

PRELIMINARY INFORMATION MEMORANDUM

FOR

INVITING EXPRESSION OF INTEREST

FOR

PROPOSED STRATEGIC DISINVESTMENT OF 100% SHAREHOLDING

OF

BHARAT PUMPS & COMPRESSORS LIMITED (BPCL)

HELD BY

**The President of India through, Department of Heavy Industry, Ministry of
Heavy Industries and Public Enterprises**

Strategic disinvestment



Transaction Advisor to Department Of Investment & Public Asset Management (DIPAM), GoI

April 2018

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Resurgent India Limited (“**Resurgent**” or “**Transaction Advisor**”) has been retained as the advisor by the Department of Investment and Public Asset Management (“**DIPAM**”) for advising and managing the proposed strategic disinvestment of 100% of the shareholding of the President of India in Bharat Pumps & Compressors Limited (hereinafter referred to as “**BPCL**” or “**Company**”) pursuant to agreement for engagement of advisor dated June, 01, 2017 (aforesaid proposed strategic disinvestment hereinafter referred to as the “**Transaction**”).

This Preliminary Information Memorandum (hereinafter referred to as the “**PIM**”) *has been prepared by Resurgent for the limited purposes of providing certain information on BPCL for enabling recipients to be appraised of such certain basic details of BPCL prior to submission of the Expression of Interest (“**EoI**”) in respect of the Proposed Transaction. This PIM does not contain complete information in relation to the Company including details of the land, intellectual properties and legal proceedings involving the Company. Unless otherwise specified, the information contained herein is as of March 31, 2017 and may be subject to material updates, revision or amendment. Neither GOI, Department of Heavy Industry (“**DHI**”), Ministry of Heavy Industries and Public Enterprises, the Company nor Resurgent, undertake to update this PIM.*

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Sudhir Chandi
Sr. Vice President

Tel: 0124-4754550

Mob: + 91 99113 08123

bpcldisinvestment@resurgentindia.com

Akhilesh Raina

Sr. Associate

Tel: 0124-4754550

Mob: +91 8745050509

bpcldisinvestment@resurgentindia.com

Neither DIPAM nor DHI or BPCL shall be responsible in any manner to reply to such communication directly to IPs

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PRELIMINARY INFORMATION MEMORANDUM
For inviting Expression of Interest
For PROPOSED STRATEGIC DISINVESTMENT OF
100% SHAREHOLDING OF BPCL,
HELD BY THE President of India

SECTION 1: INTRODUCTION

1. INTRODUCTION

1.1 BPCL – DISINVESTMENT

Bharat Pumps & Compressors Ltd (“BPCL”) is a public sector undertaking under the administrative control of Department of Heavy Industry, Ministry of Heavy Industries and Public Enterprises, Government of India.

BPCL was incorporated on 1st January, 1970 under the Companies Act, 1956 bearing corporate identity number U28991UP1970GOI003577. BPCL’s registered and head office is situated at Mirzapur Road, Naini, Allahabad 211 010, U.P. India.

The Government of India holds 100% of the paid up share capital of BPCL. The GoI has 'in-principle' decided to disinvest 100.00% of its shareholding (held through the President of India) in BPCL by way of a strategic disinvestment with transfer of management control (“**Strategic Disinvestment**” or “**Transaction**”).

The Government of India acting through Department of Investment & Public Asset Management (DIPAM) has engaged Resurgent India Limited as Transaction Advisor for providing Advisory services and managing the disinvestment process.

Through this PIM, the Transaction Advisor is providing the Interested Parties (“**IPs**”) with limited and selected information pertaining to BPCL for submitting their EoI’s to the Transaction Advisor, in respect of the proposed Strategic Disinvestment.

This PIM contains the following:

- Section: 2 - Company overview
- Section: 3 –Products
- Section: 4 - Company financials
- Section: 5 –Orders
- Section: 6 – Awards and accolades
- Section: 7 – SWOT analyses

SECTION 2: BPCL – COMPANY OVERVIEW

2 COMPANY OVERVIEW

2.1 BACKGROUND

Bharat Pumps & Compressors Ltd (“BPCL”) is a public sector undertaking under the administrative control of Department of Heavy Industry, Ministry of Heavy Industries and Public Enterprises, Government of India.

