistant to C&MD
Mr. S. P. Mathur	Executive Director (Engineering & Projects) In-charge	Mr. S.K. Agrawal	General Manager (Legal)
Mr. S. Ramesh	Executive Director (Retail) In-charge	Mr. S.K. Goel	General Manager (Technical), Mumbai Refinery
Ms. Sumita Bose Roy	Executive Director (Audit)	Mr. Sharad K. Sharma	General Manager (Sales) Retail HQ
Mr. T. Somanath	Executive Director (Human Resources Services)	Mr. Sudhir K. Malik	General Manager (Sales) I&C, Mumbai
Mr. U.N. Joshi	Executive Director (Planning & Infrastructure)	Ms. Sujata N. Chogle	General Manager (Human Resources) Retail
Mr. Arjun Hira	General Manager (Brand & ARB) RHQ	Mr. S.S. Sunderajan	General Manager (Operations), Mumbai Refinery
Mr. A. Krishnaswamy	General Manager (Strategy)	Mr. S. Vijayakumar	General Manager (Human Resources), Mumbai Refinery
Mr. A.K. Gupta	Head (Health, Safety, Security & Environment) Entity	Mr. S.V. Kulkarni	Company Secretary
Mr. A.K. Kaushik	General Manager (IS - Infrastructure & Services)	Mr. Tapan Datta	General Manager (Vigilance), CO
Mr. Arun Singh	Chief Procurement Officer	Mr. Thomas Chacko	General Manager (Engg. & Adv. Services) Kochi Refinery
Mr. B.C. Roy	General Manager (Audit)	Mr. Thomas Zachariah	General Manager (Engg. & Adv. Services) Mumbai Refinery
Mr. Brij Pal Singh	General Manager (Marketing Corporate)	Mr. Tomy Mathews	General Manager (Technical), Kochi Refinery
Mr. G. Kalaiselvan	General Manager (Internal Coaching)	Dr. U.V. Girish Kumar	General Manager (IT & BI), Retail HQ
Mr. Gautam Mukerji	General Manager (Coordination)	Mr. V. Anand	General Manager (Sales Strategy), Retail HQ
Mr. E.A. Vimalnathan	General Manager (Supplies & Distribution) Retail HQ		
Mr. J. Dinaker	General Manager (Corporate Treasury)		
Mr. J.R. Akut	General Manager (IIS Technology)		

NOTICE TO THE SHAREHOLDERS

Notice is hereby given that the 59th Annual General Meeting of the Shareholders of Bharat Petroleum Corporation Limited will be held in the Rama Watumull Auditorium at Kishinchand Chellaram College (K.C College), 124, Dinshaw Wacha Road, Churchgate, Mumbai-400 020, on Friday, 21st September, 2012, at 10.30 a.m. to transact the following Ordinary and Special Business:

A. Ordinary Business

1. To receive, consider and adopt the Audited Statement of Profit & Loss Account for the year ended 31st March, 2012, the Balance Sheet as at that date and the Reports of the Board of Directors and the Statutory Auditors and the Comments of the Comptroller & Auditor General of India thereon.
2. To declare dividend.
3. To appoint a Director in place of Shri. I. P. S. Anand, Director, who retires by rotation in pursuance of Section 256 of the Companies Act, 1956. Shri. I. P. S. Anand, being eligible, offers himself for re-appointment.
4. To appoint a Director in place of Shri. Haresh M. Jagtiani, Director, who retires by rotation in pursuance of Section 256 of the Companies Act, 1956. Shri. Haresh M. Jagtiani, being eligible, offers himself for re-appointment.
5. To appoint a Director in place of Shri. Alkesh Kumar Sharma, Secretary, Investment Promotion, Government of Kerala, who retires by rotation in pursuance of Section 256 of the Companies Act, 1956. Shri. Alkesh Kumar Sharma, being eligible, offers himself for re-appointment.
6. To fix the remuneration of the Statutory Auditors:

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

“RESOLVED that pursuant to the provisions of Section 224(8)(aa) and other applicable provisions, if any, of the Companies Act, 1956, remuneration of the Single/Joint Statutory Auditors as appointed by the Comptroller & Auditor General of India (C&AG) under Section 619(2) of the said Act, be and is hereby approved at ₹ 25,00,000, to be shared in case of Joint Auditors, plus payment of actual reasonable travelling and out of pocket expenses and service tax as applicable, for the year 2012-13 and also for subsequent years”.

B. Special Business

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 pursuant to Section 257 and other applicable provisions, if any, of the Companies Act, 1956 Shri. S. P. Gathoo be and is hereby appointed as Director of the Company”.

8. Appointment of Director

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

“RESOLVED that pursuant to Section 257 and other applicable provisions, if any, of the Companies Act, 1956 Prof. Jayanth R. Varma be and is hereby appointed as Director of the Company”.

9. Appointment of Director

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

“RESOLVED that pursuant to Section 257 and other applicable provisions, if any, of the Companies Act, 1956 Shri. Bimalendu Chakrabarti be and is hereby appointed as Director of the Company”.

10. Appointment of Director

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

“RESOLVED that pursuant to Section 257 and other applicable provisions, if any, of the Companies Act, 1956 Shri. R. N. Choubey, Director General, Directorate General of Hydrocarbons, Ministry of Petroleum & Natural Gas be and is hereby appointed as Director of the Company”.

By Order of the Board of Directors

Sd/-
(S V Kulkarni)
Company Secretary

Registered Office:

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

Date: 10th August, 2012

Notes :

1. Explanatory statement under Section 173 of the Companies Act, 1956, in respect of the items of Special Business is annexed hereto.
2. **A MEMBER ENTITLED TO ATTEND AND VOTE AT THE MEETING IS ENTITLED TO APPOINT A PROXY OR PROXIES TO ATTEND AND VOTE INSTEAD OF HIMSELF AND SUCH PROXY NEED NOT BE A MEMBER. PROXIES, IN ORDER TO BE EFFECTIVE, SHOULD BE DULY COMPLETED & AFFIXED WITH REVENUE STAMP AND BE DEPOSITED AT THE REGISTERED OFFICE OF THE COMPANY NOT LESS THAN FORTY EIGHT HOURS BEFORE COMMENCEMENT OF THE MEETING.**
3. The Register of Members and Share Transfer Books of the Company were closed on Tuesday, July 17, 2012 for determining the Shareholders entitlement for payment of dividend on equity shares for the year ended 31st March, 2012, if declared at the Annual General Meeting. Dividend payment would be made to all Beneficial Owners in respect of shares held in electronic form as per the data made available by NSDL/CDSL and to all Members in respect of shares held in physical form, considering valid share transfer requests lodged with the Share Transfer Agent viz., Data Software Research Co. Pvt. Ltd. as of the Book Closure date 17th July, 2012.
4. The unclaimed dividends of BPCL and erstwhile Kochi Refineries Limited (KRL) for the financial years up to 1993-94 had been transferred by the Companies to the General Revenue Account of the Central Government, which can be claimed by the Shareholders from the Office of the Registrar of Companies at Mumbai and Kochi, respectively.
5. a) Pursuant to Section 205A(5) and Section 205C of the Companies Act, 1956, any amount of dividend remaining unpaid or unclaimed for a period of seven years from the date of its transfer to the Unpaid Dividend Account of the Company is required to be transferred to the Investor Education & Protection Fund established by the Central Government. Accordingly, the unclaimed dividends for the financial years from 1994-95 to 2004-05 of BPCL and erstwhile KRL had been transferred to the said Fund, and no claim shall lie against the said Fund, or the Company, for the amount of dividend so transferred.
b) Shareholders of BPCL, who have not yet encashed their dividend warrant(s) for the financial year 2005-06 or dividend warrant (s) for any subsequent financial years, are requested to make their claims to the Share Transfer Agent of the Company or to the Registered Office of the Company.

EXPLANATORY STATEMENT

Annexed to the Notice convening the 59th Annual General Meeting to be held on Friday, 21st September, 2012

Item No. 7 : Appointment of Director

Shri. S. P. Gathoo was appointed as Additional Director of Bharat Petroleum Corporation Ltd. under the provisions of Article 77A of the Articles of Association of the Company, effective 03.11.2011 in accordance with the directions of the Government of India.

Shri. S. P. Gathoo, being an Additional Director, holds office up to the date of the ensuing Annual General Meeting. The Company has received a notice under Section 257 of the Companies Act, 1956, from a Member, proposing the name of Shri. S. P. Gathoo, as Director of the Company. A brief resume of Shri. S. P. Gathoo, as required under Clause 49(IV)(G) of the Listing Agreement, is provided separately in the Corporate Governance Report enclosed to the Directors' Report. The Directors recommend appointment of Shri. S. P. Gathoo as Director of the Company.

Except Shri. S. P. Gathoo, no other Director is interested in the Resolution.

Item No. 8 : Appointment of Director

Prof. Jayanth Rama Varma was appointed as Additional Director of Bharat Petroleum Corporation Ltd. under the provisions of Article 77A of the Articles of Association of the Company, effective 10.08.2012 in accordance with the directions of the Government of India.

Prof. J. R. Varma, being an Additional Director, holds office up to the date of the ensuing Annual General Meeting. The Company has received a notice under Section 257 of the Companies Act, 1956, from a Member, proposing the name of Prof. J. R. Varma, as Director of the Company. A brief resume of Prof. J. R. Varma, as required under Clause 49(IV)(G) of the Listing Agreement, is provided separately in the Corporate Governance Report enclosed to the Directors' Report. The Directors recommend appointment of Prof. J. R. Varma as Director of the Company.

Except Prof. J. R. Varma, no other Director is interested in the Resolution.

Item No. 9 : Appointment of Director

Shri. Bimalendu Chakrabarti was appointed as Additional Director of Bharat Petroleum Corporation Ltd. under the provisions of Article 77A of the Articles of Association of the Company, effective 10.08.2012 in accordance with the directions of the Government of India.

Shri. B. Chakrabarti, being an Additional Director, holds office up to the date of the ensuing Annual General Meeting. The Company has received a notice under Section 257 of the Companies Act, 1956, from a Member, proposing the name of Shri. B. Chakrabarti, as Director of the Company. A brief resume of Shri. B. Chakrabarti, as required under Clause 49(IV)(G) of the Listing Agreement, is provided separately in the Corporate Governance Report enclosed to the Directors' Report. The Directors recommend appointment of Shri. B. Chakrabarti as Director of the Company.

Except Shri. B. Chakrabarti, no other Director is interested in the Resolution.

Item No. 10 : Appointment of Director

Shri. Rajiv Nayan Choubey was appointed as Additional Director of Bharat Petroleum Corporation Ltd. under the provisions of Article 77A of the Articles of Association of the Company, effective 10.08.2012 in accordance with the directions of the Government of India.

Shri. R. N. Choubey, being an Additional Director, holds office up to the date of the ensuing Annual General Meeting. The Company has received a notice under Section 257 of the Companies Act, 1956, from a Member, proposing the name of Shri. R. N. Choubey, as Director of the Company. A brief resume of Shri. R. N. Choubey, as required under Clause 49(IV)(G) of the Listing Agreement, is provided separately in the Corporate Governance Report enclosed to the Directors' Report. The Directors recommend appointment of Shri. R. N. Choubey as Director of the Company.

Except Shri. R. N. Choubey, no other Director is interested in the Resolution.

By order of the Board of Directors

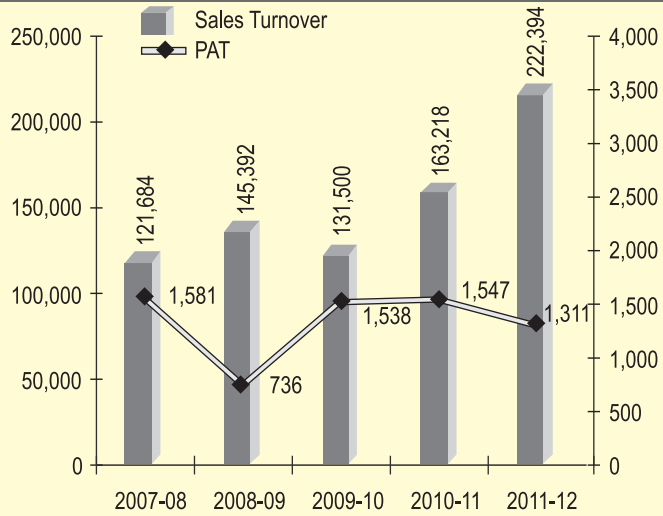
Sd/-
(S V Kulkarni)
Company Secretary

Registered Office

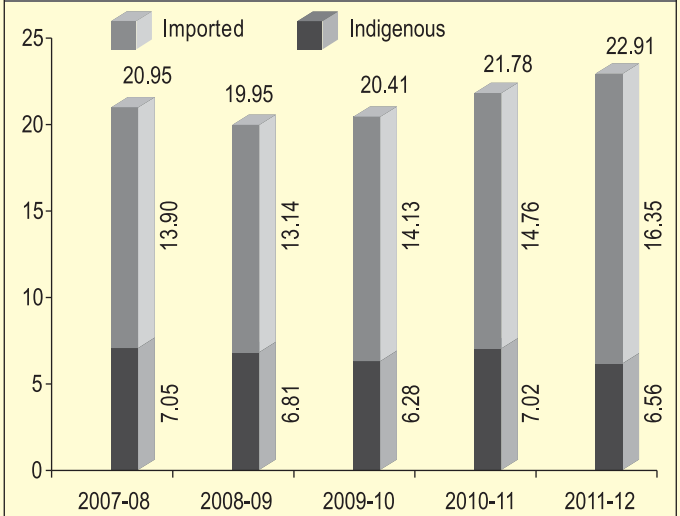
Bharat Bhavan,
4 & 6 Currimbhoy Road,
Ballard Estate,
Mumbai 400 001

Date : 10th August, 2012

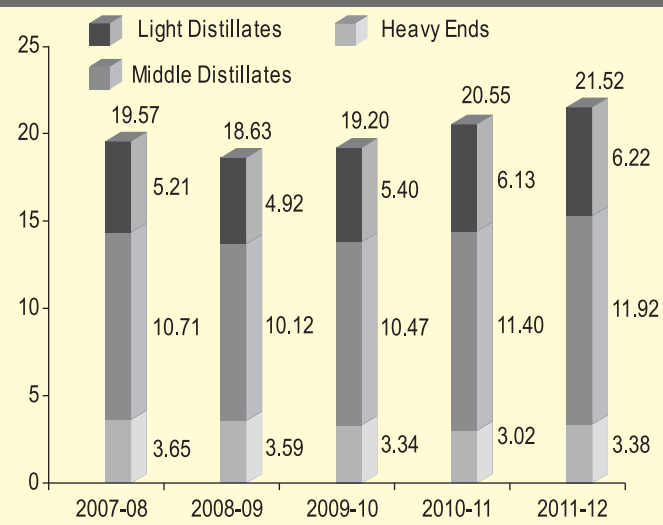
SALES TURNOVER / PROFIT AFTER TAX (₹ Crores)



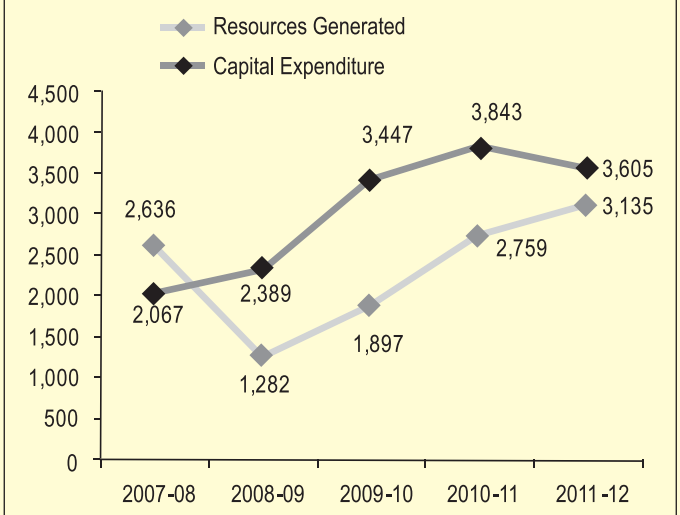
REFINERY THROUGHPUT (Million Metric Tonnes)



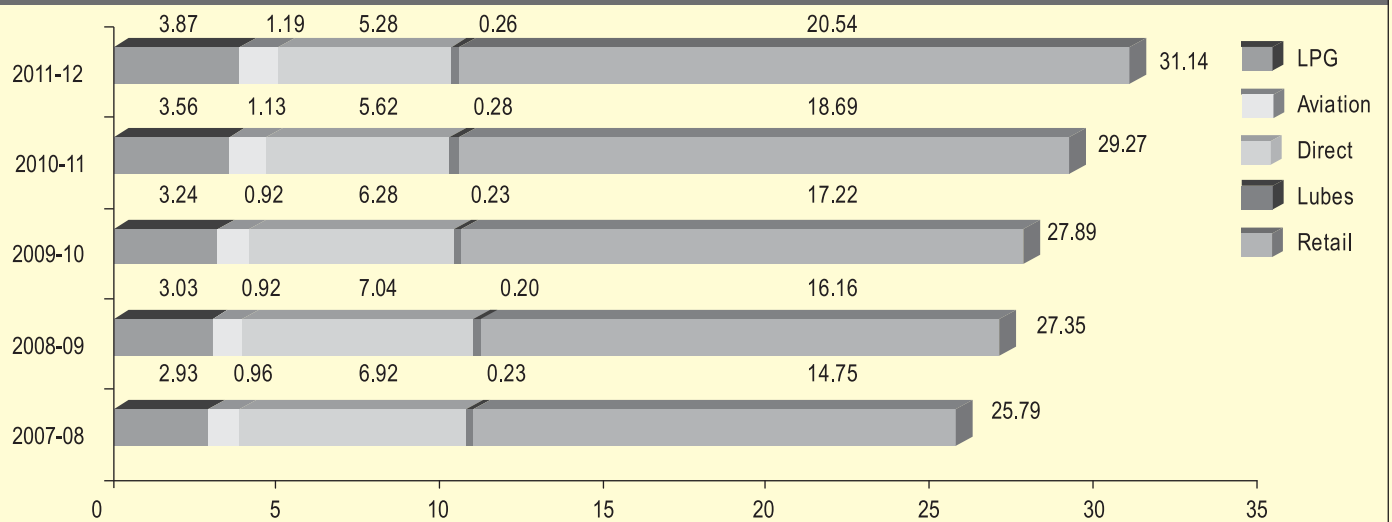
PRODUCTION (Million Metric Tonnes)



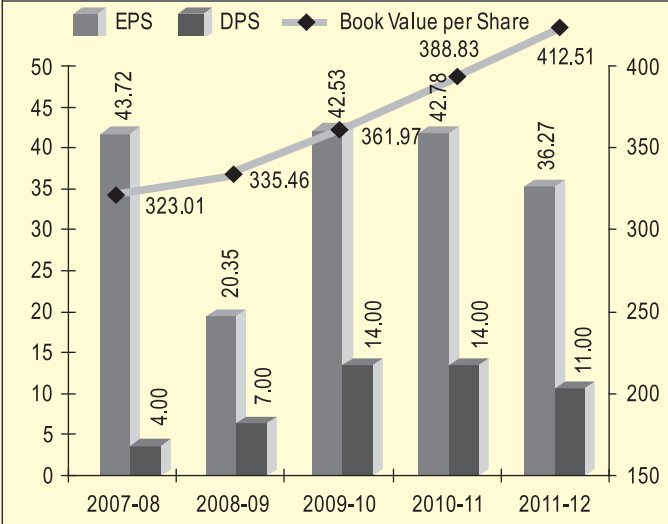
RESOURCES GENERATED / CAPITAL EXPENDITURE (₹ Crores)



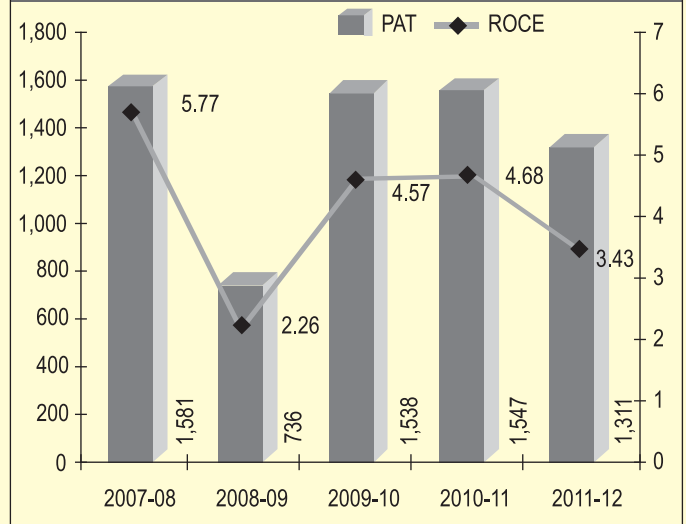
MARKET SALES VOLUME (Million Metric Tonnes)



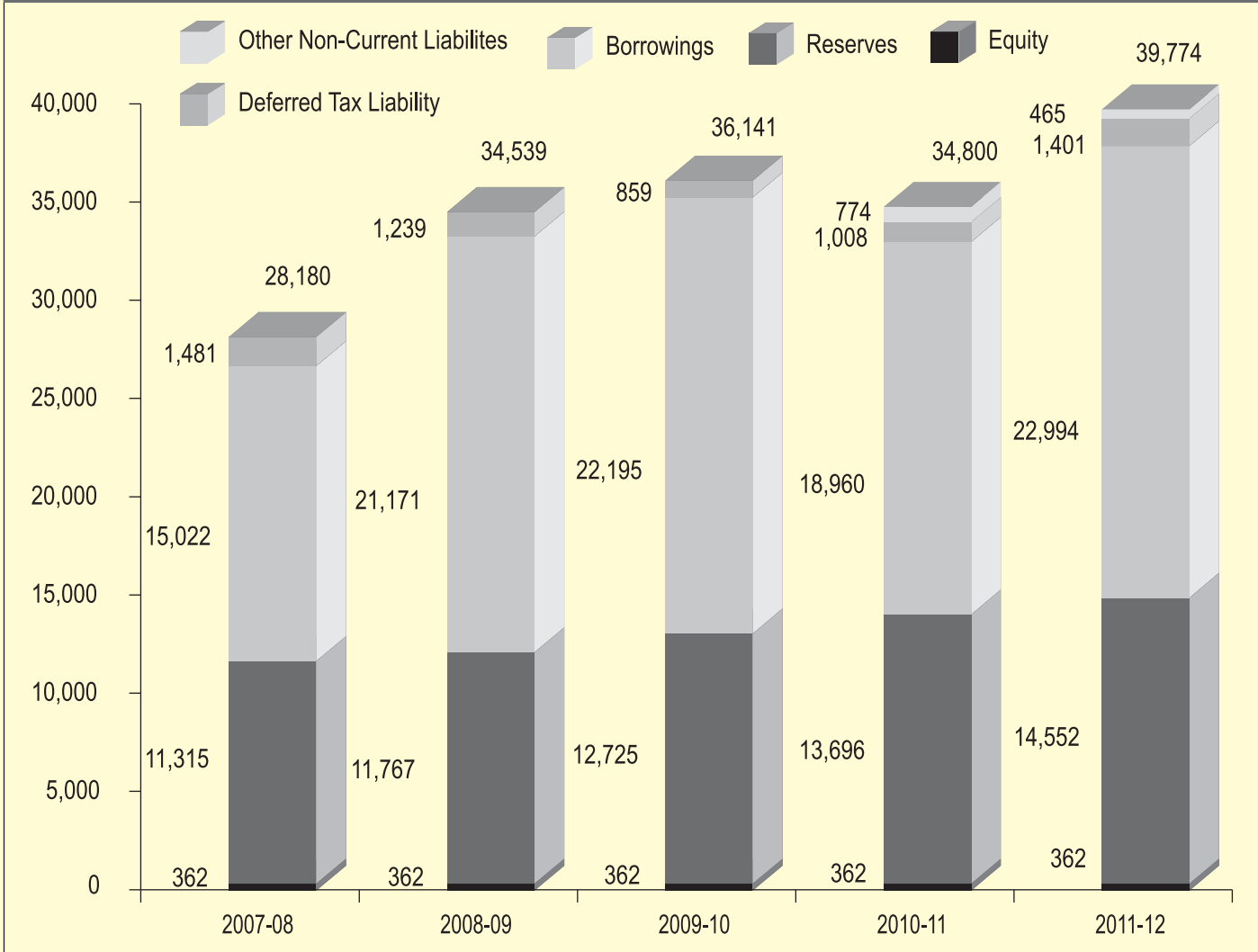
EARNINGS PER SHARE / DIVIDEND PER SHARE / BOOK VALUE PER SHARE (₹)



PROFIT AFTER TAX (₹ Crores) / RETURN ON CAPITAL EMPLOYED (in %)

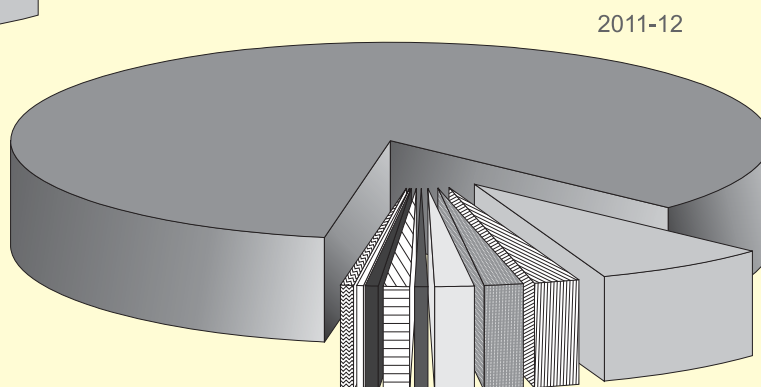
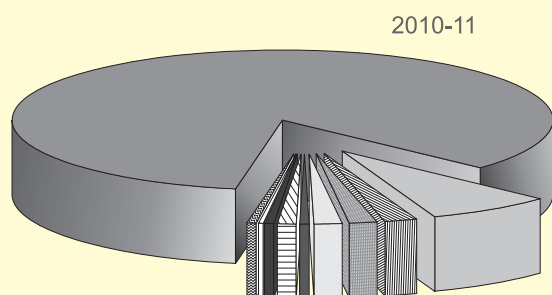


TOTAL FUNDS EMPLOYED (₹ Crores)

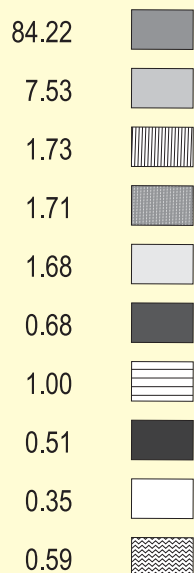


Note : The figures for the years 2011-12 and 2010-11 are prepared as per the requirements of the Revised Schedule VI

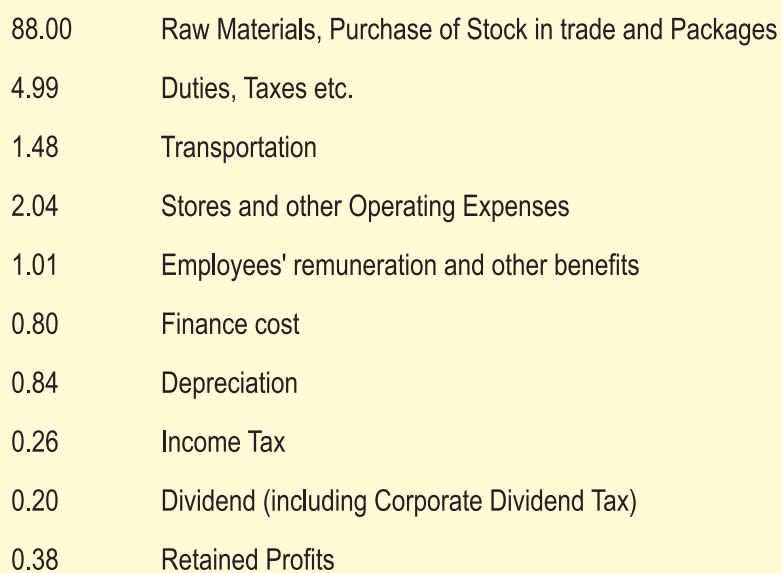
DISTRIBUTION OF EACH RUPEE EARNED



2010-11



2011-12



The Directors take pleasure in presenting their Report on the performance of Bharat Petroleum Corporation Limited (BPCL) for the year ended 31st March, 2012.

PERFORMANCE OVERVIEW

Group Performance

The aggregate Refinery throughput at BPCL's Refineries at Mumbai and Kochi along with that of its subsidiary company, Numaligarh Refinery Limited (NRL) and Joint Venture Company, Bharat Oman Refineries Limited (BORL) in 2011-12 was 26.72 Million Metric Tonnes (MMT), as compared to 24.03 MMT in the previous year. The market sales of the BPCL Group for the year stood at 31.48 MMT, as compared to 29.58 MMT in 2010-11. The group exported 3.49 MMT of petroleum products during the year as against 2.61 MMT in 2010-11.

The BPCL group recorded a Gross Revenue from Operations of ₹ 2,23,314.64 crores as compared to ₹ 1,66,104.22 crores in 2010-11. The Profit after Tax for the year 2011-12 stood at ₹ 851.28 crores as against ₹ 1,742.06 crores in the previous year. After setting off the minority interest, the Group earnings per share was of the order of ₹ 21.60 in the current year as compared to ₹ 45.22 in 2010-11.

CONSOLIDATED GROUP RESULTS		
	2011-12	2010-11
Physical Performance		
Crude Throughput (MMT)	26.72	24.03
Market Sales (MMT)	31.48	29.58
Financial Performance		
		₹ Crores
Gross Revenue from Operations	2,23,314.64	1,66,104.22
Less: Excise Duty Paid	(11,175.08)	(12,339.31)
Net Revenue from Operations	2,12,139.56	1,53,764.97
Gross Profit	6,269.32	5,986.47
Finance Cost	2,259.06	1,265.62
Depreciation & amortization expense	2,410.83	1,891.36
Profit before tax	1,599.43	2,829.49
Provision for taxation – Current (Net of MAT Credit Entitlement)	409.35	820.27
Profit after Current Tax	1,190.08	2,009.22
Provision for taxation – Deferred	331.63	185.09
Short provision for Taxation in earlier years provided for	7.17	82.07
Net Profit	851.28	1,742.06
Minority Interest	70.45	107.10
Net Income of the group attributable to BPCL	780.83	1,634.96
Group Earnings per share attributable to BPCL (₹)	21.60	45.22

COMPANY RESULTS

	2011-12	2010-11
Physical Performance		
Crude Throughput at Mumbai and Kochi Refineries (MMT)	22.91	21.78
Market Sales (MMT)	31.14	29.27
		₹ Crores
Financial Performance		
Revenue from Operations – Gross	2,22,500.47	1,63,312.60
Gross Profit before Depreciation, Interest and Tax	5,568.63	5,167.32
Finance Cost	1,799.59	1,117.03
Depreciation & amortization expense	1,884.87	1,655.40
Profit before tax	1,884.17	2,394.89
Provision for Taxation – Current (Net of MAT Credit Entitlement)	178.07	610.24
Provision for Taxation – Deferred	393.01	148.24
Short provision for taxation in earlier years provided for	1.82	89.73
Net Profit	1,311.27	1,546.68
Balance brought forward	500.00	181.06
Amount available for disposal	1,811.27	1,727.74
The Directors propose to appropriate this amount as under:		
Towards Dividend:		
Final (proposed) Dividend	397.70	506.16
Towards Corporate Dividend Tax	57.16	71.08
For transfer to General Reserve	856.41	650.50
Balance carried to Balance Sheet	500.00	500.00
Summarized Cash Flow Statement :		
Cash Flows:		
Inflow/(Outflow) from operations	925.84	3,081.87
Inflow/(Outflow) from investing activities	(890.54)	1,750.50
Inflow/(Outflow) from financing activities	(4,713.14)	(1,817.00)
Net increase/(decrease) in cash & cash equivalents	(4,677.84)	3,015.37

Company Performance

BPCL's revenue from operations for the year 2011-12 stood at ₹ 2,22,500.47 crores reflecting an increase of 36.24% over the previous year when the Company's revenues from operations amounted to ₹ 1,63,312.60 crores. Sales in volume terms increased from 29.27 MMT in 2010-11 to 31.14 MMT in 2011-12, reflecting an increase of 6.39% over the previous year. The profit before tax for the year was ₹ 1,884.17 crores as compared to ₹ 2,394.89 crores in 2010-11. After providing for tax, (including deferred tax) of ₹ 572.90 crores as against ₹ 848.21 crores during the last year, the profit after tax for the year stood at ₹ 1,311.27 crores as against ₹ 1,546.68 crores recorded in 2010-11.

The Board of Directors has recommended a dividend of 110% (₹ 11 per share) for the year on the paid-up share capital of ₹ 361.54 crores which will absorb a sum of ₹ 454.86 crores out of the profit after tax inclusive of ₹ 57.16 crores for Corporate Dividend Tax on distributed profits. BPCL's net worth as on 31st March, 2012 stands at ₹ 14,913.86 crores, as compared to ₹ 14,057.62 crores as at the end of the previous year.

The Board of Directors at its meeting held on 25th May, 2012 has recommended for the approval of Shareholders the issue of Bonus Shares in the ratio of 1:1 i.e. one new bonus equity share of ₹ 10 each for every one equity share of ₹ 10 held by the shareholders by capitalizing the reserves. The issue

of Bonus Shares in the ratio of 1:1, has been approved by the Shareholders resulting in capitalisation of a sum of ₹ 361.54 crores. Accordingly the Paid-up Equity Capital of the Company presently stands increased to ₹ 723.08 crores from the pre-bonus level of ₹ 361.54 crores. These Bonus Shares rank pari passu in all respects with the existing shares except that these Bonus Shares shall not be eligible for dividend for the year ended 31st March, 2012.

The earnings per share amounted to ₹ 36.27 in 2011-12 as compared to ₹ 42.78 in 2010-11. Internal cash generation during the year was higher at ₹ 3,134.99 crores as against ₹ 2,759.31 crores in 2010-11. BPCL's contribution to the exchequer by way of taxes and duties during 2011-12 amounted to ₹ 35,994.30 crores, as against ₹ 36,010.08 crores in the previous financial year.

Borrowings from banks increased from ₹ 16,088.57 crores as at 31st March, 2011 to ₹ 20,749.94 crores at the close of the current financial year. Loans from Oil Industry Development Board decreased to ₹ 743.75 crores as at 31st March, 2012 from a level of ₹ 871.75 crores as at the end of the previous year. Debentures worth ₹ 1000 crores issued during the year 2009-10 remained outstanding as on 31st March 2012.

The amount of deposits, matured but unclaimed, at the end of the year was ₹ 0.19 crores, which pertains to 16 depositors.

The total Capital Expenditure during the year 2011-12 amounted to ₹ 2,761.81 crores as compared to ₹ 2,532.20 crores during the year 2010-11.

The Comptroller and Auditor General of India (C&AG) has no comment upon or supplement to the Statutory Auditors' Report on the Accounts for the year ended 31st March, 2012. The letter from C&AG is annexed as Annexure E.

REFINERIES

MUMBAI REFINERY

During the year 2011-12, Mumbai Refinery achieved a throughput of 13.35 MMT of feedstock (crude oil and other feedstock) as against 13.02 MMT achieved in 2010-11. This was the highest throughput ever achieved by the refinery in a single year and represents capacity utilization of 111% as compared to 108% in the previous year.

During the year, the refinery achieved its highest ever production of Aviation Turbine Fuel (ATF), Propylene (C3), Motor Spirit (MS), High Speed Diesel (HSD), Methyl Tertiary Butyl Ether (MTBE), Bitumen, Furnace Oil and Lube Base Oils. Mumbai refinery continued to meet the demand for MS and HSD complying with Euro IV

quality norms. Mumbai Refinery also achieved the landmark of cumulative production of Lube Base Oil crossing the 1 million metric tonne mark since the commissioning of the LOBS unit.

The gross refining margin (GRM) for the year stood at USD 3.12 per barrel as compared to USD 4.23 per barrel realized in 2010-11. The overall gross margin for the refinery in 2011-12 amounted to ₹ 1,503 crores as compared to ₹ 1,885 crores in 2010-11. Lower GRM in 2011-12 is due to crude cost variation, increase in octroi cost, abolition of custom duty on imported crude and reduction in duty on finished product, higher export loss and impact of higher prices of Regasified LNG (RLNG).

KOCHI REFINERY

Kochi Refinery achieved a crude throughput of 9.56 MMT during this year as compared to 8.76 MMT in 2010-11. This was the highest throughput ever achieved by the refinery in a single financial year. During the year, the refinery achieved its highest ever production of Liquefied Petroleum Gas (LPG), ATF, C3, MS meeting Euro III standards and Bitumen. The refinery earned a GRM of USD 3.20 per barrel in 2011-12 as against a GRM of USD 4.83 per barrel in 2010-11. This translates into a total GRM of ₹ 1,099 crores as compared to ₹ 1,446 crores in 2010-11. The lower GRM for the year 2011-12 can be attributed to higher export loss and crude and product rate variations. The capacity utilization for the year 2011-12, being the first year of operations after commissioning all the units as part of Capacity Expansion and Modernization Project (CEMP) Phase II, stood at 100.6% as compared to 103.1% achieved in the previous year.

The details of the performance of the Refineries, their activities and future plans are discussed in the Management Discussion and Analysis Report (MD&A).

MERGER OF KRL WITH BPCL

As informed in the last year's Report, merger of the erstwhile Kochi Refineries Limited (KRL) with BPCL under Sections 391 to 394 of the Companies Act 1956 had been completed, following receipt of the Order dated 18th August 2006 issued by the Ministry of Company Affairs, New Delhi. One of the Shareholders of the erstwhile KRL had filed a Writ Petition in the Delhi High Court challenging the merger, and the same is pending as on date.

MARKETING

During the year 2011-12, BPCL's market sales volume touched a level of 31.14 MMT, as compared to 29.27 MMT in the previous year. This represents a growth of 6.39% over the previous year. BPCL's market share amongst public sector oil companies stood at 22.40% as at 31st March, 2012 as compared to 22.34% as at the end of the previous year.

A detailed discussion of the performance of the Marketing function is given in the MD&A.

PROJECTS

Central India Refinery Project

Bharat Oman Refineries Limited (BORL), promoted by BPCL and Oman Oil Company (OOC) has commenced operations of its 6 MMTPA grass roots refinery at Bina. BPCL has an equity stake of 50% in BORL, which has a paid up capital of ₹ 1,777.23 crores. BPCL has also given a loan of ₹ 1,354.10 crores and subscribed to 78.61 crores warrants, representing the right to subscribe to 78.61 crores equity shares of ₹ 10 each at a later date at a cost of ₹ 935.68 crores. Till the time the total equity of BORL is tied up, BPCL and OOC will each hold 50% shares in BORL. On a future date, BPCL and OOC will hold 49% and 26% respectively in the fully diluted equity of BORL.

The refinery became operational in May 2011. After the initial period of stabilizing its operations, the Bina refinery has started meeting BPCL's product requirements in the northern and central regions of the country. This will help in reducing BPCL's dependence on other oil companies and imports for making available product to meet the demand in these markets. BORL recorded a sales turnover of ₹ 7,551.56 crores in the financial year ended as on 31st March, 2012. During the financial year 2010-11, there was other income of ₹ 12.24 crores. The net loss for the year stood at ₹ 1,115.98 crores as compared to ₹ 66.10 crores in the previous year.

Bina Product Despatch Terminal

The Bina Product Despatch Terminal was designed to facilitate the marketing of products from the new BORL refinery at Bina. The despatch terminal was constructed with a tankage of 4.45 lakh kilolitres (Kls) for storing White Oils, 10 bay road loading gantry for White Oils and single spur full rake rail loading gantry for White Oils, 8400 MT LPG mounded storage, 5 bay road loading gantry for LPG, 12 Km long railway siding and other associated infrastructural facilities, adjacent to the Bina refinery. All facilities at the terminal are commissioned and put to use in stages, in synchronization with the receipt of finished products from BORL refinery. Despatches of finished products through road, railway and Bina-Kota cross country pipeline are being done regularly. Bulk LPG Despatches through road are also being done. The Company has despatched 98 TMT of bulk LPG by road, 890 TMT of White Oils by pipeline, 15,572 Kls of White Oils by road and 681 Bogie Type POL tank Wagon (BTPN) rakes of White Oils by rail from Bina Despatch Terminal till date.

The approved cost of the project is ₹ 639.11 crores and the cumulative expenditure as on 30th June, 2012 stood at ₹ 614.78 crores.

Bina Kota Product Pipeline

The project, with an approved cost of ₹ 405.82 crores involved laying of an 18" (45.72 cms) dia. 257 Km long cross-country product pipeline from Bina to Kota, to facilitate the economic evacuation of MS, HSD, SKO and ATF from the Bina refinery. The pipeline is designed for an initial throughput of 2.8 MMTPA and will be connected to the existing multi-product Mumbai-Manmad-Manglia-Piyala-Bijwasan pipeline at Kota to facilitate distribution of products to the markets in northern India. The pipeline was successfully commissioned in synchronization with availability of product from BORL refinery in the month of September 2011. The cumulative expenditure on the project as on 30th June, 2012 stood at ₹ 393.88 crores.

Capacity Augmentation of Kota-Piyala Section of MMBPL Pipeline

The project envisages enhancement of capacity of the Kota-Piyala section of the Mumbai-Manmad-Manglia-Piyala-Bijwasan pipeline from 2.8 MMTPA to 4.4 MMTPA, to evacuate products from Bina refinery and also to meet the growing demand for petroleum products in the northern region. The estimated cost of the project is ₹ 152.89 crores. The project has achieved an overall physical progress of 34.7% and is expected to be mechanically completed by June 2013. The cumulative expenditure as on 30th June, 2012 stood at ₹ 7.19 crores.

Kota Jobner Pipeline Project

The project envisages laying of a 210 Km long and 14" (35.6 cms) dia. cross-country pipeline from Kota to Jobner (near Jaipur) for economic transportation of MS / SKO / HSD from BPCL's Mumbai Refinery as well as BORL's refinery at Bina. The estimated as-built project cost is ₹ 276.27 crores.

Work on the detailed route survey, soil studies and cadastral surveys for the proposed pipeline route has been completed. The project is expected to be completed within 24 months from receipt of the clearance from the Petroleum & Natural Gas Regulatory Board (PNGRB). The Company has submitted bid to PNGRB in this regard.

Integrated Refinery Expansion Project (IREP) at Kochi Refinery

The Integrated Refinery Expansion Project (IREP) at Kochi Refinery envisages increasing the refinery capacity from the present 9.5 MMTPA to 15.5 MMTPA and modernization of the refinery facilities to produce auto fuels conforming to Euro IV / Euro V specifications and upgradation of the residue streams to distillates and Petcoke. The project is estimated to cost around ₹ 14,225 crores. The project will be completed within 42 months from the receipt of environment clearance.

Licensor selection for process units like the Delayed Coker Unit (DCU), VGO Hydro Desulphurisation Unit (VGO HDT) and Diesel Hydro Desulphurisation Unit (DHDT) have been completed. The Fluid Catalytic Cracking Unit (FCCU) Licensor selection activities are in progress. The Design and Engineering Package preparation of these and various open art units by M/s. Engineers India Limited (EIL), the Project Management Consultants, are in progress. Site grading activities are currently in progress at the refinery site.

Continuous Catalytic Regeneration Reformer (CCR) Facilities and Hydrocracker Revamp at Mumbai Refinery

The project has been undertaken to increase the production of Euro III / Euro IV grade MS and HSD at Mumbai Refinery. This involves revamping of the Hydrocracker Unit to increase its capacity from 1.75 MMTPA to 2.0 MMTPA and setting up of a new Continuous Catalytic Regenerator Reformer Unit (CCR) of 1.2 MMTPA capacity with matching new Naphtha Hydro Treater Unit (NHT) and new Pressure Swings Adsorber (PSA) Units and other utilities/offsite facilities at a cost of ₹ 1,827 crores. The project has achieved an overall progress of 73.96% with a cumulative expenditure of ₹ 611.55 crores as on 30th June 2012. The project is expected to be completed by April 2013. The Hydrocracker revamp has been completed with the exception of installation of one reboiler. The Engineering and Procurement activities for the project are nearing completion, the equipment foundation work is completed and construction activities of the Fired Heaters and Regeneration package, fabrication/ erection of piping and equipment erection are in progress.

Replacement of CDU /VDU at Mumbai Refinery

The project envisages replacement of old crude distillation and vacuum units by a state-of-the-art integrated Crude and Vacuum Distillation Unit (CDU /VDU) of 6 MMTPA capacity to improve mechanical integrity and enhance safety and the environment. The total project cost is estimated at ₹ 1,419 crores. EIL has been retained as Process Licensor and EPCM Consultant. The process design has already been completed and detailed engineering activities are in progress. The order has been placed for the Crude and Vacuum Column, which are critical items. Tendering activities for Desalters, Heat Exchangers and Vessels are in progress. The scheduled completion of the project is December 2014.

LPG Import Facilities at JNPT with Strategic Storage at Uran

The project envisages the development of Cryogenic LPG import facilities at Jawaharlal Nehru Port Trust (JNPT). The project involves erecting of facilities for unloading of refrigerated LPG, a 12.5 Km long refrigerated

transfer pipeline from the JNPT jetty to BPCL's Uran LPG Plant and setting up refrigerated LPG storage in 2 x 8000 MT. The LPG import facility was commissioned during the year on 31st January, 2012. The facility has marine unloading arms of 8" (20.30 cms) dia, having capacity to discharge 500 MT LPG per hour from the ship. This will enable BPCL to import 0.6 MMT LPG per annum. The approved cost of the project is ₹ 304.40 crores while the cumulative expenditure up to 30th June, 2012 was ₹ 273.41 crores.

This is the country's 2nd Cryogenic LPG import facility amongst public sector oil companies after the existing one of IOC at Kandla. This additional import capacity will help in meeting the growing LPG deficit in India. BPCL's LPG terminal at Uran, which is already a hub for LPG handling, will come to play a critical and strategic role in the country in the years to come.

Pipeline for Transfer of LPG from BPCR / HPCR Mumbai to Uran

The project consists of laying a 28 Km pipeline (12 Kms offshore and 16 Kms onshore) and providing 3 x 900 MT Mounded Storage Vessels (MSV) BPCL's Uran LPG plant. The 10" (25.4 cms) dia cross country pipeline is being laid to transfer LPG from the Mumbai refineries of BPCL and Hindustan Petroleum Corporation Limited (HPCL). The pipeline portion of the project costing ₹ 206.81 crores is being undertaken along with HPCL and the cost will be shared equally by the two companies. The cost of MSVs amounting to ₹ 40 crores will be to BPCL's account. The onshore pipeline laying has been completed. Of the 12 Kms offshore pipeline, 10 Kms laying has also been completed. The project has achieved an overall physical progress of 90.5% with cumulative expenditure of ₹ 155.76 crores as on 30th June 2012. The project is expected to be completed by October, 2012. The facility will decongest traffic in and around Chembur in Mumbai and help improve the ambient air quality in Mumbai city, besides savings in transportation cost.

RESEARCH & DEVELOPMENT (R&D)

The Research and Development centres of BPCL consistently follow the current trends of technological advancement across the globe. R&D capabilities at Corporate R&D Centre, Greater Noida, Uttar Pradesh, Product & Application Development Centre, Sewree, Mumbai and the R&D Centre at Kochi Refinery are leveraged towards business growth at all times. BPCL's R&D programmes are discussed separately in the MD&A. Further, the areas covered under R&D and the benefits derived from R&D activities are detailed in Form B of Annexure A to the Directors' Report.

NON-CONVENTIONAL ENERGY INITIATIVES

BPCL has undertaken various initiatives in tapping non-conventional energy sources like bio-diesel, wind energy, solar energy and fuel cells. In this regard, steps are taken to develop non-conventional / renewable resources of energy.

BPCL has been exploring the possibility of promoting green fuels with a view to protecting the environment by reducing pollution and dependency on imported fuels. Aiming for sustainable development, huge tracts of unproductive, barren and non-cultivable land are proposed to be used for the growth of Jatropha and Karanj plants. The plantations would contribute towards environment protection, prevention of soil erosion and provide feedstock for manufacturing bio-diesel.

BPCL is in discussion with various State Governments including Uttar Pradesh, Bihar and Karnataka to set up Bio-Diesel Value Chains in these states.

In the State of Uttar Pradesh, BPCL has initiated action to set-up the Bio-diesel Value Chain which envisages cultivating Bio-fuel plants on wasteland to produce Bio-diesel from the plantation to replace Diesel over a period of time. A Joint Venture Company, M/s. Bharat Renewable Energy Ltd. (BREL) has been incorporated for this project. As on 31st March, 2012, the company has identified waste / arid land of 1,34,722 acres (54,520 hectares) in the State for Bio-fuel plantation.

BREL has submitted an application for release of funds from the Mahatma Gandhi National Rural Employment Guarantee, MGNREG Scheme for Bio-fuel plantation on 37,037 acres (14,988 hectares) of waste / arid land to the Government of Uttar Pradesh. The total plantation covering an area of 7,450 acres (3,014 hectares) of waste land has been completed and further work is in progress for 8,078 acres (3,269 hectares) of land where pit digging has since been completed. During the current year, it completed plantation on 3,890 acres (1,574 hectares) which is more than plantations done in earlier years.

INDUSTRIAL RELATIONS

The overall Industrial Relations climate remained peaceful and cordial throughout the year. Negotiations with the Unions are currently in progress for signing the Long Term Wage Settlement both in Marketing and Refineries.

FULFILLMENT OF SOCIAL OBLIGATIONS

BPCL continued its focused action in the area of Corporate Social Responsibility (CSR) with thrust in the areas of Education and Water Conservation. Through the various CSR initiatives across the country, BPCL has been able to impact the lives of around 70,000 people. Even as the initiatives started in the earlier years were continued, several new projects were started and partnerships were formalized with reputed Non-Government Organisations (NGOs).

BPCL has, in its Memorandum of Understanding signed with the Ministry of Petroleum & Natural Gas for the

year 2011-12, accepted a target of reaching out to 30,000 children for education, 15 villages for Rainwater Harvesting and 200 youth and 300 women for livelihood training. BPCL has been successful in achieving all these targets. In the field of education, BPCL initiated the Digital Literacy and Life Skills project across 40 low income/ Municipal schools in Mumbai in partnership with Pratham, thereby reaching out to 25,000 children. In the districts of Nandurbar and Sagar, the Read India project has entered its second year and is reaching out to 50,000 children. Through Project Computer Assisted Learning (CAL), the Company has been able to reach out to 10,000 children in Uran, Panvel and Lucknow. BPCL was also associated with the Teach for India project in 6 schools in Chembur in Mumbai. A third party assessment of the project has rated it very highly, based on the learning levels acquired by the children. Projects were also initiated for the education of 1050 tribal children in Araku Valley in 3 residential schools in collaboration with Naandi foundation, a NGO working in this field. A project 'WE CAN' was launched as part of the efforts to develop the leadership skills of teachers and Principals from low income and Municipal schools in Mumbai. BPCL also partnered Agastya International Foundation, a NGO in a 'Science on Wheels' project to reach out to 10,000 children across 70 rural schools near the Solor LPG plant in Bangalore.

Under Project Boond, 20 villages were converted from 'water scarce to water positive'. The project is being extended to districts in Karnataka and Uttar Pradesh.

As a part of the Livelihood Programme, BPCL has, in collaboration with SEWA, a reputed NGO, imparted chikankari skills to 500 women in Lucknow. Similar training in zardosi work was made available to 100 women in Loni in collaboration with the NGO, AROH. 300 youth in Ranchi (Jharkhand) were trained in partnership with Dr. Reddy's Foundation. In an effort to bring agro-based knowledge through technology, making the process simple and easily accessible to the women farmers, a programme has been initiated with the MS Swaminathan Research Institute for the widows of farmers in the district of Wardha. In an effort to reach medical facilities to tribals, a programme was undertaken to train the para health workers working in Bastar in Chattisgarh.

A Corporate CSR Booklet 'Umang' was released, capturing all the CSR initiatives undertaken across the country. BPCL won the 'CIBC Vishwakarma Award 2012' for CSR for the second consecutive year and also won the 'Aqua Excellence Award' for Project Boond. BPCL was recently conferred with the Aaj Tak Care award under the Livelihood category for the project 'Economic Empowerment and Income Generation' which has benefited and impacted rural women in Lucknow.

PROMOTION OF SPORTS

BPCL sportspersons continued to excel in the national and international sports arena in various sports disciplines.

Ace shuttler, Saina Nehwal became the first Indian to win an Olympic medal in Badminton. She won the Bronze medal at the London Olympics 2012. Saina also won the Swiss Open Gold Grand Prix, the Thailand Open Grand Prix Gold title in Bangkok before winning the Super Series event in Jakarta, Indonesia. She is currently ranked no. 5 in the world. Jwala Gutta was conferred with the prestigious Arjuna Award in Badminton. She also won a Bronze Medal in the Women's Doubles Category at the World Championships. P.V.V Sindhu, another Badminton star, won the Youth Commonwealth Games, Swiss International Challenge, Indonesian International Challenge, Maldives International Challenge and Tata Indian Open. In Table Tennis, Poulami Ghatak created history by winning the National Championship for a record 7th time. Soumyajit Ghosh won the Youth National Championships in Table Tennis and Bronze Medal at the World Junior Championship, World Junior Circuit Grand Final and Senior National Championships. He also represented India at the London Olympics. Another table tennis player, Sanil Shetty won three Gold Medals at the National Table Tennis Championships. All the above table tennis players represented India at the Asian and World Table Tennis Championships in 2012. In Hockey, Tushar Khandker and Birendra Lakra were part of the Indian hockey team that won the Olympic qualifier which enabled India to qualify for the London Olympics. Another hockey player, Ravi Pal was a member of the Indian team which won the Asian Champions trophy. Chess Grand Masters Abhijeet Gupta, P. Harikrishna and Parimarjan Negi displayed outstanding performances in Elite International Chess tournaments. G. N. Gopal, P. Harikrishna, Parimarjan Negi and Abhijeet Gupta represented India at the World Team Chess Championships. Abhijeet Gupta, who is the current national champion, won Gold Medals at the Dubai Open, Vizag International and London Chess Classic Open tournaments. P. Harikrishna won Gold Medals at the Asian Chess Championship and at the Cappelle La Grande International Open tournaments. Parimarjan Negi won a Gold Medal at the Bavarian Open and Bronze Medals at the Dubai Open and Qin Huang Dao Open. In Cricket, Prayagn Ojha represented India in the Test Series against England and Australia. Manish Pandey and Jaydev Unadkat were part of the India 'A' team on its tour to Australia. In Billiards, Devendra Joshi won a Silver Medal at the Jim Williamson World Open Billiards Championships. He also represented India in the World Billiards Championship. Manan Chandra represented India at the Asian Snooker and World Snooker Championships.

In the physically challenged category, Joby Mathew won several Gold/ Silver Medals in the National Para Games and a Bronze Medal in the National Arm Wrestling Championship. He also represented India in the World Arm Wrestling Championship.

RESERVATION AND OTHER WELFARE MEASURES FOR SCHEDULED CASTES/SCHEDULED TRIBES/ OTHER BACKWARD CLASSES AND PERSONS WITH DISABILITIES

BPCL has been following in letter and spirit, the Presidential Directives and other guidelines issued from time to time by Ministry of Petroleum & Natural Gas (MOP & NG), Ministry of Social Justice and Empowerment and the Department of Public Enterprises relating to reservations / concessions for Scheduled Castes / Scheduled Tribes / Other Backward Classes. Mechanisms have been put in place to ensure sustained and effective compliance of the guidelines across the Corporation. Rosters are maintained as per the Directives and are regularly inspected by the Liaison Officer of the Corporation as well as the Liaison Officer of MOP & NG to ensure proper compliance of the directives. SC/ST and economically backward students are encouraged by awarding scholarships to students completing their graduation or undertake courses at Industrial Training Institutes.

BPCL also complies with provisions under "The Persons with Disabilities (Equal Opportunities, Protection of Rights and Full Participation), Act 1995" relating to providing employment opportunities for Persons with Disabilities (PWDs).

Details relating to representation/appointment of Scheduled Castes / Scheduled Tribes / Other Backward Classes and Persons with Disabilities are enclosed as Annexure D.

IMPLEMENTATION OF OFFICIAL LANGUAGE POLICY

The Official Language Implementation Committees continued to function at the Corporate, Regional, Refinery and major location levels, to take decisions based on the annual programme issued by Ministry of Home Affairs, besides the provisions of Official Language Act and Rules. These Committees perform the task of reviewing the progress made in Official Language Implementation on a quarterly basis.

The first Sub – Committee of the Parliamentary Committee on Official Language carried out inspection of select offices and appreciated the overall work done so far in regard to Official Language implementation. The Corporation's website is now available in Hindi in addition to English. Unlimited license for Hindi Software ISM V6 Office with Unicode features was procured and loaded in computers across all offices. Important manuals were made bilingual and most publicity material was prepared in Hindi and English. Competitions and cultural programmes were organized at various locations all over the country,

on the occasion of Hindi Fortnight, which was celebrated during September, 2011. World Hindi Day was celebrated on 10th January, 2012 at all offices.

CITIZENS' CHARTER

The "Citizens' Charter" is always in the forefront of all activities of the Company. The Citizens' Charter on marketing of petroleum products by BPCL has been put up on the corporate website. It broadly covers all aspects about the products marketed along with the customer's rights like standard, quality, time frame of service delivery, grievance redressal mechanism, transparency and accountability that are available to the citizen. Further, it elaborates the selection guidelines procedure for dealers and distributors along with the third party audit for the services promised to the customer. It is a tool for ensuring transparency in educating and communicating with the customer and enhancing customer service levels. A well established system for Grievance Redressal is in place at various consumer contact points. The State Coordinators situated in all the States / Union Territories act as nodal officers for personal hearing in solving the grievances of the customers. Additionally, with effect from 1st April, 2012, all the Territory Managers of LPG and Retail have been appointed as nodal officers for personal hearing without appointment thrice a week at fixed hours. An internet based online Grievance Redressal Mechanism (Centralised Public Grievance Redressal and Monitoring System) of Government of India is helping in speedy redressal of grievances. A link to this site is available on the BPCL website. Also, toll free numbers are available to the customer so that they can call on these numbers from anywhere in the country for registering complaints / suggestions. Besides, BPCL has also made available a feedback module in its website for the customer.

The Right to Information (RTI) Act 2005 has been implemented in BPCL since its inception. People across the organization are familiar with the Act. During the period ending 31st March, 2012, BPCL has provided information to 4,229 requests. 33 cases were referred to the Chief Information Commissioner, New Delhi. With increased awareness among the public and mushrooming of RTI activists across the country, the number of queries are increasing exponentially and accordingly from 1st April, 2012, BPCL has appointed 84 Central Public Information Officer (CPIO) and 11 Appellate Authorities against 3 CPIOs and 1 Appellate Authority in the previous year.

VIGILANCE

Corporate Vigilance, BPCL has made great strides in enhancing the ethical standards of the organisation by encouraging sound business practices and good corporate governance through an effective balance of proactive and preventive measures.

As part of the preventive vigilance activities, Vigilance Officers, during their visits to Installations / Retail Outlets (ROs) / Depots, guided the officers and staff on the various procedures and guidelines of CVC / BPCL / MOP&NG. Inspections were conducted at 231 BPCL locations, 635 ROs and 230 LPG Distributorships as part of preventive vigilance. Based on the outcome of such inspections, preventive / administrative actions and system improvements were initiated. Chief Technical Examiner (CTE) type inspections of major projects/ works were undertaken and observations with specific recommendations were advised to the concerned departments. System studies were also carried out and recommendations based on the findings were advised.

Vigilance has proactively enabled Business Units to identify vulnerable areas in their existing procedures / processes in major areas such as bill payments, dealer / distributor selections, reconstitution of dealerships / distributorships, file tracking, e-payments, etc. Workshops / seminars were designed on the case study model for concerned officers. Based on the feedback and inputs obtained through these, the required system improvements were recommended.

In addition to the above roles, Corporate Vigilance conducted detailed investigation into the complaints and source information received. During the year, 532 complaints including 430 online complaints were received and investigated. In matters referred by CVC and MOP&NG, necessary investigations were carried out and recommendations given within the time-frame. A one day workshop conducted by Shri. Suresh Govindarajan on Complaint Handling, Report Writing and Investigation Techniques was organized at Mumbai for the Vigilance Officers.

The Vigilance Awareness Period (31st Oct. - 5th Nov. 2011) was observed in the two Refineries and across all locations of BPCL. C&MD, in the presence of CVO and the Directors, administered the oath and this was webcast at all the locations throughout the country. The second issue of the vigilance journal "Vigilance Plus" was released and received excellent feedback. The online version of the newsletter of Vigilance Department - "Vigilance Plus Online" was brought out on the Intranet site in August 2011. "Vendor Meets" were conducted in three regions for feedback from important stakeholders. Slogan / essay / quiz competitions were conducted for employees / school children. A talk by Shri. T. R. Raghunandan, IAS (Retd) was organized at the Corporate Office.

Widening the reach among the stakeholders, Corporate Vigilance introduced "Integrity Clubs" (ICs) last year as a corporate initiative to instill ethical values in school

children and transform them into valuable Change Agents in Civil Society. The first “Integrity Club” was started at Kochi Refinery School and received great response. This movement has now been extended to five more schools under Kendriya Vidyalaya Sangatan in Kerala. The activities of the IC at Kochi Refinery such as reaching out to the weakest and the needy have evoked an enthusiastic response from the public.

To increase transparency in interface with vendors, contractors, suppliers and service providers, the coverage of tenders hosted on the corporate website has been increased and at present includes tenders of Original Equipment Manufacturers and Proprietary items also. The Integrity Pact has been implemented and was made mandatory for all tenders above ₹ 1 crore. Bill Payments Monitoring system has been rolled out and implemented across the Corporation.

SUBSIDIARY COMPANIES

Numaligarh Refinery Limited (NRL)

NRL was incorporated in 1993 with an authorized capital of ₹ 1000 crores. It is a Mini Ratna company (Category I) and has a 3 MMTPA refinery at Numaligarh in Assam. BPCL holds 61.65% of the paid up equity in NRL as on 31st March, 2012. The refinery processed highest ever crude oil of 2.82 MMT of crude oil during the year 2011-12 as compared to 2.25 MMT processed in the previous year. As on 31st March, 2012 the Refinery completed 10 years of Lost Time Accident (LTA) free operations since the date of the last LTA on 18th February, 2002. NRL achieved highest ever turnover of ₹ 14,004.25 crores for the financial year ending 31st March, 2012 as compared to ₹ 8,955.14 crores in the previous year. The Company’s profit after tax for the year stood at ₹ 183.70 crores as against a profit of ₹ 279.26 crores in the previous year, which is due to high crude oil cost vis-a-vis product price realisation from the market. The earnings per share (EPS) for the year 2011-12 amounted to ₹ 2.50 as compared to ₹ 3.80 in 2010-11. The Board of Directors of NRL have recommended a dividend of ₹ 1 per share of ₹ 10 each for the current financial year as compared to ₹ 1.50 per share of ₹ 10 each for the previous year. NRL had a net worth of ₹ 2,699.26 crores and a book value of ₹ 36.69 per share as at 31st March, 2012.

Bharat PetroResources Limited (BPRL)

Bharat PetroResources Ltd (BPRL) was incorporated in the year 2006 as a wholly owned subsidiary company of BPCL with the objective of implementing BPCL’s plans in the upstream exploration and production sector. As on 31st March 2012, the authorized capital of BPRL is

₹ 3000 crores and the subscribed and paid up share capital of BPRL is ₹ 1100 crores. The exploration and production activities of BPRL and its subsidiary companies extend to 26 exploration blocks where they hold participating interests (PI). Of this, 11 blocks are in India and 15 are abroad. Besides India, BPRL has blocks in Australia, Brazil, East Timor, Indonesia, Mozambique and the United Kingdom. BPRL’s total acreage in all these blocks is around 68,000 sq.km, of which approx 89% is offshore acreage. These blocks are in various stages of exploration.

BPRL had formed a wholly owned subsidiary company, Bharat PetroResources JPDA Limited through which it holds a participating interest of 20% in Block-JPDA 06-103-East Timor in the Joint Petroleum Development Area between Australia and East Timor. Further, BPRL has incorporated a wholly owned subsidiary company, BPRL International B.V., Netherlands which in turn has incorporated 3 wholly owned subsidiary companies viz. BPRL Ventures B.V., BPRL Ventures Mozambique B.V. and BPRL Ventures Indonesia B.V., for undertaking exploration activities in various countries. BPRL Ventures B.V. has 50% stake in IBV Brasil Petroleo Limitada, which has participating interests ranging from 20% to 40% in 10 blocks in Brazil. BPRL Ventures Mozambique B.V. has participating interest of 10% in a block in Mozambique, and BPRL Ventures Indonesia B.V. holds participating interest of 12.5% in a block in Indonesia.

BPRL earned income of ₹ 1.81 crores for the financial year ending 31st March, 2012 and had a loss of ₹ 88.94 crores as compared to income of ₹ 0.67 crores and loss of ₹ 18.98 crores for the financial year ending 31st March, 2011.

Annual Accounts of the Subsidiary Companies

In view of the dispensation granted by the Ministry of Corporate Affairs vide General Circular No. 2/2011 dated 8th February, 2011, copies of the Balance Sheet, Profit and Loss Account, Directors’ Report and the Auditors’ Report of the Subsidiary Companies are not attached to the Balance Sheet of the Company. In compliance with the conditions of the dispensation, the Consolidated Financial Statements have been presented in the Annual Report and financial information of the Company’s subsidiaries, as required, is disclosed in the Annual Report as Annexure F to the Directors’ Report for information. The Audited Annual Accounts of Subsidiary Companies and related detailed information are open for inspection to Members at BPCL’s Registered Office. Further, BPCL would make available / furnish these documents, on request, to any of its Members and the said documents would also be posted on BPCL’s website.

JOINT VENTURE COMPANIES

Petronet LNG Limited (PLL)

PLL was formed in April, 1998 for importing LNG and setting up LNG terminal with facilities like jetty, storage, regasification etc. to supply natural gas to various industries in the country. The Company has an authorised capital of ₹ 1200 crores. PLL was promoted by four public sector companies viz. BPCL, Indian Oil Corporation (IOC), Oil and Natural Gas Corporation Limited (ONGC) and GAIL (India) Limited (GAIL). Each of the promoters holds 12.5% of the equity capital of PLL. The other major shareholders include Gaz de France with a 10% equity stake and Asian Development Bank holding 5.2% of the equity capital of the Company. The balance 34.8% is held by the public. BPCL's equity investment in PLL currently stands at ₹ 98.75 crores. As at 31st March, 2012, PLL had a net worth of ₹ 3,519.78 crore with a book value of ₹ 46.93 per share.

