

OPPORTUNITIES AHEAD →

28TH ANNUAL REPORT
F.Y. 2075/76



**NEPAL
LUBE OIL
LIMITED**



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LUBE OIL
LIMITED**

28TH ANNUAL REPORT

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www.nepallubeoil.com

BOARD OF DIRECTORS (BOD)



BIJAY B. SHRESTHA
Director



ARUN K. CHAUDHARY
Chairman & Managing
Director



BISHAL OJHA
Director



MAHENDRA P. AWASTHI
Director



NIRANJANA NEUPANE
Director



HEMANT K. AGARWAL
Director



ANIL BASNYAT
Director



KARAN K. CHAUDHARY
Executive Director

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नेपाल ल्यूव आयल लिमिटेडको अट्वाइसौ वार्षिक साधारण सभाको सूचना

मिति २०७६।०८।२९ मा बसेको सञ्चालक समितिको ३४६औं बैठकको निर्णय अनुसार यस कम्पनीको अट्वाइसौ वार्षिक साधारण सभा निम्नलिखित मिति, समय, र स्थानमा देहायका विषयहरू उपर छलफल गर्न बस्ने भएको हुँदा सम्पूर्ण सेयरधनी महानुभावहरूको उपस्थितिका लागि अनुरोध गरिएको छ ।

१. सभा हुने मिति, समय र स्थान:

मिति : २०७६ साल पुस २३ गते बुधबार (८ जनवरी २०२०)

समय : बिहान ११:३० बजे

स्थान : याक प्यालेस, पुल्चोक, ललितपुर ।

२. छलफलका विषय सूची :

- क) आ.व. २०७५/०७६ को सञ्चालक समितिको प्रतिवेदन माथि छलफल गरी पारित गर्ने ।
- ख) आ.व.२०७५।७६ को लेखा परीक्षकको प्रतिवेदन, २०७६ आसार मसान्तको वासलात र आ.व.२०७५।७६ को आय विवरण र सोही अवधिको नगद प्रवाह विवरण छलफल र पारित गर्ने ।
- ग) सञ्चालक समितिले सिफारिस गरे बमोजिमको ३० प्रतिशत नगद लाभांश वितरणको निमित्त स्वीकृत गर्ने ।
- घ) आ.व.२०७६।७७ को कारोबारको हिसाब लेखा परीक्षण गर्नका लागि लेखा परीक्षकको नियुक्ति तथा निजको पारिश्रमिक निर्धारण गर्ने ।
- ङ) विविध

सञ्चालक समितिको आझाले
कम्पनी सचिव

साधारणसभा सम्बन्धी सामान्य जानकारी

१. साधारण सभा प्रयोजनका लागि कम्पनीको शेयर दाखिल खारिजको काम मिति २०७६।०९।१० देखि २०७६।०९।२३ सम्म बन्द रहने छ ।
२. साधारण सभाको सूचना र आर्थिक विवरण सेयरधनीको दर्ता किताबमा कायम रहेको ठेगानामा पठाइने छ ।
३. प्रतिनिधि (प्रोक्सी) नियुक्त गरिएकोमा सो प्रतिनिधिपत्र कम्पनीको कर्पोरेट कार्यालय भूमिसखेल, ललितपुरमा सभा सुरु हुनुभन्दा कम्तीमा ७२ घण्टा अगाडि दर्ता गरी सक्नु पर्नेछ । सेयरवालाको नाम सेयर संख्या र दस्तखत नमिलेको प्रतिनिधिपत्र रद्द हुनेछ ।
४. सभा हुने दिन सभामा उपस्थितिको लागि बिहान १० बजे देखि हाजिर पुस्तिका खुल्ला रहने छ ।
५. सेयरधनीको रूपमा रहेका कुनै सँगठित संस्था वा कम्पनीको हकमा त्यस्ता संगठित संस्था वा कम्पनीबाट मनोनीत प्रतिनिधिले सेयरवालाको हैसियतले सभामा भाग लिन सक्नु हुनेछ ।
६. साधारण सभा सम्बन्धी अन्य कुराहरूको जानकारी आवश्यक भएमा कम्पनीको कर्पोरेट कार्यालय भूमिसखेल, ललितपुरमा कार्यालय समयमा सम्पर्क राखी लिन सकिने छ ।

प्रोक्सी फारम

श्री सञ्चालक समिति

नेपाल ल्यूव आयल लिमिटेड

भूमिखेल, ललितपुर

विषय : प्रतिनिधि नियुक्त गरेको बारे ।

महाशय,

..... जिल्ला म.न.पा.र.उ.न.पा.र.न.पा.र.गा.वि.स. वडा नं. बस्ने म र हामी ले
त्यस कम्पनीको सेयरधनीको हैसियतले २०७६ साल पुस २३ गते हुने साधारण सभामा स्वयम् उपस्थित भई छलफल तथा
निर्णयमा सहभागी हुन नसक्ने भएकोले उक्त सभामा भाग लिन तथा मतदान गर्नको लागि जिल्ला
म.न.पा.र.उ.न.पा.र.न.पा.र.गा.वि.स. वडा नं. बस्ने त्यस कम्पनीको सेयरवाला श्री सेयर प्रमाण पत्र नं.
लाई मेरो र हाम्रो प्रतिनिधि मनोनित गरी पठाएको छु र छौ ।

निवेदकको दस्तखत :

नाम :

ठेगाना :

सेयर प्रमाण पत्र नं. :

सेयर संख्या :

.....
.....

नेपाल ल्यूव आयल लिमिटेड
भूमिखेल, ललितपुर

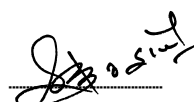
प्रवेश पत्र

सेयरधनीको नाम.....

सेयर प्रमाणपत्र नं..... सेयर संख्या.....

सेयरधनीको सहि :

नेपाल ल्यूव आयल लि.को २०७६।०९।२३ मा हुने अड्डाईसौं वार्षिक साधारण सभामा उपस्थितिका लागि जारी गरिएको प्रवेश पत्र ।
(सभाकक्षमा प्रवेश गर्दा यो प्रवेश पत्र पेस गर्नु पर्ने छ ।)


 कम्पनी सचिव

नेपाल ल्यूब आयल लिमिटेडको मिति २०७६ साल पुस २३ गते बोलाइएको अट्टाईसौं वार्षिक साधारण सभामा सञ्चालक समितिको तर्फबाट अध्यक्ष **श्री अरुण कुमार चौधरी** ज्यूद्वारा प्रस्तुत आ.व.२०७५/७६ को

वार्षिक हिसाब र प्रतिवेदन

सेयरधनी महानुभावहरू,

नेपाल ल्यूब आयल लि. को यस अट्टाईसौं वार्षिक साधारण सभामा उपस्थित सम्पूर्ण सेयरधनी महानुभावहरूमा यस कम्पनीको सञ्चालक समिति तथा मेरो व्यक्तिगत तर्फबाट हार्दिक स्वागत अभिवादन व्यक्त गर्दछु । यस गरिमामय सभामा सञ्चालक समितिको तर्फबाट म २०७६ अषाढ मसान्तको कम्पनीको वासलात, आर्थिक वर्ष २०७५/०७६ को नाफा नोक्सान हिसाव, नगद प्रवाह विवरण र कम्पनीको विभिन्न परिसूचक प्रस्तुत गर्दै कम्पनीको गत वर्षको कार्यको समीक्षा तथा भावी कार्यक्रम स्विकृतिका लागि प्रस्तुत गर्ने अनुमति चाहन्छु ।

नेपाल ल्यूब आयल लि. को निजिकरण पश्चातका दिनहरूमा हामिले लिएका मुख्य रणनीतिहरू मध्ये प्रमुख भनेको GULF International को निर्देशिका पालन गर्दै उच्च गुणस्तरको उत्पादन बजारसामु पुर्याउने, प्रत्येक कार्यबाट बजार हिस्सा बढाउदै त्यसबाट उचित प्रतिफल प्राप्त गर्ने, कम्पनीका डिलर हरूको निमित्त समेत नाफामूलक **Sustainable Business**

Model Policy ल्याई लामो समयसम्म कम्पनीसँग आवद्ध गराउने र कम्पनीमा आबद्ध कर्मचारी तथा कामदारहरूको मनोबल वृद्धि गर्ने मापदण्डहरू जस्तै तलब तथा भत्तामा समय सापेक्ष वृद्धि तथा समायोजन, देश विदेशमा तालिम, विभिन्न किसिमका विमा योजना र अन्य सुविधाहरू प्रदान गर्दै निजहरूको निजी वृत्ति विकाश गराउदै सोबाट कम्पनीको पनि उत्पादकत्वमा वृद्धि गर्ने रहेको छ । कम्पनीको विगतवर्षहरूको सुचकाङ्कहरूले पनि उक्त रणनीतिहरू सफल भईरहेको प्रष्ट पारेको छ र यसबाट कम्पनीका शेयरधनी महानुभावहरूलाई उचित प्रतिफल दिन सफल भईरहेका छौ भन्ने विश्वास लिएका छौ ।

कम्पनीलाई अधिकतम उचाई प्राप्त गर्न शेयरधनीका रूपमा यहाँहरूले पुर्याउनु भएको सहयोग, योगदान तथा सदभावका लागि हृदयदेखी नै आभार प्रकट गर्दछु र आगामी दिनहरूका लागि पनि आज यस सभाबाट सदैवभै रचनात्मक राय एवं सुझाव तथा मार्ग निर्देशनहरू प्राप्त हुने नै छ भन्नेमा म विश्वस्त छु ।

(क) विगतका वर्षहरूको कारोबारको सिंहावलोकन :

क्र.सं.	कारोबार स्थिति	आ.व.२०७३/७४	आ.व.२०७४/७५	आ.व.२०७५/७६
१	उत्पादन परिमाण(के.एल.)	१६५४.३११	१५२९.९५०	१८९८.३८४
२	विक्री परिमाण (के.एल.)	२०६२.४२८	२६०१.११६	२८०६.८६९
३	खुद मुनाफा (रु. लाखमा)	३५८.६५	४०२.८५	४०९.४७

विगत पाँच वर्षको तुलनात्मक वित्तीय स्थिति निम्नानुसार रहेको छ ।

S.N.	Particulars	F.Y.71/72	F.Y.72/73	F.Y.73/74	F.Y.74/75	F.Y.75/76
1	Turnover	442,071,802	515,039,423	632,939,806	783,388,952	909,125,132
2	Total Expenses	413,187,085	475,107,403	580,504,917	732,502,684	724,711,534
3	Profit Before Tax	28,884,717	39,932,020	52,434,889	50,886,268	52,294,012
4	Provision of Labour Housing	1,444,236	1,996,601	2,621,744	0	0
5	Provision for CSR	-	-	498,131	565,403	581,045
6	Provision of Bonus	2,494,589	3,448,675	4,483,183	5,088,627	5,229,401
7	Provision of Tax	4,989,178	6,897,349	8,966,367	10,600,322	113,46,723
8	Net Profit	19,956,714	27,589,396	35,865,464	40,285,946	409,47,289
9	Reserve & Surplus	43,154,746	55,728,820	58,338,604	77,321,994	110,295,036
10	Available for Distribution	63,111,460	83,318,216	94,204,068	117,607,940	151,242,325
11	Dividend & Other Adjustment	7,382,640	24,979,612	16,882,074	7,312,904	13,164,400
12	Transfer to Balance Sheet	55,728,820	58,338,604	77,321,994	110,295,036	138,077,925

(ख) राष्ट्रिय तथा अन्तर्राष्ट्रिय परिस्थितिबाट कम्पनीको कारोबारलाई कुनै असर परेको भए सोको विवरण :

