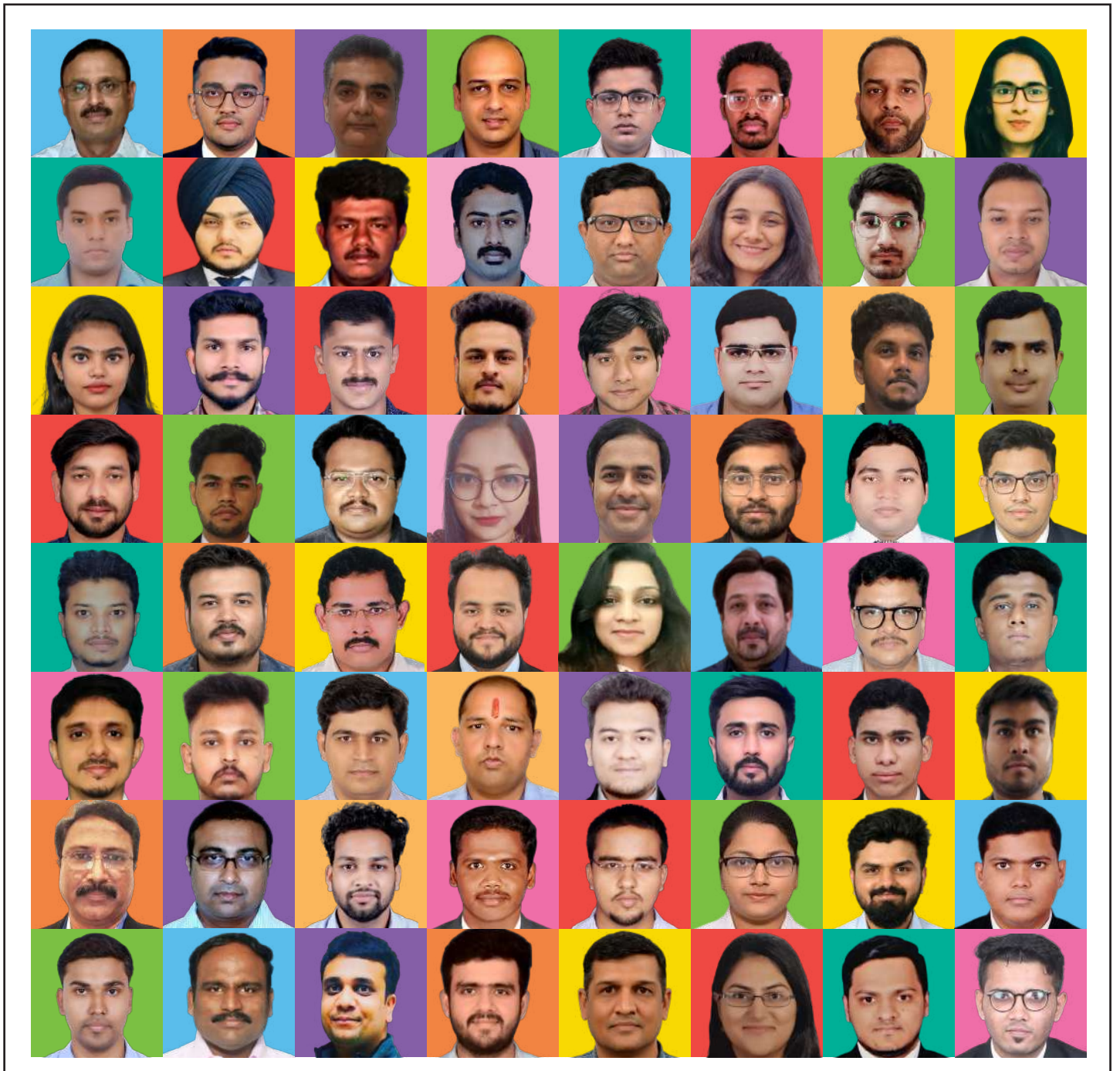


NEO-BILITY

A J i o - b p P U B L I C A T I O N



SUPER SALE
SUPER HEROES
NATIONAL MS DIWALI SCHEME

message

from the CEO'S DESK

Jio-bp's Chief Executive Officer, Harish C. Mehta reflects on the past quarter and talks about the exciting times ahead.



DEAR COLLEAGUE,

India is a country of festivals. As a melting pot of multiple cultures and traditions, a festival is always around the corner irrespective of the time of the year or the region of the country. Even while continuing to wade through adverse operating environment in last quarter, Jio-bp has amplified festival celebrations of tens of thousands of MS customers through our 1st ever integrated country-wide campaign at mobility stations.

While handing out the keys to the first set of car and bike winners, it was a pleasure to hear about their sustained belief in the industry leading Q&Q assurance of Jio-bp fuels. Though we have some way to go, the campaign has surely helped bring footfalls back to our forecourt. For me, the highlight is how this has helped energize our field teams and the seamless concept to execution is a testimony to the collaborative efforts of multiple verticals within Jio-bp family. Together, these augur well in our preparation towards return to diesel pricing normalcy and impending country-wide brand launch.

Speaking about our other evolving Jio-bp businesses, we are working closely with RIL coalition program to give shape to our motorist loyalty. Alongside new segment foray with Hyderabad Metro store, it is

heartening to see refreshed WBC combined with bundled selling of samosas/coffee with fuel catching up on the fuel forecourt. With sustained charging network ramp-up momentum for eMobility, we are not far from the day when our charging points / station will grow as large as our fuel retailing footprint.

I firmly believe that if we focus on getting the process right at Jio-bp, we will reach our desired objectives. With this in mind, we have invested heavily in strengthening our fundamental functions (Digital, Safety, HR, FC&A, Marketing) to anchor our growth plans. Over last calendar year, public recognition through entire array of awards in each of these categories is music for our ears.

