

December 3, 2020

To, BSE Limited Department of Corporate Services, Phiroze Jeejeebhoy Towers, Dalal Street, Fort Mumbai - 400 001 Scrip Code: 532543	To, National Stock Exchange of India Ltd. Exchange Plaza, 5th Floor , G Block, Bandra Kurla Complex, Bandra (East), Mumbai - 400 051 Scrip Symbol: GULFPETRO
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Dear Sir / Madam,

Sub: Intimation of Appointment of Additional Director (Non-Executive, Non-Independent)

Pursuant to regulation 30 of SEBI LODR regulations, 2015, we wish to inform you that the Board of Directors of the Company through a circular resolution passed on December 3, 2020 have appointed Mr. Rajesh Jain (DIN: 08943554) as an Additional Director (Non-Executive, Non-Independent) of the Company with effect from December 3, 2020, subject to the approval of the Shareholders of the Company at the ensuing Annual General Meeting.

Further, we hereby affirm that the Director being appointed is not debarred from holding the office of director by virtue of any order of SEBI or any other such authority. The details required under Regulation 30 of the SEBI LODR Regulations, 2015 read with SEBI Circular No. CIR/CFD/CMD/4/2015 dated 9th September, 2015 are attached as "Annexure A"

You are requested to take the above information on record.

Thanking you.
Yours Faithfully,

For GP Petroleums Limited



Bijay Kumar Sanku
Company Secretary &
Compliance Officer



Annexure A

Details required under Regulation 30 of the SEBI LODR Regulations, 2015 read with SEBI Circular No. CIR/CFD/CMD/4/2015 dated 9th September, 2015

Sr.	Particulars	Details
1.	Reason for Change	Mr. Rajesh Jain(DIN : 0008943554) Appointed as an Additional Director (Non-Executive, Non-Independent)
2.	Date of Appointment & term of appointment	December 3, 2020. To hold office till the ensuing Annual General Meeting ('AGM') and subject to the approval of the members in the AGM, for the appointment as Director.
3.	Brief Profile (in case of Appointment)	Attached as Annexure B
4.	Disclosure of Relationships between directors (in case of appointment of a Director)	Not related to any of the Directors




Rajesh Kumar Jain

Email: rkjain2000@yahoo.co.in

Tel. : +91 98182 45571

Relevant Executive Summation

- **Most Recent** : Country Head-India, Gulf Petrochem Group (Head of various businesses of Group in India at P&L level including all administrative responsibility) and reporting to the Promoters / Board : April 2020 onwards
- Head – Bitumen Business – India & Indian Sub-Continent, Gulf Petrochem Group (P&L Head for all aspects of Bitumen business in India, Pakistan, Nepal, Sri Lanka, Bangladesh) : March 2018 – March 2020
- Head- Bitumen (GCC and India), Gulf Petrochem Group (P&L Head for all aspects of Bitumen business in India, UAE & Oman) : Nov 2013 – March 2018
- General Manager – Bitumen – India, Gulf Petrochem Group (P&L Head for all aspects of Bitumen business in India): August 2012 – Nov 2013
- Business Development Manager-India (Head of New Business Initiatives with E2E and P&L responsibility at National level for these Initiatives – Site Blending and others) **M/s Shell India**: July'11-August'12
- Marketing Manager- India & Middle East (Head of Strategic Marketing), **M/s Shell India** (100% part of Shell International) : March 2007 – July 2011 as per below:-
 - Part of Shell Global Strategy, Marketing and Business Development team of Specialties (Bitumen & Sulphur) business and widely travelled to various Asian and European countries.
 - *Active member and worked closely with National level Technical committees of IRC (Indian Roads Congress) and BIS, developed numerous National (Indian) specifications.*
- **Previous Assignments:**

Regional Business Head – Northern India	Aug'06-Mar'07
Marketing Manager – Northern India	Oct'02-Aug'06

M/s Hindustan Colas Limited (A JV of HPCL & Colas SA, France)

Area Sales Manager/Sr. Sales officer/Sales officer: Jan'91– Sept'02
M/s Hindustan Petroleum Corporation Limited
- **Domains of experience:** Trading, Marketing, Distribution, Supply Chain Management of Petroleum products including Fuels, Gases, Lubricants and Bitumen & Bitumen Specialty products - International Business, Domestic Stock and Sale Business, Technical, Commercial & Govt. Regulation for Roads, Highways and Airport Sector; Sulphur Products; Oil & Gas (Downstream Marketing, Operations, Strategic Marketing, Business Development)
- **Organizational Experience:** Public Sector (National Oil Cos.), MNCs, Joint Ventures of large Organisations, Worked in India and International Middle East & Asian markets.

Proficiency Forte

in 29 years of experience

- **International Business Operations** for Bitumen and Bitumen Specialty products involving E2E all aspects of business such as Procurement, Supply Chain Management, Exports / Imports, Local Country Network Development for Stock & Sale, Team Development & Management.
- **Profit Centre Head (with independent P&L responsibility)** in multiple geographies involving different Business models, working with diverse & cross-functional teams for Trading of various Oil & Gas products.
- Strategic Marketing & Planning of Bitumen and Bitumen Specialty Products involving all **7Ps of Marketing**.
- **Business Model** development and implementation in line with customer & market requirements.
- **Business Strategy** development – long term split into short term components for better implementation.
- Identification of Strategic Partners leading to formation of partnerships including signing of MOU / Agreements.
- Business **Operations Management** - Profit & Loss accountability and Internal Stakeholder management.
- **Promotion and Approvals** of New Products & Technologies from All Central & State Govt. Bodies in various sectors.
- Development & Implementation of Marketing Calendar involving **Product Promotion** through Seminars, Workshops, Trade Exhibitions, Customer Meets; Brand Communication and Communication Material.
- Development and launch of **CVPs** after understanding success drivers & needs for customer in various segments.
- Identification, Recruitment & Development of **Sales Channels / Partners**, Franchisees & other trade partners.
- **Competence improvement** of Sales team through training programs involving SPIN diagnostics techniques, Market Segments & CVPs, Effective Call plan (POPSA), Account Plan, Sales Pipeline Management (SPAN COP) and Tool Kit.
- SAP / ERP Implementation including streamlining all systems & procedures and implementation of SOPs.

Scholastics

- ↳ **M Tech. (Civil Engineering)** from Indian Institute of Technology, Mumbai
- ↳ **B. E. (Civil Engineering)** from Punjab Engineering College, Chandigarh

Professional Affiliation & Contribution at National Level:

- ↳ Working as member of technical committees of national level specification bodies of IRC and BIS:
 - Flexible Pavement Committee of IRC, since 2006.
 - Bitumen, Tar and related products Committee PCD: 6, PCD:6:1, PCD: 6:2 of BIS, since 2003.

Personal Details

Date of Birth : 14th February 1969
Permanent Address : G-903, BPTP Park Grandeura, Faridabad, Haryana – 121004 (**Delhi NCR**)