BPCL was incorporated on 1st January, 1970 under the Companies Act, 1956 bearing corporate identity number U28991UP1970GOI003577. BPCL’s registered and head office is situated at Mirzapur Road, Naini, Allahabad 211 010, U.P. India.

BPCL was set up as an import substitution unit for manufacturing sophisticated process pumps and compressors and now is engaged in manufacture and supply of heavy duty pumps & compressors and high pressure seamless and CNG gas cylinders / cascades to cater the needs of oil exploration & exploitation, refineries, petro-chemicals, chemicals, fertilizer and downstream industries.

BPCL has absorbed various technology in the field of rotating equipment through technology transfer collaboration for execution of orders in its complete range of products. BPCL’s engineering division has been regularly upgrading the technology and design to meet upgraded, international code requirements.

BPCL is accredited with Integrated Management System Certification (IMSC) having ISO 9001-2008 (Quality Management), ISO 14001:2004 (Environment Management System) and OHSAS 18001-2007 (Occupational Health and Safety Management Systems).

BPCL has six offices located at Delhi, Mumbai, Kolkata, Chennai, Dibrugarh (Assam) and Vadodara (Gujarat). Its Naini plant at Allahabad, besides housing manufacturing plant for pumps and compressors, also has cylinder manufacturing plant; a chemical lab; a machining and works department which serves small outside work catering mainly to local industrial needs of Naini town.

The land (295.45 acres) at Naini, Allahabad has been given to BPCL by Government of Uttar Pradesh free of cost as grant. Out of this 295.45 acres, 64.00 acres of land has been given to central school and ESI hospital and 55 acres of land has been set aside for future expansion.

Now it has been decided that out of the above land, Government of U.P. shall give land comprising of 176 acres on long term lease basis on payment of lease rent. Rest of the land, i.e. 119 acres including land given to central school and land set aside for future expansion, shall be returned to Government of U.P.

As of 31st March 2018, the paid up capital of BPCL is Rs. **53.53 crores**. As of 31st March 2018, BPCL has **375** employees out of which **296** are permanent and **79** contractual (retainers and consultant).

2.2 CAPABILITY

2.2.1 ENGINEERING CAPABILITIES

The backbone of BPCL's engineering capabilities is its dedicated and professional engineering team using the technology and computer aided tools for design, system analysis, thermal calculations, electrical and operational control etc.

2.2.2 MANUFACTURING CAPABILITIES

BPCL has modern and in-house facilities under one roof for machining, heat treatment, fabrication, inspection and assembly and testing of entire range of our products. Highlight of BPCL's manufacturing facilities are:

- Horizontal Borer having spindle diameter 210 mm with digital read out system
- Honing machine having honing capacity from diameter 35 mm to 770 mm and vertical traverse up to 2000 mm.
- Vertical boring machine up to table diameter 2500 mm
- Jig boring machine having table size 2000 X 1000 mm and travel up to 1400 mm.
- Electrical furnace up to size 1600x3500 mm, 1000 degree celsius.
- Fully equipped fabrication shop having latest welding machines electrode drying ovens.
- Dynamic balancing machine up to swing dia 1300 mm and center distance 4000 mm which can accommodate weight upto 1000 Kg.
- CNC hot spinning machine for manufacturing high pressure seamless Gas cylinder upto outside diameter 406 mm.

2.2.3 IN HOUSE TESTING AND INSPECTION CAPABILITIES

2.2.3.1 CHEMICAL TESTING

- ✓ Chemical analysis of all ferrous, Non-ferrous metals and its alloys by spectrophotometer.
- ✓ Testing of quality of paint as per I.S. : 4379
- ✓ Testing viscosity, flash point & specific gravity of oil e.g. Light Diesel Oil (LDO), High Speed Diesel (HSD), Furnace oil etc.