PLL recorded a sales turnover of ₹ 22,696 crores in the financial year ended as on 31st March, 2012 as compared to ₹ 13,197 crores recorded in 2010-11. The net profit for the year stood at ₹ 1,057.54 crores as compared to ₹ 619.62 crores in the previous year. The EPS for the year 2011-12 amounted to ₹ 14.10 as compared to ₹ 8.26 in 2010-11. PLL has declared a dividend of ₹ 2.50 per share for the financial year 2011-12 as compared to ₹ 2 per share during the previous year.

Indraprastha Gas Limited (IGL)

IGL, a Joint Venture Company with GAIL as the other co-promoter, was set up in December, 1998 with an authorised capital of ₹ 220 crores for implementing the project for supply of Compressed Natural Gas (CNG) to the household and automobile sectors in Delhi. BPCL invested ₹ 31.50 crores in IGL for 22.5% stake in its equity. IGL has commissioned over 241 CNG stations which supply the environment friendly fuel to more than 4,30,000 vehicles. IGL has more than 2,40,000 domestic PNG customers and over 427 commercial customers in Delhi. The Company is also extending its business to the towns of Greater Noida and Ghaziabad.

IGL has registered a turnover of ₹ 2,790.10 crores and a profit after tax of ₹ 306.43 crores for the financial year ending as on 31st March, 2012 as compared to a turnover of ₹ 1,951.50 crores and a profit after tax of ₹ 259.77 crores in the previous year. IGL has declared a dividend of ₹ 5 per share against a dividend of ₹ 5.0 per share in the previous year. IGL's net worth was ₹ 1,228.94 crores with a book value of ₹ 87.78 per share as at 31st March, 2012. The shares of the Company are listed on the Bombay Stock Exchange Limited, and National Stock Exchange of India Limited.

Sabarmati Gas Limited (SGL)

SGL, a Joint Venture Company promoted by BPCL and Gujarat State Petroleum Corporation (GSPC), was incorporated on 6th June 2006 with an authorized capital of ₹ 100 crores for implementing the City Gas distribution project for supply of CNG to the household and automobile sectors in Gandhinagar, Mehsana and Sabarkantha Districts of Gujarat.

Both the promoters have a stake of 25% each in the equity capital of SGL and the balance has been subscribed to by financial institutions. SGL has set up 23 CNG stations. SGL has achieved a turnover of ₹ 704.33 crores and profit after tax of ₹ 11.03 crores for the financial year ending 31st March, 2012 against a turnover of ₹ 455.58 crores and profit after tax of ₹ 27.56 crores in the previous year. The Company has not yet proposed dividend on equity shares for the financial year ending 31st March, 2012. Dividend of 15% was declared in the previous year.

Central UP Gas Limited (CUGL)

CUGL is a Joint Venture Company set up in March, 2005 with GAIL as the other partner for implementing the project for supply of CNG to the household, industrial and automobile sectors in Kanpur and Bareilly in Uttar Pradesh. The Company was incorporated with an authorised share capital of ₹ 60 crores. The joint venture partners have each invested ₹ 15 crores in the joint venture, with each partner having an equity stake of 25% in the Company. The balance equity share capital has been subscribed to by Infrastructure Development Finance Company Limited (IDFC), Asian Development Bank (ADB) and Infrastructure Leasing & Financial Services Limited (ILF&S). CUGL has set up 11 CNG stations. The Company has commenced its PNG operations.

CUGL has achieved a turnover of ₹ 124.71 crores and profit of ₹ 21.13 crores for the financial year ending 31st March, 2012 as compared to a turnover of ₹ 73.37 crores and a profit of ₹ 12.30 crores in the previous year. The EPS for the year stood at ₹ 3.52 as against ₹ 2.06 in 2010-11. The Board of Directors has recommended a payment of dividend at ₹ 1.25 per share for the current year against ₹ 0.70 that was paid in the earlier year.

Maharashtra Natural Gas Limited (MNGL)

MNGL was set up on 13th January, 2006 as a Joint Venture Company with GAIL for implementing the project for supply of CNG to the household, industrial and automobile sectors in Pune and its nearby areas. The Company was incorporated with an authorised share capital of ₹ 100 crores. BPCL and GAIL have invested ₹ 22.50 crores each in MNGL's equity capital. The Maharashtra Government will hold a 5% stake in the Company. The balance equity shares have been subscribed by IDFC, IL&FS and

Axis Bank as shareholders. The Company has set up 14 CNG stations so far.

MNGL has achieved a turnover of ₹ 85.48 crores for the financial year ending 31st March, 2012 and profit of ₹ 12.10 crores for the year as against a turnover of ₹ 35.48 crores and profit of ₹ 0.03 crores in the previous year.

Bharat Stars Services Private Limited (BSSPL)

BSSPL, a Joint Venture Company promoted by BPCL and ST Airport Pte Limited, Singapore was incorporated on 13th September, 2007 with an authorised share capital of ₹ 10 crores for providing into plane fuelling services at the new Bengaluru International Airport. The authorised share capital of BSSPL was subsequently enhanced to ₹ 20 crores.

The two promoters have each subscribed to 50% of the equity share capital of BSSPL and BPCL's present investment stands at ₹ 10 crores. The Company, which commenced its operations at the new international airport in Bengaluru from May, 2008, has also incorporated a wholly owned subsidiary for providing into plane fuelling services at the new T3 Terminal of Delhi International Airport. The Company is also planning to enter Calicut Airport and other nearby airports.

BSSPL has achieved a turnover of ₹ 10.38 crores for the financial year ending 31st March, 2012 and profit of ₹ 1.50 crores as against a turnover of ₹ 8.72 crores and a profit of ₹ 1.24 crores in the previous year. BSSPL has declared a dividend of ₹ 0.40 per share for the current year as against ₹ 0.20 per share for the previous year.

Bharat Renewable Energy Limited (BREL)

BREL was incorporated on 17th June, 2008 for undertaking the production, procurement, cultivation and plantation of horticulture crops such as karanj, jatropha and pongamia, trading, research and development and management of all crops and plantation including Bio-fuels in the State of Uttar Pradesh, with an authorized capital of ₹ 30 crores. The Company has been promoted by BPCL with Nandan Biomatrix Limited, Hyderabad and Shapoorji Pallonji Company Limited, through their affiliate. Each of the partners will have an equal stake in the equity capital of the joint venture. The project envisages plantation of Jatropha in 1 million acres (4,04,686 hectares) of marginal land which has the potential of generating employment / self employment for 1 million people and produce 1 million tonnes of Bio-diesel with an investment of ₹ 2,200 crores over the next 10-15 years.

The Government of Uttar Pradesh has approved the project under "Jeevan Jyoti," a scheme of the Government which has the benefit of release of funds under the MGNREG Scheme.

BREL has also embarked on a revenue generation stream by initiating action for nursery plantation and a seed collection centre.

BREL has earned miscellaneous income of ₹ 0.06 crores for the financial year ending 31st March, 2012 and incurred a loss of ₹ 1.84 crores as against a miscellaneous income of ₹ 0.03 crores and a loss of ₹ 1.74 crores in the previous year.

Matrix Bharat Pte Limited (MBPL)

MBPL is a Joint Venture Company incorporated in Singapore on 20th May, 2008 for carrying on the bunkering business and supply of marine lubricants in the Singapore market as well as international bunkering, including expanding into Asian and Middle East markets. The Company has been promoted by BPCL and Matrix Marine Fuels LP USA, an affiliate of the Mabanaf group of companies, Hamburg, Germany. The authorised capital of the Company is USD 4 million, which is equivalent to ₹ 20 crores. Both the partners have contributed equally to the share capital. Matrix Marine Fuels LP USA has subsequently transferred their share and interest in the joint venture in favour of Matrix Marine Fuels Pte Limited, Singapore, another affiliate of the Mabanaf group. The name of the Company has been changed from Matrix Bharat Marine Services Pte Ltd to Matrix Bharat Pte Ltd.

The Company has begun the ex-pipe bunkering operations in August, 2008. The Company will also undertake development of international bunkering facilities at Indian ports, risk management including hedging activities, inventory management, and quality blending and freight optimization by utilizing the back haulage of time charter vessels for importing petroleum products in India. MBPL has achieved a turnover of USD 928.71 million and earned a profit of USD 0.33 million for the year ending 31st March, 2012 as compared to a turnover of USD 402.33 million and a profit of USD 0.40 million in the previous year.

Petronet India Limited (PIL)

BPCL has 16% equity participation with an investment of ₹ 16 crores in PIL, which was formed as a non-government financial holding company to give impetus to the development of pipeline networks throughout the country. PIL has facilitated pipeline access on a common carrier principle through joint ventures for pipelines put up by them viz. Vadinar-Kandla, Kochi-Coimbatore-Karur and Mangalore-Hassan-Bangalore. PIL registered income of ₹ 0.23 crores and a net loss of ₹ 0.25 crores for the financial year ending 31st March, 2012 as against income of ₹ 0.23 crores and a net loss of ₹ 1.46 crores in the previous year.

The new pipeline policy announced by the Government of India some time back has affected the future of the

company as interested companies are permitted to undertake pipeline projects and PIL does not have any new projects in hand. As such, promoters and other investors in PIL have reached a conclusion that continuation of PIL would not be viable. Accordingly, the winding up process has been initiated and the process of divesting PIL's 26% equity in the three joint venture companies promoted by it is in progress. The Board of Directors of BPCL, in its meeting held in December 2006 accepted PIL's offer to buy its 26% stake in the equity of Petronet CCK Limited where BPCL already holds 49% of the paid up share capital. This is awaiting receipt of approval of the Government of India.

Petronet CCK Limited (PCCKL)

BPCL has invested a sum of ₹ 49 crores for a 49% stake in the equity capital of PCCKL, a Joint Venture Company promoted with PIL with an authorised share capital of ₹ 135 crores. The Company owns 292 Km long multi-product Kochi-Karur pipeline from BPCL's installation at Irimpanam to Karur for transportation of MS, HSD and SKO. The pipeline commenced commercial operations from September, 2002.

The pumping volume during the year 2011-12 amounted to 2.21 MMT as against 1.87 MMT in the previous year. PCCKL registered a turnover of ₹ 69.50 crores and net profit of ₹ 20.34 crores for the financial year ending 31st March, 2012 as compared to a turnover of ₹ 54.87 crores and net profit of ₹ 8.91 crores in the previous year. BPCL has initiated steps subject to completion of all formalities to purchase the 26% share of PIL in PCCKL.

Delhi Aviation Fuel Facility Private Limited (DAFFPL)

A new Joint Venture Company, DAFFPL, has been promoted by BPCL, IOC and Delhi International Airport Limited (DIAL) for implementing Aviation Fuel facility for the new T3 terminal at Delhi International Airport. BPCL and IOC have subscribed to 37% of the share capital of the joint venture while the balance has been taken by DIAL. BPCL's onsite assets at the Delhi Airport were transferred to the Joint Venture. DAFFPL has registered a turnover of ₹ 122.75 crores and net profit of ₹ 32.34 crores for the financial year ending 31st March, 2012 as against a turnover of ₹ 96.05 crores and net profit of ₹ 34.67 crores in the previous year.

CONSERVATION OF ENERGY, TECHNOLOGY ABSORPTION AND FOREIGN EXCHANGE EARNINGS AND OUTGO

The details regarding energy conservation, technology absorption and foreign exchange used and earned as required by Section 217(1)(e) of the Companies Act, 1956, are given in Annexure A.

MEMORANDUM OF UNDERSTANDING WITH MINISTRY OF PETROLEUM & NATURAL GAS

BPCL for the twenty-third successive year has entered into a Memorandum of Understanding (MOU) for the year 2012-13 with the Ministry of Petroleum & Natural Gas. BPCL has been achieving an "Excellent" performance rating since 1990-91.

PARTICULARS OF EMPLOYEES UNDER SECTION 217(2A)

Information required under Section 217(2A) of the Companies Act, 1956, read with the Companies (Particulars of Employees) Rules, 1975, is enclosed as Annexure C.

CORPORATE GOVERNANCE

As required under Clause 49 of the Listing Agreement and Department of Public Enterprises (DPE) Guidelines, the Report on Corporate Governance, together with the Auditors' Certificate on compliance of Corporate Governance, is annexed as Annexure B. The Report also indicates the extent of BPCL's compliance of the Corporate Governance Voluntary Guidelines, 2009 issued by the Ministry of Corporate Affairs.

The Company has engaged M/s. Dholakia & Associates, Company Secretaries for conducting the Secretarial Audit for the year 2011-12. The Secretarial Audit Report is enclosed as part of Annexure B.

The forward looking statements made in the 'Management Discussion and Analysis' are based on certain assumptions and expectations of future events. The Directors cannot guarantee that these assumptions are accurate or these expectations will materialize.

DIRECTORS' RESPONSIBILITY STATEMENT

Pursuant to Section 217(2AA) of the Companies Act, 1956, the Directors of BPCL confirm that:

1. In the preparation of the Annual Accounts, all the applicable Accounting Standards have been followed along with proper explanation relating to material departures.
2. The Company has selected such Accounting Policies and applied them consistently and made judgements and estimates that are reasonable and prudent so as to give a true and fair view of the State of Affairs of the Company as on 31st March 2012 and of the Statement of Profit and Loss of the Company for the year ended on that date.
3. The Company has taken proper and sufficient care for the maintenance of adequate accounting records in accordance with the provisions of the Companies Act, 1956, for safeguarding the assets of the Company and for preventing and detecting fraud and other irregularities.
4. These Accounts have been prepared on a going concern basis.

DIRECTORS

Shri. B.K. Datta, Executive Director (Supply Chain Optimization) was appointed as Additional Director with effect from 1.8.2011. The shareholders have appointed him as Director of the Company at the Annual General Meeting held on 16.9.2011.

Shri. S. K. Joshi, Director (Finance) has superannuated on 31.8.2011. The Directors have placed on record their appreciation of the valuable contributions made and guidance given by him for the development and progress of the Company's business.

Shri. S. Varadarajan, Executive Director (Finance) was appointed to the post of Director (Finance) of the Company from 1.9.2011. The shareholders have appointed him as Director of the Company at the Annual General Meeting held on 16.9.2011.

Dr. S. Mohan, Director (Human Resources) has superannuated on 31.10.2011. The Directors have placed on record their appreciation of the valuable contributions made and guidance given by him for the development and progress of the Company's business.

Shri. S.P. Gathoo, Executive Director (HRS) was appointed as Additional Director with effect from 3.11.2011. He also assumed the office of Director (Human Resources) from that date in pursuance of appointment by the Govt. of India. As he has been appointed as Additional Director, he will hold office till the ensuing AGM. Notice under section 257 has been received proposing his name for appointment as Director at the ensuing Annual General Meeting (AGM).

Shri. P. K. Sinha, Special Secretary & Financial Advisor, Ministry of Petroleum & Natural Gas resigned from the Board with effect from 1.3.2012. The Directors have placed on record their appreciation of the valuable contributions made and guidance given by him for the development and progress of the Company's business.

Prof. J. R. Varma was appointed as Additional Director with effect from 10.08.2012. As he has been appointed as Additional Director, he will hold office till the ensuing AGM. Notice under section 257 has been received proposing his name for appointment as Director at the ensuing AGM.

Shri. B. Chakrabarti was appointed as Additional Director with effect from 10.08.2012. As he has been appointed as Additional Director, he will hold office till the ensuing AGM. Notice under section 257 has been received proposing his name for appointment as Director at the ensuing AGM.

Shri. R.N. Choubey, Director General, Directorate General of Hydrocarbons, Ministry of Petroleum & Natural Gas was appointed as Additional Director with effect from 10.08.2012. As he has been appointed as Additional Director, he will hold office till the ensuing AGM. Notice under section 257 has been received proposing his name for appointment as Director at the ensuing AGM.

Shri. I.P.S. Anand, Shri. Hareesh M. Jagtiani and Shri. Alkesh Kumar Sharma, Secretary, Investment Promotion, Government of Kerala, Directors, will retire

by rotation at the ensuing AGM as per the provisions of Section 256 of the Companies Act, 1956, and being eligible, offer themselves for re-appointment as Directors at the said Meeting.

As required under the Corporate Governance Clause, brief bio-data of the above Directors who are appointed / reappointed at the Annual General Meeting are provided in the Corporate Governance Report.

STATUTORY AUDITORS

M/s. T.R. Chadha & Co, Chartered Accountants, Mumbai and M/s. K. Varghese & Co, Chartered Accountants, Kochi, were appointed as Statutory Auditors for the year 2011-12, by the Comptroller & Auditor General of India (C&AG), under the provisions of Section 619 (2) of the Companies Act, 1956. They will hold office till the ensuing Annual General Meeting. The said firms have also been appointed as the Statutory Auditors for the financial year 2012-13 by the C&AG.

COST AUDITORS

During the year 2011-12, seven cost audit reports pertaining to the Refineries & Lube plants have been filed with the Ministry of Corporate Affairs on 28th August, 2011 and 30th August, 2011. The due date for filing these cost audit reports was 30th September, 2011. These cost audit reports pertain to the year 2010-11 and the cost auditors were M/s. N. I. Mehta & Co., Mumbai and M/s. Muralidhar Mohan & Associates, Mumbai.

The same cost auditors have been appointed for the year 2011-12. The due date for filing the cost audit reports for 2011-12 has now been extended till 31st December, 2012 by MCA. Necessary action is being taken to file the reports as required.

ACKNOWLEDGEMENTS

The Directors express their earnest appreciation for the untiring efforts of every employee of the Organisation without which BPCL would not have been able to achieve the challenging targets in all areas of operations.

The Directors are thankful for the guidance received from different Ministries of the Government of India particularly the Ministry of Petroleum & Natural Gas and from various State Governments which has facilitated the smooth and efficient functioning of the Company.

The Directors also acknowledge the continuing patronage and support extended to BPCL by all the stakeholders including customers, dealers, distributors, contractors and suppliers.

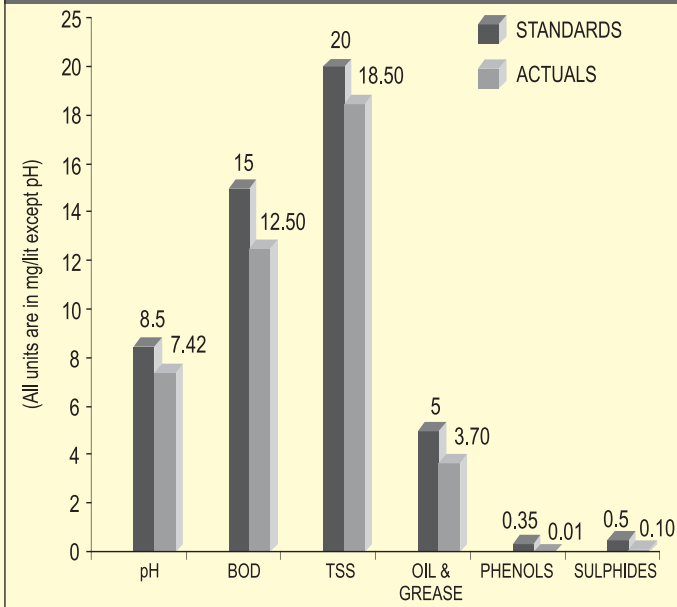
The Directors would like to extend their sincere thanks to each and every shareowner for their unstinted support in all our endeavors.

For and on behalf of the Board of Directors

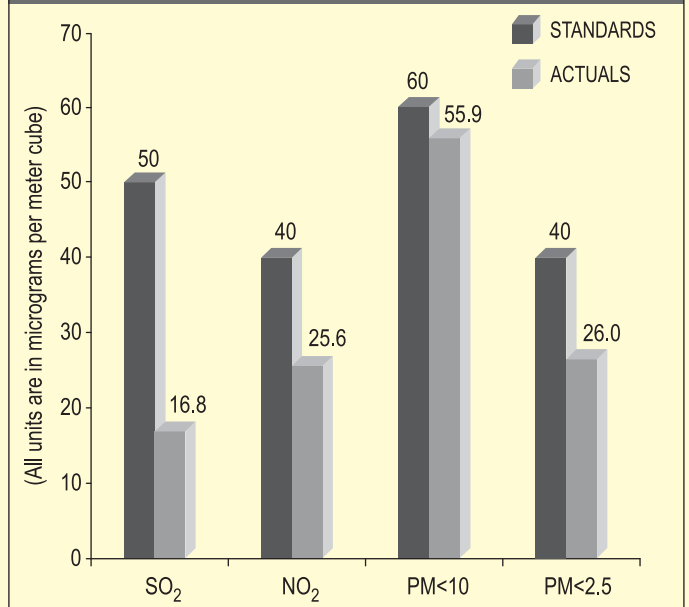
Mumbai
Date: 10th August, 2012

Sd/-
R. K. Singh
Chairman & Managing Director

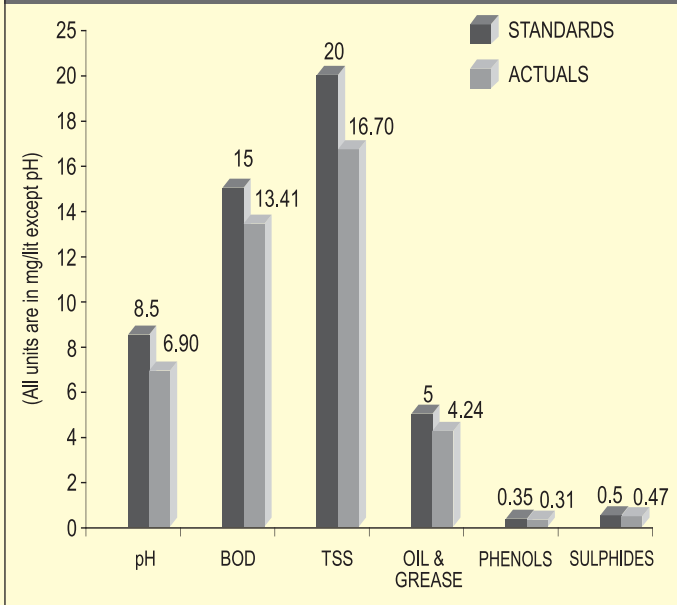
TREATED EFFLUENT WATER QUALITY VIS-A-VIS STATUTORY STANDARDS AT MUMBAI REFINERY



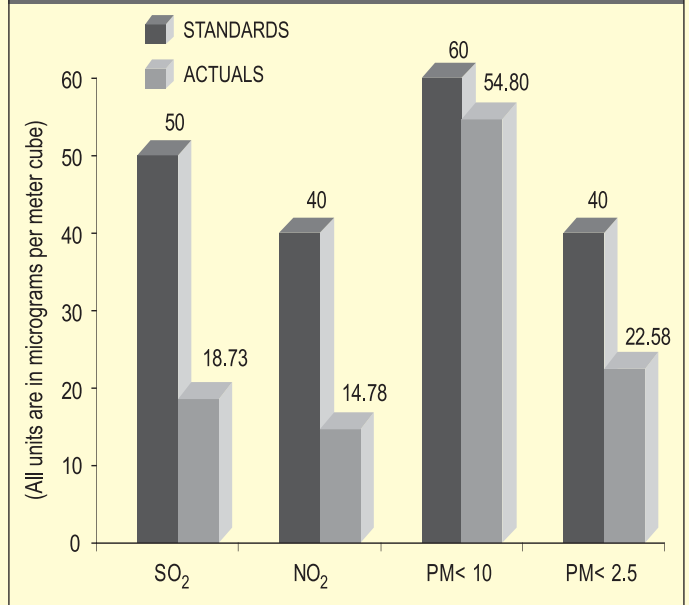
TYPICAL AMBIENT AIR QUALITY VIS-A-VIS STATUTORY STANDARDS AT MUMBAI REFINERY



TREATED EFFLUENT WATER QUALITY VIS-A-VIS STATUTORY STANDARDS AT KOCHI REFINERY



TYPICAL AMBIENT AIR QUALITY VIS-A-VIS STATUTORY STANDARDS AT KOCHI REFINERY



ECONOMIC DEVELOPMENTS

The global economy continued to face a number of challenges during the year 2011-12. Countries had to deal with the problems of high commodity prices and the lukewarm pace of economic growth. Even in countries like China and India, there has been a moderation in the growth rate. The crisis in the Euro zone continued to simmer with the situation in Greece threatening to get out of hand. Although countries like Germany and France have worked towards helping Greece avert a major crisis, the situation remained grim. Recently, Spain the fourth largest economy in the European Union, has slipped into recession. Major economies like Italy are also passing through an extremely stressful period. Credit ratings of large banks were downgraded and there are growing fears of a serious economic meltdown. As strict austerity measures are being implemented, countries are facing a backlash from citizens who are badly affected by them. The consequent instability on the political front is hampering efforts aimed at dealing with the difficult situation. Under the circumstances, the world is seeing a period of tepid economic growth, despite central banks keeping interest rates at very low levels. In addition, there are political concerns, like the sanctions on Iran, which have the potential of developing into a full blown crisis.

The domestic market has seen the Reserve Bank of India maintain an extremely hawkish stand on interest rates, as it sought to rein in the rate of inflation. It was only in the annual credit policy statement for 2012-13 announced in April 2012 that the Reserve Bank finally reduced the key interest rates. This was quite unlike the situation in many other economies, where the Central Bank maintained an easy money policy. However in the first quarter review of Monetary Policy 2012-13 announced in July 2012, the Reserve Bank refrained from announcing any further cut in the key interest rates although the statutory liquidity ratio of scheduled commercial banks was reduced by 100 basis points. The high domestic interest rates have had an impact on corporate performance and encouraged companies to look at borrowings in foreign currencies, as the effective interest costs looked very attractive as compared to the domestic rates. However, the recent past has seen a sharp depreciation in the value of the Indian rupee with reference to the US Dollar. The rupee had even breached the ₹ 57 mark with reference to the dollar. There are no visible signs of the trend getting reversed significantly in the coming days. This is throwing up major challenges, considering that foreign inflows have reduced and demand for dollars is increasing. Although there has been a decline in the international prices of commodities like oil on the back of the global economic crisis, the benefit

is getting negated with the fall in the value of the rupee. Consequently, inflation remains high and a cause of worry for policy makers. The domestic economy therefore, faces major challenges in the days ahead.

The challenging economic environment has had an adverse impact on the growth rate of the Gross Domestic Product (GDP). As per the Revised Estimates of the National Income for the year 2011-2012 released by the Government of India, the GDP is estimated to have grown at a rate of 6.5% over the previous year. This represents a significant reduction as compared to the growth rate of 8.4% achieved in 2010-2011. The decline in the growth was pronounced in the last quarter of the year when it stood at 5.3% over the corresponding period of last year. The high interest rate scenario, coupled with the fact that commodity prices remained firm, have contributed to this decline in the growth rate. Although the growth rate in the last quarter of 2011-12 has been the lowest in the last nine years, India continues to remain one of the few major economies which is growing at a reasonable rate. However, the year 2012-13 is expected to remain challenging on account of the ongoing crisis in the European Union and the depreciation in the rupee.

Almost all the sectors of the economy have seen a fall in the rate of growth as compared to the previous year. The agriculture sector, which remains the country's mainstay, is estimated to have grown at a much lower rate of 2.8% as against 7% in the previous year. The manufacturing sector has grown by only 2.5%, which represents a sharp fall as compared to the rate of 7.6% achieved in 2010-11. The high interest rates remain a cause for concern for this sector and the declining rupee will also lead to cost pressures. The services sector was relatively better off in 2011-12. However, the global economic scenario does not inspire much confidence for this sector for the coming year. There are thus, major challenges on the horizon for the coming financial year 2012-13. The stock markets have been lacklustre, mainly on account of a lack of any positive triggers. There are no major public issues of shares by companies or divestment proposals in the near future. The worries around the foreign currency borrowings of Indian companies, which are falling due for repayment in the days ahead, are adding to the sense of pessimism on account of the rupee movement against the dollar. The Government of India is attempting to address the concerns of investors with regard to some of the proposals of the last Union Budget. Policy makers are trying their best to mitigate the situation and provide support to help the economy to navigate the extremely difficult situation and some measures relating to the external commercial borrowings were announced recently.

The crude oil prices have remained above the USD 100 per barrel throughout the year 2011-12. Consequently, the average price of the Indian basket of crude oil was around USD 112 per barrel for the year. The developments in the global geo-political scene have ensured that prices remained firm in 2011-12. The sanctions imposed by the western world on Iran have curtailed the supplies from one of the world's key oil producers. The closure of the nuclear plants in Japan after the tsunami has led to a sharp increase in demand for oil and gas. Major producers like Saudi Arabia have increased their production to their peak levels in an effort to meet the global demand. The month of June 2012 has seen the softening of the international crude oil prices, mainly on account of fears of a global industrial slowdown. However, for a country like India, the gains arising from a moderation in international prices has been offset to a large extent by the decline in the exchange rate of the Indian rupee. In the days ahead, a lot will depend on major developments across the world, like how the European crisis plays out, as any adverse development has the potential of disrupting the global economy in a major way. The measures adopted by the Reserve Bank of India will be watched closely by the Indian corporate sector. The Government of India would also be expected to play a proactive role in ensuring that the economy continues to grow at a reasonable rate. The financial year 2012-13 is therefore, likely to remain very tough and challenging.

TRENDS IN THE OIL & GAS SECTOR

The crude oil prices in the international market have remained firm during the year 2011-12. The average price during the year of the benchmark Brent crude oil was USD 114.58 per barrel as compared to USD 86.73 in 2010-11. The high prices can be attributed to factors like the imposition of economic sanctions on Iran by the United States of America, the ongoing crisis in Syria and the impact of the devastating earthquake and tsunami which had struck Japan in March 2011. There has been a downtrend in the crude oil prices in June 2012. The price had reached a level of USD 90 per barrel, bringing relief to oil importing countries like India. However, prices have started firming up in July 2012 with the average price since then remaining above the USD 100 per barrel mark.

According to the Oil Market Report dated 13th June, 2012 published by the International Energy Agency (IEA), the average global demand for oil in the year 2011 stood at 89.1 Million Barrels per day (MBPD) as compared to 88.4 MBPD in 2010. The high prices, along with the slow pace of the global economic recovery, have resulted in the muted growth in demand. On the supply side, the year 2011 saw an increase in availability of crude oil from

OPEC countries. The full implementation of the sanctions announced by the United States of America on the oil and banking sectors of Iran is likely to impact the availability of oil from that country.

The Asia Pacific region continued to account for most of the growth in the demand for oil in 2011, even as demand remained flat in the developed countries in North America and Europe. The trend is expected to continue in the year 2012 also, when the average global demand for oil is estimated to be around 89.9 MBPD, which will be an increase of 0.8 MBPD over the figure in 2011. The growth will be influenced by the movement in the crude oil prices and the pace of economic growth. The economies of India and China are amongst the few which are growing at a reasonable rate. However, there are expectations of a slowdown in the growth rate in 2012 which could have an adverse effect on the demand for oil. The geo-political tensions in different parts of the world will also have a major bearing and any supply disruption can cause prices to go up sharply. In the Indian context, any decisions taken by the Government of India with regard to the administered prices of sensitive products like High Speed Diesel (HSD), and domestic supply of Liquefied Petroleum Gas (LPG) and Kerosene can have an impact on the demand for these products.

The financial year 2010-11 saw the average Brent Dubai differential standing at USD 2.60 per barrel, which was a change from the previous few years when the differential had narrowed. The differential has widened during the year 2011-12 when the average differential stood at USD 4.44 per barrel. During the first quarter of the current financial year, the gap has once again narrowed to around USD 2.10 per barrel which could have an impact on the refining gross margins.

The year 2011-12 saw crude oil supplies improve from countries like Iraq and Libya. With the pace of the global economic recovery uncertain and the ongoing crisis in European countries like Greece and Spain, the demand side is not expected to cause a rise in the crude oil prices. However, the political turmoil in countries like Syria and the escalation of tensions in countries like Iran have the potential of affecting the supplies of crude oil which can impact prices. Also, any decline in the growth rates of India and China can affect demand. In line with the higher crude oil prices in 2011-12, the average product prices have also remained at higher levels when compared to the previous year. The firm trend in the prices has continued in the first quarter of the financial year 2012-13. However, the prices of finished products have declined in June 2012. The fall in the product prices offers some respite to the public sector oil marketing companies by bringing down

the extent of the under-recoveries on the sale of products like HSD, LPG (Domestic) and Kerosene (Domestic). The relief could have been much more substantial but for the decline in the value of the Rupee with reference to the Dollar. However, India's demand for petroleum products is expected to remain strong, given that the economy will keep growing notwithstanding all the challenges.

INDIAN PETROLEUM SECTOR

Based on the provisional data released by the PPAC, the consumption of petroleum products in the country in 2011-12 stood at 147.99 MMT as compared to 141.04 MMT in the previous year, representing a growth of 4.9%. If the sales volume of only the public sector oil companies is considered, the growth rate stands at 6.2% over the sales volume of the earlier year.

Significant growth in the sales volume was seen in the case of transportation fuels like Motor Spirit (MS) and HSD. While sales of MS grew by 5.6%, the sales of HSD went up sharply by 7.8%, as against a growth of 6.8% in the previous year. Amongst other products, consumption of LPG went up by 7.2% over the previous year and that of Aviation Turbine Fuel (ATF) increased by 9%. In the case of both LPG and ATF, the growth rate is slightly lower than the rate in the previous year. The impact of the decision of the Government to permit airlines to directly import ATF for meeting their requirements remains to be seen. In the case of products used in the Industrial sector, the growth has remained flat or has declined. Sale of Naphtha has increased by 4%, thus reversing the trend of the previous year. The increase can be attributed to a decline in the availability of domestic gas and the high prices of LNG. Bitumen sales have grown by around 2% in the year. On the other hand, there has been a decline of around 19% in the sales volume of fuel oil. The domestic demand for petroleum products in the coming days will be impacted by the movement of international prices and the value of the rupee. The Government may also have to review the prices of sensitive petroleum products as the under-recoveries are putting a severe strain on the financial position of the oil companies.

During the year under review, the average cost of the Indian basket of crude oil went up to USD 112 per barrel as compared to USD 85 per barrel in the earlier year. This was the highest in any financial year. In June 2012, although the international prices have come down, the sharp decline in the value of the Indian rupee with reference to the Dollar has prevented the economy from getting the full benefit of the fall in crude oil prices.

The total quantum of crude oil imported into the country during the year 2011-12 stood at 171.73 MMT, which was an increase over the level of 163.59 MMT imported in

the previous year. With international oil prices being firm throughout the year, the imports of crude oil have increased significantly in value terms. The outgo, which stood at USD 100 billion in 2010-11, went up to USD 139 billion in 2011-12. With India dependent on imports for meeting a major portion of its crude oil requirements, the value of imports in rupee terms will increase sharply with the depreciation in the rupee unless there is a sharp fall in international prices.

The quantum of crude oil processed by the domestic refining sector in 2011-12 stood at 203.76 MMT, as compared to 196.5 MMT in the previous year. This is much higher than the domestic demand for petroleum products. The commissioning of the new refinery in Bina during the year has added to the country's refining capacity. With the 9 Million Metric Tonnes Per Annum (MMTPA) grass roots refinery at Bhatinda coming on-stream in 2012-13, the refining capacity in the country will increase further. Consequently, India will continue to remain a major exporter of petroleum products. During the year 2011-12, the volume of petroleum products exported was around the same level as the previous year. The volume of exports of finished products in 2011-12 stood at 60.84 MMT as against 59.08 MMT in 2010-11. Although the growth in the export volume remained flat, the firm international prices led to a significant increase in the export realisation which went up from USD 43.34 billion in the previous year to USD 59.32 billion in 2011-12. Although the country continues to import products like LPG, MS and HSD, there was a reduction in the quantum of petroleum products imported into the country. As against a volume of 16.82 MMT imported in 2010-11, the imports came down to 15 MMT in 2011-12. However, the outgo in money terms remained unchanged at USD 11.3 billion in both the years.

The international prices of crude oil and petroleum products remain volatile. Also, the retail selling prices of sensitive products like HSD, LPG (Domestic) and Kerosene (Domestic) do not reflect the prevailing prices in the international markets. Consequently, the public sector oil marketing companies have had to operate with the burden of high levels of under-recoveries on the sale of these products. The fall in international prices in the month of June, 2012 has given some relief by way of reducing the quantum of under-recoveries. However, till such time the domestic prices are synchronised with the international prices, oil marketing companies will continue to suffer from under-recoveries. The Government of India is exploring various approaches for dealing with the issue in a manner which will ensure the elimination of under-recoveries while making available the benefits of subsidies to the needy sections of the population.

While the retail pricing of MS has been decontrolled, the selling price of HSD, LPG (Domestic) and Kerosene (Domestic) continues to be decided by the Government. Given the substantial increase in the international prices and the fall in the value of the rupee, the price of MS was increased by ₹ 7.54 per litre with effect from 24th May, 2012. Subsequently, prices of MS have been reduced by ₹ 2 per litre on 3rd June, 2012 and by ₹ 2.46 per litre from 29th June, 2012 before being increased by ₹ 0.70 per litre from 24th July, 2012. During the year 2011-12, the retail selling price of MS was increased on 15th May, 2011, 1st July, 2011, 16th September, 2011 and 4th November, 2011. The selling price was also reduced on 16th November, 2011 and 1st December, 2011. In the case of HSD, LPG (Domestic) and Kerosene (Domestic), the retail selling prices were increased with effect from 25th June, 2011. In addition, prices were revised on 1st July, 2011 in the case of HSD and LPG (Domestic) on account of changes in Dealers' Commission. Apart from this, there was no revision in the selling prices during the year 2011-12 in respect of these products.

The under-recoveries suffered by the downstream marketing companies continued to be compensated, partially by the upstream oil companies by way of discount on the crude oil purchased by the refining companies, and the balance was made good by the Government of India by way of cash compensation. The oil companies have to deal with severe liquidity constraints on account of the time lag in the receipt of the compensation. Consequently, there has been a substantial increase in the level of borrowings and the resultant higher interest cost has been absorbed by the oil companies. Also, the oil marketing companies had to absorb some losses on the sale of MS, as the same are not covered under the compensation mechanism. All these factors are posing challenges to these companies in terms of generating adequate resources for undertaking their capital expenditure plans.

The Government of India has been looking at various alternatives to address the growing subsidy burden. There are also concerns on the impact of any increase in selling prices of products like HSD on the rate of inflation, which even otherwise has remained too high for the comfort of policy makers. Efforts are also on to see whether technology can provide an effective mechanism for directing the benefit of subsidy only to the sections of the population who need them. Till such time a lasting solution is found, the oil marketing companies will continue to face the issue of under-recoveries. At the same time, once this critical issue is addressed, there is bound to be increased competition from the entry of private players, which will ultimately benefit the consumer. The coming days are therefore, expected to be extremely challenging, even as there are bound to be immense opportunities for growth.

OPPORTUNITIES AND THREATS

Notwithstanding the slowdown in the rate of growth of GDP, there is a strong belief that India's growth potential remains intact. The budgetary deficit, high inflation rate and sharp depreciation of the Indian rupee are matters of concern. However, it is expected that the inherent strength of the economy would in the long run script a major growth story for India. Consequently, companies like BPCL will be responsible for meeting the growing energy needs of the country. The main cause for concern is the high prices of crude oil in the international market, since the country is largely dependent on imports for meeting a major portion of the crude oil requirements. Also, given the fact that pricing of key products like HSD, LPG (Domestic) and Kerosene (Domestic) is controlled by the Government, the inability to pass on the burden of high prices to the consumer will impact the financial position of the public sector oil marketing companies. The upstream companies and the Government will also be affected as the subsidy burden is shared by them. The Government of India is engaged in working out a solution keeping in mind the interests of all stakeholders, while ensuring that the economy does not have to encounter serious inflationary pressures. Introduction of any measure that will reduce the burden of under-recoveries should help in improving the liquidity position of the public sector oil marketing companies. Dealing with the problem of under-recoveries will also enable these companies to generate resources required for investing in enhancing the distribution infrastructure, which is critical for meeting the growing demand. Improvement in the liquidity position will also help the oil companies to concentrate on strengthening their brand image and market presence in order to meet the challenges of the private players, who will enter a fully deregulated market.

The new grass roots refinery at Bina in Madhya Pradesh set up by Bharat Oman Refineries Limited (BORL), a Joint Venture Company promoted by BPCL, has started operations during the year and the finished products are being evacuated by BPCL to meet the demand in the central and northern parts of the country. The refinery has had to deal with some initial teething problems which were hampering smooth operations. With the problems being addressed, the refinery is expected to deliver its full potential in the current year, which will help BPCL in meeting the product requirements in some of the key markets in the country. With increased availability of its own product, BPCL's dependence on other oil companies, including private refineries and imports, will reduce which should stand it in good stead. BPCL will also be able to negotiate better terms with crude oil suppliers by aggregating the requirements of the new refinery with the needs of its own refineries. The joint venture company

has plans to tap the capital market through an initial public offering of equity shares at an appropriate time.

Kochi Refinery has been operating with the expanded capacity of 9.5 MMTPA. BPCL is looking at further expanding the capacity of the refinery, which will help in meeting the growing demand for petroleum products. The Board of Directors has recently approved the proposal for incurring capital expenditure of around ₹ 14,225 crores on the Integrated Refinery Expansion Project, which will take the refining capacity of Kochi Refinery to 15.5 MMTPA. The project will also lead to modernisation of the refining facilities which will enable the refinery to produce auto fuels conforming to Euro IV / V specifications and also lead to upgradation of the residue streams to produce distillates and petcoke. BPCL has drawn up ambitious timelines for completion of the project. The Government of Kerala has approved the grant of incentives for the project. BPCL would thus, be well placed in terms of product availability after its completion. As part of the expansion project, BPCL would be setting up a Petrochemical Fluid Catalytic Cracker (PFCC) which would generate 500 Thousand Metric Tonnes Per Annum (TMTPA) of Propylene. BPCL plans to use this feedstock to manufacture niche chemicals. A Memorandum of Understanding (MOU) was signed with the South Korean giant LG Chem on 12th July, 2012 for forming a joint venture for setting up a petrochemicals complex adjacent to Kochi Refinery. The completion of these projects is expected to bring significant value for BPCL and all its stakeholders.

The refining margins have been stable during the previous year. The sustained margins on the refining side will help companies like BPCL to make good a portion of their losses on the marketing front owing to the higher under-recoveries. The spread between heavy and light crude was also higher in 2011-12 as compared to the previous year. If the trend can be sustained, it can help in generating better margins for the refineries by processing heavier crude oils. Although the spread has come down slightly in 2012-13, there are signs of this firming up once again in July 2012. The potential of realising better margins thus, continues to be available.

The sale of transportation fuels like MS and HSD has been increasing at a healthy rate. Notwithstanding the higher prices, the uptrend in the sales volume is expected to continue. The growing economy, coupled with the rising middle class population with higher levels of disposable income, offers immense potential for growth in the retail segment of the market. BPCL has been a leader in this market and has developed strong infrastructure over the years. During the year 2011-12, BPCL has added over 1000 new retail outlets. In addition, BPCL has been making

available innovative offerings to the consumer. This has helped in developing and maintaining a robust brand image. BPCL is therefore, confident of being able to take advantage of the emerging opportunities and grow in the market. Although the growth potential is immense, there are challenges, particularly in the area of pricing of HSD. Availability of land for setting up new retail outlets remains a major issue. Even in the case of existing outlets, there are challenges when it comes to renewal of site leases. In spite of all these challenges, BPCL remains confident of continuing to grow and enhance its market share. The performance of the retail business in the first quarter of 2012-13 has vindicated this belief.

The LPG business remains one of the most challenging, considering the fact that while demand is growing, the extent of under-recovery remains very high on account of the inability to pass on the burden of higher prices to the consumers of domestic packed LPG. BPCL continues to focus on retaining its market share and is also enhancing its presence in the rural segment, where demand for LPG is on the rise. BPCL is also concentrating on maximising the value generation from the non-domestic sector where the selling prices are decontrolled. The optimisation of the supply chain remains one of the priority areas, as the cost of placement of product is one of the most significant elements of the total cost.

The Industrial & Commercial business is one of the most competitive segments of the market. The emergence of Gas has had a major impact on this segment. Also, the effects of a sustained increase in prices of products and slowdown in the economy will be felt first in this sector. As such, the business has been concentrating on enhancing the sale of high margin products and strengthening BPCL's presence in the bunkering market.

BPCL has been striving hard to strengthen its presence in the Gas market. The commissioning of the new LNG terminal at Kochi will enable BPCL to have access to increased gas volumes in addition to making available gas for Kochi Refinery. BPCL continues to look for opportunities for having a stake in one of the new LNG terminals being planned in various parts of the country. BPCL is also joining hands with other players to develop distribution infrastructure, which is so important in the Gas business. In addition, BPCL has been open to joining hands with partners whenever any opportunities for acquiring existing business have come up. While these initiatives will take time, BPCL continues its efforts to consolidate its existing presence in the Gas market. On the City Gas Distribution front, BPCL's presence is in the form of joint venture companies where it has a stake. The recent ruling of the Petroleum and Natural Gas Regulatory Board (PNGRB) on the matter of tariffs to be

charged by Indraprastha Gas Limited, a joint venture promoted by BPCL was a matter of serious concern. However, the company was successful in getting relief from the Delhi High Court. This issue will remain on the horizon till a conclusive decision is made and accepted by all stakeholders.

The Lubricants market in India is one of the most competitive. It is also impacted by the slowdown in the industrial sector. During the year, BPCL was able to grow its sales volume of finished lubricants by 3.8% over the previous year. With the growth of the economy slowing down and commodity prices on the rise, the year ahead will be extremely challenging. BPCL continues to look at opportunities for leveraging the availability of high quality Base Oil and tie-ups with leading automobile players to ensure that it is able to sustain its margins in this business.

The Indian Aviation sector is passing through an extremely volatile phase. Some of the domestic airlines are facing difficult times on account of factors like liquidity constraints and issues on the industrial relations front. This in turn, has had an impact on oil marketing companies by way of significant delays in the payment of dues on account of sale of ATF. BPCL's focus on foreign airlines has helped in this situation as payments from these customers are secure. The global economic developments could have an impact in terms of foreign airlines shutting down or reducing operations in the country. On the domestic front, the steep fares are likely to limit the pace of growth of the aviation sector. Another significant development has been the permission given for airlines to import ATF needed by them. Although there are a number of logistics issues that need to be overcome, this is a major change, which has the potential of impacting the ATF sales volumes of the oil companies. At the same time, new opportunities will arise for oil companies in terms of providing the required support to airlines who may want to directly import their ATF requirements.

Bharat PetroResources Limited, BPCL's wholly owned subsidiary company operating in the upstream exploration and production sector, continued to make significant progress. As on date, it has got participating interests in 26 blocks spread across different countries including India. A total of 10 discoveries have been announced in exploration blocks in Brazil, Indonesia and Mozambique where the company holds participating interests. Initial test results indicate that the discoveries in Mozambique are world class in nature. The potential gas availability makes this one of the world's largest discoveries in the recent past. These discoveries reflect the success of BPCL's foray in the upstream exploration and production segment and have the potential of generating significant amount of

revenues once the development phase is completed. Once production starts in these discoveries, significant value is expected to accrue for the benefit of BPCL's shareholders. At the same time, the quantum of investments to be made will be enormous and BPCL will have to deal with the challenge of arranging funds at optimum cost.

RISKS, CONCERNS AND OUTLOOK

The global economy is passing through an uncertain phase. There is a marked slowdown in the major economies which could persist for some time. There is bound to be some impact of this on the Indian economy as well. BPCL will therefore, be operating in a tough environment. The volatile movements in the prices of crude oil and finished products in the international markets and in the exchange rate of the rupee will only add to the challenges. There is no clear indication of the Government's plans with regard to revision in the prices of sensitive petroleum products. Although the Government and the upstream companies are compensating the losses suffered on the sale of sensitive products, the delays in the receipt of the monies is adding to the interest burden and hence, impacting the financial performance. BPCL is therefore, likely to encounter several risks in the course of its operations.

In the event of the issue of under-recoveries on the sale of sensitive products being addressed, either by way of the Government revising the prices or the international prices coming down significantly, BPCL will have to deal with the challenge of the private players resuming their marketing activity aggressively. The retention of customers and enhancing market share, particularly in the case of transportation fuels, will become more challenging. Any slowing down of the economy can lead to the demand for petroleum products being curtailed, thereby affecting growth and evacuation of products from the refineries. Further, if the Reserve Bank of India continues with its policy of maintaining key rates at the current levels, the interest burden will reduce the company's profitability and have an impact on the company's ability to fund its expansion needs.

Notwithstanding all these risks and concerns, BPCL is fully prepared to cope with these and remain firmly on the growth path. The commissioning of the Bina refinery and the expanded capacity at Kochi Refinery has strengthened its hands in terms of product availability. The oil and gas finds in Mozambique indicate huge potential in the days ahead, which will strengthen BPCL's position as an important player in the upstream sector. The marketing businesses have all been in the forefront when it comes to taking new initiatives for meeting the needs of the customer and hence, BPCL is confident of being able to retain the loyalty of the customers and enhancing its presence in the

market. The focus on achieving operating efficiencies and superior execution skills continues across the company. The organisation culture of achieving excellence in all areas of operations will ensure that BPCL will confidently deal with the emerging challenges and generate value for all its stakeholders.

PERFORMANCE

The performance of the various Strategic Business Units (SBUs) and Entities is discussed in detail in the following paragraphs.

REFINERIES

BPCL's two refineries at Mumbai and Kochi achieved a total throughput of 22.91 MMT, representing an overall capacity utilisation of 106.5%. With the Kochi Refinery operating with the expanded capacity of 9.5 MMTPA during the year, the total throughput was higher than the level of 21.78 MMT achieved in 2010-11. Both the refineries achieved their highest level of throughput in a single financial year with Mumbai Refinery recording a throughput of 13.35 MMT and Kochi Refinery's throughput standing at 9.56 MMT. The capacity utilisation at the Mumbai and Kochi Refineries stood at 111.25% and 100.63% respectively.

During the year, Mumbai Refinery achieved its highest ever production of ATF, Propylene (C3), MS, HSD, Methyl Tertiary Butyl Ether (MTBE), Bitumen, Furnace Oil and Lube Base Oils in a single year. The cumulative production of Lube Base Oil at Mumbai Refinery crossed the 1 MMT mark since the commissioning of the Lube Oil Base Stock Unit. Kochi Refinery achieved its highest ever production of LPG, ATF, Propylene, Euro III MS, Euro III HSD and Bitumen in a single year.

The year saw a reduction in the Gross Refining Margin (GRM) of the Mumbai and Kochi refineries. The GRM for Mumbai Refinery in 2011-12 stood at USD 3.12 per barrel as compared to USD 4.23 per barrel realized in 2010-11. This translates into an overall gross margin of ₹ 1,503 crores for the year as against the gross margin of ₹ 1,885 crores achieved in 2010-11. The reasons for lower GRM are due to crude cost variation, increase in octroi cost, abolition of custom duty on imported crude and reduction in duty on finished products, higher export loss and impact of higher prices of Re-gasified LNG (RLNG). The GRM of Kochi Refinery in 2011-12 stood at USD 3.20 per barrel, which is lower than the level of USD 4.83 per barrel achieved in 2010-11. In rupee terms, the GRM for the year amounts to ₹ 1,099 crores as against ₹ 1,446 crores in 2010-11. The lower GRM for the year 2011-12 can be attributed to higher export loss and crude and product rate variations.

A number of performance improvement measures were undertaken during the year. At Mumbai Refinery,

consumption of RLNG and recovery of hydrogen from CRU offgas, implementation of Advanced Process Control in some of the key units of the refinery complex, maximization of Bitumen production, increased Propylene production by suitable plant modification and maximum absorption of Kerosene in the Diesel pool were some of the initiatives aimed at improving the GRM. Kochi Refinery has implemented various schemes for achieving margin improvement. These include commissioning of a crude oil blender for maintaining consistent crude quality, providing step-less controller in make-up gas compressor in DHDS, heat recovery from flashed LP steam from condensate in NHT/CCR, advanced process control in Hydrogen Generation Unit and installation on VFDs in 16 motors for reducing power consumption.

Mumbai Refinery continues to be in the forefront in implementing innovative ideas for bringing about process improvements. A key modification in the Hydrogen Unit steam network resulted in improvement in pre-reformer temperature, reduction in reformer skin temperature and fuel consumption. This has also led to process heat being augmented by reducing steam superheat. With an eye on margin improvement, Mumbai Refinery has embarked on a "Refinery Performance Improvement Program" along with M/s. Shell Global Solutions. This programme is being carried out under the guidance of the Centre for High Technology under the auspices of Ministry of Petroleum and Natural Gas. Various schemes related to energy saving and margin improvement identified during this study are at different stages of implementation. A similar programme had already been undertaken at Kochi Refinery with M/s. Shell Global Solutions during the period 2007 to 2010.

Mumbai Refinery has also successfully implemented a state-of-the-art "Business Process Monitoring and Intelligence" system – a portal that facilitates monitoring of "Key Performance Indicators" of refinery performance. Mumbai Refinery continued to use quality enhancement tools like Six Sigma and Quality Circles spanning across all major functional areas. The quality circle won the highest category "Par Excellence" Award in the National Convention on Quality Concepts - 2011 (NCQC-2011) held in Hyderabad for the case study on "Optimization of Waste Heat Recovery in Heat Recovery Steam Generators". The team also won the Silver Trophy in the Chapter Convention on Quality Concepts -2011 (CCQC-2011) which was held in Mumbai. Quality Circles have been a key improvement initiative in Kochi Refinery since 2004. The Quality Circle in Maintenance won the Excellent category Award at the National Convention of Quality Circle Forum of India held in December 2011. They were also the 2nd Runner up in the CII Kerala QC Case Study competition. A member from the

Quality Circle in Power & Utilities won the Vishwakarma Rashtriya Puraskar in November 2011.

Mumbai Refinery won the “Performance Excellence Award” of the Ramakrishna Bajaj National Awards (RBNQA 2011) under the large Manufacturing Category for the fifth consecutive time. RBNQA is one of the most prestigious quality and business excellence awards modelled on the world famous Malcolm Baldrige National Quality Award in USA. The refinery laboratories continued to perform well in the international laboratory proficiency testing scheme run by Shell Global with more than 95% rating. Kochi Refinery’s Quality Control Laboratory continued its participation in the Shell Main Products Correlation Scheme of M/s. Shell Global Solutions, Netherlands and obtained a score of 100% seven times for satisfactory performance. During the year, Kochi Refinery’s R & D Centre commissioned several analytical and testing types of equipment. The refinery also conducted several trials in the FCC pilot plant for the evaluation of LPG enhancement additives, feasibility of subjecting vegetable oils to cracking directly in FCC etc.

Both the refineries were certified under the Integrated Management System (IMS) for 2011-12. The IMS is aimed at having an unified approach in the processes, interfaces, structures and documentation systems by combining the individual management systems under ISO 9001, ISO 14001 and OHSAS 18001. High safety standards were maintained at Mumbai Refinery leading to good all round safety performance. During the year, Mumbai Refinery achieved 3.27 million hours of operations without Lost Time Accident (LTA). Kochi Refinery achieved 26.15 million man-hours of operations without any Lost Time Accident as on 31st March, 2012. Three officers in Kochi received ‘Presidents’ Gallantry Award for Fire Service’ for their meritorious service. Kochi Refinery also received several awards during the year for excellent performance on the safety front.

On the environmental conservation front, enhanced usage of RLNG for replacing liquid fuels has contributed to the reduction of CO₂ and SO₂ emissions from Mumbai Refinery. Rainwater harvesting schemes were further strengthened to utilize more than 38,000 Kls of water. In addition, a number of significant environmental initiatives were also undertaken as part of the Environmental Management System. A “Water conservation” drive assumed high priority and Mumbai Refinery has used more than 4,50,000 Kls of treated water in various cooling towers, thereby reducing raw water consumption. Conservation of energy is another key area where Mumbai Refinery has been adopting innovative process related initiatives and hardware changes. As a part of energy

saving and loss control measures, the refinery employed “Chemical cleaning of heat exchangers” leading to reduction in the number of days of outage of exchangers, optimization of internal/circulating reflux rates in column operations, incorporation of Advanced Process Control Logic in furnace operations etc.

During the year 2011-12, Kochi Refinery received the State Pollution Control Award – 2010 Excellence Award for outstanding achievement in pollution control from the Kerala State Pollution Control Board. Kochi Refinery commissioned a 15 KW solar power plant that covers an area of 140 sq.m of the refinery administration building. This power is directly wheeled to the refinery grid. About 13 energy conservation projects were implemented at Kochi Refinery during the year with savings in energy consumption and reduction in CO₂ emissions.

Mumbai Refinery organized several need-based learning and development initiatives including functional programs, strategy workshops, people management skills and on the job training. A total of about 15,000 man-days of training were organized providing opportunity to all sections of employees to upgrade their skills. Employees were also exposed to various programs organized by premier institutions in India, in order to develop their competencies as per global standards and provide them with an opportunity of collaborative learning with executives of other organizations.

During 2011-12, 1,434 employees were given training at Kochi Refinery. A series of competency enhancement workshops in compassionate communication, work life balance, personal effectiveness and effective communication were conducted for the management staff.

Social welfare and development has been at the core of BPCL’s corporate social responsibility philosophy. The Company’s efforts are aimed at bringing about qualitative changes in the lives of the surrounding community through well planned and coordinated social welfare initiatives. Such programs included vocational guidance courses and medical services at Mahul and Karjat villages near Mumbai. In its continuous endeavour to ensure quality education, programs such as award of scholarships and utilities for poor students, extending capability exploration and enhancement programs for talented poor children were undertaken. As a part of the efforts in the field of Education, Kochi Refinery is supporting the Capability Exploration and Enabling Program (CEEP) initiated by the NGO - Nanma Movement. This programme provides training to hundreds of underprivileged children in Government schools for unleashing their unique potential. BPCL is also providing support for 75 One Teacher schools for poor tribal children under the Ekalvidyalaya Program initiated by NGO Friends of Tribals Society.

RETAIL

The Retail business continued to operate in an extremely challenging business environment. While the pricing of MS was decontrolled with effect from 25th June, 2010, the business continued to suffer significant under-recoveries on the sale of HSD. The public sector oil marketing companies are facing liquidity problems mainly on account of these under-recoveries. In addition, BPCL has also absorbed some losses on sale of MS during 2011-12. It is only during the beginning of the year 2012-13 that international prices of MS and HSD have shown signs of coming down, although the rupee depreciation has limited the benefit on account of this decline. The prices have once again firmed up in the international market. There are indications that the Government is considering various proposals to address the issue of under-recovery on sale of HSD. Any decision to reduce the extent of the under-recoveries will benefit the public sector oil marketing companies. There are expectations that in the long run, selling prices of HSD will be market driven. This will lead to greater competition in the automotive fuels market by encouraging the private refiners to re-enter the market. Under the circumstances, BPCL remains focussed on ensuring that it remains the customer's preferred fuel supplier and the overall strategy has been developed keeping this objective in mind. This is sought to be achieved by providing the best experience to the customer every time he visits the outlet. The effort is to try and understand the stated as well as the unarticulated needs of the customer.

During the year 2011-12, BPCL's Retail business recorded a growth of 9.88% over the volumes achieved in 2010-11. The sales volumes of MS grew by 6.1% while that of HSD grew by 13.1%. During the year 2011-12, BPCL's MS sales stood at 4.13 MMT while the HSD sales were of the order of 14.81 MMT. BPCL increased its market share in MS and HSD by 0.10% and 0.90% respectively. In the case of HSD, BPCL's growth in sales volume was higher than the industry average. The highway retailing strategy encompassing One Stop Truck Shop (OSTS)-GHAR for truckers, Highway Star initiative coupled with Smart Fleet program for fleet owners and highway truckers has been very successful over the years and continued to deliver high performance during the year 2011-12 with an impressive sale of 943 KL/month from OSTs outlets. However, higher prices impacted sales of branded MS, which stood at 180.15 TMT in 2011-12 with a conversion ratio of 4.6%. The branded HSD - "Hi Speed Diesel" sales was of the order of 92.37 TMT. On the alternate fuels segment, BPCL recorded a growth of 14.1% with sales of CNG standing at 232.24 TMT and Auto LPG sales at 53.43 TMT.

This performance has been made possible by BPCL's excellent network of retail outlets managed by entrepreneurial Dealers. BPCL currently has 10,310 outlets across the country including 1,064 outlets commissioned during the year. BPCL aims to have a presence in all strategic locations throughout the country. BPCL also recognises the importance of the rural segment and hence, nearly 50% of the new outlets are being commissioned in rural markets. At the same time, attention continues to be paid to urban and highway outlets, which also make a significant contribution to the overall sales.

BPCL's average throughput per retail outlet at 191 Kl is nearly 22% higher than the industry average. BPCL also remains a pioneer in launching new initiatives aimed at meeting customer needs. The Pure for Sure (PFS) Programme, launched several years ago to ensure that the customer receives the correct quality and quantity, is being revitalized. Each PFS outlet, in addition to guaranteeing quality and quantity, will provide the base levels of service envisaged under the revised programme. By March 2013, it is expected that 4,500 Dealers will offer the revitalized PFS offerings. These outlets will be audited by an independent agency viz. TUV. The very best of the PFS Dealers are being upgraded to the PFS Platinum status. Each PFS Platinum outlet provides a distinctly superior ambience, hi-tech facilities and top class service. All these outlets have high end online automation for 100% of transactions, operate 24 hours and are covered by live CCTV streaming to BPCL's Retail headquarters. All bills are generated based on data from the fuel nozzle, eliminating the chance of the customer being charged excess. All staff at the outlets undergo a rigorous training programme spread over 8 weeks, which enables them to deliver courteous interactions at all times. Started at 60 outlets in 4 cities, there are now 250 such outlets spread across 10 cities. Another 250 outlets will be covered by this programme, including some outlets on the highways.

BPCL had taken the lead in providing the retail customers with the facility of convenience shopping at the retail outlets. The strategy for the In & Out stores is being further fine-tuned and it is expected that by March 2013 there will be a network of 204 stores. During the year 2011-12, the Allied Retail Business (ARB) achieved a turnover of ₹ 385.42 crores. This makes it the largest non-fuel revenue generator in the oil industry. The income earned from ARB during the year stood at ₹ 20.9 crores, which is the highest ever earned in a single financial year. 44 of the stores have sales in excess of ₹ 1 million per month and in the case of 15 stores, the monthly sales are more than ₹ 2 million. BPCL's loyalty programme continues to be popular, especially among the fleet community. As of March 2012, 16.07 % of the retail sales happened through

the loyalty programme. The Retail business is in the midst of revamping the urban loyalty programme and the same is expected to be rolled out in the next few months.

BPCL remains committed to leveraging technology for ensuring better service to the customer. This is reflected in the coverage achieved in the area of automating retail outlets. As on date, 2,957 of BPCL's outlets are automated of which 1,657 outlets fall in the category of NANO (No Automation No Operations) outlets. In these outlets, 100% of the dispensing of fuel is done only through fully automated systems.

The success of BPCL's strategy revolves around having an excellent logistics system in place. The objective is to ensure world class, cost effective and safe operations while ensuring the timely placement of product at the least cost in all the markets. The new marketing terminal at the Bina Refinery and the Bina-Kota pipeline were commissioned during the year and are catering to the product needs of the central and northern region. This has enhanced BPCL's position in these key markets and will strengthen BPCL's retail operations significantly. This will also lead to reduced dependence on other oil companies and imports for meeting product requirements.

On the operations front, the level of product losses was maintained well within the targets during the year. Cross-country pipelines delivered significantly higher performance during the year with the movement of 6.33 MMT of product through the Mumbai-Manmad-Manglia-Bijwasan pipeline and 2.2 MMT through the Kochi-Coimbatore-Karur pipeline. Rail loading for BPCL was 10.2 MMT during the year 2011-12, which was significantly higher than the volume of 8.7 MMT in 2010-11. Most of the installations and depots were set up about two decades back. Consequent to a change in the scale of operations and the safety requirements, there is a need for shifting these to new locations. There will be challenges in terms of land availability, capital investment required and the ongoing liquidity constraints due to the under-recoveries on sale of sensitive products. BPCL is therefore, looking at innovative solutions including looking at new business models of putting up infrastructure projects.

As BPCL gears up to meet the growing demand for transportation fuels, focus is coming to be placed increasingly on developing a fully trained pool of human resources capable of handling new and emerging technologies in all areas of operations. Training of people at all levels remains a major thrust area. Territory Managers and Sales Officers were exposed to training conducted at the Indian School of Business, Hyderabad for enhancement of their channel management skills and a more positive

engagement with the retail network. A vast majority of the Operations and Health, Safety, Security & Environment (HSSE) staff were given training on operations, gas safety inspection, tanker operations and live fire fighting.

INDUSTRIAL AND COMMERCIAL

The Industrial & Commercial (I&C) segment remains one of the most challenging in the downstream sector. With actual users and traders being able to directly import and private refiners being active, refining and marketing companies like BPCL have to operate in a very competitive and volatile environment. During the year, BPCL has focused on maximising value and not on volume growth alone. BPCL's I&C business achieved a total sales volume of 5.81 MMT in 2011-12, which represents an increase of almost 15.74% over the volumes achieved in the previous year. In the case of Bitumen, BPCL has recorded a growth of 30% in 2011-12, which is the highest growth amongst the public sector oil marketing companies. This has been possible by extending the marketing activities to hitherto unexplored areas including the north-east. BPCL has also entered the export markets of Bhutan and Nepal which have good potential for growth. The continuing strong focus on the bunkering business has helped in doubling the sale volumes of FO and HF – HSD, both in the domestic and export markets. The high cost of product combined with shutdown of plant operations in some of the large volume customers led to Naphtha and Benzene sales volumes decline by 34% and 40% respectively.

Sustained efforts were continued to achieve speedy collection of customer dues to ensure better cash flow management. Nearly 73% of the turnover of the business is being collected through channels like Real Time Gross Settlement (RTGS) and National Electronic Fund Transfer (NEFT), thereby ensuring prompt realisation of funds for BPCL.

The business remains one of the most challenging parts of the industry. BPCL remains committed to providing innovative and value added services to the customer in order to retain its ability to compete effectively in this tough environment.