सन् २०१८ र सन् २०१९ मा विश्वका ठुला र औद्योगिक मुलुकहरूमा बढ्दो व्यापार विवाद, वित्तीय तनाव र अस्थिरताका कारण बिश्वव्यापी औद्योगिक उत्पादन र व्यापारमा गिरावट आएको पाईन्छ र यसबाट नेपाल पनि अछुतो रहेको छैन । विश्वको सबैभन्दा ठुलो अर्थतन्त्र भएका मुलुकहरू अमेरिका र चिन तथा अमेरिका र इरान विचको व्यापार तनावले गर्दा हाम्रो उद्योगलाई प्रत्यक्ष असर पर्ने कच्चा पदार्थ अर्थात खनिज तेलको मुल्यमा वृद्धिले बेसआयलको मुल्य वृद्धि र मुल्य अस्थिरताले उद्योगलाई धेरै असर पुर्याएको छ । वर्षको शुरुवातमा बजेट बनाउदाको समयमा रहेको बेस आयलको मुल्य, तत्पश्चातका दिनहरूमा रहेको बेस आयलको मुल्यमा वृद्धीदरमा धेरै अस्थिरता रहेको छ र यसले कम्पनीको वित्तीय अवस्थामा असर पारेको स्पष्ट देखिन्छ । साथै अमेरिकी डलरको उतार चढावले पनि कम्पनीको प्रत्यक्ष खर्चमा असर पुर्‍याएको छ । तथापि वर्षको अन्त्यतिर दुबै (कच्चा तेल र डलर दर) मा आएको व्यापक सुधारले हालको वित्तीय अवस्थामा आइपुग्न भने मद्दत गरेको हो ।

नेपाल राष्ट्र बैंकको सवारी साधन कर्जा तर्फको नितिले समेत कम्पनीले लिएको सवारी साधन सम्बन्धि आवश्यक लुब्रिकेन्ट्सको विक्री वृद्धि सम्बन्धि गरिएको आशा माथि ठुलो तृषारापात भई लक्ष्य प्राप्ती गर्न नसक्नु अर्को महत्वपूर्ण असर थियो । अर्को मुख्य असर भनेको नेपाल सरकारको लुब्रिकेन्ट्स आयात सम्बन्धि कुनै ठोस निति नियम नभएको कारण पनि हो ।

सरकारको लुब्रिकेन्ट्स आयात सम्बन्धि कुनै निति नियम र

मापदण्ड नभएकोले जो जसले जे जति परिमाणमा विना कुनै गुणस्तर मापन भई लुब्रिकेन्ट्सहरू आयात भईरहेका छन । यसबाट बजारमा धेरै सस्ता लुब्रिकेन्ट्सहरू विक्री भईरहेका छन र उपभोक्ता समेत यसमा पुर्ण रुपमा सचेत नभएकोले ति लुब्रिकेन्ट्सको विक्री बढी रहेको छ । त्यस्तै सीमित बजारमा १६० भन्दा बढी ब्राण्डहरू रहनुले बजारमा धेरै अस्वस्थ प्रतिस्पर्धा भई रहेको र भईरहने देखिएको छ । त्यस्तै कच्चा पदार्थ अर्थात बेस आयल र तयारी सामानमा भन्सार दरको भिन्नता १३.५ प्रतिशत मात्र हुनु र यहि १३.५ प्रतिशत भित्र कच्चा पदार्थ भित्र्याएर आवश्यक श्रम र पेकिङ्ग सरसामान प्रयोग गर्दै तयारी उत्पादन बजार समक्ष प्रतिस्पर्धिहरूले तयारि रुपमा आयात गर्ने लुब्रिकेन्ट्सको प्रतिस्पर्धात्मक दरभाउमा ल्याउनु पनि धेरै चुनौतीपूर्ण कार्य भएको छ ।

अर्को महत्वपूर्ण असर भनेको आन्तरिक OE (Original Engine) Tie Up हो । नेपालमा सवारी साधन, Heavy Equipement, जेनेरेटर लगायत मेशिनरी आयात गर्ने व्यवसायी र विभिन्न उद्योगहरूका लगानीकर्ता उद्योगपतिहरू प्राय कुनै न कुनै ब्राण्डको लुब्रिकेन्ट्स पनि आयात गरिरहेका छन अर्थात लुब्रिकेन्ट्स संग आबद्ध छन । त्यस्तै अवस्था देशको सबै गाउँ शहरमा रहेका सवारी साधन वा मेशिनहरूको Local Dealer हरूको पनि छ निजहरू पनि आफै लुब्रिकेन्ट्स आयात गर्ने अथवा कुनै लुब्रिकेन्ट्सको Dealership लिएर कार्य गरिरहेका छन । निजहरूले आफुले कारोवार गर्ने सवारीसाधन लगायत अन्य मेशिनरीहरूमा Forcefully आफ्नै लुब्रिकेन्ट्स मात्र प्रयोग गर्न पाउने गरी Warranty system लागु गरेका छन । यसले गर्दा Warranty period भरी निजहरूसंग अन्य लुब्रिकेन्ट्सले कारोवार गर्न नपाईरहेको अवस्था छ । Warranty Period पश्चात पनि प्रयोगकर्ता Use to भएर नयाँ ल्युवमा परिवर्तन गराउने कार्य निकै

चुनौतीपूर्ण भएको छ ।

यहाँ हामिले भुल्न नहुने भनेको हाम्रो कम्पनी पनि CG Motorcorp को SUZUKI Brand को Private car संग पनि यस्तै सम्झौता भएर २५० के.एल. भन्दा बढि विक्री गरिरहेका छौ र CG का अन्य औद्योगिक प्रतिष्ठानहरु संग पनि कारोवार गरिरहेका छौ । यसका निमित्त पक्कै पनि CG motor corp लाई धन्यवाद दिनै पर्दछ तर यहा सानो परिमाण खपत हुने साना प्राईभेट कार संग आबद्ध भए पनि अत्याधिक परिमाणमा लुब्रिकेन्ट्स खपत गर्ने ट्रक, बस, Heavy Equipement, Cement उद्योग, Iron & steel उद्योग जस्ता Business बाट बन्चित हुन गरिरहेको असर भने धेरै भईरहेको छ ।

हुनत हामि पनि बिगत ३/४ वर्ष भित्र Ashok Leyland, Sonalika Tractor, Piaggio 3 Wheeler जस्ता ब्राण्ड संग Local Level को OE Tieup गर्न सक्षम पनि भएका छौ ।

(ग) प्रतिवेदन तयार भएको मितिसम्म चालु वर्षको उपलब्धि र भविष्यका सम्बन्धमा सञ्चालक समितिको धारणा :

चालु आ.व. २०७६।७७ मा ३४०० के.एल. विक्री गरी सञ्चालन मुनाफा रु. ५ करोड ९९ लाख हुने लक्ष्य राखी कारोबार सञ्चालन भइरहेकोमा २०७६ मंसिर २९ गते सम्ममा जम्मा ९७४ के.एल. लुब्रिकेन्ट्स विक्री वितरण भएको छ । यस सम्बन्धमा अझ विस्तृत विवरण यहाँ प्रस्तुत गरिएको छ ।

आ.व. २०७५।७६ को कार्यक्रमाको स्थिति

- गत वर्षको मुख्य लक्ष्य भनेको ग्रिज प्लान्ट स्थापना गर्ने, उत्पादन वृद्धि गर्न थप केटल जडान गर्ने, गियर आयल र कुलेन्टको निमित्त नयाँ फिलिंग मेशिनहरु जडान गर्ने, थप गोदाम निर्माण गर्ने र भएका मेशिनहरुको स्तरान्तरिता गर्ने लिएकोमा नेपाल आयल निगमले पाईपलाईन प्रोजेक्ट र भण्डारण क्षमताको वृद्धिको निमित्त कम्पनीको कारखानास्थल रहेको जग्गा माग गरे पश्चात उक्त सम्पूर्ण कार्य स्थगित गरिएको थियो ।
- गतवर्षमा कम्पनीले लिएको लक्ष्य अनुरूप आफ्ना कर्मचारी, डिष्ट्रिब्युटर, रिटेलर र मेकानिक्सहरुलाई आफुसंग आबद्ध बनाईरहने निति नियम बमोजिम शुन्य तथा सिमित ब्याजदरमा ५ देखी ७ वर्ष सम्मको निमित्त सवारी साधन कर्जा उपलब्ध गराएको थियो र उक्त योजनामा धेरै कर्मचारी तथा डिष्ट्रिब्युटरहरु आबद्ध भई यस योजनालाई सफल बनाउनु भएको छ ।
- बजारको प्रतिस्पर्धामा कायम रहनको निमित्त यस वर्ष स्कुटरलाई लक्षित गरेर Scooter Oil, १५० सि.सि. भन्दा माथिका मोटरसाईकलहरुलाई लक्षित गरेर १.२ लिटरको प्याकमा लुब्रिकेन्ट्स, Royal Enfield (Bullet) मोटरसाईकललाई लक्षित गरेर २.५ लिटर प्याकमा Power Trac Lubricants बजारमा ल्याएका थियौ र शुरुवाति वर्षहरुमै यीनका विक्री निकै उत्साहजनक रहेका छन ।
- गत वर्ष कम्पनीले विभिन्न ११ वटा शहरोन्मुख स्थानहरुमा डिष्ट्रिब्युटरहरु नियुक्ती गर्ने योजना मा ७ स्थानमा नियुक्त गर्न सफल भएको छ र यी स्थानहरु मध्ये पनि अरुण ३ जस्ता राष्ट्र गौरवका आयोजनाले गर्दा आउने दिनमा रणनितिक महत्व बोकेको खांदवारी र उपल्लो कर्णालीको प्रमुख प्रवेशद्वार सुर्खेतमा समेत अहिलेबाट उपस्थिती राख्न सक्नु मुख्य सफलताको रूपमा लिएका छौ ।
- कम्पनीले स्थानिय तथा विदेशबाट समेत लुब्रिकेन्ट्स सम्बन्धि विशेषज्ञ भिकाई कर्मचारी तथा कामदार र विभिन्न उद्योगका प्लान्ट इन्चार्ज एवम् खरिद तर्फका कर्मचारीहरुलाई समेत समावेश गरि देशका मुख्य मुख्य औद्योगिक शहरहरुमा ३ वटा शेमिनारहरु सम्पन्न गर्न सफल भएका छौ । उक्त शेमिनारहरु पश्चात कम्पनीका वस्तुहरु प्रति उपस्थित व्यक्तिहरुको धारणामा व्यापक शुधार भएको पाएका छौ ।
- काठमाण्डौ र पोखरा उपत्यका भित्र चल्ने बस तथा ट्याक्सी र लामो दुरीका बसहरुसमेतमा ब्राण्डिङ गर्न लक्ष्य लिएकोमा उक्त कार्य सफलता पूर्वक सम्पन्न गरेका छौ । यसबाट ब्राण्ड भिजिविलिटी बढेर राम्रो माईलेज पाएका छौ ।
- गतवर्ष थप ४ कर्मचारी नियुक्त गर्ने लक्ष्य लिएकोमा उक्त कर्मचारीहरु नियुक्त गर्दै भैरहवा र बिरगंज जस्ता मुख्य शहरहरुमा बजार र उपभोक्तामाझ दैनिकरूपमा सम्पर्क कायम गर्न सकिएको छ ।
- माथि उल्लेखित तथा यस बाहेकका अन्य कार्य र ब्राण्डीङ सम्बन्धि कार्यहरु यसै पुस्तिकामा छुट्टै दिइएको छ ।

आर्थिक वर्ष २०७६।७७ मा लक्षित नयाँ कार्यक्रमाहरु :

- कम्पनीले आ.व. २०७६।७७ मा आफ्नो लक्ष्य हासिल गर्ने कटिबद्धताका साथ निम्न कार्यक्रमहरु कार्यान्वयनमा ल्याएको छ ।
- गत वर्षको मुख्य लक्ष्य भनेको ग्रिज प्लान्ट स्थापना गर्ने, उत्पादन वृद्धि गर्न थप केटल जडान गर्ने, गियर आयल र कुलेन्टको निमित्त नयाँ फिलिंग मेशिनहरु जडान गर्ने,