2.2.3.2 MECHANICAL TESTING

Ultimate tensile strength (UTS), % elongation, % RA, bend test, Charpy impact test (upto temp. of minus 50 degree celsius), hardness (vickers, Rockwell & brinell), spring stiffness (tension and compression) & shore hardness testing. Our universal testing machine & impact testing machine (charpy) are calibrated yearly by National Accreditation Board for Testing and Calibration (NABL) accredited testing agency.

2.2.4 METROLOGY

Calibration of all type of instruments are carried out with the company's Master Instruments calibrated by the National Physical Laboratory, New Delhi.

2.2.5 METALLOGRAPHY LAB

BPCL has facilities to detect internal structure of ferrous / non –ferrous metals and its alloys and predict mechanical properties of metals with the help of metallurgical microscope, model neo photo-2 with magnification up to 2000X.

2.2.6 NON-DESTRUCTIVE TESTING FACILITIES

- All non-destructive tests are performed and evaluated by American Society for Nondestructive Testing (ASNT) LEVEL-1 and ASNT LEVEL-2 qualified personnel.
- BPCL has Bhabha Atomic Research Centre (BARC) approved Radiography Lab with full-fledged facilities of radiographic testing using x-ray and gama-ray with complete film processing and developing facilities.
- Complete facility of Ultrasonic testing of rolled and forged items.
- Complete facilities of Magnetic Particle Inspection (MPI) and Liquid Penetrant Testing (LPT).
- Measurement of both wet and dry film thickness of paint.

2.2.7 QUALITY CONTROL FACILITIES

BPCL is equipped with several of type of testing facility and can undertake testing work for other industries too. Mechanical Laboratory is having following machine facility for testing:

- Analog cum computerized Universal Testing Machine (UTM) with measuring range (kN) from 0 to 600
- Spectrometer for checking ferrous and non-ferrous material:
 - ✓ Steels and nickel alloys
 - ✓ Cast irons
 - ✓ Aluminum, zinc, magnesium base samples
 - ✓ Cu base samples
- Universal Pendulum Impact (UPI) testing machines
 - ✓ Charpy test
 - ✓ Izol test
 - ✓ Impact test
- Hardness testing machine

2.2.8 RADIOGRAPHY LAB, CHEMICAL LAB & STANDARDS ROOM

BPCL has facility to carry out radiography test with x ray / Y ray and testing can be done up to 40 / 70 mm thick plate. BPCL has chemical lab for chemical analysis of material and standards room with latest sophisticated measuring instruments

2.3 BOARD OF DIRECTORS AS ON 31.03.2018

Shri R. K. Paul	Chairman & Managing Director.
Shri Arvind Kumar	Director (Nominee Of Govt. Of India) from 30.05.2016
Shri V.J. Pandya	Director (Nominee of ONGC) from 29.02.2016
Shri B. S. Balakrishnan	Director (BHEL Nominee)

2.4 HUMANRESOURCE AS ON 31.03.2018

S. No	Employee	Number
1.	Permanent	296
2.	Contractual (retainers and consultant)	79
	Total	375

2.5 CAPITALSTRUCTURE AS ON 31.03.2018

As on March 31, 2018, the capital structure of the Company is as follows

Particulars	Number of Equity shares	Face Value (INR)	Total value (INR)
Authorised Share Capital			
Equity share capital	6,50,000	Rs. 1,000	Rs. 65,00,00,000/-
Total	6,50,000	Rs. 1,000	Rs. 65,00,00,000/-
Issued, subscribed and paid up share capital			
Equity share capital	5,35,310	Rs. 1,000	Rs. 53,53,10,000/-
Total	5,35,310	Rs. 1,000	Rs. 53,53,10,000/-

