



PETROTECH-2010
9th International Oil and Gas
Conference and Exhibition

under the aegis of



सत्यमेव जयते
Ministry of Petroleum and Natural Gas
Government of India

ORGANISERS



SPECIAL TRACK ON Fuel Retailing - Pricing, Technology & Emerging Business Models

Organised by

FICCI

Federation of Indian Chambers
of Commerce and Industry



November 01 - 02, 2010
FICCI, Federation House, Tansen Marg, New Delhi



SPECIAL TRACK ON Fuel Retailing - Pricing, Technology & Emerging Business Models

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OVERVIEW

Over the last couple of years, Indian oil & gas sector has entered into an energy-intensive phase of development. With aggressive initiatives like introduction of NELP and holistic strategy for acquisition of equity oil abroad, the upstream sector has witnessed significant strides of growth in terms of sizeable oil & gas discoveries and whopping investment of \$10.3 billion. Policy amendments to expand the transportation & distribution network and explore plethora of unconventional energy sources including shale gas, oil sands, coal bed methane, underground coal gas, coal-to-liquid, tight gas, further manifests the next-generation reforms directed towards achieving the primary objective of energy independence.

However, with the projected resumption of economic growth and consumption of primary sources of energy set to increase manifold in the coming decades, liberalization, deregulation and reforms in the downstream sector would be essential to promote a stable & transparent energy market.

Recent announcement on deregulation of fuel prices is a step forward in transforming the downstream segment and making fuel retailing a highly competitive business. While the partial decontrol would reduce the fiscal deficit and ease the financial burden of the state-owned OMCs on account of under-recoveries, tapping enormous opportunities associated with deregulated market-environment would indeed be a challenge.

In a bid to capture the untapped potential and pace themselves in a phase of transition from complete protection to open competition, incumbents would need to develop innovative strategies and retail business models that lead to rapid expansion of the market size & segmentation.

With the objective to understand how companies would acclimatize to the fundamental changes in the market dynamics & characteristics of the Indian fuel retailing; to uncover how companies would leverage from deregulation; and how technology, various mix of services, people management & location specific retail outlets would contribute to the overall performance and success of petro retail, **FICCI, on the sidelines of the PETROTECH 2010, is organizing the 5th edition of the "Special Track on Fuel Retailing with special focus on Pricing, Technology & Emerging Business Models" along with Exhibition on November 01 & 02, 2010 at FICCI, New Delhi.**

DURATION & VENUE

Date : November 01 & 02, 2010 (Monday & Tuesday)

Venue : FICCI, Federation House, New Delhi – 110 001

KNOWLEDGE PARTNER

booz&co.



CONFERENCE SESSIONS

- Session I: Deregulation – Way Ahead
- Session II : Retail Business Models – Urban, Highway & Rural Segment
- Session III: Leveraging Technologies for Fuel Automation
- Session IV: Gaseous Fuel Retailing
- Session V : Challenges in Domestic Gas Retailing

PARTICIPATION OPTIONS

AS A DELEGATE

The Retail Track is intended as an interactive event, offering the opportunity of dialogue among delegates and presenters through panel discussions. Individual Petrol/Gas Retail Vendors and companies are encouraged to attend the event as a delegate and share their knowledge and contribute to the dialogues/discussions.

Conference Fees

Individual Petrol/Gas Retail Vendors	₹ 2,500/- per delegate
Companies and others	₹ 5,000/- per delegate

AS AN EXHIBITOR

An Exhibition will be held concurrently with this Conference to showcase products & services and raise the profile of participating organizations at this key event. The standard exhibition stand will measure 2m x 2m (4 sq. m.). Each stand will comprise space and shell scheme and include three side partition, fascia name, floor covering, three lights, one 5/15 AMP socket, one table, two chairs and one trash bin. Companies may also request for larger exhibition stands in multiples of 4 sq. mtr. with a corresponding price.