Looking ahead, Indian Mobility market continues to evolve rapidly, and Jio-bp must double up to leverage the available opportunities. We have already taken our propositions (CVP) live to public and also have the anchor support of our operating functions. As operating environment improves, we should focus on growing footprint of all new CVPs; from NRO to charging sites, from c-stores to CNG sites & much more.

Before closing, let me remind you that we are amid planning session for FY24. I urge entire Jio-bp team to huddle together to jointly arrive at the overall targets / milestones. Once agreed, 100% target ownership must be our motto.

With that, wishing you and your family the very best in your endeavours for 2023!!

note from EDITORIAL TEAM

Message from our team across
functions and businesses.

DEAR READERS,

In this issue, we will reflect on the past quarter with a special focus on the National MS scheme.

We thank all the teams and people who contributed to the publication, without which there wouldn't have been this newsletter issue.

As always, drop us a line at corporate.communications@jjobp.com with any suggestions on topics you would like to see us cover or things you like or don't like about the newsletter. We're all ears!

We encourage binge reading!

Thanks,
Editorial Team
Neo-bility

EDITORIAL TEAM

Ankita Agarwal
Aritra Chakrabarty
Bernadette Dsouza
Bhupendra Patil
Binoy Murlidharan

Christopher C Dsouza
Debopam Chell
Durgesh Kashyap
Nishant Sinha
Paritosh Dawande

Pratiksha Thakur
Rajeev Barman
Rakesh Dahare
Saiprasad
Vurakaranam



JIO ANNOUNCES THE LARGEST EVER JIO TRUE 5G ROLL-OUT WITH 50 CITIES ACROSS 17 STATES / UT

On 24 January 2023, Reliance Jio announced the largest-ever launch of its True 5G services across 50 cities. With this, Jio users across 184 cities are now enjoying Jio True 5G services. Reliance Jio has become the first and the only operator to launch 5G services in most of these cities. Jio users in these cities will be invited to the Jio Welcome Offer, to experience Unlimited Data at up to 1 Gbps+ speeds, at no additional cost.

Commenting on the occasion, Jio Spokesperson said, "We are thrilled to launch Jio True 5G services in 50 additional cities across 17 states and union territories, taking the total count to 184 cities. This is by far one of the largest rollouts of 5G services, not just in India, but anywhere in the world. We have stepped up the speed and intensity of True 5G rollout across the nation because we want every Jio user to enjoy the transformational benefits of Jio True 5G technology in the new year 2023. The entire nation will be able to enjoy and benefit from Jio True 5G services by December 2023.



M&S AND BP PULSE TO BRING EV CHARGING TO CUSTOMERS

Marks & Spencer (M&S) and bp pulse have signed an exclusive agreement to bring high-speed electric vehicle (EV) charge points to the M&S store estate across the UK. The agreement will see M&S and bp pulse, bp's electric vehicle charging business, work together to install an initial 900 electric vehicle charge points in around 70 of M&S' national stores in the next two years. The roll-out will significantly expand bp pulse's network, growing the UK's charging network and adding up to 40,000 kWhs of charging capacity to the UK's EV infrastructure. In order to provide the appropriate speed for each need, a combination of ultra-fast ($\geq 150\text{kW}$) and rapid ($\geq 50\text{kW}$) charge points will be installed during the roll-out.

15 rapid (50kW) charge points are already live and open to the public at M&S Maidstone Eclipse and Southgate following successful pilot installations. bp and M&S have a long-standing relationship, first teaming up in 2005 to introduce M&S Food stores at bp retail sites. Over 250 bp pulse charge points are already available at over 60 bp-operated forecourts which also offer M&S Food. This new agreement is a major extension of this relationship and spotlights how both companies are working together to achieve net zero ambitions.



message

from **NATIONAL
SALES HEAD**

NATIONAL MS DIWALI SCHEME



The Diwali MS scheme created history in petroleum retailing in the country. The combination of Active technology fuel, attractive consumer offers, decorations at the outlets, passion of our marketing and sales teams, especially the Area Sales representatives, along with dealers and operators made this Diwali truly special for everyone. The superstars were of course the Driveway Sales Managers. It was a delight to watch them during my tours or through videos and pics.

They enrolled a record half million customers, enthusiastically acted out the slogan "All izz well", bettering Aamir Khan's performance to explain the superiority of our Active fuel, marketed the scheme outside outlets and improved the share of

>₹200 transactions by 20%. This helped de-clutter the fuel forecourt while increasing sales by 15%. The celebrations conducted by operators and dealers at the outlets supported by sales team were aimed at commemorating these superheroes.

The New Year scheme that is being launched has been co-designed by a panel of dealers across the country with our marketing team. We thank them for their tremendous consumer insight and passion that helped our marketing team design this scheme. We request you for massive rollout at your end as advised by the ASRs and share feedback.

Best wishes and Happy New Year to you and your families.

Prem se
Dhruva Chandrie





How we conceptualised the scheme?

Success of a scheme as huge as the National MS scheme depends on the strength of ideation, execution plan and monitoring. It takes immense effort to culminate a culture of team spirit and get the tempo on point.

How it went?

National MS scheme was marked by spirited participation from head office, retail outlet staff, dealers and above all customers. The zeal reflected in the efforts put into decoration, leaflet distribution customer interaction and also the healthy competition between retail outlets to outnumber each other's sales to claim the top position. Overall, the scheme went like a celebration marked with increased business making a win-win situation of everyone involved.