2.6 LAND DETAILS AS ON 31.03.2018

Location of Land	Area of Land
Address: Mirzapur Road, Naini, Allahabad	<p>295.45 acres</p> <p>Note:</p> <p>1. Government of Uttar Pradesh has given the above 295.45 acres of land free of cost as grant to BPCL. Present status of 295.45 acres of land is as follows:</p> <p>(i). Covered area (Factory, Plant & Administrative block): 72.00 acres. (ii). Area allocated to residences of CISF personnel (security agency): 13.00 acres. (iii). Uncovered area inside factory: 91 acres. (iv). Land earmarked for proposed township: 55.00 acres. (v). Area allotted to central school and ESI hospital: 64.00 acres.</p> <p>Further 295.45 Acres of land was given against actual allotment of 300 acres of land. Further a sum of INR 3.50 lacs has been paid by CG to Govt. of U.P. for acquisition of 87.50 acres of land for pumps and compressors project.</p> <p>Now it has been decided that Government of U.P. shall give land comprising of 176 Acres (S. no. (i) to (iii) above) on long term lease basis on payment of lease rent. Rest of the land, i.e. 119 acres as per (iv) and (v) above shall be returned to Government of U.P.</p> <p>It is further clarified that BPCL shall have right over 176 Acres of land at Naini, for which separate Lease agreement shall be entered into between BPCL and Government of U.P. The modalities of which are being finalised with Government of U.P. BPCL shall relinquish rights if any on rest of the land parcel, whether allotted or not.</p>

2.7 OFFICES AS ON 31.03.2018

S. No	Location	Title
1.	Allahabad, Registered and head office Mirzapur Road, Naini, Allahabad 211 010, U.P. India.	Grant
2.	New Delhi Flat No. 910, 9th Floor, New Delhi House, 27, Barakhamba Road, New Delhi-110001 Phone No.: 011-23353452 011-23353453 Fax No: 011-23353451 E-mail: bpccdelhi@gmail.com	Rental
3.	Mumbai C/o R&C Mulund Works, L.B.S Marg, R mall, Mulund West, Mumbai-400080. Phone No: 022-25918779 022-25917342 Fax No: 022-25918825 E-mail: bpccmumbai@gmail.com	Rental
4.	Vadodara 4, Manusmurthi Flats, 14, J.P. Nagar, Opp. Avishkar complex, old padre road, Vadodara-390015 Phone No.: 0265-2336193 Fax No.: 0265-2336193 E-mail: bpccvadodara@gmail.com	Rental
5.	Chennai "Sreepuram" 1st Floor, Old No. 4, New No. 5, Thiruvengadam First Street, Karam bakkam Porur, Chennai-600116. Phone No.: 044-24761405 Fax No. : 044-24761406 E-mail: bpccchennai@vsnl.net	Rental
6.	Kolkata Room No. 222, 2nd floor, Karmani Mansion, 25, Park Street, Kolkata-700016 Phone No.: 033-22522452 Fax No.: 033-22269917 E-mail: bpcckolkata@gmail.com	Rental
7.	Dibrugarh Vijai Nagar, Near Ajit Kala Kendra, Dibrugarh-786003 Phone No.: 0373-2314324 Fax No. : 0373-2323418	Rental

2.8 Detail of Residential Property as on 31.03.2018

- Seven residential flats at Mumbai (One in Bandra and six in Goregoan) are being hived off and shall not be part of the Transaction.

- Four residential flats at Allahabad shall be part of Transaction as they are connected with the core operation of the Company.

Note: All the above residential properties are duly owned and under law full possession of BPCL

2.9 Wage revision arrears

- The liabilities of 1997 wage revision arrears may be due in case of earning of profit by BPCL and at present approximately Rs. 30 Crores is outstanding under this head. This liability is at present contingent liability and will be termed as firm whenever the Company will start making profit even after the change of management. As per prevailing approval 25% of Profit Before Tax (PBT) will be used for payment of pending arrears of 1997 wage revision.
- Further an amount of Rs. 8.00 crore is also involved in the sub-judice case of fitment benefit (difference of 30% as per Department of Public Enterprise (DPE) guidelines for wage revision and 9.5% approved by GoI and implemented by the Company for the executives) relating to 2007 wage revision with respect to executive employees of the Company. Firming up of this liability/payment of same or otherwise is dependent on the decision of court.

