

# [Availability of natural gas for consumers management essay](https://assignbuster.com/availability-of-natural-gas-for-consumers-management-essay/)

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As we know that for reward, efforts is necessary and for efforts motivation is necessary same is with the success of this project . It would not have been possible without the motivation and proper guidance. So I take the opportunity to thank all those who have motivated us and guided us through the entire projectWe extend our heartily thanks to our college A. U. R. O University for providing us opportunity to understand and explore the subject of our own interest . We take the opportunity to thank people who have guided us in project. And also we thank Mr. Vimal Shukla for guiding us through the project.

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## OBJECTIVE

• Ensuring adequate availability of natural gas for consumers;• Encouraging new delivery methods like LNG and transnational pipelines;• Attracting substantial private investment in the natural gas sector;• Introducing the latest technological standards in different elements of the natural gas chain;• Ensuring sustainable development of the country’s hydrocarbon reserves; and• Encouraging competitive terms for supplies to downstream users.

## Company Profile

O. N. G. C means Oil and Natural Gas Limited is Indian multinational oil and Gas Company. Its current chairman is Mr. Sudhir vasudev and there are 32, 862 employees working in O. N. G. C Company in 2012. Its headquartered is in Dehradun, India. It is one of the biggest Asia-based oil and gas exploration and production companies and which produces around 77% of India’s crude oil which is equal in value around 30% of the country’s total demand. O. N. G. C is also responsible for 81% of Natural gas production of our country. It is the largest openly trade companies by market capitalization. O. N. G. C has ranked 357th in fortune global 500 which is the list of world’s biggest corporation for the year. It is also one of the Top 250 global energy company by Platts. O. N. G. C was founded on 14 August 1956 by the Indian state, which presently holds a 74. 14% equity stake. O. N. G. C is involved in exploring and exploiting hydrocarbons in 26 sedimentary basin of India, and owns and operates over 11, 000 kilometers of pipeline in the country. O. N. G. C also has international subsidiary called O. N. G. C Videsh limited ( OVL) and it was rechristened on 15 June 1989 which currently has 14 projects in 16 countries. O. N. G. C Tripura Power Company Limited (OTPC) which was formed in September 2008. It is a joint venture between O. N. G. C, infrastructure Leasing and financial services limited and the government of Tripura. It is developing thermal power generation project in palatana in Tripura which will supply electricity to areas of north eastern states where problem of electricity is major problem. 1947-1990At the time of pre-independence, Assam Oil Company in the northeastern and Attock oil company in northwestern part were the only companies producing oil in the country when India was not separated, with least exploration input. The major part of Indian sedimentary basins was considered to be unfit for development of oil and gas resource. After India got independent the government came to know the value of oil and gas for rapid industrial development and its strategic role in defense. Consequently, while framing the policy of industrial statement of 1948, development of petroleum industry was considered to be utmost necessity in the country. Till 1955, private oil company mainly carried out exploration of hydrocarbon resource of India. The oil India Ltd which is having 50% of joint venture with government of India and burnah oil company were occupied in developing the two large field Naharkatya and Moran which is situated in Assam and Assam oil company was producing oil at digboi which also situated in Assam. The indo-stanvac Petroleum Project, a joint venture between government of Indian and standard vaccum Oil Company of USA was occupied in exploration work in West Bengal. Vast area of land was settled down in the other parts of India and adjoining offshore remained unexplored. Government of India pronounced to develop the oil and natural gas resources in various territories of the country as a part of Public Sector Development in 1955. Oil and natural gas directorate was set up towards the end of 1955. A devolution under the leadership of Mr. K D Malviya, the Minster of Natural resource visited European countries several times to study the status of oil industry in those country and made easy for the training Indian professional to research potential oil and gas reserves. Experts from foreign countries like USA, West Germany and erstwhile U. S. S. R visited India and helped our Government. At last Soviet expert visited us and drew up the detailed plan for geological and geophysical surveys and drilling operation was carried out in the 2nd Five Year Plan (1956-57 to1960-61). In April 1956, Industrial Policy Resolution was adopted by Government of India and mineral oil industry was placed in the schedule ‘ A’ industries, the future development which was to be the sole and exclusive responsibility of the state. After the formation of the oil and Natural gas Directorate it became Cleary visible that it would not be possible for the directorate with its limited financial and administrative powers as subordinate office of the government to operate efficiently. In October 1959, the commission was converted into a statutory body by an act of Indian parliament, which enhanced powers of the commission further. The main functions of the oil and natural gas commission subject to the provision of the act, were to plain, promote, organize and implement programs for development of petroleum resources and the production and sale of petroleum and petroleum products produced by it, and to perform such other function as the central government may, from time to time assign to it and the act further outline the activities and steps taken by O. N. G. C in fulfilling endorsement. Since its establishment O. N. G. C has been active in transforming the country’s limited upstream sector into a large viable playing field, with all its activities spread all over India and remarkable in overseas territories. O. N. G. C found new oil department in cambay Basin Gujarat and also found new resources in Assam. O. N. G. C went offshore in early 70’s and discovered a huge oil field in the form of Bombay high which now known as Mumbai high. This discovery, along with following discoveries of huge oil and gas fields in western offshore changed the oil structure of the country. Subsequently 5 billion tones of hydrocarbon were present in the country were discovered. Most Important contribution of O. N. G. C was self reliance and development of core competence in E&P at a globally competitive level. After 1990In February 1994 O. N. G. C became publicly held companies with 20% of its equity were sold to public and 80% were kept by the Indian government. In 1994 O. N. G. C employed 48, 000 people and had reserves and surplus worth 104. 34 billion and by adding its intangible asset the corporation net worth is 107. 77 billion was the largest of any Indian company. During March 1999, Government sold off 10 % of its share to IOC Indian oil corporation and 2. 5% to GAIL Gas authority of India limited by which government holding in O. N. G. C came down to 84. 11 %After taking over MRPL from the A V Birla Group in the year 2002-03, O. N. G. C diversified into downstream sector. Soon O. N. G. C will enter into retailing Business. O. N. G. C also entered in global field and made major investment in Vietnam, Sakhalin and Sudan and achieved is first hydrocarbon revenue from its investment in Vietnam through its subsidiary, O. N. G. C Videsh Limited (OVL).