Glimpses of the success story

Here are some interesting statistics

Numbers speak loud enough to emphasize that the scheme was a grand success.

REGION-WISE WINNERS

Region	SUV	Bike	Mobile	Vouchers	Customer Participation
East	1	6	24	16249	1467359
North	3	13	36	28455	1852507
West	4	18	68	28417	2614141
South	2	13	22	12009	883891
Grand Total	10	50	150	85130	6817897

Testimonials

Happy customers sharing their winning experience

01

Hardev Singh Yadav shares his joy as he wins the bumper car prize through the National MS scheme, in Chhatarpur retail outlet.



02

Ravi Parmar says he has started fuelling with fuel worth more than 200 INR to avail the National MS scheme, he also won a voucher on one of his buys.

03

A happy customer shares his views on his National MS scheme experience.



04

A happy customer shares his experience of winning a voucher in this scheme. He also praises staff behaviour and the fuel quality.



Congratulations to the **WINNING CUSTOMERS!**

05

Brajesh Prasad Yadav shares his great experience with Jio-bp mobility stations, along with his excitement about the MS scheme.



Satendra Singh shares his experience of winning a mobile phone through this scheme at the Jio-bp mobility station, Sihora.

06



BYTES FROM SALES TEAM



RAJESH KUMAR
Jorhat, Assam, DSM

I am happy about the MS scheme, it's great for both customers and staff members. I really want to win some prize in the contests that the company is running for our benefit. ”



SAKSHAM GOEL
Satna, ASR

National MS Scheme launched on 5th October has given new lease of life to our Mobility Stations. This scheme has not only rejuvenated our customers but also our channel partners and retail outlet staff. ”



RITU PATGIRI
Jorhat, Assam, ASR



National MS Scheme is a wonderful opportunity for all of us. It has attracted many customers and I am sure with the help of the company and support from dealers, we as an RO will excel and win several prizes.



VINAY GAUTAM
Sawayi Madhopur,
Rajasthan, ASR



I want to tell one of the success stories of a dealer who achieved 85% of January sales in October as an outcome of the National MS Scheme. ”



DEEPAK SINHA
Guwahati,
Assam, ASR

“National MS Scheme is very well planned and it's a great opportunity for channel partners, staff and customers. The promotion of the scheme has also been done uniquely, which attracted lot of buzz. ”



VISHAL SAHAI SAXENA
Jabalpur, ASR

This scheme was an amazing experience. The channel partners were highly motivated and we have great results. I am handling 18 retail outlets and customers in 3 of them won mobile phones, along with several other prize winners. The rallying, leaflet distributions and felicitations infused life into mundane operations ”

SALES HEAD



Abhishek Sharan
Uttar Pradesh, West



Chaitanya Watkar
Bihar

Congratulations
to the **SCHEME
CHAMPIONS**

SALES AND OPERATION MANAGER



Rajat Bhandari
Uttar Pradesh, West



Anshu Prasad
Bihar



Gaurang Srivastava
Madhya Pradesh

AREA SALES REPRESENTATIVE



Soumya Sarangi
Odisha



Mehul Rathi
Uttar Pradesh, &
Uttarakhand



Isha Pande
Maharashtra 1



Vaibhav Sharma
Madhya Pradesh



Ashutosh Mishra
Uttar Pradesh, (E)



Abhilash Mohanty
West Bengal



Ayyappa Chollangi
Andhra Pradesh,
Telangana



Abhishek Maurya
Bihar



Sambitshekar Swain
Gujarat North



Pritam Priyadarshi
Gujarat South



Sarfaraj Onti
Karnataka



Ritu Patgiri
Odisha



Rohit Ojha
Rajasthan



Soman Banerjee
Jharkhand



Harman kaur
Haryana



Saurabh Barthwal
Himachal Pradesh



Ananya Bhat
Tamil Nadu



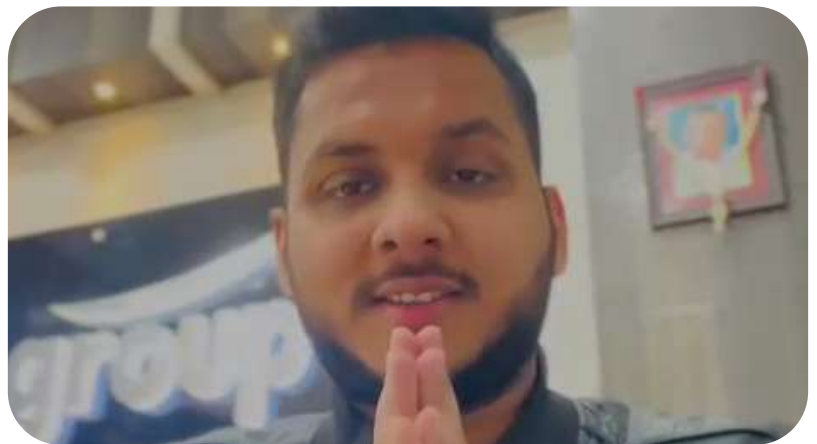
Bismi Noushad
Kerala

NATIONAL MS SCHEME



Virendra Singh, a Madhya Pradesh based dealer mentions how National MS scheme has helped retail outlets to get back their old customers. He wholeheartedly thanked Jio-bp for not only the scheme but also the support that was extended to dealers during dire times.

Ayush Bajaj, a dealer from Assam sends his gratitude to Jio-bp for the National MS scheme, which helped gain customers, generate revenue and increase their profit margins.



Girish Thakur, a dealer from Maharashtra 1 thanks Jio-bp team for launching the National MS scheme, which according to him brought back energy and momentum to the field. They made better margins and got back many customers.