GAS

BPCL handled 1,070.49 TMT of RLNG in 2011-12 as against 933 TMT handled in the previous year, representing an increase of 14.7%. Mumbai Refinery was supplied with 333.6 TMT of gas during the year for meeting the feed and fuel requirements of the refinery. The balance quantity of 736.89 TMT of gas was supplied to various customers in the fertilizer, power and other sectors. Subsequent to the successful commissioning of the pilot project at General Motors in Halol, Gujarat for supply of LNG by Tank Trucks,

BPCL has tied up 5 new customers during the year for supply of LNG through this new mode of supply.

BPCL is a member of the consortium led by Gujarat State Petronet Limited (GSPL), which has been authorized by the PNGRB for laying, building and operating of three cross-country Gas pipelines viz. the 1,585 Km Mallavaram-Vijaypur-Bhilwara Pipeline, 1,670 Km Mehsana-Bhatinda Pipeline and 740 Km Bhatinda-Jammu-Srinagar Pipeline. This venture will involve significant investments to be made in the coming years. The completion of these pipelines will fulfill to some extent BPCL's aspirations for an entry into the gas transportation segment which is so crucial in the gas business. BPCL is also looking at building a stake in some of the LNG terminals being planned in several parts of the country. The commissioning of the LNG terminal at Kochi being set up by Petronet LNG Limited, a Joint Venture Company promoted by BPCL, will also enable BPCL to have access to increased gas volumes that can be marketed.

BPCL's plans for having a bigger presence in the Gas business continued to be pursued aggressively. The significant findings of gas in Mozambique in fields where BPCL's wholly owned subsidiary company has a participating interest also offers immense potential in the days ahead.

LUBRICANTS

The Lubricants segment of the market, which was the first to be decontrolled in 1993, has been operating in a very competitive market where a large number of private players and foreign companies have a presence. However, the public sector oil marketing companies continue to have a large share of the market. Apart from being one of the most competitive sectors, the demand for lubricants is significantly impacted by technological developments relating to the end users. The advancements in machine and engine technologies have led to significant improvements in the lubrication solutions. BPCL has kept pace with these developments and has made available upgraded products to meet the needs of the customers. The Indian market continues to grow at a rate higher than the world average on the back of the growth of the economy. Apart from quality of Lubricants, availability, service and value additions play a pivotal role in growth in this sector. BPCL's presence in the Lubricants market is strengthened by its access to its own source of Group II + Base Oils produced by Mumbai Refinery. The business has also invested significantly in nurturing the Company's flagship 'MAK' brand. BPCL's geographical presence across the country, R&D competency for continuous product upgradation and an excellent distributor network places it in an ideal

position to take advantage of the opportunities and deal with the strong competition in the market.

BPCL's finished lubricants business grew by 3.80% in 2011-12 as compared to the average growth of 4.24% of the public sector oil companies. However, there was a reduction in the sales volume of Base Oil as compared to the previous year in the case of all the public sector oil companies. BPCL's Lubricants business recorded a sales volume of 263 TMT in 2011-12 as against 274.3 TMT in 2010-11.

Notwithstanding the strong competition, BPCL was able to maintain the sales volume of the previous year in the reseller segment. The direct channel posted a healthy growth of 14.89% over the previous year.

In the retail channel, focus continued on generating secondary sales at the retail outlets. Initiatives like MAK QUIK and One Day Wonder improved visibility of the brand and offered a value proposition to customers. The effort was also aimed at arresting the constant shift of market from the Company's retail outlets to the Bazaar segment by offering improved customer services. The high selling retail outlets across the country were identified, potential mapped and focused retailing to target customers was done, leading to substantial growth in Lubes sales volume from these outlets.

With the entry of more and more new players in this already hyper competitive market, there is a shift in the volumes to the Bazaar channel. BPCL continued its efforts to strengthen its position in this channel and identified product wise high potential markets for deeper penetration to make the product available at maximum points of sales and improve their visibility and availability. Today, MAK is available across the country at more than 23,000 retail counters, apart from small mechanic shops and authorized service stations.

In the Direct segment, BPCL has expanded the customer base with specific focus on key growth sectors in India. BPCL's portfolio covers a whole range of Industrial Lubricants offering products from normal applications like engine oils to Hydraulic, Cutting, Marine and very specialized products for applications in Defence and Railways. During the year, products were also launched for specific applications like MAK Stamping oil for automotive manufacturers, MAK Steel oils for steel plant applications, MAK Amocam Plus and superior Industrial Gear Oils.

Exports of Lubricants grew by 6.39% during the year. Export of Industrial grades to the Nepal market has commenced. Premium grades were launched in Sri Lanka. A new product, MAK LLPO, a base product for the cosmetic industry, was introduced in the Sri Lankan market.

Original Equipment Manufacturers (OEM) remain an important segment of the Lubricants business. With OEMs launching new models with improved engine technology, the lubricants offerings have to keep pace if the business has to grow. Lubricants for the post warranty period of vehicles and equipments are an important segment and BPCL has entered in a new alliance with a major tractor manufacturer in India for genuine engine and gear oil. This would help in improving the market share in this segment. To strengthen the existing tie-ups, 3 new grades were introduced in the existing product portfolio of OEMs. Oils developed for a specific global automobile manufacturer will help in increasing the market share through co-branding tie-up. A special product for auto OEM was also developed for their export vehicle requirement and would help in increasing the business with the OEM. High performance grease developed for the steel sector would help in increasing BPCL's presence in this sector.

The Lubricants business has immense potential in the Indian market. The projections for the automotive as well as the industrial sector remain strong and the lubes industry is expected to continue growing at a Compounded Annual Growth Rate of 4-5%. BPCL has aggressive plans, particularly in the retail and bazaar segments. Keeping pace with the development in the automotive and industrial segments, premium oils are also planned to be launched in the days ahead. However, success of a product would largely depend on how well it is positioned, branded, distributed and serviced. BPCL is gearing up to be able to meet the needs of all segments of customers and thereby, ensure that the business keeps growing at a healthy rate.

LPG

The LPG business remains one of the toughest businesses in the domestic downstream oil and gas sector on account of the under-recoveries on the sale of LPG to domestic households. Considering the fact that the prices of LPG (Bulk) in the international markets have been volatile and have remained at high levels during the year, the under-recoveries have had an adverse impact on the liquidity position of the public sector oil marketing companies. Notwithstanding the difficult conditions, BPCL was able to achieve excellent results during the year. BPCL's total LPG sales for the year 2011-12 stood at 3,870.4 TMT representing a growth of 8.9% over the volume of 3,555 TMT achieved in 2010-11. BPCL's market share also rose from 26% to 26.3% by the end of the financial year. In the packed commercial segment, where LPG is sold at a market determined price, BPCL registered a growth of 10.3% with sales volume reaching a level of 336 TMT in 2011-12. During the year, BPCL recorded the highest

growth amongst the public sector oil marketing companies in the sale of LPG (Packed) in both the domestic and non-domestic segments. In the 7th year since its launch, Bharat Metal Cutting Gas (BMCG) attained sales volume of 8,126 MT, registering growth of 10%. 303 MT of BMCG was sold overseas in 4 countries, namely, Sultanate of Oman, Kingdom of Saudi Arabia, United Arab Emirates and Sri Lanka. During the year, the 'Beyond LPG' initiative crossed the threshold of ₹ 800 crores in turnover, ending the year with sales revenue of ₹ 892 crores thereby, registering a growth of 12% over the previous year.

During the year 2011-12, BPCL commissioned 212 Distributors, including 180 outlets under the Rajiv Gandhi Gramin LPG Vitaran Yojana (RGGLV), taking the total number of BPCL distributors to 2,658. As on 1st April, 2012, the number of RGGLV distributorships has gone up to 313 and 3.58 lakhs households in 14 States are using LPG for cooking under the scheme. This has ensured that a growing section of the rural population is being benefited with the availability of LPG as a cooking fuel. BPCL enrolled 31.5 lakhs domestic customers, thereby expanding its customer base to 344.7 lakhs customers. During the year, an investment of ₹ 193 crores was made for setting up additional tankage at 12 LPG bottling plants. Additionally, an investment of ₹ 110 crores was made for installing electronic carousels in Plants. All these have strengthened BPCL's LPG marketing infrastructure.

In line with the demand, the total LPG filling in 2011-12 stood at 3,486 TMT at 49 bottling plants having installed capacity of 2,750 TMT, registering capacity utilization of 127%. Plans have been drawn up for augmenting existing facilities and setting up new infrastructure.

Making available new facilities to enhance customer service continued during the year. A major development in this area was the launch of the transparency portal on the e-Bharatgas site. All the details relating to the consumption of packed domestic LPG cylinders, including the number of refills supplied during the period, are made available for consumers to view. This is intended to bring about transparency in the supply and distribution of subsidized LPG. Refill booking through SMS facility coverage has been extended to 20 cities in the country. During the year, 4508 safety clinics were conducted across the country. Besides, various community level events and programmes were conducted as a customer engagement initiative. BPCL has provided a centralized feedback receiving mechanism by way of single national level telephone numbers, available 24 x 7, besides having a web page 'e-bharatgas'.

The LPG business continues to operate in a tough and challenging environment. At the same time, BPCL remains

committed towards ensuring that the large domestic consumer population continue to receive uninterrupted supply of this important domestic fuel. BPCL is also working towards achieving significant growth in volumes and revenues from the non-domestic segment of the LPG market where there is no issue of under-recoveries.

AVIATION

The Aviation sector in India is passing through a turbulent period with airlines facing tough times on the financial front. Developments like the scaling down of operations of a major private airline and the prolonged Industrial Relations dispute in another major airline have had a major impact on the sector. The ATF business has also seen a significant change with airlines being allowed to directly import their own requirements instead of having to buy from the oil marketing companies. However, no airline has actually commenced such direct imports. On the performance front, BPCL closed the year 2011-12 with the highest ever sales volume of 1,189 TMT as compared to the volume of 1,129 TMT achieved in the previous year. BPCL currently has 22.1% of the market share in the country's ATF market.

During the year, BPCL was successful in enrolling four new airlines as its customers. BPCL was also able to roll over the contracts of some of the large volume foreign airlines. BPCL's network was further expanded in 2011-12 with the commencement of operations at airports at Mangalore, Bhopal, Patna and Trichy. Operations were also started at the Phalodi base of the Indian Air Force and the HAL Airport at Bangalore. As at the end of the year, BPCL has a presence in a network of 36 airports across the country. BPCL has also entered into an alliance with Air Total with a view to attaining access to the fuelling requirements of their contracted aircraft operators and airlines at Indian airports. The ATF pipeline from Mumbai Refinery to the Airport at Santa Cruz in Mumbai was also commissioned during the year. This will facilitate easier movement of the fuel from the refinery to the airport. The business is also looking at innovative solutions for optimising operating costs at airports while complying with all the regulations laid down by authorities like the Director General of Civil Aviation and Chief Controller of Explosives. At the same time, all operations were carried out without any incident and in compliance with the highest HSSE standards. BPCL is also looking at having a stake in some of the green field airport projects that are being planned. The Board has approved investment in one such project in Kannur in Kerala.

HUMAN RESOURCES

During the year 2011-12, BPCL continued and sustained the momentum on key Human Resource priorities aimed at building a robust performance culture and enhancing

employee engagement. With BPCL having undertaken an ambitious growth plan covering both the upstream and downstream segments of the oil and gas sector, there is a strong need to have an energetic and committed team across the organisation. To support this, several initiatives have been launched for developing a strong leadership pipeline, building a robust organizational culture with strong value focus, optimizing manpower, aligning learning and development to business/individual needs and benchmarking HR practices.

In order to ensure that BPCL has the leaders with the required skills and expertise needed to execute future business projects, 'Ascend'- an integrated talent management framework developed through a rigorous interactive communication at several levels was launched during the year. This initiative has been designed to spot and develop talent in a fair and consistent manner. The framework was developed using an inclusive approach, wherein every individual will have an opportunity to state their aspirations and get objectively assessed through a multi-rater system. Based on the individual's strengths, their own aspirations and the organizational requirements, the development plan will seek to address every individual's need for education, experience and exposure as applicable. This approach will be useful for placing the right people in the right roles and providing a comprehensive feedback to individuals, thereby helping them to know the areas they need to focus on to tap their existing potential. The programme will enable accelerated development by managing high potential talent through a multi-stage modular career path, providing developmental experiences that align with the challenges they encounter en route to future roles. As part of the initiative, leadership assessment for all staff in the middle management cadre was undertaken. Similar assessment is also being carried out for all the staff in the junior management cadre with a view to spot and develop talent at a very early stage of an individual's career.

With a view to provide best in class leadership inputs to the senior executives, a programme called "Edge in Execution" was developed and delivered by Professor Ram Charan, a world renowned management thinker. As a strategy for building Leadership Pipeline, Prof. Ram Charan's framework has been used for designing learning and development initiatives across the levels of leadership. This was supplemented by strengthening functional skills of the managers by beginning the process of designing role based training. Further, given the dynamic and volatile externalities and change emerging within the organisation in view of leadership batons being handed over across many levels in view of retirements, the team of full-time internal coaches has been revived for helping the company transform through this transition process.

In an effort to reach the standardized high quality training modules across the organization without disrupting one's daily work schedule, partnership with universities of global repute such as Harvard, Skill Soft, Cornell, U21 etc. was renewed to provide world class e-enabled modules. Select executives were enrolled to Management Development Programs of prestigious Institutes to accelerate their development as well as engagement.

The efforts on taking the learning process beyond the classroom continued and the innovative Case Study Challenge 'Socratrix' completed its third year. The concept of using story-telling as a leadership technique, 'Mercurix – The Art of Story Telling' continued for the second year which provided a platform for the participants to develop emotional intelligence competency.

With the objective of measuring engagement level of our employees, evaluating Company's effectiveness in engaging employees and identifying improvement opportunities, an 'Employee Engagement Survey' was carried out with the collaboration of the Corporate Leadership Council of the Corporate Executive Board. The results of this survey show that the level of engagement of the employees is superior in comparison with both, Indian as well as global benchmarks. BPCL also participated in the 'Great Place to Work' survey and the results show improvement in engagement level as compared to the levels achieved in the previous survey.

The Employee Satisfaction Enhancement (ESE) cell, which was formed in the year 1998, is a unique and innovative initiative taken by BPCL in its endeavour to provide a conducive work environment. The ESE Cell seeks to provide a framework for prompt redressal of genuine grievances by reaching out to the maximum number of employees in a proactive manner, to listen to them, to understand their issues and concerns and seek to resolve them. The ESE team undertakes visits to upcountry locations to personally interact with the staff posted there and get a first hand idea of the issues and concerns. Efforts are made to redress the grievances at the earliest and where required, the same are escalated to the higher authorities for resolution.

The ESE team carried forward its Employee Assistance Program 'ESE – Roshni' during the year. Through Roshni, counselling services are provided for all the employees and their family by professional counsellors with the costs of counselling being borne by BPCL. More than 1,500 staff have benefitted from this programme. In addition, informative and motivational articles on diverse subjects are posted on BPCL's internal site for the benefit of the employees.

The measures and initiatives undertaken by the ESE Cell have reinforced BPCL as a caring and employee friendly organization. They have contributed immensely in enhancement of overall satisfaction and wellbeing of the employees and helped in making BPCL 'A Great Place to Work'.

INTEGRATED INFORMATION SYSTEMS

During the year 2011-12, the Integrated Information Systems (IIS) function continued its endeavour to bring about process improvements and implement new IT initiatives designed to add value to the businesses.

The new application 'BPLPG Next' was one of the major projects undertaken during the year for the LPG business. This has been rolled out successfully across the country covering about 2,600 distributors. The consumer master file has been shifted to a central server from a desk top based distributed application. The solution provides an insight into consumer consumption pattern, commercial cylinder sales and other information on LPG consumers. The Transparency Portal in e-Bharatgas site, introduced during the year makes available the LPG consumer data on the Company's portal. Provision has been made to search for a particular consumer based on number or name along with a sort option.

An application for processing monthly Integrated Logistics Planning for LPG Bulk movements was rolled out. It helps the LPG business to plan for LPG Bulk movements based on optimized logistics cost through a user friendly process with desired controls in place.

During the year, the B2B initiative was extended to cover transactions with BORL and ONGC at Uran and Hazira for purchase and sales of petroleum products. The initiative enables perfect matching of quantities between BPCL and the partner companies, faster signing of Joint Certificate and quicker settlement of payment, thereby reducing the back end effort. Through the B2B platform the collaborative planning option has been extended to BPCL's Aviation Fuel Partners for fuel sales and to one of the major Lubes customers for the delivery of OEM grades to their distributors.

Another significant milestone achieved during the year is the Authority for Capital Expenditure (ACE) online application that manages the end to end process from initiation of a capital expenditure proposal till approval by the board. The new application also helps to improve process efficiency, standardization, transparency and is a move towards an eco-friendly 'paperless office' era.

A new application for generating a service tax invoice on merchant share has been launched for all Petro Card Dealers. Besides ensuring statutory compliance, this application will enable Dealers to download the service

tax invoice directly in the PDF format and claim service tax credit from the authorities. A new invoice format for use at all locations across the country was also launched. The new Commercial Invoice layout presents a simple format with elegant design in A4 size stationery, meeting the requirement of customers and statutory authorities. The initiative has also contributed to saving of paper amounting to ₹ 2 crores per annum.

As an effort towards process improvement, a new user friendly Comparative Statement with generation of a Tender Evaluation Committee note through the SAP system has been rolled out, which has helped in improving productivity and saving of a huge quantity of paper.

In compliance with the M.B. Lal Committee recommendations, a solution was developed and piloted at Kota for storage of critical information like tank stock at the location, every four hours (24 x 7). The solution will be rolled out at other locations shortly.

The Tivoli suite has been upgraded to the latest version, which has led to saving of database licenses, seamless monitoring of computing environment with the latest system, compliance of backup solution in line with the latest Operating System (OS) & Databases and enablement of SMS to end-users on their service request. Also, the Symantec Client Management Suite (CMS) has been implemented, which provides an assured and secured computing environment with effective Microsoft Security Patch Management and faster resolution by Remote diagnostics.

An online virtual classroom training solution 'GoToTraining' has been launched to deliver interactive training sessions to anyone, anywhere, at any time across the Company. With this solution, teams are able to deliver content quickly and effortlessly, thus expanding the reach and effectiveness of training programs while saving on time and travel costs.

A Virtualization platform was introduced at Mumbai and Greater Noida data centers to consolidate servers, storage and databases and thereby, reduce software licensing costs and achieve substantial savings in power and cooling consumption at data centers, 24x7 health monitoring of servers and storage, 50% reduction in disaster recovery migration time and reduction in server induction time from 3 months to one working day.

During the year, BPCL has received two major awards from SAP namely the "SAP ACE Award for Best-Run Supply Chain" and 'Best Application Lifecycle Management (ALM) Excellence Award 2011 for the Public Sector".

HEALTH, SAFETY, SECURITY & ENVIRONMENT

BPCL continued its focus on workplace Health, Safety, Security and Environment including Sustainability as a part of the Company's core business policy and plans.

With a view to promote health & hygiene at workplaces and operating locations, the unique programme of "Train the Trainer for Workplace Health & Hygiene" was continued and a new batch of 61 officers were trained during the year taking the support of subject matter experts. This has reinforced the efforts to train and share the best practices and experiences amongst both internal as well as external stakeholders, leading to enhanced work-life balance at the individual level.

"Safety, Fire Protection & Security" aspects of locations had been top of the agenda throughout the year particularly at strategic locations like Refineries and Installations. Process and systems were in place to sensitize role holders on workplace-security preparedness apart from crisis management plans, disaster control plans and response drills as part of standard operating practices.

Awareness was promoted by conducting workshops on "Workplace Safety & Fire protection" and "Preparedness of Security at Workplace". Further, Oil Sector Infrastructure Protection Plan (OSIPP) as per IB Division, Ministry of Home, Govt. of India was shared and explained during the workshops.

BPCL has been one of the few Indian companies to publish an annual "Sustainable Development Report" which documents the Company's responsible approach towards the environment and its efforts to achieve inclusive growth at workplaces across India. During the year under review, the reporting process on Sustainability was enhanced by way of putting in place the Sustainable Development (SD) Policy and instituting a Board level sub-committee headed by an independent Director. This is in line with the DPE guidelines applicable to all Central Public sector undertakings. BPCL continued to publish the Sustainability Development Report as per the world's best accepted Global Reporting Initiative (GRI) G3 framework and guidelines and in conformity with standard AA1000AS(2008).

INTERNATIONAL TRADE AND RISK MANAGEMENT

BPCL remains dependent on imports for meeting a significant portion of the crude oil needed by the group refineries. With the new refinery at Bina operating at full capacity, the quantum of crude oil procurement will also increase. The international markets for crude oil and finished products continue to display a significant level of volatility. The average price of dated Brent crude oil in 2011-12 was USD 114.58 per barrel as compared to USD 86.73 per barrel in 2010-11, reflecting an increase of 32% over the previous year. The average Brent-Dubai difference during the year was USD 4.44 per barrel as against

USD 2.60 per barrel during 2010-11. The average cost of the Indian basket of crude in 2011-12 was USD 112 per barrel which was higher than the level of USD 85 per barrel in 2010-11. Crude oil prices have eased recently, particularly in June 2012. However, the volatility in prices remains and they have started moving upwards from July 2012. The depreciation of the Indian rupee has added to the challenges in this area.

During the year 2011-12, BPCL imported 16.27 MMT of crude oil as compared to 14.83 MMT in 2010-11. In value terms, the Free on Board (FOB) cost of imported crude oil amounted to USD 13,848 million (₹ 67,287 crores) as compared to USD 9,508 million (₹ 43,334 crores) in 2010-11. The average price paid by BPCL for the crude oil imported in 2011-12 stood at USD 112.40 per barrel as compared to USD 85.10 per barrel in the previous year. The ratio of "Term to Spot" purchase of imported crude oil reached a higher level of 86 : 14 as against 73 : 27 in 2010-11. For procurement of spot cargo, BPCL continued its efforts at seeking better terms and conditions with the suppliers, expanded the vendor base, added new grades of crude oil and opened up new avenues for procurement of crude oil. Steps were taken to ensure uninterrupted supply of crude oil to the group refineries even at times when there were disturbances in several parts of the Middle East. Procurement of Mumbai High crude for Mumbai Refinery and Kochi Refinery has marginally gone down from 6.66 MMT in 2010-11 to 6.05 MMT in the year 2011-12 due to contraction of ONGC's production volume. During the year, the Crude Oil Supply Agreement with ONGC was signed with retrospective effect from 1st April 2010. This agreement has gone a long way in settlement of all outstanding issues with ONGC. The payment for domestic crude oil amounted to ₹ 16,307 crores in 2011-12 as compared to ₹ 15,435 crores in 2010-11.

There is drastic reduction in the imports of MS and HSD during the year 2011-12 as compared to the previous year. Imports of MS have come down from 693 TMT in the year 2010-11 to 317 TMT in the year 2011-12 whereas the imports of HSD have come down from 581 TMT in 2010-11 to 221 TMT in 2011-12. The quantum of import of petroleum products viz. MS, HSD, SKO, Reformate, Bright Stock and LPG has declined from 2.01 MMT in the year 2010-11 to 1.26 MMT in 2011-12. This decline is also reflected in the import bill which has come down from USD 1,597 million (₹ 7,297 crores) in 2010-11 to USD 1,251 million (₹ 5,870 crores) in 2011-12.

BPCL retained its position as a Premier Trading House – a recognition granted by Directorate General of Foreign Trade. On the export front, BPCL exported 2212 TMT of

refined petroleum products during the year as compared to 2607.34 TMT during the previous year. Exports during the year included 1990 TMT of naphtha, 105 TMT Gasoil, 67 TMT Gasoline, 2 TMT Benzene, 38 TMT of Fuel Oil and 10 TMT of Base Oil.

A combination of time chartered vessels, voyage chartered vessels and vessels taken on Contract of Affreightment (COA) were deployed to ensure logistics security and optimize the freight cost. Out of 16.27 MMT moved by tankers, spot vessels accounted for a major share of 70% i.e. 11.39 MMT with time chartered vessels moving 2.89 MMT and the balance being moved by COA vessels. The freight cost for the year amounted to USD 177.8 million (₹ 882 crores). Optimisation of freight cost was achieved by engaging Very Large Crude Carriers (VLCC) resulting in less freight cost per ton as compared to Suezmax vessels.

Considering the high volatility in the prices of crude oil and petroleum products, hedging of refinery margins continued to remain an important area. For the 7th year in a row, BPCL has been successful in achieving better than the budgeted margin protection for the mandated quantum of the production volume of the refineries. Apart from hedging refinery margins, freight exposures were also hedged during the year. BPCL gained international recognition of its efforts in the field of risk management when it was presented with the award of "Energy Risk Manager of the Year, Asia – Highly commended".

BPCL continues to adopt sound risk management principles in its day to day operations. The Trading and Risk Management (TRM) Board defines the risk appetite of the Corporation and the Risk Management Committee (RMC) oversees the implementation of the laid down policies. Regular reviews are undertaken of the hedging positions and the credit exposure to counterparties.

RESEARCH & DEVELOPMENT

Research and Development (R&D) remains an important area of focus in BPCL. Efforts are made to keep pace with the advancement in technology in order to make available products that can meet the evolving needs of the consumer. BPCL has a Corporate R&D Centre at Greater Noida in Uttar Pradesh, Product & Application Development Centre at Sewree in Mumbai and a R&D Centre at Kochi Refinery. All the activities at these centres are leveraged towards achieving business growth. R&D programmes during the year continued to provide a competitive advantage to the business operations through development and commercialization of cost effective and competitive products and processes such as (i) Hydrogen management for distillate production (ii) Fuel additive for high octane MS (iii) Corrosion inhibitor additive for

gasoline-ethanol blends (iv) Bharat Metal Cutting Gas additive (v) Fuel oil blending schemes at Refineries and (vi) Process simulation models for optimization. The cost effective process for the production of bio-degradable synthetic Lube Base Oil developed earlier, is being scaled up for commercial exploitation. Substantial progress has been achieved on major research projects initiated earlier in the emerging areas of coal to clean liquid fuels, bio-fuels and hydrogen storage.

During the year, the R&D Centre at Sewree developed several new formulations and alternate formulations for existing products relating to the Lubricants business. The new products developed include the latest generation high performance Diesel Engine Oil, Semi-synthetic Transmission Oil, Metal forming oils, Synthetic Engine oil for passenger cars, and Defence grades. The alternate formulations developed have helped in improving operational flexibility, besides reducing input/operating costs. During the year, a number of critical approvals of BPCL's products were obtained which helped in furthering business interest.

The Corporate R&D Centre filed six Indian and two foreign patent applications to protect the intellectual property which resulted from innovative research. BPCL also continued its research collaboration with a number of leading research institutes which were entered into in earlier years. The Institutes with whom BPCL has collaborated include Indian Institute of Science, Bangalore, Osmania University, Hyderabad, Tamilnadu Agricultural University, Coimbatore, IIT Roorkee, IIT Madras, Institute of Plasma Research, Gandhinagar and CSMCRI Bhavnagar. These collaborative efforts are aimed at developing new generation high efficiency solar PV cells, nanomaterials for gas storage and nano lubrication, bio-fuels, algal bio-diesel, development of rigorous mathematical models for gasifiers and gasification of residues. Substantial progress has been made in several of these research activities.

EXPLORATION AND PRODUCTION OF CRUDE OIL AND GAS

BPCL's ambitious plans in the upstream exploration and production sector are being undertaken by its wholly owned subsidiary company, Bharat PetroResources Limited (BPRL), which was incorporated in the year 2006. Presently, BPRL has Participating Interests (PI) in 26 exploration blocks. Of this, 11 blocks are in India and 15 are located abroad. Besides India, the blocks where BPRL has PI are located in Australia, East Timor, Indonesia, United Kingdom, Mozambique and Brazil. BPRL's PI in these blocks range from 10% to 40%. All these blocks are in various stages of exploration and BPRL's

acreage holding in these blocks is about 68,000 sq.km, of which approximately 89% is offshore acreage. The PI in the various blocks is held either directly by BPRL, or through its wholly owned subsidiary companies or joint ventures.

BPRL had incorporated a wholly owned subsidiary company, Bharat PetroResources JPDA Limited in India. BPRL has incorporated a wholly owned subsidiary company, BPRL International BV, in the Netherlands which in turn, has incorporated BPRL Ventures BV, BPRL Ventures Mozambique BV and BPRL Ventures Indonesia BV as wholly owned subsidiary companies. BPRL Ventures Mozambique BV and BPRL Ventures Indonesia BV directly hold PI in a block in Mozambique and Indonesia respectively. Further, IBV Brasil Petróleo Limitada, a joint venture company where the overseas subsidiaries of BPRL and Videocon Industries Limited each hold a 50% share of the capital.

While the year 2010-11 brought a number of discoveries, especially in Mozambique, the current year 2011-12 has been characterised by continuing discoveries, monetization initiatives in Mozambique and business consolidation. In Mozambique, discoveries continued in 2011-12 with a total of one exploration success and five appraisal successes. In addition, successful flow tests were conducted in two wells. Two discovery areas were identified where activities for third party reserve certification is in progress. Steps are being initiated towards early monetisation with a 2 train LNG plant (5 MMTPA each) proposed in Mozambique for which the final investment decision is expected to be taken in late 2013.

In Brazil, there was an oil discovery in the Sergipe Alagoas basin during the deepening of the Barra well. A successful Drill Stem Test was also carried out on the main discovery. An Appraisal Plan for appraising and ascertaining the extent of the Barra Discovery was approved by the Brazilian Upstream Regulator, ANP, in July 2011. A newly built deepwater drillship "Deepwater Metro II" was hired by the consortium for three years, to complete the Barra Appraisal program. The drilling of the Grana Padano well in the Espirito Santo basin resulted in a discovery of heavy oil.

In Indonesia, there has been discovery of oil and natural gas in one exploratory well drilled in the Nunukan Block. Two more wells are proposed to be drilled to appraise the discovery by June 2013.

In Australia, BPRL has 27.80% PI in the on land block EP 413 in the Perth basin which is being explored for shale gas. Drilling of an exploratory well has been completed in 2011. Testing of cores etc has been completed and currently hydraulic stimulation of well is in progress. Also,

in an initiative to rationalise its assets, BPRL has decided to withdraw from two permits – WA 388P and AC/P 32 in Australia. As regards block TP – 15, considering the significant exploration risk, BPRL has decided to withdraw from the permit at the expiry of the permit. In the North Sea blocks of 48/1b and 2c in the United Kingdom, where BPRL's PI is 25%, an appraisal well was drilled which established the presence of Hydrocarbon. However, the flow rates were sub-commercial due to low permeability and tight reservoir conditions. Well simulation /technical studies to improve the flow rates and feasibility studies for export of gas have been completed and monetization options are being explored.

During the year 2011-12, BPRL acquired PI in two onland blocks under the NELP IX Bid round. BPRL will be the Joint Operator in a Cambay basin block along with GAIL. The other block is in the Assam Arakon basin where OIL is the Operator. In addition, BPRL continues to work as Joint Operator with Hindustan Oil Exploration Corporation Limited in a block in Rajasthan.

Presently, all the Indian blocks are in various stages of exploration phase. During the current financial year, 3 deepwater wells have been drilled in the Krishna Godavari & Mahanadi blocks and 4 onland wells have been drilled in the Rajasthan & Cauvery blocks. Presently 3 onland wells in the Cauvery blocks are under drilling. Moreover, at present 2D/3D seismic acquisition is in progress in the block in Rajasthan where BPCL is a joint operator.

Looking ahead, BPRL is focused on early monetization, consolidation of its portfolio, while at the same time, keeping an eye open for potentially good opportunities. Constant updation and augmentation of the technical database and in-house capabilities is also being actively undertaken with a major focus on building expertise to become an operator. In the days ahead, there will be numerous challenges in terms of large investments which will need to be made. However, the discoveries made indicate immense potential for creating substantial value for BPCL and all the stakeholders.

AWARDS AND RECOGNITION

BPCL attained an all time high ranking of 225 in the Fortune Global 500 ranking for 2011-12, which was a significant improvement over the ranking of 272 in 2010-11. This puts BPCL in the third place amongst Indian companies in the list. BPCL also occupies the 69th position amongst Asian companies. BPCL moved up a notch to the third place in the prestigious Economic Times 500 India's Biggest Companies 2011 rankings. The companies were ranked on the basis of their total income (or revenues) in the last financial year. BPCL cemented its status as one

of India's most respected Corporate Houses when it was placed 17th among India's 50 Most Admired Companies. This definitive Report Card on Corporate Reputations was put together as a collaborative effort of the internationally reputed Fortune Magazine and Hay Group, the HR consulting firm.

BPCL features amongst the four Indian Companies in the top category of "BRICS Carbon Ranking" amongst BRICS nations comprising companies from Brazil, Russia, India, China and South Africa. BPCL bagged the 'CIDC Vishwakarma Award' for the second time in a row for Corporate Social Responsibility. BPCL has been awarded the 'Aqua Excellence Award 2011' for 'Outstanding Contribution towards the cause of water – Public Sector' at the V World Aqua Congress.

BPCL's Mumbai Refinery was declared as the winner of the "Nasscom IT User Awards 2012" under the "Energy – Oil & Gas Sector" category for implementation of the "Business Performance Management and Intelligence" system. BPCL was awarded a Commendation Certificate by CII-EXIM Bank for their 'Strong Commitment to Excel on the Journey towards Business Excellence.'

BPCL's Loyalty Programs, PetroBonus and SmartFleet, were rated the best amongst the loyalty programmes in the Oil and Gas sector at the Loyalty Summit hosted by AIMIA, LoyaltyOne and PAYBACK, major international loyalty marketing companies. BPCL won two prestigious Awards at the Annual Association of Business Communicators of India (ABCI) Awards function winning the Bronze Awards for the In-house Publication - Journeys and the Corporate Brochure.

INTERNAL CONTROL SYSTEMS AND THEIR ADEQUACY

The Company's internal control system ensures efficiency, reliability of accounting and management information, compliance with all applicable laws and regulations, optimum utilisation and the protection of the Company's assets. The Company has a clearly defined organisational structure, manuals and operating procedures for its business units and service entities. State-of-the-art ERP solutions and Business Information Warehouse further enhance seamless exchange of information and control.

An independent Audit function, consisting of professionally qualified persons from accounting, engineering and IT domains review the business processes and controls through risk focused audits. The Audit Committee of the Board regularly reviews significant findings of Audit Department covering operational, financial and other areas and provides guidance on internal controls.

ANNEXURE A

Efforts made by BPCL in regard to Conservation of Energy, Technology Absorption, Foreign Exchange Earnings & Outgo, which are required to be given under Section 217 (1)(e) of the Companies Act, 1956, are as under :

A. CONSERVATION OF ENERGY

- (i) Energy conservation measures taken and additional investment/proposals for conservation of energy:

Energy conservation efforts received continuous focus, both in terms of improvement in operations/maintenance as well as development of new projects. Continuous monitoring of fuel consumption and hydrocarbon loss is undertaken using sophisticated instruments and data acquisition system. Elaborate energy accounting and Management Information Systems are important features of Refinery operations.

BPCL refineries have been committed to conserve energy at all levels, through sustained efforts. Fully aware of the current supply / demand gap reaching a critical point and supply worries compounded by the high cost of crude oil import, BPCL is not only highly energy conscious but also continuously strives hard to conserve energy and thus, contribute immensely in saving the natural resources and protecting the environment. A key modification in Hydrogen unit steam network enabled improvement in pre-reformer temperature, reduction in reformer skin temperature and reduction in fuel consumption.

Besides excellence in Refining Process, BPCL is pursuing relentlessly in the areas of energy conservation and environment management. Mumbai refinery achieved the lowest ever "Specific Energy Consumption" of 67.32 MBTU/ BBL/ NRGF during the year 2011-12, surpassing the previous best of 67.36 achieved during 2010-11. Mumbai refinery was conferred the first prize under the Jawaharlal Nehru Centenary awards (Instituted by Ministry of Petroleum & Natural Gas) for Energy Performance of Indian Refineries for the year 2009-10.

As a part of Oil & Gas Conservation Fortnight 2012, M/s. Centre for High Technology had organized a detailed "Furnace Insulation Effectiveness and Efficiency Improvement" survey in the Refineries along with external experts. In addition, various awareness programs on the Oil Conservation theme were conducted, both inside & outside the refineries.

BPCL refineries have been in the forefront to protect the environment and have been constantly on the look out for energy saving opportunities.

Mumbai Refinery

The following energy conservation and loss control measures were adopted by Mumbai Refinery during the year 2011-12 which have resulted in significant fuel savings:

- Maximization of crude throughput in the modern highly energy efficient Integrated Crude & Vacuum Unit.
- Anti-fouling chemical injection in all Crude & Vacuum Units.
- Injection of fire side chemical additive in CDU /VDU Heaters.
- "Chemical decontamination" technique has been adopted for the refinery turnarounds. This resulted in reduction of turnaround duration and also improved heat exchanger cleaning.
- During turnaround, the services of the combustion technology specialists were obtained to acquire the best practices leading to improved efficiency of the furnaces.
- Excellent Hydrogen Management was achieved by processing of the hydrogen rich Catalytic Reformer Unit (CRU) off gas in DHDS, Hydro-cracker Unit PSA and Hydrogen Unit feed, to recover valuable hydrogen from the off gases.
- Innovative technology was adopted for dismantling the old Flare System by utilizing heat shield & rope access. This has resulted in avoiding shutdown of critical units viz. Hydrogen and Hydro cracker for seven days.

- Modification in Hydrogen unit steam network enabled improvement in pre-reformer temperature, reduction in reformer skin temperature and reduction in fuel consumption. With this change, process heat was augmented by reducing steam superheat.
- Use of energy saving CFL lamps.
- Energy saving device / torroidal core transformers for energy saving in lighting circuits.
- Installation of Capacitor banks to maximize the power factor.
- Continuous monitoring & control of all parameters of Furnaces & Boilers.
- Continuous monitoring & control of flare.
- Regular steam insulation & leak surveys.
- A state-of-the-art “Energy Portal” for online monitoring of Refinery Process Performance and energy consumption was deployed as part of the “Business Process Monitoring and Intelligence” system.
- Trimming of pump Impellers for power saving.
- Replacement of VDU heater air pre-heater during operation for improvement in heat recovery.

In addition, Mumbai Refinery is implementing / planning to implement various energy conservation and loss control projects as given below:

- Replacement of old Crude and Vacuum units with the state-of-the-art, energy efficient integrated unit with higher distillate yield.
- Air-Fuel ratio controller in fired furnaces for improving furnace efficiency.
- Implementation of various energy saving schemes / projects identified during the “Refinery Performance Improvement Program” (RPIP). This program is being guided by Centre for High Technology (CHT) under the auspices of Ministry of Petroleum and Natural Gas (MOP&NG).
- Condensate recovery in process plants.
- Application of special insulating paint for reducing radiation loss from man way and exchangers channel covers.
- Online chemical cleaning of select furnaces to clean off fouling and deposits on the radiation tubes.
- Implementation of various ideas generated during the “Joint Energy Audit” program initiated by CHT.
- Implementation of “Zero steam leaks” program in the process units.

During the year, Mumbai Refinery was awarded the first prize for having the best “Specific Energy Consumption” for FY 2009-10 among Indian refineries under the category of Composite Energy Index equal to or less than 5 by CHT (MOP&NG).

Kochi Refinery

The following energy conservation and loss control measures were adopted during the year 2011-12, resulting in significant fuel savings:

- Installation & commissioning of Variable Speed Drives for 16 pumps.
- Oil recovery from HSD / ATF tank drains.
- Recovery of flash steam enthalpy from Continuous Catalyst Regeneration Reformer (CCR) condensate system.

- Power savings in CCR condensate system.
- Installation of liquid coupled air pre-heater in boiler UB6.
- Commissioning of low capacity/head BFW pump, FP14D.
- Stoppage of raw water pumps UP14 H / I.
- Routing of air from incinerator blower to reduction furnace.
- Implementation of advanced process control in Hydrogen Generation Unit.
- Steam optimization in naphtha stabilizer unit through implementation of advanced control system.
- Condensate recovery from LP steam air pre-heaters of crude charge heaters.
- Speed reduction and steam savings in boiler UB11 feed water pump turbine.
- Inferential control for diesel draw from VGO HDS.
- Stepless control in make up gas compressor.

Measures being implemented are as given below :

- Installation of Variable Speed Drives for 11 pumps.
- Providing FRP blades for 22 air fin fans in FCCU unit.
- Routing off spec LPG from VGO HDS directly to vapouriser.
- Installation of HP to MP turbine driven pump, replacing two motor driven pumps.
- Providing new surge controller for Main Air Blower (MAB).
- Hot feed processing in VGO HDS.
- Minimization of energy losses by enhancing steam trap availability in CDU-2 offsite area.

Impact of the measures for reduction of consumption of energy & consequential impact on the cost of production of goods:

Fuel savings as a result of the energy conservation measures implemented in Kochi Refinery during the year 2011-12 correspond to a total savings potential of about 7,380 tonnes of fuel oil equivalent.

B. TECHNOLOGY ABSORPTION

The Refineries implemented the following projects to obtain the benefits of latest technological developments and advances:

Mumbai Refinery

Innovative schemes developed for operational improvements and economics viz. Advance Process Control, new generation catalyst, new technology for producing Group III base oil from Hydrocracker LOBS unit, new technology for vacuum slops recycling;etc, were implemented.

Kochi Refinery

Innovative schemes developed for operational improvements and economics such as Crude Oil blender installation, Step less Control in DHDS makeup gas Compressor, DM water injection facilities to Atm, Flash drums in CCR, Facilities to route NSU2 over head to Caustic wash system etc, were implemented.

C. FOREIGN EXCHANGE EARNINGS / OUTGO

- (i) Activities related to exports; initiatives taken to increase exports; development of new export markets for products and services; and export plans:

Crude Oil Imports

During the year 2011-12, BPCL imported 16.27 MMT of crude oil as compared to 14.83 MMT in 2010-11. In value terms, the Free on Board (FOB) cost of imported crude oil amounted to USD 13,848 million (₹ 67,287 Crores) as compared to USD 9,508 million (₹ 43,334 crores) in 2010-11. The average price paid by BPCL for the crude oil imported in 2011-12 stood at USD 112.40 per barrel as compared to USD 85.10 per barrel in the previous year. The ratio of "Term to Spot" purchase of imported crude oil reached a higher level of 86 : 14 as against 73 : 27 in 2010-11.

The average price of Dated Brent Crude Oil in 2011-12 was USD 114.58 per barrel as compared to USD 86.73 per barrel in 2010-11 reflecting an increase of 32% over the previous year. The average Brent- Dubai difference during the year, was USD 4.44 per barrel as against USD 2.59 per barrel during 2010-11. The average cost of the Indian basket of crude in 2011-12 was USD 111.87 per barrel which was higher than the level of USD 85.11 per barrel in 2010-11.

Domestic Crude

Procurement of Mumbai High crude for Mumbai Refinery and Kochi Refinery has marginally gone down from 6.66 MMT in 2010-11 to 6.05 MMT in the year 2011-12 due to contraction of ONGC's production volume. During the year, the Crude Oil Supply Agreement with ONGC was signed with retrospective effect of 1st April 2010. This agreement has gone a long way in settlement of all outstanding issues with ONGC. The payment for domestic crude oil amounted to ₹ 16,307 crores in 2011-12 as compared to ₹ 15,435 crores during the previous year 2010-11.

Product Import and Export

There is drastic reduction in the imports of MS and HSD during the year 2011-12 as compared to the previous year 2010-11. Imports of MS have come down from 693 TMT in the year 2010-11 to 317 TMT in the year 2011-12 whereas the imports of HSD have come down from 581 TMT in 2010-11 to 221 TMT in 2011-12. The quantum of import of petroleum products viz., MS, HSD, SKO, Reformate, Bright Stock and LPG has declined from 2.01 MMT in the year 2010-11 to 1.26 MMT in 2011-12. This decline is also reflected in the import bill which has come down from USD 1,597 million (₹ 7,297 crores) in 2010-11 to USD 1,251 million (₹ 5,870 crores) in 2011-12.

BPCL retained its position as a Premier Trading House – a recognition granted by Directorate General of Foreign Trade. On the export front, BPCL exported 2,212 TMT of refined petroleum products during the year as compared to 2,607.34 TMT during the previous year. Exports during the year included 1,990 TMT of naphtha, 105 TMT Gasoil, 67 TMT Gasoline, 2 TMT Benzene, 38 TMT of Fuel Oil and 10 TMT of Base Oil.

Chartering of Vessels

A combination of time chartered vessels, voyage chartered vessels and vessels taken on Contract of Affreightment (COA) were deployed to ensure logistics security and optimize the freight cost. Out of 16.27 MMT moved by tankers, spot vessels accounted for a major share of 70% i.e. 11.39 MMT with time chartered vessels moving 2.89 MMT and the balance being moved by COA vessels. The freight cost for the year amounted to USD 177.8 million (₹ 882 crores). Optimisation of freight cost was achieved by engaging Very Large Crude Carriers (VLCC) resulting in less freight cost per ton as compared to Suezmax vessels.

Risk Management

Considering the high volatility in the prices of crude oil and petroleum products, hedging of refinery margins continued to remain a main focus area. For the continuous 7th year in a row, BPCL has been successful in achieving better than the budgeted margin protection for the mandated 30% of refineries production volume. Apart from hedging refinery margins, freight exposures were also hedged during the year.

BPCL continues to adopt sound risk management principles in its day to day operations. The Trading and Risk Management Board defines the risk appetite of the Corporation and the Risk Management Committee oversees the implementation of the laid down policies. Regular reviews are undertaken of the hedging positions and the credit exposure to counterparties.

ii) The details of foreign exchange earnings & outgo are given below :

₹ Crores

Particulars	2011-12	2010-11
Earnings in Foreign Exchange		
- Includes receipt of ₹ 2,210.72 crores (previous year ₹ 1,324.40 crores) in Indian currency out of the repatriable funds of foreign airline customers and ₹ 48.81 crores (previous year ₹ 57.75 crores) of INR exports to Nepal and Bhutan.	19,315.61	12,380.37
Foreign Exchange Outgo		
- On account of purchase of Raw Materials, Capital Goods, Chemicals, Catalysts, Spare Parts, International Trading Activities.	75,060.25	51,559.83

FORM A

FORM FOR DISCLOSURE OF PARTICULARS WITH RESPECT TO CONSERVATION OF ENERGY

1. MUMBAI REFINERY			
A. Power & Fuel Consumption		2011-12	2010-11
1. Electricity			
a) Purchased			
Units (Million KWH)		24.36	18.33
Total Amount (₹ Crores)		18.76	13.53
Rate / Unit (₹ / KWH)		7.70	7.38
b) Own Generation			
Through Steam Turbine/ Generator			
Units (Million KWH)		565.89	564.47
Units per Ton of Fuel		3,428.51	3,431.30
Cost / Unit (₹ / KWH)		6.34	3.86
2. Coal		-	-
3. Furnace Oil / Liquid Fuel			
LSHS Qty - MT		259,502	229,823
Total amount (₹ Crores)		888.56	591.89
Avg. Rate (₹ / Unit)		34,240.91	25,754.03
IBP-60 Qty - MT		56	3,619
Total amount (₹ Crores)		0.26	12.59
Avg. Rate (₹ / Unit)		46,920.80	34,799.75
4. Others / Internal Generation			
Bombay High Associated Gas (BHAG)			
Qty - (MT)		-	-
Total amount (₹ Million)		-	-
Avg. Rate (₹ / Unit)		12,525.77	11,731.71
Regassified Liquid Natural Gas (RLNG)			
Qty - (MT)		59,761	86,938
Total amount (₹ Crores)		202.27	166.20
Avg. Rate (₹ / Unit)		33,846.49	19,116.45
Internal Fuel			
Refinery Gas Qty - (MT)		87,507	95,403
Total amount (₹ Crores)		299.63	245.70
Avg. Rate (₹ / Unit)		34,240.91	25,754.03
PSA Off Gas Qty - (MT)		124,028	128,658
Total amount (₹ Crores)		74.92	58.45
Avg. Rate (₹ / Unit)		6,040.47	4,543.29
FCC Units Coke Qty - MT		80,490	74,830
Total amount (₹ Crores)		275.61	192.72
Avg. Rate (₹ / Unit)		34,240.91	25,754.03

Notes:

1. Total Power generation is inclusive of power generation in FCC TG.
2. Cost per unit of power generated in CPP has increased due to increase in fuel cost & depreciation.

B. Energy Consumption Per Unit of Production

	Unit Stds. if any*	2011-12	2010-11
Production of Petroleum products	MT	12,726,460	12,405,678
Electricity	KWH / MT	46.38	46.98
LSHS / IBP-60	Kg / MT	20.40	18.82
Gas (Excluding CPP)	Kg / MT	21.32	25.07
FCC Units Coke	Kg / MT	6.32	6.03

- * No fixed consumption parameter can be attributed to a particular product as the product pattern of the Refinery is governed by supply / demand scenario of products and Govt. directives. It is also a function of quantity / type of crude processed, planned shutdown of processing units for maintenance / inspection and severity of operations of processing units which varies widely.

2. KOCHI REFINERY

A. Power and Fuel Consumption	2011-12	2010-11
1. Electricity		
a) Purchased		
Units (Million KWH)	30.86	48.55
Total amount (₹ Crores)	16.16	25.97
Rate / Unit (₹ / KWH)	5.24	5.35
b) Own Generation		
i) Through Gas Turbine generation in CPP (Million KWH)	356.89	254.08
Units (KWH) per kg of fuel oil/gas	2.95	2.92
Cost / Unit (₹ / KWH)	10.10	9.31
ii) Through Steam Turbine Generation (Million KWH)	58.77	59.51
Cost / Unit (₹ / KWH)	9.35	6.16
2. FCC coke for steam generation		
Quantity (tonnes)	62,518	71,167
Total Cost (₹ Crores)	230.87	174.55
Average rate (₹ / MT)	36,928.27	24,527
3. LSHS		
Quantity (tonnes)	364,112	3,01,596
Total Cost (₹ Crores)	1,344.60	739.73
Average rate (₹ / MT)	36,928.27	24,527
4. DHDS Naphtha		
Quantity (tonnes)	37,029	43,496
Total Cost (₹ Crores)	156.17	138.31
Average rate (₹ / MT)	42,176	31,799
5. Others (Refinery Fuel Gas) (Excluding fuel used for Power Generation)		
Quantity (tonnes)	1,55,411	1,04,173
Total Cost (₹ Crores)	573.91	255.51
Average rate (₹ / MT)	36,928	24,527

Notes :

- Fuel for CPP consisted of Intermediates and Refinery Fuel Gas.
- The purchased power is net of export to KSEB.
- Cost of FCC coke, LSHS, Intermediates, Refinery Fuel Gas etc. are at average cost.

B. Energy Consumption per unit of production

	Unit Stds. if any*	2011-12	2010-11
Production of Petroleum products	MT	95,57,090	87,63,400
Electricity	KWH/MT	49.65	43.30
FCC Coke	KG/MT	7.11	8.74
LSHS	KG/MT	41.39	37.04
DHDS Naphtha and Refinery fuel gas	KG/MT	21.88	18.14

- * No fixed consumption parameter can be attributed to a particular product as the product pattern of the Refinery is governed by supply / demand scenario of products and Govt. directives. It is also a function of quantity / type of crude processed, planned shutdown of processing units for maintenance / inspection and severity of operations of processing units which varies widely.

FORM B

FORM FOR DISCLOSURE OF PARTICULARS WITH RESPECT TO TECHNOLOGY ABSORPTION

RESEARCH & DEVELOPMENT (R&D)

1. Specific areas in which R&D has been carried out by the Company :

- i) Detailed Crude Evaluations and Crude/blend compatibility studies.
- ii) Development of fuel additives/blending schemes.
- iii) Development of Catalysts and Catalyst additives.
- iv) Development of new process technology for distillate improvements.
- v) Modeling and Simulation of refinery processes.
- vi) Corrosion and fouling studies.
- vii) Advanced Tech support to Refinery & Marketing Operations.
- viii) Development of modified Bitumen products e.g., Improved Natural Rubber Modified Bitumen (NRMB), Fuel Resistant Bitumen (FRB), Crumb Rubber Modified Bitumen (CRMB), Polymer Modified Bitumen Emulsion (PMBE) etc.
- ix) Development of process know how for improved poly-packing of bitumen.
- x) Alternate fuels – bioethanol, biobutanol, biodiesel, green diesel and hydrogen.
 - Development of process for production of bioethanol & biobutanol from lignocellulosic biomass.
 - Development of process for synthetic biolubricants for niche applications.
 - Identification of best yield elite varieties of jatropha and agronomy practices.
 - End-to-end biodiesel process technology development.
 - Development of a hybrid process for production of hydrogen.
- xi) Alternate energy devices – New generation solar PV cells and biomass gasifier based power generator.
- xii) Development of Coal to Liquid (CTL) technology.
- xiii) Utilization of tank sludge, pet residue and pet coke by various options including plasma gasification technology.
- xiv) Development of nanomaterials for on-board gas storage and stationary applications.
- xv) Synthetic engine oil for passenger cars.
- xvi) OE specific diesel engine oil.
- xvii) OE specific gear oil for passenger cars.
- xviii) Metal forming oil for zirconium alloy used in nuclear power plant.
- xix) Development of Defence specific high performance oil.
- xx) Alternate formulations for existing grades.

2. Benefits derived as a result of the above R&D

- i) Detailed crude evaluations aided in enhancing value realization and enlarging the crude basket. Crude blend compatibility studies helped in processing opportunity crudes.
- ii) A new methodology for “Prediction of Refining Characteristics of Oil” and, in particular, relates to prediction of refining characteristics based on physical properties has been developed. The present invention has been protected through patent filing in the country.
- iii) Optimum catalysts and additives were selected / recommended for KR and MR FCC plants based on in-house testing resulting in improved yields/ product quality. Suggested residue processing in MR FCC which can add additional revenues.

- iv) Developed two FCC additive formulations (for CO combustion and gasoline sulphur reduction) and demonstrated in pilot/commercial scale levels.
- v) In-house developed BMCG product being commercially produced and marketed and has resulted in substantial benefit to the Corporation. Two patents have been granted in Canada and Australia for the developed product.
- vi) Polymer grade hexane manufacturing process based on sulpholane solvent demonstrated at lab scale and successful trial runs conducted at plant scale. This is to be introduced in MR for regular production. One Indian patent has been filed.
- vii) Nanomaterials for gas storage application provides safe option for natural gas as well as bio-gas storage application and hence, provides opportunity for developing a new market segment.
- viii) Synthetic, Bio-degradable lube oil – provides an opportunity for developing a new market segment.
- ix) Developed catalyst and process scheme for Fischer-Tropsch synthesis as a part of technology development for conversion of Coal to Liquid fuel.
- x) BPCL (R&D) has emerged as a leading indigenous research organization within India for technology development for Coal to Liquid fuels.
- xi) Identified optimal process parameters for processing vegetable oil.
- xii) In-house developed corrosion inhibitor for ethanol is cost-effective and technically superior to the in-use imported additive for reducing corrosion of various metallurgies used in ethanol storage, blending in gasoline and vehicle fuel tank and 1/4th of the in-use additive.
- xiii) In-house developed neutralizing amine blend for reducing column overhead corrosion, improved heat recovery and reduced fouling in Mumbai refinery crude pre-heat exchangers.
- xiv) Technical support to BPC refineries for various process units, screening of corrosion reducing chemicals and continual support to Mumbai-Manmad-Bijwasan (MMB) pipeline for reducing pipeline internal corrosion has helped in resolving corrosion problems.
- xv) Mathematical model for Mumbai Refinery's Hydrogen Unit has been developed for continuous performance monitoring and optimization. Performance improvement options suggested would improve hydrogen production which can result in additional revenues.
- xvi) Crude selection model has been developed which is an Excel based swift tool for determining the crude potential and their rankings in a short time. This can be used at the forefront of comprehensive simulation software. Thus, crude oil processing can be monitored on a regular basis for benefits.
- xvii) Selection of suitable crude oils for minimum hydrogen consumption in Hydroprocessing has been done; it would add value to the refinery profitability.
- xviii) A pilot scale power generation unit based on biomass gasifier with waste woody biomass including that from Jatropha for producing 10 KW power has been demonstrated.
- xix) Development of addition of the flow improver which reduces the pour point and viscosity of LSHS and high pours waxy crudes.
- xx) Alternate fuels:
 - a) Jatropha plantation of 100 shortlisted elite varieties (12,000 plants) have been established at R&D Centre Greater Noida and Retail Depot Kanpur in 15 ha area under sponsorship of Dept. of Biotechnology, Govt. Studies are in progress for identification of best yield varieties.
 - b) An end-to-end biodiesel value chain has been developed and a demonstration unit with a pilot plant for biodiesel production and other units for complete utilisation of the biodiesel value chain is in progress.
 - c) A project on development of "hybrid-sorption enhanced steam reforming for production of hydrogen from natural gas" has been undertaken under sponsorship of the Scientific Advisory Committee. Initial screening research activities have been completed.
 - d) BPCL (R&D) is working in collaboration with TERI and Osmania University for developing the process know-how for biobutanol & bioethanol production from lignocellulose. Based on the above, an end-to-end bioethanol production setup has been planned for the next year.

- xxi) NRMB with improved properties was recommended to Kochi Refinery for supplying on-spec product to the customer.
- xxii) Alternate energy devices- New generation solar PV cells were investigated and CIGS photo-voltaic was found to be a cost-effective, high performing alternate to crystalline silicon photo-voltaic panels.
- xxiii) Process know-how for the high viscosity index PAO based Group IV lube base stock for niche applications i.e engine oils, automotive gear oils and turbine oil etc.
- xxiv) The Synthetic Engine Oil would put us in a position to offer engine oil for new generation ultra modern passenger cars and it would help us to generate new business.
- xxv) OE Specific Diesel Engine oil to meet the requirement of new engines of the OE, which would help us to further our diesel engine oil business.
- xxvi) OE Specific Gear Oil would help us meet the gear oil requirements of their new vehicles models of the OE designed with modern transmission system and would help us to increase our business.
- xxvii) Metal forming oil for Zirconium alloy used in nuclear power plants is a new product and would help nuclear power plants to break the monopoly of multinationals.
- xxviii) Defence specific high performance oil would provide an indigenous alternative to Defence.

3. Future Plans

- i) Development of Catalyst and process for slurry phase hydrocracking of petroleum residues.
- ii) Energy efficient process for syn-gas production and syn-gas valorization to valuable chemicals viz. methanol and DME.
- iii) Development of pilot facilities for catalyst synthesis and scale up for slurry and fluid bed processes.
- iv) Study on light olefin maximization in FCC using both commercially available and in-house synthesized catalyst/additive and development of kinetic model coupled with hydrodynamics using CFD software.
- v) Process parameters optimization for co-processing vegetable oil with gas oil in DHDS unit.
- vi) Process development for producing high cetane number green diesel through non-edible vegetable oil hydrotreating.
- vii) Development of process scheme for the production of biofuels such as ethanol, biobutanol and biolubricants.
- viii) Intensifying and enlargement of activities in the area of synthetics and biolubricants.
- ix) Development of energy efficient process for hydrogen production.
- x) Continuation of activities on nanomaterials, alternate fuels and energy devices such as solar PV cell.
- xi) Intensifying and enlargement of activities in the area of Refinery processes and residue upgradation.
- xii) Development of catalyst/additive for refining processes.
- xiii) Development of new process technologies using additive approach for improving the product quality.
- xiv) Enlargement of crude oil basket and identification of opportunity crudes and crude oil blends.
- xv) Controlling corrosion and fouling in Refinery units.
- xvi) Value added products / solvents from the refinery stream.
- xvii) Development of cetane and lubricity improvers for meeting diesel fuel specifications.
- xviii) Alternate fuels and energy devices such as biodiesel, algal biofuels, hydrogen and solar PV cells.
- xix) Tech support to refinery processes.

- xx) Hydrodynamic cavitation studies to improve the middle distillates from crude oils and their properties.
- xxi) Modelling and simulation of refinery processes.
- xxii) Development of process know-how for de-aromatised kerosene (DAK) through liquid-liquid extraction system
- xxiii) Poly alpha olefins based Group IV Lube base stock.
- xxiv) Flow improver for LSHS, FO / LSFO and crude blends e.g. MH crude and blend of Mumbai High and Rajasthan crude oils.
- xxv) Technology development for Coal to Chemicals.
- xxvi) Pavement evaluation and feasibility study for commercialization of new modified bitumen products.
- xxvii) Development of an eco-friendly Chemical Looping Combustion Process for CO2 sequestration along with scope of H2 generation.
- xxviii) Development of improved diesel hydrotreating catalyst, gasoline sulphur reduction additive, multi functional CO and NOx reduction and activity enhancer additive for nitrogenous feed for FCC.
- xxix) Process Optimisation for methanol steam reforming in HGU MT shift reactor.
- xxx) Development of suitable materials, integration of adsorption with reforming and conceptual process design.
- xxxi) Exploring process intensification techniques for value addition to the refineries.
- xxxii) Alternate energy devices- New generation solar PV cells.
- xxxiii) Study on dynamometer for testing of fuel performance.
- xxxiv) Development of a cost-effective process for HVI-PAO (+ 360 cSt).

Developing the following grades / products :

- xxxv) OE Specific high performance Passenger Car Engine Oil.
- xxxvi) Semi-synthetic 4T Engine oil.
- xxxvii) High performance Hydraulic oil.
- xxxviii) STOU (Super Tractor Oil Universal) for farm tractors.
- xxxix) Environment friendly Cutting Oils.
- xl) Defence Specific Hydraulic oil.
- xli) Alternate formulations for existing products.

4. Expenditure on R&D during 2011-12

(₹ crores)

Particulars	Value
Capital Expenditure	13.02
Revenue / Recurring Expenditure	32.09
Total	45.11
Total R&D Expenditure as a % of total turnover	Negligible

TECHNOLOGY ABSORPTION, ADAPTATION AND INNOVATION

A. MUMBAI REFINERY

1. Efforts, in brief, made towards technology absorption, adaptation and innovation

No new technologies were adopted during the year 2011-12. However, the following innovative schemes developed for operational improvements and economics were implemented.

- a. Advance Process Control was implemented in CDU III, Hydrogen, Hydrocracker and LOBS unit. Comprehensive training was imparted to all operating personnel in the refinery on the usage of Advance Process Control and its philosophy.
- b. New generation catalyst (M/s. Chevron Lummus Global, CLG) for Isodewaxing of unconverted oil from the hydrocracker was replaced in the LOBS Unit to augment base oil production.
- c. New technology was adopted for producing Group III base oil from Hydrocracker LOBS unit.
- d. New technology for vacuum slops recycling from M/s. Shell Global Solutions is being adopted and trial runs are in progress. This initiative is expected to improve VGO yield in the vacuum column.
- e. Pre-reformer temperature (process) in Hydrogen unit was augmented by decreasing steam super heat, resulting in higher throughput in Hydrocracker and LOBS units.

2. Benefits derived as a result of the above efforts, e.g. product improvement, cost reduction, product development, import substitution, etc.

Benefits derived as a result of the above efforts are cost reduction, product slate upgradation and increased crude processing.

3. In case of imported technology (imported during last five years reckoned from the beginning of the financial year), following information may be furnished:

(a) Technology imported:

Technology	Year of import
■ DHDS reactor catalyst change to new generation HDS catalyst TK 576 BRIM supplied by M/s Haldor Topsoe, Denmark in December 2007	2007
■ Naphtha HDS catalyst was replaced with the latest generation catalyst from M/s Haldor Topsoe.	2007
■ DHDS unit was revamped from 1.4 to 2.0 MMTPA using Haldor Topsoe Technology and catalyst TK 576 BRIM was supplied by M/s Haldor Topsoe, Denmark in January 2010.	2010

(b) Has Technology been fully absorbed:

Yes.

(c) If not fully absorbed, areas where this has not taken place, reasons therefore and future plans of action:

Not applicable.

B. KOCHI REFINERY

1. Efforts, in brief, made towards technology absorption, adaptation and innovation

No new technologies were adopted during the year 2011-12. However, the following innovative schemes developed for operational improvements and economics were implemented:

- a. Crude Oil blender was installed and commissioned in June 2011. This scheme is envisaged for blending of opportunity crude oils with regular crude oils. This scheme also helps to blend low RCO bearing crude and high RCO bearing crude judiciously so that crude charge shall be maintained maximum and crude pre-heat shall be optimized.
- b. Step less Control was implemented in DHDS makeup gas Compressor. Installation of step less control helped to reduce power consumption by 0.2 MW. Its monetary value is about ₹ 1.41 Crores.
- c. DM water injection facilities to Atm. Flash drums in CCR were provided to recover heat from flash steam. Benefits derived on account of this scheme are ₹ 2.7 Crores.

- d. Facilities to route NSU2 over head to Caustic wash system was provided. This facilitates routing of over head naphtha to NSU -2 thereby decreasing the naphtha make and increasing HSD make to that extent. Benefits derived are about ₹ 5 Crores.
- e. Scheme for routing VGO-HDS fractionator over head naphtha as feed to NHT was implemented. As this feed is highly naphthenic, it helps to produce more H2 from CCR. This also helps in upgradation of naphtha to HSD. The estimated benefits are about ₹ 10 Crores.
- f. Low flow firing line in CCR unit was modified and net gas compressor was used in recycle gas service during Recycle Gas Compressor shutdown time. This helped in producing Euro III MS when the key equipment in CCR was shutdown.

2. Benefits derived as a result of the above efforts, e.g. product improvement, cost reduction, product development, import substitution, etc.

Benefits derived as a result of the above efforts are cost reduction, product slate upgradation and increased crude processing.

3. In case of imported technology (imported during last five years reckoned from the beginning of the financial year), following information may be furnished:

(a) Technology Imported:

Technology	Year of import
■ SPM system capable of receiving VLCCs by M/s Blue Water Energy Services, Netherlands	2007
■ BITUROX unit, technology supplied by M/s. Porner, Australia, capable of producing four different grades (VG-10/VG-20/VG-30 and VG-40) of Bitumen was commissioned during June 2008. Along with the Biturox Unit an incinerator, a scrubber and a wet air oxidation system was installed to convert sulphides to sulphates. This is the world's first eco friendly Biturox Unit.	2008
■ NSU II – Naphtha Splitter Unit as part of CDU II by M/s UOP, USA.	2009
■ Desalter – CDU-II Unit Desalter revamp by M/s Natco, UK	2009
■ Gasoline Splitter Unit licensed by M/s UOP, USA.	2010
■ NHT/CCR Unit licensed by M/s UOP, USA.	2010
■ VGO HDS Unit licensed by M/s UOP, USA.	2011
■ Sulphur Recovery unit licensed by EIL-JACOB INC, Canada.	2011

(b) Has Technology been fully absorbed:

Yes.