थप गोदाम निर्माण गर्ने र भएका मेशिनहरूको स्तरोन्नती गर्ने लिएकोमा नेपाल आयल निगमले पाईपलाईन प्रोजेक्ट र भण्डारण क्षमताको वृद्धिको निमित्त कम्पनीको कारखानास्थल रहेको जग्गा माग गरे पश्चात उक्त सम्पूर्ण कार्य स्थगित गरिएको थियो । हालसालै नेपाल आयल निगमबाट अनौपचारिक रूपमा उक्त जग्गाहरू आवश्यक नरहेको भन्ने जानकारी आए पश्चात पुनः उक्त सबै योजनाहरू यस वर्ष पुरा गर्ने लक्ष्य राखेका छौ ।

- गतवर्ष यसै गरिमामय सभामा उठान भएको NFRS सम्बन्धी विषयमा उक्त NFRS हाललाई बाध्यताकारी नभई Recommendation मात्र भएको भन्ने स्वयं शेयरधनी महानुभावहरूले आफ्नो मन्तव्यमा व्यक्त गरेता पनि मैले उक्त NFRS मा जान कम्पनीको निमित्त बाध्यताकारी नभए पनि सोबाट कम्पनीको संचालन, आर्थिक गतिविधि र उत्पादकत्व तथा प्रतिवेदनमा अझ थप पारदर्शिता वृद्धि हुन्छ भन्ने सोलाई आगामि वर्षहरूमा लागु गराउदछु भनेको थिए । सोहिलाई मध्यनजर गर्दै यसै वर्ष भित्र NFRS सम्बन्धि व्यवस्था लागु गर्न सम्पूर्ण प्रक्रियाहरू पुरा गर्दै कार्य सम्पन्न गर्ने ।
- यो वर्ष कम्पनीले आफ्नो खरीद, उत्पादन, विक्री र वितरण एवं बजार व्यवस्थापनलाई Live Updated Report प्राप्त गर्ने गरी Software (DMS) सञ्चालनमा ल्याउने छ । साथै यही Software बाट डिलरको विक्री सम्बन्धी गतिविधि पनि निगरानी गर्ने छ । उक्त Software सबै डिलरमा प्रयोगमा ल्याइने र यसको Server कम्पनीमा नै रहने छ । उक्त Software को सफल सञ्चालन पश्चात Mobile App मा समेत सो App लाई Develop गरिने छ ।
- यस वर्षको कम्पनीको प्रमुख लक्षित कार्यक्रममा आफ्नो निकटतम प्रतिस्पर्धिसंगको दुरी बढाउदै लाने यसको निमित्त ३४०० के.एल. विक्रीको लक्ष्य पुरा गर्ने ।
- पहिचान गरिएका २ वटा सेगमेन्टको विक्रीलाई वृद्धि गर्ने उद्देश्य सहित छुट्टै रणनीतिलेईएको छ ।
- लुब्रिकेन्ट्सको मुख्य बजार काठमाण्डौमा मात्र २ पाङ्के सवारीसाधनको निमित्त आवश्यक लुब्रिकेन्ट्समात्र ३०० के.एल. विक्री गर्ने लक्ष्य लिएको छ यो विगतको भन्दा १०० प्रतिशत बढी हो । साथै यो लक्ष्य पुरा गर्न काठमाण्डौ लक्षित विभिन्न ब्राण्डिङ्गका कार्यहरूको छुट्टै कार्यक्रमहरू तयार पारिएको छ ।
- यस वर्षको महत्वपूर्ण र प्रभावकारी बजार रणनीतिमा नेपालमा हालका वर्षहरूमा २ पाङ्के सवारीसाधनको अत्याधिक मात्रामा आयात एवं विक्रीको वृद्धि देखिएकोले कम्पनीले समेत २ पाङ्के सवारी साधनको निमित्त आवश्यक लुब्रिकेन्ट्सहरूको विक्री गर्ने छुट्टै रणनीति लिएको छ ।
- कारोबारको वृद्धिलाई मध्य नजर गर्दै पहिचान गरिएका

ठाँउमा थप आवश्यक भएका १२ कर्मचारीहरू नियुक्त गर्ने ।

- अर्को महत्वपूर्ण लक्ष्य भनेको नेपालको शहारीमुख गाउँहरूलाई पहिचान गरि यस वर्ष ४ वटा नयाँ डिष्ट्रिब्युटरहरू नियुक्त गर्ने लिएको हो ।
- वितरकहरूका कर्मचारीहरूका साथ साथै कम्पनीका कर्मचारी तथा कामदारहरूलाई लाई यस पटक आकर्षक तथा व्यावहारिक प्रोत्साहन भत्ता लागु गर्ने ।
- बजारमा छिटो छरितो रूपले सामानहरूको पहुँच बनाउनको निमित्त वितरण कार्यलाई चुस्त पार्न विराटनगर र भैरहवामा गोदाम लिई सामान भण्डारण गर्ने साथै काठमाण्डौको गोदामलाई अझ ठुलो परिमाण भण्डारण गर्ने गरि निर्माण गर्ने ।
- यस वर्ष पनि काठमाण्डौको शहर भित्र संचालन हुने र तराईमा लामो रूटमा संचालन हुने बसहरूमा ब्राण्डिङ्ग गर्ने । त्यस्तै काठमाण्डौका ट्याक्सीहरूमा समेत ब्राण्डिङ्ग गर्ने ।
- यस वर्षदेखि वर्षमा एकपटक मात्र Distributor Meet गर्ने परम्परालाई बदलेर हरेक प्रदेशमा तीन महिनामा एक पटक अनिवार्य रूपमा क्षेत्रीय भेला गर्ने थालनी गर्ने छ । यसबाट Distributor को प्रदर्शनको समयमै मूल्यांकन गर्न तथा बजारमा भइरहेको प्रतिस्पर्धाको गतिविधि उपर निगरानी एवं समयमै सो उपर आफ्नो रणनीति तयार गर्न मद्दत पुऱ्याउने छ ।
- कामदार तथा कर्मचारीहरूलाई समय साक्षेप र कार्य क्षमता वृद्धि गर्न देश तथा विदेशका विभिन्न ठाउँहरूमा तालिमका निमित्त पठाइने लक्ष्य लिएको छ ।
- साथै, माथि उल्लेखित तथा अन्य कार्यहरू यसै पुस्तिकामा छुट्टै समावेश गरिएको छ ।

(घ) कम्पनीको औद्योगिक वा व्यावसायिक सम्बन्ध :

समीक्षा अवधिमा कम्पनीले आफ्ना ग्राहक, कर्मचारी तथा सम्पूर्ण सरोकारवालाहरूसँग असल व्यावसायिक सम्बन्ध कायम राखेको छ । कम्पनीको औद्योगिक व्यावसायिक एवं समाजिक सम्बन्ध विस्तार भइरहेको छ र यसलाई आफ्नो हित प्रवर्द्धन र कारोबार विस्तारका लागि समेत उपयोग गरिएको छ ।

(ङ) सञ्चालक समितिमा भएको हेरफेर र सोको कारण :

यस वर्ष रोलक्रम बमोजिम राष्ट्रिय बाणिज्य बैंकको प्रतिनिधित्व गर्दै सञ्चालकको रूपमा श्री महेन्द्र प्रसाद अवस्थी नियुक्त हुनु भएको छ ।

(च) कारोबारलाई असर पार्ने मुख्य कुराहरू :

कम्पनीको कारोबारलाई असर पर्ने मुख्य कुराहरू निम्न बमोजिम रहेका छन् ।

(१) कच्चा पदार्थको अन्तराष्ट्रिय स्तरमा हुने दर भावको

उत्तर चढावले पहिले दिईने भनि निर्धारण गरिएको स्किमको निर्धारण र पालनामा कठिनाई ।

- (२) सीमित बजारभित्र प्रतिस्पर्धीहरूको संख्यामा हुने वृद्धिबाट सिर्जित प्रतिस्पर्धात्मक वातावरणबाट सिर्जना हुने सम्भावित विक्री सम्बन्धि जोखिमहरू ।
- (३) समय समयमा प्रतिकूल मौसमले ढुवानी कार्य बन्द भएर सिर्जित हुने विक्री वितरण तथा कच्चा तथा अन्य आवश्यक पदार्थहरू समयभित्र हुन नसक्ने पैठारीका समस्याहरू ।
- (४) बजार भित्रको अस्वस्थ प्रतिस्पर्धाले कर्मचारी, डिष्ट्रिब्युटर, रिटेलर, मेकानिक्स र OEM लाई लामो समय सम्म आबद्ध गरिरहन कठिनाई ।

(छ) लेखा परीक्षण प्रतिवेदनमा कुनै कैफियत भए सोउपर सञ्चालक समितिको धारणा :

आ.व.२०७५/७६ को लेखा परीक्षण प्रतिवेदनमा कम्पनीको सामान्य कारोबारको सिलसिलामा देखिएका सामान्य टिप्पणीबाहेक प्रतिकूल टिप्पणी छैन । लेखा परीक्षण प्रतिवेदनमा उल्लेखित सुझावहरू कार्यान्वयन गर्न व्यवस्थापन लाई निर्देशन दिई सकिएको छ ।

(ज) लाभांश बाँडफाँड गर्न सिफारिस गरिएको रकम :

आ.व. २०७५/७६ को कारोबार मुनाफा तथा सञ्चित मुनाफाबाट चुक्ता पुँजीको ३० प्रतिशत नगद लाभांश

वितरण गर्ने प्रस्ताव गरेका छौं । आशा छ सेयरधनी महानुभावहरूले यसलाई सहर्ष स्वीकृत गर्नु हुनेछ ।

उपरोक्त विवरणका अतिरिक्त कम्पनी ऐन, २०६३ को दफा १०९ (४) सम्बन्धी दिनु पर्ने अन्य जानकारी यसै साथ संलग्न गरिएको छ ।

अन्त्यमा,

फराकिलो हुदै गईरहेको बजार र सोही अनुरूप कम्पनीले लिएको नितीहरूले यस वर्ष र आउने वर्षहरूमा पनि कम्पनी विगतका ३ वर्ष भै सदैव अन्य प्रतिस्पर्धीहरू माझ सवै भन्दा अग्र स्थानमा रहिरहन सक्षम हुने छ भन्ने विश्वास छ र यसका निमित्त निरन्तर रूपमा सहयोग पुर्याउनु हुने शेयरधनी महानुभावहरू, ग्राहकवर्ग, डिष्ट्रिब्युटर, रिटेलर, नेपाल सरकारका सम्बद्ध निकाय, मेकानिक्स, पत्रकार, RTS सानिमा क्यापिटल र अन्य सवै सुभेच्छुहरू प्रती सञ्चालक समितिको तर्फबाट हार्दिक आभार प्रकट गर्दछौं ।

विगत ३ वर्षदेखि यथा समयमा लेखापरिक्षणको कार्य सम्पादन गरी कम्पनीलाई यथोचित व्यवसायिक सुझावहरू समेत प्रदान गर्ने बाह्य लेखा परिक्षक श्री एम. खनाल एण्ड कम्पनीलाई पनि धन्यवाद दिन चाहन्छौं ।

साथै कम्पनीको उत्तरोत्तर उन्नती र प्रगतिमानै आफ्नो प्रगती ठानी अमुल्य श्रम र समय खर्च गरी निरन्तर दत्तचित्तका साथ कार्य गर्ने कम्पनीका होनहार र लगनशिल कर्मचारी तथा कामदारहरूलाई पनि हार्दिक धन्यवाद व्यक्त गर्दछौं ।