## Major Achievements of ONGC

Judged as Asia's best Oil & Gas company, as per a recent survey conducted by US-based magazine 'Global Finance'Ranked as the 2nd biggest E&P company (and 1st in terms of profits), as per the Platt's Energy Business Technology (EBT) Survey 2004. Leads the list of Indian companies listed in Forbes 400 Global Corporate and Financial Times Global 500 by Market Capitalization. Only fully-integrated petroleum company in India, operating along the entire hydrocarbon value chain. Holds largest share of hydrocarbon acreages in India.

## Strategic Vision 2001- 2020

To focus on core business of E&P, ONGC has set strategic objectives of: Doubling reservesImproving average recovery from 28 per cent to 40 percent. Tie-up 20 MMTPA of equity Hydrocarbon from abroad.

## P. E. S. T. Analysis

## Political Environment

The political environment in India is one of a federal republic and ONGC is state-owned but this does not mean that the Government of India is in favor for ONGC. The merging of HPCL, BPCL with ONGC, and Oil India with IOC were on the proposal of the Indian Government. ONGC is also being made by the Government of India to focus on exploration and production (E&P) of oil and gas. ONGC is working as to move downstream and diversify its business by Government of Indian into the refining and retailing business but the Government of India does not want to certify it. The positive political backbone of ONGC gives the company stability and security. When ONGC started they decided multiply protection policies in place that kept them safe from global competition and they did as decided. As the years went by, the Government of India deregulated the industry and took away the state protection policy that kept ONGC safe. This has lead to new opportunities along with threats. Government of India focuses so much on oil and gas E&P and wishes ONGC to do the same; it is seemingly making E&P core rigidity for the company. On September 25, 2007, the Government of India said to ONGC that they need to " produce or perish" and that they will enter the industry as a marginal player if they don’t comply. Indian Government also recently blocked ONGC from bidding on a Nigerian oil field which would’ve increase the gas and oil assets outside of India which was further removed by government itself. Thus the government " owner" of ONGC does not really know what’s best for the company. This is a huge hindrance to ONGC

## Economical Environment

India being one of the largest and fastest growing countries in the world right now has great population which has reached over one billion people. India is a part of the B. R. I. C., which stands for Brazil, Russia, India and China, which are four of the fastest emerging and rapidly developing countries. Thus have also increased the demand for energy for which ONGC is the main player in India. This gives ONGC a great advantage because of the economic demand for oil and gas all over.