(c) If not fully absorbed, areas where this has not taken place, reasons therefore and future plans of action:

Not applicable.

ANNEXURE B

Report on Corporate Governance

1. Company's philosophy on Code of Governance

Bharat Petroleum Corporation Limited's corporate philosophy on Corporate Governance has been to ensure fairness to the Stakeholders through transparency, full disclosures, empowerment of employees and collective decision making.

2. Board of Directors

As per the Articles of Association of the Company, the number of Directors shall not be less than three and not more than sixteen.

As on 31st March 2012, the BPCL Board comprised of 5 Whole-time (Executive) Directors including Chairman & Managing Director, 1 Part-time (Ex-Officio) Director (excluding one vacancy) and 4 Part-time (Independent) Directors. For nomination of additional 3 Part-time (Independent) Directors as required under revised Clause 49 of the Listing Agreement, the Company has taken up the matter with the Government of India.

During the year, all meetings of the Board and the Annual General Meeting were chaired by the Chairman & Managing Director.

None of the Non-Executive Directors of BPCL had any pecuniary relationship / transaction with the Company during the year.

The Directors neither held membership of more than 10 Board Committees nor Chairmanships of more than 5 Committees (as specified in Clause 49 of the Listing Agreement and Guidelines on Corporate Governance for Central Public Sector Enterprises issued by Department of Public Enterprises) across all the companies in which they were Directors.

The required information as indicated in Annexure IA to Clause 49 of the Listing Agreement and Annex IV to Guidelines on Corporate Governance for Central Public Sector Enterprises were made available to the Board of Directors.

Details regarding the Board Meetings; Annual General Meeting; Directors' attendance thereat, Directorships and Committee positions held by the Directors are as under:

Board Meetings

Ten Board Meetings were held during the financial year on the following dates:

18 th Apr 2011	30 th May 2011	2 nd July 2011	12 th Aug, 2011	16 th Sept 2011
31 st Oct 2011	29 th Nov 2011	10 th Feb 2012	15 th Mar 2012	30 th Mar 2012

The Board has reviewed the compliance of all laws applicable to the Company.

The Board has adopted a Code of Conduct for the Directors and also for the Senior Management of the Company and the same has been posted on the website of the Company. There is a system in the organization of affirming compliance with Corporate Governance by the Board Members and Senior Management Personnel of the Company.

Particulars of Directors including their attendance at the Board /Shareholders' Meetings during the financial year 2011-12

Names of the Directors	Academic Qualifications	Attendance out of 10 Board Meetings held during the year and percentage thereof		Attendance at the last Annual General Meeting	Details of Directorships held in other Companies	Memberships held in Committees as specified under Clause 49 of the Listing Agreement
		No. of Meetings Attended	%			
Whole-time Directors						
Shri. R. K. Singh Chairman & Managing Director	B.Tech (Mech.)	10	100	Attended	Chairman • Numaligarh Refinery Ltd • Bharat Oman Refineries Ltd • Matrix Bharat Pte Ltd • Bharat Renewable Energy Ltd Director • Bharat PetroResources Ltd • Petronet LNG Ltd	Audit Committee Chairman • Bharat PetroResources Ltd
Shri. S. K. Joshi Director (Finance) Up to 31.08.2011	A.C.A. M.B.A.	4	100*	N.A.	Chairman • Bharat Renewable Energy Ltd • Bharat Stars Services Pvt Ltd • Bharat Stars Services (Delhi) Pvt Ltd Director • Numaligarh Refinery Ltd • Bharat PetroResources Ltd • Bharat PetroResources JPDA Ltd • Bharat Oman Refineries Ltd	Audit Committee Chairman • Bharat PetroResources JPDA Ltd Audit Committee Member • Bharat PetroResources Ltd • Numaligarh Refinery Ltd Investors' Grievance Committee Member • Bharat Petroleum Corporation Ltd • Bharat Oman Refineries Ltd
Dr. S. Mohan Director (Human Resources) Up to 31.10.2011	BE (Hons) (Mech.) M.B.A, Ph.D.	6	100*	Attended	Chairman • Petronet India Ltd • Petronet CCK Ltd Director • Bharat Oman Refineries Ltd • Bharat PetroResources Ltd	Audit Committee Member • Bharat PetroResources Ltd
Shri. K. K. Gupta Director (Marketing)	B.Sc. (Engg.), (Mech.)	10	100	Attended	Director • Indraprastha Gas Ltd • Numaligarh Refinery Ltd • Sabarmati Gas Ltd • Bharat Stars Services (Delhi) Pvt Ltd • Bharat Stars Services Pvt Ltd • Matrix Bharat Pte Ltd	Audit Committee Member • Indraprastha Gas Ltd • Numaligarh Refinery Ltd
Shri. B. K. Datta Director (Refineries) w.e.f. 01.08.2011	B.E. (Chem)	7	100*	Attended	Director • Bharat Oman Refineries Ltd • Numaligarh Refinery Ltd • Bharat PetroResources Ltd	Audit Committee Member • Bharat PetroResources Ltd

Names of the Directors	Academic Qualifications	Attendance out of 10 Board Meetings held during the year and percentage thereof		Attendance at the last Annual General Meeting	Details of Directorships held in other Companies	Memberships held in Committees as specified under Clause 49 of the Listing Agreement
		No. of Meetings Attended	%			
Whole-time Directors Shri. S. Varadarajan Director (Finance) w.e.f. 01.09.2011	A.C.A A.I.C.W.A	6	100*	Attended	Chairman • Petronet India Ltd Director • Bharat Oman Refineries Ltd • Bharat PetroResources Ltd • Bharat Stars Services Pvt Ltd • Bharat Stars Services (Delhi) Pvt Ltd • Petronet CCK Ltd	Audit Committee Member • Petronet CCK Ltd • Bharat PetroResources Ltd Investors' Grievance Committee Member • Bharat Petroleum Corporation Ltd
Shri. S. P. Gathoo Director (Human Resources) w.e.f. 03.11.2011	M. P. M (Post Graduate Master's Degree in Personnel Management), Fellow of LEAD	4	100*	N.A.	-	-
Non-Executive Directors						
a) Part-time (Ex-officio)						
Shri. P K Sinha Special Secretary & Financial Advisor, Ministry of Petroleum & Natural Gas Up to 29.02.2012	I.A.S. Post Graduate in Economics M.Phil , M.P.A.	7	88	Did not Attend	Director • Indian Oil Corporation Ltd • Hindustan Petroleum Corporation Ltd	-
Shri. Alkesh Kumar Sharma Secretary (IP) Govt. of Kerala	I.A.S.	8	80	Attended	Managing Director • Kerala State Industrial Dev. Corp. Ltd • The Kerala Minerals and Metals Pvt Ltd Director • Nitta Gelatin India Ltd • Geojit BNP Paribas Financial Services Ltd • Bekal Resorts Dev. Corp. Ltd • Brahmos Aerospace Thiruvananthapuram Ltd • INKEL Ltd • Indian Rare Earths Ltd • KITCO Ltd • Geojit Credits Pvt. Ltd • Kottayam Port & Container Terminal Services Pvt Ltd • Steel Complex Ltd • Kerala High Speed Rail Corporation Ltd • Kerala Gail Gas Ltd • PTL Enterprises Ltd • Apollo Tyres Ltd	Audit Committee Member • Nitta Gelatin India Ltd • Geojit BNP Paribas Financial Services Ltd • Geojit Credits Pvt. Ltd

Names of the Directors Non-Executive Directors (b) Part-time (Independent)	Academic Qualifications	Attendance out of 10 Board Meetings held during the year and percentage thereof		Attendance at the last Annual General Meeting	Details of Directorships held in other Companies	Memberships held in Committees as specified under Clause 49 of the Listing Agreement
		No. of Meetings Attended	%			
Prof. N. Venkiteswaran	B.A.Economics C.A.	9	90	Attended	Director • Dalton Capital Advisors India Pvt. Ltd • Asit C Mehta Investment Intermediates Ltd. • Virgo Engineers Ltd	Audit Committee Chairman • Bharat Petroleum Corporation Ltd Investors' Grievance Committee Chairman • Bharat Petroleum Corporation Ltd
Prof. S. K. Barua	M.Tech. Doctorate in Management	9	90	Attended	Director • Coal India Ltd. • STCI Finance Ltd. • Torrent Power Ltd • IOT Infrastructure & Energy Service Ltd • Axis Bank • Prasar Bharati • Oil & Natural Gas Corporation Ltd.	Audit Committee Member • STCI Finance Ltd. • Coal India Ltd. • Torrent Power Ltd • Axis Bank • Oil & Natural Gas Corporation Ltd. • IOT Infrastructure & Energy Service Ltd Investors' Grievance Committee Member • Oil & Natural Gas Corporation Ltd.
Shri. I.P.S. Anand	B.A. (Hons) (Econ) M.A. (Econ)	10	100	Attended	-	Audit Committee Member • Bharat Petroleum Corporation Ltd
Shri. Hareesh M. Jagtiani	B.A., LLM	9	90	Did not Attend	Director • Legalpundits International Services P Ltd	Audit Committee Member • Bharat Petroleum Corporation Ltd

* percentage computed by considering the meetings attended with the total meetings held during his tenure

3. Board Committees

A. Audit Committee

BPCL took the initiative to introduce Corporate Governance in the organisation during the year 1996 itself, by constituting an Audit Compliance Committee. The said Committee was reconstituted and renamed as Audit Committee in the year 2000 and the role, powers and functions of the Audit Committee were specified and approved by the Board.

As on 31st March 2012, the Audit Committee comprises four Part-time (Independent) Directors. The quorum for the meetings of the Committee is two members. Prof. N Venkiteswaran is the Chairman of the Committee and Prof. S.K.Barua, Shri. I.P.S. Anand and Shri. Haresh M. Jagtiani are the present Members of the Committee. The members possess the requisite knowledge of Finance & Accounting for effective functioning of the Audit Committee. The Company Secretary acts as the Secretary to the Audit Committee.

Director (Finance) is a permanent invitee at the meetings of the Committee and Executive Director (Audit) is actively involved with the meetings of the Audit Committee. They attend and participate at the said meetings. In addition, other Whole-time Directors also attend the meetings. The Statutory Auditors, Cost Auditors and Internal Auditor also attend and participate at the meetings, on invitation.

The terms of reference of the Audit Committee cover all matters specified in Clause 49 of the Listing Agreement with the Stock Exchanges read with Section 292A of the Companies Act, 1956 and Guidelines on Corporate Governance for Central Public Sector Enterprises.

The role and responsibilities of the Audit Committee include the following:

1. Overseeing the Company's financial reporting process and disclosure of its financial information to ensure that the financial statements are correct, sufficient and credible.
2. Recommending to the Board the fixation of audit fees.
3. Approval of payment to Statutory Auditors for any other services rendered by them.
4. Reviewing, with the Management, the financial statements before submission to the Board for approval, with particular reference to:
 - a. Matters required to be included in the Directors' Responsibility Statement to be included in the Board's Report in terms of clause (2AA) of Section 217 of the Companies Act, 1956.
 - b. Changes, if any, in accounting policies and practices and reasons for the same.
 - c. Major accounting entries involving estimates based on the exercise of judgment by Management.
 - d. Significant adjustments made in the financial statements arising out of audit findings.
 - e. Compliance with listing and other legal requirements relating to financial statements.
 - f. Disclosure of any related party transactions.
 - g. Qualifications in the draft audit report.
5. Reviewing, with the Management, the quarterly financial statements before submission to the Board for approval.
6. Reviewing, with the Management, performance of the Statutory and Internal Auditors, adequacy of the internal control systems.
7. Reviewing the adequacy of the Internal Audit function, if any, including the structure of the Internal Audit department, staffing and seniority of the official heading the department, reporting structure coverage and frequency of internal audit.
8. Discussing with the Internal Auditors any significant findings and follow up thereon.
9. Reviewing the findings of any internal investigations by the Internal Auditors into matters where there is suspected fraud or irregularity or a failure of internal control systems of a material nature and reporting the matter to the Board.
10. Discussing with the Statutory Auditors before the audit commences, about the nature and scope of audit as well as post-audit discussion to ascertain any area of concern.
11. Looking into the reasons for substantial defaults in the payment to the Depositors, Debenture Holders, Shareholders (in case of non-payment of declared dividends) and Creditors.
12. Defining the significant related party transactions.
13. Carrying out any other function as mentioned in the DPE Guidelines and 'Terms of reference' of the Audit Committee.

Eight meetings of the Audit Committee were held during the financial year on the following dates:

24 th May 2011	29 th May 2011	5 th Aug 2011	12 th Aug 2011
31 st Oct 2011	29 th Nov 2011	9 th Feb 2012	29 th Mar 2012

Attendance at the Audit Committee Meetings

Names of the members	No of meetings attended	%
Prof. N. Venkiteswaran, Chairman	8	100
Prof. S. K. Barua, Member	6	75
Shri. I. P. S. Anand, Member	8	100
Shri. H. M. Jagtiani, Member	8	100

The Committee at its meetings held on 12th Aug 2011, 31st Oct 2011 and 9th Feb 2012 reviewed the Quarterly / Half Yearly / Year to date Financial Statements as on 30th June 2011, 30th September 2011 and 31st December 2011 respectively. Further, Annual Financial Statements as on 31st March 2012 were reviewed by the Committee at its meeting held on 24th May 2012, before the same were submitted to the Board for approval.

BPCL has presently three unlisted Indian subsidiary companies i.e. Numaligarh Refinery Ltd. (NRL), Bharat PetroResources Ltd. (BPRL) and Bharat PetroResources JPDA Ltd. (Wholly owned subsidiary of BPRL) and four Foreign Subsidiaries i.e. BPRL International B.V. (subsidiary of BPRL), BPRL Ventures B.V., BPRL Ventures Mozambique B.V. and BPRL Ventures Indonesia B.V. (subsidiaries of BPRL International B.V.).

These Subsidiary Companies do not fall under the category of 'material non listed Indian subsidiary' as indicated in Clause 49 III of the Listing Agreement and DPE Guidelines on Corporate Guidelines. Financial statements of Subsidiary Companies including investments made, if any, are reviewed by the Audit Committee / Board. The performance of Subsidiary Companies and the minutes of their Board meetings are discussed at the Board meetings of the Company. Any significant transactions or arrangement entered into by the Subsidiary Companies are also reported to the Board of Directors of the Company.

B. Projects Evaluation Committee

The Board has constituted a Projects Evaluation Committee (PEC) on 29.3.2011 comprising of two Part-time (Independent) Directors, one Part-time (Ex-Officio) Director and Director (Finance), for evaluating and recommending for Board approval, projects costing over ₹ 150 Crores.

PEC will evaluate, guide implementation, monitor, review and assess deliverables, provide recommendations and advice to Board for projects costing over ₹ 150 Crores including investments in Subsidiaries / Joint Ventures.

The members of the Committee are Prof. S.K. Barua, Chairman, Shri. Haresh M. Jagtiani, Shri. Alkesh Kumar Sharma, Shri. S.K. Joshi, Director (Finance) up to 31.08.2011 and Shri. S. Varadarajan, Director (Finance) w.e.f. 01.09.2011.

Seven meetings of the Projects Evaluation Committee were held during the financial year on the following dates:

18 th Apr 2011	24 th May 2011	30 th Sept 2011	25 th Nov 2011	3 rd Feb 2012
13 th Mar 2012	29 th Mar 2012			

All the members of the Projects Evaluation Committee attended all seven meetings of the Committee except Shri. Alkesh Kumar Sharma who attended one such meeting.

C. Remuneration Committee

BPCL has a Remuneration Committee to formulate and review policies related to remuneration / perquisites / incentives within the parameters of Guidelines issued by the Government of India. The Remuneration Committee comprises three Independent Directors, Prof. S. K. Barua, Chairman and Prof. N. Venkiteswaran, Shri. I.P.S. Anand and one Part-time (Official) Director, as Members with Director (HR) and Director (Finance) being Invitees. During the financial year 2011-12 one meeting was held on 22.12.2011 and attended by all members.

D. Investors' Grievance Committee

The Committee, comprising Prof N. Venkiteswaran as Chairman and Shri. S. Varadarajan, Director (Finance) as member, monitors the Shareholders' / Investors' complaints and redressal of their grievances. The Committee, at its meeting held on 09.02.2012 reviewed the services rendered to the Shareholders / Investors including response to complaints / communications and expressed its satisfaction on the performance of the Investor Relations Department of the Company.

Shri. S. V. Kulkarni, Company Secretary acts as the Compliance Officer for matters related to investor relations. During the year 12 complaints were received from investors through SEBI and BSE which were attended to and resolved on priority basis.

All valid share transfer requests received during the year were duly processed and approved within the stipulated period. There was no share transfer request in physical form pending as on 31st March 2012.

E. Sustainable Development Committee

The Board constituted Sustainable Development Committee (SDC) on 10.02.2012 comprising of one Part-time (Independent) Director as Chairman with Director (Marketing) and Director (Refineries) as members for setting and evaluation of MOU targets; to approve and review Sustainable Development projects from time to time.

The members of the Committee are Shri. I.P.S. Anand, Chairman, Shri. K.K. Gupta, Director (Marketing) and Shri. B.K. Datta, Director (Refineries).

4. Remuneration to Directors

BPCL being a Government Company, appointment and remuneration of Whole-time Directors are determined by the Government through the Ministry of Petroleum & Natural Gas. The Part-time (Ex-officio) Directors do not receive any remuneration from the Company. The Part-time (Independent) Directors received sitting fees of ₹ 20,000 for each Board/Audit Committee meeting attended by them and ₹ 10,000 for each of the other Committee meetings during the year 2011-12.

Details of remuneration paid / payable to the Whole-time Directors during the financial year 2011-12 are as follows:

Names of Directors	All elements of remuneration packages of the Directors i.e. salary, benefits, bonus, pension etc.	Details of fixed component and performance linked incentives	Other Benefits
Shri. R.K. Singh C&MD	₹ 52,63,537	Fixed Compensation ₹ 17,94,362 PRP ₹ 9,74,210	₹ 24,94,965
Shri. S.K. Joshi Director (Finance) Up to 31.08.2011	₹ 52,03,249	Fixed Compensation ₹ 7,19,979	₹ 44,83,270
Dr S. Mohan Director (Human Resources) Up to 31.10.2011	₹ 60,83,973	Fixed Compensation ₹ 9,72,501 PRP ₹ 4,18,220	₹ 46,93,252
Shri. K.K. Gupta Director (Marketing)	₹ 35,05,959	Fixed Compensation ₹ 16,69,905 PRP ₹ 1,99,676	₹ 16,36,378
Shri. B.K. Datta Director (Refineries) (w.e.f. 01.08.2011)	₹ 30,03,296	Fixed Compensation ₹ 11,26,378 PRP ₹ 3,88,785	₹ 14,88,133
Shri. S. Varadarajan Director (Finance) (w.e.f. 01.09.2011)	₹ 26,20,995	Fixed Compensation ₹ 9,61,676 PRP ₹ 3,84,950	₹ 12,74,369
Shri. S.P. Gathoo Director (Human Resources) (w.e.f. 03.11.2011)	₹ 21,09,135	Fixed Compensation ₹ 7,05,052 PRP ₹ 1,99,050	₹ 12,05,033

PRP : Performance Related Pay.

Service Contracts : Five years from the date of taking over charge of the post or till the date of superannuation or until further orders, whichever is earlier.

Notice period : Three months.

BPCL has not introduced any Stock Options Scheme. None of the Non-Executive Directors hold any share in BPCL.

During the year, the Part-time (Independent) Directors received sitting fees for attending the meetings of the Board / Committees as follows:

Name of Director	Sitting fees (₹)
Prof. N. Venkiteswaran	3,60,000
Prof. S.K. Barua	4,10,000
Shri. I.P.S. Anand	3,50,000
Shri. H.M. Jagtiani	4,10,000

5. Annual General Meetings during the last three years:

The details of these meetings are given below.

	Date and Time of the Meeting	Venue
56 th Annual General Meeting	8 th September 2009 at 10.30 a.m.	Rama Watumull Auditorium Kishinchand Chellaram College (K.C College), 124, Dinshaw Wacha Road, Churchgate, Mumbai-400 020
57 th Annual General Meeting	24 th September 2010 at 10.30 a.m.	Rama Watumull Auditorium Kishinchand Chellaram College (K.C College), 124, Dinshaw Wacha Road, Churchgate, Mumbai-400 020
58 th Annual General Meeting	16 th September 2011 at 10.30 a.m.	Rama Watumull Auditorium Kishinchand Chellaram College (K.C College), 124, Dinshaw Wacha Road, Churchgate, Mumbai-400 020

During the year 2011-12, in accordance with Section 192A of the Companies Act, 1956, read with Companies (Passing of Resolution by Postal Ballot) Rules, 2011, Postal Ballot Notice dated 7th December, 2011 containing Ordinary Resolution for Increase in the borrowing powers of the Company and creation/providing of security under Section 293(1)(d)/(a) of the Act, was circulated to the Shareholders of the Company. The Company appointed Shri. B.V.Dholakia, Practising Company Secretary, M/s Dholakia & Associates, Mumbai, as Scrutinizer for conducting the Postal Ballot process. The result of the Postal Ballot was announced on 25th January, 2012. Out of total 2,798 postal ballots received for 32,01,02,012 number of equity shares, 167 ballots for 161,25,122 equity shares were invalid. Of the total 2,631 valid ballots for 30,39,76,890 equity shares representing 100% of valid votes received, 2,406 ballots representing 29,30,78,148 equity shares representing 96.41 % of valid votes received voted in favour of the resolution and 225 ballots for 1,08,98,742 shares representing 3.59% of valid votes received dissented to the resolution. The ordinary resolution was accordingly passed by the requisite majority.

During the current year, Postal Ballot Notice dated 25th May, 2012 containing Special Resolution for Increase of Authorised Share Capital and Consequent Alteration of Memorandum of Association and Articles of Association and Ordinary Resolution for Issue of Bonus Shares by way of Capitalisation of Reserves were circulated to the Shareholders of the Company. The Company appointed Shri. B.V. Dholakia, Practising Company Secretary, M/s Dholakia & Associates, Mumbai, as Scrutinizer for conducting the Postal Ballot process. The result of the Postal Ballot was announced on 5th July, 2012.

For Special Resolution, out of total 3,736 postal ballots received for 28,13,65,580 number of equity shares, 203 ballots for 25,376 equity shares were invalid. Of the total 3,533 valid ballots for 28,13,40,204 equity shares representing 100% of valid votes received, 3,441 ballots representing 27,59,86,688 equity shares representing 98.10 % of valid votes received voted in favour of the resolution and 92 ballots for 53,53,516 shares representing 1.90% of valid votes received dissented to the resolution. The Special resolution was accordingly passed by the requisite majority.

For Ordinary Resolution, out of total 3,736 postal ballots received for 28,13,65,580 number of equity shares, 255 ballots for 33,740 equity shares were invalid. Of the total 3,481 valid ballots for 28,13,31,840 equity shares representing 100% of valid votes received 3,460 ballots representing 28,13,30,348 equity shares representing 99.99 % of valid votes received voted in favour of the resolution and 21 ballots for 1,492 shares representing 0.01% of valid votes received dissented to the resolution. The Ordinary resolution was accordingly passed by the requisite majority.

The procedures prescribed under Section 192A of the Companies Act, 1956 read with the Companies (Passing of the Resolution by Postal Ballot) Rules, 2011 have been followed for the Postal Ballots conducted for the resolutions mentioned above.

No special resolution requiring a postal ballot was proposed last year other than stated above. No special resolution requiring a postal ballot is being proposed for the ensuing AGM.

6. Brief Resumes of Directors seeking appointment / re-appointment

a. **Shri. I.P.S. Anand**

Shri. I.P.S. Anand is a B.A. Hons. (Econ.) and M.A. (Econ.) St. Stephan's College, Delhi University. His educational qualification includes Graduate Study Program and Visiting Humphrey Fellow, Massachusetts Institute of Technology, USA and Strategic Management Program, Manchester Business School, U.K.

Shri. I.P.S. Anand's professional experience includes holding various top positions in Railways, Officer on Special Duty (OSD) & Development Commissioner, NEPZ Ministry of Commerce, (GOI) etc.. His areas of specialization is Trade Development, Infrastructure and logistics.

Shri. I.P.S. Anand was appointed as Additional Director w.e.f. 28.01.2010, by the Board of Directors. The Shareholders have appointed him at the Annual General Meeting held on 24.09.2010. He is liable to retire by rotation at the ensuing AGM and being eligible, offers himself for re-appointment.

b. **Shri. Haresh M. Jagtiani**

Shri. Haresh M. Jagtiani is a Master of Laws and founder of the firm M/s. Haresh Jagtiani & Associates. He has been practicing as a lawyer and was designated as a Senior Advocate. He is primarily a litigator who appears regularly before the Supreme Court of India and the High Court of Bombay. He has appeared in various International Arbitrations. He holds Directorship in Legalpundits International Services Pvt. Ltd.

Shri. Haresh M. Jagtiani was appointed Additional Director w.e.f. 28.01.2010, by the Board of Directors. The Shareholders have appointed him at the Annual General Meeting held on 24.09.2010. He is liable to retire by rotation at the ensuing AGM and being eligible, offers himself for re-appointment.

c. **Shri. Alkesh Kumar Sharma**

Shri. Alkesh Kumar Sharma, Secretary (Investment Promotion), Government of Kerala, is a Senior IAS Officer. In addition to being on the Board of BPCL, he also holds Directorship in other Companies including Kerala State Industrial Development Corporation Ltd, Brahmos Aerospace Thiruvananthapuram Ltd., Indian Rare Earths Ltd., The Kerala Minerals and Metals Pvt Ltd., etc.

Shri. Alkesh Kumar Sharma was appointed Additional Director w.e.f. 30.06.2010, by the Board of Directors. The Shareholders have appointed him at the Annual General Meeting held on 24.09.2010. He is liable to retire by rotation at the ensuing AGM and being eligible, offers himself for re-appointment.

d. **Shri. S.P. Gathoo**

Shri. Shrikant P. Gathoo has a Post Graduate Master's Degree in Management from the University of Poona and is a Fellow of LEAD International Institute. He is with Bharat Petroleum Corporation Ltd. since 1986. Before joining BPCL, he was with BHEL and NTPC.

Prior to his appointment to the Board of BPCL, he was Executive Director, Human Resources Services (HRS), the Head of Integrated Information Systems and Lubes Business of Bharat Petroleum Corporation Ltd. He was also a part of the Project Team which implemented SAP. Shri. S P Gathoo was also Head of Human Resources Development (HRD) in BPCL responsible for Human Resource Development, Change Management and Organisation Development.

Shri. S.P. Gathoo was appointed as Additional Director w.e.f. 03.11.2011 by the Board of Directors. Being an Additional Director, he holds office up to the date of the Annual General Meeting. The Company has received a notice under Section 257 of the Companies Act, 1956, from a Member proposing his name as Director of the Company.

e. **Prof. Jayanth R. Varma**

Prof. Jayanth R.Varma has a doctorate in management from the Indian Institute of Management, Ahmedabad and is also a qualified Cost Accountant. He is currently a Professor at IIMA and teaches courses in capital markets, fixed income and corporate finance. Prof. J.R.Varma has carried out extensive research in the field of Indian financial markets and finance theory with extensive publication in Indian and International Journals. He has authored a number of books in the field of finance. He carried out consulting assignments for government, multilateral and private sector organizations in a wide range of areas including financing choices, risk management, management information and control systems, and corporate strategy. He has served as a whole time member of SEBI and has been Chairman of several committees set up by SEBI and the Ministry of Finance. In addition to being on the Board of BPCL, he also holds Directorship in Infosys BPO Limited and Gujarat International Finance Tec-City Company Limited.

Prof. J.R.Varma was appointed as Additional Director w.e.f. 10.08.2012 by the Board of Directors. Being an Additional Director, he holds office up to the date of the Annual General Meeting. The Company has received a notice under Section 257 of the Companies Act, 1956, from a Member proposing his name as Director of the Company.

f. **Shri. Bimalendu Chakrabarti**

Shri. Bimalendu Chakrabarti is a member of the Institute of Chartered Accountants of India. During his career of 37 years, he has held key positions as Chairman & Managing Director, New India Assurance Co. Ltd, Chairman & Managing Director, National Insurance Co. Ltd, Chairman, India International Company Insurance Pte Ltd, Singapore, Chairman, Prestige Assurance Plc. Lagos, Nigeria, etc. He has been appointed as part time non official director on the Board of General Insurance Corporation of India. Besides he is Honorary Advisor to GIPSA and a Member of Consultative Committee of IRDA.

Shri. B. Chakrabarti was appointed as Additional Director w.e.f. 10.08.2012 by the Board of Directors. Being an Additional Director, he holds office up to the date of the Annual General Meeting. The Company has received a notice under Section 257 of the Companies Act, 1956, from a Member proposing his name as Director of the Company.

g. **Shri. R. N. Choubey**

Shri. R.N. Choubey, Director General, Directorate General of Hydrocarbons, Ministry of Petroleum & Natural Gas is a Senior IAS officer belonging to the 1981 batch of Tamil Nadu cadre. He is a Post Graduate in Physics from Delhi University and has a Masters degree in Economics (Social Policy & Planning) from London School of Economics. He was earlier posted as Development Commissioner (Handlooms), Ministry of Textiles; Principal Advisor, Telecom Regulatory Authority of India; and Joint Secretary in the Ministry of Finance, etc.

Shri. R.N. Choubey was appointed as Additional Director w.e.f. 10.08.2012 by the Board of Directors. Being an Additional Director, he holds office up to the date of the Annual General Meeting. The Company has received a notice under Section 257 of the Companies Act, 1956, from a Member proposing his name as Director of the Company

7. Disclosures and Compliance

There were no transactions of material nature that may have potential conflict with the interests of the Company at large, except where the Company has incurred expenses on behalf of joint ventures as co-promoter and the same are recoverable from the joint venture companies. The details of 'Related Party Disclosures' are shown in Notes forming part of Accounts.

The designated member of the Audit Committee reviewed the related party transactions and the same were placed before the Audit Committee.

BPCL has been adhering to the provisions of the laws and guidelines of regulatory authorities including SEBI, and covenants in the agreements with the Stock Exchanges and Depositories. There was no instance of non-compliance of any provisions of law, guidelines from regulatory authorities and the matters related to capital markets, during the last three years except as stated in the following paragraph:

The Company has complied with all mandatory requirements of Clause 49 of the Listing Agreement and DPE Guidelines on Corporate Governance except provisions relating to the composition of the Board of Directors with respect to the number of Independent Directors, for which the Government of India is taking necessary action, as BPCL is a Government Company.

There are no items of expenditure in the books of accounts, which are not for the purpose of Business. Further no expenses were incurred which were personal in nature and incurred for the Board of Directors and Top Management. Administrative & Office expenses and Financial expenses constitute 0.38% and 0.82% of the total expenses respectively for the financial year 2011-12.

The Company has fulfilled the following non-mandatory requirements as prescribed in Annexure D to Clause 49 of the Listing Agreements with the Stock Exchanges :-

- a. Independent Directors appointed by the Government of India have initial tenure not exceeding 3 years. No Independent Director has served in aggregate a period of nine years, on the Board of a Company.
- b. The Company has adopted requirements with regard to sending of quarterly / half yearly financial results to the Shareholders of the Company.
- c. The Statutory Financial Statements of the Company are unqualified.

The Chairman & Managing Director and Director (Finance) have certified to the Board in accordance with Clause 49V of the Listing Agreement and DPE Guidelines on Corporate Governance pertaining to CEO / CFO Certification for the Financial Year 2011-12.

The Company has also laid down a Risk Management Policy and procedures thereof for periodically informing the Board Members about the risk assessment and procedures for minimizing the risks.

BPCL nominates Directors for relevant training programmes/seminars conducted by reputed Institutions/SCOPE. Further, strategy workshops are held to deliberate strategic issues, policy decisions etc. BPCL has also implemented the Whistle Blower Policy.

8. Code of Conduct, Procedure and Disclosures for Prevention of Insider Trading and Code of Corporate Disclosure Practices

Pursuant to the requirements of SEBI (Prohibition of Insider Trading) Regulations, 1992 as amended, the Company has adopted a 'Code of Conduct, Procedure and Disclosures for Prevention of Insider Trading in the Securities of Bharat Petroleum Corporation Limited' and 'Code of Corporate Disclosure Practices'. The Company Secretary has been appointed as the Compliance Officer for implementation of the said Codes.

9. Means of Communication of Financial Performance

In order to give wider publicity and to reach the Shareholders and other investing public across the nation, the half-yearly and quarterly results were published in various editions of leading newspapers having wide circulation such as The Economic Times, The Times of India, etc. Reports on Limited Review of the Financial Results for the quarters ended 30th June 2011, 30th September 2011, 31st December 2011 were obtained from the Auditors of the Company and filed with the Stock Exchanges. The Financial Statements for the first quarter ended June 2011, half year ended September 2011, third quarter ended December 2011, were sent to all Shareholders at their registered addresses.

Periodic financial performance of the Company is also displayed on the website of the Company at www.bharatpetroleum.in and on Corporate Filing and Dissemination System www.corpfiling.co.in website as per the provisions of the Listing Agreement.

10. Management Discussion & Analysis Report

A detailed chapter on Management Discussion & Analysis is attached to the Directors' Report.

11. Investors' Service Centre

BPCL's Investors' Service Centre (ISC), by Data Software Research Co. Pvt. Ltd., our Share Transfer Agents, has been functional at the Registered Office of the Company at the following address:

Data Software Research Co. Pvt. Ltd. (DSRC)
C/o. Bharat Petroleum Corporation Ltd.
Bharat Bhavan No.1, Ground Floor,
Ballard Estate, Mumbai 400 001

Tel. No. 022-2271 3170
Fax. No. 022-2271 3759 / 022-2271 3688
Email : z_dsdc@bharatpetroleum.in

This centre has been effectively catering to the needs of the Shareholders / Investors located in western region. It coordinates with DSRC based at Chennai and facilitates our efficient investor complaint redressal mechanism.

For any assistance/information on share related matters such as transfer / transmission of shares, issue of duplicate share certificates, dividend etc., or for redressal of any grievance in this regard, Shareholders / Investors located in western region may get in touch with ISC at the above address.

Further, BPCL has designated an exclusive e-mail id : ssc@bharatpetroleum.in for the purpose of communication from Shareholders including investor complaints.

12. General Shareholders' Information

SEBI has included BPCL shares for compulsory trading in dematerialised form.

Annual General Meeting :	Friday, 21 st September 2012, at 10.30 a.m. at Rama Watumull Auditorium at Kishinchand															
Date, Time and Venue	Chellaram College, 124, Dinshaw Wacha Road, Churchgate, Mumbai-400 020															
Financial Calendar	BPCL follows the financial year from April to March. The Unaudited Results/Audited Results for the four quarters were taken on record by the Board and published on the following dates :															
	<table><thead><tr><th>Quarter Ended</th><th>Date of Board Meeting</th><th>Date of Publication</th></tr></thead><tbody><tr><td>Apr-Jun 2011</td><td>12 Aug 2011</td><td>13 Aug 2011</td></tr><tr><td>Jul -Sep 2011</td><td>31 Oct 2011</td><td>01 Nov 2011</td></tr><tr><td>Oct-Dec 2011</td><td>10 Feb 2012</td><td>11 Feb 2012</td></tr><tr><td>Audited Results for the year 2011-12</td><td>25 May 2012</td><td>26 May 2012</td></tr></tbody></table>	Quarter Ended	Date of Board Meeting	Date of Publication	Apr-Jun 2011	12 Aug 2011	13 Aug 2011	Jul -Sep 2011	31 Oct 2011	01 Nov 2011	Oct-Dec 2011	10 Feb 2012	11 Feb 2012	Audited Results for the year 2011-12	25 May 2012	26 May 2012
Quarter Ended	Date of Board Meeting	Date of Publication														
Apr-Jun 2011	12 Aug 2011	13 Aug 2011														
Jul -Sep 2011	31 Oct 2011	01 Nov 2011														
Oct-Dec 2011	10 Feb 2012	11 Feb 2012														
Audited Results for the year 2011-12	25 May 2012	26 May 2012														
Dividend & Payment Date	The Board has recommended dividend @ ₹ 11 per share of ₹ 10 each for consideration of the Shareholders at the ensuing Annual General Meeting. If approved by the Shareholders, the same will be paid on or before 01.10.2012.															
Date of Book Closure	17 th July, 2012 for the purpose of determining the names of Shareholders / Beneficial Owners entitled for dividend.															

Listing on Stock Exchanges & Security Code : The Company's shares are listed on the following Stock Exchanges:
Name of the Stock Exchange and address Security Code / Symbol
Bombay Stock Exchange Ltd. : 500547
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort, Mumbai 400001.

National Stock Exchange of India Ltd. : BPCL
Exchange Plaza, 5th Floor,
Bandra Kurla Complex,
Bandra (E), Mumbai 400051.

The Listing Fees have been paid for the year 2012-13 to both the above Exchanges.

ISIN Number : For National Securities Depository Ltd. : INE029A01011
(NSDL) & Central Depository Services
India Ltd (CDSL) for equity shares

Market Price Data : High, low during each month in the : Please see Annexure I
last financial year
Performance in comparison to broad : Please see Annexure II
based indices i.e.BSE100

Registrar and Transfer Agent : Shri. Benjamin Rajaratnam
General Manager (Capital Issues Division),
Data Software Research Co. Pvt. Ltd.
#19, Pycrofts Garden Road, Ph : +91-44-2821 3738 / 2821 4487
Off. Haddows Road, Nungambakkam, Fax : +91-44-2821 4636
Chennai- 600 006 Email : bpcl@dsrc-cid.in

Share Transfer System : A Committee comprising two Whole-time Directors considers the requests for transfer/
transmission of shares, dematerialisation of shares etc. A Committee comprising four Directors
i.e. two Whole-Time Directors and two Part-time Directors considers request for issue of
share certificates. Transfers in physical form are registered after ascertaining objections,
if any, from the transferors; and no valid transfer applications are kept pending beyond the
stipulated period of thirty days. Requests for dematerialization of shares are processed and
confirmation is given to the respective depositories NSDL and CDSL within 15 days.

Distribution of shareholding as on 31 st March 2012	Shareholder	No. of. Shares Held	% of Holding
	1. Government of India	19,86,00,060	54.93
	2. Government of Kerala	31,11,111	0.86
	3. BPCL Trust for Investments in Shares	3,37,28,737	9.33
	4. Unit Trust of India	37,35,090	1.03
	5. Life Insurance Corporation of India	2,45,86,734	6.80
	6. Other Financial Institutions/Banks/Mutual Funds	3,95,62,407	10.94
	7. Foreign Institutional Investors	2,85,91,657	7.91
	8. Private Corporate Bodies	2,04,83,797	5.67
	9. Non Resident Indians/Overseas Corporate Bodies	2,31,509	0.06
	10. Employees	11,02,689	0.31
	11. Indian Public	78,08,333	2.16
	TOTAL	36,15,42,124	100.00

Distribution of shareholding on number of shares held by Shareholders and shareholding pattern are given in Annexure III.

Dematerialization of shares and liquidity : After merger of KRL with BPCL, out of the shares held by the Shareholders other than the Government of Kerala, BPCL Trust for Investment in Shares; 99.66% are held in dematerialised form as on 31st March, 2012.
The Company has not issued any GDRs /ADRs/ Warrants etc.

Plant Locations

Mumbai Refinery : Bharat Petroleum Corporation Limited
Mahul, Mumbai 400 074.

Kochi Refinery : Bharat Petroleum Corporation Limited
Ambalamugal, Kochi 682 302.

Lubricant : Bharat Petroleum Corporation Limited
Wadilube Installation, Mallet Road,
Mumbai – 400 009.

Bharat Petroleum Corporation Limited
24, Parganas, Budge – Budge 743 319.

Bharat Petroleum Corporation Limited
35, Vaidyanatha Mudali street,
Tondiarpet, Chennai-600 081.

Address for Correspondence

The Secretarial Department
Bharat Petroleum Corporation Ltd
Bharat Bhavan No.I, 4 & 6,
Currimbhoy Road, Ballard Estate,
Mumbai 400 001
Tel No. 022 - 2271 3170 / 2271 3435
Fax. No. 022 - 2271 3759/ 022-2271 3688
Email : ssc@bharatpetroleum.in

General Manager (Capital Issues Division),
Data Software Research Co. Pvt. Ltd
#19, Pycrofts Garden Road,
Off. Haddows Road, Nungambakkam,
Chennai- 600 006
Ph: +91-44-2821 3738 / 2821 4487
Fax: +91-44-2821 4636
Email : bpcl@dsr-cid.in

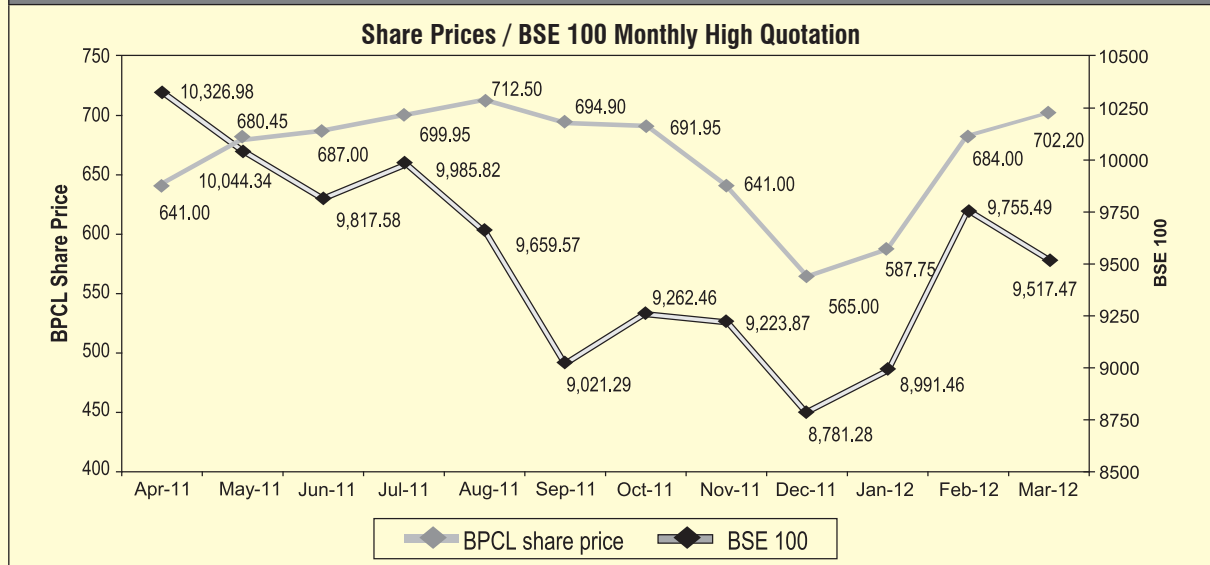
Annexure I

BPCL MARKET PRICE DATA						
Month(s) (April 2011- March 2012)	Bombay Stock Exchange Ltd			National Stock Exchange of India Ltd		
	High (₹ per share)	Low (₹ per share)	Monthly Volume (No. of Shares)	High (₹ per share)	Low (₹ per share)	Monthly Volume (No. of Shares)
April	641.00	585.40	942095	637.90	585.00	7828041
May	680.45	594.40	2269289	680.60	595.00	18145687
June	687.00	590.00	1758359	686.70	598.20	14245562
July	699.95	638.00	745447	796.90	637.00	8003111
August	712.50	650.00	1182857	714.45	651.45	11823255
September	694.90	620.60	577396	689.45	632.10	7301129
October	691.95	616.00	642939	694.00	616.15	6260313
November	641.00	487.05	1391792	642.00	486.60	11485219
December	565.00	468.50	1322933	566.40	468.75	12209547
January	587.75	459.05	1025102	589.85	458.05	12633629
February	684.00	557.00	1634068	685.05	556.75	15692398
March	702.20	648.90	843917	703.90	622.50	9785928

MARKET CAPITALISATION / SHARES TRADED DURING 1 ST APRIL 2011 TO 31 ST MARCH 2012		
	BSE	NSE
No of Shares traded	1,43,36,194	13,54,13,819
No. of Shares	36,15,42,124	36,15,42,124
Highest Share Price (₹)	(09.08.2011) 712.50	(08.07.2011) 796.90
Lowest Share Price (₹)	(05.01.2012) 459.05	(05.01.2012) 458.05
Closing Share price as on 31 st March 2012 (₹)	699.30	700.25
Market Capitalisation as on 31 st March 2012 (₹ Crores)	25282	25316

Annexure II

PERFORMANCE IN COMPARISON TO BROAD BASED INDICES I.E. BSE 100

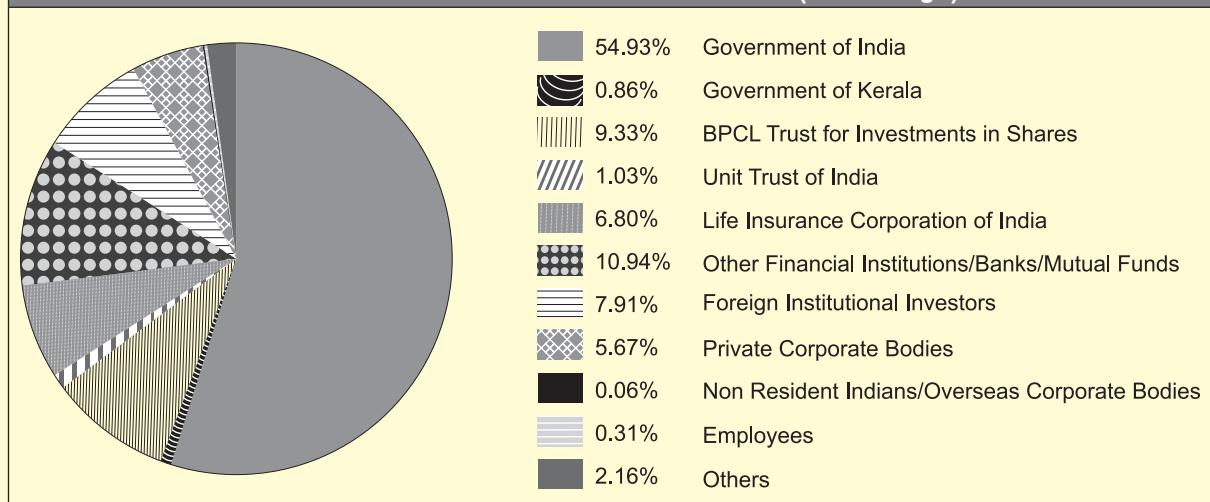


Annexure III

DISTRIBUTION OF SHARE HOLDING AS ON 31st MARCH 2012

No. of Equity Shares Held	No. of Shareholders	No. of Shares	% of Total
UPTO 5000	79,854	87,96,477	2.43
5001 TO 10000	123	8,92,262	0.25
10001 TO 50000	208	49,47,339	1.37
50001 TO 100000	62	44,99,717	1.25
100001 TO 500000	92	2,09,11,983	5.78
500001 TO 1000000	26	1,82,48,384	5.05
1000001 TO 2000000	11	1,59,60,511	4.41
2000001 TO 3000000	5	1,22,99,339	3.40
3000001 and above	8	27,49,86,112	76.06
TOTAL	80,389	36,15,42,124	100.00

SHAREHOLDING PATTERN OF BPCL AS ON 31st MARCH 2012 (Percentage)



VOLUNTARY GUIDELINES 2009 OF MINISTRY OF CORPORATE AFFAIRS

BPCL being a Central Public Sector Enterprise (CPSE), some of the good practices enunciated in the Guidelines are in place while others are under consideration for implementation to help in achieving the highest standards of Corporate Governance.

Board of Directors

Being a CPSE, Government of India appoints / nominates the Chairman and Managing Director, Functional Directors and other Part-time Directors as per its guidelines on the composition of Board of CPSEs. BPCL issues a formal letter informing induction into the Board along with the Annual Report, Insider Code, Code of Conduct, Disclosure Forms etc. Independent Directors do interact with the Management as and when required. BPCL being a CPSE, remuneration is decided by the Govt. of India and it has a clearly laid down remuneration policy and performance related packages. Part-time Non-Official Directors are paid only sitting fees as per the provisions of the Companies Act, 1956.

Responsibilities of the Board

Suitable familiarization process, methods for skills enrichment and quality decision making are in place for Directors. The Company has laid down an Enterprise Risk Management Policy and Procedures. Systems are in place to ensure compliance with laws.

Audit Committee of Board

The constitution, enabling powers and role and responsibilities of the Audit Committee are as enumerated and being followed.

Auditors / Secretarial Audit / Whistle Blower

Being a CPSE, Auditors are appointed by the Comptroller and Auditor General of India and they are rotated periodically by C&AG. The Audit Committee discusses with the Statutory Auditors about the Scope of Audit. Clarity exists for proper and accountable audit. BPCL has a well established Independent Internal Audit Department headed by a Senior Management Personnel. BPCL has appointed M/s Dholakia & Associates, Company Secretaries, Mumbai for conducting a Secretarial Audit for the year 2011-12 which has been completed by them. BPCL has already framed a Whistle Blower Policy. We have not received any disclosures from employees under the policy during the year.

Green Initiative in the Corporate Governance

The Ministry of Corporate Affairs (MCA), Government of India, has taken a "Green Initiative in the Corporate Governance" through its Circular No. 17/2011 dated 21.04.2011 read with Circular No. 18/2011 dated 29.04.2011 by allowing paperless compliances through electronic mode for service of documents.

In line with the Government initiative as above, BPCL would send the notices / documents including Annual Reports in electronic form to the ema il address provided by the Shareholders and made available to us by the Depositories. However, on receipt of requests for physical copies, the same would be provided. For shares held in electronic form, Shareholders can register their email address with their Depository Participant (DP). For shares held in physical form, Shareholders are requested to register their email address at investors.bpcl@dsrc.co.in.

Full text of the documents will also be made available at our website www.bharatpetroleum.in, besides issuing advertisements in prominent newspapers stating the availability of documents on the website. As before, physical copies of the notices / documents including Annual Reports will be available for inspection during office hours at the Registered Office of the Company.

Shareholders who provided their email address and still desire to receive physical copies of the above documents, may kindly write to us at investors.bpcl@dsrc.co.in referring Folio No. or DP ID/Client ID to enable the Company to send the same by post, for which you are entitled.

AUDITORS' CERTIFICATE ON CORPORATE GOVERNANCE

To

The Members of
Bharat Petroleum Corporation Limited

We have examined the compliance of conditions of Corporate Governance by Bharat Petroleum Corporation Limited for the year ended 31st March 2012, as stipulated in Clause 49 of the Listing Agreement of the said Company with Stock Exchanges.

The compliance of conditions of Corporate Governance is the responsibility of the Management. Our examination was limited to a review of the procedures and implementation thereof, adopted by the Company for ensuring the compliance of the conditions of the Corporate Governance. It is neither an audit nor an expression of opinion on the financial statements of the Company.

In our opinion and to the best of our information and according to the explanations given to us, we certify that the Company has complied with the mandatory requirements of Corporate Governance as stipulated in Clause 49 of the above mentioned Listing Agreement except for non-compliance of Clause 49 (I) (A) (ii) relating to the number of Independent Directors on the Board of Directors of the Company.

We further state that such compliance is neither an assurance as to the future viability of the Company nor the efficiency or effectiveness with which the Management has conducted the affairs of the Company.

For and on behalf of
T. R. CHADHA & CO
Chartered Accountants
FR NO. 006711N

Sd/-
Kashyap Vaidya
Partner
Membership no. 37623
Date: 2nd July, 2012

For and on behalf of
K. VARGHESE & CO
Chartered Accountants
FR NO. 004525S

Sd/-
K. Varghese
Partner
Membership no. 20674

AUDITORS' CERTIFICATE ON CORPORATE GOVERNANCE

To

The Members of
Bharat Petroleum Corporation Limited

We have examined the compliance of conditions of Corporate Governance by Bharat Petroleum Corporation Limited for the year ended 31st March 2012, as stipulated in Guidelines on Corporate Governance for Central Public Sector Enterprises 2010 (the Guidelines) issued by Department of Public Enterprises of Ministry of Heavy Industries and Public Enterprises, Government of India.

The compliance of conditions of Corporate Governance is the responsibility of the Management. Our examination was limited to a review of the procedures and implementation thereof, adopted by the Company for ensuring the compliance of the conditions of the Corporate Governance. It is neither an audit nor an expression of opinion on the financial statements of the Company.

In our opinion and to the best of our information and according to the explanations given to us, we certify that the Company has complied with the requirements of Corporate Governance as stipulated in the Guidelines except for non-compliance of Clause 3.1.4 relating to the number of Independent Directors on the Board of Directors of the Company.

We further state that such compliance is neither an assurance as to the future viability of the Company nor the efficiency or effectiveness with which the Management has conducted the affairs of the Company.

For and on behalf of
T. R. CHADHA & CO
Chartered Accountants
FR NO. 006711N

Sd/-
Kashyap Vaidya
Partner
Membership no. 37623
Date: 2nd July, 2012

For and on behalf of
K. VARGHESE & CO
Chartered Accountants
FR NO. 004525S

Sd/-
K. Varghese
Partner
Membership no. 20674

SECRETARIAL AUDIT REPORT

To,
Bharat Petroleum Corporation Limited
Mumbai.

We have examined the registers, records and documents of M/s. Bharat Petroleum Corporation Limited ("The Company") for the financial year ended on 31st March, 2012 according to the provisions of:

- A. The Companies Act, 1956 and the Rules made under the Act.
- B. The Depositories Act, 1996 and the Regulations and Bye-laws framed under the Act.
- C. The Securities and Exchange Board of India (Substantial Acquisition of Shares and Takeover) Regulations, 1997 as well as SEBI (Acquisition of Shares & Takeovers) Regulations, 2011.
- D. The Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 1992.
- E. The Equity Listing Agreements with Bombay Stock Exchange Limited and National Stock Exchange of India Limited.
- I. In our opinion, based on test check carried out by us, verification of records produced to us and according to the information furnished to us by the Company, the Company has complied with the provisions of the Companies Act, 1956 ("the Act") and Rules made under the Act and the Memorandum and Articles of Association of the Company with regard to:
 1. Maintenance of various Statutory Registers and documents and making necessary entries therein.
 2. Filing of the requisite forms and returns with the Registrar of Companies, Maharashtra, Mumbai and Central Government within the time prescribed under the Act and rules made thereunder.
 3. Service of documents by the Company on its Members, Auditors, Debenture holders and Debenture Trustees.
 4. Closure of Register of Members and Share Transfer Books of the Company from 7th September, 2011 to 16th September, 2011 (both days inclusive).
 5. Convening and holding of the meetings of Directors and Committees of the Directors including passing of the resolutions by Circulation.
 6. Convening and holding of 58th Annual General Meeting on 16th September, 2011.
 7. Approval of shareholders obtained through Postal Ballot Process.
 8. Minutes of the proceedings of General Meeting and meetings of the Board and its committees were properly recorded in loose leaf form, which are being bound in book form at regular intervals.
 9. Appointment and remuneration of Auditors and Cost Auditors.
 10. Transfers and transmission of shares and issue and delivery of original and duplicate certificates of shares: dematerialization / re-materialization of shares.
 11. Composition and terms of reference of Audit Committee.
 12. Declaration and payment of dividend.
 13. Transfer of amounts due under the Act to the Investor Education and Protection Fund.
 14. Payment of interest on debentures and redemption of debentures.
 15. Investment of Company's funds including inter corporate loans and loans to others.
 16. Giving guarantees in connection with loans taken by Subsidiaries and Associate Companies.
 17. Borrowings and registration, modification and satisfaction of charges.
 18. Deposit of both the employees' and employers' contribution relating to Provident Fund with the Trusts created for the purpose.

19. Form of balance sheet as prescribed under Part I of Schedule VI to the Act and Requirements as to the Statement of Profit and Loss account as per Part II of the said Schedule.
20. Contracts, Common Seal , Registered Office, and publication of name of the Company.
21. Generally, all other applicable provisions of the Act and the Rules made thereunder that Act.

II We further state that:

22. The Directors have disclosed their interest and concerns in contracts and arrangements, shareholdings and directorships in other companies and interests in other entities as and when required and their disclosures have been noted and recorded by the Board.
23. The Directors have complied with the disclosure requirements in respect of their eligibility of appointments, their being independent and compliance with the Code of Conduct for Directors and Senior Management Personnel.
24. The Company has obtained all necessary approvals under the various provisions of the Act.
25. There was no prosecution initiated and no fines or penalties were imposed during the year under review under the Companies Act, SEBI Act, SCRA, Depositories Act, Listing Agreements and Rules, Regulations and Guidelines framed under these Acts against/ on the Company, its Directors and Officers.

III We further report that the Company has complied with the provisions of the Depositories Act, 1996 and the Bye-laws framed thereunder by the Depositories with regard to dematerialization/re-materialization of securities and reconciliation of records of dematerialization securities with all securities issued by the Company.

IV We further report that:

1. The Company has complied with all the requirements under the Listing Agreement executed with the Bombay Stock Exchange Limited and National Stock Exchange of India Limited except that of Clause 49(1)(A) pertaining to the Composition of Board of Directors regarding 50% Independent Directors on the Board of the Company.
2. The Company has complied with the provisions of the Securities Exchange Board of India (Substantial Acquisition of Shares and Takeovers) Regulation, 1997 as well as SEBI (Acquisition of Shares & Takeovers) Regulations, 2011 including the provisions with regard to disclosures and maintenance of records required under the regulation.
3. The Company has complied with the provisions of the Securities and Exchange Board of India (Prohibition of Insider Trading) Regulations, 1992 including provisions with regards to disclosures and maintenance of records required under the regulation.

For DHOLAKIA & ASSOCIATES
(Company Secretaries)

Sd/-

(CS B. V. Dholakia)

Partner

C.P. No. 507

Place : Mumbai
Date : 20th June, 2012.