सञ्चालक समितिको तर्फबाट

श्री अरुण कुमार चौधरी

अध्यक्ष एवं प्रबन्ध सञ्चालक

मिति : २०७६/०८/२९

सञ्चालक समितिको तर्फबाट

श्री बिजय बहादुर श्रेष्ठ
सञ्चालक

श्री विशाल ओझा
सञ्चालक

श्री महेन्द्र प्र. अवस्थी
सञ्चालक

श्री हेमन्त अग्रवाल
सञ्चालक

श्री निरञ्जन नेउपाने
सञ्चालक

श्री अनिल बस्न्यात
सञ्चालक

श्री करण कुमार चौधरी
कार्यकारी सञ्चालक

मिति : २०७६/०८/२९

नेपाल ल्यूव आयल लि. अठ्ठाईसौं बार्षिक साधारण सभा

कम्पनी ऐन, २०६३ को दफा १०९ (४) सम्बन्धी अन्य जानकारी

(भ) सेयर जफत भएको भए जफत भएको सेयर संख्या, त्यस्तो सेयरको अंकित मूल्य, त्यस्तो सेयर जफत हुनुभन्दा अगावै सो बापत कम्पनीले प्राप्त गरेको जम्मा रकम र त्यस्तो सेयर जफत भएपछि सो सेयर विक्री गरी कम्पनीले प्राप्त गरेको रकम तथा जफत भएको सेयर बापत रकम फिर्ता गरेको भए सो को विवरण ।

आ.व. २०७५/७६ मा कुनै सेयर जफत नभएको ।

(ज) विगत आर्थिक वर्षमा कम्पनी र यसको सहायक कम्पनीको कारोबारको प्रगति र सो आर्थिक वर्षको अन्त्यमा रहेको स्थितिको पुनरावलोकन ।

कम्पनीको कारोबारको विवरण माथि प्रस्ट गरिएको छ भने कम्पनीको कुनै पनि सहायक कम्पनी हाल चालु अवस्थामा रहेको छैन ।

(ट) कम्पनी तथा त्यसको सहायक कम्पनीले आर्थिक वर्षमा सम्पन्न गरेको प्रमुख कारोबारहरू र सो अवधिमा कम्पनीको कारोबारमा आएको कुनै महत्वपूर्ण परिवर्तन ।

कम्पनीको कारोबारको विवरण माथि प्रस्ट गरिएको छ भने कम्पनीको कुनै पनि सहायक कम्पनी हाल चालु अवस्थामा रहेको छैन ।

(ठ) विगत आर्थिक वर्षमा कम्पनीका आधारभूत सेयरधनीहरूले कम्पनीलाई उपलब्ध गराएको जानकारी। गत वर्षमा आधारभूत सेयरधनीहरूबाट कुनै जानकारी प्राप्त भएको छैन ।

(ड) विगत आर्थिक वर्षमा कम्पनीका सञ्चालक तथा पदाधिकारीहरूले लिएको सेयरको स्वामित्वको विवरण र कम्पनीको सेयर कारोबारमा निजहरू संलग्न रहेको भए सो सम्बन्धमा निजहरूबाट कम्पनीले प्राप्त गरेको जानकारी :

कम्पनीको सेयर कारोबारमा कम्पनीका सञ्चालक एवं पदाधिकारी संलग्न रहेको जानकारी कम्पनीलाई नभएको ।

(ढ) विगत आर्थिक वर्षमा कम्पनीसंग सम्बन्धित सम्पत्तिहरूमा कुनै सञ्चालक तथा निजको नातेदारको व्यक्तिगत स्वार्थको बारेमा उपलब्ध गराइएको जानकारी व्यहोरा :

कम्पनीको कारोबार सम्बन्धमा कुनै सञ्चालक वा निजका नातेदारसंग कुनै प्रकारको सम्पत्ति नभएको ।

(ण) कम्पनीले आफ्नो सेयर आफैले खरिद गरेको भए त्यसरी आफ्नो सेयर खरिद गर्नुको कारण, त्यस्तो सेयरको संख्या र अङ्कित मूल्य तथा त्यसरी सेयर खरिद गरे बापत कम्पनीले भुक्तानी गरेको रकम :

कम्पनीले २०७६ असार मसान्तसम्म आफ्नो सेयर आफैले खरिद गरेको छैन ।

(त) आन्तरिक नियन्त्रण प्रणाली भए वा नभएको सोको विस्तृत विवरण :

कम्पनीका अध्यक्ष, सञ्चालक, कार्यकारी सञ्चालक, महा प्रबन्धक एवं विभागीय प्रमुखहरू रहेको व्यवस्थापन समितिबाट कम्पनी कारोबारको आन्तरिक नियन्त्रणको अनुगमन तथा मूल्याङ्कन हुने गरेको छ ।

(थ) विगत आर्थिक वर्षको कुल व्यवस्थापन खर्चको विवरण :

कम्पनीको विगत आ.व. २०७५/७६ को कुल व्यवस्थापन खर्च आय विवरणको अनुसूची १२ अनुसार रु. २,७४,१५,७०४।००. रहेको छ ।

(द) लेखा परीक्षण समितिका सदस्यहरूको नामावली, निजहरूले प्राप्त गरेको पारिश्रमिक भत्ता तथा सुविधा सो समितिले गरेको काम कारवाहीको विवरण र सो समितिले कुनै सुझाव दिएको भए सो को विवरण :

कम्पनी ऐन, २०६३ को दफा १६४ अनुसार कम्पनीको चुक्ता पुँजी रु. तीन करोडभन्दा कम रहेकोले लेखा परीक्षण समिति गठन नगरिएको तर कम्पनीको आन्तरिक वित्तीय नियन्त्रण एवं वित्तीय विवरणको पुनरावलोकन व्यवस्थापन समिति (Management Committee) बाट हुने गरेको र यस बापत कुनै पारिश्रमिक वा भत्ता दिइएको छैन ।

(ध) सञ्चालक, प्रबन्ध सञ्चालक, कार्यकारी प्रमुख, कम्पनीका आधारभूत सेयरधनी वा निजको नजिकका नातेदार वा निज संलग्न रहेको फर्म कम्पनी वा संगठित संस्थाले कम्पनीलाई कुनै रकम बुझाउन बाँकी भए सो कुरा :

कम्पनीका सञ्चालक, कार्यकारी प्रमुख, कम्पनीका आधारभूत सेयरधनी वा निजका नजिकका नातेदार वा निज संलग्न रहेको फर्म कम्पनी वा संगठित संस्थाले कुनै रकम बुझाउन बाँकी रहेको छैन ।

(न) सञ्चालक, प्रबन्ध सञ्चालक कार्यकारी प्रमुख तथा पदाधिकारीहरू लाई भुक्तानी गरिएको पारिश्रमिक, भत्ता तथा सुविधाको रकम :

अध्यक्ष एवं प्रबन्ध सञ्चालक, सञ्चालक एवं पदाधिकारीहरू र बरिष्ठ कर्मचारी (उप प्रबन्धक सम्मको) लाई आ.व.२०७५/७६ मा भुक्तान भएको पारिश्रमिक रकम रु. १,६९,२९,२३४।०० रहेको छ ।

(प) सेयरधनीहरूले बुझि लिन बाँकी रहेको लाभांश रकम :

सानिमा क्यापिटलले पेश गरेको विवरण बमोजिम जम्मा बुझिलिन बाँकी लाभांश रकम रु. ३०,९६,११८।७५ (२०७६ कात्तिक मसान्तमा) (२०७५ कात्तिक मसान्तमा ११,१८,१४९।००), बुझिलिन बाँकी रकममा सवैभन्दा धेरै रकम नेपाल आयल निगम र राष्ट्रिय बाणिज्य बैंक लि.को रहेको देखिएको छ ।

(फ) कम्पनी ऐन, २०६३ को दफा १४१ बमोजिम सम्पत्ति खरिद वा बिक्री गरेको कुराको विवरण :

आ.व. २०७४/७५ मा २९,२६,०१८।०० मूल्य बराबरको सम्पत्ति खरिद भएको छ । यो सवै खर्च कर्मचारीहरूका निमित्त सवारी साधनको निमित्त भएको हो ।

(ब) कम्पनी ऐन, २०६३ को दफा १७५ बमोजिम सम्बद्ध कम्पनी बीच भएको कारोबारको विवरण :

कम्पनी ऐन, २०६३ को दफा १७५ बमोजिम सम्बद्ध कम्पनी बीच कारोबार भएको छैन ।

(भ) कम्पनी ऐन, २०६३ तथा प्रचलित कानून बमोजिम सञ्चालक समितिको प्रतिवेदनमा खुलाउनु पर्ने अन्य कुनै कुरा रहेको छ र छैन ।

छैन ।

(म) अन्य आवश्यक कुराहरू ।

छैन ।



AUDITOR REPORT

INDEPENDENT AUDITOR'S REPORT

THE SHAREHOLDER OF NEPAL LUBE OIL LTD.

We have audited the accompanying financial statements of Nepal Lube Oil Ltd., which comprise the Balance Sheet as at Ashadh 32, 2075 (16th July, 2018), Profit & Loss Account, Cash Flow Statement, Statement of Changes in Equity for the period then ended, and a Summary of Significant Accounting Policies and other explanatory notes.

Management's Responsibility for the Financial Statements

Management is responsible for the preparation and fair presentation of these financial statements in accordance with Nepal Accounting Standards (NFRS). This responsibility includes: designing, implementing and maintaining internal control relevant to the preparation and presentation of financial statements that are free from material misstatement, whether due to fraud or error; selecting and applying appropriate accounting policies; and making accounting estimates that are reasonable in the circumstances. Management has prepared the financial statements in accordance with the accounting policies as disclosed in the scheduled 13 "Significant accounting policies and notes to accounts" of the financial statements.

Auditor's Responsibility

Our responsibility is to express an opinion on these financial statements based on our audit. We conducted our audit in accordance with Nepal Standards on Auditing. Those Standards require that we comply with ethical requirements and plan and perform the audit to obtain reasonable assurance whether the financial statements are free from material misstatement. An audit involves performing procedures to obtain audit evidence about the amounts and disclosures in the financial statements. The procedures selected depend on the auditor's judgment, including the assessments of the risks of material misstatement of the financial statements, whether due to fraud or error. In making those risk assessments, the auditor considers the internal control relevant to the entity's preparation and fair presentation of the financial statements in order to design audit procedures that are appropriate in

the circumstances, but not for the purpose of expressing an opinion on the effectiveness of Company's internal control. An audit also includes evaluating the appropriateness of accounting policies used and the reasonableness of accounting estimates made by the management, as well as evaluating the overall presentation of the financial statements.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our audit opinion.

Opinion

In our opinion, except for the non-compliance with Nepal Financial Reporting Standards (NFRS), the accompanying financial statements give a true and fair view in all material respects the financial position of Nepal Lube Oil Ltd. as at 32, 2075 (16th July, 2018) and of the results of its financial performance and its cash flows for the year then ended in compliance with the prevailing laws and comply with company Act. 2063

Report on Other Legal and Regulatory Requirements

On the basis of our audit, we further report that:

- We have obtained all the information and explanations, which were considered necessary for the purpose for our audit.
- The company has maintain books of account properly to reflect the real affairs of its business as required by the company Act, 2063.
- The Balance Sheet, Income Statement and Cash Flow Statement are in agreement with the books of account.
- During our examination of the books of account of the Company, we have not come across the cases where the Board of Directors or any member thereof or any representative or any office bearer or any employee or the Company has acted contrary to the provisions of law or caused loss or damage to the Company nor have we been informed of such cases by the management.

