Federation of Indian Petroleum Industry

OIL & GAS INDUSTRY

A W A R D S 2019



Entry Form

Oil Marketing

– Company of the Year

Name of Organisation: \_\_\_\_\_\_\_\_\_\_\_\_\_

Closing date for submission:

August 31, 2019

Website: www.fipi.org.in

**Eligibility Criterion**

The award is open to all oil marketing companies operating in India having more than 500 Retail Outlets

**Award Objective**

Oil Marketing Company of the Year recognizes leadership in performance in marketing of petroleum products (non-polymer hydrocarbons) in India during 2018-19.

Please carefully read the Terms and Conditions of the FIPI Awards Scheme, <https://www.fipi.org.in/Upload/Awards_TermsConditions.pdf>

Questionnaire

|  |  |
| --- | --- |
| Name of Company: |  |
| Mailing Address: |  |
|  |  |
| Name of approving authority:  ***Note:*** *Approving authority should not be below the rank of Head of the department/Regional head/Director/CEO* |  |
| Title: |  |
| Phone number: |  |
| E-mail address: |  |
| Signature: |  |
| Please specify name and designation of the person(s) who will be accepting the award if the applicant is chosen as the winner: |  |

**Please provide a brief write up on your Oil Marketing operations.**

Write up by applicant (Not more than 300 words)

|  |
| --- |
| **Please give justification for applying for this award highlighting significant achievement of your company in marketing operations during 2018-19**  Write up by applicant (Not more than 300 words) |

**Quantitative Information**

| **Sr. No** | **Evaluation parameters** | | **Response** |
| --- | --- | --- | --- |
|  | **Net Revenue per unit of sales** | |  |
| **1.1** | |  |  |  |  |  | | --- | --- | --- | --- | --- | |  | **2017-18** | | **2018-19** | | |  | **Volume MMT** | **Sales Revenue (Rs. Crores)** | **Volume MMT** | **Sales Revenue (Rs. Crores)** | | **Domestic sales** |  |  |  |  |  |  |  |  |  |  | | --- | --- | --- | --- | --- | |  | **2017-18** | | **2018-19** | | |  | **Volume MMT** | **Sales Revenue (Rs. Crores)** | **Volume MMT** | **Sales Revenue (Rs. Crores)** | | **Export** |  |  |  |  | |  | **2017-18** | | **2018-19** | | |  | **Volume MMT** | **Sales Revenue (Rs. Crores)** | **Volume MMT** | **Sales Revenue (Rs. Crores)** | | **Total** |  |  |  |  |   Note : Sales of only POL to be considered | | |
|  | **Overall % increase in domestic market share (2018-19 over 2017-18) (Excluding Petrochemicals and Gas)** | |  |
| **2.1** | **% increase in Domestic market share (2018-19**  **over 2017-18)**   |  |  |  | | --- | --- | --- | |  | **2017-18** | **2018-19** | | **Domestic Market Share %** |  |  | |  | |
| **2.2** | **% Increase in market share of ATF (2018-19 over 2017-18)**   |  |  |  | | --- | --- | --- | |  | **2017-18** | **2018-19** | | **Market share of ATF %** |  |  | | |  |
|  | **% Increase in Th’put per ROs (2018-19 over 2017-18)**   |  |  |  | | --- | --- | --- | |  | **2017-18 (MT)** | **2018-19 (MT)** | | **MS** |  |  | | **HSD** |  |  | | |  |
| **4** | **Addition in Retail Outlets**   |  |  |  | | --- | --- | --- | |  | **2017-18** | **2018-19** | | **New ROs** |  |  | | |  |
| **5** | **Sales per Employee:**   |  |  |  | | --- | --- | --- | |  | **2017-18** | **2018-19** | | **Total Sales (MMT)** |  |  | | **No. of Employees** |  |  |   Note: Only Marketing function employees to be considered as on 31 March. | |  |
| **6** | **Sale of Lubricants as % of Fuels sales**   |  |  |  |  | | --- | --- | --- | --- | |  | **2017-18 (MMT)** | | **2018-17 (MMT)** | | **Sales of Lubricants** | |  |  | | **Sales of Fuels** | |  |  | | |  |
| **7** | **Tankage Capacity added (MMT)**   |  |  |  | | --- | --- | --- | |  | **2017-18 (MMT)** | **2018-19 (MMT)** | | **MS** |  |  | | **HSD** |  |  | | |  |
| **8** | **Digital Initiative**  **Automated retail outlets as % of total retail outlets**   |  |  |  | | --- | --- | --- | |  | **2017-18** | **2018-19** | | **Total Automated ROs** |  |  | | **Total ROs** |  |  |   **Non Cash sales as % of Total Sales**   |  |  |  | | --- | --- | --- | |  | **2017-18 (Rs. Crores)** | **2018-19 (Rs. Crores)** | | **Total Non-Cash sales** |  |  | | **Total sales** |  |  |   **GPS enables Vehicle Management System as % of total vehicles**   |  |  |  | | --- | --- | --- | |  | **2017-18** | **2018-19** | | **GPS Enabled Trucks** |  |  | | **Total No. of Trucks** |  |  | | |  |
| **9** | **Improvement in customer complaints redressal**   |  |  |  | | --- | --- | --- | |  | **2017-18** | **2018-19** | | **No. of Complaints** |  |  | | **Average customer complaint turn-around time (No. of days)** |  |  | | |  |
| **10** | **Progress in Ethanol Blending Programme**   |  |  |  | | --- | --- | --- | |  | **2017-18 (%)** | **2018-19 (%)** | | **Actual Ethanol Blending** |  |  | | **Ethanol Blending target** |  |  | | |  |
| **11** | **New LPG customers added as % age of target**   |  |  |  | | --- | --- | --- | |  | **2017-18** | **2018-19** | | **New LPG Consumer added (Number)** |  |  | | **Target (Number)** |  |  | | |  |
| **12** | **Investment in Bio-fuels**   |  |  |  | | --- | --- | --- | |  | **2017-18 (Rs. Crores)** | **2018-19 (Rs. Crores)** | | **Actual Investment** |  |  | | **Total Capex** |  |  | | |  |
| **13** | **Fatality Accident Rate (FAR)**   |  |  | | --- | --- | |  | **2018-19** | | **No. of fatalities (own employees + contract employees)** |  | | **Total No. of hours worked by all employees (including contract employees) in marketing function** |  | | |  |

**List of Attachments (Optional), if any**

|  |  |
| --- | --- |
| **S. No** | **Description** |
| 1 |  |
| 2 |  |
| 3 |  |
| 4 |  |
| 5 |  |

**About FIPI**

The Federation of Indian Petroleum Industry (FIPI) is an apex Society of entities in the hydrocarbon sector and acts as an industry interface with Government and regulatory authorities. It helps in resolution of issues and evolution of policies and regulations. It represents the industry on Government bodies, committees and task forces and has been submitting recommendations to the Government on behalf of the industry on various issues.

It aims to be the most effective and influential voice of the oil & gas industry to facilitate its development as a globally competitive industry in India that enjoys the respect and trust of the society. Several Government policy initiatives have their genesis in its reports and publications, some of which are quoted in documents like the Integrated Energy Policy.

All major companies operating in the oil & Gas sector in India are members of FIPI. It organizes seminars, conferences, workshops, roundtable meetings and brings out study reports and a quarterly journal.

For more information, please visit our website [www.fipi.org.in](http://www.fipi.org.in)

For Awards related information, please click <https://www.fipi.org.in/index.php/awards-2019-scheme>