ANNEXURE TO THE DIRECTORS' REPORT

ANNEXURE C

Particulars of Employees under Section 217 (2A) of the Companies Act, 1956 read with Companies (Particulars of Employees) Rules, 1975 for the year ended 31st March 2012

Employed for part of the financial year and in receipt of remuneration of more than ₹ 5 lakhs per month

Sr. No.	Name	Qualification	Age	Designation/ Nature of Duties	Date of Commencement of employment	Experience (No. of Years)	Total Remuneration ₹	Particulars of last Employment
1	Abdul Rashid	B.A	60	Senior Assistant	27.10.1987	24	992846.72	
2	Abhay P Bendre	NCTVT Cert, 10th Std	58	C/H Craftsman	11.09.1978	33	4200547.64	
3	Abraham Joseph	M.Sc	55	Mgr. (Quality Control)	01.03.1986	30	5335262.94	St. Josephs Monastery
4	Achamma Suresh	B.A	51	Purchase Assistant	03.02.1992	31	2078926.02	Electricity Board
5	Achar Nityagopal	8th Std	60	Operator (P)(Field)	18.07.1988	24	1625868.42	
6	Adinarayana Murthy T	B.Com	56	Dy. Mgr. - Operations(LPG)	25.05.1982	34	5543200.63	Sri.Varalakshmi Trading Co.
7	Ajay Kumar R M	B.Com	57	Territory Co-Ordinator	01.03.1982	29	6290235.79	
8	Anagha Ashish Bhagat	Dip in Mgt,Dip (Others), B.Sc	52	Personal Assistant	15.06.1983	28	4674746.12	
9	Anantha Kamath P N	B.Com	60	Asst. Mgr., Co-Ordinator	12.11.1986	25	2325301.00	
10	Anthony Lilly	B.Sc	55	Mgr. Bus Devlp. (LPG)	17.09.1980	31	7433464.21	
11	Arulraj B	B.Com	49	Senior Assistant	03.07.1986	25	3537069.69	
12	Arunachalam R	7th Std	58	Tallyman	01.11.1983	28	2087600.57	
13	Arunachalam V	B.Sc, M.Sc	58	Ch. Mgr. Opertns (S)	10.01.1983	38	6342640.14	GM, Madras Telephones
14	Ashok Deu Jadhav	9th Std	55	GO (Field)	01.09.1980	31	3806408.23	
15	Ashoka	10th Std	58	Operator (P) (Field)	02.11.1985	37	2281676.66	Defence
16	Asnani Dayal R	7th Std	52	Operator (P) (Field)	02.02.1981	44	2803753.37	C.K. Bhatiya
17	Aswathaiah S N	10th Std	52	F.C	18.01.1988	32	2083703.45	Indian Army
18	Atin Kumar Biswas	B.E	57	Mgr. (E&P)	11.05.1981	37	6782538.32	Ghosh & CO
19	Ayare S E	7th Std	55	GO (Field)	08.12.1981	30	2988125.12	
20	Bade Jahur.H.	B.A	58	Superintendent	04.04.1978	33	3176135.50	
21	Bag Chandi	8th Std	49	Operator (P)(Field)	15.02.1982	29	2962539.03	
22	Balakrishnan G	B.Sc,M.Sc	52	Ch. Mgr. (IRMS)	08.04.1982	29	9505355.71	
23	Balakrishnan Nair A	B.Com	60	Dy. Mgr. - Operations (Retail)	04.03.1980	41	1655774.29	B.A.R.C.
24	Bambardekar N V	B.Com	58	Sr. Ops Officer (LPG)	01.06.1979	32	5547458.52	
25	Banerjee D K	B.Sc	57	Sr.Mgr. Ops.	17.09.1979	35	6975173.73	Gajra Gears
26	Bangalore Ashok Ramappa	8th Std	54	Operator (P) (Field)	11.01.1982	30	3148604.59	
27	Bangera R L	B.A	57	Dy. Mgr. Ops. (Retail)	10.11.1980	36	6035272.38	Cricket Club of India Ltd
28	Bhagwatkar Sahebrao	10th Std, ITI Cert	56	Technician(P) (Retail)	09.01.1986	34	3645612.70	V.M. Engg Co.
29	Bhalave Ramesh Prasad	8th Std	57	Security Guard	03.07.1992	38	1865793.49	Indian Army
30	Bhamre R M	B.A	60	Sr. Mgr Dealer Selection	08.08.1978	39	1943136.19	Industrial Consulting
31	Bhandare R S	7th Std	57	AYAH	10.11.1987	24	1949852.08	
32	Bharat Chand	7th Std	48	Operator (P)(Field)	15.09.1986	25	2395635.94	
33	Bhat Narasimha Prasad	B.E	45	Team Member ERP CC	03.09.1990	21	2537100.06	
34	Bhate S V	B.Tech	52	Executive Asst. to Director (R)	14.01.1982	30	4407906.01	
35	Bhattacharjee Manindra Be	10th Std	55	H.V.D (P)	15.01.1981	31	3805563.15	
36	Bhattacharya P K	B.Sc(Engg)	54	Dy. Mgr. Ops.	16.12.1985	30	5023694.71	Danfoss India Ltd
37	Bhonde P S	B.Sc	60	Mgr. Ops Uran LPG	14.03.1983	37	2567156.66	Direct of Social welfare
38	Bhosale Narayan Luxuman	B.A	58	Asst.Mgr Ops (Retail)	20.11.1978	37	3556287.59	Subsidiary Intelligence
39	Bhukera Jussab Amad	9th Std	57	Security Gaurd	07.02.1983	28	2538352.07	
40	Bhupinder Kumar Saldhi	11th Std, B.A	60	Superintendent	20.04.1981	36	2250262.01	ASC Records
41	Bichu Tripti Shrinivas	B.A	50	Assistant	10.09.1985	29	3649713.06	Carteen Stores
42	Billimoria Neelam J	Dip in Mgt, B.A	58	Superintendent	13.10.1980	35	2894756.16	Manilal Talakch & Pvt. Ltd
43	Bishan Dass	9th Std	57	L.V.D (P)	06.05.1985	37	3412926.89	Punjab United Forge Ltd
44	Biswas Subir Kumar	10th Std	56	Tallyman (P)	22.04.1983	28	3482416.64	
45	Borshe Kishor Baburao	9th Std	53	E/P Operator	21.08.1978	33	3621175.93	
46	Bunger S P	Dip in Mgt, B.Tech	60	TERR Coord (Retail)	27.11.1984	37	1800939.12	Punjab Agro Industry
47	Chacko C C	10th Std, Dip (Others)	60	Engineer (Fire & Safety)	16.01.1985	45	1198206.41	Indian Navy
48	Chakkravarthy S D	Dip in Mgt,B.Sc	60	Ch. Mgr. Inst Sales (Lubes)	05.06.1981	40	4001978.26	Carborundum Universal Ltd
49	Chakrabarti Panchanan	12th Std	55	Operator (P)(Field)	15.02.1982	29	2728091.83	
50	Chakraborty Rita	Dip (Others), B.A	55	Superintendent	08.08.1984	31	4163154.96	Bombay Telephones
51	Chander Shekhar Narang	B.Sc, M.A, M.B.A	55	Area Mgr. (Indl)	01.09.1982	31	6798157.93	
52	Chandramouli Siramdasu	Dip in Engg,B.E	56	Asst Mgr - Operations (Retail)	01.06.1981	33	6003179.69	G.Gopala Reddy Pvt. Cont.
53	Chandrasekar D	7th Std	58	Operator (P) (Field)	05.05.1980	31	1967691.27	
54	Chandrasekar M	B.Com	60	Asst Mgr - Operations (LPG)	09.08.1979	32	2379408.61	
55	Chandrasekhara C	B.Com	56	Assistant	23.03.1984	29	3778602.00	Karnataka AGR Product
56	Charkari Subhash L	7th Std	56	Operator (Field)	06.11.1984	30	2398608.10	Raja Vihar Housing Corpn.
57	Chauhan Haridas J	10th Std	55	H.F.C	06.05.1985	26	3116920.01	
58	Chauhan Ramesh B	ITI Cert	50	Technician (P)(Elec)	25.01.1982	33	3726189.73	Gujarat Electricity Board
59	Chhatani Manohar Purshott	B.A,L.L.B	60	Superintendent	21.04.1980	38	2555682.55	Indian Posts & Telegraph
60	Chinta Uma Maheswara Rao	7th Std	57	Operator (Field)	16.01.1998	39	1272034.32	Indian Army
61	Chiramal J P	B.Com	55	Sr. Mgr Dealer Selection Board	02.11.1981	31	7504715.04	The Catholic Bank
62	Chora Ashok Kumar L	10th Std, B.A	55	CRC Asst.-LPG	13.10.1989	33	3351206.20	Noble Institute Education Pvt.Ltd
63	Chudasama A V	10th Std	55	Security Guard (P)	15.05.1979	36	3071642.34	P & T Department
64	Damey Avadhut Prabhakar D	10th Std, NCTVT Cert	54	Sr. Engineering Asst.	07.10.1983	33	4462193.88	Indian Navy
65	Dana P K	B.Tech, M.Tech	60	DGM Log (I&C)	10.06.1980	32	5385882.48	
66	Das Arun Kumar	B.Com, M.Com	60	Dy. Mgr Operations (Retail)	10.12.1985	44	2162938.85	W. Bengal State Govt.
67	Das Ashoke	8th Std	55	Operator (Field)	02.01.1987	25	2396026.30	
68	Das Aswini Kumar	10th Std	55	Operator (P) (Field)	09.05.1984	27	2641452.15	
69	Das Purna Srinivas	7th Std	55	F.C V	15.02.1988	23	2254439.03	
70	Dasgupta N	B.E	60	DGM Ops & HSSE (LPG)	04.09.1986	25	5354518.32	
71	Datta Sujit Kumar	B.Com	60	Senior Assistant	09.05.1983	29	2500924.00	
72	De Abhijit	B.A	60	Sr. Mgr. (Corp. Affairs)	18.06.1986	38	1528528.89	Methodex System
73	Desai Vishwanath L	10th Std, NCTVT Cert	57	Technician(P) (Retail)	23.12.1982	35	3111042.88	Excel Industries (P) Ltd

Sr. No.	Name	Qualification	Age	Designation/ Nature of Duties	Date of		Total Remuneration ₹	Particulars of last Employment
					Commencement of employment	Experience (No. of Years)		
74	Deshmukh Keshao Bhimrao	B.A	55	Assistant	01.12.1982	32	4157524.30	Central Ordnance Depot
75	Devadas A P	10th Std, ITI Cert	60	Dy. Mgr. (Maintenance)	21.02.1973	39	2291847.29	
76	Dewan Sunil	B.E	60	Project Facilitator, WR	23.06.1986	38	3563046.26	Essar Construction Ltd
77	Dhara Panchanan	8th Std	54	Operator (Field)	19.01.1985	27	2427923.93	
78	Dharam Pal	7th Std	52	Operator (P) (Field)	01.09.1983	28	3044383.38	
79	Dharam Singh	12th Std, B.A	60	Assistant	01.07.1991	41	2149790.57	Oil Co-Ordination Committee
80	Dharambir	10th Std, 12th Std	51	Operator (P) (Field)-SPL	01.05.1984	27	3305349.58	
81	Dhatrak Bhikaji Sakhamam	10th Std	60	H.F.C (P)	03.09.1981	30	979470.65	
82	Dhuri Vishwas Ramchandra	8th Std	57	Operator (Field)	01.07.1980	36	2437134.57	Devidayal Rolling Pvt. Ltd
83	Dilip Kumar Banerjee	10th Std	57	Tallyman (P)	20.07.1982	29	3069747.16	
84	Dinani Lalkumar	12th Std	58	Technician (P) (Retail)	20.04.1981	34	2359531.04	BHEL
85	Dipika Alok	B.A	51	Asst Mgr. (Railway Claims)	19.08.1982	29	4796099.97	
86	Doke Baban Damodar	9th Std	54	Operator (P) (Field)	01.01.1981	31	2998543.62	
87	Domb S B	SSLC	60	C/H Craftsman	01.07.1980	31	949772.23	
88	D'souza S	SSLC	57	GO (Field)	02.10.1978	33	2890108.87	
89	Fernandes Marilyn J	10th Std	52	Assistant	10.04.1989	27	2790355.15	Skypak Couriers
90	Fernando Gabriel Joseph	Dip (Others)	60	Technician (Plant)	15.09.1988	40	1085743.22	Indian Air Force
91	Gadkari Lalitkumar B	B.A	56	Assistant	03.01.1983	34	4499499.46	Hukum Chand Mills Ltd
92	Gaikwad D D	B.Sc	57	Sr. Mgr. Finance (MR)	01.01.1979	33	7417615.75	
93	Gaikwad V K	M.A	60	Dy. Mgr. Ops. (Retail)	15.02.1980	43	1611310.73	
94	Gajjar Natvarlal T	7th Std	48	Operator (Field)	19.10.1992	19	1844677.19	
95	Ganesh E Akre	B.Sc	56	Lab.Analyst C/H	01.07.1985	26	4730517.14	
96	Ganeshan A	9th Std	55	Tallyman(P)	16.01.1980	32	3781556.21	
97	Ganpat Yadav	BDC	58	Operator (P) (Field)-SPL	21.07.1977	34	2638146.32	
98	Gaonkar C G	8th Std	54	Fire Opr.	29.12.1980	31	4301647.04	
99	Gaonkar Pravin Sabaji	10th Std	53	Security Guard	25.05.1987	31	1847689.48	Army
100	Gaonkar Suryakant Nagesh	10th Std	58	Tallyman(P)	21.08.1978	35	2354786.75	Mac Laboratories Pvt. Ltd
101	Gautam Das	B.E	47	Mgr. Engg. (Automation)	06.04.1987	24	5893195.37	
102	Gawri Lal	12th Std	58	Operator (P)(Field)	21.07.1981	30	1420598.32	
103	George T K	10th Std, ITI Cert	59	Sr. Engineer (Maintenance)	10.05.1977	34	2827603.33	
104	Ghaisas N K	B.Sc	60	Pro.Tech.	14.08.1980	31	1265123.04	
105	Gharat Namdeo Bhau	9th Std	56	G.O.I (Services)	08.08.1985	33	2660274.12	Perferc Engineering Corpn.
106	Ghose Sanjoy	B.E	60	Sr. Mgr. Engg.& HSSE (E&P)	29.10.1982	38	4840685.62	Visakhapatnam Steel Proj.
107	Ghughe Keshav Mahadev	9th Std	56	Attendant (EDP/Services)	19.06.1979	39	3176560.15	Mazgoan Docks
108	Ghutke Vishnu Shankarrao	7th Std	57	Operator (P) (Field)	01.04.1981	34	2124591.17	Bharucha Motilal
109	Girhepuje Gajanan Raghuna	B.Com, M.Com	57	Assistant	04.10.1982	32	3656502.88	Institute of Science
110	Giri Vinod	B.A	60	G M (Marketing Corporate)	01.12.1982	40	1987471.06	Indo-Burma Petroleum
111	Gochhayat Bhagirathi	8th Std	59	Operator (P)(Field)	15.05.1979	32	1211647.47	
112	Goel A K	B.Tech	54	Sr. Mgr. (Ops), VBPL	02.06.1980	33	3907496.09	Gilcon Proj. Service Ltd
113	Gopalakrishnan O	B.A	60	Mgr.(OM & S)	23.02.1983	40	2102503.99	Pollution Control Board
114	Gopinathan R	AICWA, B.Com	60	Chief Mgr.(Audit)	17.07.1972	39	2028381.59	
115	Gosewade T R	M.Sc	51	Sr. Mgr. (Ops In-Charge)	12.11.1984	28	7040462.81	Anupam Enterprise
116	Gunsai Gijavan S	7th Std	59	Operator (P)(Field)	24.08.1982	29	1971945.96	
117	Gurdev Singh	10th Std	60	L.V.D(P)	16.07.1979	41	2006231.83	
118	Gurumurthy C	10th Std	53	Operator (P)(Field)	18.01.1988	35	3206549.55	Ush Travel Contract
119	Halder Sushanta	11th Std	60	Operator (P) (Field)	21.04.1983	28	931339.00	
120	Harbans Singh	10th Std	60	Assistant	01.07.1991	41	1950689.19	Oil Co-Ordination Committee
121	Hem Chand	7th Std	57	Operator (P)(Field)	20.04.1981	30	2848320.96	
122	Hemant P Shambhudas	9th Std	53	GO (Field)	20.03.1984	27	3019115.50	
123	Hoshiyar Singh	B.A	55	Dy. Mgr. - Operations (LPG)	17.03.1981	30	6225305.82	
124	Jacob Mathew	B.Sc	59	Assistant	26.09.1979	34	2681074.53	Wimco Limited
125	Jadeja Chhatrasinh J	10th Std	58	Operator (P)(Field)	18.10.1982	34	1847936.33	
126	Jadhav A Y	Dip in Mgt, B.A	60	Sr. Mgr. (Admin)	10.04.1978	36	4156038.08	Customs
127	Jadhav R D	10th Std, ITI Cert	60	Dy. Mgr. Maint (Utilities)	17.12.1975	36	1767620.57	
128	Jadhav S P	9th Std	50	GO (Services)	01.04.1993	18	1316076.25	
129	Jagadesan M	11th Std	53	Assistant	05.11.1979	32	4040294.93	
130	Jagannath S Ghorpade	SSLC	55	Fire Opr.	23.09.1985	26	3383933.17	
131	Jagat Singh	10th Std	59	Operator (P) (Field)-SPL	21.07.1977	34	1277270.57	
132	Jagbir Singh Rana	12th Std	56	H.F.C	19.10.1985	26	2892218.64	
133	Jagdale S D	SSLC	55	Craftsman	21.01.1981	31	3973430.26	
134	Jaibir Singh	7th Std	58	Operator (P)(Field)	14.10.1987	26	1735510.93	Haryana Agricultural University
135	Jaipal Singh Rana	B.A	60	Assistant	29.04.1986	42	1253905.37	Indian Air Force
136	Jambhale Subodh R	9th Std	59	Operator (Field)	15.02.1993	18	1030252.86	
137	James N J	10th Std, ITI Cert, NCTVT	60	Engineer (OM & S)	07.02.1983	43	2795736.84	Tarapur & Company
138	Jayakumar R	Dip in Engg	60	Mgr. HSE (LPG)	08.10.1981	40	2080969.70	A. P. State Transport
139	Jayaraj D	M.A	60	Mgr. Operations (Retail)	14.03.1983	28	1284506.77	
140	Jeet Ram	7th Std	51	Operator (Field)	07.01.1986	26	2441236.84	
141	Jeevanapurkar Jagdish P	B.Com	48	Assistant	17.07.1989	26	3166625.01	Dy.Controller of Accounts & Pay
142	Jile Singh	12th Std	56	H.V.D	01.02.1979	33	3980607.73	
143	John C C	10th Std	60	Assistant	12.02.1991	41	1046587.35	Indian Army
144	John K	10th Std	54	Operator (Field)	17.10.1988	35	2267615.18	Indian Army
145	Joseph M O	Diploma in Engg	60	Sr. Mgr. (Estates)	13.06.1973	38	2120107.29	
146	Joseph P V	10th Std, NCTVT	60	Engineer (Maintenance)	04.05.1978	34	1528519.34	
147	Joshi A R	Dip in Mgt, B.E, M.B.A	36	Team Member (ERPCC)	01.07.1998	13	1347100.34	
148	Joshi D R	B.Sc	49	Pro.Tech.C/H	16.11.1983	28	4843069.80	
149	Joshi K N	8th Std	60	Attendant (P)(Services)	01.07.1991	44	1668465.56	IOCC
150	Joshi Kiran Vinayak	10th Std	51	H.F.C	01.03.1984	33	2637710.50	Air India
151	Joshi P C	10th Std,Dip in Engg	57	Mgr. (CCR Project)	01.11.1982	33	6921196.62	General Mech.Workshop
152	Joshi S K	M.B.A, ACA	60	Director (Finance)	13.02.1978	40	5203248.57	TIFR
153	Kadwe Prabhakar Deoraaji	B.Com	56	Superintendent	17.07.1978	34	5118510.95	Hotel Corpn. of India
154	Kailash Chand Sharma	9th Std	54	Tallyman	16.10.1986	25	2871262.61	

Sr. No.	Name	Qualification	Age	Designation/ Nature of Duties	Date of	Experience	Total	Particulars of last Employment
					Commencement of employment	(No. of Years)	Remuneration ₹	
155	Kale Suresh G	7th Std	59	Security Guard	18.07.1989	40	1186955.76	
156	Kamble P A	SSLC	56	Loco Driver	02.10.1978	33	3557564.63	
157	Kanai Lal Kundu	8th Std	55	H.V.D (P)	01.08.1981	30	4667493.36	
158	Kande N A	B.Sc	55	Mgr. (P&Cs)	24.07.1986	32	7843965.79	Hindustan Petroleum Corpn.
159	Kangude B V	B.A.	56	Dy. Mgr. Ops. (Retail)	02.11.1979	34	7290550.44	
160	Karmegam V	10th Std	51	L.V.D(P)	01.11.1984	30	3050594.41	Kala Balaji Associates
161	Karnail Singh	7th Std	60	Operator (P)(Field)	28.02.1986	40	993348.48	P.E.B.
162	Kasalkar Ramkrishna Tatya	9th Std	55	H.V.D (P)	01.07.1980	35	3846318.81	Fatima Garage Automobile
163	Kasinadan P	10th Std	57	Station I/C Tirupathi - AFS	06.02.1989	39	3593913.59	Indian Air Force
164	Katiyar Suleman I	9th Std	56	Operator (Field)	02.06.1983	36	2656322.48	M L Pinnara
165	Kerker S Y	Dip (Others)	56	Dy.Mgr. Engg (Mmbpl)	17.06.1982	35	5926296.17	
166	Keshav Vishnu Kelkar	8th Std	59	Operator (P)(Field)	27.07.1981	30	2090628.95	
167	Khan A I	B.A., L.L.B	60	Dy. Mgr. (Ops)	23.04.1979	37	2210528.16	The Poona Metropolitan
168	Khan A M	12th Std, Dip in Engg	60	Asst. Mgr. (LPG)	16.02.1981	33	2158692.83	U.P. Jal Nigam
169	Khandeparkar Umesh M	B.A	50	Assistant	15.12.1986	27	3619260.30	Vilas Naik
170	Kheur Mangesh Dhondopant	B.Sc	53	Lab. Analyst	25.06.1984	33	4033353.57	Rallis India Ltd
171	Khawaja Aamir Uddin Aamir	L.L.B., M.Com	57	Steno.Assistant	02.05.1983	36	3987974.34	Gore & Co
172	Kochunarayanan M	B.Com	57	Dy. Mgr. - Operations (Retail)	01.11.1983	36	6125240.42	Naktala Iron Works
173	Koli P M	9th Std	60	C/H Craftsman	22.08.1979	32	1453779.15	
174	Kothandan A	10th Std	60	Attendant.I(Services)	17.01.1994	42	743749.07	Indian Army
175	Kotian Umavathi P	Dip in Mgt, B.A	53	Assistant	16.04.1984	31	3708557.28	Air India
176	Kozarekar Amruta H	B.A	48	Assistant	28.05.1986	27	3398883.69	Dinanath Roadways Pvt. Ltd
177	Krishan Gopal	8th Std	55	Operator (Field)	10.11.1986	25	2373191.77	
178	Krishan Kumar	12th Std	59	Tallyman(P)	01.02.1979	33	1794566.38	
179	Krishan Kumar	7th Std	52	Tallyman	18.02.1989	27	1909394.76	Haryana Govt.
180	Krishna Dhondiba Kale	9th Std	58	GO (Field)	27.08.1980	31	2575950.89	
181	Krishnamurthy B	B.Com	54	Sr. Mgr. Bus. Dev (Indl)	21.02.1980	34	8976827.74	H.M.T. Ltd
182	Kuldeep Singh	10th Std	56	Operator (P)(Field)	01.06.1984	27	2565379.90	
183	Kumar Arun	Dip in Mgt, B.E	60	Sr. Vice President (Project), BORL	13.08.1982	40	3267331.67	EIL
184	Kumar Rajinder	M.A	60	Sr. Mgr. (Ops) I/C	22.06.1979	43	3334090.98	Industrial Service
185	Kumar Rakesh	B.E	60	Chief Mgr. Up T/F (JVR)	16.08.1982	37	2975356.16	EIL
186	Lajpat Rai	7th Std	55	Operator (P)(Field)	16.04.1979	32	3666181.79	
187	Lajwanthi Ramesh	B.A	54	Steno.Assistant	01.10.1986	31	3276882.42	Tropical Agrosystems
188	Lakshmi L. Narasimhan	B.A	54	Assistant	01.07.1985	32	3760556.94	Hotel Sri. Lekha Pvt. Ltd
189	Lalitha Ramani	M.A	55	Assistant	20.03.1984	31	3536105.71	CAIB Centre
190	Laxman B Malap	SSLC	60	GO (Field)	01.02.1980	32	1113796.84	
191	Leela Janardhanan	10th Std, Dip (Others)	60	Sr. Medical Benefits Officer	04.10.1976	38	939616.88	Little Flower Hosp.
192	Louis S D'souza	NCTVT Cert, SSLC	55	C/H Craftsman	11.12.1981	30	5368851.55	
193	Madan Lal Mehta	B.A	53	Mgr. Osts	01.01.1981	34	6237027.25	S.V. Engg.Works
194	Mahale R D	L.L.B., M.B.A	60	Mgr. Cist Co-Ordn.	08.09.1986	41	1766157.11	Indian Air Force
195	Mallaiyan K	B.Sc., B.Lib Science	58	Territory Coordinator	14.03.1983	36	4781512.80	New India Insurance
196	Manchanda Rishi D	PG Dip, M.Sc	60	DGM (HRD)	01.09.1982	34	5663080.51	Overseas Communication Ser.
197	Mandhara Suleman I	7th Std	59	Operator (P) (Field)	24.08.1982	31	1757536.01	Anjar Nagarpalika
198	Mane Ashok Dnyanu	7th Std, BDC	53	Operator (Field)	01.10.1981	30	2458043.36	
199	Manivannan N	10th Std	54	Tallyman	04.04.1983	29	3074437.81	
200	Manjrekar Sanjeev Rajaram	8th Std	60	Attendant (P)(Services)	10.08.1981	30	898104.96	
201	Manyar Sheela H	Dip (Others), B.Com	52	Assistant	06.09.1983	32	4036228.49	
202	Mathew K C	10th Std, Dip (Others)	60	Officer (Canteen)	10.05.1977	34	920324.04	
203	Mazumdar Dilip Kumar	7th Std	54	Operator (P)(Field)	15.02.1982	29	2704864.44	
204	Meher Devidas H	8th Std	52	Operator (P)(Field)	13.12.1983	35	2895461.24	Marata Central Co-op.
205	Meher P H	B.A	60	Manager (QM)	14.08.1978	33	2865132.20	
206	Mehta Anil	B.Sc(Engg)	60	Manager	07.05.1986	38	3361617.21	Siemens India Ltd
207	Mehta Arunchandra S	B.Com	60	Assistant	02.10.1978	38	1298238.05	Provident Fund Office
208	Mehta Manjula J	Dip in Mgt, B.Com	49	Dy. Mgr.-Infoservices PR & Brand	18.09.1986	29	5951425.19	Indian Standard Instn.
209	Menon L K	B.Sc., L.L.B	56	Superintendent	18.09.1979	32	4848670.18	
210	Mercy Joseph	PG Dip, B.A	57	Purchase Assistant	13.12.1982	29	3035078.85	
211	Meshram Dinkar K	10th Std	57	Attendant (P)(Services)	01.12.1981	34	2790020.68	N.C. John & Sons Ltd
212	Mhapsekar Vasant H	10th Std	56	H.F.C	13.04.1982	34	3443983.78	
213	Miranda C	Dip in Mgt, B.Sc., M.S.W	59	Dy.Mgr., Dsb	01.04.1986	36	3296588.89	Datamatics Consultant
214	Mistry S B	B.Sc	60	Dy. Mgr. (TDU)	06.03.1980	34	1595546.32	Morani Chemicals Pvt Ltd
215	Mistry U G	8th Std	56	GO (Office)	16.08.1983	28	2639132.18	
216	Mitra Debaprasad	8th Std	53	Operator (P)(Field)	02.03.1984	27	3158816.40	
217	Mitra Swadesh Kumar	8th Std	59	H.V.D (P)	25.03.1983	28	1230876.47	
218	Modak Ratan	8th Std	58	Operator (Field)	18.07.1984	27	1913892.29	
219	Mohana Sundar N	M.Sc	60	Ch. Mgr. - Tpt (Retail)	22.06.1981	41	2215932.46	Apollo Tyres Ltd
220	Mohanan T	10th Std, ITI Cert	58	Operator-A(S&OM)	30.03.1977	34	2049109.10	
221	Mohandas T V	12th Std	59	Security Sergeant	04.07.1988	40	1483816.71	Indian Air Force
222	Mohd Umar	BDC	57	Operator (P)(Field)	27.11.1978	33	2713348.03	
223	Mohinder Singh	10th Std	57	Tallyman(P)	01.02.1979	33	2455328.22	
224	Mohite Ashok Laxman	9th Std	56	H.V.D	02.03.1981	35	3572226.28	
225	Mohite R Y	7th Std	58	GO (Services)	01.04.1993	18	1568587.42	
226	Mondal Karna	7th Std	56	H.V.D	03.02.1986	26	3073077.44	
227	Mondal Lote	10th Std	58	Operator (Field)	22.01.1985	27	2027306.44	
228	More K R	9th Std	56	GO (Field)	15.09.1982	29	3359514.39	
229	More P G	9th Std	53	GO (Field)	20.10.1981	30	3352808.69	
230	Mukherjee S N	Dip (Others), AMIE	60	Chief Mgr. Safety	06.08.1984	40	2577143.46	IOC
231	Murali K	M.Com	60	Amm. Secunderabad	28.04.1986	26	5484062.30	
232	Murali K	B.A	55	Sales Asst. (Retail)	17.09.1984	27	4376506.28	
233	Muralidhara B S	B.Sc	58	Ch. Mgr. Logistics (LPG)	04.11.1981	36	7533639.90	P&T Department
234	Murthy P N	M.Sc	55	Ch. Mgr. Fleet Services (Retail)	12.05.1980	31	9064756.31	
235	Nagaraja	9th Std	55	Operator (Field)	02.06.1986	29	2710853.27	Supreme Rubber

Sr. No.	Name	Qualification	Age	Designation/ Nature of Duties	Date of	Experience	Total	Particulars of last Employment
					Commencement of employment	(No. of Years)	Remuneration ₹	
236	Nagaraja Setty T A	10th Std	57	Attendant (P)(Services)	03.02.1986	31	2942805.92	Seethalakshmi Hall Flour Mills
237	Nagpurkar Wasudeo Laxmanr	B.Com	53	Assistant	01.01.1987	30	3662360.58	Pardhey & Co.
238	Naikwadi Subhash Krishna	11th Std	56	H.F.C	01.02.1984	36	3262169.29	
239	Nakashe Arvind Rajaram	8th Std	58	Operator (P)(Field)	20.06.1984	39	2256148.30	MTDC
240	Narkar Rajaram Sambhu	8th Std	48	Attendant (P)(Services)	07.12.1987	26	2360039.65	Shambhu Service
241	Naskar Meghnad	B.A	47	Asst Mgr Operations (Retail)	04.05.1992	19	3245567.50	
242	Nayagam A A	7th Std	55	GO (Field)	16.02.1979	32	4186578.88	
243	Nayak J D	7th Std	47	GO (Services)	01.04.1993	18	1665902.81	
244	Neeliyath B	Dip in Engg	60	Sr. Mgr. (LNG)	26.10.1981	40	4064290.73	Mizoram Polytechnic
245	Nikam Pradeep T	BDC	59	Operator (P)(Field)	01.07.1982	29	1283076.71	
246	Nilankar M M	SSLC	57	GO (Field)	30.10.1980	31	2840452.51	
247	Nilkanth Suresh Nathulal	10th Std	54	Operator (P)(Field)	10.01.1983	33	2732006.47	Kewalram Transport Service
248	Ogale J B	10th Std, NCTVT	55	Sr. Engineering Asst A	01.08.1980	36	4562053.55	Naval Dock Yard
249	Om Prakash Nama	10th Std	55	Security Guard	02.01.1999	35	783316.27	Asc. T. Army
250	Om Prakash Sharma	B.Sc	56	Dy. Mgr. - Operations (LPG)	08.10.1979	34	7102927.71	National Savings
251	Omanakuttan R	8th Std	46	Operator (Field)	02.05.1990	25	1427023.36	O. Thomas Paniker & Sons
252	Pabitra Kumar Sarkar	B.Tech	53	Dy. Mgr. - Operations (LPG)	18.06.1984	27	5891968.87	
253	Pal S K	B.E	60	Chief Mgr. Hsse (Retail), (E)	18.01.1979	35	6096268.98	
254	Palangappa K S	9th Std	60	Operator (P)(Field)	16.01.1980	32	1555182.66	
255	Pandit Motiram Bhaurao	9th Std	53	H.F.C	01.04.1985	31	2565938.53	Saiyadri Paper Mills Ltd
256	Pangam D R	B.Sc	60	Dy. Mgr. (TDU)	01.02.1979	33	3750511.17	
257	Panneerselvam C	B.Com	55	Superintendent	20.03.1984	27	3603480.31	
258	Paramjit Singh	8th Std	56	Operator (Field)	05.10.1987	24	2330776.73	
259	Parmar Jayantilal Chhanab	B.Com	57	Attendant (P)(Services)	24.09.1982	32	2921892.66	Esis Hospital
260	Patel A C	M.Sc	60	Mgr Qltyassurnce, P&A(Lubes)	17.10.1977	34	2894473.39	
261	Patel K N	SSLC	59	Craftsman	02.10.1978	33	1293016.25	
262	Pathak A K	B.Tech	53	Sr. Mgr. Tech.	21.08.1984	30	7748850.92	Synthetics & Chemical
263	Pathak Ashim	8th Std	50	Security Guard	19.04.1988	23	2008960.85	
264	Patil Ramesh H	9th Std	54	Operator (Field)	15.02.1993	18	1605318.39	
265	Patil Ashok Shrawan	10th Std	60	Tallyman(P)	10.07.1978	39	1446488.09	National Paeoxide
266	Patil H J	Dip in Mgt, B.A,M.S.W	54	Dy. Mgr. (ER)	03.04.1984	27	6625924.45	
267	Patil N R	12th Std, NCTVT	55	Pro.Tech.C/H	08.02.1983	28	4589739.42	
268	Paulose C S	10th Std, ITI Cert	60	Engineer (OM & S)	02.10.1978	33	1742961.15	
269	Pawar Rajashri R	B.A	57	Superintendent	03.03.1980	36	3716941.37	Exiton Instruments Co.
270	Pawar S A	9th Std	53	GO (Field)	30.10.1980	31	3713482.08	
271	Pawar Shantaram Laxman	7th Std, 10th Std	58	Operator (P)(Field)	21.12.1981	30	2142590.45	
272	Pawar Suhas D	Dip in Engg, P.G Dip, AMIE	45	Dy. Mgr Ops. (Retail), JNPT Instl.	02.05.1990	23	681931.55	Trishul Forgings
273	Pawar Vijay R	10th Std	55	H.F.C	01.03.1983	34	2200881.29	Four Ways Transport
274	Pednekar Narendra Jaganna	7th Std	60	Technician (P) (Plant)	27.08.1980	39	1420194.15	United Mech Engg. Co.
275	Penchalaiah P	9th Std	56	Operator (P) (Field)	16.01.1980	32	3108990.52	
276	Phool Chand	B.A	60	Assistant	21.11.1985	44	1677332.32	United India Insurance Co. Ltd
277	Pillai P R Mohanan	B.Sc	56	Mgr. A/Cs - Public Deposits	17.12.1981	34	2997555.68	Indian Steel Corpn.
278	Pingle Vinayak C	10th Std, ITI Cert	54	Sr. Engineering Asst A	13.09.1982	32	4548943.47	Bombay Telephones
279	Pinto Rubie Marie	B.Com	57	Personal Assistant	02.07.1984	36	4640074.79	Gansons Ltd
280	Pippalla Ramaswamy	9th Std	55	Operator (Field)	13.04.1987	24	2224063.06	
281	Prabhakar Sai V	B.Sc	57	Ch Mgr (LPG Reticulated System)	16.07.1982	31	8024156.01	National Thermal Power Cop.
282	Pradeep Vasudev	B.Sc	55	Territory Co-Ordinator	01.09.1982	33	6924171.43	
283	Pradhan P P	B.A	60	Mgr (IS Services)	23.01.1978	42	1823520.30	IBM World Corpn.
284	Prakash R Kolge	SSLC	57	GO (Field)	03.12.1979	32	3218458.24	
285	Prasad Ashok Ravi	10th Std, B.A	60	Superintendent	14.07.1980	36	1603262.31	Importex International
286	Prem Sagar	9th Std	60	Operator (P)(Field)	20.04.1981	30	1481063.63	
287	Priyolkar Madhuri R	B.A	54	Assistant	21.03.1983	33	3953006.51	Municipal Corpn. Ltd
288	Pulavar V S	B.Sc	60	Mgr. Ops. (LPG), TDU	02.06.1977	34	3044575.90	
289	Pustake Jayant R	10th Std	57	H.V.D (P)	02.08.1982	37	2944471.77	Bombay Electric Supply
290	Radhakrishnan K P	10th Std, Dip (Others)	60	H.F.C(P)	23.05.1983	28	1120539.08	
291	Raj C H	B.Com, BGL, MMM	57	Sr. Mgr. Loco	30.06.1981	34	7445322.37	Mother Diary
292	Rajender Lal	7th Std	53	Operator (P)(Field)	07.01.1986	26	2906518.54	
293	Rajendra Singh	10th Std	56	Operator (Field)	01.06.1984	27	2555035.22	
294	Rajinder Parsad	7th Std	56	Operator (P)(Field)	04.06.1984	27	2598298.82	
295	Rajinder Singh Saini	11th Std	59	Operator (P) (Field)	24.07.1981	30	1582635.39	
296	Rakesh Kumar Yadav	11th Std, B.Com	55	Assistant	01.02.1982	34	4705904.64	Printers House
297	Rakesh Singh	B.Sc(Engg)	52	Mgr. Trg & Dev (LPG)	25.09.1985	29	5953055.92	Davy Power Gas
298	Ram Chandner	BDC	59	Operator (P) (Field)-SPL	21.07.1977	34	1481118.33	
299	Ram Dhari Vishwakarma	10th Std	54	H.V.D (P)	01.05.1980	31	3914792.77	
300	Ram Kanwar	7th Std	55	Security Guard (P)	19.06.1985	26	2705372.49	
301	Ram Kumar Sharma	11th Std	59	Operator (Field)	20.04.1981	30	1781723.20	
302	Ram Mohan	M.Tech	59	Sr. Mgr Highway Retailing	09.06.1980	36	4495859.11	DST And SCRC
303	Ram Parshad	7th Std	56	Operator (Field)	15.03.1989	22	2142773.47	
304	Ram Swaroop Jat	11th, ITI Cert, Dip Engg	56	Technician (Elec)	01.09.1986	35	3507305.72	Govt. Khaitan Polytechnic
305	Rama Rao P	10th Std	57	H.V.D (P)	02.04.1979	39	3151314.90	
306	Ramachandra Rao B	10th Std	58	Dy.Mgr. - Operations (LPG)	06.02.1989	27	4520011.10	Nath Laboratories Pvt. Ltd
307	Raman T N	B.A,	58	Dy. Mgr. (Projects)	27.02.1986	35	4626238.51	VRC
308	Ramesh Chand Joriya	12th Std	56	Assistant	01.11.1980	31	3532561.93	
309	Ramesh Chandra	BDC	59	Operator (P) (Field)-SPL	21.07.1977	34	1281572.89	
310	Rana Basudev	B.Sc(Engg)	60	G.M.(Quality Control Cell)	04.05.1983	37	5436987.70	Bharat Pumps
311	Rana Vijay Damodar	7th Std	55	H.V.D (P)	01.10.1981	30	3426519.49	
312	Ranade Pramod R	B.Com,	60	Assistant	02.10.1979	36	964256.75	Demo & Co. P
313	Randive Rohini Hemant	B.A	50	Executive (Corp Soc.Resp)	03.08.1987	29	3629223.04	Trupti Traders
314	Rane D S	7th Std	55	GO (Field)	19.11.1981	30	3055608.09	
315	Rane S S	SSLC	55	Fire Opr.	01.10.1981	30	3541075.98	
316	Rangasamy A	10th Std	56	Operator (Field)	01.03.1986	31	2390064.52	Aarsons Enterprises
317	Ranjan Netai Chand	B.A	55	Dy. Mgr Operations I/C (Retail)	12.10.1983	28	7210031.86	

Sr. No.	Name	Qualification	Age	Designation/ Nature of Duties	Date of	Experience	Total	Particulars of last Employment
					Commencement of employment	(No. of Years)	Remuneration ₹	
318	Rao Gauri Pramod	B.Com	54	Superintendent	17.09.1980	35	4987488.58	Central Bank of India
319	Rappai K	B.Sc	59	Dy. Mgr. Finance (MR)	06.11.1978	33	4203331.20	
320	Rathod Navinchandra M	9th Std	55	Operator (Field)	08.05.1987	30	2706427.17	Mayur Engineering Co.
321	Ratnam Manikam	SSLC	60	Craftsman	28.10.1976	35	2049544.62	
322	Rauma Valimahmed Hamir	7th Std	56	Security Guard	01.12.1982	29	2713770.17	
323	Raut N D	8th Std	54	GO (Field)	27.07.1981	30	3123342.57	
324	Ravi V	PG Diploma, B.Sc	51	Chief Finance Mgr. (Retail)	21.09.1983	31	7816844.97	Divisional Engg. Telegraph
325	Ravindra Babu D R	7th Std	56	Operator (P)(Field)	04.01.1982	30	3066753.95	
326	Ravindran K N	B.Sc (Engg)	60	General Mgr. (Projects)	01.10.1976	35	3325288.09	
327	Rayudu B S	B.Tech	56	Dy. Mgr. - Operations (Retail)	06.05.1981	33	7140036.94	Pennwalt (I) Ltd
328	Richh Pal Singh	10th Std	59	Security Guard (P)	01.09.1986	39	1564208.05	
329	Rodas	7th Std	52	Operator (Aviation)	30.10.1985	26	1973082.86	
330	Rohtan Singh	8th Std	53	Operator (Field)	28.12.1987	27	2650341.38	Indian Army
331	Sabu Jose	B.E, M.B.A	54	Ch. Mgr. (Maintenance)	04.10.1984	27	8273029.99	
332	Saha Sankar Prosad	B.A	60	Assistant	13.02.1985	27	2273625.74	
333	Saini D K	Diploma in Mgt, B.Sc, M.Sc	60	Ch. Mgr Dealer Training	02.05.1980	38	3494261.08	Crotech System
334	Saksena Anand N	B.Sc	60	Sr. Mgr. (IT)	16.11.1992	38	4349050.05	Hindustan Shipyard Ltd
335	Salimkumar N S	Dip (Others), B.A	53	Assistant	23.11.1981	33	4867735.87	
336	Salvi A K	Dipl Mgt,P.G,M.S,B.Sc(Engg)	60	Ch. Proj Mgr (CCR Project)	01.12.1977	39	2056942.06	Fertilizer Corpn. of India
337	Sampath P	9th Std	57	Operator (P)(Field)	25.02.1980	31	2528455.50	
338	Samuel P M	B.A	60	Mgr (Operations)	09.04.1980	42	1054758.85	School of Artillers
339	Sant Mangesh M	10th Std	48	Operator (P)(Field)	07.02.1985	30	2347136.26	
340	Sanyal R S	Dip in Mgt,M.Tech	57	Sr. Mgr. (Logistics), Gas	31.08.1979	32	7719740.41	
341	Sardar Dulal Chandra	9th Std	49	Operator (P)(Field)	25.01.1983	29	2744224.75	
342	Sardar Montu	8th Std	55	Operator (Field)	18.12.1986	25	2843770.26	
343	Sarkar Bhaskar	9th Std	51	Operator (Field)	14.04.1982	29	2946131.62	
344	Sarkar Rathindra Nath	B.Com	56	Assistant	14.02.1985	26	3547446.22	
345	Sarkar Subhas Chandra	12th Std	60	Technician (Retail)	19.11.1984	27	1099335.75	
346	Sasi T S	10th Std	58	Typist/Clerk	19.09.1978	33	1731571.80	
347	Sat Pal	7th Std	47	Operator (Field)	11.06.1984	27	2523430.46	
348	Satish Chandra B M	B.Sc	60	Superintendent	01.04.1981	30	1408671.90	
349	Satvir	12th Std	53	H.F.C	19.10.1985	26	2960006.90	
350	Sawant Anant Gangaram	10th Std	60	E/P Operator(P)	18.12.1978	33	1138355.43	
351	Sawant N V	9th Std	52	GO (Field)	23.09.1986	25	2730889.10	
352	Sawant R W	12th Std	49	GO (Field)	24.09.1986	25	2761396.74	
353	Sawant Surendra Manohar	8th Std	56	Security Guard	08.10.1987	39	1714463.71	
354	Seetharaman Mohan	B.E, M.B.A, Ph.D	60	Director (HR)	03.01.1983	39	6083972.97	BHEL
355	Selvan N	8th Std	56	Attendant (EDP/Services)	15.07.1981	30	3015156.46	
356	Sengupta Swapan Kumar	12th Std	57	H.V.D	01.07.1981	30	3244949.87	
357	Senguttuvan S	M.A, M.B.A	53	Mgr Opertns (Retail)	12.11.1984	30	7229866.43	MAD School of Social Work
358	Serमारaj D	11th Std	55	H.F.C(P)	19.01.1977	35	4082746.35	
359	Seshadri K V	B.E	60	ED (Mumbai Refinery)	12.12.1990	37	3432514.18	Aramco
360	Seshadri S	PG Dip, B.Sc, MHRDM	57	Terr Co-Ord (Retail)	01.09.1982	36	7235706.20	EYRE Smelting
361	Sethuraman S	Dip in Engg, M.Com	58	Sr. Mgr. In-Charge	20.06.1984	39	6162812.89	Indian Air Force
362	Shajimon Sebastian	Dip Engg, B.B.A, MHRDM	50	Administration Asst.	01.08.1983	28	2832210.50	
363	Shanthakumar T K	9th Std	58	Operator (P)(Field)	15.03.1982	29	2217530.25	
364	Shanti Prasad Nautiyal	7th Std	56	Operator (P)(Field)	01.02.1979	33	3329217.41	
365	Sheela P Sequeira	B.Com	50	Steno Assistant	21.11.1985	26	3841897.74	
366	Sheikh S F	7th Std	56	Operator (P)(Field)	15.05.1979	36	3012708.76	Bhupendra & Co
367	Shendye S K	10th Std	60	H.F.C(P)	20.12.1977	37	1333879.23	
368	Shetti S G	Dip(Others), B.A	56	Dy. Mgr. (HR) LPG	19.05.1983	35	6508578.93	Asea Ltd
369	Shetty Geeta R	B.Com	52	Assistant	11.04.1983	31	4669448.74	S.K. Industries
370	Shetty L N	SSLC	57	Assistant	01.04.1993	18	2090824.40	
371	Shetty N T	B.Sc, M.B.A	60	Dy. Mgr Operations (Lubes)	13.10.1980	40	1894251.28	Hindustan Petroleum
372	Shinde K D	8th Std	49	GO (Field)	12.07.1983	28	2626766.27	
373	Shinde S S	SSLC	56	GO (Field)	30.12.1980	31	3770227.45	
374	Shintre Sulbha S	B.Sc	54	Superintendent	20.07.1981	32	4957418.41	Thane Technical Inst.
375	Shirpurkar Sunil Ramesh	B.E	49	Dy. Mgr. Ops (LPG) Bhitoni	02.06.1986	29	5819111.54	K.E.S.Engineering College
376	Shivaji S Sable	7th Std	57	Fire Opr.	27.03.1985	26	3210362.79	
377	Shri Kumar Sharma	12th Std	59	Tallyman(P)	01.02.1979	33	1775522.98	
378	Shukla R K	Diploma in Mgt, M.Com	57	Mgr. Safety	24.08.1984	38	6770372.97	Western Electronics
379	Sima D B	9th Std	57	GO (Field)	08.12.1981	30	657671.52	
380	Singh B R	Diploma in Mgt, B.Sc, L.L.B	53	Mgr. (Audit)-Refinery	10.08.1984	27	6641476.00	
381	Singh Mathura	9th Std	58	Operator (Field)	28.12.1990	41	1676069.87	EME
382	Singh Ramuthan	BDC	60	Operator (P)(Field)	09.05.1983	29	1769947.02	
383	Singh Shyam Behari	10th Std	51	Operator (P)(Field)	20.07.1982	29	2851001.58	
384	Sobhana G	B.Sc, M.B.A, Ph.D, M.L.S	54	Manager(Training)	01.11.1991	30	4365368.26	Regl. Research Lab.
385	Sohani Neeta U	B.Com	47	Assistant	11.04.1988	27	2777767.89	International Airports
386	Sokhi J S	PG Diploma, B.Tech	59	Gm (Special Duties)	15.06.1981	34	6040908.23	Godrej & Boyce Mfg. C
387	Solanki Babubhai Haribhai	7th Std	58	Operator (P)(Field)	16.09.1981	30	2017718.06	
388	Soman V K	10th Std	60	Assistant	15.05.1979	32	1359317.76	
389	Sreedharan N	10th Std, Dip in Engg	60	Engineer (Utilities)	29.01.1986	32	1819261.48	Kabini Papers Ltd
390	Sri Bandopadhyay Anup	12th Std	58	H.V.D (P)	10.05.1983	28	2823750.33	
391	Srivastava P K	Dip Mgt, M.Sc, M.B.A, Ph.D	55	Sr. Mgr. (Operations - LPG)	25.05.1981	32	8838216.27	Hindustan Petroleum
392	Subhash B Kambire	B.A	58	Senior Asst.	17.11.1986	25	2478617.75	
393	Subramani T	9th Std	60	Operator (P)(Field)	16.01.1980	32	909697.25	
394	Subramaniam V A	10th Std, ITI Cert, NCTVT	60	Technician(P) (Retail)	27.11.1978	38	1275867.19	Electro Weigh
395	Subramanian M V	B.Sc	55	Sales Asst. (Lubes)	01.02.1983	29	4370426.74	
396	Sucha Singh	10th Std	53	Operator (P)(Field)	19.10.1987	27	2349477.95	Basisoivex Ltd.
397	Sudalai K	Dip (Others)	47	Asst Mgr - Operations (LPG)	05.06.1989	27	4217869.06	ICF
398	Sudhir Kumar	12th Std	58	Tallyman(P)	21.07.1981	30	2361406.47	
399	Sukumaran N	B.Com, Barrister at Law	60	Manager (Projects)	15.12.1976	34	1482995.29	
400	Sundaram V	7th Std	57	Operator (P)(Field)	04.04.1983	28	2776626.76	
401	Sunder Lal Kundra	10th Std	59	Operator (P)(Field)	24.07.1981	30	1756562.75	

Sr. No.	Name	Qualification	Age	Designation/ Nature of Duties	Date of	Experience	Total	Particulars of last
					Commencement of employment			
402	Sunil Kumar Mathur	B.Sc (Engg)	60	Gm (Rural Retailing)	23.02.1984	37	5374806.91	Ministry Of Home Affairs
403	Surender Kumar	8th Std	49	Operator (P)(Field)	04.06.1984	27	2849768.14	
404	Surender Mohan	11th Std ,B.A	60	Superintendent	08.08.1978	39	1714115.63	
405	Suresh Kumar Mannatil	Diploma (Others), B.Sc	51	Pro.Tech.C/H	09.07.1984	27	5322871.80	
406	Suresh S Lele	NCTVT Cert, SSLC	57	C/H Craftsman	04.10.1977	34	4207613.51	
407	Sureshkumar K	M.A	60	Manager Operations	16.05.1983	29	3132089.38	
408	Surve Sakham Balu	10th Std	60	E/P Operator	18.12.1978	36	1109819.45	
409	Swarnammal K R	PG Dip, B.Sc	59	Materials Officer	26.02.1982	47	2249792.33	
410	Tambe A B	B.Com	60	Asst Mgr - Operations (LPG)	02.02.1980	38	1562607.68	
411	Tapkir Raghunath T	11th Std	56	H.V.D (P)	06.04.1981	36	3844585.33	
412	Tawade S V	SSLC	55	C/H Craftsman	11.04.1977	34	5379641.57	
413	Tendolkar Nilam G	B.Com	53	Assistant	11.05.1981	30	4941725.42	
414	Thakar Shantilal R	9th Std	53	Operator (Field)	08.05.1987	24	2735824.62	
415	Thakur Singh Bisht	12th Std, B.A	58	Assistant	01.07.1991	34	3323301.20	
416	Thakur Vasant S	10th Std	60	Attendant (EDP/Services)	15.11.1979	40	1133497.98	
417	Thale Vijayanand N	10th Std	60	E/P Operator(P)	10.01.1977	35	1872890.64	
418	Thanekar S N	M.A	56	Dy. Mgr. Ops (LPG)	19.11.1985	36	7441109.25	
419	Thangavelu T	10th Std, NCTVT	55	Tallyman	01.08.1986	35	2976926.79	
420	Thirunauckarasu M	9th Std	56	Operator (Field)	17.09.1990	21	1847910.89	
421	Thussu K L	B.E	60	Director (Commercial), Mngl	24.09.1985	40	2164158.72	
422	Tilwanker Ajay	B.E,MMM	57	Proj Leader, Ahmedabad	01.09.1982	33	8132754.94	
423	Titus Eapen	Dip (Others),M.Sc,CFA	60	Chief Mgr. (IS)/C	30.04.1990	38	3040085.56	
424	Turbadkar S V	B.A,BGL	57	Mgr. Finance (I&C)	16.08.1978	34	6395647.28	
425	Uday Singh	12th Std	60	Operator (P) (Field)	24.07.1981	31	2109130.71	
426	Umed Singh	8th Std	48	Attendant. (Services)	02.11.1987	32	1753433.28	
427	Umer Abdulla	BDC	57	H.V.D (P)	01.11.1980	34	3471923.08	
428	Upadhyay Kiritkumar R	10th Std	57	Operator (P) (Field)	13.02.1981	37	2465833.35	
429	Upadhyaya Divyesh P	Dip (Others), B.Com	58	Superintendent	27.01.1982	38	2794049.65	
430	Usha Sridharan	B.Sc	52	Asst. Mgr. Quality Assur Lab(Lubes)	15.05.1985	31	5075852.33	
431	Vagal Pradip Vasant	10th Std	60	Technician (P) (Plant)	27.08.1980	40	791130.76	
432	Vaidya Ajit R	B.A	58	Superintendent	17.04.1978	39	3407272.61	
433	Vaidya P H	B.Sc	59	Mgr. Shift Ops.	05.03.1979	34	4571613.02	
434	Valand Sureshbhai R	10th Std	55	Operator (P)(Field)	27.08.1982	36	2843464.29	
435	Vara Prasada Rao J	8th Std	59	H.V.D	15.04.1988	35	1470167.22	
436	Varghese K A	10th Std	58	Leading Fireman	24.02.1986	33	2058924.42	
437	Varghese K T	NCTVT Cert, Dip in Engg	60	Dy. Mgr. (Estates)	14.02.1985	39	2699339.60	
438	Vasantha Kumar P K	B.Sc, M.B.A	56	Terr Co-Ord.	01.09.1982	30	6908037.01	
439	Vasudev G	M.Sc, Ph.D	60	DGM (Emerging Technologies)	11.05.1981	30	3649887.96	
440	Ved Prakash	7th Std	53	Attendant (EDP/Services)	24.11.1980	35	3230099.51	
441	Vellingiri M	7th Std	51	H.V.D	01.10.1983	28	2904625.55	
442	Viegas Mildred	B.Com	52	Secretary - GM (IT)	01.04.1982	32	6465330.94	
443	Vijay V Vaishampayan	SSLC	58	Uti.Opr.	15.01.1985	27	2332334.93	
444	Vijayaraghavan C P	B.A, M.A	56	Mgr Mktg. Serv (Retail)	10.01.1983	32	8092642.84	
445	Vilasini Karoramalayil	B.Com, Certificate Course	47	Accounts Asst.	01.08.1994	21	1302412.49	
446	Vinayan T P	12th Std	55	Security Sergeant	20.12.1995	37	980358.53	
447	Vishwanath Geetha	B.A	58	Sr. Personal Asst.	19.09.1983	36	2915852.73	
448	Viswanath K	10th Std	58	Operator (P)(Field)	25.08.1980	31	2279290.57	
449	Viswanathan M	Dip (Others), B.Tech, M.A.M	60	Ch. Mgr (Energy & Environment)	24.05.1982	29	2744548.29	
450	Viswanathan S	L.L.B, B.Com, M.Com	56	Dy. Mgr. - Operations (Retail)	24.03.1983	38	6684295.15	
451	Vithal P Kamble	9th Std	50	GO (Field)	30.05.1985	26	3171613.18	
452	Vivekanand Tripathi	B.A, M.A	57	Dy. Mgr. (Logistics) (N)	01.09.1982	29	5995361.53	
453	Waddar Huligeppa H	10th Std	59	Operator (Field)	18.03.1991	40	1182229.44	
454	Warrier R E	B.Sc	60	Sr. Mgr. (Refinery Co-Ord)	05.10.1981	36	3548488.92	
455	Wasnik S M	Dip in Mgt, B.Sc, L.L.B	60	Mgr. (Audit) (W)	09.06.1981	38	2384018.73	
456	Xavier K S	10th Std, NCTVT	51	Sr. Fitter Craftsman	02.05.1984	27	2534139.71	
457	Yadav H S	B.E	60	DGM (City Gas Projects)E&P	25.10.1982	38	2325841.04	
458	Yadav Rajendraprasad B	10th Std	53	Security Guard	13.03.1986	36	2255843.93	
459	Yadav Satish V	9th Std	50	Operator (P)(Field)	18.05.1981	34	2728595.26	
460	Yash Pal	M.Sc	60	Chief Mgr. (Aviation) -Operations	02.05.1981	37	3010007.78	
461	Yashbir Singh	8th Std	60	Operator (P) (Field)	01.02.1979	33	1866613.78	
462	Yashin D Naikavadi	SSLC	59	Fire Opr. C/H	01.06.1979	32	2343936.23	
463	Yateendra Kumar	10th Std , NCTVT	55	Technician (Elec)	05.10.1987	35	2886639.32	
464	Zafar Ali S	L.L.B, B.Sc (Engg)	60	Ch. Mgr. (Liasion)-Retail	01.02.1991	40	1732358.40	
465	Zanje S R	B.Sc	54	Sr. Ops Officer (CDU)	10.03.1984	31	5249877.01	
466	Zumbre V B	7th Std	58	Loco Driver	06.11.1978	33	2577720.61	

Employed throughout the financial year and in receipt of remuneration of more than ₹ 60 lakhs per annum

Sr. No.	Name	Qualification	Age	Designation/ Nature of Duties	Date of Commencement of employment	Experience (No. of Years)	Total Remuneration ₹	Particulars of last Employment
-	-	-	-	-	-	-	-	-

Notes:

1. The remuneration includes, apart from regular salary, Company's contribution to Provident & Pension Funds, medical expenses.
2. There is no employee who is in receipt of remuneration in excess of that drawn by Chairman & Managing Director / Whole Time Director / Manager and holds not less than 2% of the equity shares of the Company.
3. The above employees are not related to any Director.

ANNEXURE TO THE DIRECTORS' REPORT

ANNEXURE - D

ANNUAL STATEMENT SHOWING THE REPRESENTATION OF SCHEDULED CASTES (SC), SCHEDULED TRIBES (ST) AND OTHER BACKWARD CLASSES (OBC) AS ON 1st JANUARY 2012 AND NUMBER OF APPOINTMENTS MADE DURING THE CALENDAR YEAR 2011

Name : BHARAT PETROLEUM CORPORATION LTD.

Groups	Representation of SCs/STs/OBCs (as on 01.01.2012)				Number of appointments made during the calendar year 2011											
	Total number of Employees	SCs	STs	OBCs	By Direct Recruitment			By Promotion			By Other Methods					
					Total	SCs	STs	OBCs	Total	SCs	STs	OBCs	Total	SCs	STs	OBCs
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	
Group-A	5003	785	272	530	314	44	14	61	14	2	-	13*	1	-	2	
Group-B	3267	480	176	237	-	-	-	-	66	9	3	4**	-	-	1	
Group-C	2943	462	187	335	1	-	-	-	233	28	4	1***	-	-	-	
Group-D (Excluding Safai Karamcharis)	2168	436	144	247	-	-	-	-	-	-	-	-	-	-	-	
Group-D (Safai Karamcharis)	48	26	1	3	-	-	-	-	-	-	-	-	-	-	-	
Total	13429	2189	780	1352	315	44	14	61	313	39	7	18	1	-	3	

* 4 Sportspersons recruited in Group 'A' & 9 Sportspersons from Non-Management promoted to Management

** 4 Sportspersons recruited in Group 'B'

*** 1 Sportsperson recruited in Group 'C'

ANNUAL STATEMENT SHOWING THE REPRESENTATION OF SCHEDULED CASTES (SC), SCHEDULED TRIBES (ST) AND OTHER BACKWARD CLASSES (OBC) IN VARIOUS GROUP 'A' SERVICES AS ON 1ST JANUARY, 2012 AND NUMBER OF APPOINTMENTS MADE IN THE SERVICE IN VARIOUS GRADES DURING THE CALENDAR YEAR 2011

NAME : BHARAT PETROLEUM CORPORATION LTD.

JG	Pay Scales (in rupees)	Representation of SCs/STs/OBCs (as on 01.01.2012)				Number of Appointments made during the calendar year 2011											
		Total Number of Employees	SCs	STs	OBCs	By Direct Recruitment			By Promotion			By Other Methods					
						Total	SCs	STs	OBCs	Total	SCs	STs	Total	SCs	STs	OBCs	
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	
A	24900-50500	869	105	35	163	314	44	14	61	14	2	-	13*	1	-	2	
B	29100-54500	1333	230	96	218	-	-	-	-	-	-	-	-	-	-	-	
C	32900-58000	1097	187	73	110	-	-	-	-	-	-	-	-	-	-	-	
D	36600-62000	781	166	48	36	-	-	-	-	-	-	-	-	-	-	-	
E	43200-66000	494	70	17	3	-	-	-	-	-	-	-	-	-	-	-	
F	51300-73000	247	21	2	-	-	-	-	-	-	-	-	-	-	-	-	
G	51300-73000	110	3	-	-	-	-	-	-	-	-	-	-	-	-	-	
H	51300-73000	48	2	1	-	-	-	-	-	-	-	-	-	-	-	-	
I	62000-80000	19	1	-	-	-	-	-	-	-	-	-	-	-	-	-	
J	75000-100000	4	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
K	80000-125000	1	-	-	-	-	-	-	-	-	-	-	-	-	-	-	
	TOTAL	5003	785	272	530	314	44	14	61	14	2	-	13	1	-	2	

* 4 Sportspersons recruited in Group 'A' & 9 Sportspersons from Non-Management promoted to Management .

ANNUAL STATEMENT SHOWING REPRESENTATION OF THE PERSONS WITH DISABILITIES IN SERVICE AS ON 1ST JANUARY 2012 AND DIRECT RECRUITMENT / PROMOTION DURING THE CALENDAR YEAR 2011

NAME : BHARAT PETROLEUM CORPORATION LTD.

GROUP	Number of Employees (as on 01.01.2012)				Direct Recruitment - 2011				Promotion - 2011									
	TOTAL	VH	HH	OH	No. of vacancies reserved				No. of appointments made									
					VH	HH	OH	TOTAL	VH	HH	OH	TOTAL						
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19
"A"	5003	4	6	40	3	2	3	309*	-	-	5	-	-	-	14	-	-	-
"B"	3267	7	5	66	-	-	-	-	-	-	-	-	-	-	66	-	-	2
"C"	2943	15	9	30	-	-	-	1	-	-	-	-	-	-	233	2	2	1
"D/DS"	2216	6	5	23	-	-	-	-	-	-	-	-	-	-	-	-	-	-
TOTAL	13429	32	25	159	3	2	3	310	-	-	5	-	-	-	313	2	2	3

* against identified posts

- (i) VH stands for Visually Handicapped (persons suffering from blindness or low vision)
- (ii) HH stands for Hearing Handicapped (persons suffering from hearing impairment)
- (iii) OH stands for Orthopaedically Handicapped (persons suffering from locomotor disability or cerebral palsy)

There is no reservation for persons with disabilities in case of promotion to Group A and B posts. However, persons with disabilities can be promoted to such posts, provided the concerned post is identified suitable for persons with disabilities.

There is no promotion within Group "D".

ANNEXURE E

ADDENDUM

COMMENTS OF THE COMPTROLLER & AUDITOR GENERAL OF INDIA

COMMENTS OF THE COMPTROLLER AND AUDITOR GENERAL OF INDIA UNDER SECTION 619(4) OF THE COMPANIES ACT, 1956 ON THE ACCOUNTS OF BHARAT PETROLEUM CORPORATION LIMITED FOR THE YEAR ENDED 31 MARCH 2012

The preparation of financial statements of **Bharat Petroleum Corporation Limited** for the year ended 31 March 2012 in accordance with the financial reporting framework prescribed under the Companies Act, 1956 is the responsibility of the management of the company. The statutory auditors appointed by the Comptroller and Auditor General of India under Section 619 (2) of the Companies Act, 1956 are responsible for expressing opinion on these financial statements under section 227 of the Companies Act, 1956 based on independent audit in accordance with the auditing assurance standards prescribed by their professional body the Institute of Chartered Accountants of India. This is stated to have been done by them vide their Audit Report dated 25 May 2012.

I, on the behalf of the Comptroller and Auditor General of India, have conducted a supplementary audit under section 619 (3) (b) of the Companies Act, 1956 of the financial statements of **Bharat Petroleum Corporation Limited** for the year ended 31 March 2012. On the basis of my audit nothing significant has come to my knowledge which would give rise to any comment upon or supplement to Statutory Auditors' report under Section 619 (4) of the Companies Act, 1956.

For and on the behalf of the
Comptroller and Auditor General of India

Sd/-

Parama Sen

Principal Director of Commercial Audit &
ex-officio Member, Audit Board-II, Mumbai

Place : Mumbai
Date : 2 July 2012

PERFORMANCE PROFILE

	2011-12	2010-11	2009-10	2008-09	2007-08	2006-07	2005-06	2004-05	2003-04	2002-03
1. Refinery Thruput (TMT)										
Imported	16353	14769	14126	13143	13904	13465	11584	5093	4543	3230
Indigenous	6559	7015	6281	6802	7042	6317	5653	4045	4214	5481
TOTAL	22912	21784	20407	19945	20946	19782	17,237	9138	8757	8711
2. Production Quantity (000 KL)	26526	26346	24449	22820	23960	22154	19795	10314	10210	10291
Light Distillates %	31.54	34.51	32.80	30.46	30.73	28.20	31.97	31.35	33.27	34.32
Middle Distillates %	55.34	53.48	52.88	53.67	54.13	53.55	50.43	49.89	49.13	50.73
Heavy Ends %	13.12	12.01	14.32	15.87	15.14	18.25	17.60	18.76	17.60	14.95
3. Fuel and Loss as % of Crude Processed	6.1	5.7	5.9	6.6	6.6	6.6	6.7	5.9	5.7	5.6
4. Market Sales (MMT)	31.14	29.27	27.89	27.35	25.79	23.45	21.63	21.03	20.37	19.86
5. Lubricants Production (MT)	217851	220387	209301	151788	161957	116337	100461	106287	101245	112730
6. Market Participation %	22.4	22.5	22.5	22.8	22.7	22.6	22.4	21.9	22.1	22.0
7. Marketing Network										
Installations	12	12	12	12	12	12	12	12	12	17
Depots	115	114	129	120	126	121	121	123	129	153
Aviation Service Stations	36	31	30	23	22	21	20	19	19	19
Total Tankages (Million KL)	3.43	3.39	3.40	3.33	3.32	3.27	3.01	3.05	3.08	3.13
Retail Outlets	10310	9289	8692	8402	8251	7537	7332	6426	5530	4854
LPG Bottling Plants	49	49	49	49	48	48	45	44	42	40
LPG Distributors	2658	2452	2187	2117	2137	2129	2123	2061	1922	1828
LPG Customers (No. Million)	34.5	31.1	28.3	26.6	25.3	23.5	22.2	21.3	19.4	17.0
8. Manpower (Nos.)	13343	13837	13900	14016	14006	13970	13876	12029	12434	12494
9. Sales and Earnings (Figures in ₹ Crores)										
i) Sales and Other Income	203866	154886	127884	130118	113936	102428	82935	63343	52983	47584
ii) Gross Profit before										
Depreciation, Interest & Tax	5569	5167	4619	4246	4368	4204	1423	2092	3302	2720
iii) Depreciation	1885	1655	1242	1076	1098	904	768	596	561	481
iv) Interest	1800	1117	1011	2166	673	533	247	140	105	246
v) Profit before Tax	1884	2395	2366	1004	2597	2768	407	1356	2636	1994
vi) Tax	573	848	828	268	1017	962	116	391	941	744
vii) Profit after Tax	1311	1547	1538	736	1581	1806	292	966	1695	1250

PERFORMANCE PROFILE – (CONTD.)

	2011-12	2010-11	2009-10	2008-09	2007-08	2006-07	2005-06	2004-05	2003-04	2002-03
10. What the Company Owned (₹ Crores)										
i) Gross Fixed Assets (including Capital Work-in-Progress)	32846	30307	27930	24560	22268	20310	18545	14017	12566	10935
ii) Net Fixed Assets (including Capital Work-in-Progress)	17732	16972	16187	14003	12735	11833	11086	8349	7454	6366
iii) Net Current Assets	13612	9715	19954	20536	15445	10652	7783	2890	1908	2414
iv) Other Non-Current Assets	8430	8113								
Total Assets Net (ii + iii + iv)	39774	34800	36141	34539	28180	22485	18869	11239	9362	8780
11. What the Company Owed (₹ Crores)										
i) Share Capital	362	362	362	362	362	362	362	300	300	300
ii) Reserves and Surplus	14552	13696	12725	11766	11315	9912	8778	6088	5550	4447
iii) Net Worth (i + ii)	14914	14058	13087	12128	11677	10273	9139	6388	5850	4747
iv) Borrowings	22994	18960	22195	21172	15022	10829	8374	3882	2690	3286
v) Deferred Tax Liability (net)	1401	1008	859	1239	1481	1383	1356	969	822	747
vi) Other Non-Current Liabilities	465	774								
Total Funds Employed (iii + iv + v + vi)	39774	34800	36141	34539	28180	22485	18869	11239	9362	8780
12. Internal Generation (₹ Crores)	3135	2759	1897	1282	2636	2218	1061	1282	1740	1276
13. Value Added (₹ Crores)	14837	12926	10085	10447	8024	7955	4781	4877	5774	5203
14. Earnings in Foreign Exchange (₹ Crores)	19316	12380	9504	6567	7440	5585	4287	1945	1320	1191
15. Ratios										
i) Gross Profit before Depreciation, Interest & Tax as % age of Sales and Other Income	2.5	3.1	3.5	2.9	3.5	3.9	1.7	3.3	6.1	5.6
ii) Profit after Tax as % age of average Net Worth	9.1	11.4	12.2	6.2	14.4	18.6	3.2	15.8	32.0	28.6
iii) Gross Profit before Depreciation, Interest & Tax as % age of Capital Employed	14.6	15.6	13.7	13.1	15.9	19.4	8.0	21.2	41.5	34.8
iv) Profit before Tax as % age of Capital Employed	4.9	7.2	7.0	3.1	9.5	12.8	2.3	13.7	33.1	25.5
v) Profit After Tax as % age of Capital Employed (ROCE)	3.4	4.7	4.6	2.3	5.8	8.3	1.6	9.8	21.3	16.0
vi) Debt Equity Ratio	1.54	1.35	1.70	1.75	1.29	1.05	0.92	0.61	0.46	0.69
16. Earnings per Share (₹)	36.27	42.78	42.53	20.35	43.72	49.94	8.07	32.19	56.49	41.67
17. Book Value per Share (₹)	412.51	388.83	361.97	335.46	323.01	284.19	252.79	212.95	194.99	158.25
18. Dividend										
- Percentage	110	140	140	70	40	160	25	125	175	150
- Amount (₹ Crores)	398	506	506	253	145	578	90	375	525	450

Note : The figures for the years 2005-06 and onwards are merged figures including estwhile KRL.
The figures for the years 2011-12 and 2010-11 are prepared as per the requirements of the Revised Schedule VI

SOURCES AND APPLICATION OF FUNDS

2011-12 2010-11 2009-10 2008-09 2007-08 2006-07 2005-06 2004-05 2003-04 2002-03

SOURCES OF FUNDS

OWN

Profit after Tax	1,311	1,547	1,538	736	1,581	1,806	292	966	1,695	1,250
Capital Grants received / (Reversed) (Net of amortisation)	-	2	-	-	-	(1)	3	-	-	-
Adjustment on account of Transitional Provisions	-	-	-	-	(36)	-	-	-	-	-
Depreciation	1,885	1,655	1,247	1,084	1,099	1,056	771	596	562	478
Investment	461	2,124	4,577	-	-	-	-	300	129	233
Shareholders' Investment	-	-	-	-	-	-	-	-	-	-
Deferred Tax Provision	393	148	(380)	(242)	111	27	102	147	76	48

BORROWINGS

Loans (net)	4,022	-	1,024	6,149	4,193	2,456	3,715	1,192	-	-
LPG Deposits	613	570	411	237	232	154	150	170	238	183
Decrease in Working Capital	-	235	-	2,432	-	1,382	-	-	138	114
Adjustment on account of Deletion / Re-classification, etc.	63	50	16	38	38	4	7	17	3	6
	8,748	6,331	8,433	10,434	7,218	6,884	5,040	3,388	2,841	2,312

APPLICATION OF FUNDS

Capital Expenditure	2,762	2,532	3,447	2,389	2,039	1,808	2,009	1,509	1,653	1,249
Dividend	398	506	506	253	145	579	90	375	525	450
Tax on distributed profits	57	71	73	32	9	92	13	52	67	50
Repayment of Loans (net)	-	3,222	-	-	-	-	-	-	596	563
Investment	-	-	-	7,760	2,023	4,405	2,788	-	-	-
Increase in Working Capital	5,531	-	4,407	-	3,002	-	140	1,452	-	-
	8,748	6,331	8,433	10,434	7,218	6,884	5,040	3,388	2,841	2,312

SALES VOLUME ('000 MT)

	2011-12		2010-11		2009-10		2008-09		2007-08	
	Sales	Market Share (%)	Sales	Market Share (%)	Sales	Market Share (%)	Sales	Market Share (%)	Sales	Market Share (%)
Light Distillates :										
Naphtha	459	11.1	704	19.1	897	28.9	1,129	20.6	1,022	20.8
LPG (Bulk & Packed)	3,870	26.3	3,555	26.0	3,236	25.9	3,033	26.2	2,933	26.4
Motor Spirit	4,152	28.2	3,914	28.1	3,575	28.4	3,229	28.9	2,914	29.5
Special Boiling Point Spirit/ Hexane	38	44.3	45	41.9	39	34.9	34	29.5	32	26.6
Benzene	43	30.8	72	55.5	60	84.3	73	88.3	87	87.4
Toluene	29	100.0	21	100.0	24	97.9	27	97.4	27	91.0
Polypropylene Feed stock	95		73		71		62		62	
Regasified - LNG	736		607		710		866		905	
Others	286		261		234		204		207	
Sub Total	9,708		9,252		8,846		8,657		8,189	
Middle Distillates :										
Aviation Turbine Fuel	1,189	22.1	1,129	22.8	925	20.3	917	21.0	959	21.1
Superior Kerosene Oil	1,437	16.9	1,582	17.2	1,646	17.2	1,599	16.8	1,637	17.0
High Speed Diesel	16,320	25.2	14,552	24.8	13,298	24.2	12,630	24.6	11,482	24.7
Light Diesel Oil	64	15.3	66	14.4	59	12.8	78	14.2	107	16.1
Mineral Turpentine Oil	122	70.8	132	67.5	107	56.5	84	53.2	102	55.1
Others	-		-							
Sub Total	19,132		17,461		16,035		15,308		14,287	
Others :										
Furnace Oil	855	14.0	1,314	17.1	1,635	20.5	1,836	23.6	1,745	21.6
Low Sulphur Heavy Stock	249	14.2	254	12.8	447	18.0	591	18.6	600	18.5
Bitumen	846	19.6	651	16.0	627	14.4	680	15.0	653	14.6
Lubricants	265	22.0	275	22.7	231	18.7	203	20.1	232	20.5
Others	87	15.2	67	15.2	64	14.9	76	16.6	80	
Sub Total	2,302		2,561		3,004		3,386		3,310	
Grand Total	31,142	22.40	29,274	22.49	27,885	22.50	27,351	22.78	25,786	22.66

Note 1: Market Share is based on Sales Volumes of Public Sector Oil Companies.