C.A. Mahesh Khanal For M. Khanal &
Co. Chartered Accountants

Date : 09/08/2076

Place: Lalitpur, Nepal

UDIN Number:- 191224CA001024z5TF

NEPAL LUBE OIL LIMITED

Amlekhgunj, Bara

Balance Sheet

As at 31st Ashadh 2076 (16 July, 2019)

Particulars	Annex	Current Year (NRs.)	Previous Year (NRs.)
Share Capital & Liabilities			
1. Share Capital & Reserve			
Share Capital	1	29,753,200	26,842,500
Reserve & Profit & (Loss)	2	138,077,925	110,295,036
Total		167,831,125	137,137,536
Assets			
2. Non Current Assets			
Fixed Assets	3	28,826,700	29,743,503
3. Current Assets			
Closing Stock	4	148,559,722	149,411,069
Sundry Debtors	5	313,440,540	238,144,058
Cash & Bank Balance	6	8,087,469	6,757,036
Advance, Deposit & Other Receivables	7	72,267,167	66,156,811
Total (A)		542,354,898	460,468,973
Less : Current Liabilities & Provisions			
Sundry Creditor & Other payable	8	328,112,278	294,079,967
Provision of Tax, Gratuity, Leave & Others	9	75,238,195	58,994,973
Total (B)		403,350,473	353,074,940
Net Current Assets Total (A-B)		139,004,425	107,394,034
Total		167,831,125	137,137,536
Schedules 1-13 form integral part of the Financial statement		As per our report of even date	

SD

Arun Kumar Chaudhary
Chairman & Managing Director

SD

Bijay Bahadur Shrestha
Director
ABB Investment P. Ltd.

SD

Hemant Agrawal
Director
ABB Investment P. Ltd.

SD

Anil Basnyat
Director
G. Public Shareholder

SD

Bishal Ojha
Director
Nepal Oil Corporation Ltd.

SD

Karan Kumar Chaudhary
Executive Director
ABB Investment P. Ltd.

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FCA Mahesh Khanal
M. Khanal & Co.
Chartered Accountants

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Mahendra Pd. Awasthi
Director
Rastriya Banijya Bank Ltd

SD

Niranjan Neupane
Director
G. Public Shareholders

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Ganga Raj Bhattarai
General Manager
Nepal Lube Oil Limited



NEPAL LUBE OIL LIMITED

Amlekhgunj, Bara

Profit & Loss Account

For the period from 1 Shrawan, 2075 to 31 Ashadh 2076

Particulars	Annex	Current Year (NRs.)	Previous Year (NRs.)
Sales Income		909,125,132	781,251,831
Direct Cost	10	619,307,001	510,071,053
Gross Profit		289,818,130	271,180,778
Other Income		3,075,711	2,137,120
Commercial Expenditure:			
Marketing, Selling & Distribution Expenses	11	178,465,213	170,519,227
Administrative Expenses	12	27,415,704	25,912,305
Operating Profit		87,012,924	76,886,367
Interest Expenditure		25,065,646	17,087,845
Depreciation / Amortisation		3,842,821	3,258,224
Provision for Labour Housing		-	-
Provision for CSR Activities		581,045	565,403
Staff Bonus Expenses		5,229,401	5,088,627
Profit / (Loss) Before Tax		52,294,012	50,886,268
Income Tax		11,346,723	10,600,322
Profit / (Loss) After Tax		40,947,289	40,285,946
Net Profit / (Loss)		40,947,289	40,285,946
Distribution			
A) General Reserve Fund		-	-
B) Proposed Dividend		-	-
C) Other Reserve Fund		-	-
D) Transferred to Balance Sheet		40,947,289	40,285,946
Schedules 1-13 form integral part of the Financial statement		As per our report of even date	

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NEPAL LUBE OIL LIMITED

Amlekhgunj, Bara

Cash Flow Statement

For the period from 1 Shrawan, 2075 to 31 Ashadh 2076

Particulars		Current Year (NRs.)	Previous Year (NRs.)
Cash flow from operational activities			
1	Profit / (Loss) before income tax & abnormal income	52,294,012	50,886,268
	Adjustment		
	Add		
	Depreciation	3,842,821	3,258,224
	Pre Operation Cost Written Off	-	-
	Provision	-	-
Cash flow Before Change in Working Capital		56,136,832	54,144,492
	(Increase)/ Decrease in Current Assets	(80,555,492)	(102,009,756)
	Increase/ (Decrease) in Current Liabilities	38,928,810	65,650,134
A	Cash Generated From Operation Activities	14,510,151	17,784,869
	Fixed Assets Sales / (Purchase)	(2,926,018)	(9,095,903)
	Investment	-	-
B	Cash flow From Investment Activities	(2,926,018)	(9,095,903)
	Distribution of Dividend	(13,164,400)	(7,312,903)
	Capital injection	2,910,700	-
	Other Adjustment	-	-
C	Cash flow From Financial Activities	(10,253,700)	(7,312,903)
	Increase/(Decrease) in Net Cash Flow (A+B+C)	1,330,433	1,376,063
	Opening Balance of Cash & Bank	6,757,036	5,380,973
Closing Balance of Cash & Bank		8,087,469	6,757,036
Schedules 1-13 form integral part of the Financial statement		As per our report of even date	

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**NEPAL LUBE OIL LIMITED**

Amlekhgunj, Bara

Statement of Changes in Equity

For the year ended on 31 Ashadh, 2076

Particulars	Share		Share Premium	Revaluation Reserve	Translation Reserve	Accumulated		Total
	Capital					Profit		
Balance at 1 Shrawan, 2075	26,842,500	-	-	-	110,295,036	-	-	137,137,536
Change in Accounting Policy	-	-	-	-	-	-	-	-
Restated Balance at 1 Shrawan, 2075	26,842,500	-	-	-	110,295,036	-	-	137,137,536
Surplus on Revaluation of Properties								-
Deficit on Revaluation of Investment	-	-	-	-	-	-	-	-
Currency Translation Difference	-	-	-	-	-	-	-	-
Net Gains & Losses not Recognized in the income Statement								-
Net Profit For the year					40,947,289			40,947,289
Dividend					13,164,400			13,164,400
Issue of Share Capital (Bonus)	2,910,700							2,910,700
Balance at 31 Ashadh, 2076	29,753,200	-	-	-	138,077,925	-	-	167,831,125
Schedules 1-13 form integral part of the Financial statement								
As per our report of even date								

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NEPAL LUBE OIL LIMITED

Amlekhgunj, Bara

Schedules forming to and part of financial statements as at 31 Ashadh, 2076

Particular	Current Year (NRs.)	Previous Year (NRs.)
Annex 1 - Share Capital		
A Authorised Capital		
Equity Share 500,000 Nos.		
Per share Rs. 100.00 each	50,000,000	50,000,000
B Issued Share		
Equity Share 300,000 Nos.		
Per share Rs. 100.00 each	30,000,000	30,000,000
C Agreed to purchase		
Equity Share 168,361 Nos.		
Per share Rs. 100.00 each	16,836,100	16,836,100
D Paid Capital		
Equity Share 168,361 Nos.		
Per share Rs. 100.00 each	16,836,100	16,836,100
(i) Bonus share 34,561 Nos. @ Rs. 100.00 per share	3,456,100	3,456,100
(ii) Bonus share 65,503 Nos. @ Rs. 100.00 per share	6,550,300	6,550,300
(ii) Bonus share 29,107 Nos. @ Rs. 100.00 per share	2,910,700	
(Declared and approved by AGM, share lagat yet to received from Company Register)		
Total	29,753,200	26,842,500

Annex 2 - General Reserve & Accumulated Profit & Loss		
a. Capital Reserve	-	-
1. Share Premium	-	-
2. Revaluation of fixed Assets	-	-
3. Other	-	-
b. Reserve & Surplus up to last year	110,295,036	77,321,993
Less : Provision of Leave salary	-	-
Less : Dividend paid and other Adjustment	13,164,400	7,312,903
Add: Current year Profit / (Loss)	40,947,289	40,285,946
Total : Reserve and Surplus	138,077,925	110,295,036
Total		

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Quality Endurance Passion

28th ANNUAL REPORT (F.Y.2075/76)

NEPAL LUBE OIL LIMITED

Amlekhgunj, Bara

Fixed Assets

up to 2076, Ashadh 31

Particular	Depreciation Rate	Purchase up to last year	Current year Purchase	Less: Sales	Closing Balance	Depreciation				Net Value		Total Net Value	
						up to last year	Current year	Sales	Total	Net Value After Depreciation	Remaining value of Current year purchase	Closing Nrs.	Last year Closing Nrs.
	(%)	NRs.	NRs.	NRs.	NRs.	NRs.	NRs.	Adj.	NRs.				
Land and Land Development Group "A"		748,827	-		748,827	-	-		-	748,827	-	748,827	748,827
Building & Permanent Installment Group "B"	5	23,224,540	-		23,224,540	10,735,221	624,466		11,359,687	11,864,853	-	11,864,853	12,489,319
Office Equipement, Furniture and Fixture	25	5,815,420	-		5,815,420	4,789,505	256,479		5,045,984	769,436	-	769,436	1,025,914
Group "C"													
Vehicles	20	12,55,341	2,023,658	-	14,608,998	7,880,778	1,345,644		9,226,422	5,382,577	902,360	6,284,937	4,704,563
Group "D"													
Plant & Machinery, Tank, Lab and Electricity Equipement	15	35,844,171	-		35,844,171	25,069,293	1616,232		26,685,524	9,158,647	-	9,158,647	10,774,878
Total		78,218,298	2,023,658	-	80,241,956	48,474,796	3,842,821	-	52,317,616	27,924,340	902,360	28,826,700	29,743,503

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NEPAL LUBE OIL LIMITED

Amlekhgunj, Bara

Schedules forming to and part of financial statements as at 31st Ashadh, 2076

Particular		Current Year (Nrs.)	Previous Year (Nrs.)
Annex 4 - Closing Stock (Inventories)			
a	Store, Spare parts, loose tools	-	-
b	Closing Stock		
	(i) Raw Material & Packing Material	62,414,791	62,523,193
	(ii) Work in Progress		
	(iii) Finished Goods	86,144,932	86,887,876
Total		148,559,722	149,411,069
Annex 5 - Sundry Debtors			
a	Secured Debtors (BG+Institution Regular)	240,091,334	183,786,573
b	Unsecured and under litigation	30,564,801	30,564,801
c	Secured Debtors but outstanding above 90 days period	42,784,405	23,792,684
d	Others	-	-
Total		313,440,540	238,144,058
Annex 6 - Cash and Bank Balance			
a	Cash in Hand (Factory+Corporate office)	63,137	100,936
b	Bank Balance	8,024,332	6,656,099
Total		8,087,469	6,757,036
Annex 7 - Advance, Deposit and other receivables			
a	Advance & Receivables		
	(i) Staff	8,209,309	11,983,353
	(ii) Others	407,205	387,693
b	Deposit		
	(i) Government Offices	-	-
	(ii) Deposit against Adm.Review & Revenue Tribunal appeal	22,602,517	22,602,517
	(iii) Others	-	51,200
c	Letter of Credit and Bank Guarantee Margin	1,362,680	1,129,099
d	Advance Income Tax	39,685,456	30,002,949

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Nepal Lube Oil Limited



NEPAL LUBE OIL LIMITED

Amlekhgunj, Bara

Schedules forming to and part of financial statements as at 31st Ashadh, 2076

Particular		Current Year (Nrs.)	Previous Year (Nrs.)
Annex 8 - Current Liabilities			
A	Short term liabilities		
	Secured Loan	239,579,512	200,924,634
	Sundry Creditors	42,915,131	62,911,823
	Other Liabilities	24,049,839	16,713,847
	Advance from Debtors	403,672	615,931
	Dividend Payable	-	107,005
	Other payable	9,434,693	9,598,405
	VAT Payable	11,729,430	3,208,322
Total		328,112,278	294,079,967
Annex 9 - Other Provision			
A	Income Tax Provision	40,818,369	29,471,645
B	Provision for labor housing	1,804,979	1,822,033
C	Gratuity provision	22,085,866	18,755,553
D	Bonus & Leave provision	9,384,403	8,382,207
E	Provision for CSR Activities	1,144,579	563,534
Total		75,238,195	58,994,973