## Sociological Environment

As cleared above, India has over one billion people and continues to grow. A huge widespread pool is thus created to get extracted. A high note to make that ONGC employs approx 40, 000 workers in India. Compared to population, this number is not staggering, but this is still a large workforce under specific company and is a positive leverage while dealing with government. The company was recently scrutinized by the Government of India because " attrition over the last one year has been the highest in the past five years and 328 professionals have left the organization." and that " the main reason for this was the inability of ONGC to meet compensation packages being offered by the industry." This is not a good stage for ONGC to be in, because they are losing human resource, but also because it is indulging them into even more issues with the government.

## Technological Environment

The technological environment of our country is rapidly changing. In respect to the oil industry, ONGC had draw backs in the field of technology, but ONGC has put much money and research to focus on technology. ONGC realized this as a weakness with respect to their competitors. ONGC thus made weak the most stronger. One such example was the acquisition of technology to meet Euro II standards through the purchasing of MRPL (Mangalore refinery and petrochemicals limited). ONGC also implemented advanced technologies such as Increased Oil Recovery, Enhanced Oil Recovery and Supervisory Control and Data Acquisition. Another great technology that they implemented, that really gives them a competitive advantage is the Virtual Reality Interpretation Center, which is regarded as " one of the ten bests such systems in the world for applications in exploration." This boosts their ability for oil recovery and also for a competitive advantage. ONGC has introduced digitized magnetic media seismic library, which is one among the best in the world. This was a short tale of improvement in technology over all their previous years to help compete on the world market by ONGC.

## Global Environment

The global environment is a very competitive environment with respect to oil and gas exploration. With the increasing depletion of non-renewable natural resources the competition to secure oil and gas reserves is very intense. In 2005, ONGC lost a bid to the Chinese company China National Petroleum Corporation to secure oil reserves in Canada and has since lost more battles such as this. Globally, the giant oil companies have seen integration into other downstream oil industries to create a competitive advantage. ONGC not only faces competition from the global market, they also are in a race with each other with regards to integration and the way these major oil companies are run.

## SWOT ANALYSIS

## Strengths

1) Owned by Government: One of the biggest strength of ONGC is that it is state owned. Thus ONGC have great infrastructure with the help of government and the process of policy making also becomes easier. 2) Growing world-wide: ONGC went to international market by bringing, ONGC Videsh Ltd. (OVL). ONGC has made major investments in Vietnam, Sakhalin and Sudan and earned its first hydrocarbon revenue from its investment in Vietnam. 3) Research & Technology: ONGC has made a huge step in field of technology and research in past 2 decades. This advancement’s been useful in improving the company's ability to extract and explore more of oil and gas. 4) Negligible Competition: The oil sector is an industry wherein not many competitors can enter owing to the scale and government intervention. 5) Environmentally Friendly: The Company has in its guiding principles to cut down emission and become nature friendly in due course of time by introducing more use of green energy which includes wind farm and sonar farm. 6) Natural gas is a preferable fuel because of its inbuilt greater efficiency and cost effectiveness. 7) Dependence of other sectors like petrochemicals, fertilizers, power and automobile industry on the petro chemical sector. 8) India is the second largest refined products exporter in the region.

## Weakness

1) Ownership: Regulatory environment, government determines the retail pricing. 2) Royalty payment to sign PSCs (Personal Service Contractors) for exploration block. 3) Limited resources: There can be an end of exploration inside the boundaries. 4) Time-Factor: Production time for oil and gas. 5) Stringent environmental standards: Environment degradation takes place while mining and during certain step of refining oil & gas. 7) Low per capita consumption in the region so growth prospects of the Indian oil industry are high. 8) Huge investment required: Investments are done after long term planning as there is no private sector but government (i. e. people’s money). 9) Contribution to fiscal deficit of Budget: There are times where exploration brings negative results or due to some major accidents whole of the plant fails which leads to decrease in revenue.