PRODUCTION ('000 MT)

	2011-12	2010-11	2009-10	2008-09	2007-08
Light Distillates :					
Naphtha	2354	2567	2262	1821	2057
LPG	977	982	873	818	890
Motor Spirit	2483	2365	2069	2081	2054
Special Boiling Point Spirit/Hexane	38	46	39	33	33
Benzene	47	75	57	80	88
Toluene	29	20	23	28	26
Polypropylene Feedstock/ Propylene	94	74	72	62	63
Ind. Reformate	164				
Others	35	1	1	1	3
Sub Total	6221	6130	5396	4924	5214
Middle Distillates:					
Aviation Turbine Fuel	1193	1170	1062	981	984
Superior Kerosene Oil	961	1215	1235	996	1403
High Speed Diesel	9391	8614	7816	7805	7960
Light Diesel Oil	53	60	58	84	109
Mineral Turpentine Oil	123	131	110	84	98
Lube Oil Base Stock	206	205	185	155	154
Sub Total	11927	11395	10466	10104	10708
Heavy Ends :					
Furnace Oil	2175	2051	2263	2254	2360
Low Sulphur Heavy Stock	261	256	431	593	574
Sulphur	87	70	65	78	81
Bitumen	851	645	578	661	622
Others	-	-	-	15	11
Sub Total	3374	3022	3337	3600	3648
Grand Total	21522	20547	19199	18629	19570

Lubricants Production (MT)

	2011-12	2010-11	2009-10	2008-09	2007-08
	217851	220387	209301	151788	161957

Quantity of LPG Filled in Cylinders (MT)

	2011-12	2010-11	2009-10	2008-09	2007-08
	3515549	3236274	2946073	2760136	2657199

HOW VALUE IS GENERATED

	₹ Crores	
	2011-12	2010-11
Value of Production (Refinery)	99,815	71,660
Less : Direct Materials Consumed	<u>(90,550)</u>	<u>(63,304)</u>
Added Value	9,265	8,356
Marketing Operations	<u>3,870</u>	<u>2,949</u>
Value added by Manufacturing & Trading Operations	13,135	11,305
Add : Other Income and prior period items	1,702	1,621
Total Value Generated	<u><u>14,837</u></u>	<u><u>12,926</u></u>

HOW VALUE IS DISTRIBUTED

	₹ Crores	
	2011-12	2010-11
1. OPERATIONS		
Operating & Service Costs	7,007	4,996
2. EMPLOYEES' BENEFITS		
Salaries, Wages & Bonus	1,682	1,468
Other Benefits	<u>579</u>	<u>1,296</u>
3. PROVIDERS OF CAPITAL		
Interest on Borrowings	1,800	1,117
Dividend	<u>398</u>	<u>506</u>
4. INCOME TAX	339	771
5. RE-INVESTMENT IN BUSINESS		
Depreciation	1,885	1,655
Deferred Tax	291	148
Retained Profit	<u>856</u>	<u>969</u>
Total Value Distributed	<u><u>14,837</u></u>	<u><u>12,926</u></u>

AUDITORS' REPORT TO THE MEMBERS OF BHARAT PETROLEUM CORPORATION LIMITED

1. We have audited the attached Balance Sheet of **BHARAT PETROLEUM CORPORATION LIMITED** as at 31st March 2012 and the Statement of Profit and Loss and the Cash Flow Statement of the Company for the year ended on that date annexed thereto. These financial statements are the responsibility of the Company's management. Our responsibility is to express an opinion on these financial statements based on our audit.
2. We conducted our audit in accordance with the Auditing Standards generally accepted in India. Those Standards require that we plan and perform the audit to obtain reasonable assurance about whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.
3. As required by the Companies (Auditor's Report) Order, 2003 issued by the Central Government of India and further as per requirement of Companies (Auditor's Report) (Amendment) Order, 2004 in terms of sub-section (4A) of the section 227 of the Companies Act, 1956 we enclose in the Annexure a statement on the matters specified in paragraph 4 and 5 of the said Order.
4. Further to our comments in the Annexure referred to in paragraph (3) above, we report that:
 - a) We have obtained all the information and explanations, which to the best of our knowledge and belief were necessary for the purpose of our audit.
 - b) In our opinion, proper books of account as required by law have been kept by the Company so far as it appears from our examination of the books.
 - c) The Balance Sheet and the Statement of Profit and Loss and the Cash Flow Statement dealt with by this report are in agreement with the books of account.
 - d) In our opinion, the Balance Sheet, the Statement of Profit and Loss and the Cash Flow Statement comply with the Accounting Standards referred to in sub-section (3C) of section 211 of the Companies Act, 1956 to the extent applicable to the company.
 - e) Disclosure in terms of clause (g) of sub-section (1) of section 274 of the Companies Act, 1956 is not required as per Notification No. GSR 829(E) dated October 21, 2003 issued by the Department of Company Affairs.
 - f) Without qualifying our opinion, we invite attention to Note 21 of Financial Statements regarding recoverability from a Public Sector Undertaking (PSU) making significant losses, based on the assurances given by the PSU.
 - g) In our opinion and to the best of our information and according to the explanations given to us, the said accounts read with the notes thereon give the information required by the Companies Act, 1956, in the manner so required and give a true and fair view in conformity with the accounting principles generally accepted in India:
 - i) in the case of the Balance Sheet, of the state of affairs of the Company as at 31st March 2012;
 - ii) in the case of the Statement of Profit and Loss, of the profit for the year ended on that date; and
 - iii) in the case of Cash Flow Statement, of the cash flows for the year ended on that date.

For and on behalf of
T R CHADHA & Co.
Chartered Accountants
FR No: 006711N

Sd/-
KASHYAP VAIDYA
Partner
Membership No: 37623

Mumbai
Dated: 25th May 2012

For and on behalf of
K. VARGHESE & Co.
Chartered Accountants
FR No:004525S

Sd/-
K.VARGHESE
Partner
Membership No: 20674

ANNEXURE TO THE AUDITORS' REPORT

(Referred to in Paragraph (3) of our report of even date on the accounts of **BHARAT PETROLEUM CORPORATION LIMITED** for the year ended 31st March 2012)

1. Fixed Assets

- a) The Company has maintained proper records showing full particulars including the quantitative details and situation of fixed assets except in respect of items like pipes, valves, meters, instruments and other similar items peculiar to a continuous process plant.
- b) As per the information and explanation given to us, the company has generally physically verified its fixed assets during the previous year, other than LPG cylinders with customers, in accordance with the verification programme and the frequency of verification is reasonable having regard to the size of the company and the nature of its assets. The company has identified certain discrepancies on such verifications which are under reconciliation and consequent adjustment, which in view of management would not be material.
- c) In our opinion, the disposals of fixed assets during the year are not of a significant value and do not affect the going concern assumption.

2. Inventories

- a) The management during the year under audit carried out the physical verification of inventories (except those lying with third parties and in transit) at regular intervals. In respect of inventories lying with third parties, these have generally been confirmed by them and the inventory in transit has been verified with subsequent receipts.
- b) Taking into consideration the nature of business, we are of the opinion that the procedure of physical verification and frequency of such verification is reasonable and adequate in relation to the size of the company and the nature of its business.
- c) The Company is maintaining proper stock of inventory. The discrepancies noticed on verification between the physical stocks and records were not material in relation to the operation of the company and the same have been properly dealt with in the books of account.

3. Secured or Unsecured Loans Granted or Taken

Based on the audit procedures applied by us and according to the information and explanations given to us, the company has not granted or taken any loans, secured or unsecured to / from companies, firms or other parties covered in the register maintained under section 301 of the Companies Act, 1956. Therefore, the provisions of sub-clause (b) to (d), (f) and (g) of sub-para (iii) of para 4 of the Order are not applicable.

4. Internal Control

In our opinion and according to the information and explanations given to us, having regard to the explanation that some of the items purchased are of a special nature and suitable alternative sources do not exist, there is generally an adequate internal control procedure commensurate with the size of the Company and the nature of its business, for the purchase of inventories and fixed assets and for the sale of goods and services. During the course of our audit, we have not observed any continuing failure to correct major weaknesses in the internal control system.

5. Transactions under Section 301

- a) According to the information and explanation given to us and as verified by us, there were no transactions exceeding the value of Rs. five lakhs in case of any party that need to be entered in the Register maintained in pursuance of section 301 of the Companies Act, 1956.
- b) As there are no transactions exceeding the value of Rs. five lakhs in case of any party that need to be entered in the Register maintained pursuant to section 301 of the Companies Act, 1956, sub-clause (b) of sub-para (v) of Para 4 of the Order regarding reasonability of price at which such transactions have been entered is not applicable.

6. Public Deposits

According to the information and explanation given to us, the Company has not accepted any deposits from the public.

7. Internal Audit System

The Company has an internal audit system which is carried out by the inhouse department and also by outsourced firms for certain areas. In our view, the same is generally commensurate with the size and the nature of its business.

8. Cost Records

We have broadly reviewed the books of account maintained by the Company pursuant to the rules made by the Central Government for the maintenance of cost records under section 209(1)(d) of the Companies Act, 1956 and are of the opinion that prima facie the prescribed records have been kept and maintained. We have not made a detailed examination of these records.

9. Statutory Dues

The company has been generally regular in depositing its undisputed statutory dues including Provident Fund, Investor Education and Protection Fund, Employees State Insurance Fund, Income Tax, Sales Tax, Value Added Tax, Wealth Tax, Service Tax, Customs Duty, Excise Duty, Cess and any other statutory dues as applicable with the appropriate authorities during the year. According to the information and explanation given to us, no material undisputed amounts payable in respect of Provident Fund, Investor Education and Protection Fund, Employees State Insurance Fund, Income Tax, Sales Tax, Value Added Tax, Wealth Tax, Service Tax, Customs Duty, Excise Duty, Cess and any other statutory dues were in arrears as at 31.3.2012 for a period of more than six months from the date they became payable.

The details of disputed dues of sales tax, income tax, customs duty, wealth tax, service tax, excise duty, cess, etc. which have not been deposited, are given in Annexure I.

- 10.** The company does not have any accumulated losses at the end of the financial year and it has not incurred any cash losses during the financial year covered by our audit and in the immediately preceding financial year.
- 11.** According to the information and explanations given to us and based on the documents and records produced before us, the Company has not defaulted in repayment of dues to Financial Institutions / Banks.
- 12.** According to the information and explanations given to us, the Company has not granted loans and advances on the basis of security by way of pledge of shares, debentures and other securities.
- 13.** In our opinion and according to the information and explanations given to us, the nature of activities of the Company does not attract any special statute applicable to chit fund and nidhi/ mutual benefit fund/ societies. Therefore, the provisions of clause 13 of Para 4 of the Companies (Auditor's Report) Order are not applicable to the Company.
- 14.** According to the information and explanations given to us and as verified by us, the Company is not dealing or trading in shares, securities, debentures and other investments. The shares, securities, debentures and other investments are held by the Company in its own name except to the extent of the exemption granted under section 49 of the Companies Act, 1956.
- 15.** The Company has given guarantees for loans taken by others from banks or financial institutions, aggregating to Rs. 1818.30 Crores where the terms and conditions, in our opinion, are not prima facie prejudicial to the interest of the Company.
- 16.** In our opinion, the term loans obtained during the year, prima facie, have been applied for the purpose for which the loans were raised.
- 17.** According to the information and explanation given to us and on an overall examination of the Balance Sheet and Cash Flow Statement of the Company, we report that funds raised on short-term basis have not been used for long-term investment.
- 18.** According to the information and explanations given to us and verified by us, the Company has not made any preferential allotment of shares during the year to parties and companies covered in the Register maintained under section 301 of Companies Act, 1956.
- 19.** According to the information and explanations given to us, the Company has not issued any debentures during the year.
- 20.** The company has not raised any money by public issues during the year.

21. As represented to us by the management and based on our examination in the course of our audit, except for the instances at (a) and (b) below, no material fraud on or by the Company has been noticed or reported during the year.

- a) The company has identified a fraud at Budge Budge where there was a shortage in the products lying with a repacker. The cost price of the products is Rs. 69.93 lacs and the sale value of the same is Rs. 124 lacs. The amount is still pending recovery.
- b) The company has identified another fraud made by an advocate relating to misappropriation of compensation amount deposited for land acquisition at Bijwasan Installation and other court cases, amounting to Rs. 188.40 lacs, which has since been recovered.

For and on behalf of
T R CHADHA & Co.
Chartered Accountants
FR No: 006711N

For and on behalf of
K. VARGHESE & Co.
Chartered Accountants
FR No:004525S

Sd/-
KASHYAP VAIDYA
Partner
Membership No: 37623

Sd/-
K.VARGHESE
Partner
Membership No: 20674

Mumbai
Dated: 25th May 2012

CONSOLIDATED SUMMARY

Annexure 1 (Amount in ₹ Crores)

Nature of Statute / Nature of Dues	Period Block	Forum where Dispute is pending							Grand Total
		Supreme Court	High Court	Appellate Tribunal*	Appellate Authority**	Adjudicating Authority***	Joint Secretary, MOF	Service Tax	
Central Excise Act, 1944 (Excise Duty Including Penalty & Interest, wherever applicable)	1985 to 1990			0.07					0.07
	1990 to 1995				0.14				0.14
	1995 to 2000			27.41	0.71				28.11
	2000 to 2005	543.62		193.42	101.11	1.67	0.05		839.86
	2005 to 2010		21.61	129.28	72.48				223.38
	2010 to 2012	112.30		127.94	0.86				241.11
Excise Duty Total		655.92	21.61	478.12	175.30	1.67	0.05	-	1,332.67
Customs Act, 1962	1995-2000			19.72	-	3.25			22.97
	2000-2005			16.33	87.51	0.32			104.16
	2005-2010			5.51	13.28				18.79
	2010-2012			0.31		0.26			0.57
Customs Act, 1962 Total		-	-	41.86	100.79	3.83	-	-	146.49
Sales Tax/ VAT Legislations (Sales Tax Including Penalty & Interest, wherever applicable)	1980 to 1985		22.13						22.13
	1985 to 1990	1.51	0.19	16.44		9.63			27.77
	1990 to 1995	12.95		12.88	0.01	0.80			26.65
	1995 to 2000	16.17	7.84	199.20	(0.29)	939.12			1,162.04
	2000 to 2005	186.85	176.64	1,725.75	0.99	1,223.13			3,313.37
	2005 to 2010			60.62	86.54	982.59			1,129.75
	2010 to 2012		21.96			0.04			22.00
Sales Tax Total		217.48	228.76	2,014.89	87.26	3,155.32	-	-	5,703.71
Income Tax Act, 1961 (Income Tax including Penalty & Interest, wherever applicable)	1990 to 1995		6.73	0.22					6.95
	1995 to 2000		0.26	0.48	1.35				2.09
	2000 to 2005			5.51					5.51
	2005 to 2010				18.08				18.08
	2010 to 2012								-
Income Tax Total		-	6.99	6.21	19.44	-	-	-	32.64
Finance Act, 1994 (Service Tax)	2000 to 2005				0.24				0.24
	2005 to 2010			2.11	3.75				5.86
	2010 to 2012						0.10		0.10
Service Tax Total		-	-	2.11	3.99	-	-	0.10	6.20
Grand Total		873.40	257.36	2,543.20	386.78	3,160.82	0.05	0.10	7,221.71

* Appellate Tribunal includes Sales Tax Tribunal, CESTAT and ITAT.

** Appellate Authority includes Commissioner Appeals, Assistant Commissioner Appeals, Deputy Commissioner Appeals, Joint Commissioner Appeals and Deputy Commissioner Commercial Taxes Appeals.

*** Adjudicating Authority includes Collector of Sales Tax, Sales Tax Officer and Deputy Commissioner Sales Tax, Joint / Deputy/ Additional Commissioner of Commercial Taxes

BALANCE SHEET AS AT 31st MARCH, 2012

₹ Crores

	Note no.	As at 31/03/2012	As at 31/03/2011
EQUITY AND LIABILITIES			
Shareholders' Funds			
Share Capital	2	361.54	361.54
Reserves and Surplus	3	14,552.32	13,696.08
		<u>14,913.86</u>	<u>14,057.62</u>
Non-current liabilities			
Long-term borrowings	4	2,159.09	2,648.38
Deferred tax liabilities (Net)	5	1,400.56	1,007.54
Other long-term liabilities	6	55.96	41.25
Long-term provisions	7	409.96	733.20
		<u>4,025.57</u>	<u>4,430.37</u>
Current liabilities			
Short-term borrowings	8	19,087.35	13,809.69
Trade payables	9	12,789.91	8,414.48
Other current liabilities	10	13,442.59	13,563.96
Short-term provisions	11	1,347.70	1,599.83
		<u>46,667.55</u>	<u>37,387.96</u>
TOTAL		<u>65,606.98</u>	<u>55,875.95</u>
ASSETS			
Non-current assets			
Fixed assets			
Tangible assets	12	16,536.24	15,936.32
Intangible assets	13	76.14	63.01
Capital work-in-progress	15	1,116.53	969.86
Intangible assets under development	14	2.53	2.53
Non-current investments	16	4,970.29	4,945.68
Long-term loans and advances	17	3,458.97	3,166.62
Other non-current assets	18	0.95	0.94
		<u>26,161.65</u>	<u>25,084.96</u>
Current assets			
Current investments	19	5,947.13	7,091.38
Inventories	20	15,948.06	15,375.08
Trade receivables	21	6,378.34	2,532.65
Cash and cash equivalents	22	978.85	379.03
Short-term loans and advances	23	787.34	520.88
Other current assets	24	9,405.61	4,891.97
		<u>39,445.33</u>	<u>30,790.99</u>
TOTAL		<u>65,606.98</u>	<u>55,875.95</u>
Significant Accounting Policies	1		
Other Notes to Accounts	33 to 53		

For and on behalf of the Board of Directors

As per our attached report of even date

Sd/-

R.K. SINGH

Chairman and Managing Director

For and on behalf of

T.R CHADHA & CO.

Chartered Accountants

FR No: 006711N

K.VARGHESE & CO.

Chartered Accountants

FR No: 004525S

Sd/-

S.VARADARAJAN

Director (Finance)

Sd/-

S.V. KULKARNI

Company Secretary

Sd/-

KASHYAP VAIDYA

Partner

Membership No. 37623

Sd/-

K.VARGHESE

Partner

Membership No. 20674

Place : Mumbai

Dated : 25th May, 2012

STATEMENT OF PROFIT & LOSS FOR THE YEAR ENDED 31st MARCH, 2012

	Note No.	2011-12	2010-11
			₹ Crores
Revenue from Operations	25	2,11,972.97	1,51,639.45
Other Income	26	1,701.78	1,621.36
Total Revenue		<u>2,13,674.75</u>	<u>1,53,260.81</u>
Less: Expenses			
Cost of Raw materials consumed	27	85,562.97	62,730.40
Purchases of stock-in-trade	28	1,12,159.15	78,105.10
Changes in inventories of finished goods, work-in-progress and stock-in-trade	29	(601.60)	(2,056.05)
Employee benefits expense	30	2,261.07	2,763.63
Finance costs	31	1,799.59	1,117.03
Depreciation and amortization expense	12, 13	1,884.87	1,655.40
Other expenses	32	8,724.53	6,550.41
Total expenses		<u>2,11,790.58</u>	<u>1,50,865.92</u>
Profit before tax		1,884.17	2,394.89
Less : Tax Expense			
Current tax		280.00	610.24
Less : MAT Credit entitlement		(101.93)	-
Net Current Tax		178.07	610.24
Deferred Tax		393.01	148.24
Short provision in earlier years provided for		1.82	89.73
Total Tax Expense		<u>572.90</u>	<u>848.21</u>
Profit/ (Loss) after tax for the year		<u>1,311.27</u>	<u>1,546.68</u>
Basic and Diluted Earnings per share (Face value ₹ 10)		36.27	42.78
Significant Accounting Policies	1		
Other Notes to Accounts	33 to 53		

For and on behalf of the Board of Directors

As per our attached report of even date

Sd/-

R.K. SINGH

Chairman and Managing Director

For and on behalf of

T.R CHADHA & CO.

Chartered Accountants

FR No: 006711N

K.VARGHESE & CO.

Chartered Accountants

FR No: 004525S

Sd/-

S.VARADARAJAN

Director (Finance)

Sd/-

S.V. KULKARNI

Company Secretary

Sd/-

KASHYAP VAIDYA

Partner

Membership No. 37623

Sd/-

K.VARGHESE

Partner

Membership No. 20674

Place : Mumbai

Dated : 25th May, 2012

CASH FLOW STATEMENT

	₹ Crores	
For the year ended 31 st March	2012	2011
A Cash Flow from Operating Activities		
Net Profit Before tax	1,884.17	2,394.89
Adjustments for :		
Depreciation	1,884.87	1,655.40
Interest	1,799.59	1,100.78
Foreign Exchange Fluctuations (Refer explanatory Note no. 3)	1,090.47	(106.68)
(Profit) / Loss on Sale of fixed assets	(77.19)	7.69
(Profit) / Loss on Sale of investments	141.30	186.51
Income from Investments	(719.57)	(852.56)
Dividend Received	(135.59)	(120.04)
Other Non-Cash items (Refer explanatory Note no. 4)	(78.13)	(451.85)
Operating Profit before Working Capital Changes	5,789.92	3,814.14
(Invested in)/Generated from :		
Trade Receivables	(3,732.45)	18.39
Other Receivables	(4,703.25)	(1,794.94)
Inventory	(572.98)	(3,346.22)
Current Liabilities & Payables	4,576.67	5,474.15
Cash generated from Operations	1,357.90	4,165.52
Direct Taxes paid	(432.06)	(1,083.65)
Net Cash Flow from Operating Activities	925.84	3,081.87

CASH FLOW STATEMENT (CONTD.)

	₹ Crores	
For the year ended 31 st March	2012	2011
B Cash Flow from Investing Activities		
Purchase of fixed assets	(2,560.32)	(2,481.25)
Sale of fixed assets	101.96	4.89
Capital Grant Received	-	1.62
(Investment)/Sale of Investment in Joint Venture Companies		
Bharat Oman Refineries Limited	-	(448.79)
Central UP Gas Limited	-	(1.50)
Delhi Aviation Fuel Facility Private Limited	-	(60.68)
Bharat Renewable Energy Limited	(0.75)	(0.50)
Petronet CCK Limited (Loan)	18.23	(24.40)
Bharat Oman Refineries Limited (Loan)	-	1,456.00
(Investment)/Sale of Investment in Subsidiaries		
Bharat Petro Resources Limited	(120.00)	(397.45)
Bharat Petro Resources Limited (Loan)	(151.75)	(308.10)
Sale of Investments	957.42	2,996.07
Income from Investment	729.08	894.55
Dividend Received	135.59	120.04
Net Cash Flow from Investing Activities	<u>(890.54)</u>	<u>1,750.50</u>
C Cash Flow from Financing Activities		
Long term Borrowings	600.00	2,137.17
Repayment of loans	(2,645.95)	(2,326.88)
Interest paid	(1,823.97)	(1,061.73)
Dividend Paid	(506.54)	(506.48)
Corporate Dividend Tax	(71.08)	(72.77)
Realised (loss) / gains of exchange differences on foreign currency loans	(265.60)	13.69
Net Cash Flow from Financing Activities	<u>(4,713.14)</u>	<u>(1,817.00)</u>
D Net Increase / (Decrease) in Cash and Cash equivalents (A+B+C)	<u>(4,677.84)</u>	<u>3,015.37</u>
Cash and Cash equivalents as at 31st March	2011	2010
Cash in Hand / in transit	133.85	98.39
Cash at Bank	245.18	243.97
Cash Credit from scheduled banks	(2,021.55)	(6,714.15)
CBLOs	-	(500.00)
Unsecured loans from scheduled banks / ICDs / CPs	(11,788.14)	(9,574.24)
	<u>(13,430.66)</u>	<u>(16,446.03)</u>

CASH FLOW STATEMENT (CONTD.)

	₹ Crores	
	2012	2011
Cash and Cash equivalents as at 31st March		
Cash in Hand / in transit	75.00	133.85
Cash at Bank	903.85	245.18
Cash Credit from scheduled banks	(210.11)	(2,021.55)
Unsecured loans from scheduled banks / ICDs / CPs	(18,877.24)	(11,788.14)
	(18,108.50)	(13,430.66)
Net change in Cash and Cash equivalents	(4,677.84)	3,015.37

Explanatory notes to Cash Flow Statement

1. The Cash Flow Statement is prepared in accordance with the format prescribed by Securities and Exchange Board of India and as per Accounting Standard 3 as notified by the Central Government.
2. In Part-A of the Cash Flow Statement, figures in brackets indicate deductions made from the Net Profit for deriving the net cash flow from operating activities. In Part-B and Part-C, figures in brackets indicate cash outflows.
3. The net profit / loss arising due to conversion of current assets / current liabilities, receivable / payable in foreign currency is furnished under the head "Foreign Exchange Fluctuations".
4. "Other Non-Cash items" include excess provisions written back, foreign exchange adjustments, diminution in value of investment, amortisation of Capital grant, Bad debts and materials written off and miscellaneous adjustments not affecting cash flow.
5. "Cash at Bank" includes a balance of ₹ **2.41 crores** (previous year ₹ 2.79 crores) towards unclaimed dividend.
6. Figures of the previous year have been regrouped wherever necessary, to conform to current year's presentation.

For and on behalf of the Board of Directors

Sd/-

R.K. SINGH

Chairman and Managing Director

Sd/-

S.VARADARAJAN

Director (Finance)

Sd/-

S.V. KULKARNI

Company Secretary

As per our attached report of even date

For and on behalf of

T.R CHADHA & CO.

Chartered Accountants

FR No: 006711N

K.VARGHESE & CO.

Chartered Accountants

FR No: 004525S

Sd/-

KASHYAP VAIDYA

Partner

Membership No. 37623

Sd/-

K.VARGHESE

Partner

Membership No. 20674

Place : Mumbai

Dated : 25th May, 2012

Company Overview

Bharat Petroleum Corporation Limited referred to as “BPCL” or “the Corporation” was incorporated on 3rd November, 1952. BPCL is a Government of India Enterprise listed on Bombay Stock Exchange Limited and National Stock Exchange of India Limited. The Corporation is engaged in the business of refining of crude oil and marketing of petroleum products. It has refineries at Mumbai and Kochi, LPG bottling plants and Lube blending plants. The Corporation’s marketing infrastructure includes a vast network of Installations, Depots, Retail Outlets, Aviation Service Stations and LPG distributors.

1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES

1.1 BASIS FOR PREPARATION

The financial statements of the company have been prepared in accordance with generally accepted accounting principles in India (Indian GAAP). The company has prepared these financial statements to comply in all material respects with the accounting standards notified under the Companies (Accounting Standards) Rules, 2006 (as amended) and the relevant provisions of the Companies Act, 1956. The financial statements have been prepared on an accrual basis (unless otherwise stated) and under historical cost convention. The accounting policies are consistent with those used in previous year except for the policy in respect of foreign exchange differences referred to in para 1.13.iv.

1.2 USE OF ESTIMATES

The preparation of financial statements requires the management of the company to make certain estimates and assumptions that affect the amounts reported in the financial statements and notes thereto. Differences, if any, between actual amounts and estimates are recognised in the period in which the results are known.

1.3 FIXED ASSETS

i) TANGIBLE FIXED ASSETS

- a) Fixed Assets are stated at cost net of accumulated depreciation.
- b) Subsequent expenditure related to an item of fixed asset is added to its book value only if it increases the future benefits from the existing asset beyond its previously assessed standard of performance.
- c) Expenditure on assets, other than plant and machinery, LPG cylinders and pressure regulators, not exceeding ₹ 1,000 per item are charged to revenue.
- d) Machinery spares that are specific to a fixed asset are capitalised along with the fixed asset. Replacement of such spares is charged to revenue.
- e) Land acquired on lease where period of lease exceeds 99 years is treated as freehold land.
- f) **Expenditure during construction period:** Direct expenses including borrowing cost incurred during construction period on capital projects are capitalised. Indirect expenses of the project group which are allocated to projects costing ₹ 5 crores and above are also capitalised. Crop compensation expenses incurred in the process of laying pipelines are capitalised. Expenditure incurred generally during construction period of projects on assets like electricity transmission lines, roads, culverts etc. the ownership of which is not with the company are charged to revenue in the accounting period of incurrence of such expenditure.

ii) INTANGIBLE ASSETS

- a) Intangible assets are carried at cost less accumulated amortisation.
- b) Cost of right of way that is perennial in nature is not amortised as no finite useful life can be identified for the same.
- c) Expenditure incurred for creating/acquiring other intangible assets of ₹ 0.50 crores and above, from which future economic benefits will flow over a period of time, is amortised over the estimated useful life of the asset or five years, whichever is lower, from the time the intangible asset starts providing the economic benefit.
- d) In other cases, the expenditure is charged to revenue in the year the expenditure is incurred.

1.4 IMPAIRMENT OF ASSETS

The values of tangible and intangible assets of respective Cash Generating Units are reviewed by the management for impairment at each Balance Sheet date, if events or circumstances indicate that the carrying values may not be recoverable. If the carrying value is more than the net selling price of the asset or present value, the difference is recognised as an impairment loss.

1.5 BORROWING COSTS

Borrowing costs that are attributable to the acquisition or construction of qualifying assets are capitalised as part of the cost of such assets till the month in which the asset is ready for use. All other borrowing costs are charged to revenue.

1.6 DEPRECIATION

- i. Depreciation on fixed assets is provided under the straight line method, at rates prescribed under Schedule XIV to the Companies Act, 1956, except in following cases :
 - a) Premium paid for acquiring leasehold land for lease period not exceeding 99 years, is amortised over the period of lease.
 - b) Fixed assets costing not more than ₹ 5,000 each, LPG cylinders and pressure regulators are depreciated @ 100 percent in the year of acquisition.
 - c) Computer equipment and peripherals, and mobile phones are depreciated over a period of 4 years. Furniture provided at the residence of management staff is depreciated over a period of seven years.
- ii. Depreciation is charged on addition / deletion on pro-rata monthly basis including the month of addition / deletion.

1.7 INVESTMENTS

- i. Current investments are valued at lower of cost or fair value determined on an individual investment basis.
- ii. Long-term investments are valued at cost. Provision for diminution in value is made to recognise a decline, other than of temporary nature, in the value of such investments.

1.8 INVENTORY

- i. Inventories are stated at cost or net realisable value, whichever is lower. Cost is determined on weighted average basis and comprises of expenditure incurred in the normal course of business in bringing inventories to their present location including appropriate overheads apportioned on a reasonable and consistent basis.
- ii. The net realisable value of finished goods and stock in trade are based on the inter-company transfer prices and final selling prices (applicable at the location of stock) for sale to oil companies and retail consumers respectively. For the purpose of stock valuation, the proportion of oil companies sales and retail sales are determined on all India basis and this is considered for stock valuation at all locations.
- iii. Stock-in-process is valued at raw material cost plus cost of conversion.
- iv. Obsolete, slow moving, surplus and defective stocks are identified at the time of physical verification of stocks and where necessary, provision is made for such stocks.

1.9 REVENUE RECOGNITION

- i. Sales represents invoiced value of goods supplied net of trade discounts, and include applicable excise duty, surcharge and other elements as are allowed to be recovered as part of the price but excludes VAT / Sales Tax. Further, it includes other elements allowed by the Government from time to time.
- ii. Claims including subsidy on LPG and SKO from Government of India are booked on ₹ in principle acceptance' thereof on the basis of available instructions/clarifications subject to final adjustments after necessary audit, as stipulated.
- iii. Other claims are booked when there is a reasonable certainty of recovery. Claims are reviewed on a periodical basis and if recovery is uncertain, provision is made in the accounts.
- iv. Income from sale of scrap is accounted for on realisation.
- v. Dividend income is recognised when the company's right to receive the dividend is established.
- vi. Interest income is recognised on a time proportion basis taking into account the amount outstanding and the applicable interest rate.

1.10 CLASSIFICATION OF INCOME / EXPENSES

- i. Expenditure on Research, other than capital expenditure, is charged to revenue in the year in which the expenditure is incurred.
- ii. Income/expenditure upto ₹ 0.05 crore in each case pertaining to prior years is charged to the current year.
- iii. Prepaid expenses upto ₹ 0.05 crore in each case, are charged to revenue as and when incurred.
- iv. Deposits placed with Government agencies/ local authorities which are perennial in nature are charged to revenue in the year of payment.

1.11 EMPLOYEE BENEFITS

- i. Contributions to defined contribution schemes such as Pension, Superannuation, Provident Fund, etc. are charged to the Statement of Profit and Loss as and when incurred.
- ii. The Company also provides for retirement/ post-retirement benefits in the form of gratuity, leave encashment, post retirement benefits and other long term benefits. Such defined benefits are charged to the Profit and Loss account based on valuations made by independent actuaries using the Projected Unit Credit Method, as at the balance sheet date.
- iii. Payments made under Voluntary Retirement Scheme are charged to Statement of Profit and Loss.

1.12 DUTIES ON BONDED STOCKS

- i. Customs duty on Raw materials/Finished goods lying in bonded warehouse are provided for at the applicable rates except where liability to pay duty is transferred to consignee.
- ii. Excise duty on finished stocks lying in bond is provided for, at the assessable value applicable at each of the locations at maximum rates based on end use.

1.13 FOREIGN CURRENCY & DERIVATIVE TRANSACTIONS

- i. Transactions in foreign currency are accounted in the reporting currency at the exchange rate prevailing on the date of transaction.
- ii. Monetary items denominated in foreign currency are converted at exchange rates prevailing on the date of Balance Sheet.
- iii. Foreign Exchange differences arising at the time of translation or settlement are recognised as income or expense in the Statement of Profit & Loss either under foreign exchange fluctuation or interest, as the case may be.
- iv. However, foreign exchange differences on long term foreign currency monetary items relating to acquisition of depreciable assets are adjusted to the carrying cost of the assets and depreciated over the balance life of the asset and in other cases, if any, accumulated in "Foreign Currency Monetary Item Translation Difference Account" and amortised over the balance period of the asset or liability.
- v. Premium / discount arising at the inception of the forward exchange contracts to hedge foreign currency risks are amortised as expense or income over the life of the contract. Exchange differences on such contracts are recognised in the Statement of Profit & Loss.
- vi. Gains / losses arising on settlement of Derivative transactions entered into by the Corporation to manage the commodity price risk and exposures on account of fluctuations in interest rates and foreign exchange are recognised in the Statement of Profit and Loss. Provision for losses in respect of outstanding contracts as on balance sheet date is made based on mark to market valuations of such contracts.

1.14 GOVERNMENT GRANTS

- i. When the grant relates to an expense item or depreciable fixed assets, it is recognised as income over the periods necessary to match them on a systematic basis to the costs, which it is intended to compensate. The grant relating to future years are treated as Deferred Income and reflected as Capital Reserve in Balance Sheet.
- ii. Government grants of the nature of promoters' contribution or relating to non depreciable assets are credited to capital reserve and treated as a part of shareholders' funds.

1.15 PROVISIONS, CONTINGENT LIABILITIES AND CAPITAL COMMITMENTS

- i. A provision is recognised when an enterprise has a present obligation as a result of past events; it is probable that an outflow of resources will be required to settle the obligation and in respect of which a reliable estimate can be made.
- ii. Contingent Liabilities are not recognised but are disclosed in the Notes. Contingent liabilities are disclosed in respect of possible obligations that arise from past events but their existence is confirmed by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Corporation.
- iii. Capital commitments and Contingent liabilities disclosed are in respect of items which exceed ₹ 0.05 crore in each case.

1.16 TAXES ON INCOME

- Provision for current tax is made after taking into consideration benefits admissible under the provisions of the Income Tax Act, 1961.
- Deferred tax resulting from “timing differences” between book and taxable profit is accounted for using the tax rates and laws that have been enacted or substantively enacted as on the balance sheet date.
- The deferred tax asset is recognised and carried forward only to the extent that there is a reasonable certainty that the assets will be realised in future. However, in respect of unabsorbed depreciation or carry forward losses, the deferred tax asset is recognised and carried forward only to the extent that there is a virtual certainty that the assets will be realised in future.
- The carrying amount of deferred tax assets and unrecognised deferred tax assets are reviewed at each balance sheet date.

1.17 EARNINGS PER SHARE

Basic earnings per share are calculated by dividing the net profit or loss for the period attributable to equity share holders (after deducting preference dividends, if any, and attributable taxes) by the weighted average number of equity shares outstanding during the period.

For the purpose of calculating diluted earnings per share, the net profit or loss for the period attributable to equity shareholders and the weighted average number of shares outstanding during the period are adjusted for the effect of all dilutive potential equity shares.

2. SHARE CAPITAL

		₹ Crores	
		31/03/2012	31/03/2011
i	Authorised 45,00,00,000 equity shares	<u>450.00</u>	<u>450.00</u>
ii	Issued, subscribed and paid-up 36,15,42,124 (previous year 36,15,42,124) equity shares fully paid-up	<u>361.54</u>	361.54
	Total	<u>361.54</u>	<u>361.54</u>

- The Corporation has only one class of shares namely equity shares having a par value of ₹ 10 per share. Each holder of equity shares is entitled to one vote per share. In the event of liquidation of the Corporation, the holders of equity shares will be entitled to receive the remaining assets of the Corporation in proportion to the number of equity shares held.

The Corporation declares and pays dividend in Indian Rupees. The dividend proposed by the Board of Directors is subject to the approval of the shareholders in the ensuing Annual General Meeting.

During the year ended 31st March 2012, the amount of dividend per share is ₹ 11 (previous year ₹ 14). The total dividend appropriation for the year ended 31st March 2012 amounted to ₹ 454.86 crores (previous year ₹ 577.24 crores) including Corporate Dividend Tax of ₹ 57.16 crores (previous year ₹ 71.08 crores)

- The Corporation has not issued or bought back any shares during the year and accordingly there is no change in the share capital.

- Shareholders holding more than 5% shares

Name of shareholder	31/03/2012		31/03/2011	
	% Holding	No. of shares	% Holding	No. of shares
Government of India	54.93	19,86,00,060	54.93	19,86,00,060
BPCL Trust for Investment in shares	9.33	3,37,28,737	9.33	3,37,28,737
Life Insurance Corporation of India	6.80	2,45,86,734	8.89	3,21,57,195

3. RESERVES & SURPLUS

	₹ Crores	
	31/03/2012	31/03/2011
Capital Reserve		
As per last Balance Sheet	16.32	14.85
Add: Grant received during the year	-	1.62
(Less) : Amortisation of Capital Grant	<u>(0.17)</u>	<u>(0.15)</u>
	<u>16.15</u>	<u>16.32</u>
Debenture Redemption Reserve		
As per Last Balance Sheet	1,000.00	1,000.00
Add: Transfer from Profit & Loss Account	-	-
	<u>1,000.00</u>	<u>1,000.00</u>
General Reserve		
As per last Balance Sheet	12,179.76	11,529.26
Add : Transfer from Profit & Loss Account	856.41	650.50
	<u>13,036.17</u>	<u>12,179.76</u>
Surplus as per Profit & Loss Account		
As per last Balance Sheet	500.00	181.06
Add : Profit for the year	1,311.27	1,546.68
Less : Proposed Dividend	(397.70)	(506.16)
Less : Corporate Dividend Tax	(57.16)	(71.08)
Less : Transfer to General Reserve	<u>(856.41)</u>	<u>(650.50)</u>
	<u>500.00</u>	<u>500.00</u>
Total	<u>14,552.32</u>	<u>13,696.08</u>

4. LONG-TERM BORROWINGS

	₹ Crores			
	31/03/2012		31/03/2011	
	Current #	Non-Current	Current #	Non-Current
Debentures				
Secured				
7.73% Secured Non-Convertible Debentures 2012*	1,000.00	-	-	1,000.00
6.23% Secured Non-Convertible Debentures 2011	-	-	1,000.00	-
Other Loans				
Unsecured				
Loan from Oil Industry Development Board	247.25	496.50	228.00	643.75
External Commercial Borrowings	-	1,662.59	1,274.25	1,004.63
Inter-corporate deposit	500.00	-	-	-
	<u>1,747.25</u>	<u>2,159.09</u>	<u>2,502.25</u>	<u>2,648.38</u>

Classified under other current liabilities (refer note-10)

4. LONG-TERM BORROWINGS (CONTD.)

Terms of Repayment Schedule of Long-term borrowings as on 31/03/2012:

	₹ Crores	Date of Maturity
Non-Current		
Loan from Oil Industry Development Board	100.00	30-Mar-2017
	57.75	20-Apr-2015
	221.50	15-Sep-2014
	117.25	29-Sep-2013
External Commercial Borrowings	511.57	3-Feb-2017
	1,023.13	20-Feb-2016
	127.89	25-Nov-2014
Current		
7.73% Secured Non-Convertible Debenture 2012*	1,000.00	9-Oct-2012
Loan from Oil Industry Development Board	19.25	20-Apr-2012
	110.75	Apr-Sep 2012
	117.25	Sep 2012
Inter-corporate Deposits	500.00	19-Nov-2012

* The Corporation had allotted redeemable non-convertible 7.73% Debentures of face value of ₹ 1,000 crores on 12th October 2009. These are secured by first legal mortgage in English form by way of a Registered Debenture Trust Deed over the fixed assets of the Company, mainly Plant and Machinery at Mumbai Refinery

5. DEFERRED TAX LIABILITIES (NET)

	₹ Crores	
	31/03/2012	31/03/2011
Deferred tax liability:		
On account of depreciation	2,305.09	2,060.20
Deferred tax asset:		
Disallowance u/s 43B of the Income tax Act, 1961 including employee benefits.	483.03	571.88
Provisions for mark to market for investments & loans, doubtful debts, claims, etc.	390.22	480.78
Voluntary Retirement Scheme & Long term Capital loss	31.28	-
Total deferred tax asset	904.53	1,052.66
Net deferred tax liability	1,400.56	1,007.54

6. OTHER LONG-TERM LIABILITIES

	₹ Crores	
	31/03/2012	31/03/2011
Security/Earnest Money Deposits	15.84	5.40
Others	40.12	35.85
Total	55.96	41.25

7. LONG-TERM PROVISIONS

	₹ Crores	
	31/03/2012	31/03/2011
Provision for employee benefits	409.96	733.20
Total	409.96	733.20

8. SHORT-TERM BORROWINGS

	₹ Crores	
	31/03/2012	31/03/2011
Loans repayable on demand		
From banks		
Secured		
Working Capital Loans / Cash Credit *	210.11	2,021.55
Unsecured		
Rupee Loans	200.00	1,090.00
Foreign Currency Loans	18,677.24	10,698.14
Total	19,087.35	13,809.69

* Secured in favour of the participating banks ranking pari passu inter-alia by hypothecation of raw materials, finished goods, stock-in-process, book debts, stores, components and spares and all movables both present and future.

9. TRADE PAYABLES

	₹ Crores	
	31/03/2012	31/03/2011
Dues to micro and small enterprises *	1.13	1.94
Dues to subsidiaries	731.06	673.59
Dues to others	12,057.72	7,738.95
Total	12,789.91	8,414.48

* To the extent, the Corporation has received intimation from the "suppliers" regarding their status under the Micro, Small and Medium Enterprises Development Act, 2006, the details are provided as under:

	₹ Crores	
	31/03/12	31/03/11
Amount Due and Payable at the year end		
-Principal	1.13	1.94
-Interest on above Principal	-	-
Payment made during the year after the due date		
-Principal	-	-
-Interest	-	-
Interest due and payable for Principals already paid	-	-
Total Interest accrued and remained unpaid at year end	-	-

10. OTHER CURRENT LIABILITIES

	31/03/2012	31/03/2011
Current maturities of long-term borrowings (Refer Note No. 4)	1,747.25	2,502.25
Interest accrued but not due on borrowings	189.21	202.04
Interest accrued and due on borrowings	-	11.55
Deposits from Customers	24.74	20.74
Deposits for Containers	4,938.09	4,325.49
Advances from Customers	517.02	497.63
Unclaimed Dividend *	2.41	2.79
Unclaimed Deposits *	0.19	0.27
Unclaimed Interest on Deposits *	0.08	0.08
Sales tax, Excise, Customs, etc.	1,844.47	1,577.81
Contractual obligations	2,548.36	2,825.68
Others #	1,630.77	1,597.63
Total	13,442.59	13,563.96

* No amount is due at the end of the year for credit to Investors Education and Protection Fund.

Includes ₹ 21,000 Share Application Money Suspense Account

11. SHORT TERM PROVISIONS

	31/03/2012	31/03/2011
Provision for Taxation (Net of tax paid)	201.62	390.08
Proposed dividend	397.70	506.16
Corporate Dividend Tax on proposed dividend	57.16	71.08
Provision for employee benefits	691.22	632.51
Total	1,347.70	1,599.83

12. TANGIBLE ASSETS

₹ Crores

PARTICULARS	GROSS BLOCK				DEPRECIATION				NET CARRYING AMOUNT	
	AS AT 01-04-2011	ADDITIONS	OTHER ADJUST- MENTS	DEDUCTIONS ON ACCOUNT OF RETIRES- MENT / RECLASSIFI- CATIONS	AS AT 31-03-2012	UPTO 31-03-2011	2011-12 DEDUCTIONS ON ACCOUNT OF RETIRE- MENT / RECLASSIFI- CATIONS	UPTO 31-03-2012	AS AT 31-03-2012	AS AT 31-03-2011
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(10)	(11)	(12)
1 LAND										
(a) Freehold	452.93	5.19	-	(0.75)	458.87	-	-	-	458.87	452.93
(b) Leasehold	176.92	5.90	-	2.19	180.63	22.78	4.07	26.85	153.78	154.14
2 BUILDINGS	4,764.15	495.19	44.05	15.39	5,288.00	683.23	103.51	778.12	4,509.88	4,080.92
3 PLANT and EQUIPMENT	8,936.11	256.22	8.23	74.39	9,126.17	3,605.51	436.97	4,006.51	5,119.66	5,330.60
4 FURNITURE and FIXTURES	220.99	20.13	0.13	4.16	237.09	90.83	13.98	101.53	135.56	130.16
5 VEHICLES	172.59	2.52	-	5.19	169.92	106.45	12.34	114.41	55.51	66.14
6 OFFICE EQUIPMENT	449.62	32.67	-	7.10	475.19	285.61	51.67	329.51	145.68	164.01
7 RAILWAY SIDINGS	284.35	14.33	-	0.72	297.96	132.00	12.68	144.00	153.96	152.35
8 TANKS and PIPELINES	5,566.72	427.99	33.64	31.47	5,996.88	2,433.33	357.55	2,774.37	3,222.51	3,133.39
9 DISPENSING PUMPS	1,675.57	250.77	28.87	13.43	1,941.78	484.35	83.65	556.69	1,385.09	1,191.22
10 LPG CYLINDERS & ALLIED EQUIPMENT	4,725.19	654.61	34.90	9.45	5,405.25	4,725.19	689.51	5,405.25	-	-
11 OTHERS	1,779.22	209.65	10.42	12.59	1,986.70	698.76	102.52	790.96	1,195.74	1,080.46
TOTAL	29,204.36	2,375.17	160.24	175.33	31,564.44	13,268.04	1,868.45	15,028.20	16,536.24	15,936.32
PREVIOUS YEAR	25,301.78	3,928.68	89.68	115.78	29,204.36	11,688.75	1,645.18	13,268.04	15,936.32	

Additional information in respect of note no. 12:

- a) Other adjustments include capitalization of foreign exchange differences of ₹ 149.73 Crores (previous year ₹ Nil) and borrowing costs of ₹ 10.51 Crores (previous year ₹ 89.68 Crores).
- b) Land:
- Freehold land includes ₹ 32.08 Crores (previous year ₹ 32.08 Crores) with more than 99 years lease period.
 - Freehold land includes ₹ 145.06 Crores (previous year ₹ 142.97 Crores) capitalised at various locations for which conveyance deeds are yet to be executed and/or mutation is pending.
 - Includes the following which though in the possession of Corporation, the lease deeds are yet to be registered:
 - Land acquired on lease for a period exceeding 99 years ₹ 0.91 Crores (previous year ₹ 0.91 Crores).
 - Other leasehold land - Gross Block ₹ 0.51 Crores (previous year ₹ 0.51 Crores), Net Block ₹ 0.30 Crores (previous year ₹ 0.41 Crores).
- c) Buildings include Ownership flats of ₹ 48.16 Crores (previous year ₹ 48.16 Crores) in proposed / existing co-operative societies and others.
- d) Land, Plant & Machinery, Tanks & Pipelines, Railway Sidings and Buildings jointly owned in varying extent with other Oil Companies / Railways : Gross Block ₹ 187.83 Crores (previous year ₹ 187.13 Crores), Cumulative Depreciation ₹ 90.66 Crores (previous year ₹ 90.02 Crores), Net Block ₹ 97.17 Crores (previous year ₹ 97.11 Crores).
- h) Gross Block includes ₹ 16.66 Crores (previous year ₹ 24.72 Crores) towards assets which are identified as held for disposal during the period in respect of which additional depreciation of ₹ 5.29 Crores (previous year ₹ 9.32 Crores) has been provided to recognise the expected loss on disposal.

13. INTANGIBLE ASSETS

₹ Crores

PARTICULARS	USEFUL LIFE (NO. OF MONTHS)	GROSS AMOUNT			AMORTISATION			NET CARRYING AMOUNT		
		AS AT 01-04-2011	ADDITIONS	DELETIONS/ RECLASSIFICATION	AS AT 31-03-2012	THIS YEAR	DELETIONS/ RECLASSIFICATION	UPTO 31-03-2012	AS AT 31-03-2012	AS AT 31-03-2011
(1)	(2)	(3)	(4)	(5)	(6)	(8)	(9)	(10)	(11)	(12)
1	Perennial	31.26	3.36	(1.31)	35.93	-	-	-	35.93	31.26
2	24 - 60	45.02	2.79	-	47.81	6.10	-	33.62	14.19	17.49
3	60	1.50	-	-	1.50	-	-	1.50	-	-
4	60	52.09	21.83	(3.19)	77.11	13.05	(0.20)	51.09	26.02	14.26
TOTAL		129.87	27.98	(4.50)	162.35	19.15	(0.20)	86.21	76.14	63.01
PREVIOUS YEAR		110.74	19.37	0.24	129.87	12.44	-	66.86	63.01	

Additional information in respect of note nos. 12 and 13:

- Deduction from Gross Block includes Write back of excess capitalisation of ₹ 39.76 Crores (previous year ₹ 53.17 Crores) and Deletions during the period ₹ 131.07 Crores (previous year ₹ 62.85 Crores).
- Depreciation for the period includes charged to Profit & Loss account ₹ 1,886.53 Crores (previous year ₹ 1657.05 Crores) and to Prior Period expenses ₹ 1.08 Crores (previous year ₹ 0.57 Crores).
- Deductions from depreciation includes on excess capitalisation ₹ 1.41 Crores (previous year ₹ 1.29 Crores); on withdrawal of depreciation on deletion during the period ₹ 106.06 Crores (previous year ₹ 49.91 Crores); on reclassification of assets ₹ 0.24 Crores (previous year ₹ 0.36 Crores) and credited to Prior Period ₹ 0.38 Crores (previous year ₹ 14.33 Crores).

14. INTANGIBLE ASSETS UNDER DEVELOPMENT *

₹ Crores

PARTICULARS	USEFUL LIFE (NO. OF MONTHS)	GROSS AMOUNT			AMORTISATION			NET CARRYING AMOUNT		
		AS AT 01-04-2011	ADDITIONS	CAPITALISATION / DELETIONS	AS AT 31-03-2012	THIS YEAR	DELETIONS/ RECLASSIFICATION	UPTO 31-03-2012	AS AT 31-03-2012	AS AT 31-03-2011
(1)	(2)	(3)	(4)	(5)	(6)	(8)	(9)	(10)	(11)	(12)
1.	SOFTWARE	2.53	-	-	2.53	-	-	-	2.53	2.53
TOTAL		2.53	-	-	2.53	-	-	-	2.53	2.53
PREVIOUS YEAR		2.62	-	0.09	2.53	-	-	-	2.53	

* To be amortised from the time the Intangible Asset starts providing economic benefits
There are no internally generated Intangible Assets.

15. CAPITAL WORK-IN-PROGRESS

		₹ Crores	
		31/03/2012	31/03/2011
Capital work-in-progress (at cost)			
Work-in-progress		757.01	764.73
Capital stores including lying with contractors		309.67	160.00
Capital goods in transit		1.68	2.27
Construction period expenses pending allocation			
	31/03/2012	31/03/2011	
Opening balance	42.86	102.84	
Add: Expenditure during the year			
Establishment charges	33.55	49.06	
Interest	13.60	50.96	
Others	2.46	12.78	
	<u>92.47</u>	<u>215.64</u>	
Less: Allocated to assets capitalised during the year	(44.30)	(172.78)	
Closing balance		48.17	42.86
Total		<u><u>1,116.53</u></u>	<u><u>969.86</u></u>

16. NON-CURRENT INVESTMENTS

	Book Value			
	31/03/2012 Nos.	31/03/2011 Nos.	31/03/2012 ₹ Crores	31/03/2011 ₹ Crores
LONG-TERM				
(a) TRADE -				
INVESTMENT IN EQUITY INSTRUMENTS				
QUOTED				
Equity Shares of ₹ 10 each (fully paid up)				
Joint Ventures				
Petronet LNG Limited	9,37,50,000	9,37,50,000	98.75	98.75
Indraprastha Gas Limited	3,15,00,080	3,15,00,080	31.50	31.50
Others				
Oil India Limited	1,33,75,275 #	53,50,110	561.76	561.76
# including bonus shares received during the year			<u>692.01</u>	<u>692.01</u>
UNQUOTED				
Equity Shares of ₹ 10 each (fully paid up)				
Subsidiaries				
Numaligarh Refinery Limited	45,35,45,998	45,35,45,998	453.55	453.55
Bharat PetroResources Limited	1,10,00,02,610	1,10,00,02,610	1,100.00	1,100.00
Joint Ventures				
Bharat Oman Refineries Limited	88,86,13,336	88,86,13,336	888.61	888.61
Delhi Aviation Fuel Facility Private Limited	6,06,80,000	6,06,80,000	60.68	60.68
Petronet CCK Limited	4,90,00,000	4,90,00,000	49.00	49.00
Maharashtra Natural Gas Limited	2,24,99,600	2,24,99,600	22.50	22.50
Sabarmati Gas Limited	50,00,000	50,00,000	19.96	19.96
Petronet India Limited	1,60,00,000	1,60,00,000	16.00	16.00
Central UP Gas Limited	1,50,00,000	1,50,00,000	15.00	15.00
Bharat Stars Services Pvt. Ltd	1,00,00,000	1,00,00,000	10.00	10.00
Bharat Renewable Energy Ltd	22,50,000	15,00,000	2.25	1.50
Petronet CI Limited	15,84,000	15,84,000	1.58	1.58
Petroleum Infrastructure Limited (dissolved during the year)	-	75,00,000	-	7.50
Equity Shares of USD1 each (fully paid up)				
Joint Ventures				
Matrix Bharat Pte. Ltd.	20,00,000	20,00,000	8.41	8.41
Others				
Cochin International Airport Limited	1,05,00,000	1,05,00,000	10.50	10.50
BPCL Trust for investment in shares (Refer note 35)			659.10	659.10
			<u>3,317.14</u>	<u>3,323.89</u>
INVESTMENT IN SHARE WARRANTS				
UNQUOTED				
Share Warrants of ₹ 10 each (fully paid up)				
Joint Ventures				
Bharat Oman Refineries Limited	48,68,86,664	48,68,86,664	486.89	486.89
Share Warrants of ₹ 15 each (fully paid up)				
Joint Ventures				
Bharat Oman Refineries Limited	29,91,94,364	29,91,94,364	448.79	448.79
			<u>935.68</u>	<u>935.68</u>
INVESTMENT IN DEBENTURES OR BONDS				
UNQUOTED				
6% Optional Convertible Debenture of ₹ 1,00,000 each (fully paid up)				
Joint ventures				
Sabarmati Gas Limited	2,000	2,000	20.00	20.00
Less : Provision for diminution in value of investment				

16. NON-CURRENT INVESTMENTS (CONTD.)

	Book Value			
	31/03/2012 Nos.	31/03/2011 Nos.	31/03/2012 ₹ Crores	31/03/2011 ₹ Crores
Petronet India Limited			(16.00)	(16.00)
Petronet CCK Limited			-	(23.50)
Petronet CI Limited			(1.58)	(1.58)
Petroleum Infrastructure Limited			-	(7.50)
			<u>(17.58)</u>	<u>(48.58)</u>
			<u>4,255.24</u>	<u>4,230.99</u>
(b) NON TRADE -				
INVESTMENT IN GOVERNMENT SECURITIES				
UNQUOTED				
Deposited with Local Authorities				
7 1/2 % Loan			-	0.02
8 % Loan			-	##
			-	<u>0.02</u>
## ₹ 22,327.65				
INVESTMENT IN EQUITY INSTRUMENTS				
UNQUOTED				
Equity Shares of Kochi Refineries Employees Consumer Co-operative Society Limited (Fully paid up)	500	500	##	##
## Value ₹ 5,000				
Ordinary Shares (Fully paid up) of Sindhu Resettlement Corporation Limited	6	6	#	#
# Value ₹ 19,000				
INVESTMENT IN DEBENTURES OR BONDS				
UNQUOTED				
Debentures (Irredeemable - Fully Paid up)				
5 % debentures of East India Clinic Limited	1	1	0.01	0.01
			<u>0.01</u>	<u>0.01</u>
IN ASSOCIATION OF PERSONS				
UNQUOTED				
Capital Contribution in Petroleum India International			10.00	10.00
Share in accumulated surplus of Petroleum India International			13.03	12.65
			<u>23.03</u>	<u>22.65</u>
Member Companies ###				
Bharat Petroleum Corporation Limited				
Bongaigaon Refinery & Petrochemicals Limited				
Engineers India Limited				
Hindustan Petroleum Corporation Limited				
Indian Oil Corporation Limited				
Indian Petrochemicals Corporation Limited				
Chennai Petroleum Corporation Limited				
Oil and Natural Gas Corporation Limited				
Oil India Limited				
### The total capital is ₹ 55.00 crores of which share of Bharat Petroleum Corporation Limited and Indian Oil Corporation Limited is ₹ 10.00 crores each and other members have equal share of ₹ 5 crores each.				
Total			<u>4,970.29</u>	<u>4,945.68</u>

Aggregate value of Unquoted Securities ₹ 4,278.28 crores (₹ 4,253.65 crores)

Aggregate value of Quoted Securities ₹ 692.01 crores (₹ 692.03 crores)

Market value of Quoted Securities ₹ 3,452.32 crores (₹ 2,780.32 crores)

17. LONG TERM LOANS AND ADVANCES

(Unsecured, considered good unless otherwise stated)

	31/03/2012	₹ Crores 31/03/2011
Capital advances	91.09	39.84
Security deposits	24.79	18.94
Loans and advances to subsidiaries		
Bharat PetroResources Limited *	906.85	635.10
Loans and advances to related parties		
Bharat Oman Refineries Limited	1,354.10	1,354.10
Petronet CCK Limited	35.92	54.15
Loans and advances to employees (secured) - refer note 42	525.07	549.03
Loans to others	41.46	44.71
Less:Provision for doubtful loans	(0.10)	(2.91)
Claims :		
Considered good	297.21	329.29
Considered doubtful	34.46	29.69
Less : Provision for doubtful claims	(34.46)	(29.69)
Advance Income Tax	54.63	79.44
Deposit others	127.95	64.93
Total	3,458.97	3,166.62

* Includes ₹ 120 crores (previous year ₹ Nil) advance against equity shares (pending allotment).

18. OTHER NON-CURRENT ASSETS

(Unsecured, considered good unless otherwise stated)

	31/03/2012	₹ Crores 31/03/2011
Bank deposits with more than twelve months maturity **	0.95	0.94
Total	0.95	0.94

** Includes deposit of ₹ 0.80 crores (previous year ₹ 0.80 crores) that have been pledged / deposited with local authorities.

19. CURRENT INVESTMENTS

(Current Investments are valued at lower of cost or fair market value)

₹ Crores

	No. in Thousands		Book Value		
	31/03/2012	31/03/2011	31/03/2012	31/03/2011	
INVESTMENT IN GOVERNMENT SECURITIES (Face Value ₹ 100 each)					
NON TRADE - QUOTED					
1	6.35% Oil Marketing Companies GOI Special Bonds 2024	2,99,996	3,09,996	2,999.96	3,099.96
2	6.90% Oil Marketing Companies GOI Special Bonds 2026 ##	2,83,900	3,63,521	2,839.00	3,635.21
3	7.00% Oil Marketing Companies GOI Special Bonds 2012	339	339	3.39	3.39
4	7.59% Oil Marketing Companies GOI Special Bonds 2015	231	231	2.31	2.31
5	7.61% Oil Marketing Companies GOI Special Bonds 2015	81	81	0.81	0.81
6	7.95% Oil Marketing Companies GOI Special Bonds 2025	1,063	1,063	10.63	10.63
7	8.00% Oil Marketing Companies GOI Special Bonds 2026	11,300	11,300	113.00	113.00
8	8.20% Oil Marketing Companies GOI Special Bonds 2024	99,778	1,19,278	997.79	1,192.78
				6,966.89	8,058.09
	Less : Provision for diminution in value of investment				
	in 6.35% Oil Marketing Companies GOI Special Bonds 2024			(549.72)	(504.88)
	in 6.90% Oil Marketing Companies GOI Special Bonds 2026			(420.62)	(444.59)
	in 7.00% Oil Marketing Companies GOI Special Bonds 2012			(0.02)	(0.03)
	in 7.59% Oil Marketing Companies GOI Special Bonds 2015			(0.05)	(0.01)
	in 7.61% Oil Marketing Companies GOI Special Bonds 2015			(0.02)	#
	in 7.95% Oil Marketing Companies GOI Special Bonds 2025			(0.66)	(0.33)
	in 8.00% Oil Marketing Companies GOI Special Bonds 2026			(6.84)	(3.53)
	in 8.20% Oil Marketing Companies GOI Special Bonds 2024			(41.83)	(13.34)
				(1,019.76)	(966.71)
	# ₹ 30,602.45				
	Total			5,947.13	7,091.38

Kept as Collateral Security with Clearing Corporation of India Limited for borrowing in CBLO (Face Value ₹ 2,450 crores)

Market value of Quoted Securities ₹ **5,947.13 crores** (previous year ₹ 7,091.38 crores).

20. INVENTORIES

(refer note 1.8 for valuation policy)

	31/03/2012	31/03/2011
Raw materials	3,974.14	4,009.33
[including in transit ₹ 70.29 crores (previous year ₹ 1729.17 crores)]		
Stock in process	896.22	1,031.25
Finished goods	6,315.12	5,567.28
Stock-in-trade	4,552.98	4,564.19
[including in transit ₹ 273.27 crores (previous year ₹ 210.35 crores)]		
Stores and spares	200.60	194.26
[including in transit ₹ 0.10 crores (previous year ₹ 0.51 crores)]		
Packaging material	9.00	8.77
Total	15,948.06	15,375.08

21. TRADE RECEIVABLES

(Unsecured unless otherwise stated)

	31/03/2012	31/03/2011
Outstanding for a period exceeding 6 months from due date of payment		
Considered good *	600.69	258.77
Considered doubtful	142.93	270.21
Less: Provision for doubtful debts	(142.93)	(270.21)
Other debts (considered good)	5,777.65	2,273.88
Total	6,378.34	2,532.65

* Includes ₹ 14.14 crores (previous year ₹ 60.74 crores) which are secured.

Includes an amount of ₹ 645.78 crores (overdue amount of ₹ 427.59 crores) from a loss making Public Sector Undertaking (PSU). The PSU has assured to settle the dues and as such the Management is hopeful of recovery.