2.10 Contingent Liabilities and Commitments

S. No.	Contingent Liabilities and Commitments	As on 31 st March 2017 (Rs. In Lakh)
A	Contingent Liabilities	
	Claims against the Company not acknowledged as debts:	
1	Sales tax liability including interest pending appeal	792.23
2	Electricity bill liabilities due to revised tariff and penalty pending appeal	51.97
3	Excise duty liability pending appeal	22.04
4	In respect of civil suits	34.70
5	Interest liability claimed by CISF	578.74
6	Income Tax liability pending appeal excluding interest liability	3299.87
B	Commitments:	
	Estimated amount of contracts remaining to be executed on capital accounts and not provided for	205.64
	Total	4985.19

SECTION 3: BPCL – PRODUCTS

2 PRODUCTS

1. Compressor

Maximum Power : 4000KW
 Maximum Pressure : 450 Kg/cm²
 Maximum Capacity : 70,000 NM³/Hr

Models for reciprocating compressors

Class “O” horizontal single crank

Size	Stroke (mm)	Max. Kw	Max. RPM
OZ	200	130	650
OA	300	250	450

Class “H” horizontal balanced opposed

Size	Stroke (mm)	Max. Kw	Max. RPM	No. of throws
HA	165	840	900	2-4
HB	205	1650	730	2-3-4-5-6
HC	300	2400	500	2-3-4-5-6
HD	300	3600	450	2-3-4-5-6
HE	360	8000	415	2-3-4-5-6-8
HF	420	16000	350	2-3-4-5-6-8-10
HG	450	21500	330	3-4-5-6-8-10
HH	500	25000	300	4-6-8
HM	135	1680	1200	2-4

2. Centrifugal pumps

Maximum Power : 2500KW
 Maximum Pressure : 140 Kg/cm²
 Maximum Capacity : 12,000 M³/Hr

Models for centrifugal pumps

S. No.	Model	Range		Temperature Range (Degree centigrade)	No. of sizes
		Capacity(M ³ /Hr.)	Head(Meters)		
1.	SMK	Upto 1500	Upto 350	-190 to +450	47
2.	KSMK	Upto 1500	Upto 350	-190 to +450	14
3.	LH/BLH	300 to 15000	20 to 140	-20 to +150	35
4.	DVDS	500 to 6000	150 to 400	-20 to +150	7
5.	DV MX	40 to 1000	150 to 1400	-120 to +205	10
6.	LC	Upto 2400	Upto 65	Upto 140	7
7.	VB/V	15 to 6400	Upto 870	-200 to +220	22
8.	VMB/VM	5 to 100	200 to 500	-200 to +220	9
9.	VN	100 to 600	40 to 100	Upto 100	5

3. Reciprocating pumps

Maximum Power : 1700 HP
 Maximum Pressure : 675 Kg/cm²
 Maximum Capacity : 315 M³/Hr

Models for reciprocating pumps

(A) Plunger Pumps

Stroke Length and No. of plungers	Model	Flow (M ³ /Hr.)	Discharge Pressure (Kg/Cm ²)	Max. operating speed	Power rating (KW)
3 Inch stroke Triplex (33-5/33-SR)	D-323	0.87 to 21.72	68.0 to 281.0	500	45
	D-323-ST	0.87 to 21.72	68.0 to 161.0	500	45
	D-313-PO	0.69 to 5.98	246.7 to 421.8	500	45
4 Inch stroke Triplex (43-7/43-7R) (43-8)	A-324	1.45 to 21.11	116.70 to 351.50	450	75
	A-334	2.45 to 31.53	65.66 to 223.57	450	75
	A-344	5.22 to 66.72	36.90 to 105.46	450	75
	A-324-H	1.45 to 21.11	145.80 to 351.50	450	93
	A-334-H	2.45 to 31.53	82.0 to 223.50	450	93
6 Inch stroke Triplex (63-10/63-10R)	A-344-H	5.22 to 51.90	46.19 to 105.46	450	93
	A-316/316-P	3.12 to 15.64	254.50 to 397.23	320	119
	A-326-PO	3.67 to 20.08	198.20 to 338.87	320	119
	A-336/336-P	5.56 to 40.03	99.83 to 223.50	320	119

