

29<sup>th</sup> October, 2018

To, <b>BSE Limited</b> Department of Corporate Services, P. J. Towers, Dalal Street, Mumbai – 400 001 <b>Scrip Code: 532543</b>	To, <b>National Stock Exchange of India Ltd.</b> Exchange Plaza, 5 <sup>th</sup> Floor, G-Block, Bandra Kurla Complex, Bandra East, Mumbai 400 051 <b>Scrip Symbol: GULFPETRO</b>
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**Sub: - Disclosure under Regulation 30 of SEBI (LODR) Regulations, 2015 -  
Appointment of Independent Director**

Dear Sir/Madam,

As per the Regulation 30 of SEBI (LODR) Regulations, 2015, this is to inform you that the Board of Directors at meeting held today i.e. on Monday, 29<sup>th</sup> October, 2018 appointed of Mr. Mahesh Damle (DIN No. 08261516) as additional director in the category of Independent Director w. e. f. 29<sup>th</sup> October, 2018. His brief profile is attached herewith.

Kindly take the same on record.

Thanking you,

Your's faithfully,  
For GP PETROLEUMS LIMITED



SHIV RAM SINGH  
COMPANY SECRETARY

## **BRIEF PROFILE - MR. MAHESH S. DAMLE**

An accomplished Senior Executive with the vision and leadership insights to strategically plan, direct and control operations to capitalize on emerging business opportunities. Track record of achieving CAGR of over 8.5 % during past decade in Fuel Retailing & registering YOY growth in Market Share. Worked with Fortune 500 Company for over 32 years. Have a wide experience in Strategic management of multiple divisions that contribute to 25 Billion US \$ of annual revenue of Integrated Petroleum Refining & Marketing Company with turnover of 40 Billion US \$ (Rs.245, 554 crores).

Expertise in managing diversified workforce ,implement and manage change to drive organizational performance

Extensive experience in Managing Strategic Business Unit on end to end basis, ensuring Profitability, Marketing of Petroleum Products (**Fuel & Lubricants Retailing**) through Retail Chain of over 12000 outlets across length & breadth of the country.

Headed Lubricants marketing in Retail. Insight in Brand Development, brand management & nurturing of brands.

### **CAREER PROGRESS:**

Petroleum Refining & Marketing Company in India

**1980 – June 2015**

*The company is engaged in Petro Refining & marketing. It has spread across the country with 140 supply locations, 50 Regional offices & 7 Zonal offices to handle marketing of petroleum products. It has over 12,000 channel partners with 14000 employees & turnover of 40 Billion US \$.*

**Executive Director - Retail, 2009 – December-2014**

*Manage and direct a workforce of Retail-SBU with full accountability for profit and loss, sales, sustainable business growth and network expansion, improving productivity aligning organization structure with the strategic direction of the organisation; report directly to the Director Marketing*

### **Selected Accomplishments**

- Instrumental in leading the company to achieve YOY growth in Fuel Retailing, achieving compounded annual business growth in excess of 8.5% against Industry growth of 7%
- Maintain close coordination with senior Govt officials & Ministry on various matters
- Expanded Retail network from 7000 outlets to 12800 outlets across the country achieving penetration in Highway & Rural segments in 5 years span
- Developed separate channel for marketing of Automotive Lubricants for Bazar sales
- Fuelled growth of Allied Retail Business beyond the core business of specialized *Fuel Retailing*
- Spearheaded the implementation of SOP & ODMT initiative (Outlet Diagnostic & Monitoring Tool) with a customer-driven focus on service quality

## **AREAS OF EXPERTISE**

***Career fast track from Regional Manager heading marketing activities of large state during 1993 to Zonal Head handling 7 Regions & finally as Executive Director & Head of of the largest Business Unit of the Company (Retail SBU) which contributes 70 % to the topline. As SBU head was responsible for providing strategic direction in the following areas:***

**Executive Leadership  
Business Growth and Development  
Budgeting/Financial Control  
Operational Management**

**Post superannuation from Hindustan Petroleum Corporation I was engaged in various assignments:**

### **July & August 2016 :**

-Conducted road shows with M/s Elara Capital for Investors in India

### **September 2015 to March 2016:**

Provided consultancy services to one of the major Dispensing Unit Vendor on customer experiences.

### **April-2016 to February 2018::**

Adviser to Bio-Fuel marketing company in India to set up marketing network.

### **April-2018 onwards:**

Adviser to a company in Lubricant & DEF marketing

## **EDUCATION:**

Nagpur University

**Engineering Degree in Mechanical Engineering BE (Mechanical)**

Completed additional Advanced Management Programs at **IIM-Kolkata, ISB-Hyderabad** & other trainings in Finance, Leadership, etc.