

Annual Performance Agreement (APA)

Between

The Chairman, Bangladesh Petroleum Corporation

And

The Managing Director, Padma Oil Company Limited

2014-2015

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Preamble

The Annual Performance Agreement is made and entered into on 23/04/2015.

BETWEEN

The Chairman, Bangladesh Petroleum Corporation, representing Bangladesh Petroleum Corporation.

AND

The Managing Director, Padma Oil Company Limited representing Padma Oil Company Limited.

The parties hereto agree as follows:



Section 1: Vision, Mission, Functions and Strategic Objectives of Padma Oil Company Limited.

1.1 Vision

- Ensuring uninterrupted supply of Petroleum Products throughout the country in a price fixed by the Government.
- Distribution of Eco-friendly Agro-chemicals products throughout the country for better agricultural production


1.2 Mission

- Ensuring energy security for the country through procurement of Petroleum Products from BPC as well as distribution of Petroleum Products.
- Developing Petroleum related infrastructures.
- Marketing of Agro-Chemical products through established network.

1.3 Functions

- To acquire refined petroleum products from ERL & Gas fields;
- To distribute Petroleum Products throughout the country;
- To plan and install petroleum storage facilities;
- To establish and expand petroleum marketing facilities;
- To Supply Jet A-1 in different Airports as Aviation fuel;
- To supply petroleum products to BD Army, Navy, BAF and other Govt. Agencies through Rate Running Contract;
- To supply petroleum products to different Power Supply Stations;
- To acquire, storage and supply of Agrochemicals products;
- To supervise, co-ordinate and control the Agent, Dealer of the company for smooth distribution of Petroleum and Agrochemicals products.

1.4 Strategic Objectives

- Procurement of petroleum refine products from BPC.
 - Locally blending and Import of finished lubricants as per customers demand.
 - Marketing of petroleum products throughout the country.
 - Maintain reasonable stock and efficient transportation of products.
 - Efficient distribution of petroleum products to ensure the energy security.
 - Import, formulate, repack & marketing of Agro-chemical products.
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Section 2:

Strategic Objectives, Activities, Performance Indicators and Targets

Strategic Objectives	Weight of Strategic Objective	Activities	Performance Indicator (PI)	Unit	Weight of PI	Target/Criteria Value				
						Excellent	Very Good	Good	Fair	Poor
						100%	90%	80%	70%	60%
(1) Procurement of refined petroleum products from BPC.	30	[1.1] Procurement of finished petroleum products imported by BPC	[1.1.1] Imported Finished Products procured	Lakh MT	15	15	13	12	11	10
			[1.2.1] finished petroleum products procured from ERL	Lakh MT	10	5	4	3.5	3	2.5
			[1.3.1] Finished Products procured from local sources.	Lakh MT	5	1.5	1.25	1	0.75	0.5
			[2.1.1] Sales and distribution of petroleum products through different trade.	Lakh MT	10	8	7.75	7.5	7.25	7
(2) Marketing of petroleum products throughout the country.	40	[2.1.2] Direct customer	[2.1.2] Direct customer	Lakh MT	5	5	4.75	4.5	4	3.5
			[2.1.3] Agency/Distributor	Lakh MT	5	3.75	3.5	3.25	3	3
			[2.2.1] Fuel Oils	Lakh MT	13	17	15	14	13	12
			[2.2.2] Lubricants	MT	5	5000	4000	3750	3500	3250
		[2.2.3] LPG	MT	1	5000	4500	4000	3750	3500	
		[2.2.4] Bitumen	MT	1	20000	18000	17000	16000	15000	