Stroke Length and No. of plungers	Model	Flow (M ³ /Hr.)	Discharge Pressure (Kg/Cm ²)	Max. operating speed	Power rating (KW)
	A-346/346-P	12.51 to 90.07	44.22 to 99.83	320	119
	A-356-D/356-PD	14.68 to 139.0	35.50 to 84.36	400	119
6 Inch stroke Quintuplex (63-10/63-10R)	A-516	5.21 to 29.31	254.50 to 397.20	360	199
	A-536	9.26 to 75.06	99.80 to 223.50	360	201
	A-546	20.80 to 150.64	49.56 to 99.80	360	199
8Inch stroke Triplex (83-20R)	D-328	8.37 to 28.73	259.40 to 396.50	225	224
	E-338	12.77 to 37.53	199.00 to 259.40	225	224
	C-348-FS	19.57 to 75.32	99.00 to 169.50	225	224
	C-358-FS	29.65 to 104.25	71.70 to 111.80	225	226
	C-368-FS	14.68 to 176.20	42.00 to 169.50	225	226
	B-368	51.00 to 176.20	42.00 to 65.00	225	226
8 Inch stroke Quintuplex (85-25)	C-528	13.94 to 47.88	324.80 to 421.80	225	471
	C-538	19.30 to 85.14	180.60 to 281.00	225	471
	C-548	32.62 to 111.20	140.60 to 210.90	225	471
	B-558	55.80 to 210.20	73.80 to 124.00	225	471
	C-558-ST	55.80 to 196.20	73.80 to 124.00	225	471

(B) Triplex single acting mud Pumps

Stroke length and No. of plungers	Model	Flow (M ³ /Hr.)	Discharge Pressure (Kg/Cm ²)	Max. operating speed	Power rating (KW)
8 Inch stroke Triplex	A 400-PT	14.76 to 158.90	62.00 to 190.0	175	400
8Inch stroke Triplex	A 600-PT/B 600-PT	14.76 to 158.90	93.00 to 285.00	175	600
9Inch stroke Triplex	A 850-PT	31.34 to 187.60	111.36 to 250.60	160	850
10Inch stroke Triplex	A 1100-PT	29.07 to 195.50	140.00 to 315.00	150	1100
10 Inch stroke Triplex	A 1400-PT	28.84 to 195.50	178.50 to 351.50	150	1400
12Inch stroke Triplex	A 1700-PT	34.75 to 234.60	178.50 to 351.50	150	1700

(C) Ammonia and carbamate pumps

Stroke Length and No. of plungers	Model	Flow (M ³ /Hr.)	Discharge Pressure (Kg/Cm ²)	Power rating (Kw)
140 mm stroke Triplex	KD-811	7.00 to 46.10	100.00 to 630.00	195
150 mm stroke Triplex	KD-812	3.90 to 93.90	85.00 to 630.00	244
180 mm stroke Triplex	KD-813	5.70 to 126.20	95.00 to 630.00	374
220 mm stroke Triplex	KD-815	10.20 to 209.40	100.00 to 600.00	870
270 mm stroke Triplex	KD-817	15.50 to 315.60	100.00 to 630.00	985
220 mm stroke Triplex	KD-825	12.00 to 209.40	130.00 to 675.00	830
270 mm stroke Triplex	KD-827	19.80 to 315.60	130.00 to 650.00	1280

(D) Cementing units

Stroke Length and No. of plungers	Model	Flow (M ³ /Hr.)	Discharge Pressure (Kg/Cm ²)	Power rating (Kw)
4InchTriplex	Pacemaker	47.70 to 97.66	595.00 to 1055.00	375

(E) Sucker rod pumping units

Model	Rod load (lb)	Max. torque rating (lb)	Max. stroke length (Inch)
C 114-D 119-86	11,900	1,14,000	86
C 228-D 213-86	21,300	2,28,000	86
C 228-D 173-100	17,300	2,28,000	100
C 456-D 256-144	25,600	4,56,000	144