22. CASH AND CASH EQUIVALENTS

	31/03/2012	31/03/2011
Cash on hand	1.09	20.09
Cheques & drafts on hand	73.91	113.76
Balances with Banks:		
On Current Account	101.44	242.39
Demand deposits with Banks with original maturity of less than three months	800.00	-
Unpaid dividend	2.41	2.79
Total	978.85	379.03

23. SHORT TERM LOANS AND ADVANCES

(Unsecured, considered good unless otherwise stated)

	31/03/2012	₹ Crores 31/03/2011
Loans and advances to related parties		
Petronet CCK Limited	48.20	30.32
Bharat Oman Refineries Limited	7.61	9.26
Interest accrued on loans	29.46	26.89
Dues from subsidiaries	5.14	6.87
Loans and advances to employees (secured) - refer note 42	58.66	59.69
Loans to Others	7.27	7.05
Advances:		
Advances Recoverable in cash, or in kind or for value to be received	250.83	206.91
Advances considered doubtful	4.33	4.61
Less : Provision for doubtful advances	(4.33)	(4.61)
	<u>407.17</u>	<u>346.99</u>
Advance Income Tax (Net of provision for taxation)	34.16	47.57
MAT Credit Entitlement	101.93	-
Claims	115.65	52.77
Deposits With Customs, Excise, Port Trust, etc.	123.78	59.93
Others	4.65	13.62
Total	<u><u>787.34</u></u>	<u><u>520.88</u></u>

24. OTHER CURRENT ASSETS

	31/03/2012	₹ Crores 31/03/2011
Interest accrued on investments	90.14	100.03
Interest accrued on bank deposits	0.02	0.02
Subsidy receivable from Government of India	9,153.23	4,661.15
Deferred premium (foreign exchange forward contract)	156.98	130.77
Others	5.24	-
Total	<u><u>9,405.61</u></u>	<u><u>4,891.97</u></u>

25. REVENUE FROM OPERATIONS

	₹ Crores	
	2011-12	2010-11
(i) a) Sale		
Petroleum Products		
Light Distillates	69,022.16	53,201.53
Middle Distillates	1,07,150.85	87,107.91
Others	12,267.38	8,156.92
Aromatics		
Benzene	278.03	375.09
Toluene	188.43	102.12
Lubricants	2,926.95	2,500.30
Crude Oil	10,224.03	1,725.97
Total	2,02,057.83	1,53,169.84
b) Subsidy on LPG(Domestic) & SKO (PDS)*	664.50	629.49
c) Subsidy from Government of India (Refer Note No. 33)	19,671.39	9,418.88
	2,22,393.72	1,63,218.21
Less: Excise duty	(10,527.50)	(11,673.15)
	2,11,866.22	1,51,545.06
(ii) Other operating revenues	106.75	94.39
Total	2,11,972.97	1,51,639.45

* As per the existing scheme of the Government Of India

26. OTHER INCOME

	₹ Crores	
	2011-12	2010-11
Interest on Oil Marketing Companies GOI Special Bonds	520.85	634.71
Interest on bank deposits and others	197.97	217.85
Income from Petroleum India International	0.75	-
Dividend Income		
from subsidiaries	68.03	68.03
from others	67.56	52.01
Write back of liabilities no longer required (net)	14.88	347.27
Profit on sale of fixed assets (net)	77.19	-
Reversal of provision for doubtful debts & advances	69.00	11.60
Prior period income (net)	94.16	-
Others # (Refer Note No. 35)	591.39	289.89
Total	1,701.78	1,621.36

Includes amortisation of capital grants ₹ 0.17 crores (previous year ₹ 0.15 crores).

27. COST OF RAW MATERIALS CONSUMED

	2011-12	2010-11
Opening Stock	4,009.33	2,745.99
Add : Purchases (Refer Note No. 33)	85,527.78	63,993.74
Less: Closing Stock	(3,974.14)	(4,009.33)
Total	85,562.97	62,730.40

		Imported		Indigenous		Total
		₹ Crores	%	₹ Crores	%	₹ Crores
Crude Oil	2011-12	68,738.94	81.82	15,274.64	18.18	84,013.58
	2010-11	45,916.56	75.39	14,990.67	24.61	60,907.23
Base Oil	2011-12	0.12	0.05	240.81	99.95	240.93
	2010-11	-	-	182.73	100.00	182.73
Reformate	2011-12	321.33	100.00	-	-	321.33
	2010-11	1,059.70	99.11	9.51	0.89	1,069.21
Others	2011-12	18.36	1.86	968.77	98.14	987.13
	2010-11	17.31	3.03	553.92	96.97	571.23
Total	2011-12	69,078.75	80.73	16,484.22	19.27	85,562.97
	2010-11	46,993.57	74.91	15,736.83	25.09	62,730.40

28. PURCHASES OF STOCK-IN-TRADE

	2011-12	2010-11
Petroleum Products (Refer Note No. 33)		
Light Distillates	37,538.01	28,519.74
Middle Distillates	64,084.46	47,500.77
Others	257.25	310.18
Lubricants	61.77	41.61
Crude Oil	10,217.66	1,732.80
Total	1,12,159.15	78,105.10

29. CHANGES IN INVENTORIES OF FINISHED GOODS, WORK-IN-PROGRESS AND STOCK-IN-TRADE

	₹ Crores	
	2011-12	2010-11
Value of closing stock of		
Finished goods	6,315.12	5,567.28
Stock-in-trade	4,552.98	4,564.19
Stock in process	896.22	1,031.25
	<u>11,764.32</u>	<u>11,162.72</u>
Less : Value of opening stock of		
Finished goods	5,567.28	4,696.56
Stock-in-trade	4,564.19	3,686.93
Stock in process	1,031.25	723.18
	<u>11,162.72</u>	<u>9,106.67</u>
Changes in inventory	<u>601.60</u>	<u>2,056.05</u>

30. EMPLOYEE BENEFITS EXPENSE

	₹ Crores	
	2011-12	2010-11
Salaries and wages *	1,682.24	1,468.07
Contribution to provident fund	99.69	93.52
Contribution to gratuity fund	24.77	24.85
Contribution to other funds	149.43	850.71
Staff Welfare expenses	210.62	326.48
Voluntary Retirement Scheme	94.32	-
Total	<u>2,261.07</u>	<u>2,763.63</u>

* Includes estimated provision towards pending pay revision of non - management employees which is under negotiation. The same is pending w.e.f January 2007 for workmen at Mumbai Refinery; w.e.f. August 2008 for workmen at Kochi Refinery and w.e.f. June 2008 for workmen at Marketing division.

31. FINANCE COSTS

	₹ Crores	
	2011-12	2010-11
Interest expense	968.00	838.63
Interest on shortfall in payment of advance tax	6.24	16.26
Other borrowing costs	81.28	56.82
Applicable net loss on foreign currency transactions and translations	744.07	205.32
Total	<u>1,799.59</u>	<u>1,117.03</u>

32. OTHER EXPENSES

	2011 - 12	2010 - 11
	₹ Crores	
Transportation	3,320.38	2,854.80
Excise Duty on Inventory differential	(239.35)	62.67
Rates, Taxes & other levies	904.31	681.45
Repairs and maintenance :		
Machinery	490.17	410.13
Building	40.28	31.99
Others	106.38	95.39
Total	<u>636.83</u>	<u>537.51</u>
Power and Fuel	4,845.83	2,676.04
Less: Consumption of fuel out of own production	(4,129.75)	(2,200.15)
Power and Fuel consumed (net)	<u>716.08</u>	<u>475.89</u>
Stores, spares and materials (refer details below)	58.43	53.25
Rent	191.77	157.14
Utilities	150.97	140.27
Packages consumed	156.26	139.28
Charges paid to other oil companies	157.16	122.93
Travelling and conveyance	115.96	113.26
Insurance	41.59	32.23
Communication Expenses	24.62	22.43
Remuneration to auditors		
Audit fees	0.20	0.20
Fees for other services-certification.	0.18	0.17
Reimbursement of out of pocket expenses	0.01	-
Total	<u>0.39</u>	<u>0.37</u>
Write Off		
Bad debts and claims	59.97	-
Less: Provision made earlier	(58.56)	-
	<u>1.41</u>	<u>-</u>
Other write offs (net)	11.63	-
Provision for doubtful debts & advances	3.63	-
Loss on sale of current Investments	141.30	186.51
Provision/(Reversal) towards diminution in value of investments	22.05	(150.29)
Loss on sale of fixed assets (net)	-	7.69
Foreign Exchange fluctuations (net)	1,420.43	31.00
Prior Period expenses (net)	-	10.09
Others	888.68	1,071.93
Total	<u>8,724.53</u>	<u>6,550.41</u>
Details of Stores/ Spare parts and Components		
Imported - Amount	64.90	41.97
	54.83%	45.62%
Indigenous - Amount	53.47	50.02
	45.17%	54.38%
Total	<u>118.37</u>	<u>91.99</u>
Less: Charged to other revenue accounts	59.94	38.74
Total	<u>58.43</u>	<u>53.25</u>

33. As advised by the Ministry of Petroleum & Natural Gas, the Corporation has accounted compensation towards sharing of under-recoveries on sale of sensitive petroleum products as follows:
- ₹ 11,334.82 crores (previous year ₹ 5,746.54 crores) discount on crude oil purchased from ONGC has been adjusted against cost of raw materials consumed;
 - ₹ 1,622.38 crores (previous year ₹ 1,213.50 crores) discounts on SKO and LPG purchased from ONGC/GAIL have been adjusted against "Purchases of Stock in trade".
 - ₹ 19,671.39 crores (previous year ₹ 9,418.88 crores) subsidy from Government of India has been accounted as Revenue from operations.
34. Pursuant to the Ministry of Corporate Affairs Notification G.S.R. 914 (E) dated 29th December 2011, the Corporation has exercised the option under Para 46 A of AS-11 (notified under the Company's Accounting Standard Rules, 2006) and has changed its accounting policy for recognition of exchange differences arising on reporting of long term foreign currency monetary items. For the current financial year, such exchange differences are adjusted to the cost of depreciable assets acquired, which hitherto were charged to the Statement of Profit and Loss. Impact on account of this change for the current year (net of depreciation) is increase in profit before tax of ₹ 110.58 crores.
35. As per the scheme of Amalgamation of the erstwhile Kochi Refineries Limited (KRL) with the Corporation approved by the Government of India, 33,728,738 equity shares of the Corporation were allotted (in lieu of the shares held by the Corporation in the erstwhile KRL) to a trust for the benefit of the Corporation in the financial year 2006-07. Accordingly the cost of the original investment of ₹ 659.10 crores is included in Note No.16-Non Current Investments. The income distributed by the trust during the year 2011-12 amounting to ₹ 47.22 crores (previous year ₹ 47.22 crores) have been included in 'Other income' in Note No.26.
- One shareholder of erstwhile KRL has challenged the amalgamation before Delhi High Court, which is pending adjudication.
36. Provision for Income tax has been made in accordance with Section 115JB of the Income Tax Act, 1961. However, management is confident that it would be in a position to pay normal tax within the period specified under the Income Tax Act, 1961 and hence MAT credit has been recognised.
37. **Impairment of Assets:** It is assumed that a suitable mechanism would be in place, in line with earlier/ current year(s), to provide compensation towards under recoveries of margin, if any, on account of sale of sensitive petroleum products in subsequent years. Hence, there is no indication of impairment of assets of the company. Accordingly, impairment is not considered as at 31st March 2012.
38. **Segment Reporting:** The Corporation operates in a single segment - Refinery and Marketing activities, i.e. downstream petroleum sector. Considering the nature of business and operation, there is no reportable segment (business and/or geographical) in accordance with the requirements of Accounting Standard 17.
39. The Corporation has numerous transactions with other oil companies. The outstanding balances from them including certain other outstanding credit and debit balances are subject to confirmation/reconciliation. Adjustments, if any, arising therefrom are not likely to be material on settlement.
40. **Disclosure as per requirements of Accounting Standard 15 - "Employee Benefits" :**
- The Corporation's contribution to the Provident Fund is remitted to a separate trust established for this purpose based on a fixed percentage of the eligible employee's salary and charged to Statement of Profit and Loss. Shortfall, if any, in the fund assets, based on the Government specified minimum rate of return, will be made good by the Corporation and charged to Statement of Profit and Loss.
- Gratuity:** The Company has a defined benefit gratuity plan managed by a trust. The contribution based upon actuarial valuation is paid /payable to a trust which is invested as per investment pattern prescribed by the Government in plan assets. Gratuity is paid to the Staff member who has put in a minimum qualifying period of 5 years of continuous service on superannuation, resignation, termination or to his nominee on death.
- Leave Encashment:** The Employees are entitled to accumulate Earned Leave and Sick Leave, which can be availed during the service period. Employees are also allowed to encash the accumulated earned leave during the service period. Further, the accumulated earned leave and sick leave can be encashed by the employees on superannuation, resignation, and termination or by nominee on death.
- Other Defined Benefits:** These are (a) Post Retirement Medical Scheme benefit (managed by trust) to employees, spouse, dependant children and dependant parents; (b) Pension/ex-gratia scheme to the retired employees who are entitled to receive the monthly pension / ex-gratia for life; (c) Death in service / Permanent disablement given to employee, the spouse of the employee, provided the deceased's family/disabled employee deposits retirement dues such as PF, Gratuity, Leave encashment payable to them with the Corporation; and (d) Resettlement allowance paid to employees to permanently settle down at a place other than the location of last posting at the time of retirement.

Disclosures as per requirements of Accounting Standard 15 continued :

₹ Crores

a) Reconciliation of balances of Defined Benefit Obligations.	Gratuity - Funded		Post Retirement Medical - Funded *		Leave Encashment - Non Funded		Burmah Shell Pension - Non Funded		Death / Permanent disablement - Non Funded		Re-settlement Allowance - Non Funded		Ex-gratia scheme - Non Funded	
	2011-12	2010-11	2011-12	2010-11	2011-12	2010-11	2011-12	2010-11	2011-12	2010-11	2011-12	2010-11	2011-12	2010-11
Defined Obligations at the beginning of the year	600.75	585.97	370.94	307.02	553.66	492.83	66.39	66.91	7.38	7.42	4.71	4.73	245.41	242.05
Interest Cost	49.57	47.92	32.00	27.00	44.87	39.99	4.96	4.86	0.38	0.41	0.45	0.46	20.01	19.73
Current Service Cost	10.10	10.46	23.86	22.36	33.92	22.10	-	-	-	-	0.80	0.90	5.35	4.97
Past service cost	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Benefits paid	(55.33)	(31.23)	(12.38)	(12.55)	(87.38)	(60.31)	(12.60)	(15.95)	(5.43)	(4.99)	(0.02)	(0.02)	(16.40)	(15.76)
Actuarial (Gains)/ Losses on obligations	(1.59)	(12.37)	14.68	27.11	79.71	59.05	5.58	10.57	3.85	4.54	(1.38)	(1.36)	(6.44)	(5.58)
Defined Obligations at the end of the year	603.50	600.75	429.10	370.94	624.78	553.66	64.33	66.39	6.18	7.38	4.56	4.71	247.93	245.41

* Funded during the year

b) Reconciliation of balances of Fair Value of Plan Assets in respect of Gratuity / Post Retirement Medical Fund	
Fair Value at the beginning of the year	457.00
Expected Return	40.39
Actuarial gains/ (losses)	(7.08)
Actual Return on Plan assets	33.31
Contribution by employer	75.57
Benefits paid	(55.33)
Fair Value of Plan Assets at the end of the year	510.55

c) Amount recognised in Balance sheet (a-b)	92.95	143.75	35.89	370.94	624.78	553.66	64.33	66.39	6.18	7.38	4.56	4.71	247.93	245.41
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d) Amount recognised in Statement of Profit and Loss

Current Service Cost	10.10	10.46	23.86	22.36	33.92	22.10	-	-	-	-	0.80	0.90	5.35	4.97
Past Service cost	-	-	-	-	-	-	-	-	-	-	-	-	-	-
Interest Cost	49.57	47.92	32.00	27.00	44.87	39.99	4.96	4.86	0.38	0.41	0.45	0.46	20.01	19.73
Expected Return on Plan Assets	(40.39)	(36.12)	-	-	-	-	-	-	-	-	-	-	-	-
Actuarial (Gains)/ Losses	5.49	2.59	11.60	27.11	79.71	59.05	5.58	10.57	3.85	4.54	(1.38)	(1.36)	(6.44)	(5.58)
Expenses for the period	24.77	24.85	67.46	76.47	158.50	121.14	10.54	15.43	4.23	4.95	(0.13)	-	18.92	19.12

e) Major Actuarial Assumptions

Discount Rate (%)	8.50	8.25	8.50	8.25	8.50	8.25	8.50	8.25	8.50	8.25	8.50	8.25	8.50	8.25
Salary Escalation/ Inflation (%)	7.00	7.00	7.00	7.00	7.00	7.00	-	-	-	-	-	-	-	-
Expected Return on Plan assets (%)	8.00	8.00	8.60	-	-	-	-	-	-	-	-	-	-	-

f) Investment pattern for Fund as on

Category of Asset	31.3.2012 %	31.3.2011 %	31.03.2012 %
Government of India Asset	25.36	22.93	-
Corporate Bonds	24.07	21.29	-
Insurer Managed funds	12.20	8.10	-
State Government	3.92	4.37	-
Others	34.46	43.31	100.00
Total	100.00	100.00	100.00

g) As per our best estimate, ₹ 81.96 crores is the expected contribution to be paid to the Gratuity fund in year 2012-13
h) Effect of Increase / Decrease of 1% is assumed for medical cost trend to the Post Retirement Medical Liability:

Change in liability for 1% increase in Discount Rate	31.3.2012 (37.55)	31.3.2011 (32.46)
Change in service cost for 1% increase in Discount Rate	(1.94)	(1.82)
Change in liability for 1% decrease in Discount Rate	41.37	35.76
Change in service cost for 1% decrease in Discount Rate	2.35	2.20

The estimates for future salary increases, considered in actuarial valuation, take into account inflation, seniority, promotion and other relevant factors. The expected return on plan assets is based on market expectation, at the beginning of the period, for returns over the entire life of the related obligation.

41. Related Party Disclosures as per Accounting Standard 18

Names of the Related parties (Joint Venture Companies):

Indraprastha Gas Limited
 Petronet India Limited
 Petronet CCK Limited
 Petronet CI Limited
 Petronet LNG Limited
 Bharat Oman Refineries Limited
 Petroleum Infrastructure Limited
 Maharashtra Natural Gas Limited
 Central UP Gas Limited
 Sabarmati Gas Limited
 Bharat Stars Services Private Limited
 Bharat Renewable Energy Limited
 Matrix Bharat Pte. Ltd.
 Delhi Aviation Fuel Facility Private Limited
 IBV (Brazil) Petroleo Pvt Ltda.
 Petroleum India International (Association of Persons)

The nature wise transactions with the above related parties are as follows:

	2011-12	₹ Crores 2010-11
a. Purchase of goods from :		
Bharat Oman Refineries Ltd.	8,331.42	50.25
Petronet LNG Limited	3,105.31	1,442.21
Others	271.33	182.29
Total	11,708.06	1,674.75
b. Sale of goods to :		
Bharat Oman Refineries Limited	9,932.89	1,441.07
Matrix Bharat Pte. Ltd.	2,160.13	1,353.47
Others	604.56	481.36
Total	12,697.58	3,275.90
c. Sale of Fixed Assets:		
Delhi Aviation Fuel Facility Pvt. Ltd.	95.05	-
Bharat Stars Services Pvt. Ltd.	0.82	-
Total	95.87	-
d. Rendering of Services to :		
Delhi Aviation Fuel Facility Pvt. Ltd	-	0.72
Bharat Oman Refineries Limited	16.02	7.69
Total	16.02	8.41
e. Receiving of Services from :		
Petronet CCK Limited	69.50	54.87
Bharat Stars Services Pvt. Ltd.	11.55	7.98
Delhi Aviation Fuel Facility Private Limited	-	41.70
Total	81.05	104.55
f. Interest Income from :		
Bharat Oman Refineries Limited	155.77	132.85
Petronet CCK Limited	6.63	5.93
Total	162.40	138.78

	2011-12	₹ Crores 2010-11
g. Dividend Received from :		
Petronet LNG Limited	18.75	16.41
Indraprastha Gas Limited	15.75	14.18
Others	2.00	0.53
Total	36.50	31.12
h. Investments and Advance for Investments		
Bharat Renewable Energy Limited	0.75	-
Bharat Oman Refineries Limited	-	448.79
Others	-	34.93
Total	0.75	483.72
i. Loans and advances given to :		
Petronet CCK Limited	29.97	24.40
j. Management Contracts (Employees on deputation) :		
Bharat Oman Refineries Limited	15.79	13.85
Others	6.38	6.36
Total	22.17	20.21
k. Lease Rentals		
Bharat Oman Refineries Limited.	45.58	-
Bharat Star Services Pvt. Limited	1.69	-
Petronet CCK Limited	0.25	0.32
Petronet India Limited	0.01	0.11
Total	47.53	0.43
l. Outstandings at period end		
Receivables :		
Bharat Oman Refineries Limited*	4569.73	1,394.18
Others	170.03	156.08
Total	4,739.76	1,550.26
Payables :		
Bharat Oman Refineries Limited	734.73	50.76
Petronet CCK Limited	9.53	-
Petronet LNG Limited	158.91	74.98
Delhi Aviation Fuel Facility Private Limited	-	135.41
Others	17.26	18.80
Total	920.43	279.95

* Includes Subordinated loan ₹ 1354.10 Crores (Previous year ₹ 1354.10 Crores).

Key Management Personnel (Whole time directors):

- : Shri R.K. Singh (Chairman & Managing Director)
- Shri K.K. Gupta, Director (Marketing)
- Shri B.K. Datta, Director (Refineries) w.e.f. 01.08.2011
- Shri S.K. Joshi, Director (Finance) up to 31.08.2011
- Shri S. Varadarajan, Director (Finance) w.e.f. 01.09.2011
- Dr. S. Mohan, Director (Human Resources) up to 31.10.2011
- Shri S.P. Gathoo, Director (Human Resources) w.e.f. 03.11.2011

Remuneration to Key Managerial Personnel:

	₹ Crores	
	2011-12	2010-11
Salary and allowances	0.71	0.59
Contribution to Provident Fund and other funds	0.72	0.10
Other benefits	1.35	2.01
Total	2.78	2.70

42. Dues from Directors is ₹ **0.43 Crores** (previous year ₹ 0.14 Crores) and Dues from Officers is ₹ **3.49 Crores** (previous year ₹ 3.67 Crores).

43. In compliance with AS – 27 'Financial Reporting of Interests in Joint Ventures', the required information is as under:

a) Jointly controlled entities:	Country of Incorporation	Percentage of ownership interest as on	
		31.03.2012	31.03.2011
Indraprastha Gas Limited	India	22.50	22.50
Petronet India Limited	India	16.00	16.00
Petronet CCK Limited	India	49.00	49.00
Petronet CI Limited (#)	India	11.00	11.00
Petronet LNG Limited	India	12.50	12.50
Bharat Oman Refineries Limited	India	50.00	50.00
Petroleum Infrastructure Limited	India	##	50.00
Central UP Gas Limited	India	25.00	25.00
Maharashtra Natural Gas Limited	India	22.50	22.50
Sabarmati Gas Limited	India	25.00	25.00
Bharat Stars Services Private Limited	India	50.00	50.00
Bharat Renewable Energy Limited	India	33.33	33.33
Matrix Bharat Pte. Limited	Singapore	50.00	50.00
Delhi Aviation Fuel Facility Pvt. Limited	India	37.00	37.00

Company under liquidation

Company dissolved

BPRL Ventures B.V., a 100% step-down subsidiary of the Corporation holds 50% equity in IBV (Brazil) Petroleo Ltda, a joint venture company incorporated in Brazil.

b) In respect of jointly controlled entities, the Corporation's share of assets, liabilities, income, expenditure, contingent liabilities and capital commitments compiled on the basis of unaudited / audited financial statements received from these joint ventures are as follows:

	(₹ Crores)	
	31.03.2012	31.03.2011
(i) Assets		
- Non Current Assets	6,956.70	7,048.38
- Current Assets	4,658.00	2,349.74
(ii) Liabilities		
- Non Current Liabilities	4,710.90	4,934.86
- Current Liabilities	4,920.35	2,128.90
- Deferred Tax	73.37	52.25
(iii) Revenue	9,728.27	3,182.42
(iv) Expenses	10,050.28	3,052.14
(v) Contingent Liabilities	514.68	563.72
(vi) Capital Commitments	314.50	788.02

44. In compliance of Accounting Standard 29 on “Provisions, Contingent Liabilities and Contingent Assets”, the required information is as under:

Nature	₹ Crores				
	Opening balance	Additions during the year	Utilisation during the year	Reversals during the year	Closing balance
Excise	41.76	39.89	-	35.80	45.85
Customs	29.10	22.65	-	-	51.75
Sales Tax	85.95	82.13	12.10	-	155.98
Total	156.81	144.67	12.10	35.80	253.58
Previous year	158.83	38.46	-	40.47	156.81

The above provisions are made based on estimates and the expected timing of outflows is not ascertainable at this stage.

45. Disclosure as required by Clause 32 of Listing Agreement

	Balance as on		Maximum amount outstanding during the period	
	31.03.2012	31.03.2011	2011-12	2010-11
(a) Loans and advances in the nature of Loans :				
(i) To Subsidiary Company- Bharat PetroResources Limited	786.85	635.10	794.35	635.10
(ii) To Associates	-	-	-	-
(iii) Where there is :				
a) No repayment schedule or repayment beyond 7 years- Petronet CCK Limited	84.12	84.47	85.81	84.47
b) No interest or interest below Section 372A of Companies Act	-	-	-	-
(iv) To Firms/ Companies in which directors are interested- Bharat Oman Refineries Limited	1,354.10	1,354.10	1,354.10	2,810.10
(b) Investment by the loanee in the shares of BPCL and its subsidiary company	-	-	-	-

46. Earnings per share

		2011-12	2010-11
Profit / (Loss) after Tax	₹ Crores	1,311.27	1,546.68
Weighted average number of shares outstanding during the year	Crore nos.	36.15	36.15
Basic earnings per share	₹	36.27	42.78
Diluted earnings per share	₹	36.27	42.78

47. Capital Commitments and Contingent Liabilities :

	31/03/2012	₹ Crores 31/03/2011
(a) Capital Commitments :		
Estimated amount of contracts remaining to be executed on capital account and not provided for	816.15	804.98
(b) Contingent Liabilities :		
In respect of Income Tax matters	122.63	95.26
Other Matters :		
i) Surety bonds executed on behalf of other oil companies for excise/customs duties for which BPCL has signed as surety	183.45	183.45
ii) Claims against the Corporation not acknowledged as debts :		
Excise and customs matters	645.34	1,242.94
Sales tax matters	2,802.22	2,880.03
Land Acquisition cases for higher compensation	91.56	95.16
Others	296.21	227.20
These include ₹ 1234.00 crores (previous year ₹ 1014.13 crores) against which the Corporation has a recourse for recovery and ₹ 28.31 crores (previous year ₹ 43.73 crores) on capital account.		
iii) Claims on account of wages, bonus/ex-gratia payments in respect of pending court cases.	13.44	6.15
iv) Guarantees given on behalf of Subsidiaries/JVs	4,618.30	4,408.77

48. (a) The Corporation has on the Balance Sheet date, outstanding forward contracts amounting to USD 1,857.51 million i.e. an equivalent of ₹ **9,502.38 Crores** (previous year USD 1793 Million i.e. an equivalent of ₹ 8,005.75 Crores) to hedge the foreign currency exposure towards loans; this includes **Nil** (previous year USD 55 million i. e. an equivalent of ₹ 245.58 Crores) in respect of long term loans. The Corporation does not generally hedge the currency risks on account of foreign exposure for the payment of crude oil. Following are the unhedged foreign currency on account of exposures :

Exposure Type	31/03/2012		31/03/2011	
	USD Million	₹ Crores	USD Million	₹ Crores
Imports	1,975.58	10,106.38	1,295.60	5,784.85
Buyers Credit Loan (Short Term)	1,793.49	9,174.87	658.00	2,937.97
ECB (Long Term)	325.00	1,662.59	370.00	1,652.05
Export Debtors	344.91	1,764.44	143.01	638.54

(b) The Corporation has on the Balance Sheet date the following outstanding derivatives for hedging purposes:

Instrument	Description	Quantity
OTC Swap	Spread between Petroleum Products and Crude Oil	3.35 million barrels

For the year (ended March 31,2012), the Corporation has provided for losses on Mark-to-Market basis for outstanding derivatives in accordance with the principle of prudence and other applicable guidelines. Accordingly, ₹ **1.17 crores** (previous year ₹ 158.24 crores) has been provided for losses on the above outstanding derivatives.

49. Value of imports calculated on C.I.F. basis

	2011-12	₹ Crores 2010-11
(a) Raw Materials (including crude oil)	68,784.29	44,321.61
(b) Capital goods	148.29	123.98
(c) Components and spare parts (including packages, chemicals and catalysts)	53.95	44.18

50. Expenditure in foreign currency :

	2011-12	2010-11
(a) Purchase of products	5,481.13	6,488.33
(b) Know-how	0.12	0.21
(c) Professional Consultancy Fees	2.22	3.83
(d) Interest	317.73	100.82
(e) Other matters	272.52	476.87

51. Earnings in foreign exchange :

	2011-12	2010-11
Exports on FOB basis #	19,315.61	12,380.37

Includes receipt of ₹ 2,210.72 Crores (previous year ₹ 1,324.40 Crores) in Indian currency out of the repatriable funds of foreign airline customers and ₹ 48.81 Crores (previous year ₹ 57.75 Crores) of INR exports to Nepal and Bhutan.

52. Research and development :

	2011-12	2010-11
(a) Revenue expenditure	32.09	22.22
(b) Capital expenditure	13.02	11.28

53. During the year ended 31st March 2012, the revised Schedule VI notified under the Companies Act, 1956 has become applicable to the Corporation. It has significant impact on presentation and disclosures made in the financial statements. The Corporation has also reclassified / regrouped previous year figures in accordance with the requirements applicable in the current year.

Signature to Notes '1' to '53'

For and on behalf of the Board of Directors

Sd/-

R.K. SINGH

Chairman and Managing Director

Sd/-

S.VARADARAJAN

Director (Finance)

Sd/-

S.V. KULKARNI

Company Secretary

As per our attached report of even date

For and on behalf of

T.R CHADHA & Co.

Chartered Accountants

FR No: 006711N

Sd/-

KASHYAP VAIDYA

Partner

Membership No. 37623

K.VARGHESE & Co.

Chartered Accountants

FR No: 004525S

Sd/-

K.VARGHESE

Partner

Membership No. 20674

Place : Mumbai

Dated : 25th May, 2012

CONSOLIDATED FINANCIAL STATEMENT OF BHARAT PETROLEUM CORPORATION LTD. AUDITORS' REPORT ON CONSOLIDATED FINANCIAL STATEMENTS

To The Board of Directors of
Bharat Petroleum Corporation Limited

1. We have audited the attached Consolidated Balance Sheet of **Bharat Petroleum Corporation Limited** and its subsidiaries and its joint ventures as at 31st March, 2012 and also the Consolidated Profit & Loss Account and Consolidated Cash Flow Statement for the year ended on that date annexed thereto. These consolidated financial statements are the responsibility of Bharat Petroleum Corporation Limited's management. Our responsibility is to express an opinion on these financial statements based on our audit.
2. We conducted our audit in accordance with Auditing and Assurance Standards generally accepted in India. Those Standards require that we plan and perform the audit to obtain reasonable assurance whether the financial statements are free of material misstatement. An audit includes examining, on a test basis, evidence supporting the amounts and disclosures in the financial statements. An audit also includes assessing the accounting principles used and significant estimates made by management, as well as evaluating the overall financial statement presentation. We believe that our audit provides a reasonable basis for our opinion.
3. We have considered the financial statements of two subsidiaries and eleven joint ventures for consolidation. The Consolidated Financial Statements reflect Group's share of total assets of Rs. 12,206.61 crores as at March 31, 2012 and the Group's share of total revenues (net of intergroup transaction) of Rs. (78.52) crores and net cash outflows amounting to Rs. 70.07 crores for the year ended on that date.

Out of the above mentioned entities Financial Statements of 2 subsidiaries and 3 joint ventures have been audited by other auditors whose reports have been furnished to us and our opinion, in so far as it relates to the amounts included in respect of these subsidiaries and joint ventures, is based solely on the report of the other auditors.

Further we have relied on the unaudited financial statements of eight joint ventures, which reflect the Group's share of total assets of Rs. 1,517.83 crores as at 31st March, 2012 and the Group's share of total revenues of Rs. 3,007.71 crores and net cash inflows amounting to Rs. 48.24 crores for the year ended on that date as considered in the consolidated financial statements. We have neither carried out an audit or a review in respect of these financial statements.

4. We report that consolidated financial statements have been prepared by the management of Bharat Petroleum Corporation Limited in accordance with the requirements of Accounting Standard (AS) 21 – Consolidated Financial Statements and Accounting Standard (AS) 27- "Financial Reporting of Interests in Joint Ventures", notified by the National Accounting Standards Board.
5. Attention is drawn to Audit Report of Bharat PetroResources Limited wherein the Auditor has observed as under:
 - A. a) Total assets, liabilities, income and expense relating to all the joint ventures amounts to Rs. 47,262.27 lacs, Rs. 8,551.30 lacs, Rs. 14.25 lacs and Rs. 1,479.85 lacs respectively;
 - b) Out of above, in case of Total assets, liabilities, income and expenditure amounting to Rs. 30,695.36 lacs, Rs. 8,083.98 lacs, Rs. 1.37 lacs and Rs. 742.21 lacs respectively pertaining to 8 blocks, no audited statements have been received by the company.
 - B. The audited statements referred above are prepared, as stated therein, to meet requirements of production sharing contract and are special purpose statement;
 - C. Some of the Operators use accounting policies other than those adopted by the company for like transactions. The company has made appropriate adjustments while incorporating relevant data; and
 - D. No break up of assets and liabilities is available in one block where the company has invested Rs. 2,001 lacs.
 - E. To realign the accounting periods of all the joint ventures with the financial year of the company, the company has considered its share in income and expenses of such joint ventures for the period 1st January, 2011 to 31st March, 2012 and their assets and liabilities as on 31st March, 2012 as against the past practice of considering the year ending on 31st December, and the assets and liabilities as on that date. Accordingly, the figures for the previous year to that extent are not comparable.
 - F. The auditors of IBV Brasil Petroleo Ltd have drawn attention to the fact that the said joint ventures has spent significant amounts that are related mainly to exploration and evaluation costs, whose recovery are subject to the generation of income resulting from the successful exploration of oil and natural gas. Management understands that members will provide the funds required for the company to maintain its activities and, therefore, the financial statements as of December 31, 2011 were prepared assuming the company's ability to continue as a going concern.

6. Without qualifying our opinion, we invite attention to Note 21 of Financial Statements regarding recoverability from a Public Sector Undertaking (PSU) making significant losses, based on the assurances given by the PSU.
7. Based on our audit and on the consideration of the separate audit reports of the other auditors on separate financial statements and on the other financial information of the components and to the best of our information and the explanations given to us, we are of the opinion that the attached consolidated financial statements, give a true and fair view in conformity with the accounting principles generally accepted in India:
 - i) In case of the Consolidated Balance Sheet, of the consolidated state of affairs of Bharat Petroleum Corporation Limited, its subsidiaries, and its interests in joint ventures as at March 31, 2012;
 - ii) In case of the Consolidated Statement of Profit & Loss, of the consolidated results of operations of Bharat Petroleum Corporation Limited, its subsidiaries, and its interests in joint ventures for the year ended on that date; and
 - iii) In case of the Consolidated Cash Flow Statement, of the consolidated cash flows of Bharat Petroleum Corporation Limited, its subsidiaries, and its interests in joint ventures for the year ended on that date.

For and on behalf of
T R CHADHA & Co.
Chartered Accountants
FR No: 006711N

Sd/-
KASHYAP VAIDYA
Partner
Membership No: 37623

Mumbai
Dated: 25th May, 2012

For and on behalf of
K. VARGHESE & Co.
Chartered Accountants
FR No:004525S

Sd/-
K.VARGHESE
Partner
Membership No: 20674

CONSOLIDATED BALANCE SHEET AS AT 31st MARCH, 2012

₹ Crores

	Note no.	As at 31/03/2012	As at 31/03/2011
EQUITY AND LIABILITIES			
Shareholders' Funds			
Share Capital	2	361.54	361.54
Reserves & Surplus	3	15,518.37	14,989.29
		<u>15,879.91</u>	<u>15,350.83</u>
Minority Interest :			
Share Capital		282.09	282.09
Reserves and Surplus		753.05	715.39
		<u>1,035.14</u>	<u>997.48</u>
Non-current liabilities			
Long-term borrowings	4	6,189.06	7,535.99
Deferred tax liabilities (Net)	5	1,677.80	1,335.59
Other long-term liabilities	6	109.83	75.02
Long-term provisions	7	433.67	743.83
		<u>8,410.36</u>	<u>9,690.43</u>
Current liabilities			
Short-term borrowings	8	22,192.52	15,000.16
Trade payables	9	13,215.99	9,016.27
Other current liabilities	10	15,589.04	14,905.67
Short-term provisions	11	1,490.63	1,830.04
		<u>52,488.18</u>	<u>40,752.14</u>
TOTAL		<u>77,813.59</u>	<u>66,790.88</u>
ASSETS			
Non-current assets			
Fixed assets			
Tangible assets	12	24,232.61	18,976.37
Intangible assets	13	322.12	296.24
Goodwill (on consolidation)		433.43	385.45
Capital work-in-progress	15	4,531.70	8,206.79
Intangible assets under development	14	2.53	2.53
Non-current investments	16	1,857.51	1,793.86
Long-term loans and advances	17	2,008.43	2,081.55
Other non-current assets	18	6.55	6.11
		<u>33,394.88</u>	<u>31,748.90</u>
Current assets			
Current investments	19	6,033.11	7,294.79
Inventories	20	21,097.09	18,213.46
Trade receivables	21	5,201.04	2,730.90
Cash and cash equivalents	22	1,326.33	796.54
Short-term loans and advances	23	938.68	1,047.39
Other current assets	24	9,822.46	4,958.90
		<u>44,418.71</u>	<u>35,041.98</u>
TOTAL		<u>77,813.59</u>	<u>66,790.88</u>
Significant Accounting Policies	1		
Other Notes to Accounts	32 to 47		

For and on behalf of the Board of Directors

Sd/-

R.K. SINGH

Chairman and Managing Director

Sd/-

S.VARADARAJAN

Director (Finance)

Sd/-

S.V. KULKARNI

Company Secretary

As per our attached report of even date

For and on behalf of

T.R CHADHA & CO.

Chartered Accountants

FR No: 006711N

K.VARGHESE & CO.

Chartered Accountants

FR No: 004525S

Sd/-

KASHYAP VAIDYA

Partner

Membership No. 37623

Sd/-

K.VARGHESE

Partner

Membership No. 20674

Place : Mumbai

Dated : 25th May, 2012

CONSOLIDATED STATEMENT OF PROFIT AND LOSS ACCOUNT
FOR THE YEAR ENDED 31st MARCH, 2012

	Note No.	2011-12	₹ Crores 2010-11
Revenue from Operations	25	2,12,139.56	1,53,764.91
Other Income	26	1,456.67	1,548.19
Total Revenue		2,13,596.23	1,55,313.10
Less : Expenses			
Cost of materials consumed	27	1,04,318.38	71,284.78
Purchases of stock-in-trade		91,878.63	70,141.52
Changes in inventories of finished goods, work-in-progress and stock-in-trade	28	(1,269.66)	(2,029.46)
Employee benefits expense	29	2,428.06	2,905.34
Finance costs	30	2,259.06	1,265.62
Depreciation and amortization expenses	12, 13	2,410.83	1,891.36
Other expenses	31	9,971.50	7,024.45
Total expenses		2,11,996.80	1,52,483.61
Profit before tax		1,599.43	2,829.49
Tax Expense:			
Current tax		511.28	820.27
Less: MAT Credit entitlement		(101.93)	-
Net Current Tax		409.35	820.27
Deferred Tax		331.63	185.09
Short provision of current tax relating to earlier years		7.17	82.07
Total Tax		748.15	1,087.43
Profit after tax		851.28	1,742.06
Minority Interest		70.45	107.10
Net Income of the Group		780.83	1,634.96
Basic and Diluted Earnings per Share		21.60	45.22
Significant Accounting Policies	1		
Other Notes to Accounts	32 to 47		

For and on behalf of the Board of Directors

Sd/-

R.K. SINGH

Chairman and Managing Director

Sd/-

S.VARADARAJAN

Director (Finance)

Sd/-

S.V. KULKARNI

Company Secretary

As per our attached report of even date

For and on behalf of

T.R CHADHA & CO.

Chartered Accountants

FR No: 006711N

Sd/-

KASHYAP VAIDYA

Partner

Membership No. 37623

K.VARGHESE & CO.

Chartered Accountants

FR No: 004525S

Sd/-

K.VARGHESE

Partner

Membership No. 20674

Place : Mumbai
Dated : 25th May, 2012

CONSOLIDATED CASH FLOW STATEMENT

₹ Crores

For the year ended 31st March

	2012	2011
A Cash Flow from Operating Activities		
Net Profit Before tax	1,599.43	2,829.49
Adjustments for :		
Depreciation	2,410.83	1,891.37
Interest	2,227.96	1,246.84
Foreign Exchange Fluctuations (Refer Explanatory Note 3)	1105.92	(119.60)
(Profit) / Loss on Sale of fixed assets	(69.90)	25.46
(Profit) / Loss on Sale of investments	140.94	186.26
Income from Investments	(731.46)	(863.94)
Dividend Received	(41.93)	(29.15)
Other Non-Cash items (Refer Explanatory Note 4)	(1.43)	(459.37)
Interest Income	(7.51)	(9.23)
Operating Profit before Working Capital Changes (Invested in) / Generated from :	6,632.85	4,698.13
Trade Receivables	(3826.60)	(819.28)
Other receivables	(2,049.74)	(1,023.66)
Inventory	(2859.26)	(4103.28)
Current Liabilities & Payables	4,697.56	6,171.65
Cash generated from Operations	2,594.81	4,923.56
Direct Taxes paid	(688.12)	(1247.45)
Net Cash from Operating Activities	1,906.69	3,676.11
B Net Cash Flow from Investing Activities		
Purchase of fixed assets	(4,217.50)	(4,305.70)
Sale of fixed assets	143.78	5.05
Capital Grant Received	-	1.62
Adjustments to Pre Operating Expenses (Investment)/Sale of Investment in JVC's DNP Limited	(7.52)	(7.52)
Brahmaputra Cracker Polymer Limited	(53.69)	(22.88)
Purchase of Investment	(14.86)	(1,232.76)
Sale of Investments	1,089.26	4,516.86
Income from Investment	738.71	897.52
Dividend Received	47.58	35.01
Interest Received	(1.61)	9.17
Net Cash Flow on Investing Activities	(2,275.85)	(452.54)
C Net Cash Flow on Financing Activities		
Equity Investment	-	385.43
Long term Borrowings	1,450.56	2,506.95
Repayment of loans	(2,935.75)	(969.79)
Interest paid	(2,194.00)	(1,396.68)
Interim Dividend Paid	(6.43)	-
Dividend Paid	(551.92)	(550.61)
Corporate Dividend Tax	(91.83)	(94.24)
Exchange difference on forward contracts	(49.34)	(57.68)
Net Cash Flow on Financing Activities	(4,378.71)	(176.62)
D Net Increase / (Decrease) in Cash and Cash equivalents (A + B + C)	(4,747.87)	3,046.95

CONSOLIDATED CASH FLOW STATEMENT (CONTD.)

	₹ Crores	
Cash and Cash equivalents as at 31st March	2011	2010
Cash in Hand / in transit	134.54	98.88
Cash at Bank	662.00	628.26
Cash in transit	-	1.29
Cash Credit from scheduled banks	(2,021.55)	(6,714.29)
CBLO	-	(500.00)
Unsecured loans from scheduled banks / ICDs / CPs	(11,788.14)	(9,574.24)
	(13,013.15)	(16,060.10)
Cash and Cash equivalents as at 31st March	2012	2011
Cash in Hand / in transit	78.53	134.54
Cash at Bank	1,247.80	662.00
Cash Credit from scheduled banks	(210.11)	(2021.55)
Unsecured loans from scheduled banks / ICDs / CPs	(18,877.24)	(11,788.14)
	(17,761.02)	(13,013.15)
Net change in Cash and Cash equivalents	(4,747.87)	3,046.95

Explanatory Notes to Cash Flow Statement

- 1 The Cash Flow Statement is prepared in accordance with the format prescribed by Securities and Exchange Board of India and as per Accounting Standard 3 as notified by the Central Government.
- 2 In Part-A of the Cash Flow Statement, figures in brackets indicate deductions made from the Net Profit for deriving the net cash flow from operating activities. In Part-B and Part-C, figures in brackets indicate cash outflows.
- 3 The net profit / loss arising due to conversion of current assets / current liabilities / receivable / payable in foreign currency is furnished under the head "Foreign Exchange Fluctuations".
- 4 "Other Non-Cash items" include excess provisions written back, foreign exchange adjustments, diminution in value of investment, transfer to Capital reserve, Bad debts and materials written off and miscellaneous adjustments not affecting cash flow.
- 5 "Cash at Bank" includes a balance of ₹ 2.41 crores (previous year ₹ 2.79 crores) towards unclaimed dividend.
- 6 Figures of the previous year have been regrouped wherever necessary, to conform to current year's presentation.

For and on behalf of the Board of Directors

Sd/-

R.K. SINGH

Chairman and Managing Director

Sd/-

S.VARADARAJAN

Director (Finance)

Sd/-

S.V. KULKARNI

Company Secretary

As per our attached report of even date

For and on behalf of

T.R CHADHA & CO.

Chartered Accountants

FR No: 006711N

Sd/-

KASHYAP VAIDYA

Partner

Membership No. 37623

K.VARGHESE & CO.

Chartered Accountants

FR No: 004525S

Sd/-

K.VARGHESE

Partner

Membership No. 20674

Place : Mumbai

Dated : 25th May, 2012

NOTES TO FINANCIAL STATEMENTS FOR THE YEAR ENDED 31st MARCH 2012 (CONSOLIDATED)

1. STATEMENT OF SIGNIFICANT ACCOUNTING POLICIES (CONSOLIDATED)

1.1 BASIS OF CONSOLIDATION:

The Consolidated Financial Statements relate to Bharat Petroleum Corporation Limited (BPCL), its subsidiary companies and interest in joint ventures.

- (a) Basis of accounting: The Financial Statements of the subsidiary companies and the joint venture companies (JVCs) used in the preparation of the Consolidated Financial Statements are drawn upto the same reporting date as that of BPCL i.e. 31st March 2012, except for Matrix Bharat Pte. Ltd. and IBV (Brasil) Petroleo Ltda. whose accounts are drawn for the period ended 31st December 2011.
- (b) Principles of Consolidation: The Consolidated Financial Statements have been prepared on the following basis:-
 - (i) The Financial Statements of BPCL and its subsidiary companies (which are not in the nature of joint ventures) have been consolidated on a line-by-line basis by adding together the book values of like items of assets, liabilities, income and expenses. The intra group balances and intra group transactions and unrealised profits or losses resulting from intra group transactions are fully eliminated.
 - (ii) The Consolidated Financial Statements include the interest of the Corporation in JVCs, which has been accounted for using the proportionate consolidation method of accounting and reporting whereby the Corporation's share of assets, liabilities, income and expenses of a jointly controlled entity is considered as a separate line item in the Consolidated Financial Statements.
 - (iii) The share of equity in the subsidiary company as on the date of investment, if in excess of the cost of investment, the difference is recognised as "Capital Reserve on Acquisition of Subsidiaries" and if the cost of investment in the subsidiary company exceeds share of equity, the difference is recognised as "Goodwill".
 - (iv) Minority interest in the Net Assets of consolidated subsidiaries consists of the amount of equity attributable to the minority shareholders as on the dates on which investments are made by the Company in the subsidiary companies and further movements in their share in the equity subsequent to the dates of investments as stated above.
- (c) The subsidiary companies and the JVCs which are included in consolidation and the percentage of ownership interest therein of the Corporation as on 31st March 2012 are as under :

	Percentage of ownership interest as on		Country of Incorporation
	31/03/2012	31/03/2011	
Subsidiaries			
Numaligarh Refinery Limited (NRL)	61.65	61.65	India
Bharat PetroResources Limited (BPRL)	100.00	100.00	India
Bharat PetroResources JPDA Limited (Note i)	100.00	100.00	India
BPRL International B.V. (Note i)	100.00	100.00	Netherlands
BPRL Ventures B.V. (Note ii)	100.00	100.00	Netherlands
BPRL Ventures Mozambique B.V. (Note ii)	100.00	100.00	Netherlands
BPRL Ventures Indonesia B.V. (Note ii)	100.00	100.00	Netherlands
Joint Venture Companies (JVC)			
Indraprastha Gas Limited	22.50	22.50	India
Petronet CCK Limited	49.00	49.00	India
Petronet LNG Limited	12.50	12.50	India
Bharat Oman Refineries Limited (BORL)	50.00	50.00	India
Central UP Gas Limited	25.00	25.00	India
Maharashtra Natural Gas Limited	22.50	22.50	India
Sabarmati Gas Limited	25.00	25.00	India
Bharat Stars Services Private Limited	50.00	50.00	India
Bharat Renewable Energy Limited	33.33	33.33	India
Matrix Bharat Pte Limited	50.00	50.00	Singapore
Delhi Aviation Fuel Facility Pvt. Limited	37.00	37.00	India

Notes:

- (i) Bharat PetroResources JPDA Limited and BPRL International B.V. are 100% subsidiaries of BPRL.
- (ii) BPRL Ventures B.V., BPRL Ventures Mozambique B.V. and BPRL Ventures Indonesia B.V. are wholly owned subsidiaries of BPRL International B.V. which have been incorporated outside India.
- (iii) In addition to the above, BPRL Ventures B.V. holds 50% equity in joint venture company IBV (Brasil) Petroleo Ltda. incorporated in Brazil.
- (iv) Proportionate consolidation in respect of Investment in Petronet India Limited and Petronet CI Limited have not been considered in the preparation of Consolidated Financial Statements as the Management has provided for full diminution in the value of Investment.
- (v) The accounts of Central UP Gas Limited, Sabarmati Gas Limited, Maharashtra Natural Gas Limited, Bharat Stars Services Private Limited, Delhi Aviation Fuel Facility Private Limited, Bharat Renewable Energy Limited and Matrix Bharat Pte. Limited are yet to be audited and hence the unaudited accounts have been considered for the purpose of preparation of Consolidated Financial Statements. The auditors of Indraprastha Gas Limited have completed the Limited Review of the Financial Statements for the year 2011-12 and the same have been considered for preparation of Consolidated Financial Statements.
- (vi) BPCL's ownership in Maharashtra Natural Gas Limited has been considered at 22.50% as per the Joint Venture Agreement. The actual percentage of Share Capital as on 31st March 2012 held by BPCL is marginally higher. The management is of the opinion that it is a temporary phase and the other joint venture partners will contribute their share of the equity capital as per the Joint Venture Agreement. This excess contribution by BPCL in the Equity Share Capital amounting to ₹ 1.13 crores (previous year ₹ 1.13 crores) is included in "Advances Recoverable in cash or in kind or for value to be received" – **Note 23**.

1.2 BASIS FOR PREPARATION

The financial statements of the Corporation have been prepared in accordance with generally accepted accounting principles in India (Indian GAAP). The company has prepared these financial statements to comply in all material respects with the accounting standards notified under the Companies (Accounting Standards) Rules, 2006 (as amended) and the relevant provisions of the Companies Act, 1956. The financial statements have been prepared on an accrual basis (unless otherwise stated) and under historical cost convention. The accounting policies are consistent with those used in previous year except for the policy in respect of foreign exchange differences referred to in para 1.14.iv.

1.3 USE OF ESTIMATES

The preparation of financial statements requires the management of the company to make certain estimates and assumptions that affect the amounts reported in the financial statements and notes thereto. Differences, if any, between actual amounts and estimates are recognised in the period in which the results are known.

1.4 FIXED ASSETS

i) Tangible Fixed Assets

- a) Fixed Assets are stated at cost net of accumulated depreciation.
- b) Subsequent expenditure related to an item of fixed asset is added to its book value only if it increases the future benefits from the existing asset beyond its previously assessed standard of performance.
- c) Expenditure on assets, other than plant and machinery, LPG cylinders and pressure regulators, not exceeding ₹ 1,000 per item are charged to revenue.
- d) Machinery spares that are specific to a fixed asset are capitalised along with the fixed asset. Replacement of such spares is charged to revenue.
- e) Land acquired on lease where period of lease exceeds 99 years is treated as freehold land.
- f) Expenditure during construction period: Direct expenses including borrowing cost incurred during construction period on capital projects are capitalised. Indirect expenses of the project group which are allocated to projects costing ₹ 5 crores and above are also capitalised. Crop compensation expenses incurred in the process of laying pipelines are capitalised. Expenditure incurred generally during construction period of projects on assets like electricity transmission lines, roads, culverts etc. the ownership of which is not with the Company are charged to revenue in the accounting period of incurrence of such expenditure.

ii) Intangible Assets

- a) Intangible assets are carried at cost less accumulated amortization.
- b) Cost of right of way that is perennial in nature is not amortised as no finite useful life can be identified for the same.

- c) Expenditure incurred for creating/acquiring other intangible assets of ₹ 0.50 crores and above, and ₹ 0.02 crores in case of Petronet CCK Limited, from which future economic benefits will flow over a period of time, is amortised over the estimated useful life of the asset or five years, whichever is lower, from the time the intangible asset starts providing the economic benefit.
- d) In other cases, the expenditure is charged to revenue in the year the expenditure is incurred.
- e) Expenditure incurred on intangible assets is capitalised and amortised over a period of 5 years by Indraprastha Gas Limited & Central UP Gas Limited and over a period of 3 years by Petronet LNG Limited. Product Marketing Rights are amortised over 15 years by Sabarmati Gas Limited and other intangible assets over 3 to 5 years.
- f) Bharat Oman Refineries Limited - Expenditure incurred on construction of facilities such as SPM, Sub-sea Pipeline etc., the ownership of which is not with the Company but for which the Company has license to use, is capitalized as "Intangible Asset". Intangible assets are amortized over their estimated economic useful lives as estimated by the management, but not exceeding the period given hereunder:
 - Computer software – 5 years
 - Single Point Mooring System and Sub-sea Pipeline – 25 years
 - Others – 5 years

1.5 IMPAIRMENT OF ASSETS

The values of tangible and intangible assets of respective Cash Generating Units are reviewed by the management for impairment at each Balance Sheet date, if events or circumstances indicate that the carrying values may not be recoverable. If the carrying value is more than the net selling price of the asset or present value, the difference is recognized as an impairment loss.

1.6 BORROWING COSTS

Borrowing costs that are attributable to the acquisition or construction of qualifying assets are capitalized as part of the cost of such assets till the month in which the asset is ready for use. All other borrowing costs are charged to revenue.

1.7 DEPRECIATION

- i. Depreciation on fixed assets is provided under the straight line method, at rates prescribed under Schedule XIV to the Companies Act, 1956, except in following cases :
 - a) Premium paid for acquiring leasehold land for lease period not exceeding 99 years, is amortised over the period of lease.
 - b) Fixed assets costing not more than ₹ 5,000 each, LPG cylinders and pressure regulators are depreciated @ 100 percent in the year of acquisition.
 - c) Computer equipments and peripherals, and mobile phones are depreciated over a period of 4 years. Furniture provided at the residence of management staff is depreciated over a period of seven years.
- ii. Indraprastha Gas Limited - Gas distribution systems are commissioned on commencement of supply of gas to consumers. In the case of commissioned assets where final payment to the contractors is pending, capitalisation is made on an estimated basis pending receipt of final bills from the contractors, and subject to adjustment in cost and depreciation in the year of final settlement. Depreciation in case of the following assets has been provided using the straight line method over the useful life of the assets:
 - (a) Mother compressors, Online compressors and Booster compressors – 10 years
 - (b) Bunkhouses – 5 years
 - (c) Signages - 10 years
- iii. Bharat Stars Services Private Limited - Depreciation is provided at full year basis on additions upto 30th September and at 50% on assets after 30th September.
- iv. Maharashtra Natural Gas Limited: Depreciation in case of the following assets has been provided using the straight line method over the useful life of the assets:
 - (a) Mother compressors, Online compressors and Booster compressors – 7 years
 - (b) Computer and Mobile Phones - 4 years
- v. Sabarmati Gas Limited: Vehicles - 4 years, Pipeline @ 3.17%
- vi. Bharat Renewable Energy Limited - Depreciation has been provided under written down value method.
- vii. IBV Brazil Petroleo Pvt Ltda - Depreciation is calculated on straight line method, in accordance with the rates as described below:

(a) Furniture and Fixtures	10%
(b) Vehicles	20%
(c) IT Equipments	20%
(d) Machinery & Communication equipment	35%
(e) Installations	10%

- viii. Depreciation is charged on addition / deletion on pro-rata monthly basis including the month of addition/ deletion.

1.8 INVESTMENTS

- i. Current investments are valued at lower of cost or fair value determined on an individual investment basis.
- ii. Long-term investments are valued at cost. Provision for diminution in value is made to recognise a decline, other than of temporary nature, in the value of such investments.

1.9 INVENTORY

- i. Inventories are stated at cost or net realisable value, whichever is lower. Cost is determined on weighted average basis and comprises of expenditure incurred in the normal course of business in bringing inventories to their present location including appropriate overheads apportioned on a reasonable and consistent basis.
- ii. The net realizable value of finished goods and stock in trade are based on the inter-company transfer prices and final selling prices (applicable at the location of stock) for sale to oil companies and retail consumers respectively. For the purpose of stock valuation, the proportion of oil companies sales and retail sales are determined on all India basis and this is considered for stock valuation at all locations.
- iii. Stock-in-process is valued at raw material cost plus cost of conversion.
- iv. Obsolete, slow moving, surplus and defective stocks are identified at the time of physical verification of stocks and where necessary, provision is made for such stocks.
- v. Finished products are valued at weighted average cost or at net realisable value, whichever is lower. In case of Indraprastha Gas Limited, Maharashtra Natural Gas Limited and Central UP Gas Limited the cost is determined on first-in-first-out basis. In case of Matrix Bharat Pte. Ltd. inventories are valued at fair value less cost to sell.
- vi. Stores are valued at weighted average cost except in case of Maharashtra Natural Gas Limited and Petronet CCK Limited where the valuation is on the basis of first-in-first-out. Obsolete stores are valued at ₹ Nil. Slow moving stores/ other materials identified as surplus and no longer usable are valued at ₹ Nil.

1.10 REVENUE RECOGNITION

- i. Sales represents invoiced value of goods supplied net of trade discounts, and include applicable excise duty, surcharge and other elements as are allowed to be recovered as part of the price but excludes VAT / Sales Tax. Further, it includes other elements allowed by the Government from time to time.
- ii. Claims including subsidy on LPG and SKO from Government of India are booked on 'in principle acceptance' thereof on the basis of available instructions/clarifications subject to final adjustments after necessary audit, as stipulated.
- iii. Other claims are booked when there is a reasonable certainty of recovery. Claims are reviewed on a periodical basis and if recovery is uncertain, provision is made in the accounts.
- iv. Income from sale of scrap is accounted for on realisation.
- v. Dividend income is recognized when the company's right to receive the dividend is established.
- vi. Interest income is recognized on a time proportion basis taking into account the amount outstanding and the applicable interest rate.

1.11 CLASSIFICATION OF INCOME/EXPENSES

- i. Expenditure on Research, other than capital expenditure, is charged to revenue in the year in which the expenditure is incurred.
- ii. Income/expenditure upto ₹ 0.05 crore in each case pertaining to prior years is charged to the current year by the parent company Bharat Petroleum Corporation Limited and Numaligarh Refinery Limited. No such policy exists in other group companies.
- iii. Prepaid expenses upto ₹ 0.05 crore in each case, are charged to revenue as and when incurred by the parent company Bharat Petroleum Corporation Limited and Numaligarh Refinery Limited and upto ₹ 10,000 by Bharat PetroResources Limited and Petronet CCK Limited. No such policy exists in other group companies.
- iv. Deposits placed with Government agencies/ local authorities which are perennial in nature are charged to revenue in the year of payment, except in case of Petronet LNG Limited, Petronet CCK Limited, Central UP Gas Limited, Sabarmati Gas Limited, Delhi Aviation Fuel Facility Private Limited and Bharat Stars Services Private Limited wherein no such policy exists. In case of Maharashtra Natural Gas Limited such deposits below ₹ 50,000 are charged to revenue in the year of payment.

1.12 EMPLOYEE BENEFITS

- i. Contributions to defined contribution schemes such as Pension, Superannuation, Provident Fund, etc. are charged to the Statement of Profit and Loss as and when incurred.
- ii. The Company also provides for retirement/ post-retirement benefits in the form of gratuity, leave encashment, post retirement benefits and other long term benefits. Such defined benefits are charged to the Profit and Loss account based on valuations made by independent actuaries using the Projected Unit Credit Method, as at the balance sheet.
- iii. Payments made under Voluntary Retirement Scheme are charged to Statement of Profit and Loss.

1.13 DUTIES ON BONDED STOCKS

- i. Customs duty on Raw materials/Finished goods lying in bonded warehouse are provided for at the applicable rates except where liability to pay duty is transferred to consignee.
- ii. Excise duty on finished stocks lying in bond is provided for, at the assessable value applicable at each of the locations at maximum rates based on end use.

1.14 FOREIGN CURRENCY & DERIVATIVE TRANSACTIONS

- i. Transactions in foreign currency are accounted in the reporting currency at the exchange rate prevailing on the date of transaction.
- ii. Monetary items denominated in foreign currency are converted at exchange rates prevailing on the date of Balance Sheet.
- iii. Foreign Exchange differences arising at the time of translation or settlement are recognised as income or expense in the Statement of Profit & Loss either under foreign exchange fluctuation or interest as the case may be.
- iv. However, foreign exchange differences on long term foreign currency monetary items relating to acquisition of depreciable assets are adjusted to the carrying cost of the assets and depreciated over the balance life of the asset and in other cases, if any, accumulated in "Foreign Currency Monetary Item Translation Difference Account" and amortised over the balance period of the asset or liability.
- v. Premium/discount arising at the inception of the forward exchange contracts entered into to hedge foreign currency risks are amortised as expense or income over the life of the contract. Exchange differences on such contracts are recognised in the Statement of Profit & Loss.
- vi. Gains/losses arising on settlement of Derivative transactions entered into by the Corporation to manage the commodity price risk and exposures on account of fluctuations in interest rates and foreign exchange are recognised in the Statement of Profit and Loss. Provision for losses in respect of outstanding contracts as on balance sheet date is made based on mark-to-market valuations of such contracts.
- vii. All the subsidiaries and joint ventures incorporated outside India are considered to be "non integral foreign operations" in terms of Accounting Standard 11 "The Effects of Changes in Foreign Exchange Rates". Consequently, the assets and liabilities, both monetary and non-monetary of such subsidiaries and joint ventures have been translated at the closing rates. Income and expense items of the non-integral foreign operation are translated at average exchange rate prevailing during the period.

1.15 GOVERNMENT GRANTS

- i. When the grant relates to an expense item or depreciable fixed assets, it is recognized as income over the periods necessary to match them on a systematic basis to the costs, which it is intended to compensate. The grant relating to future years are treated as Deferred Income and reflected as Capital Reserve in Balance Sheet.
- ii. Government grants of the nature of promoters' contribution or relating to non-depreciable assets are credited to capital reserve and treated as a part of shareholders' funds.

1.16 PROVISIONS, CONTINGENT LIABILITIES AND CAPITAL COMMITMENTS

- i. A provision is recognized when an enterprise has a present obligation as a result of past events; it is probable that an outflow of resources will be required to settle the obligation and in respect of which a reliable estimate can be made.
- ii. Contingent Liabilities are not recognized but are disclosed in the Notes. Contingent liabilities are disclosed in respect of possible obligations that arise from past events but their existence is confirmed by the occurrence or non-occurrence of one or more uncertain future events not wholly within the control of the Corporation.
- iii. Capital commitments and Contingent liabilities disclosed are in respect of items which exceed ₹ 0.05 crores in each case by Bharat Petroleum Corporation Limited, Bharat Oman Refineries Limited and Numaligarh Refinery Limited and ₹ 0.01 crores by Bharat PetroResources Limited. No such policy exists in other group companies.
- iv. Contingent liabilities are considered only on conversion of show cause notices issued by various Government authorities into demand.

1.17 TAXES ON INCOME

- i. Provision for current tax is made after taking into consideration benefits admissible under the provisions of the Income Tax Act, 1961.
- ii. Deferred tax resulting from “timing differences” between book and taxable profit is accounted for using the tax rates and laws that have been enacted or substantively enacted as on the balance sheet date.
- iii. The deferred tax asset is recognized and carried forward only to the extent that there is a reasonable certainty that the assets will be realized in future. However, in respect of unabsorbed depreciation or carry forward losses, the deferred tax asset is recognized and carried forward only to the extent that there is a virtual certainty that the assets will be realized in future.
- iv. The carrying amount of deferred tax assets and unrecognized deferred tax assets are reviewed at each balance sheet date.

1.18 EARNINGS PER SHARE

Basic earnings per share are calculated by dividing the net profit or loss for the period attributable to equity shareholders (after deducting preference dividends, if any, and attributable taxes) by the weighted average number of equity shares outstanding during the period.

For the purpose of calculating diluted earnings per share, the net profit or loss for the period attributable to equity shareholders and the weighted average number of shares outstanding during the period are adjusted for the effect of all dilutive potential equity shares.