Shell Scheme

Category	Cost	Area	Benefit
For Indian Companies	₹ 30,000 plus 10.3% service tax	2 mtr X 2 mtr	1 Delegate Pass
For International Companies	USD 600 plus 10.3% service tax	2 mtr X 2 mtr	1 Delegate Pass

AS AN ADVERTISER

Companies are being offered the opportunity to increase their profile among the participants by advertising in the Conference Notepad that would be distributed amongst all the delegates, speakers and support partners.

Inside cover (front or back), full page colored ad	₹ 50,000/- each plus 10.3% service tax
Back cover, full page colored ad	₹ 80,000/- plus 10.3% service tax

**Advertisement would be displayed in the notepad distributed amongst all the participants attending the special track*

Advertisement Specifications :

Bleed Size : 7.75" x 9.25" **Type Area :** 6.5" x 8" (In EPS / TIFF / PDF format)



AS A PARTNER

Platinum Partner – ₹ 5,00,000/-*

- Display of Company Logo in the Conference Backdrop and Banners
- Inclusion of Company Brochure / Literature/pamphlets in the Delegate Kits
- Company name and logo will be acknowledged in “Thank You Sponsor Card”
- 15 complimentary delegate passes

Gold Partner – ₹ 4,00,000/-*

- Display of Company Logo in the Conference Backdrop and Banners
- Inclusion of Company Brochure / Literature/pamphlets in the Delegate Kits
- Company name and logo will be acknowledged in “Thank You Sponsor Card”
- 10 complimentary delegate passes

Silver Partner – ₹ 3,50,000/-*

- Display of Company Logo in the Conference Backdrop and Banners
- Inclusion of Company Brochure / Literature/pamphlets in the Delegate Kits
- Company name and logo will be acknowledged in “Thank You Sponsor Card”
- 5 complimentary delegate passes

Badges & Lanyards Partner – ₹ 3,00,000/-*

- Printing of Logo and Name of Sponsoring Company at the badges & lanyards for all participation categories including Speakers, Delegates, Sponsors, Exhibitors, Organisers, Media etc.
- Company name and logo will be acknowledged in “Thank You Sponsor Card”
- 3 Complimentary delegate passes

Lunch Partner – ₹ 2,50,000/-*

- Display of Company Logo in the Conference Backdrop and Banners
- 2 Exclusively Branded Corporate Banners
- Display of Company Logo at the Lunch Venue as “Lunch Sponsor”
- Company name and logo will be acknowledged in “Thank You Sponsor Card”
- 2 complimentary delegate passes

Delegate Kit Partner – ₹ 1,00,000/-*

- Company Logo on the cover of the Documentation Satchel or Conference Kit
- Corporate Literature Inserts in Delegate Satchels or Conference Kit
- Company name and logo will be acknowledged in “Thank You Sponsor Card”
- 1 Complimentary delegate pass

* Plus 10.3% Service Tax



Federation of Indian Chambers
of Commerce and Industry



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• Participation Category (please tick)

PARTNER

- Platinum
 Gold
 Silver
 Lunch
 Badges & Lanyards
 Delegate Kit

- DELEGATE**
 EXHIBITOR
 ADVERTISER

• Name of the Delegate(s), Designation & E-mail ids of each of the delegates:

Name	Designation	E-mail Id	Paid / Complimentary

• Organization & Address : _____

• Phone No. (s) _____

• Fax No. (s) _____

PAYMENT OPTIONS

Payment of Partnership / Exhibition/ Advertisement / Delegate fees could be done through

- 1) **Cheque /Demand Draft:** Cheque/Demand Draft has to be drawn in favor of FICCI, payable at New Delhi (outstation cheques are not acceptable)
 - a. Cheque / DD No: _____
 - b. Amount : _____
 - c. Date : _____
- 2) **Payment through Wire Transfer :**
 - a. Details of the Wire transfer: _____
 - b. Date of processing the fees: _____
- 3) **Payment through RTGS :**
 - a. Details of the RTGS: _____
 - b. Date of processing the fees: _____

Please note Delegate Fees, once remitted by the organizing committee, is non-refundable.