4. Gas cylinder

(A) High pressure industrial seamless gas cylinder

Range : upto 62 liters water capacity.
 Filling pressure : upto 280 Kg/ cm2
 Code : IS 7285 (part II & part I) 2004/ ISO 9809 Part I

(B) CNG on board cylinders

Water Capacity	: 20 to 200 ltrs.
Diameters	: 232 mm to 406 mm
Filling pressure	: 204 Kg/cm ²
Test Pressure	: 340 Kg/cm ²
Code	: IS 15490:2004/ ISO 11439:2000 Or any international standard agency under third party inspection

(C) CNG Cascades: IS 7285 (part II)

Water Capacity	: 500 to 45,000 litres.
Filling pressure	: 255Kg/cm ²
Test Pressure	: 435 Kg/cm ²
Code	: IS 7285 (part II) : 2004

SECTION 4: BPCL – FINANCIALS

4 FINANCIALS

4.1 BALANCE SHEET EXTRACT (Rs. In Lakhs)

Balance sheet	2016-17 (A)	2015-16 (A)	2014-15 (A)	2013-14 (A)
Assets:				
Tangible assets	4235.08	4680.83	5143.33	4278.89
Intangible assets	2.06	2.08	1.98	3.02
Capital work in progress	23.84	23.84	23.84	1676.68
Intangible assets under development	0.00	0.00		
Deferred tax assets	0.00	0.00	1065.86	1793.59
Long term loan & advances	1370.67	1329.53	997.23	940.53
Other non current assets	0.00	0.00	0.00	14.82
Inventories	4827.51	4760.36	5756.59	8279.33
Trade receivables	7460.31	7768.99	7550.75	10273.64
Cash & cash equivalents	5873.06	294.37	246.40	419.19
Short term loan & advances	1649.78	1359.25	1387.88	1676.37
Total assets	25442.31	20219.25	22173.86	29356.06
Liabilities:				
Long term Borrowings	7944.00	0.00	400.00	800.00
Long term provisions	3390.37	4286.35	3582.14	2934.40
Other long term liabilities	9.02	8.68	13.11	37.94
Short term Borrowings	3280.92	2603.46	2370.11	2973.98
Short term provisions	618.37	1033.91	785.34	974.94
Trade payables	3971.75	3860.60	3688.36	4750.19
Other current liabilities	16418.17	10427.10	6269.32	6167.57
Deferred tax liability	732.16	524.20	0.00	0.00
Share capital	5353.10	5353.10	5353.10	5353.10
Reserve & surplus	(16275.55)	(7878.15)	(287.62)	5363.94
Total liabilities	25442.31	20219.25	22173.86	29356.06

A: Audited figures.

4.2 P & L EXTRACT (Rs. In Lakhs)

Profit & Loss	2017-18 (P)	2016-17 (A)	2015-16 (A)	2014-15 (A)	2013-14 (A)
Total revenue (Net)	7,731.00	6,916.00	7,186.03	9,551.56	14,003.49
Total expenses	11,097.00	11,493.00	12,720.79	14,327.60	15,571.34
Profit before interest, dep. & tax	(3,366.00)	(6416.00)	(4696.03)	(3,471.56)	(583.93)
Interest	1,500.00	1020.00	789.48	599.53	498.70
Depreciation	400.00	450.00	514.96	704.95	485.22
Profit before tax	(5,266.00)	(7886.00)	(6000.47)	(4,776.04)	(1,567.85)
Prior period expense and extra ordinary expense	1,000.00	0.00	0.00	0.00	0.00
Tax expense					
Current tax	0.00	0.00	0.00	0.00	0.00
Deferred tax	0.00	0.00	1590.06	727.73	(1,043.79)
Profit (Loss) for the year	(6,266.00)	(7886.00)	(7590.53)	(5,503.77)	(524.26)

P: Provisional figures as certified by management of BPCL.

A: Audited figures.