1.19 OIL AND GAS EXPLORATION ACTIVITIES

- i. BPRL follows the “Full Cost” method of accounting for its oil and natural gas exploration and production activities. Accordingly, all acquisition, exploration and development costs are treated as capital work-in-progress and are accumulated in a cost centre. The cost centre is not normally smaller than a country except where warranted by major difference in economic, fiscal or other factors in the country. When any well in a cost centre is ready to commence commercial production, these costs are capitalised from capital work-in-progress to the gross block of assets regardless of whether or not the results of specific costs are successful. Depletion is charged on all capitalised costs according to the unit of production method.
- ii. The net quantities of the Group’s interests in proved reserves and proved developed reserves of oil and gas at the beginning and additions, deductions, production and closing balance for the year and disclosure of quantities on the geographical basis are not mentioned as the Group is in exploratory phase.
- iii. Surrender of field / disposal of participation interest: If BPRL were to surrender a field, the accumulated acquisition, exploration and development costs in respect of such field are deemed to be fully depreciated. If the remainder of the wells in the cost centre continue to produce oil or gas, gain or loss is recognised only when the last well in the cost centre ceases to produce and the entire cost centre is abandoned. Also, in the event BPRL assigns or farms out the whole or any part of its participating interest, the corresponding carrying value of the capitalised amount is adjusted against the consideration and the net amount is credited or, as the case may be, is charged to the profit and loss account in the year in which BPRL’s participating interest is assigned or farmed out.
- iv. Depletion:
Depletion charge is calculated on the capitalised cost according to the unit of production method. The depreciation charge or the unit of production (UOP) charge for all costs within a cost centre is calculated by multiplying the UOP rate with the production for the period. The unit of production rate is arrived at by dividing the depreciation base of the cost centre by the Proved Oil and Gas Reserves. The depreciation base of a cost centre includes gross block of the cost centre, estimated future development expenditure and estimated site restoration expenditure and is reduced by the accumulated depreciation and accumulated impairment charge of the cost centre. The estimates of proved reserves used are based on the latest technical assessment available with BPRL.
- v. Site restoration costs :
Liabilities for site restoration costs (net of salvage values) are recognized when the Group has an obligation to dismantle and remove a facility such as oil and natural gas production or transportation facility or an item of plant and to restore the site on which it is located and when a reasonable estimate of that liability can be made. Where an obligation exists for a new facility, the liability is recognized on construction or installation. An obligation may also crystallize during the period of operation of a facility through a change in legislation or through a decision to terminate operations. The amount recognized is the value of estimated future expenditure determined in accordance with local conditions and requirements. The corresponding amount is added to the cost of the tangible fixed asset and is subsequently depleted as part of the capital costs of the facility or item of plant. Any change in the value of the estimated expenditure is reflected as an adjustment to the provision and the corresponding tangible fixed assets.

2. SHARE CAPITAL (CONSOLIDATED)

	₹ Crores	
	31/03/2012	31/03/2011
i Authorised		
45,00,00,000 equity shares	450.00	450.00
ii Issued, subscribed and paid-up		
36,15,42,124 (previous year 36,15,42,124) equity shares fully paid-up	361.54	361.54
Total	361.54	361.54
<p>iii The Corporation has only one class of shares namely equity shares having a par value of ₹ 10 per share. Each holder of equity shares is entitled to one vote per share. In the event of liquidation of the Corporation, the holders of equity shares will be entitled to receive the remaining assets of the Corporation in proportion to the number of equity shares held.</p>		

iv. Shareholders holding more than 5% shares

Name of shareholder	31/03/2012		31/03/2011	
	% Holding	No. of shares	% Holding	No. of shares
Government of India	54.93	19,86,00,060	54.93	1,98,600,060
BPCL Trust for Investment in shares	9.33	3,37,28,737	9.33	3,37,28,737
Life Insurance Corporation of India	6.80	2,45,86,734	8.89	3,21,57,195

3. RESERVES AND SURPLUS (CONSOLIDATED)

	₹ Crores	
	31/03/2012	31/03/2011
Capital Reserve		
As per last Balance Sheet	54.67	53.20
Add/(Less): Grant received / (reversed) during the year	-	1.62
Less : Amortisation of Capital Grant	(0.17)	(0.15)
	54.50	54.67
Capital Reserve on acquisition of subsidiaries	66.45	66.45
	66.45	66.45
Debenture Redemption Reserve		
As per last Balance Sheet	1,000.00	1,000.00
Add: Transfer from Profit & Loss Account	-	-
	1,000.00	1,000.00
Foreign Currency Translation Reserve	2.38	(213.89)
General Reserve		
As per last Balance Sheet	13,945.19	13,143.67
Add : Transfer from Profit & Loss Account	954.62	801.52
	14,899.81	13,945.19
Surplus as per Statement of Profit & Loss *	207.37	325.73
Sub-total	16,230.51	15,178.15
Less: Minority Interest	753.05	715.39
	15,477.46	14,462.76

3. RESERVES AND SURPLUS (CONSOLIDATED) Contd..

	31/03/2012	₹ Crores 31/03/2011
Share of interest in Joint Ventures		
General Reserve	72.38	52.44
Surplus as per Statement of Profit & Loss *	(258.13)	245.76
Securities Premium	224.38	227.69
Foreign Currency Translation Reserve	2.28	0.64
	<u>40.91</u>	<u>526.53</u>
Total	15,518.37	14,989.29
* Surplus as per Statement of Profit & Loss		
As per last Balance Sheet	571.49	259.17
Add : Profit for the year	851.28	1,742.06
Add: Share of interest in surplus on amalgamation	-	50.50
Less : Proposed Dividend	(425.91)	(567.98)
Less : Corporate Dividend Tax	(73.06)	(92.14)
Less : Transfer to General Reserve	(974.56)	(820.12)
Total	(50.76)	571.49

4. LONG-TERM BORROWINGS (CONSOLIDATED)

	31/03/2012		₹ Crores 31/03/2011	
	Current #	Non-Current	Current #	Non-Current
Debentures				
Secured				
7.73% Secured Non-Convertible Debentures 2012*	1,000.00	-	-	-
6.23% Secured Non-Convertible Debentures 2011	-	-	1,000.00	1,000.00
Other Loans	-	-	-	623.38
Unsecured				
Loan from Oil Industry Development Board	271.48	561.21	228.00	732.69
External Commercial Borrowings (ECB)	-	1,662.59	1,274.25	1,004.63
Inter-corporate deposit	500.00	-	-	-
Term Loans (From parent Company)	-	-	-	-
	<u>1,771.48</u>	<u>2,223.80</u>	<u>2,502.25</u>	<u>3,360.70</u>
Share of interest in Joint Ventures		3,965.26		4175.29
Total	1,771.48	6,189.06	2,502.25	7,535.99

Classified under other current liabilities (Refer Note No. 10)

Terms of Repayment Schedule of Long Term Borrowings as on 31/03/2012:

Non-Current	₹ Crores	Date of Maturity
Loan from Oil Industry Development Board	100.00	30-Mar-2017
	48.75	Apr 2016
	57.75	20-Apr-2015
	15.96	Apr 2015
	221.50	15-Sep-2014
	117.25	29-Sep-2013
External Commercial Borrowings	511.57	3-Feb-2017
	1,023.13	20-Feb-2016
	127.89	25-Nov-2014

4. LONG-TERM BORROWINGS (CONSOLIDATED) Contd..

Current	₹ Crores	Date of Maturity
7.73% Secured Non-Convertible Debentures 2012*	1,000.00	9-Oct-2012
Loan from Oil Industry Development Board	19.25	20-Apr-2012
	16.25	31-May-2012
	117.25	Sep 2012
	7.98	27-Apr-2012
	110.75	Apr-Sep 2012
Inter corporate Deposits	500.00	19-Nov-2012

* The Corporation had allotted redeemable non-convertible 7.73% Debentures of face value of ₹ 1,000 crores on 12th October 2009. These are secured by first legal mortgage in English form by way of a Registered Debenture Trust Deed over the fixed assets of the Company, mainly Plant and Machinery at Mumbai Refinery.

5. DEFERRED TAX LIABILITIES (NET) (CONSOLIDATED)

	₹ Crores	
	31/03/2012	31/03/2011
Deferred Tax Liability –		
On account of depreciation	2,602.76	2,378.01
Deferred Tax Asset:		
Disallowance u/s 43B of the Income tax Act, 1961 including employee benefits	557.85	636.98
Provisions for mark-to-market for investments & Loans, doubtful debts, claims, etc.	409.20	495.02
Voluntary Retirement Scheme & Long term Capital loss	31.28	-
Total Deferred Tax Asset	998.33	1,132.00
Net Deferred Tax Liability	1,604.43	1,246.01
Share of interest in Joint Ventures	73.37	89.58
Total	1,677.80	1,335.59

6. OTHER LONG-TERM LIABILITIES (CONSOLIDATED)

	₹ Crores	
	31/03/2012	31/03/2011
Security/Earnest Money Deposits	15.84	35.85
Others	47.54	10.92
	63.38	46.77
Share of interest in Joint Ventures	46.45	28.25
Total	109.83	75.02

7. LONG-TERM PROVISIONS (CONSOLIDATED)

	31/03/2012	₹ Crores 31/03/2011
Provision for employee benefits	429.13	740.95
	<u>429.13</u>	<u>740.95</u>
Share of interest in Joint Ventures	4.54	2.88
Total	<u>433.67</u>	<u>743.83</u>

8. SHORT-TERM BORROWINGS (CONSOLIDATED)

	31/03/2012	₹ Crores 31/03/2011
Loans repayable on demand		
Secured		
Working capital loans / Cash Credit *	428.69	2,142.51
Term Loans	1,353.68	-
Unsecured		
Rupee Loans	200.10	1,092.02
Foreign Currency Loans	18,677.24	10,698.14
From Others	-	-
	<u>20,659.71</u>	<u>13,932.67</u>
Share of interest in Joint Ventures	1,532.81	1,067.49
Total	<u>22,192.52</u>	<u>15,000.16</u>

* Secured in favour of the participating banks ranking pari passu inter-alia by hypothecation of raw materials, finished goods, stock- in- process, book debts, stores, components and spares and all movables both present and future.

9. TRADE PAYABLES (CONSOLIDATED)

	31/03/2012	₹ Crores 31/03/2011
Dues to micro and small enterprises	1.54	1.94
Dues to others	13,010.38	8,926.74
	<u>13,011.92</u>	<u>8,928.68</u>
Share of interest in Joint Ventures	204.07	87.59
TOTAL	<u>13,215.99</u>	<u>9,016.27</u>

10. OTHER CURRENT LIABILITIES (CONSOLIDATED)

	31/03/2012	₹ Crores 31/03/2011
Current maturities of long-term borrowings (Refer Note No. 4)	1,771.48	2,502.25
Interest accrued but not due on borrowings	191.86	203.78
Interest accrued and due on borrowings	-	11.55
Deposits from Customers	29.18	25.01
Deposits for Containers	4,938.09	4,325.49
Advances from Customers	517.02	497.63
Unclaimed Dividend *	2.41	2.79
Unclaimed Deposits *	0.19	0.27
Unclaimed Interest on Deposits *	0.08	0.08
Sales tax, Excise, Customs, etc.	1,844.47	1,577.81
Contractual obligations	2,548.36	2,825.68
Others #	2,103.17	1958.11
	13,946.31	13,930.45
Share of interest in Joint Ventures	1,642.73	975.22
Total	15,589.04	14,905.67

* No amount is due at the end of the year for credit to Investors Education and Protection Fund.

Includes ₹ 21,000 Share Application Money Suspense Account

11. SHORT TERM PROVISIONS (CONSOLIDATED)

	31/03/2012	₹ Crores 31/03/2011
Provision for Taxation (Net of Tax paid)	262.31	485.95
Proposed dividend	425.91	548.48
Corporate Dividend Tax on proposed dividend	69.09	88.98
Provision for employee benefits	727.47	677.18
	1,484.78	1,800.59
Share of Interest In Joint Ventures	5.85	29.45
Total	1,490.63	1,830.04

12. TANGIBLE ASSETS (CONSOLIDATED)

₹ Crores

PARTICULARS	GROSS BLOCK				DEPRECIATION				NET CARRYING AMOUNT		
	AS AT 01-04-2011	ADDITIONS	OTHER ADJUST- MENTS	DEDUCTIONS ON ACCOUNT OF RETIRE- MENT / RECLASSIFI- CATIONS	AS AT 31-03-2012	UPTO 31-03-2011	THIS YEAR	DEDUCTIONS ON ACCOUNT OF RETIREMENT / RECLASSIFI- CATIONS	UPTO 31-03-2012	AS AT 31-03-2012	AS AT 31-03-2011
(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)	(11)	(12)
1. LAND											
(a) Freehold	481.75	5.19	-	(0.75)	487.69	-	-	-	-	487.69	481.75
(b) Leasehold	178.81	5.90	-	3.36	181.35	23.06	4.14	0.21	26.99	154.36	155.75
2. BUILDINGS	5,222.82	521.09	44.05	70.86	5,717.10	751.31	114.71	16.38	849.64	4,867.46	4,471.51
3. PLANT and MACHINERY	11,621.65	301.10	8.23	73.57	11,857.41	4,841.37	595.27	36.09	5,400.55	6,456.86	6,780.28
4. FURNITURE and FITTINGS	229.11	20.88	0.13	4.27	245.85	95.25	14.50	3.34	106.41	139.44	133.86
5. VEHICLES	196.24	2.73	-	7.03	191.94	123.05	13.21	4.94	131.32	60.62	73.19
6. OFFICE EQUIPMENT	491.98	38.42	0.01	8.02	522.39	311.30	56.11	8.75	358.66	163.73	180.68
7. RAILWAY SIDINGS	332.43	14.33	-	0.72	346.04	148.75	14.96	0.68	163.03	183.01	183.68
8. TANKS and PIPELINES	5,796.27	428.86	33.64	31.55	6,227.22	2,614.56	363.06	16.52	2,961.10	3,266.12	3,181.71
9. DISPENSING PUMPS	1,698.32	251.76	28.87	21.56	1,957.39	488.60	84.76	13.25	560.11	1,397.28	1,209.72
10. LPG CYLINDERS & ALLIED EQUIPMENT	4,725.19	654.61	34.90	9.45	5,405.25	4,725.19	689.51	9.45	5,405.25	-	-
11. OTHERS	1,842.31	214.26	10.42	11.12	2,055.87	716.34	107.54	10.44	813.44	1,242.43	1,125.97
TOTAL	32,816.88	2,459.13	160.25	240.76	35,195.50	14,838.78	2,057.77	120.05	16,776.50	18,419.00	17,978.10
Share of interest in Joint Ventures	1,324.73	5,045.58	111.27	9.45	6,472.13	326.46	336.51	4.45	658.52	5,813.61	998.27
Grand Total	34,141.61	7,504.71	271.52	250.21	41,667.63	15,165.24	2,394.28	124.50	17,435.02	24,232.61	18,976.37
Previous Year	28,608.95	4,368.01	-	161.09	32,815.87	13,115.94	1,813.72	91.61	14,838.05	17,977.82	15,493.01
Share of interest in Joint Ventures	1,229.51	251.36	-	201.59	1,279.27	262.51	68.38	4.84	326.05	953.22	967.00
Grand Total	29,838.46	4,619.37	-	362.68	34,095.14	13,378.45	1,882.10	96.45	15,164.10	18,931.04	16,460.01

Additional information in respect of Note No. 12

- Other adjustments include capitalization of foreign exchange differences of ₹ 261.01 crores (previous year ₹ Nil) which includes Share in Joint Ventures ₹ 111.28 crores (previous year Nil) and borrowing costs of ₹ 10.51 crores (previous year ₹ 89.68 crores).
- Land:-
 - Freehold land of the group includes ₹ 158.70 crores (previous year ₹ 153.97 crores) for which conveyance deed / registration / execution of title deeds / mutation are pending.
 - Leasehold land of the group includes gross block ₹ 1.42 crores (previous year ₹ 1.42 crores) which though in possession, the lease deeds are yet to be registered.
 - Freehold land of BPCL includes land costing ₹ 2.20 crores (previous year ₹ 2.20 crores) which is in the process of being surrendered to competent authority.
- Buildings included Ownership flats of ₹ 48.16 crores (previous year ₹ 48.16 crores) in proposed / existing co-operative societies and others.
 - Land, Plant & Machinery, Tanks & Pipelines, Railway Sidings and Buildings jointly owned by BPCL in varying extent with other Oil Companies / Railways :- Gross Block ₹ 187.83 crores (previous year ₹ 187.13 crores), Cumulative Depreciation ₹ 90.66 crores (previous year ₹ 90.02 crores), Net Block ₹ 97.17 crores (previous year ₹ 97.11 crores).
 - Gross Block of the group includes ₹ 16.66 crores (previous year ₹ 24.72 crores) towards assets which are identified as held for disposal during the year in respect of which additional depreciation of ₹ 5.29 crores (previous year ₹ 9.32 crores) has been provided to recognise the expected loss on disposal.
 - Share of Interest in Joint Ventures includes ₹ 1.49 crores (previous year ₹ 1.49 crores) towards land obtained under perpetual lease for which the lease agreement is not yet executed.

13. INTANGIBLE ASSETS

₹ Crores

PARTICULARS	USEFUL LIFE (NO. OF MONTHS)	GROSS AMOUNT			AMORTISATION			NET CARRYING AMOUNT		
		AS AT 01-04-2011	ADDITIONS	DELETIONS RECLASSIFI- CATION	AS AT 31-03-2012	THIS YEAR	DELETIONS RECLASSIFI- CATION	UPTO 31-03-2012	AS AT 31-03-2012	AS AT 31-03-2011
(1)	(2)	(3)	(4)	(5)	(6)	(8)	(9)	(10)	(11)	(12)
1 RIGHT OF WAY	Perennial	31.26	3.36	(1.31)	35.93	-	-	-	35.93	31.26
2 SOFTWARE	24 - 60	58.35	5.83	-	64.18	7.67	-	43.92	20.26	22.10
3 DEVELOPMENT RIGHTS	60	1.50	-	-	1.50	-	-	1.50	-	-
4 PROCESS LICENSE	60	62.81	22.32	(3.19)	88.32	15.16	(0.20)	56.47	31.85	21.70
TOTAL		153.92	31.51	(4.50)	189.93	22.83	(0.20)	101.89	88.05	75.06
Share of interest in Joint Venture		235.63	52.10	29.11	258.62	10.09	-	24.55	234.07	221.17
Grand Total		389.55	83.61	24.61	448.55	32.92	(0.20)	126.44	322.12	296.23
Total of 2010-11		123.07	31.10	0.24	153.93	14.98	0.03	78.87	75.06	59.15
Share of interest in Joint Venture		240.75	0.64	5.43	235.96	9.99	4.81	15.17	220.79	230.76
Grand Total		363.82	31.74	5.67	389.89	24.97	4.84	94.04	295.85	

14. INTANGIBLE ASSETS UNDER DEVELOPMENT *

₹ Crores

PARTICULARS	USEFUL LIFE (NO. OF MONTHS)	GROSS AMOUNT			AMORTISATION			NET CARRYING AMOUNT		
		AS AT 01-04-2011	ADDITIONS	CAPITALISA- TION / DELE- TIONS	AS AT 31-03-2012	THIS YEAR	DELETIONS RECLASSIFICATION	UPTO 31-03-2012	AS AT 31-03-2012	AS AT 31-03-2011
(1)	(2)	(3)	(4)	(5)	(6)	(8)	(9)	(10)	(11)	(12)
1. SOFTWARE		2.53	-	-	2.53	-	-	-	2.53	2.53
TOTAL		2.53	-	-	2.53	-	-	-	2.53	2.53
PREVIOUS YEAR		2.62	-	0.09	2.53	-	-	-	2.53	

* To be amortised from the time the Intangible Asset starts providing economic benefits
There are no internally generated Intangible Assets

15. CAPITAL WORK-IN-PROGRESS (CONSOLIDATED)

	31/03/2012	₹ Crores 31/03/2011
Capital work-in-progress (at cost)		
Work-in-progress	2,269.96	1,558.81
Capital stores including lying with contractors	325.91	171.47
Capital goods in transit	2.92	2.35
Construction period expenses		
Opening balance	45.56	111.76
Add: Expenditure during the year		
Establishment charges	36.31	52.02
Interest	13.60	50.96
Others	3.46	13.18
	98.93	227.92
Less: Allocated to assets capitalised during the year	(44.30)	(182.36)
Closing balance	54.63	45.56
	2,653.42	1,778.19
Share of Interest in Joint Ventures	1,878.28	6,428.60
Total	4,531.70	8,206.79

16. NON-CURRENT INVESTMENTS (CONSOLIDATED)

	31/03/2012	₹ Crores 31/03/2011
LONG TERM		
(a) TRADE		
INVESTMENT IN EQUITY INSTRUMENTS, WARRANTS & DEBENTURES		
QUOTED	561.76	561.76
UNQUOTED	613.71	560.00
Less : Provision for diminution in value of investment	(17.58)	(25.08)
	1,157.89	1,096.68
OTHERS		
UNQUOTED (BPCL Trust for Investment in shares)	659.10	659.10
(b) NON-TRADE		
IN GOVERNMENT SECURITIES		
QUOTED	-	0.02
INVESTMENT IN DEBENTURES		
UNQUOTED	0.01	0.01
IN ASSOCIATION OF PERSONS		
UNQUOTED		
Capital Contribution in Petroleum India International	10.00	10.00
Share in accumulated surplus of Petroleum India International	13.03	12.65
	23.03	22.65
Share of interest in Joint Ventures	17.48	15.40
Total	1,857.51	1,793.86

Aggregate value of Unquoted Securities ₹ **4,278.28 crores** (₹ 4,253.65 crores)

Aggregate value of Quoted Securities ₹ **692.01 crores** (₹ 692.03 crores)

Market value of Quoted Securities ₹ **3,452.32 crores** (₹ 2,780.32 crores)

17. LONG TERM LOANS AND ADVANCES (CONSOLIDATED)

(Unsecured, considered good unless otherwise stated)

	31/03/2012	₹ Crores 31/03/2011
Capital advances	94.34	177.65
Security deposits	30.02	20.73
Loans and advances to related parties		
Bharat Oman Refineries Limited	677.19	677.19
Petronet CCK Limited	18.32	12.76
Advance for investments	17.95	-
Loans and advances to employees (secured)	560.29	581.33
Loans to others	42.62	75.13
Less: Provision for doubtful loans	(0.10)	(2.91)
Claims :		
Considered good	297.21	329.29
Considered doubtful	34.46	29.69
Less : Provision for doubtful claims	(34.46)	(29.69)
Advance Income Tax	54.63	79.44
Deposit Others*	127.95	66.15
	1,920.42	2,016.76
Share of Interest in Joint Venture	88.01	64.79
Total	2,008.43	2,081.55

* Includes ₹ 120 crores (previous year ₹ Nil) advance against equity shares (pending allotment)

18. OTHER NON-CURRENT ASSETS (CONSOLIDATED)

(Unsecured, considered good unless otherwise stated)

	31/03/2012	₹ Crores 31/03/2011
Foreign Currency Monetary Item Translation Difference	0.42	-
Bank deposits with more than twelve months maturity **	5.85	5.84
	6.27	5.84
Share of Interest in Joint Ventures	0.28	0.27
Total	6.55	6.11

** Includes deposit of ₹ 0.80 crores (previous year ₹ 0.80 crores) that have been pledged / deposited with local authorities.

19. CURRENT INVESTMENTS (CONSOLIDATED)

(Current Investments are valued at lower of cost or fair market value)

INVESTMENT IN GOVERNMENT SECURITIES (Face Value ₹ 100/- each)

NON TRADE - QUOTED

	31/03/2012	₹ Crores 31/03/2011
1 6.35% Oil Marketing Companies GOI Special Bonds 2024	2,999.96	3,099.96
2 6.90% Oil Marketing Companies GOI Special Bonds 2026**	2,839.00	3,635.21
3 7.00% Oil Marketing Companies GOI Special Bonds 2012	67.70	67.70
4 7.59% Oil Marketing Companies GOI Special Bonds 2015	2.31	2.31
5 7.61% Oil Marketing Companies GOI Special Bonds 2015	0.81	0.81
6 7.95% Oil Marketing Companies GOI Special Bonds 2025	10.63	10.63
7 8.00% Oil Marketing Companies GOI Special Bonds 2026	113.00	113.00
8 8.20% Oil Marketing Companies GOI Special Bonds 2024	997.79	1,192.78
	7,031.20	8,122.40

Less : Provision for diminution in value of investment

in 6.35% Oil Marketing Companies GOI Special Bonds 2024	(549.72)	(504.88)
in 6.90% Oil Marketing Companies GOI Special Bonds 2026	(420.62)	(444.59)
in 7.00% Oil Marketing Companies GOI Special Bonds 2012	(0.49)	(0.51)
in 7.59% Oil Marketing Companies GOI Special Bonds 2015	(0.05)	(0.01)
in 7.61% Oil Marketing Companies GOI Special Bonds 2015	(0.02)	#
in 7.95% Oil Marketing Companies GOI Special Bonds 2025	(0.66)	(0.33)
in 8.00% Oil Marketing Companies GOI Special Bonds 2026	(6.84)	(3.53)
in 8.20% Oil Marketing Companies GOI Special Bonds 2024	(41.83)	(13.34)
	(1,020.23)	(967.19)

₹ 30,602.45

Total

6,010.97 7,155.21

Share of Interest in Joint Ventures

22.14 139.58

Total

6,033.11 7,294.79

** Kept as Collateral Security with Clearing Corporation of India Limited for borrowing in CBLO (face value ₹ 2,450 crores)

Market value of Quoted Securities ₹ **5,947.13** crores (₹ 7,091.38 crores)

20. INVENTORIES (CONSOLIDATED)

(Refer Note No. 1.9 for valuation policy)

	31/03/2012	₹ Crores 31/03/2011
Raw materials	4,334.40	4,261.57
[including in transit ₹ 70.29 crores (previous year ₹ 1,729.17 crores)]		
Stock in process	982.64	1,163.33
Finished goods	7,801.79	6,699.87
Stock-in-trade	4,552.98	4,564.17
[including in transit ₹ 273.27 crores (previous year ₹ 210.35 crores)]		
Stores and spares	282.21	304.80
[including in transit ₹ 0.10 crores (previous year ₹ 0.51 crores)]		

Packages

9.00 8.77

Share of Interest in Joint Ventures

17,963.02 17,002.51

Total

3,134.07 1,210.95

21,097.09 18,213.46

21. TRADE RECEIVABLES (CONSOLIDATED)

	₹ Crores	
	31/03/2012	31/03/2011
(Unsecured unless otherwise stated)		
Outstanding for a period exceeding 6 months from due date of payment		
Considered good *	670.05	229.76
Considered doubtful	144.02	270.42
Less: Provision for doubtful debts	(144.02)	(270.42)
Other debts (considered good)	4,159.19	2,355.29
	<u>4,829.24</u>	<u>2,585.05</u>
Share of Interest in Joint Ventures	371.80	145.85
Total	# <u>5,201.04</u>	<u>2,730.90</u>

* Includes ₹ 14.14 crores (previous year ₹ 60.74 crores) which are secured.

Includes an amount of ₹ 645.78 crores (overdue amount of ₹ 427.59 crores) from a loss making Public Sector Undertaking (PSU). The PSU has assured to settle the dues and as such the Management is hopeful of recovery.

22. CASH & CASH EQUIVALENTS (CONSOLIDATED)

	₹ Crores	
	31/03/2012	31/03/2011
Cash on hand	1.10	20.10
Cheques & Drafts on hand	73.91	113.76
Balances with Banks:		
On Current accounts	169.99	244.13
Demand Deposits with Banks with original maturity of less than three months	800.19	201.64
Unpaid Dividend	2.41	2.79
	<u>1,047.60</u>	<u>582.42</u>
Share of Interest in Joint Ventures	278.73	214.12
Total	<u>1,326.33</u>	<u>796.54</u>

23. SHORT TERM LOANS AND ADVANCES (CONSOLIDATED)

	₹ Crores	
	31/03/2012	31/03/2011
(Unsecured, considered good unless otherwise stated)		
Loans and advances to related parties		
Petronet CCK Limited	24.58	30.32
Bharat Oman Refineries Limited	3.81	9.26
Interest accrued on loans	29.22	13.45
Loans and advances to employees (secured) - Refer Note No. 41	61.92	62.84
Loans to Others	23.60	7.05
Advances:		
Advances Recoverable in cash, or in kind or for value to be received	254.41	209.94
Advances considered doubtful	4.78	0.66
Less : Provision for doubtful advances	(4.78)	(0.66)
	<u>397.54</u>	<u>332.87</u>
Advance Income Tax (Net of provision for taxation)	56.94	99.09
MAT Credit Entitlement	101.93	-
Claims	118.12	55.47
Deposits with Customs, Excise, Port Trust, etc.	142.56	82.09
Others	6.96	23.45
	<u>824.05</u>	<u>592.97</u>
Share of Interest in Joint Ventures	114.63	454.42
Total	<u>938.68</u>	<u>1,047.39</u>

24. OTHER CURRENT ASSETS (CONSOLIDATED)

	31/03/2012	₹ Crores 31/03/2011
Interest accrued on investments	90.43	100.29
Interest accrued on bank deposits	0.02	0.20
Subsidy receivable from Government of India	9,153.23	4,661.15
Deferred premium (foreign exchange forward contract)	156.98	130.77
Other Receivables	43.28	0.01
	9,443.94	4,892.42
Share of Interest in Joint Ventures	378.52	66.48
Total	9,822.46	4,958.90

25. REVENUE FROM OPERATIONS (CONSOLIDATED)

	2011-12	₹ Crores 2010-11
(i) a) Sale of products	1,97,814.99	1,53,051.24
b) Subsidy on LPG(Domestic) & SKO (PDS) *	664.50	629.49
c) Subsidy from Government of India (Refer Note No. 32)	19,671.39	9,418.88
	2,18,150.88	1,63,099.61
Less : Excise Duty	(11,175.08)	(12,339.31)
	2,06,975.80	1,50,760.30
(ii) Other operating revenues	175.75	136.63
	2,07,151.55	1,50,896.93
Share of interest in Joint Ventures	4,988.01	2,867.98
Total	2,12,139.56	1,53,764.91

* As per the existing scheme of the Government of India

26. OTHER INCOME (CONSOLIDATED)

	2011-12	₹ Crores 2010-11
Interest on Oil Marketing Companies GOI Special Bonds	520.85	634.71
Interest on bank deposits and others	137.46	161.15
Income from Petroleum India International	0.75	-
Dividend Income	36.21	26.06
Write back of liabilities no longer required	15.01	-
Profit on sale of fixed assets (net)	42.67	-
Reversal of provision for doubtful debts & advances (net of write off)	69.00	358.87
Prior Period Income (net)	65.73	-
Others # (Refer Note No. 34)	544.34	281.54
	1,432.02	1,462.33
Share of interest in Joint Ventures	24.65	85.86
Total	1,456.67	1,548.19

Includes amortisation of capital grants ₹ 0.17 crores (previous year ₹ 0.15 crores).

27. COST OF MATERIALS CONSUMED (CONSOLIDATED)

	₹ Crores	
	2011-12	2010-11
Opening Stock	4,261.57	2,895.54
Add : Purchases	98,015.45	71,069.22
Less: Closing Stock	<u>(4,334.40)</u>	<u>(4,261.57)</u>
	97,942.62	69,703.19
Share of Interest in Joint ventures	6,375.76	1,581.59
Total	<u>1,04,318.38</u>	<u>71,284.78</u>

28. CHANGES IN INVENTORIES OF FINISHED GOODS, WORK-IN-PROGRESS AND STOCK-IN-TRADE (CONSOLIDATED)

	₹ Crores	
	2011-12	2010-11
Value of closing stock of		
Finished goods	7,796.13	6,699.87
Stock-in-trade	4,558.64	4,564.19
Stock in process	982.64	1,163.33
	<u>13,337.41</u>	<u>12,427.39</u>
Less :		
Value of opening stock of		
Finished goods	6,699.87	5,872.79
Stock-in-trade	4,564.19	3,686.93
Stock in process	1,163.33	838.40
	<u>12,427.39</u>	<u>10,398.12</u>
	910.02	2,029.27
Share of interest in Joint Ventures	359.64	0.19
Total	<u>1,269.66</u>	<u>2,029.46</u>

29. EMPLOYEE BENEFITS EXPENSE (CONSOLIDATED)

	₹ Crores	
	2011-12	2010-11
Salaries and wages *	1,749.61	1,543.67
Contribution to provident fund	114.60	101.78
Contribution to gratuity fund	32.51	30.23
Contribution to other funds	149.43	850.71
Welfare expenses	258.74	369.64
Voluntary Retirement Scheme	94.32	-
	<u>2,399.21</u>	<u>2,896.02</u>
Share of interest in Joint Ventures	28.85	9.32
Total	<u>2,428.06</u>	<u>2,905.34</u>

* Includes estimated provision towards pending pay revision of non - management employees which is under negotiation. The same is pending w.e.f January 2007 for workmen at Mumbai Refinery; w.e.f. August 2008 for workmen at Kochi Refinery and w.e.f. June 2008 for workmen at Marketing division.

30. FINANCE COSTS (CONSOLIDATED)

	2011-12	2010-11
Interest expense	1,023.15	887.50
Interest on shortfall in payment of advance tax	6.24	16.26
Other borrowing costs	84.62	73.97
Applicable net gain / loss on foreign currency transactions and translations	744.07	205.32
	1,858.08	1,183.05
Share of interest in Joint Ventures	400.98	82.57
Total	2,259.06	1,265.62

₹ Crores

31. OTHER EXPENSES (CONSOLIDATED)

	2011-12	2010-11
Transportation	3,451.16	2,923.88
Excise Duty on Inventory differential	(244.31)	43.25
Taxes & other levies	1,109.48	814.79
Repairs and maintenance :		
Machinery	524.17	451.48
Building	40.61	32.32
Others	149.93	123.49
	714.71	607.29
Power and Fuel	3,831.63	2,678.15
Less: Consumption of fuel out of own production	(2,985.70)	(2,200.15)
Power and Fuel consumed (net)	845.93	478.00
Stores, spares and materials consumed (net)	70.66	89.46
Rent	196.28	160.57
Utilities	154.50	143.77
Packages consumed	156.26	139.28
Charges paid to other oil companies	157.16	122.93
Travelling and conveyance	130.28	125.68
Insurance	46.78	38.51
Communication Expenses	25.28	23.03
Remuneration to auditors		
Audit fees	0.49	0.48
Fees for other services-certification	0.19	0.19
Reimbursement of out of pocket expenses	0.01	-
	0.69	0.67
Bad debts and claims (net of provisions)	1.70	-
Write off Others	41.63	-
Provision for doubtful debts and advances	3.63	0.40
Loss on sale of current Investments	141.30	186.51
Provision/(Reversal) towards diminution in value of investments	45.54	(149.81)
Loss on sale of fixed assets (net)	7.20	25.43
Foreign Exchange fluctuations (net)	1,421.22	30.80
Prior Period expenses (net)	-	14.93
Others	1,044.44	1,111.36
Total	9,521.52	6,930.73
Share of interest in Joint ventures	449.98	93.70
Total	9,971.50	7,024.43

₹ Crores

32. As advised by the Ministry of Petroleum & Natural Gas, the Corporation has accounted compensation towards sharing of under-recoveries on sale of sensitive petroleum products as follows:
- ₹ 11,334.82 crores** (previous year ₹ 5,746.54 crores) discount on crude oil purchased from ONGC has been adjusted against cost of raw materials consumed;
 - ₹ 1,622.38 crores** (previous year ₹ 1,213.50 crores) discounts on SKO and LPG purchased from ONGC/ GAIL have been adjusted against "Purchases of Stock in trade".
 - ₹ 19,671.39 crores** (previous year ₹ 9,418.88 crores) subsidy from Government of India has been accounted as Revenue from operations.
33. Pursuant to the Ministry of Corporate Affairs Notification G.S.R. 914 (E) dated 29th December 2011, the Corporation has exercised the option under Para 46 A of AS-11 (notified under the Company's Accounting Standard Rules, 2006) and has changed its accounting policy for recognition of exchange differences arising on reporting of long term foreign currency monetary items. For the current financial year, such exchange differences are adjusted to the cost of depreciable assets acquired, which hitherto were charged to the Statement of Profit and Loss. Impact on account of this change for the current year (net of depreciation) is increase in profit before tax of ₹ 408.01 crores including ₹ 108.13 crores pertaining to share of interest in joint ventures.
34. As per the scheme of Amalgamation of the erstwhile Kochi Refineries Limited (KRL) with the Corporation approved by the Government of India, 3,37,28,738 equity shares of the Corporation were allotted (in lieu of the shares held by the Corporation in the erstwhile KRL) to a trust for the benefit of the Corporation in the financial year 2006-07. Accordingly the cost of the original investment of ₹ 659.10 crores is included in Note No.16 - Non Current Investments. The income distributed by the trust during the year 2011-12 amounting to ₹ **47.22 crores** (previous year ₹ 47.22 crores) have been included in 'Other income' in Note No. 26. One shareholder of erstwhile KRL has challenged the amalgamation before Delhi High Court, which is pending adjudication.
35. **Impairment of Assets:** It is assumed that suitable mechanism would be in place, in line with earlier/ current year(s), to provide compensation towards under-recoveries of margin, if any, on account of sale of sensitive petroleum products in subsequent years. Hence, there is no indication of impairment of assets of the company. Accordingly, impairment is not considered as at 31st March 2012.
36. Provision for Income tax for BPCL has been made in accordance with Section 115JB of the Income Tax Act, 1961. Management is confident that it would be in a position to pay normal tax within the period specified under the Income Tax Act, 1961 and hence MAT credit has been recognised.
37. BPCL and Numaligarh Refinery Limited have numerous transactions with other oil companies. The outstanding balances from them including certain other outstanding credit and debit balances are subject to confirmation/ reconciliation. Adjustments, if any, arising therefrom are not likely to be material on settlement.

38. **Related Party Disclosures as per Accounting Standard 18**

Key Management Personnel : Shri R.K. Singh (Chairman & Managing Director)
 Shri K.K. Gupta, Director (Marketing)
 Shri B.K. Datta, Director (Refineries) w.e.f. 01.08.2011
 Shri S.K. Joshi, Director (Finance) up to 31.08.2011
 Shri S. Varadarajan, Director (Finance) w.e.f. 01.09.2011
 Dr. S. Mohan, Director (Human Resources) up to 31.10.2011
 Shri S.P. Gathoo, Director (Human Resources) w.e.f. 03.11.2011

Remuneration to Key Managerial Personnel: ₹ **2.78 crores** (previous year ₹ 2.70 crores)

39. **Earnings per share**

		2011-12	2010-11
Profit / (Loss) after Tax	₹ Crores	780.83	1,634.96
Weighted average number of shares outstanding during the year	Creore nos	36.15	36.15
Basic earnings per share	₹	21.60	45.22
Diluted earnings per share	₹	21.60	45.22

40. As indicated in Significant Accounting Policies, certain accounting policies of JVCs towards Depreciation, Inventory Valuation, Employee Benefits and Classification of Income/ Expenses are not in line with that followed by BPCL. However considering the nature of transactions and amounts involved the impact is not expected to be material had the accounting policies of BPCL been followed.
41. Capital Reserve on acquisition of subsidiaries includes ₹ 61.65 crores being the share of the group out of grant of ₹ 100 crores received by Numaligarh Refinery Limited from the Government of India during the project period.
42. In respect of certain Subsidiaries and JVCs, the following notes to accounts are disclosed:

Numaligarh Refinery Limited

- a) Pending finalization of the Crude Oil Sales Agreement purchases of Crude Oil from Oil India Limited (OIL) and Oil and Natural Gas Corporation Limited (ONGC) have been accounted for as per the Benchmark price of crude oil in 2011-12 as in the previous year.
- b) During the year, Government of Assam has increased the VAT rate on crude oil from 4% to 5% with effect from 12th April 2011, on account of which an additional amount of ₹ 107.72 crores has been charged to cost of crude oil.
- c) An amount of ₹ **203.66 crores** (previous year ₹ 132.07 crores) have been charged to Statement of Profit and Loss towards under-recovery of CST on Petroleum products.

Bharat PetroResources Limited

- d) In case of blocks located outside India, the reporting period is generally different. Also, in case of blocks located in India, the financial statements of the jointly controlled assets for the period ending 31st March 2012 are not available as at the date of finalisation of accounts. Therefore, unaudited financial/ billing statements for the year ended 31st December 2011 are being used for the purpose of reporting share of interest in jointly controlled assets for blocks in India and outside India.
- e) In respect of blocks held in India, as per the Production Sharing Contracts signed by the Company with the Government of India (GoI), the Company is required to complete Minimum Work Programme (MWP) within stipulated time. In case of delay in completion of the MWP, Liquidated Damages (LD) is payable for extension of time to complete MWP. Further, in case the Company does not complete MWP or surrender the block without completing the MWP, the estimated cost of completing balance work programme is required to be paid to the Government of India.

Bharat Oman Refineries Limited

- f) Bharat Oman Refineries Limited (BORL) commenced integrated commercial operations of its refinery at Bina, Madhya Pradesh from 30th June 2011. Expenses incurred in relation to the project including trial run and start up and other related expenses upto 29th June 2011 have been capitalized.
- g) BORL by virtue of MOU entered into with Government of Madhya Pradesh is entitled to various fiscal assistance as below:
- Entry Tax exemption on Project material and Crude Oil procured.
 - Reimbursement of Work Contract Tax paid for the purpose of construction (Adjusted against cost of asset).
 - Interest free VAT loan
 - Central Sales Tax Exemption on sale of finished goods.
- h) BORL is in the process of identifying and determining the usability or disposability of the surplus materials generated out of the project.
- i) The Company has obtained interim stay in the matter of Cess under Building and Other Construction Workers Welfare Cess Act 1996, demanded by the Deputy Labour Commissioner amounting to ₹ 122.30 crores including interest of ₹ 22.30 crores. The matter is pending for adjudication in the High Court of Madhya Pradesh.

In the opinion of the Company the primary responsibility of Cess is on the contractors. The company, therefore, on a conservative basis has accounted for liability of ₹ 110.87 crores towards Cess payable to contractors in the event of claims from contractors. The said Cess amount being expenditure incurred in relation to the construction work has been capitalized.

The Interest amount demanded as above has been disclosed under contingent liability.

- j) BORL commenced integrated commercial operations during the year and hence has incurred cash losses. From the year 2012 – 13, BORL expects to earn adequate cash profits to service its debts.

One of the banks is in the process of syndicating External Commercial Borrowings of USD 140 million for meeting the balance project liabilities. BORL is in discussions with shareholders for funding support in the initial years of operations.

Considering the above and also the long term interest of the joint venturers, namely BPCL and Oman Oil Company S.A.O.C, in the company, the management is of the view that the cash losses are only temporary and the going concern assumptions are not affected.

Petronet LNG Limited

- k) Petronet LNG Limited has claimed deduction under Section 80IA of the Income Tax Act, 1961 in respect of Power Generation and Port Undertaking in its tax returns. However, provision for income tax has been made without considering the aforesaid deductions.
- l) Customs duty on import of Project materials /equipments has been assessed provisionally (current and previous years) and additional liability, if any, on this account will be provided on final assessment.
- m) Plant & Equipment includes Jetty & Trestle Gross block ₹ 454.38 crores. As per agreement the ownership of Jetty & Trestle would be transferred to the Gujarat Maritime Board in the year 2035.

Indraprastha Gas Limited

- n) Petroleum and Natural Gas Regulatory Board (PNGRB) vide its order no. TO/03/2012 dated 9th April, 2012 has determined the per unit network tariff and compression charge for the CGD Network of IGL for Delhi, based on submission of data by the company in May 2009 and certain assumptions taken by PNGRB in this regard. The tariffs determined by PNGRB are much lower than the rates submitted by the company.

Further, PNGRB has made the determined tariffs applicable with retrospective effect from 01.04.2008. In its order PNGRB has stated that the modalities and time frame for refund of differential Network Tariff and Compression Charge shall be decided subsequently.

IGL has been advised that validity of such order and refund lacks legal authority. IGL has filed a writ petition on 10.04.2012 against the order of PNGRB dated 09.04.2012 before the Hon'ble Delhi High Court. The company has also filed an appeal in the Appellate Tribunal of Electricity at New Delhi against the order of PNGRB on 07.05.2012.

Since the matter is sub-judice, the financial implication of the order, if any, for the quarter and year ended 31.03.2012 has not been considered in the financial statement.

Petronet CCK Limited

- o) In the absence of virtual certainty, in the matter of sufficient future profits required for taking credit for deferred tax asset relating to such unabsorbed depreciation and business losses in terms of Interpretation (ASI 9) issued by the Institute of Chartered Accountants of India with regard to Accounting Standard (AS 22) on accounting for Taxes on Income, no adjustment for deferred tax asset has been made in the accounts. Also, there is no adjustment for any deferred tax liability to be made.
- p) Minimum Alternate Tax credit has not been recognised in the accounts as there is no convincing evidence that there will be sufficient taxable income to absorb the MAT Credit within the stipulated period.

Bharat Renewable Energy Limited

- q) Bharat Renewable Energy Limited (BREL) has entered into 15 year buyback agreement with farmers / Gram Panchayats for purchase of Jatropha seeds, to be planted in 28,856 acres (approx.) (previous year 28,856 acres) of wasteland under 'Jeevan Jyoti Paryojana Scheme' of UP State Government. The Jatropha Seeds purchase price will be at the Minimum Support Price declared by the Government of UP or at 20% value of the retail price of Biodiesel, whichever is higher. Out of the above, plantation have been done in 2,368 acres (previous year 750 acres) during the year, to date cumulative usage of 3,122 acres.
- r) BREL has incurred cash losses during the year and net worth is eroded more than fifty percent, however accounts are prepared on the basis of going concern in view of continuing in operation and business plan for foreseeable future.
- s) As a matter of prudence, the Deferred Tax Assets have not been recognised.

Delhi Aviation Fuel Facility Private Limited

- t) Delhi Aviation Fuel Facility Private Limited (DAFFPL) has booked the revenue for the period July 28, 2010 to March 31, 2011 based on the proposed Infrastructure charges as approved by Airports Economic Regulatory Authority (AERA) and accordingly the revenue of ₹ 23.90 crores pertaining to period July 28, 2010 to March 31, 2011 has been adjusted in Statement of Profit and Loss.
- DAFFPL has booked the revenue for the period April 1, 2011 to March 31, 2012 as per AERA's guideline which will enable DAFFPL to charge the same approved rate from April 1, 2011 onwards till the final order on DAFFPL's Multiyear Tariff Petition (MYTP) is approved by AERA.
- u) The rate of depreciation on certain Plant & Machinery was considered as 10.34% (SLM) for FY 2010-11 inadvertently, the same is revised to 4.75%(SLM) retrospectively, an amount of ₹ 6.75 crores on account of change in rate of depreciation for earlier period is adjusted in the accounts.

43. The following Oil and Gas blocks are held by Bharat PetroResources Limited / its subsidiaries and joint ventures as on 31.03.2012:

Name	Company	Country	Participating Interest of the Group	
			31.03.2012	31.03.2011
NELP – IV				
KG/DWN/2002/1	BPRL	India	10.00%	10.00%
MN/DWN/2002/1	BPRL	India	10.00%	10.00%
CY/ONN/2002/2	BPRL	India	40.00%	40.00%
NELP – VI				
KG/DWN/2004/2	BPRL	India	10.00%	10.00%
KG/DWN/2004/5	BPRL	India	10.00%	10.00%
CY/ONN/2004/1	BPRL	India	20.00%	20.00%
CY/ONN/2004/2	BPRL	India	20.00%	20.00%
RJ/ONN/2004/1	BPRL	India	11.11%	11.11%
NELP – VII				
RJ/ONN/2005/1	BPRL	India	25.00% (a)	25.00%
NELP – IX				
CB/ONN/2010/11	BPRL	India	25%	-
AA/ONN/2010/3	BPRL	India	20%	-
Blocks outside India				
WA/388/P	BPRL	Australia	8.40% (b)	14.00%

Name	Company	Country	Participating Interest of the Group	
			31.03.2012	31.03.2011
AC/P32	BPRL	Australia	20.00% (b)	20.00%
48/1b & 2c – North Sea	BPRL	U.K.	25.00%	25.00%
JPDA 06-103	BPR JPDA	Australia / Timor	20.00%	20.00%
TP-15	BPRL	Australia	0.00% (c)	50.00%
EP-413	BPRL	Australia	27.80%	0.00%
Sergipe and Alagoas				
SEAL-M-349	IBV Brazil Petroleo Pvt Ltda.	Brazil	40.00%	40.00%
SEAL-M-426	IBV Brazil Petroleo Pvt Ltda.	Brazil	40.00%	40.00%
SEAL-M-497	IBV Brazil Petroleo Pvt Ltda.	Brazil	40.00%	40.00%
SEAL-M-569	IBV Brazil Petroleo Pvt Ltda.	Brazil	40.00%	40.00%
Espirito Santo				
ES-24-588	IBV Brazil Petroleo Pvt Ltda.	Brazil	30.00%	30.00%
ES-24-661	IBV Brazil Petroleo Pvt Ltda.	Brazil	30.00%	30.00%
ES-24-663	IBV Brazil Petroleo Pvt Ltda.	Brazil	30.00%	30.00%
Campos				
C-M-30-101	IBV Brazil Petroleo Pvt Ltda.	Brazil	25.00%	25.00%
Portiguar				
POT-16-663	IBV Brazil Petroleo Pvt Ltda.	Brazil	20.00%	20.00%
POT-16-760	IBV Brazil Petroleo Pvt Ltda.	Brazil	20.00%	20.00%
Mozambique Rovuma Basin	BPRL Ventures Mozambique B.V.	Mozambique	10.00% (d)	10.00%
Nunukan PSC, Tarakan Basin	BPRL Ventures Indonesia B.V.	Indonesia	12.50%	12.50%

- (a) Based on Operating Committee resolution dated 24th March, 2010 the participating interest of a defaulting party was to be shared by the remaining parties in equal share, in accordance with the provisions of Production Sharing Contract and Joint Operating Agreement. Accordingly, participating interest of the Company in the block is 33.33%. Pending approval from Directorate General of Hydrocarbon and Ministry of Petroleum & Natural Gas, the Company has considered only 25% share of the block in the financial statements.
- (b) After the completion of the committed work Programme in AC/P32 block, Browse Basin and WA/388/P block in Carnarvon Basin, post well studies and analysis was conducted by the Joint venturers. Based on the findings of the study, the management has decided not to continue with further activities in the block and has taken a decision to withdraw from the permit. In view of the above, the management has provided ₹ 30 crores being the cost incurred on such blocks in the financial statements for the year.
- (c) On completion of Minimum Work Programme Commitments, and based on analysis of seismic and well drilling results indicating poor prospects, as assessed by the Management, the Company with effect from 29th November, 2011 has withdrawn from the permit in respect of TP-15 block, Perth Basin. Consequently an amount of ₹ 16.88 crores has been written off to the profit and loss account in the financial statements for the year.
- (d) The group has 10% participating interest in exploration and production concession contract signed by Anadarko Mozambique Area 1 Limitada with Empresa Nacional de Hidrocarbonetos E.P. and the Government of Mozambique.

As per the obligations contained in Exploration & Production Concession Contract (EPCC) entered with Mozambique Government, BPRL Ventures Mozambique B.V. is taking over its proportionate share of the EMPRESA NACIONAL DE HIDROCARBONETOS, E.P.(ENH) carry of 1.765%. The carry shall be limited to all costs incurred by the Concessionaire in discharging its obligations under this EPC, up to and including

the date upon which the first development plan has been approved. From the date of commencement of Commercial Production, ENH shall reimburse in full the Carry in cash or in kind. All Carry amount owed by ENH up to approval of the first development plan shall be subject to payment of interest compounded quarterly calculated at the 3 months LIBOR plus one percentage point. However if there is no commercial success no such reimbursement will be applicable.

44. Interest in Joint Ventures

The Group's Interest in Joint Ventures, accounted for using proportionate consolidation are :

	As at 31/03/2012	₹ Crores As at 31/03/2011
I ASSETS		
Non -Current Assets		
Fixed Assets		
Tangible Assets	6,039.79	998.26
Intangible Assets	234.07	221.17
Capital work-in-progress	602.69	5,748.49
Non-Current Investments	17.49	15.40
Long Term Loans & Advances	62.38	64.79
Other non-current assets	0.28	0.27
	6,956.70	7,048.38
Current Assets		
Current investments	22.14	139.58
Inventories	3,134.07	1,205.46
Trade receivables	768.03	237.64
Cash and cash equivalents	273.12	212.08
Short-term loans and advances	114.63	489.10
Other current assets	371.20	65.88
	4,683.12	2,349.74
II EQUITY AND LIABILITIES		
Shareholders' Funds	1,185.58	1,184.83
Reserves & Surplus	243.31	615.99
Money received against share warrants	481.29	481.29
	1,910.18	2,282.11
Non-Current Liabilities		
Long term borrowings	4,659.91	4,903.73
Deferred tax liabilities (Net)	73.37	52.25
Other long-term liabilities	46.45	28.25
Long-term provisions	4.54	2.88
	4,784.27	4,987.11
Current Liabilities		
Short-term borrowings	1,556.43	1,067.49
Trade payables	1,825.89	121.13
Other current liabilities	1,532.93	910.83
Short-term provisions	30.29	29.45
	4,945.54	2,128.90

	2011-12	₹ Crores 2010-11
III INCOME		
Revenue from Operations	9,645.32	3,162.32
Other Income	23.78	20.10
Total Revenue	9,669.10	3,182.42
IV EXPENSES		
Cost of Raw materials consumed	6,375.77	1,581.59
Purchase of Stock-in-trade	2,507.71	1,138.66
Changes in inventories of finished goods, work-in-progress and stock-in-trade	(359.64)	(0.17)
Employee benefits expense	38.66	17.34
Finance costs	482.09	85.47
Depreciation and amortization expenses	350.37	64.99
Other expenses	486.04	82.28
Total expenses	9,881.00	2,970.16
Profit before Tax	(211.90)	212.26
Tax expense		
Current Tax	98.26	66.52
Deferred Tax (Net)	12.20	15.40
Short provision for Taxation in earlier years provided for	0.02	0.06
	110.48	81.98
Profit after Tax	(322.38)	130.28
V OTHER MATTERS		
Contingent Liabilities	514.68	563.72
Capital Commitments	314.50	788.02
VI. In addition to the above, BPRL's share of interest in joint ventures accounted for using proportionate consolidation are :		
Non-Current Assets	1,301.21	871.78
Current Assets	13.04	2.76
Current Liabilities	113.89	79.21
Income	0.14	66.20
Expenses	296.78	45.35

45. In compliance with Accounting Standard-17, "Segment Reporting" issued by the Institute of Chartered Accountants of India, the segment information is as under :

I The group is engaged in the following business segments:

- a) Downstream petroleum i.e. Refining and Marketing of Petroleum Products
- b) Exploration and Production of Hydrocarbons (E&P)

Segments have been identified taking into account the nature of activities and its risks and returns.

II There are no geographical segments.

III Segment-wise details are as follows :

	Year ended 31 st March 2012			Year ended 31 st March 2011		
	Downstream Petroleum	E&P	Total	Downstream Petroleum	E&P	Total
Revenue						
External Revenue #	2,12,899.76	1.20	2,12,900.96	1,54,424.59	66.58	1,54,491.17
Inter Segment Revenue	-	-	-	-	-	-
Total Revenue	2,12,899.76	1.20	2,12,900.96	1,54,424.59	66.58	1,54,491.17
Result						
Segment Results	3,535.42	(185.36)	3,350.06	3,344.53	(34.64)	3,309.89
Unallocated Corporate Expenses	-	-	-	-	-	-
Operating profit	3,535.42	(185.36)	3,350.06	3,344.53	(34.64)	3,309.89
Add:						
Interest / Dividend Income			695.27			821.92
Less:						
Finance cost			2,259.06			1,265.62
Loss on sale of current Investments			141.30			186.51
Provision / (reversal) towards diminution in value of Investments			45.54			(149.81)
Income Tax (including deferred Tax)			748.15			1,087.43
Profit after Tax			851.28			1,742.06
Other Information						
Segment Assets	67,671.53	2,139.87	69,811.40	55,380.54	2,139.87	57,520.41
Unallocated Corporate Assets			8,002.19			9,270.48
Total Assets			77,813.59			66,790.89
Segment Liabilities	26,970.24	173.14	27,143.39	21,359.90	134.81	21,494.71
Unallocated Corporate Liabilities			33,755.15			28,947.87
Total Liabilities			60,898.54			50,442.58
Capital Expenditure	2,826.10	941.50	3,767.61	4,391.40	724.43	5,115.83
Depreciation/ Amortisation	2,409.22	1.61	2,410.83	1,890.56	0.80	1,891.36
Non-cash expenses other than depreciation	-	-	-	-	-	-

Segment Revenue comprises of Turnover (net of excise duties), Subsidy from the Government of India and other income (excluding dividend, interest income and investment income).

	31/03/2012	31/03/2011
	₹ Crores	₹ Crores
46. Capital Commitments and Contingent Liabilities :		
(a) Capital Commitments :		
Estimated amount of contracts remaining to be executed on capital account and not provided for	1,516.87	2,939.05
Other Commitments	32.24	69.81
Share of interest in Joint Ventures	314.50	788.02
Total	1,863.61	3,796.88
(b) Contingent Liabilities :		
In respect of Income Tax matters	122.74	95.37
Other Matters :		
i) Surety bonds executed on behalf of other oil companies for excise/customs duties for which BPCL has signed as surety	183.45	183.45
ii) Claims against the Corporation not acknowledged as debts :		
Excise and customs matters	879.38	1,472.71
Sales tax matters	2,802.22	2,885.04
Land Acquisition cases for higher compensation	93.72	95.16
Others	496.11	462.89
These include ₹ 1,234.00 crores (previous year ₹ 1,014.13 crores) against which BPCL has a recourse for recovery and ₹ 28.73 crores (previous year ₹ 43.73 crores) on capital account.		
iii) Claims on account of wages, bonus/ex-gratia payments in respect of pending court cases	13.44	6.15
iv) Guarantees given on behalf of Subsidiaries/JVs	4,618.30	4,410.24
(c) Share of interest in Joint Ventures	514.68	563.72

47. During the year ended 31st March 2012, the revised Schedule VI notified under the Companies Act, 1956 has become applicable to the Corporation. It has significant impact on presentation and disclosures made in the financial statements. The Corporation has also reclassified / regrouped previous year figures in accordance with the requirements applicable in the current year.

Signature to Notes '1' to '47'

For and on behalf of the Board of Directors

As per our attached report of even date

Sd/-

R.K. SINGH

Chairman and Managing Director

For and on behalf of

T.R CHADHA & Co.

Chartered Accountants

FR No: 006711N

K.VARGHESE & Co.

Chartered Accountants

FR No: 004525S

Sd/-

S.VARADARAJAN

Director (Finance)

Sd/-

S.V. KULKARNI

Company Secretary

Sd/-

KASHYAP VAIDYA

Partner

Membership No. 37623

Sd/-

K.VARGHESE

Partner

Membership No. 20674

Place : Mumbai

Dated : 25th May, 2012

ANNEXURE TO THE DIRECTORS' REPORT

ANNEXURE F

STATEMENT PURSUANT TO EXEMPTION RECEIVED UNDER SECTION 212(8) OF THE COMPANIES ACT, 1956 RELATING TO SUBSIDIARY COMPANIES

₹ Crores

Sr. No.	Name of the Subsidiary Company	Extent of holding	Reporting Currency	Capital	Reserves	Share Application money pending allotment	Total Assets	Total Liabilities	Investment (except in case of Subsidiary Company)	Turnover	Profit/(Loss) before tax	Provision for tax	Profit / (Loss) after tax	Proposed Dividend	Country of Incorporation
1	Numaligarh Refinery Ltd.	61.65%	INR	735.63	1,963.63	-	5,191.11	2,491.85	185.08	14,075.58	287.46	103.76	183.70	73.56	India
2	Bharat PetroResources Ltd.	100%	INR	1,100.00	(164.96) *	120.00	1,934.03	878.99	-	-	(88.95)	-	(88.95)	-	India
3	Bharat PetroResources JPDA Ltd.	100%	INR	15.00	(7.60) *	-	83.12	75.72	-	-	(1.97)	-	(1.97)	-	India
4	BPRL International B.V.	100%	USD	1,559.63	(516.20) *	-	1,684.05	640.62	-	-	(337.88)	-	(337.88)	-	Netherlands
5	BPRL Ventures Indonesia B.V.	100%	USD	86.97	(19.44) *	-	75.90	8.38	-	-	(10.59)	-	(10.59)	-	Netherlands
6	BPRL Ventures B.V.	100%	USD	1,137.18	(292.18) *	-	1,560.43	715.43	-	-	(181.34)	-	(181.34)	-	Netherlands
7	BPRL Ventures Mozambique B.V.	100%	USD	908.00	(194.33) *	-	755.95	42.28	-	-	(137.72)	-	(137.72)	-	Netherlands

* Represents negative Reserves.

Notes:

- (i) Numaligarh Refinery Ltd and Bharat PetroResources Ltd are direct subsidiaries of Bharat Petroleum Corporation Ltd.
- (ii) Bharat PetroResources JPDA Ltd, and BPRL International B.V. are subsidiaries of Bharat PetroResources Ltd.
- (iii) BPRL Ventures Indonesia B.V., BPRL Ventures B.V. and BPRL Ventures Mozambique B.V. are wholly owned subsidiaries of BPRL International B.V.
- (iv) Indian Rupees (INR) equivalent of the figures of subsidiary companies whose Reporting Currency is US Dollar (USD) is based on exchange rates as on 31st March 2012, (USD 1 = INR 51.16).

STATEMENT REGARDING SUBSIDIARY COMPANIES PURSUANT TO SECTION 212 (1)(e) OF THE COMPANIES ACT, 1956

Name of the Subsidiary Companies	Financial Year ending of the Subsidiary Companies	No. of shares held by BPCL as on 31.3.2012	Extent of holding by Holding Company	The net aggregate amount of the Subsidiary Company's Profit/ (Loss) so far as it concerns the members of the Holding Company and not dealt with in the accounts of the Holding Company (Except to the extent dealt within Columns 7 & 8)			The net aggregate amount of the Subsidiary Company's Profit/ (Loss) so far as it concerns the members of the Holding Company and dealt with in the accounts of the Holding Company.	
				2	3	4	5	6
1. Numalgarh Refinery Ltd. (NRL) (w.e.f. 31.3.2001)	31.3.2012	45,35,45,998 shares of ₹ 10/- each fully paid up	61.65%	For the Financial Year ended on 31.3.2012 (₹ Crores)	For the Previous Financial Years since it became a Subsidiary Company (₹ Crores)	For the Financial Year ended on 31.3.2012 (₹ Crores)	For the Previous Financial Years since it became a Subsidiary Company (₹ Crores)	
2. Bharat Petroresources Ltd. (BPRL) (w.e.f. 17.10.2006)	31.3.2012	1,10,00,02,610 shares of ₹ 10/- each fully paid up (Refer Note 1)	100%	(88.94)	(76.01)	-	-	
3. Bharat Petroresources JPDA Ltd. (w.e.f. 28.10.2006) (Subsidiary of BPRL)	31.3.2012	1,49,99,940 shares of ₹ 10/- each fully paid up (Refer Note 1)	100%	(1.97)	(5.63)	-	-	
4. BPRL International B.V. (w.e.f. 26.3.2008) (Subsidiary of BPRL)	31.3.2012	22,04,80,394 shares of Euro 1 each fully paid up (Refer Note 2)	100%	(316.67)	(178.32)	-	-	
5. BPRL Ventures B.V. (w.e.f. 26.3.2008) (Subsidiary of BPRL International B.V.)	31.3.2012	16,13,07,311 shares of Euro 1 each fully paid up. (Refer Note 2)	100%	(169.95)	(110.84)	-	-	
6. BPRL Ventures Mozambique B.V. (w.e.f. 23.7.2008) (Subsidiary of BPRL International B.V.)	31.3.2012	12,29,57,257 shares of Euro 1 each fully paid up. (Refer Note 2)	100%	(129.07)	(56.61)	-	-	
7. BPRL Ventures Indonesia B.V. (w.e.f. 21.8.2009) (Subsidiary of BPRL International B.V.)	31.3.2012	1,21,73,441 shares of Euro 1 each fully paid up. (Refer Note 2)	100%	(9.92)	(8.85)	-	-	

Notes : 1. In addition to the shares held by holding company, six individuals, who are nominees of BPCL, each hold ten shares of ₹ 10 each of the company.

2. In respect of BPRL International B.V., BPRL Ventures B.V., BPRL Ventures Mozambique B.V. and BPRL Ventures Indonesia B.V., the figures are converted from USD to Indian Currency.

For and on behalf of the Board of Directors

Sd/-
R. K. Singh
Chairman & Managing Director

Sd/-
S. Varadarajan
Director (Finance)

Sd/-
S. V. Kulkarni
Company Secretary

Place : Mumbai
Dated : 25th May, 2012



BHARAT PETROLEUM CORPORATION LIMITED

Regd. Office : Bharat Bhavan, 4&6 Currimbhoy Road, Ballard Estate, Mumbai – 400 001.

FORM OF PROXY

FOLIO/CLIENT ID NO. _____

DP ID NO. _____

I/We, _____

of _____

_____ in the district of _____

being a Member/Members of the above named Company, hereby appoint, _____

_____ of _____ in the district of _____

_____, or failing him, _____ of

_____ in the district of _____

_____, as my / our proxy to vote for me / us on my

our behalf at the 59th Annual General Meeting of the Company to be held on Friday, 21st September, 2012 and at any adjournments thereof.

Signed this _____ day of _____ 2012

Affix
15 Paise
Revenue
Stamp

(Member)

Note : Proxy must be deposited at the Registered Office of the Corporation not less than 48 hours before the time for holding the meeting.

BHARAT PETROLEUM CORPORATION LIMITED

Regd. Office : Bharat Bhavan, 4&6 Currimbhoy Road, Ballard Estate, Mumbai – 400 001.

ADMISSION CARD / ATTENDANCE SLIP

ANNUAL GENERAL MEETING TO BE HELD ON FRIDAY, 21st SEPTEMBER, 2012, AT 10.30 A.M., IN RAMA WATUMULL AUDITORIUM AT KISHINCHAND CHELLARAM COLLEGE (K.C. COLLEGE), 124, DINSHAW WACHA ROAD, CHURCHGATE, MUMBAI-400 020.

Name of the Member/s : _____

Folio / Client ID No. : _____

No. of Shares held : _____

Name of the Proxy / _____

Representative of
Body Corporate

I / We hereby record my / our presence at the **59TH ANNUAL GENERAL MEETING** of the Company on Friday, 21st September, 2012, at 10.30 a.m. in Rama Watumull Auditorium at Kishinchand Chellaram College (K.C. College), 124, Dinshaw Wacha Road, Churchgate, Mumbai-400 020.

Signature of the Member/Proxy
Name :

(Member/Representative of Body Corporate/Proxy attending the Meeting must bring the above Admission Card/Attendance Slip to the Meeting and handover at the entrance, after duly signing. In case the Member is a Body Corporate, certified copy of a Resolution of the Board or a governing body regarding appointment of a Representative to attend the Meeting be enclosed or sent in advance).

Building a brighter future