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NEPAL LUBE OIL LIMITED

Amlekhgunj, Bara

Schedules forming to and part of financial statements as at 31st Ashadh, 2076

Particular		Current Year (Nrs.)	Previous Year (Nrs.)
Annex 10 - Direct Cost			
	Opening Stock		
	Raw Material, Additives & Packing Material	62,523,193	32,908,949
	Finished & Semi Finished Goods	86,887,876	64,897,449
	Total (A)	149,411,069	97,806,398
	Purchase of the year		
	Raw Material, Additives, Packing, Finished goods etc.	592,511,723	535,666,129
	Sales return	-	-
	Total (B)	592,511,723	535,666,129
	Total (A+B)	741,922,792	633,472,528
	Less : Closing Stock		
	Raw Material, Additives & Packing Material	62,414,791	62,523,193
	Finished & Semi Finished Goods	86,144,932	86,887,876
	Total (C)	148,559,722	149,411,069
A	Cost of Goods Sold (A+B-C)	593,363,069	484,061,459
B	Production Overhead	17,814,719	17,331,628
C	Machinery repair & maintenance	520,727	374,633
D	Royalty	7,608,487	8,303,334
	Total Direct cost	619,307,001	510,071,053

Annex 11 - Marketing, Selling & Distribution Expenses			
	Advertisement & Event Expenses	5,968,736	10,462,320
	Wall Painting & Flex printing expenses Gift & Present Distribution	2,389,877	5,713,721
	Marketing Expenses		
a	Local Transportation Expenses		
b	Salary, Allowance & wages of Marketing Staff	14,212,593	11,295,669
c	Marketing Staff Travelling Expenses	7,953,671	8,559,813
d	Telephone, Printing, Stationary etc of Marketing	384,129	639,165
e	PF & Medical expenses of marketing staff	1,548,849	799,880
f	Sales Incentive of Marketing	653,116	4,067,240
	Scheme Expenses (Retailer & PGM)	77,807,942	61,609,095
	Lubricants Outward transportation expenses	15,623,745	16,470,932
	Consultancy Fee (CPG+ Other)	1,760,000	2,693,382
	Leakage Expenses	35,030	395,334
	Distributors, Retailer, Mechanics Meet	2,035,030	1,466,984



Sales Target Bonus (Distributors)	38,346,703	37,357,840
Interest Expenses	5,277,874	5,674,470
Market promotion expenses	4,185,163	2,732,189
Discount allowed	282,756	581,189
Naikap Showroom Expenses		
Total	178,465,213	170,519,227

SD

Arun Kumar Chaudhary
Chairman & Managing Director

SD

Bijay Bahadur Shrestha
Director
ABB Investment P. Ltd.

SD

Hemant Agrawal
Director
ABB Investment P. Ltd.

SD

Anil Basnyat
Director
G. Public Shareholder

SD

Bishal Ojha
Director
Nepal Oil Corporation Ltd.

SD

Karan Kumar Chaudhary
Executive Director
ABB Investment P. Ltd.

SD

FCA Mahesh Khanal
M. Khanal & Co.
Chartered Accountants

SD

Mahendra Pd. Awasthi
Director
Rastriya Banijya Bank Ltd

SD

Nirajan Neupane
Director
G. Public Shareholders

SD

Ganga Raj Bhattarai
General Manager
Nepal Lube Oil Limited

NEPAL LUBE OIL LIMITED

Amlekhgunj, Bara

Schedules forming to and part of financial statements as at 31st Ashadh, 2076

Particular		Current Year (Nrs.)	Previous Year (Nrs.)
Annex 12 - Administrative Expenses			
a	Salary, Allowance, Leave, Wages & Other Expenses	16,887,414	13,917,486
b	PF Expenses	667,258	617,345
c	House/Godown Rent	30,000	25,000
d	Repair & Maintenance (Building)	46,130	202,954
e	Electricity, Fuel & Water Expenses	397,428	493,127
f	Staff Travelling Expenses	1,473,278	2,691,826
g	Vehcile Fuel & Repair Expenses	832,911	627,241
h	Audit Fee	65,000	65,000
i	Legal Court Fee & Other legal expenses	78,130	185,601
j	Board Meeting Allowance	617,843	956,344
k	Tax Expenses	-	-
l	Bank charge & Commission	747,467	711,333
m	Annual General Meeting Expenses	392,113	372,524
n	Repair Plant & Machinery of Amlekhgunj	-	-
o	Insurance Expenses (Staff & office assets)	432,189	346,933
p	Communication (Postage,Courier, Telephone, Internet)	646,721	522,622
q	Printing & Stationary Expenses	222,783	286,758
r	Notice Publication expenses	55,713	43,775
s	Charity & Donation	233,001	35,500
t	Books & Magzine Expenses	14,581	9,082
u	Uniform Expenses	118,020	268,091
v	Guest Entertainment & Fooding Expenses	440,193	373,263
w	Mics. Expenses	13,340	2,535
x	Tender form purchase expenses	43,630	20,840
y	ISO certification expenses	-	-
z	Gratuity Expenses	1,105,264	1,036,168
aa	Advertisement Expenses	90,120	30,940
ab	Office premises security expenses	-	-
ac	Staff Medical Expenses	1,025,600	955,865
ad	Annual renewal Expenses	396,622	424,509
ae	Puja Expenses (Daily, Bishwokarma, Hanuman, Dashain, Deepawali etc.)	151,819	148,322
af	Repair & Maintenance (Furniture & Office Equipement)	-	-
ag	Office & Factory Tea & food Expenses	191,135	541,322
Total		27,415,704	25,912,305

SD

Arun Kumar Chaudhary
Chairman & Managing Director

SD

Bijay Bahadur Shrestha
Director
ABB Investment P. Ltd.

SD

Hemant Agrawal
Director
ABB Investment P. Ltd.

SD

Anil Basnyat
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G. Public Shareholder

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Rastriya Banijya Bank Ltd

SD

Niranjana Neupane
Director
G. Public Shareholders

SD

Ganga Raj Bhattarai
General Manager
Nepal Lube Oil Limited



NEPAL LUBE OIL LIMITED

Amlekhgunj, Bara

Schedules annexed to and forming part of the accounts for the year 2075/76

Annex – 13

1. Significant Accounting Policies & Notes to Accounts:

1.1 Accounting Convention

The financial statements are prepared under the historical cost convention and accrual accounting concept (except as stated otherwise in this schedule) and comply with Nepal Accounting Standards, generally accepted accounting principles and presentational requirement of The Company Act, 2063.

1.2 Fixed Assets

The tangible assets are stated at costs, which include all expenses up to commissioning/ putting the assets to use. In the case of building, all the cost incurred to build the building including interest expenses incurred to bring the project into operation has been capitalized.

1.3 Depreciation

Depreciation is provided as per the rates and method prescribed by Income Tax Act 2058. Accordingly, the company has charged a sum of NRs.38,42,821 in the Income Statement & claimed the same even tax purpose as per fixed assets balance revised by Tax Office during Tax assessment of F.Y. 71/72 & 72/73 would come to Rs. 45,32,025.

1.4 Closing Stock

Raw materials and packing materials are taken at and valued as certified by the management at cost on FIFO. Finished goods are taken and valued as certified by the management at cost.

1.5 Debtors

Debtor balances are taken at book value and reconciliation has been done on the basis of confirmation from the party.

1.6 Cash and Cash Equivalent

Cash and cash equivalent includes cash and bank balance at the balance sheet date. Though bank overdraft is major part of cash management, it is required to be paid on claim and hence treated as short term loan and reflected under current liabilities.

Cash & Bank Name	Balance (Nrs.)
PETTY CASH (Factory + Corporate)	63,137
NABIL BANK LTD., Newroad	1,178,519
Rastriya Banijya Bank Ltd., Birgunj	1,915,045
Bank Of Kathmandu, Amlekhgunj	2,381,936
Civil Bank Limited, Kamaladi	32,710
Everest Bank Limited, Newroad	523,201
Himalayan Bank Limited, Pulchowk	1,950,921
Agriculture Development Bank Ltd, Kupondole	42,000
Total	8,087,469

1.7 Revenue

Revenue income is normally recognized on accrual basis when no significant uncertainty as the determination or realization of revenue exists. Income is being shown at net of Value Added Tax (VAT).

1.8 Technical Charge

The company pays NRs. 76,08,487 to Gulf Oil International Ltd, UK for GULF Brand Trade Mark License Agreement and Technical Assistance & Service Agreement after taking approval from Nepal Rastra Bank & Industry Department during the year.

1.9 Salary of Assistant Manager and above

The company has provided a salary with tax deduction as per act and total salary paid to assistant manager and above post is Rs. 1,69,29,234.

1.1 **Staff Bonus**

The company has provided ten percent of net profit for staff bonus after providing such bonus which amounted to NRs. 52,29,401.00 during the year.

1.2 **Repair and Maintenance**

Details	Depreciation Base	Allowable Repair @ 7%	Actual Repair	Allowed Repair
Group A Building & Permanent Installment	12,489,319	874,252	46,130	46,130
Group B Office Equipment, Furniture & Fixtures	1,025,914	71,814		
Group C Vehicles	6,728,221	470,975	222,312	222,312
Group D Plant & Machinery, Tank, Lab and Electricity Equipment	10,774,878	754,241	520,727	520,727
Total	31,018,333	2,171,283	789,169	789,169

Share Capital

The total shares of company are owned by following institutions and public:

S. No.	Name	No. of Shares	Percentage
1	A.B.B. Investment Pvt. Ltd.	1,18,778	39.92%
2	Nepal Oil Corporation	43,136	14.50%
3	Rashtriya Beema Sansthan	12,577	4.23%
4	Himal Cement Company Ltd.	12,577	4.23%
5	National trading Company Ltd.	8,363	2.81%
6	RashtriyaBaniya Bank Ltd.	4,778	1.61%
7	General Public & Others	97,323	32.70%
	Total	2,97,532	100.00%

2. **Previous Year Figures**

Previous year's figures are regrouped and reclassified where ever necessary for comparison with the figures of Fiscal year 2075/76.

NET PROFIT OF LAST 5 YEARS

कम्पनीको वित्तीय स्थिति तथा वास्तविक क्रियाकलाप र उपलब्धिबारे सुसूचित हुन पाउनु सबै सेयरधनी महानुभावहरूको अधिकार हो । यसैलाई ध्यानमा राखी कम्पनीको विगत वर्षहरूको वित्तीय विवरण, विक्री, नाफा तथा अन्य जानकारी दिने तथ्यांकहरू तल प्रस्तुत गरिएको छ । यसबाट सबै सेयरधनी महानुभावहरूले कम्पनीले विगतका वर्षहरूमा गरेको उपलब्धिबारे सहज रूपमा जानकारी प्राप्त गर्न सक्नुहुनेछ ।

SALES VOLUME & GROWTH

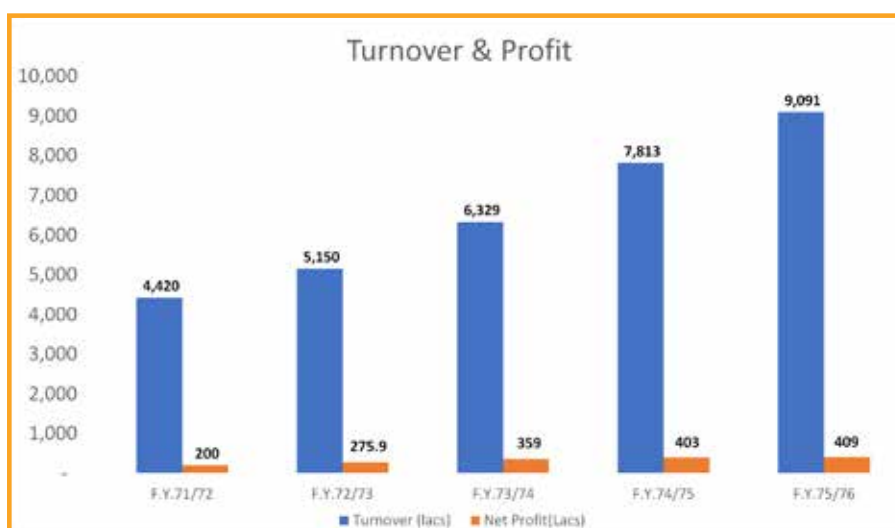


Fiscal Year	Volume (KL)	Percentage
2071/72	1426	0%
2072/73	1715	20%
2073/74	2062	20%
2074/75	2601	26%
2075/76	2807	8%