## Opportunities

1) Demand: As there is only one supplier the supply gap is maintained which keeps the demand high. 2) Geographical advantage- To emerge as a refinery hub of the world the position of India geographically plays a major role with a long costal area and availability of natural resources. Out of the 26 sedimentary segments in India, only 6 have been explored and the deep water basin area of the east and west coast are still kept unexplored. 3) Area for Technical Manpower: India’s increasing population and increasing literacy rates provides a good human capital to the firm. 6) Collaboration with UCIL (Uranium Cooperation of India Limited) for exploration of uranium will leverage ONGCs expertise. 7) Policies: NELP (New Exploration Licensing Policy was introduced by the Government of India between 1997-98 to provide an equal platform to both Public and Private sector companies in exploration and production of hydrocarbons with Directorate General of Hydrocarbons (DGH) as a nodal agency for its implementation. It was introduced to boost the production of oil and natural gas and providing level playing field for both public and private players) and OALP (Open Acreage Licensing Policy will soon be introduced to make India a favorable destination globally for exploration and production of crude and natural gas, the government plans to move to the OALP regime soon.)

## Threats

1) Threat of Alternative Fuels: The Company will surely face problem if they certainly don’t develop in using alternatives such as uranium mining and wind energy which can be the substitutes. 2) Technology: Though supported by the government the speed of advancing in terms of technology is damn slow. 3) Ownership: ONGC will bear a higher subsidy burden, if the prices continue to rise and thus will hurt their margins. 4) Exploration of new resources by the private sector participant would raise a threat of exploitation of such resources for their profit making motives. 5) Safety: The disturbance of fishing boats near the oil plants in ocean poses threat to safety of field installations and maintenance as well. RefiningToday there are around 20 refineries in the country with an existing refining capacity of about 178 mn tonnes per annum (mtpa). More large expansions are being planned by Essar and PSUs like IOL, BPCL and HPCL. The major expansion plans include the Vadinar refinery of Essar, the IOC refinery at Paradeep and the planned refineries at Bina in Madhya Pradesh by BPCL and Bhatinda in Punjab by HPCL-Mittal Energy. This coupled with lower capital costs as compared to other Asian countries are expected to enable India to emerge as the global hub for oil refining. Besides, the ability of the latest refineries to process heavy, low-grade crude as well as India’s closeness to other oil-producing regions of the Middle East are expected to further help in this regard. India already has evolved as the fifth largest economy in the world in terms of refining capacity, with a share of 3% of the global capacity. By the end of the Eleventh Five Year Plan Period (2007-2012), the refining capacity is expected to reach 240. 96 MMTPA. During FY09, the refinery production witnessed a growth of 3%, primarily due to the impressive growth of private sector production. The capacity utilisation of the Indian refineries also increased to 107. 9% of the total installed capacity in FY09 from 104. 8% of the total installed capacity in FY08MarketingIn India, PSUs such as IOC, BPCL and HPCL are involved in marketing of refined oil. Decontrolling of the marketing sector from April 1, 2002 facilitated the entry of new private sector players such as Essar Oil, RIL and Royal Dutch Shell Plc. Public Sector Oil Marketing Companies like IOC, BPCL, and HPCL are also engaged in marketing of subsidised LPG in the country under the Public Distribution System (PDS). The entire length and breadth of the country is covered through an elaborate and extensive network of 35, 066 retail outlets as on 01-Apr-09. As on 01-Apr-09, there existed 9, 366 LPG distributorships and 6, 614 superior kerosene oil/light diesel oil (SKO/LDO) dealerships. An ambitious programme for modernisation of retail outlets to bring them at par with international standards has been initiated by the oil industry. The supply of oil and gas is carried out through railways (40%), pipelines (30%), coastal tankers (12%) and road (18%). Requirements of the industrial units are met through direct supplies. Further, a National Gas Grid is also planned. DistributionDistribution of petroleum products and natural gas in India is carried through a vast network of pipeline infrastructure. By FY09, India had a network of 25 product pipelines with a length of 9, 893 km and a capacity to carry 63. 66 MMTPA of petroleum products and 3 LPG pipelines with a length of 2, 124 km and capacity to carry 4. 53 MMTPA of products in place. Moreover, there are 4 crude oil pipelines of 5, 559 km with a capacity to transport 45. 88 MMTPA4.

