

MMBPL/PNGRB/KCPL

3RD December'2012

To,
The Secretary
Petroleum and Natural Gas Regulatory Board,
1st Floor, World Trade Centre,
Babar Road,
New Delhi-110001.

Dear Sir,

Subject: Expression of Interest to Lay, Build & Operate Petroleum Products LPG Pipeline from Kochi to Coimbatore

Enclosed please find the application in the form of schedule A as Expression of Interest by M/s Bharat Petroleum Corporation Limited to Lay, Build and Operate a Petroleum Product LPG Pipeline from Kochi (Kerala) to Coimbatore (Tamil Nadu).

We also confirm to the best of our Knowledge that there have been no charges framed under Chapter IX of PNGRB Act, 2006 nor we have been punished or penalized under section 28 of the PNGRB Act, 2006.

You are kindly requested to initiate the process as per your statute to grant authorization for laying, building and operating the subject petroleum product pipeline.

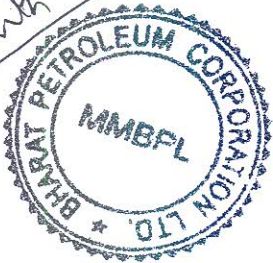
Thanking you.

Yours faithfully,
For Bharat Petroleum Corporation Limited

ANURAG DEEPAK
ANURAG DEEPAK
EXECUTIVE DIRECTOR (PIPELINES)

Encl: Schedule A

ANURAG DEEPAK
EXECUTIVE DIRECTOR (PIPELINES)
Mumbai-Manmad Bijwasan Pipeline,
Bharat Petroleum Corporation Ltd.
Refinery, Mahul, Mumbai - 400 074.



6/c

Schedule A
[see regulations 4(1) and 5 (6)]

Application form for submitting expression of interest by an entity desirous of laying, building, operating or expanding a petroleum and petroleum products pipeline.

A. Only an entity which complies with the minimum eligibility criteria as per regulation 5 (6) of the Petroleum and Natural Gas Regulatory Board (Authorizing Entities to Lay, Build, Operate or Expand Petroleum and Petroleum Products Pipelines) Regulations, 2010 is eligible to submit its application for submission of expression of interest to the Board.

B. Entities must enclose documentary proof in support of its meeting the minimum eligibility criteria.

Presently we are operating 1389 KM Mumbai Manmad Bijwasan Multi Product Pipeline and 258 KM Bina-Kota Multi product Pipeline carrying MS (III&IV), HSD (III & IV) & SKO.

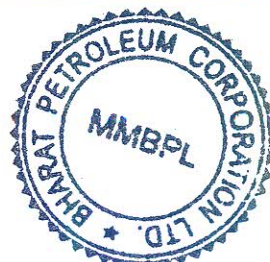
We have received LOI from PNGRB dated 01.11.2012 for our proposed Kota Jobner multi Product Pipeline of 210KM length.

- We have a dedicated Pipeline Project team based at Noida, who have carried these project on PMC basis.
- We have a separate Pipeline operation group, head office at Mumbai which has experience of operating and maintenance of petroleum and petroleum products pipeline for more than 13 years.

C. The entity submitting the expression of interest must submit the following information:

1	General Details	
A	Name of the Entity	Bharat Petroleum Corporation Ltd.
B	Type of firm – Public Limited Company / Private Limited Company / Partnership firm / Proprietorship firm / Others (please specify)	Public Limited Company
C	Date of incorporation and date of commencement of business	Bharat Petroleum Corporation Ltd., (BPCL) came into existence on 24th January, 1976 as a result of the Government of India acquiring Burmah-Shell Oil Storage & Distribution Company of India and Burmah-Shell Refineries Limited, which had started its operation in India in 1928
D	Address of the Registered office	Bharat Petroleum Corporation Ltd., Bharat Bhavan, 4 & 6, Currimbhoy Road, Ballard Estate, Mumbai – 400 001
E	Name, addresses, telephone numbers, e-mails of all directors / partners / proprietor.	Enclosed
2	Primary Technical Data	

ANURAG DEEPAK
EXECUTIVE DIRECTOR (PIPELINES)
Mumbai-Manmad Bijwasan Pipeline,
Bharat Petroleum Corporation Ltd.
Refinery, Mahul, Mumbai - 400 074.



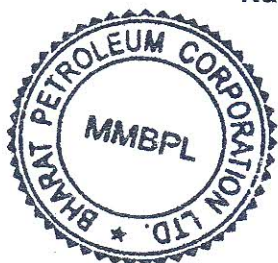
s/c

A	Point of origin and the end point of the proposed petroleum and petroleum products Pipeline	Point of origin – Kochi Refinery End point – Coimbatore, District of Tamil Nadu. Length of proposed pipeline: 221KM Size of proposed pipeline: 12" Product to carry: LPG
B	Indicative route of the proposed petroleum and petroleum products pipeline indicating the likely petroleum products injection points and likely delivery points depicted on a physical map	Map attached. Injection point – Kochi Refinery and delivery point – Coimbatore.
C	Petroleum products availability position	Kindly refer our comments below
D	Potential demand of petroleum products enroute the petroleum and petroleum product pipeline	As per the detailed feasibility studies carried out the estimated potential own demand of LPG works out is as follows: 2015-16 = 0.692MMTPA 2025-26 = 0.988MMTPA
E	Assessment of total volume for transportation in the proposed petroleum and petroleum products pipeline	The total volume assessed for transportation including 25% as common carrier capacity is as follows: 2015-16 = 0.692MMTPA 2025-26 = 0.988MMTPA
F	Any other issue considered as relevant by the entity	Nil
3	Application fee of Rs. < ... > paid vide demand draft/ pay order number < ... > and dated < ... > drawn on <name of bank and branch>.	Rs. 10,000/- D.D.No - 201578; dated 04/12/12 ICICI BANK, Connaught Place, New Delhi