SECTION 5: ORDERS BOOKED

5 ORDERS BOOKED

5.1 ORDERS BOOKED IN LAST 3 YEARS

S. No	Item	Quantity	Value of work (INR Lakh)
F.Y. 2017-18			
1.	Centrifugal pumps	0	9.25
2.	Reciprocating pumps	5	1075.91
3.	Reciprocating compressors	0	73
4.	HPI cylinders	638	38.12
5.	Spares		3798.51
6.	Total		4994.79
F.Y. 2016-17			
1	Centrifugal pumps	6	605.99
2	Reciprocating pumps	5	330.76
3	Reciprocating compressors	0	31.00
4	HPI cylinders	731	38.80
5	Spares		2435.17
6	Total		3441.72
F.Y. 2015-16			
1	Centrifugal pumps	08	191.00
2	Reciprocating pumps	18	2517.00
3	Reciprocating compressors	0	0.00
4	HPI cylinders	773	55.00
5	Spares		6118.00
6	TOTAL		8881.00

5.2 KEY CLIENTALE

S. No	Name of the Client
1.	Indian Oil Corporation Limited (IOCL)
2.	Hindustan Petroleum Corporation Limited (HPCL)
3.	Bharat Petroleum Corporation Ltd. (BPCL)
4.	Oil & Natural Gas Corporation Limited (ONGC)

S. No	Name of the Client
5.	Bharat Oman Refiner Ltd. (JV of BPCL and Oman Oil Company)
6.	Chennai Petroleum Corporation Limited. (CPCL)
7.	Numaligarh Refinery Ltd.
8.	Oil India Limited. (OIL)
9.	Bongaigaon Refinery Petrochemicals Ltd.
10.	Department of atomic energy
11.	Nuclear Power Corporation Ltd. (NPCL)
12.	Bhabha Atomic Research Centre. (BARC)
13.	Hindustan Fertilizers Corporation Ltd.
14.	Mangalore Chemicals & Fertilizers Limited
15.	Indian Farmers and Fertilizers Corporation Limited (IFFCO)
16.	Rashtriya Chemicals & Fertilizers Limited. (RCFL)
17.	Indo-Gulf fertilizer & Chemicals Corporation Limited.
18.	National fertilizers Ltd.
19.	Gujrat State fertilizer Corporation.

SECTION 6: AWARDS & ACCOLADES

6 AWARDS & ACCOLADES



- Prestigious MINIRATNA status has been awarded to Bharat Pumps & Compressors Limited by the Hon'ble Minister (MoHI) Sri Vilasrao Deshmukh on 21st sept. 2010.
- CMD, BPCL receives scope excellence award-2010 from the Hon'ble Prime Minister, Dr. Manmohan Singh



After MINIRATNA it is now TURNAROUND CPSE AWARD 2010 for BPCL Naini, Allahabad. Board for Reconstruction of Public Sector Enterprise (BRPSE), Department of Public Enterprises, Govt. of India has conferred Turnaround CPSE Award 2010 for those company's which have earned profit and positive Net Worth for last three years. Prior to this turnaround, these companies were sick & have been recommended by BRPSE for revival package.



BPCL has been granted first time EXPORT HOUSE STATUS by Govt. of India, Ministry of Commerce & Industry, Office of Joint Director General of Foreign Trade, Kanpur. The status has been granted against export of Pumps & Compressors worth Indian Rupee 77,98,29,881.78 during Financial year 2010-2011 (Deemed Export + Physical Export)

SECTION 7: SWOT ANALYSES

7 SWOT ANALYSES

1. STRENGTH

- Indigenous Manufacturer of Heavy Duty Pumps and Compressors
- Specialized Product Manufacturer
- Skilled and Experienced Human Resources.
- High Entry Barriers
- Certifications and Accreditations
- Multi-locational Presence

2. WEAKNESS

- Short term fund shortage.
- Retirement and Non- Induction of fresh manpower.
- Weak marketing division.
- Loss-making Operations of Cylinder Plant.

3. OPPURTUNITIES

- Buoyant Economic and Infrastructure Growth
- Make in India initiative
- Need for Strong Long-term Relationship with Private Sector Clients

4. THREATS

- Fear of Loss making PSU.
- Competition from Foreign Players