## Products in relation to ONGC

PRODUCTSCRUDE OILNATURAL GASLPGETHANE-PROPANE (C2-C3)AROMATIC RICH NAPTHA (NGL)KEROSENE (SKO)HIGH SPEED DIESEL(HSD)LAN/ARNLOW SULPHUR HEAVY STOCK(LSHS)/FURNANCE OILMOTOR GASOLINEAVIATION TURBINE FUEL(ATF)

## Major Competition

Until a few years back ONGC was the major player in the E&P business in India. Reliance, Cairn, British Petroleum along with BPCL are notable amongst the new entrants in the field and hence proves to be very competitive. The presence of these players has intensified the competition for ONGC to acquire new blocks under future NELP rounds. ONGC and Reliance major competitors for Indian blocks. C: UsersLENOVODownloadsTable3. 1. gif

## Name

## Last Price.

## (Rs.)

## Market Cap.

## (Rs. cr.)

## Sales Turnover

## (Rs. cr.)

## Net Profit.

## (Rs. cr.)

## Total Assets.

## (Rs. cr.)

## ONGC

## 265. 75

## 227, 362. 15

## 76, 516. 39

## 25, 122. 92

## 117, 456. 76

Cairn India334. 8063, 931. 088. 8043. 9631, 919. 61GAIL358. 8045, 512. 9740, 397. 953, 653. 8426, 971. 33Oil India478. 1028, 740. 319, 863. 233, 446. 9217, 731. 47Petronet LNG172. 0512, 903. 7522, 695. 861, 057. 546, 553. 75ONGC and Reliance Industries are the major competitors for the 23 blocks being offered by the Indian government under the second bids of NELP, bidding for 17 and 15 blocks respectively. According to petroleum ministry officials, ONGC has bid for six deep water blocks -- two in Gujarat-Saurastra basin, two in Mumbai and two in Kerala-Konkan -- both on its own and with other government companies in the oil sector. ONGC and its partners bid for six shallow water blocks, in Gujarat-Sauratra, Mumbai and Cauvery basins. It also bid for five onshore blocks. Reliance Industries, in partnership with Hardy Oil, has placed bids for 15 blocks -- eight deep water, four shallow water and three onshore. The partnership is the sole bidder for two deep water blocks in Kerala-Konkan and a shallow offshore block in Sauratra, according to the ministry. CARIN: Cairn India is headquartered in Gurgaon. Cairn India has a total of 10 blocks in three areas namely one block in Rajasthan, three on the west coast of India and six on the east coast of India, including one in Sri Lanka. Of these, eight including the three producing blocks are operated by Cairn India. The Mangala discovery in Rajasthan in 2004 was the largest onshore discovery in the country in the past two decades. The company operates a producing oil field in the Indian private sector also. Cairn produces oil and gas from three blocks in India: Ravva in Andhra Pradesh, CB-OS/2 in Gujarat and RJON-90/1 in Rajasthan. In 2007, Cairn India was listed on the National Stock Exchanges and as on date has a market capitalisation of ~$14 billion and amongst the top 25 Indian company in the NIFTY 50 index. Top 250 Global Energy Company Rankings by Platts, ranked Cairn India for being the World's fastest-growing energy company in 2011. GAIL: GAIL (India) Limited is the largest state-owned natural gas processing and distribution company headquartered in New Delhi, India. It has six segments: Transmission services of natural gas and liquefied petroleum gas (LPG), Natural gas trading, petrochemicals, LPG and Liquid hydrocarbons, GAILTEL and Others. Oil India: Oil India Limited (OIL) is an Indian public sector oil and gas company in India under the administrative control of the Ministry of the Government of India. OIL is engaged in the business of exploration, development and production of crude and natural gas, transportation of crude oil and production of liquid petroleum gas. The story of Oil India Limited (OIL) traces and symbolizes the development and growth of the Indian petroleum industry. From the discovery of crude oil in the far east of India at Digboi, Assam in 1889 to its present status as a fully integrated upstream petroleum company. In recent years, OIL has stepped up E & P activities significantly including Gas monetization in the North-East India. OIL has set up the NEF (North East Frontier) project to intensify its exploration activities in the frontier areas in North East, which are logistically very difficult and geologically complex. Presently, seismic surveys are being carried out in Manbhum, Pasighat and other Trust Belt areas. The Company operates a crude oil pipeline in the North East for transportation of crude oil produced by both OIL and ONGCL in the region to feed Numaligarh, Guwahati, Bongaigaon and Barauni refineries and a branch line to feed Digboi refinery. Petronet LNG: Petronet LNG Ltd. is an Indian oil and gas company formed by the government of India to import liquefied natural gas (LNG) and set up LNG terminals in the country. It is a joint venture company promoted by the Gas Authority of India Limited (GAIL), Oil and Natural Gas CorporationLimited (ONGC), Indian Oil Corporation Limited (IOC) and Bharat Petroleum Corporation Limited (BPCL) with an authorized capital of Rs. 1200 crores(US$ 240 million). Each has 12. 5% equity share totaling to 50%. In addition, GDF International (GDFI), a wholly owned subsidiary of Gaz de France, a French national gas company, holds 10% and the Asian Development Bank (ADB) holds 5. 2% of the equity. The balance of the equity, 34. 8%, is held by the public. Petronet LNG Ltd. has set up its first LNG terminal at Dahej in Gujarat with the capacity of 10 million metric tons per year. Capacity of Dahej Terminal will expand to 15 million tons per year till end of 2014. Another terminal with capacity 5 million tons per year is being set up in Kochi (Kerala) and it is expected to start operations in January 2013. Petronet LNG is planning to set up its third LNG terminal with capacity 5 million tons per year probably in Andhra Pradesh. It is expected that by 2016 Petronet LNG's total operating capacity will be 25 million tons per year. IOCL: Indian Oil operates the largest and the widest network of fuel stations in the country, numbering about 20, 575 (16, 350 regular ROs & 4, 225 Kisan Seva Kendra). It has also started Auto LPG Dispensing Stations (ALDS). It supplies Indane cooking gas to over 66. 8 million households through a network of 5, 934 Indian distributors. In addition, Indian Oil’s Research and Development Center (R&D) at Faridabad supports, develops and provides the necessary technology solutions to the operating divisions of the corporation and its customers within the country and abroad. On 28 May 2012, Indian Oil hinted at reduction in prices of petrol.