NET PROFIT



Fiscal Year	Net Profit(in lacs)
2071/72	199.56
2072/73	275.89
2073/74	358.65
2074/75	402.85
2074/75	409.47



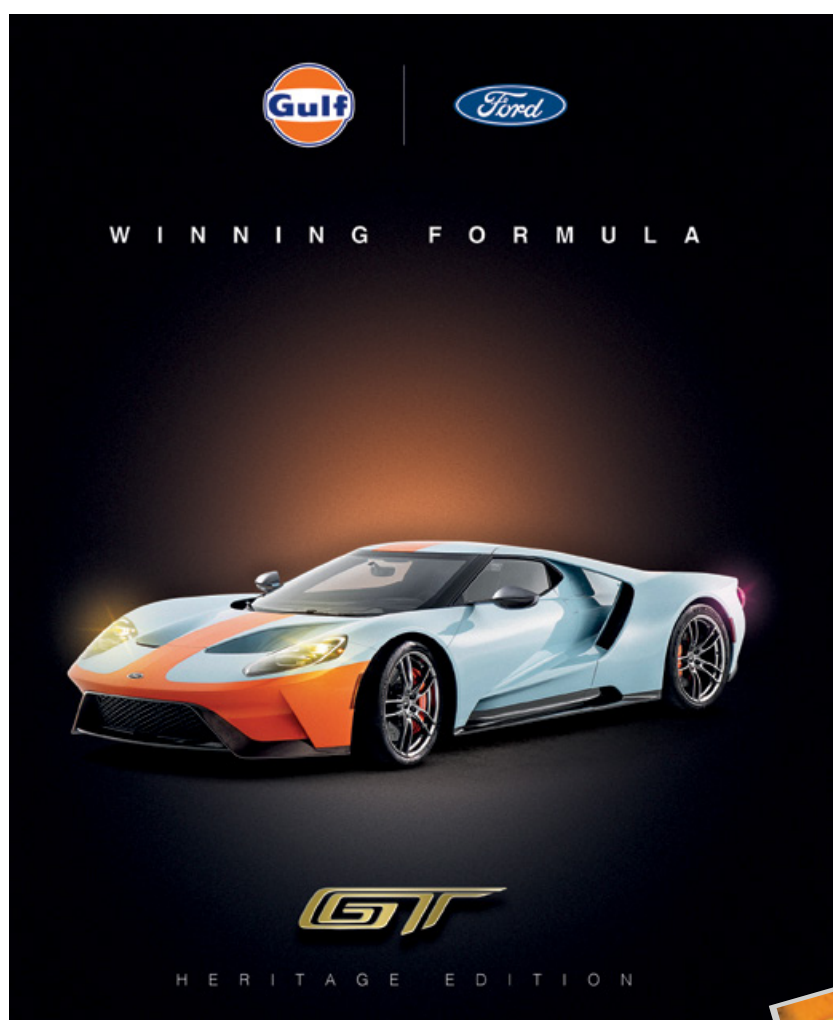
Particulars	F.Y.71/72	F.Y.72/73	F.Y.73/74	F.Y.74/75	F.Y.75/76
Turnover (lacs)	4,420	5,150	6,329	7,813	9,091
Net Profit(Lacs)	200	275.9	359	403	409



DIVIDEND DISTRIBUTION

S.N.	F. Year	Cash Dividend		Bonus Share		Total	
		%	Amount	%	mount	%	Amount
Before Privatisation							
1	2043/44-47/48	10%	1,403,515	0%		10%	1,403,515
After Privatisation							
3	2046/47 -50/51	20%	3,372,500	0%		20%	3,372,500
4	2051/52-55/56	70%	12,847,100	20%	3,379,720	90%	16,226,820
5	2056/57-60/61	45%	9,131,490	0%	-	45%	9,131,490
6	2061/62-65/66	30%	6,087,660	0%	-	30%	6,087,660
7	2066/67-70/71	70%	15,020,480	20%	4,058,440	90%	19,078,920
8	2071/72	10%	2,437,190	0%	-	10%	2,437,190
9	2072/73	10%	2,437,190	10%	2,437,190	20%	4,874,380
10	2073/74	25%	6,710,625	0%	-	25%	6,710,625
11	2074/75	30%	8,052,750	10%	2,684,250	40%	10,737,000
Before Privatisation		10%	1,403,515	0%	-	10%	1,403,515
After Privatisation		310%	66,096,985	60%	12,559,600	370%	78,656,585
		320%	67,500,500	60%	12,559,600	380%	80,060,100

BRAND AND MARKETING ACTIVATION



CSR:

NLOL is committed to operate and grow its business in a socially responsible way with a clear and simple purpose to make suitable living common place. The purpose inspires the company's vision to accelerate growth in the business, while reducing its environmental footprint and increasing its positive social impacts. The commitment of sustainable living will help to drive strong business growth as well as enhance equity and preference for its brands with consumers. We hold this purpose in our CSRP (Corporate Social Responsibility Plan) where we support to local community and countrymen through different activities. In the year 2075-76, the company has contributed towards the safety to our channel partners and their family by providing Accidental Insurance Policy and support to various blood donation camps.





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28th ANNUAL REPORT (F.Y.2075/76)

GLOBAL BRANDING

NEPAL LUBE OIL LIMITED: A FAMILY STORY

Arun Chaudhary recently commissioned work on a new five-star hotel in Nepal, which he promises will be the first the country has. But what does that have to do with Gulf and Orange Disc?

The chain begins with CG Holdings having majority stake in ABS Investment P. Limited, which currently manages Nepal Lube Oil Limited (NLOL), and ends with NLOL being the official licensee of Gulf Oil International in Nepal.

In 2017 NLOL explained to the Gulf Conference in Dubai how it had taken Gulf to the number one lubricant brand in Nepal, outlining its pride in the brand, its building of it in the country, its marketing initiatives and its strategy for the market. It was recognised for its achievements – with the NLOL team joining Frank Furten and Ravi Chawla to be presented with one of Gulf's prestigious Business Awards by Manchester United Legend, Nemanja Vidic (bottom right).

NLOL is a licensee transformed; the company started life back in 1984 as a government-owned enterprise, under the Nepal Company Act 2031. After a decade under the Nepalese government's control, CG Holdings took over the management

of NLOL in 1994 under the privatisation scheme of the government and hasn't looked back.

A year ago, Arun joined Satyabrata Das, then Vice-President of Gulf Oil India OEM Business Operations, and former Manchester United hero, Quinton Fortune, on stage to unveil three new Gulf products in the Nepali market.

Gulf PowerTrac 4T, Gulf UltraSynth X 5W-90 and Gulf Superfleet LE Dura Max were all co-branded with partners Manchester United, further illustrating the excellent success and relationship between Gulf and NLOL.

BACKGROUND: CG HOLDINGS

According to Arun Chaudhary (below, top), Chairman and Managing Director of NLOL, it has been quite an adventure in helping Gulf become the leading brand in the country: "For us, this success has been a journey of sheer hard work, determination and persistence. We take pride in



NLLOL has a valuable presence in global media. NLLOL is well recognized in the Gulf Global Family. Gulf Orange Disc, Gulf Today and Gulf Sports Edition are the Gulf Global magazines where we are continuously represented as significant member of the Gulf Global Family.



our high-quality products and strive towards continuous improvement and progress."

Automotive is only one segment to CG Holdings' portfolio; the Chaudhary empire continues to swell, with ventures in the education, realty, manufacturing, financial services, retail chain/convenience store markets – and now the hotel sector.

From humble beginnings, the Chaudhary family started a textile business and became an established name in the Nepalese business sector. Lunkaran Das Chaudhary, who passed away at the age of 91 in 2016, raised Arun and his two other sons as not just business professionals but passionate family men as well, as Arun explained in a recent interview with The Nepal Magazine: "I have not been just a businessman; who I am is a result of where I come from. Who you truly are is something you are born with

– nobody can change that you add on as you ultimately become.

"Each individual is able to see how bright tedious tasks of cutting

Arun revealed his business, telling TN something that you to be something that sends energy coursing thought of it. It has have to be prepared and give it 100%, but and hard work, you

A visionary, a leader, strategic business decisions one of the greatest (middle, below) is also a new dynamic into in moving forward to Suryanash is also possible Arun's success as a in Gulf becoming Nepal to emulate.

A dedicated father, different characters; approach will mean and his mark in Nepal CG Holdings – is still nlol.mktbrd@eg.h

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GULF IS UP FOR THE CUP IN NEPAL

In Nepal, Gulf is not only the number one lubricant company, but it has also become known as THE brand for supporting sport. Nepal Lube Oil Limited (NLLOL), Gulf's licensee in the country, this year sponsored the fourth running of Eastern Nepal's most important football tournament, the Jhapa Gold Cup. The competition aims to increase the popularity of professional football and also to raise the standard of football in Nepal overall.

16 teams participated in the knockout tournament, which attracted an average gate of 8,000 spectators.

NLLOL has very much taken Gulf's sporting heritage to heart and considers that it is its responsibility to support and enrich sports in Nepal in whatever way possible, something it aims to continue doing with the same passion and energy in the future.

Pradyumna Neupane
nlol.mktbrd@eg.h





No.38 • 2018

ORANGE DISC



FACING THE FUTURE





SCHEME

Retailers and Mechanics' Regular Scheme

Nepal Lube Oil Limited has launched annually and monthly schemes for the retailers and mechanics for MCO, GEO and DEO segments. The schemes are in various forms such as Slab Scheme and Product Scheme.



Advance Clubbed Scheme



Advance Clubbed Scheme is the company strategy to associate the retailers with the company for long term. In the clubbed scheme, company does an agreement of certain target with the retailers for 2 years' time, and an advance scheme is given against the target agreement. Retailers does the agreement and complete the target within 2 years' time.

Coupons

NLOL has issued coupons from Rs. 25 to Rs. 200 for MCO and DEO segments.





Auto-mechanics Association of Nepal (AAN) visit to NLOL Factory

NLOL organized Auto-mechanics Association of Nepal (AAN) members visit to NLOL factory situated in Amlekhgunj, Bara.



Nepal Auto-mechanics Trade Union (NATU) Events

N LOL participated in various NATU Events in Dhangadi, Lalitpur, Kathmandu, Janakpur, Bardibas and Karnali regions.





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28th ANNUAL REPORT (F.Y.2075/76)

VEHICLE BRANDING

Bus Branding



Con Mac Event

ConMac 2018 was organized by Confederation of Indian Industry (CII) at Bhaktpur Ground from 22nd to 24th Nov, 2018. Gulf Oil Lubricants India Limited (GOLIL) in association with Nepal Lube Oil Limited (NLOL), Gulf Nepal, participated in the event with a purpose to show the brand presence and product display. Gulf Team interacted with all the visitors and provided gulf branded merchandises to visitors through Q/A session. (Put the pictures)



Taxi Branding



Distributors' Van Branding





Quality Endurance Passion

28th ANNUAL REPORT (F.Y.2075/76)

Customer Care Department (CCD)



DISTRIBUTOR POINT BRANDING



MEDIA ADVERTISEMENT AND COVERAGE

Magazine

Advertisement



**RELIABILITY FOR ALL
YOUR NEEDS**



OUR GLOBAL PARTNERS



Nepal Lube Oil Limited
Amlekhgunj, Bara, Nepal, Tel: +977-53-570104
Corporate Office: Chaudhary Towers, Jhamsikhel, Lalitpur, Nepal
P.O. Box: 1916 Tel: +977-1-5545891/95
Fax: +977-1-5546223, 5526455
Email: nlo@og.holdings, Web: www.nepallubeoil.com



Coverage



Newspaper Coverage



Online Portals Promotions Advertisement



Coverage





Quality Endurance Passion

28th ANNUAL REPORT (F.Y.2075/76)

NADA AUTO SHOW

NADA Auto Show is an Automobile Show where all the big brands of Four Wheelers, Two Wheelers, Automobile parts and Lubricants participate with different objectives of sales, brand promotion, product awareness, etc.