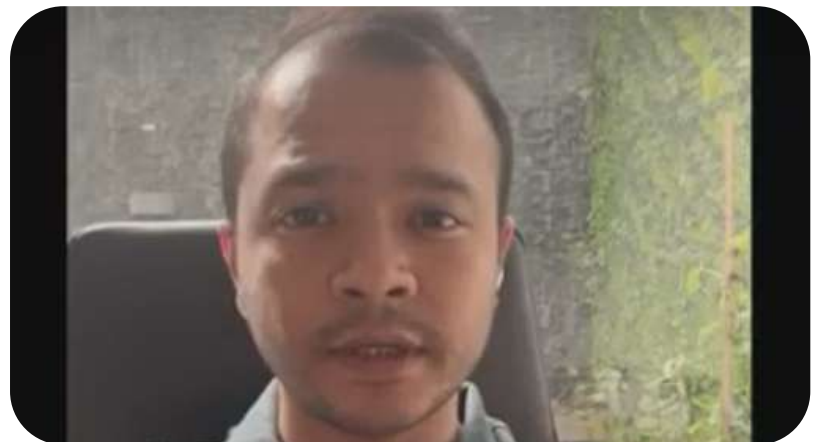
Dealer SPEAKS

Jio-bp dealers sharing
their experience



Dr. Sajjad Ali from Assam mentions how the MS scheme along with variable margin scheme for dealers has helped them make better profits. He also applauds Jio-bp for the dealer support scheme, which helped them to sustain in untoward market situation.

Ankush Barjatiya from Rajasthan mentions about the support that MS scheme has provided in uplifting sales in unfavourable situations. He thanks Jio-bp for standing by dealers.





Customer super app 'My Jio-bp' launched

We are pleased to share that mobile app 'My Jio-bp' has been launched on Google Play store for enhancing reach of Mobile Fuelling to non-transport customers. The app will enhance customer ordering experience with ease of self-registration by customer, asset registration, ordering, payment and order tracking.

Super App is aimed at promoting Jio-bp fuel, ecommerce, WBC and non-fuel offering while connecting B2C Customers across the network. Convenient GIS based station finder option on the app will let customers find the nearest Jio-bp mobility station and also provide details of applicable product prices, amenities available at the outlet.

World's first Wild Bean Café at a Metro station

Here's another first for Wild Bean Café as we opened the world's first at a metro station!

Hyderabad metro, carrying 450,000 passengers per day was the perfect choice for our first metro Wild Bean Café. The café is on the concourse at Raidurg station, which is one of the busiest on the 57 stations on the metro system.

The drinks offer includes our great tasting coffees, including hazelnut cappuccino and vanilla lattes as well as our large selection of chilled beverages.

All day snacks include chicken tikka wraps, cheesy corn sandwich as well as



our top selling veg samosa, and desserts also offer our delicious and very tempting hazelnut brownie.

Snapshots

Revisiting the events that happened in last quarter

air bp-Jio wins 'air bp Operational Excellence Awards, 2022' in two important categories

It is a proud moment for us as air bp-Jio receives couple of awards at the prestigious air bp Operational Excellence Awards considered as "Oscars" of the bp aviation world. Being chosen from amongst all the air bp operations across their global portfolio is a testimony to our state-of-art global operating standards.

The two awards have specifically called out our excellence in digitization and safety, both of which are an integral part of Jio-bp's DNA. Initiatives like 100% ADRs and innovative end to end automation ensuring no ingress of water in ATF at a fraction of the overall cost is not present even in the most developed markets. On safety, the sheer impact of the positive culture imbibed in the operating teams is visible in the exponential growth across all observation parameters such as near miss reporting, manager safety walks, stop work cases, task observations and much more.

Best part is that this is not a destination but an overall journey. Jio-bp continues to evolve and get better every single day on both digitisation and safety. Together, these bouquet of initiatives will go a long way in generating tremendous value for all our airline customers. Heartiest congratulations to the aviation, digital and safety team on this feat!



GHIAL Aviation Fuel Station honoured with the 1st runner-up award in Hyderabad Safety Excellence competition, 2022

It is indeed a proud moment as we celebrate the achievement of GHIAL Aviation fuel station (AFS) for receiving the 1st runner up award in Hyderabad Safety Excellence competition, 2022. They presented a proposal on implementation of 'Eco Start-Stop Intelligent System' on dispensers which would significantly reduce diesel consumption and thereby reduce carbon emissions.



air bp-Jio recognized as 'Best aviation fuel provider' in India



We are delighted to share that air bp-Jio was recognized as the 'Best aviation fuel provider' in India by ASSOCHAM (Associated Chambers of Commerce & Industry), the premier trade & industry body. At a glittering ceremony, with representation from

the who's who of civil aviation in India, the awards were held in the esteemed presence of the Minister of Civil Aviation, Mr Jyotiraditya M. Scindia.

Our entry highlighted how we are making a difference through a customer focused strategy encompassing safety, on-time performance, ease of doing business (digitisation), supply reliability and innovative pricing solutions. Excellent progress has been made on all these fronts positioning air bp-Jio as a supplier of choice to the airlines. This was indeed a defining moment for our value proposition to our customers.

Kudos to the team!

Diwali celebrations at Jio-bp

After a gap of two years, Diwali celebrations were seen in full glory at Jio-bp.

Our celebrations started off with a competitions of diya painting, lantern making, rangoli and floor decorations, where all the employees were encouraged to participate and bring out the spirit of Diwali. A gala celebration 'Jio-bp Diwali Fiesta' was also held. With presence of our leaders, including CEO, Mr Harish C Mehta, MC member, Neale Smither and CFO, Kartikeya Dube, the programme witnessed spectacular

performances put up by our colleagues in singing, solo dance and group dance categories. A skit, performed by the team, had everyone laughing their hearts out. Overall- this was a great day of coming together which we will cherish for a long time!