## H. R. Framework in ONGC

H. R. Vision: To build and nurture a world class human capital for leadership in energy business. H. R. Mission: To adopt and continuously innovate best-in-class HR practices to support business leaders through engaged empowered and enthused employees. H. R. Objectives: Build a joyous work place, enhance employee competencies continuously, promote high performance work systems, and inculcate a sense of CSR among employee.

## Corporate Social Responsibility

The HSE management system of ONGC is top driven efficient, effective and vibrant management system. Top management of company is committed for maintaining highest standard of Health Safety and Environment protection and is also committed to meet all applicable statutory requirement and prevention of pollution. This commitment is evident as HSE policy statement signed by CMD. ONGC has a HSE Committee of Board, which comprises of members of Board from ONGC including representative from Ministry of Petroleum and Natural Gas. This committee is the apex body of HSE administration. The committee reviews policy, processes and systems on HSE and ecology aspects. ONGC has well structured HSE set up for managing HSE functions and issues of the organization. At Corporate level the HSE setup is headed Chief HSE reporting to Director –Incharge HSE and at Asset/ Basin and Plant level by Head HSE reporting directly to Asset/ Basin Manager and Plant Head respectively. Greatest emphasis is given to safety measures for minimizing accidents. Accidents are investigated and analysed for root cause so that re- occurrence can be prevented. A comprehensive HSE manual has been developed for use by operating and HSE personnel. Specialized Personnel Protective Equipments have been standardized and provided to operating personnel for use in the work areas. Regulatory authorities and Govt. agencies carry out inspection/ audits with an aim for overall improvement in the HSE performance at regular frequency. A dedicated HSE website has been developed for creating awareness among company employees as well as for serving an interactive platform for HSE personnel through dissemination of HSE related information and providing links for important websites. HSE management is accorded top priority in ONGC and Quality Occupational Health Safety and Environment Management System (QHSE MS) has been developed, implemented and certified at operating facility as per the requirements of ISO 9001, OHSAS 18001 and ISO 14001. To enhance credibility, the QHSE management system at operating facility is third party certified and subjected to annual surveillance audit. HSE issues are addressed systematically, effectively and proactively as per requirements of ISO standards/ OHSAS guidelines by making specific objectives and targets to address them. The system works on the principle of risk management / environmental aspects management by identifying, quantifying and addressing them through appropriate work instructions and management plans.

## CONCLUSION

Thus we would like to conclude our presentation thanking you all for your kind listening and we hope our presentation was informative and helpful to you all.