



GP+  
GLOBAL

October 07, 2019



To, <b>BSE Limited</b> Department of Corporate Services, P. J. Towers, Dalal Street, Fort, Mumbai – 400 001 (Maharashtra) <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 (Maharashtra) <b>Scrip Symbol: GULFPETRO</b>
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**Sub: Intimation pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.**

Dear Sir/Madam,

This letter is in pursuance of Regulation 30(6) of the Listing Regulations read with Para A of Part A of Schedule III of the said Regulations. We are delighted to inform that the Board of Directors of GP Petroleums Limited at their meeting held on Monday, October 07, 2019 have approved the appointment of Mr Prashant Achar as the Chief Executive Officer (CEO) of the Company. As per the provisions of Section 203 of the Companies Act, 2013 read with relevant applicable rules, Mr Prashant Achar will be the Whole Time Key Managerial Personnel of the Company with effect from October 07, 2019.

The brief details of information as required under Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 for the said matter is as under:

SR. No	Particulars	Information
1.	Reason for Change	Appointment
2.	Date of Appointment	07.10.2019
3.	Brief Profile	Attached
4.	Disclosure of relationship between Directors (in case of appointment of Director)	NA

Kindly take the same on record.

Thanking you.

Yours faithfully.

**For GP Petroleums Limited**

**Bijay Kumar Sanku**  
**Company Secretary and Compliance Officer**



# Prashanth Achar

General Manager  
Key Accounts - Asia & Pacific

## ~~~EXPERTISE~~~

Developing business from  
concepts

Opportunity Identification

Innovative Solutions

Building Partnerships

## ~~~COMPETENCIES~~~

Strategic & Analytical thinking

People Relationships

Customer Insights & Value  
Propositions

Negotiation Skills

Planning & Organising

## ~~~CONTACT~~~



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## Summary

Over 28 years of general management experience in the Automotive and lubricant industry, across diverse roles - sales, marketing, strategy, business development, Key Account Management and integration/projects.

Possess innate ability to identify opportunities and develop innovative solutions. Adept at strategizing and building relationship with partners, within the diverse Asia & Pacific landscape.

## Areas of Expertise

### Business Development

- Transferring a sharp understanding of automotive industry and Technology trends, customer insights to differentiated offers and solutions.
- Scoping out strategic collaborations with customers to generate additional revenue streams with orchestrating deployment of Group resources.
- Developing customer intimacy by enhancing service propositions.
- Contract negotiations for international key accounts navigating through Legal, Tax and statutory compliance.

### Strategy Development and Performance Management

- Developing mid/long-term strategy
- Business Planning followed by operationalizing through pursuing opportunities and developing mitigation plans for vulnerabilities.

### Key Accounts Management

- Developing and Implementing Strategic Key Account plans across the region with a clear roadmap and resource plan.
- Establishing and sustaining strategic B2B, B2B2B, and B2B2C relationships.
- Leading and navigating multiple geographies/ cultures & work streams to deliver agreed business goals.
- Managing senior level Joint Governance process.
- Enhancing partnership by creating long-term technology platforms, sponsorships and marketing assets.

## Experience

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- General Manager – Key Accounts (Asia & Pacific) | BP Plc** **Aug 2009 – Present**
  - Anchored relationship and business development with Key Accounts in Asia & Pacific (MAN, Scania, Allison, Komatsu, Piaggio, Triumph, Renault, Bosch etc.) with a delivery of \$12m a year and growing at over 13%
  - Built and operationalised Regional Strategic Plans for assigned Key Accounts.
  - Developed compelling offers while exploring new opportunities and tender management.
  - Key Accounts strategy developed for A&P to address growth.
  - Led the Performance management of Key Accounts space for the A&P region.
  - Created a Learning and Development forum in the region through leading the best in class Communication and Engagement agenda
- Sr. Key Accounts Manager – India | Castrol India** **Oct 2005 – Aug 2009**
  - Signed off many Strategic Tie-ups through innovative offers (partnered with all the imagery Car Brands – BMW, Volvo Cars, Audi, Skoda, VW and Ford).
  - P&L responsibilities- ensured high-level of profitability.
  - Anchored India Key Accounts strategy
- Strategy Manager – Africa, Middle East & South Asia | BP Plc** **Oct 2002 – Oct 2005**
  - Business Strategy – Business Strategy delivered for the AMESA business unit.
  - Market Space Strategy – supported with Program management for Global Commercial Vehicle Oil Strategy.
  - People Strategy - Program management support for Re-Organisation.
- Integration Manager – India, Middle East | BP Plc** **Sep 2000 – Sep 2002**
  - Integration of two heritage units, post the BP acquisition of Castrol - across all functions.
  - Synergy Capture – \$10m opportunity scoped and captured in liaison with Functional units.
  - JV Restructuring – Proposals, Evaluation/Appraisal, Legal, Taxation, Legislative approvals, PR & Communication.

## Prior Experience

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- Head - Business Development | Tata BP** **Nov 1996 – Sep 2000**
- Regional Sales Head – Commercial | Castrol India** **Dec 1994 – Oct 1996**  
**Sr. Sales Executive (Retail)**
- Sr. Service Engineer - After Sales | Tata Motors** **July 1990 – Nov 1994**

## Training / Knowledge Acquisition

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Creative Thinking / Negotiation Skills / Impactful Presentation / Project Management / Technology Training

Bachelor of Engineering – Mechanical from KREC Surathkal (NIT'K) 1986 – 1990  
MBA in Marketing 1995 – 1996