Date : 03rd December 2012

Place : Mumbai

Name and signature of entity or authorised signatory

ANURAG DEEPAK
EXECUTIVE DIRECTOR (PIPELINES)
Mumbai-Manmad Bijwmaan Pipeline,
Bharat Petroleum Corporation Ltd.
Refinery, Mahul, Mumbai - 400 074.

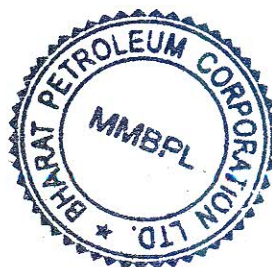
Official Seal

4/c

1.E. List of Directors of Bharat Petroleum Corporation Ltd as on 24.11.2012

Sr No	Name	Office Address
1	Shri R.K.Singh Chairman & Managing Director S/o Shri Ram Dhari Singh	Bharat Petroleum Corporation Ltd Bharat Bhavan, 4&6 Currimbhoy Road, Ballard Estate, Mumbai 400001 022-22713201 singhrk@bharatpetroleum.in
2	Shri S.Varadarajan Director (Finance) S/o Shri Krishnamachari Srinivasan	Bharat Petroleum Corporation Ltd Bharat Bhavan, 4&6 Currimbhoy Road, Ballard Estate, Mumbai 400001 022-22713241 varadarajans@bharatpetroleum.in
3	Shri S.P. Gathoo Director (Human Resources) S/o Shri Prakash Shamrao Gathoo	Bharat Petroleum Corporation Ltd Bharat Bhavan, 4&6 Currimbhoy Road, Ballard Estate, Mumbai 400001 022-22713221 gathoop@bharatpetroleum.in
4	Shri K K Gupta Director (Marketing) S/o Shri Mangoo Lal Gupta	Bharat Petroleum Corporation Ltd Bharat Bhavan, 4&6 Currimbhoy Road, Ballard Estate, Mumbai 400001 022-22713231 guptakk@bharatpetroleum.in
5	Shri B.K. Datta Director (Refineries) S/o Shri Hari Narayan Datta	Bharat Petroleum Corporation Ltd Bharat Bhavan, 4&6 Currimbhoy Road, Ballard Estate, Mumbai 400001 022-22713211 dattabk@bharatpetroleum.in
6	Shri R.N.Choubey Director S/o Shri Uma Kant Choubey	C II/44 ShahJahan Road, New Delhi – 110011 0120-2472001 & 02 (O) dg@dghindia.org
7	Shri I P S Anand Director S/o Shri Rajinder Singh Anand	A-9 / 14, Vasant Vihar New Delhi 110057 011-26144512 ipsanand2009@gmail.com
8	Shri H.M. Jagtiani Director S/o Shri Mohan Kansingh Jagtiani	Udyog Bhawan, 1st Floor, 29 Walchand Hirachand Marg, Ballard Estate Mumbai 400038. 022-61294600 hmi@hmjagtiani.com

ANURAG DEEPAK
EXECUTIVE DIRECTOR (PIPELINES)
Mumbai-Manmad Bijwmaan Pipeline,
Bharat Petroleum Corporation Ltd.
Refinery, Mahul, Mumbai - 400 074.



9	Prof J.R.Varma Director S/o Shri Narayana Rama Varma	Indian Institute of Management, Vastrapur Ahmedabad – 380015 9925005318/079-66324867(O) jrvarma@gmail.com
10	Shri B.Chakrabarti Director S/o Late Shri Devi Prasad Chakraborty	2, Indira Park, Prince Anwar Shah Road, Tollygunge, Kolkata – 700033 9163811936/033-65485965(O) b.chakraborty60@yahoo.co.in

2. C Petroleum products availability position:

BPCL have a 9.5 MMTPA refinery at Kochi. The expansion of Kochi Refinery is under progress from the present capacity of 9.5MMTPA to 15.5MMTPA and LPG production going up from 0.519MMTPA to 1.26MMTPA. 0.5MMTPA shall be consumed at Kochi whereas balance approximately 0.76MMTPA will be required to be evacuated at Coimbatore.

The designed capacity of this 12" pipeline and 221KM long is 1.0MMTPA. It will cater to BPCL LPG Plants nearby Coimbatore.

The proposed 12" pipeline has its origin at BPCL Kochi Refinery and will terminate at Coimbatore. The product availability is assured for this pipeline.



ANURAG DEEPAK
EXECUTIVE DIRECTOR (PIPELINES)
Mumbai-Manmad Bijwmaan Pipeline,
Bharat Petroleum Corporation Ltd.
Refinery, Mahul, Mumbai - 400 074.



2/c

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