We achieved all the above and much more because we had a dependable support system consisting of wonderful Floor Champions and amazing teams who made this journey a bit easier and the fruit a bit sweeter.

We look forward to working together and celebrating more such events!



Glimpses from Diwali celebrations



Mobile Dispensing Unit launched in Gujarat

Our Mobile Fuelling business recently flagged off a third Party MDU in Gujarat South- Surat Kim Jio-bp Mobility Station. The 4 KL dispenser will cater to industrial clients primarily in the port, sugar mill and segments with estimated monthly sales potential of 100 KL to start with. This launch is a vote of confidence by the channel partner and a promise of growth that it holds in coming days.

The launch event was attended by State Head, Suhas Deshmukh, Channel Partner and state team members including Area Manager, Ravikumar Bhut.

Kudos the Mobile Fueling team!

BP LONDON DELEGATION VISIT TO INDIA

Kerry Dryburgh's visit to Navde Mobility Station

Last week we had bp delegation from London visiting Jio-bp facilities in India. The weeklong program started with Kerry Dryburgh (EVP, People and Culture, bp) visiting Jio-bp's Navde Mobility Station. It was an eventful and interactive event of exchange.



Glimpses of the visit



Left to right: Kartikeya Dube (CFO, Jio-bp), Harish C. Mehta (CEO, Jio-bp), Kerry Dryburgh (EVP, People and Culture, bp) and Kedar Apte (CMO, Jio-bp) at Navde Mobility Station

Harish C. Mehta (CEO, Jio-bp) presenting Kerry Dryburgh (EVP, People and Culture, bp) with a coffee table book along with Kedar Apte (CMO, Jio-bp) at the WBC outlet at Navde Mobility Station



Visit to Nexus Seawoods Mall for inauguration of Jio-bp pulse Station

Emma Delaney (EVP, Customer and Products, bp), Michelle Jou (SVP, Castrol), Sandeep Sangwan (Castrol India MD), Frederic Baudry (SVP, Mobility and Convenience, ASPAC, bp) and Sashi Mukundan (President, bp India) visited Nexus Seawoods Mall for inauguration of the Jio-bp Pulse stations.



Left to right: Sandeep Bangia (COO, Electric Mobility, Jio-bp), Frederic Baudry (SVP Mobility and Convenience, ASPAC, bp), Emma Delaney (EVP, Customer and Products, bp), Michelle Jou (SVP, Castrol), Sashi Mukundan (President, bp India) and Harish C. Mehta (CEO, Jio-bp) at the inauguration ceremony



A glimpse of the facility



A moment from the event

BP LONDON DELEGATION VISIT TO INDIA

Inauguration of Wild Bean Café and Jio-bp pulse Station at Sanpada

Emma Delaney (EVP, Customer and Products, bp), Michelle Jou (SVP, Castrol), Sandeep Sangwan (Castrol India MD), Frederic Baudry (SVP Mobility and Convenience, ASPAC, bp) and Sashi Mukundan (President, bp India) inaugurated Wild Bean Café and Jio-bp pulse Station at Sanpada



Left to right: Neale Smither (VP Mobility and Convenience, India, Indonesia and China, bp), Sandeep Bangia (COO, Electric Mobility, Jio-bp), Kartikeya Dube (CFO, Jio-bp), Emma Delaney (EVP, Customer and Products, bp), Sashi Mukundan (President, bp India), Frederic Baudry (SVP Mobility and Convenience, ASPAC, bp) and Harish C. Mehta (CEO, Jio-bp) at the inauguration ceremony of Jio-bp pulse Station

Left to right: Emma Delaney (EVP, Customer and Products, bp), Frederic Baudry (SVP Mobility and Convenience, ASPAC, bp), Paul Warren (Head-Convenience, Jio-bp) and Kedar Apte (CMO, Jio-bp) at the inauguration of WBC.



Left to right: Sandeep Sangwan (Castrol India MD), Michelle Jou (SVP, Castrol) and Harish C. Mehta (CEO, Jio-bp) at the WBC

WBC at Sanpada



Inauguration of Jio-bp pulse Station at Pune Airport

Jio-bp Pulse inaugurated its electric vehicle (EV) charging station at Pune airport on 25th November, 2022. The first floor charging station was inaugurated by Anil Kumar Gupta (ED, Airports Authority of India) and his team. The second floor was inaugurated by Vadana Chavan (Member of Parliament) and Sunil Tingare (Member of the Legislative Assembly)

The charging station is at Aeromall Multilevel car park, Pune Airport. In this state of the art facility, customers can quickly charge their vehicles with four fast chargers. This is one amongst numerous EV charging stations established by Jio bp across India. The occasion was also graced by Jyotiraditya Madhavrao Scindia (Union Minister of Civil Aviation), who had inaugurated the entire facility where the EV stations are located.



Vadana Chavan (Member of Parliament) and Sunil Tingare (Member of the Legislative Assembly) at the inauguration ceremony.



Anil Kumar Gupta (ED, Airports Authority of India) and his team along with Jio-bp pulse team

The Venue



ASR Immersion Program 2022-23



Area sales representatives (ASR) are vital resources responsible for getting the work done in retail outlets (RO). Learning and development team under the guidance of National Sales Head, Dhruva Chandrie devised a blended learning program for enhancement of their vision.

Subject matter experts from Retail Operations, HSE (health, safety and environment), Channel Management, FC&A (finance and accounts) and Maintenance and Reliability conducted knowledge sharing sessions at Reliance Corporate Park (RCP). Renowned faculty, associated with Jio Institute, conducted a session on importance of Data Analytics for decision making which was highly appreciated.