For details regarding special track on fuel retailing



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Federation of Indian Chambers of Commerce & Industry
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For details regarding



PETROTECH-2010
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Log-on to the website
www.petrotech.in

For Third WPC Youth Forum

Log-on to the website
www.fueltheyouth.com

For details regarding the Track visit us at

www.ficci-petrotechretail.in

PAYMENT OPTIONS

Option 1: Payment through Wire

Beneficiary Bank Details

1	Name & Address of the Bank	United Bank of India Overseas Branch HS-32, Kailash Colony 1st Floor, New Delhi-48 India
2	Name of Account	FICCI
3	Type of Bank Account	Savings
4	Bank Account No. to which the amount has to be transferred	1412010031259
5	SWIFT Code of Bank	BIC UTBIINBBDEL
6	Service Tax Code	AAA CF 1282 E ST 001
7	PAN NUMBER	AAA CF 1282 E

Intermediary Bank Details

1	Name & Address of Bank	Standard Chartered Bank New York
2	Account Number	3582021835001
3	SWIFT Code	SCBLUS33
4	Account Number of Beneficiary's bank with Intermediary Bank	3582021835001

Option 2 : GBP only

Beneficiary Bank Details

1	Name & Address of the Bank	United Bank of India Overseas Branch HS-32, Kailash Colony 1st Floor, New Delhi-48 India
2	Name of Account	FICCI
3	Type of Bank Account	Savings
4	Bank Account No. to which the amount has to be transferred	1412010031259
5	SWIFT Code of Bank	BIC UTBIINBBDEL
6	Service Tax Code	AAA CF 1282 E ST 001
7	PAN NUMBER	AAA CF 1282 E

Intermediary Bank Details

1	Name & Address of Bank	HSBC – LONDON
2	Account Number	-
3	SWIFT Code	MIDLGB22
4	Account Number of Beneficiary's bank with Intermediary Bank	-

Option 3: Payment through RTGS

1	Vendor Name	FICCI	9	Service Tax Number	Mandap Keeper/DEL/73FI/97
2	Beneficiary Address	FICCI, Federation House Tansen Marg New Delhi-110001	10	PAN Number	AAA CF 1282 E
3	Beneficiary name (if different from the vendor name)	FICCI	11	TAN Number	DELF02330G
4	Beneficiary Bank Name	United Bank of India	12	NEFT/IFSC Code of the Bank Branch of the Beneficiary	UTBIO TNM 709*
5	Beneficiary Bank Branch Address	Tansen Marg New Delhi-110001	13	RTGS Code of the Bank Branch of the Beneficiary if different from NEFT	UTBIO TNM 709*
6	Beneficiary Bank Account Number	035901-8009732	14	MICR Code appearing on the cheque of the Bank Account of Beneficiary	110027020
7	Type of Bank Account	Savings	15	E-mail ID	accounts@ficci.com
8	Service Tax Code	AAACF1282E ST 001		*UTBIO (zero)	

Option 4: Payment through Cheque/Demand Draft

- Cheque/Demand Draft has to be drawn in favor of FICCI, payable at New Delhi
- Outstation cheques are not acceptable

WHO MAY ATTEND

- Automobile Companies
- Auto Ancillary Manufacturers
- Banks
- Branding & Marketing Heads
- Branding & Signages Companies
- Consultants
- Downstream Oil Companies
- Equipment Manufacturers
- FMCG Companies
- Food & Beverage Chains
- LPG Home Appliances Manufacturers
- LPG Distributors
- Management Experts
- Policy Makers
- Products Sellers & Franchisers
- Retail Outlet Dealers
- Reticulated System Manufacturers
- Senior & Top Level Executives from Retailing

For details regarding special track on fuel retailing

FICCI

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