NLOL participated in the event with the objective to show Gulf brand presence in the local lubricant market and continued to have a highest market share.

NLOL conducted a selfie contest where more than 650 visitors participated.



PROMOTIONAL MATERIALS



MERCHANDISE

Calendar





Quality Endurance Passion

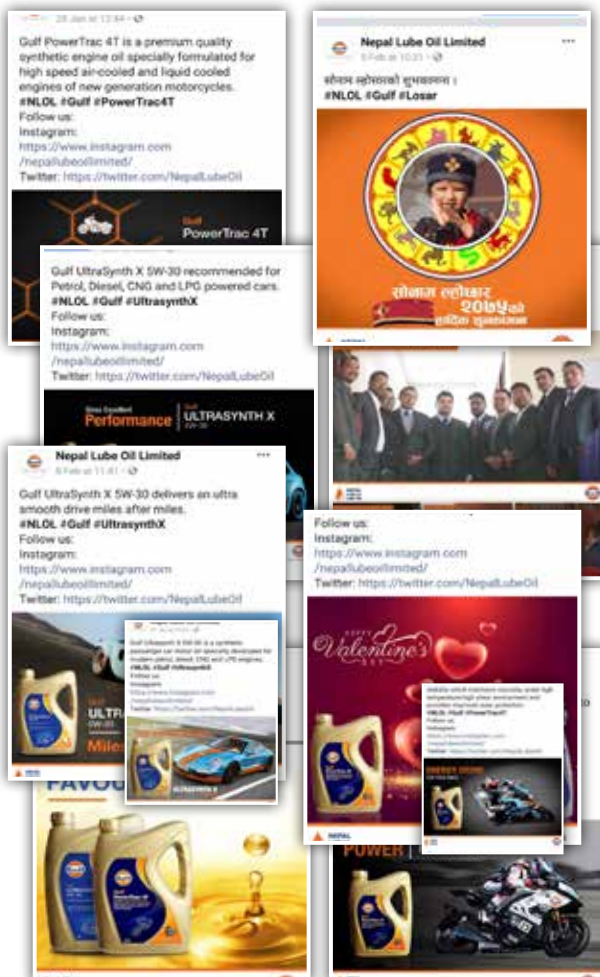
28th ANNUAL REPORT (F.Y.2075/76)

SOCIAL MEDIA BRANDING

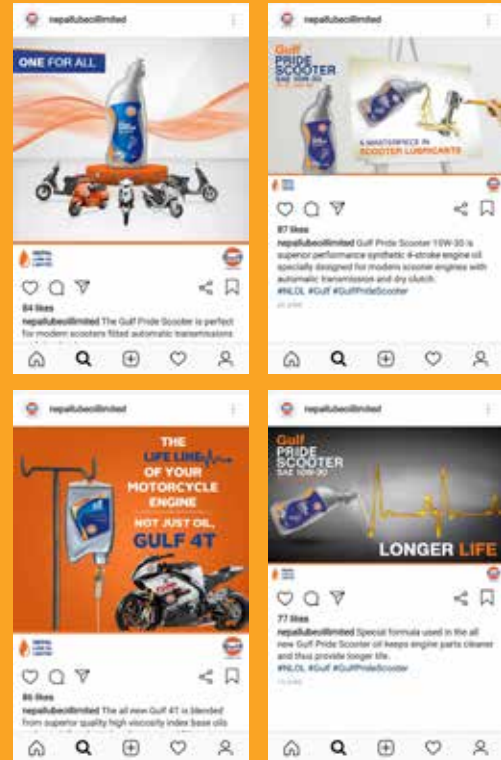
Facebook Campaign



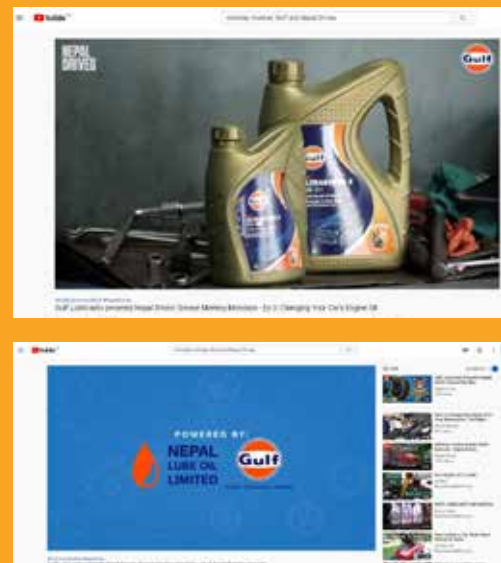
Facebook Regular Post



Insta Post



Youtube Video



SPONSORSHIP

Events

NLOL sponsors events according to the target group and event type.

Automobiles Association of Nepal Meet



Automotive Conference at K.U.



Breeza Rally



Chauka Dau



Hetauda Lady Jaycees



Nepal Chitwan Riders-Royal Enfielders



Sports Sponsorship

Gulf Lubricants is a brand that believes in supporting and promoting sports globally. Manchester United and Chennai Super Kings are famous global partners of Gulf. In F.Y. 2075/76 NLOL participated to support in the Sports events like 4th Jhapa Gold Cup, 3rd Sahid Cup 2075 and Jersey to Karate Players of Province no. 5.



3rd Sahid Cup



Karate Competition



Jhapa Gold Cup



MANPOWER TRAINING PROGRAM

DSE Training

NLOL organized the Dealer's Sales Executive (DSE) Training at NLOL Factory, Amlekhgunj, Bara. The purpose of the training was to strengthen its front-line staffs (DSE) in terms of marketing, technical and sales knowledge, and the way to implement those knowledges in actual field.



Sales Training

NLOL organized the Sales Training at Corporate Office, Jhamsikhel for its Sales Staffs and DSE.



INDUSTRIAL MEET

In F.Y. 2075/76 NLOL organized Industrial Meet in major cities like, Butwal, Bhairahawa and Birgunj. These events extensively covered the larger industrial clients with a purpose to provide technical knowledge on Lubricants, their specifications and uses.





Quality Endurance Passion

28th ANNUAL REPORT (F.Y.2075/76)

ACTIVATION

Wall Paint: Retailers, PGM and Fuel Stations all over Nepal.



Flex Board: Nos. of Flex Boards: 1042 Nos. (Retailers, PGMs and Fuel Stations all over Nepal)



Backlit Board: Nos. of backlit board: 20 Nos. (Retailers all over Nepal)



Service Camps: No. of service camps: 9 Nos.





Quality Endurance Passion

28th ANNUAL REPORT (F.Y.2075/76)

Retailer Meet: No. of retailers meet: 25 Nos.



Mechanics Meet: No. of mechanics meet: 30 Nos.



Distributor Meet



27th Annual General Meeting





CODE OF BUSINESS PRINCIPLES (COBP)

Code of Business Principles is the company's statement of values and represent the standard of conduct which all the employees are expected to meet in their business endeavors. It supports our approach to governance and corporate responsibility. COBP has always encouraged the company to work with honesty and integrity. It is also applicable to everyone with whom the company is associated. This year was another sound year of corporate governance of the company.

Standard of Conduct

We conduct our operations with honesty, integrity, openness, and respect for human rights and interests of our employees.

We shall similarly respect the legitimate interests of those with whom we have relationships.

Obeying the Law

NLOL and employees are required to comply with the laws and regulations of the countries in which we operate.

Family Bonding

Your Company is committed to a working environment that promotes diversity and equal opportunity and where there is mutual trust, respect for human rights and no discrimination.

We will recruit, employ and promote employees on the sole basis of the qualifications and abilities required for the work to be performed.

We will provide employees with a total remuneration package that meets or exceeds the legal minimum standards and appropriate prevailing industry standards.

We will not use any form of forced, compulsory, trafficked or child labour. We are committed to working with employees to develop and enhance each individual's skills and capabilities.

We respect the dignity of the individual and the right of employees to freedom of association and collective bargaining.

We will maintain good communications with employees through company based information and consultation procedures.

We will ensure transparent, fair and confidential procedures for employees to raise concerns.

Consumers

Your Company is committed to provide branded products which consistently offer value in terms of price and quality, and which are safe for their intended use. Products will be accurately and properly labelled, advertised and communicated.

Shareholders

Your Company will conduct its operations in accordance with internationally accepted principles of good corporate governance. We will provide timely, regular and reliable information on our activities, structure, financial situation and performance to all shareholders.

Business Partners

Your Company is committed to establishing mutually beneficial relations with our suppliers, customers and business partners. In our business dealings we expect our partners to adhere to business principles consistent with our own.

CSR

Your Company strives to be a trusted corporate citizen and as an integral part of society, to fulfil our responsibilities to the societies and communities in which we operate.

Public Activities

NLOL is encouraged to promote and defend their legitimate business interests.

Your Company will co-operate with government and other organisations, both directly and through bodies such as trade associations, in the development of proposed legislation and other regulations which may affect legitimate business interests.

Your Company neither supports political parties nor contributes to the funds of groups whose activities are calculated to promote party interests.

The Environment

Your Company is committed to make continuous improvement in reduction of environmental impact and developing a sustainable business in long term.

Your Company will work in partnership with other partners to promote environmental care, increase understanding of environmental issues and disseminate good practices.

Innovation

Our innovations use insights and technologies to deliver brand-led benefits which meet the latest trends. Our innovation is increasingly responsive to local needs, landing results faster into the market.

We will innovate on the basis of sound science, applying rigorous standards of product safety.

Competition

Your Company believes in vigorous yet fair competition and supports the competition laws of the company. Gulf companies and employees conduct their operations in accordance with the principles of fair competition and all applicable regulations.

The Legal function of your company continues to be a valued partner in facilitating the business agenda and effectively dealing with unfair competition and ensuring regulatory compliances.

Business Integrity

Your Company does not give or receive, whether directly or indirectly, bribes or other improper advantages for business or financial gain. No employee may offer, give or receive any gift or payment which is, or may be construed as being, a bribe. Any demand for, or offer of, a bribe must be rejected immediately

and reported to management.

Your Company's accounting records and supporting documents must accurately describe and reflect the nature of the underlying transactions. No undisclosed or unrecorded account, fund or asset will be established or maintained.

Conflicts of Interests

All employees and others working for Gulf are expected to avoid personal activities and financial interests which could conflict with their responsibilities to the company.

Employees must not seek gain for themselves or others through misuse of their positions.

Compliance-Monitoring-Reporting

Compliance with these principles is an essential element to our business success. The NLOL Board is responsible for ensuring these principles are applied throughout your Company.

The Board Of Directors is responsible for implementing these principles and is supported by the Global Code and Policy Committee which is chaired by the Chief Legal Officer. Day-to-day responsibility is delegated to all senior management of the geographies, categories, functions and operating companies. They are responsible for implementing these principles, supported by local Code Committees. Assurance of compliance is subject to review by the Board supported by the Corporate Responsibility Committee and for financial and accounting issues the Audit Committee.

Any breach of the Code must be reported. Provision has been made for employees to be able to report in confidence and no employee will suffer any consequence of doing so.





Quality Endurance Passion

OUR GLOBAL PARTNERS



Quality Endurance Passion



**NEPAL
LUBE OIL
LIMITED**

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