The participants were also taken on a guided campus tour of RCP, digitally enabled Jio Institute at Ulwe and the magnificent Jio World Centre at BKC.

Jio-bp Chairman Sarthak Behuria, Chief Executive Officer Harish C. Mehta and Chief Financial Officer Kartikeya Dube interacted with the group followed by dinner. We also had Human Resources (HR) connect session on the final day which helped the participants share their points and engage better.

We have planned similar batches every fortnight to cover all ASRs across India. Their enthusiasm and wonderful takeaways are our driving forces.

"We are feeling on top of the world and shall go back with renewed vigor."

- ASR participant of the pilot batch of Immersion Program

air bp-Jio wins two new airline contracts

Pradhaan Air Express nicknamed Pehalwan is a cargo airline of India operating currently with one A320 P2F (Passenger to Freight) aircraft. The airline plans to expand the fleet to four aircrafts by 2023. It operated its first commercial international flight on 10-Oct-2022, with the launch of Delhi-Hanoi cargo service which was fuelled by air bp-Jio at Delhi.

Big Charter Services, operating scheduled flights under the brand name Flybig, commenced operations in conjunction with the Government of India's UDAN



initiative. Flybig, India's newest friendly regional airline, provides connectivity to destinations that were hitherto not accessible by air. It mainly operates in Northeast and eastern region of India. We are happy to share that air bp-Jio is now fuelling them at two of their major hubs- Guwahati and Kolkata.



Citroën India signs strategic EV charging partnership with Jio-bp

Citroën India has announced a strategic partnership with Jio-bp to build EV infrastructure and services across its network. Jio-bp will install DC fast chargers across Citroën's key dealership network and workshops across the country in phases. These chargers will also be open to the entire universe of EV car customers to help boost EV adoption among consumers.

What does this partnership entail?

With the New Citroën ë-C3 All Electric scheduled for launch in Q1 2023, this partnership will ensure Jio-bp's charging infrastructure network is accessible via the My Citroën Connect app.

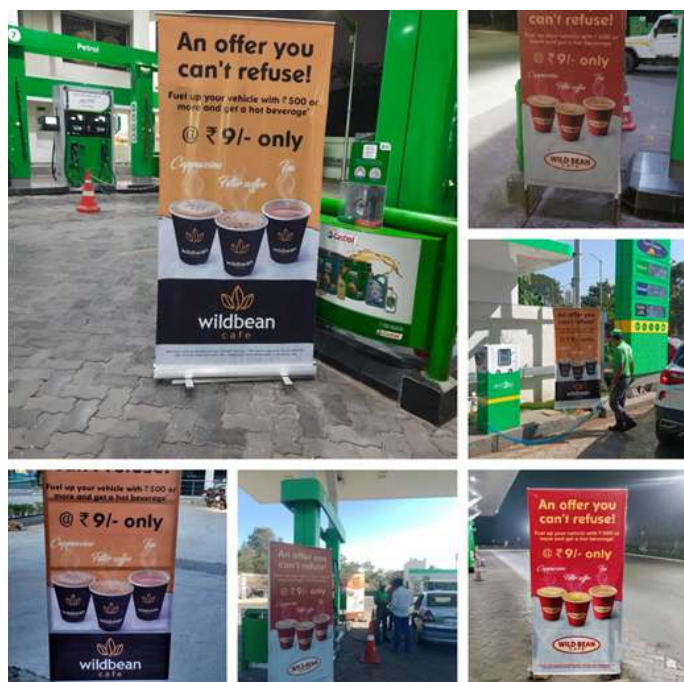
- New partnership will focus on the development of EV charging infrastructure & services
- With new Citroën ë-C3 all electric launch planned in Q1 2023, EV fast charging facility powered by Jio-bp pulse will be available across key Citroën dealerships across India

Convenience Sales Campaign

Christmas and New Years is the time when most families are out travelling. With this insight, our convenience team designed an offer to attract more conversion from fuel to shop. The event was executed by our state team across all stores and witnessed great customer engagement.

How well was the scheme received?

6000 additional customers tried our coffee within 7 days and customer transaction grew by 104%. We are glad to share that even after the holidays, our sales and transactions are consistently growing across all stores.



Aviation Leadership Conference



Our aviation team got together for three days in Goa with the theme 'Engage, Collaborate & Celebrate'. With the significant changes that have happened in our business, it was critical to get everybody on the same page. The conference saw all the site team leaders and the HO teams come together – to take stock of where we are and how we can play to win.



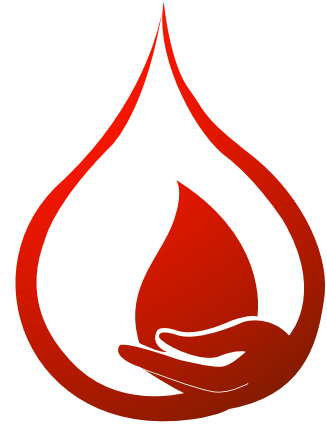
The conference opened with informal interactions of the team with the guest of honor, Jio-bp CEO, Harish C Mehta. This was a no holds barred conversation that ranged from business topics to personal growth. Our CEO's open-hearted communication style was a hit and set the tone for the conference, leaving the delegates in high spirits. Later, in his keynote address, our CEO wove a picture of the progress the company has made, the challenges facing the business, and the role each of the team members in Aviation to boost the business.

The CEO and a small team also visited Goa AFS while other delegates underwent a full-day session on "Being an effective leader' by the air bp training team from Dubai. The next day saw short bursts of sessions by the technical and functional leads on what has changed and setting clear expectations on how we can move forward. The final day was an on-site day where the delegates were taken to the Goa AFS and put to practice what they listened and learnt – carrying out effective task observations, critical barrier checks, tank truck inspections amongst others.

Every drop counts: **DONATE BLOOD**

“

This is one of the most invaluable donations that one can make towards the society ”



--**Harish C. Mehta**, CEO, Jio-bp

Marking the birth anniversary of RIL's Founder Chairman, Shri Dhirubhai Ambani, a blood donation camp was organised at Reliance Corporate Park on 28 December 2022.

Our CEO, Harish C. Mehta participated in the noble cause and donated blood.

During the pandemic the world has appreciated the importance of empathy like never before. As an organization, Jio-bp believes in standing by its people and our CEO exhibited leadership by example by contributing to this noble cause.

This encourages all of us to contribute in our ways for the betterment of the lives of the people around.





KRISHNA PENDYALA



In an exclusive interview with our Mobile Fuelling Head, Krishna Pendyala, we explore his leadership style, fitness mantra, favourite books and much more.

How would you describe your leadership style?

Communication is one of my key strengths. I lead by facilitating open communication and try hearing the voice of every team member.

I also encourage experimentation, creativity and encourage individuals to grow learn and contribute beyond attributed job role. This gives me an opportunity to assess strengths of other team members and allows for their individual growth.

I believe in protecting personal dignity of individuals keeping dialogues, whether in person or in a forum, respectful.

Important leadership lesson that you have learnt (and from who)?

Leaders need strong, clear messaging to get the results they want. Learn the needs and motivations of your key stake holders. Determine how to better position your message to reach the desired actions and results.

I am inspired a lot by MS Dhoni. He encouraged a lot of young cricketers in the team to give their best by giving them opportunities in difficult situations and clearly communicating them the task at hand. He also led by example in difficult situations which I truly look to emulate.

What are your views on time

management?

No matter how we slice it, there are only 24 hours in a day. Time is a finite source and it's up to us to make most of it.

The importance of time management comes down to how much it impacts our personal and professional life.

Excellent time management allows us to create a healthy work life balance. It allows us to achieve our goals faster and with low stress levels without getting overwhelmed.

I believe good time management allows us to stay motivated at work, enjoy time with family thus improving quality of life.

What are your views on work life balance and what do you like doing when you are not working?

In this fast-paced competitive world, it is important to slice out time for our individual and personal needs. A good work life balance is a recipe for a healthy way of living.

Though it is easier said than done, I strive to carve out time for my family - with short holidays (mostly into nature trails and religious places) and spending time together during festivals. I also have a daily routine of meditation and Surya Namaskar for 30 minutes that gives me a sense of inner peace.

What is your fitness mantra?

I have a passion for fitness with active participation in badminton tournaments, running marathons (21K) and cycling. Waking up daily at 5am for

my fitness regimen has given me a sense of discipline and purpose.

What do you like to read?

I like reading books on spirituality.

I am influenced by books written by Swami Paramhansa Yogananda (Man's eternal Quest / Divine romance / Autobiography of a Yogi), Sri M (Apprentice to a Himalayan Master / On Meditation / Shunya). The essence of spirituality that I learnt from these books is to have a compassionate heart and helping the needy.

What are your favourite movies or TV shows.

Hailing from Andhra, I have to be a big movie buff. I enjoy watching action and crime thrillers - be it Hindi or Telugu movies. Watching movies in theatres used to be a big event but post COVID this has now toned down with OTTs becoming a popular platform.

My all time favourite movie is Sholay. Apart from the iconic dialogues like "kitne aadmi the" or "tera kya hoga Sambha", all the characters in this movie are so etched in my memory that I don't miss a chance to see this movie all over again whenever they play it on some TV channel.

What advice would you give to young professionals?

My advice to young people is to invest time in learning new skills, be relevant to current and future needs. This is what will separate men from boys and allow you to be professionally successful. Also, a fertile mind needs a fit body. Invest on your health and ensure you have a good fitness regimen.

tales that **INSPIRE!**

TMM – THE POSSIBLE DREAM

Tata Mumbai Marathon (TMM) is amongst the top 10 marathons in the world and has truly put India on the global map of distance running. It is indeed inspiring to witness considerable participation from Jio-bp in this prestigious run. Here are some such tales that inspire.



SUDESH SALIAN
FLEET SERVICES

“For a runner the New Year starts with palpable excitement, anticipation and nervous energy around participating in the Tata Mumbai Marathon. This time around I ran for a cause, for a family member fighting bone marrow cancer. I also want to dedicate this accomplishment to my wife. I trained for six months and proudly completed 42.195 km in 4.23 hours under the banner of Team Reliance, R-Swasthya. My journey has been a testimony of improvement and belief.”

MANOJ WARATHE
BUSINESS DEVELOPMENT

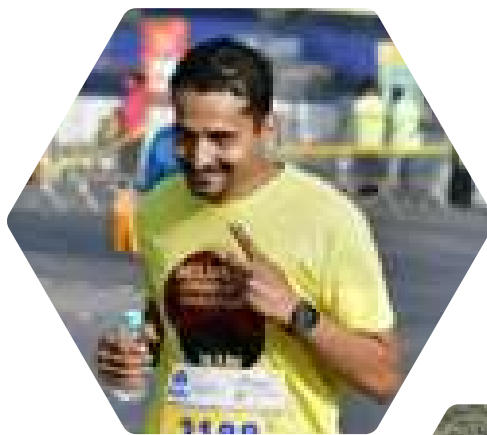
“It’s indeed a proud accomplishment to run 42.195 km at the Tata Mumbai Marathon for Jio-bp with 55,000 runners at the event. It’s my 3rd time in TMM and 15th International Marathon Medal including Amsterdam Marathon.”





ABHISHEK S PATIL
PURCHASE & CONTRACTS

"We should never try to prove anything to the world but only to ourselves. So my journey of getting fit began by trying to make my body fitter and becoming a healthier version of myself. I am running since 2017 and participating in TMM is always an overwhelming experience. I completed 42.195 km in 4.5 hours. My motto is to run for the good."

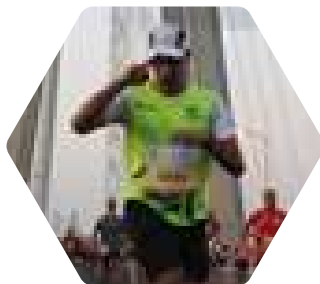


SURAJ DHRUV
ADVANCED MOBILITY

"It was a great experience to be finisher of half Tata Mumbai Marathon representing Reliance corporate team."

**"I TRAINED FOR
SIX MONTHS
AND PROUDLY
COMPLETED
42.195 KM
IN 4.23
HOURS UNDER
THE BANNER OF
TEAM RELIANCE,
R-SWASTHYA."**

SUDESH SALIAN
FLEET SERVICES



DURGESH KASHYAP
CHIEF OF STAFF

"With weather gods relenting for a change, this was a very surreal TMM. It's always a pleasure to participate in this marquee event of the Indian running circuit. This is my 14th participation and I completed 42.195 km in 4.5 hours."

VIVEK P GUPTA
ADVANCED MOBILITY

"A memorable milestone added as I completed my first half Tata Mumbai Marathon 21.2 km. It's a dream for any fitness enthusiast. I am grateful to my mentors."



Jio-bp sports week UPDATE

Sports bring out the best spirit in us and infuses fun to the day to day work environment. It allows for healthy competition and boosts productivity and concentration too. With that in mind, Jio-bp human resources team had organized sports week from 16 - 20 January 2023 for all the head office based employees.

The tournaments included badminton, table tennis, carrom, chess and cricket. It was overwhelming to witness the enthusiastic participation by both men and women. Box cricket had 20 teams competing with each other, which was indeed incredible.

Following is the list winners:

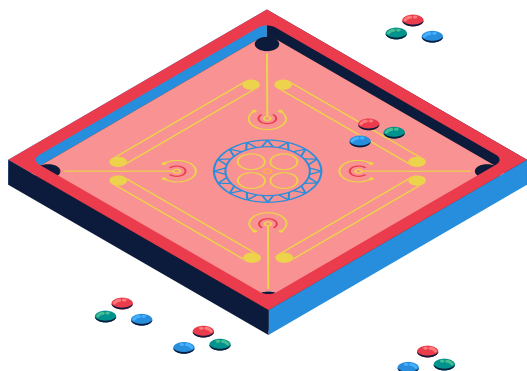


BADMINTON

EVENT	WINNER	RUNNER UP
Men's Singles	Rushit Pandya	Rupanka Bharali
Men's Doubles	Shobhit Chaudhary and Sun Basumatry	Jahangir shah and Laxmikant Bugade
Mixed Doubles	Harsh Shah and Priyanka Danave	Jahangir Shah and Vaishali Rana



CARROM



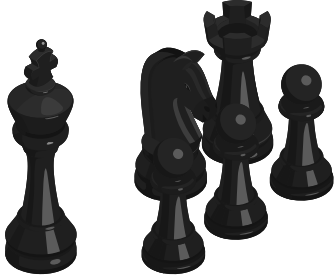
EVENT	WINNER	RUNNER UP
Women's Singles	Salini Sahu	Sakshi Wagh
Women's Doubles	Sakshi Wagh and Pradnya Soni	Salini Sahu and Payal Ranjane
Men's Singles	Shamim Siddique	Deepak Kathiriya
Men's Doubles	Shamim Siddique and Deepak Kathiriya	Aniket Warik and Mandar Dhuri

TABLE TENNIS

EVENT	WINNER	RUNNER UP
Women's Singles	Pradhya Soni	Priyanka Davane
Men's Singles	Shobhit Chaudhary	Deep Bhowmik
Men's Doubles	Shobhit Chaudhary and Deep Bhowmik	Aniket Warik and Abhijit Suryavanshi



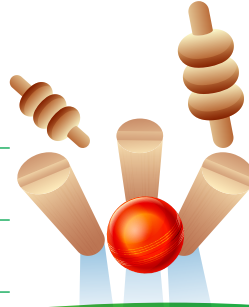
CHESS



EVENT	WINNER	RUNNER UP
Women	Payal Ranjane	Maneesha Naik
Men	Piyush Rathi	Rohit Johri

CRICKET

WINNER	RUNNER UP	2 ND RUNNER UP
Fast and Furious	Lagaan	Royal Digital



MANY CONGRATULATIONS TO THE WINNERS

Chess genius



Carrom Fun



Cricketing Madness



Badminton Enthusiasm



Table Tennis Passion



Winners

of the _____
festive rewind
CONTEST

DURGESH KASHYAP
CHIEF OF STAFF



SHUBHAM MISHRA
BUSINESS DEVELOPMENT



AMAR JHA
ADVANCED MOBILITY

[Click here](#) to rate our newsletter

Hope you enjoyed reading the newsletter. We welcome your feedback, thoughts, contributions, and ideas. Please write to us at corporate.communications@jjobp.com.

All contributions will be reviewed and selected by the editorial team. STRICTLY FOR INTERNAL CIRCULATION ONLY.