

BRIEF RESUME OF DR. U.D. CHOUBEY

1. Name: **(Dr.) UPENDRA DUTTA CHOUBEY**
2. Father's Name: **LATE RAMA DUTTA CHOUBEY**
3. Date of Birth: 18.07.1949
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7. Whether belonging to SC/ST/OBC: NO
8. Educational Qualifications (In reverse chronological order upto the level of Graduation.

Name of University / Institution	Degree
Patna University	M.Sc. (Gold Medalist)
Indian Institute of Mines, Dhanbad	Ph.D. (Hydrocarbon)
Indian Institute of Business Management, Patna	MBA
University of Delhi	LL.B.
Indian Institute of Business Management	Honorary Ph.D. in Management

9. Employment Record for the last ten years (In chronological order starting with present post, list in reverse).

Sl. No	Designation and Place of posting	Organisa-tion	Nature of duties	From	To
1.	Director General	SCOPE	Management	01.08.2009	Present
i.	Chairman & Managing Director, New Delhi.	GAIL	Management	01.02.2007	31.07.2009
ii.	Director (Marketing) New Delhi.	GAIL	Marketing Management	06.05.2004	31.01.2007
iii.	Officer on Special Duty, New Delhi.	GAIL	Marketing Management	15.03.2004	05.05.2004
iv.	Executive Director (GAILTEL), Noida.	GAIL	Management	01.04.2003	14.03.2004
v.	General Manager (Marketing), New Delhi.	GAIL	Marketing Management	01.07.1999	31.03.2003

- More than 37 years of experience in Public Sector Enterprises
- Exceptionally high qualifications viz.:
 - M.Sc. (Chemistry), 1971, Patna University, Gold Medalist, 1st Class 1st in the University.
 - MBA with specialization in Marketing, 1981, Indian Institute of Business Management, Patna.
 - Ph.D. (Hydrocarbons derived from Coal and Petroleum), 1983, Indian School of Mines, Dhanbad.
 - Diploma in System Design Distribution in Engineering, 1989, Congas, Toronto, Canada.
 - Bachelor of Law (LLB), 1993, University of Delhi.
- Attended two highly rated training programmes at:
 - (i) Stanford Graduate School of Business, USA; and
 - (ii) ISB School of Business, Hyderabad.

Papers presented and Books Authored:

- Has represented country at various forums. Also presented papers at various national and international conferences.
- Authored “Text Book on Natural Gas”.

Awards and Honours:

- Distinguished Fellowship Award of the Institute of Directors, Delhi.
- Fellow in Management award conferred by Indian Institute of Business Management, Patna.
- Lifetime Achievement Award conferred by the Amity International Business School, Amity University.

Salient features of Job responsibilities & achievements

(i) As Chairman & Managing Director, GAIL:

- First task was to assemble the GAIL team together, motivate them and drive them to a vision for a shared growth future for GAIL. As CMD, steered the company forward by bringing a number of new and ambitious projects for the company.
- Re-aligned the organizational priorities and focused on the task of preparing its human capital for the new phase of competition and increasing globalization
- Devised a multi-pronged strategy for the company to consolidate and improve its existing strengths to achieve higher levels of performance and profitability. Simultaneously, took forward its growth potential by identifying newer areas of diversification, through strategic alliances, both at a national and global level.
- Created a detailed blue-print for GAIL to be a company with revenues of more than Rs 50,000 Crores by 2011-12 from the revenue level of Rs 16,047 Crores in 2006-07. The Roadmap for achieving those goal identified key strategic planks which would be the present and future drivers for the growth of GAIL, both domestically and internationally.

- Spearheaded and successfully launched a series of initiatives, spanning various critical aspects across all disciplines of the Company. These initiatives were targeted across both the short term and long term perspectives and have started yielding tangible results.
- Initiated a series of dialogues for expansion across the world in the areas of Transnational trunk pipelines, City Gas Distribution projects, gas based Petrochemicals in gas rich countries and LPG processing plants
- Developed concrete plans to expand GAIL's presence in Petrochemicals business within and outside the country through a series of projects including BCPL, Assam, Vizag Petrochemical plant, as well as two plants outside India in Russia/CIS countries and Middle East etc.
- Leveraging GAIL's incumbent status to secure Long Term marketing rights for a major share of domestic gas finds, LNG and gas from cross border pipeline into India.
- Sign Cooperation MoUs with new domestic producers and form Joint Working Groups to work together to expand the gas transmission infrastructure in India as well as for business expansion.
- Institutionalize comprehensive regulatory management strategies in the company.
- Enter gas retailing business by tying-in with gas producers and using GAIL's strengths in gas retailing to form such ventures.
- Improve consumer focus of the human talent by training and foster a competitive and motivating environment within the company to be on the cutting edge.
- Build and protect and market share in core business area of gas transmission, distribution and marketing.
- Enhance profitability and protect margins in current businesses.
- Integrate upstream , both domestically and internationally as well as buy-out small E&P companies to own sources of gas.
- Diversify downstream presence in the form of JVs with producers.

- Build a productive and performance oriented work culture within the organization and to motivate its people, train them to cultivate key skills, retain its HR talent and finally channelize them towards the desired organizational goals.
- Set up a consultancy profit centre.
- Horizontal integration into other promising energy avenues.
- Focus on R&D and innovation in natural gas, emerging/cost-effective technologies and alternative energy.

(ii) As Director (Marketing), GAIL:

- Marketing of Natural Gas and allied products viz. LPG, Propane, Pentane, SBP Solvent etc.
- Planning and development of business strategies for optimal utilization of natural gas in the country. Presently handling marketing of over 70 MMSCMD of Natural Gas, which is likely to go over 100 MMSCMD by the year 2009.
- GAIL's business strategies for LPG Marketing in the country (Under formulation).
- Negotiation & execution of Gas Sale-Purchase Agreements with Domestic Producers and MNCs.
- Development of business strategies for growth of the company in the liberalized economic environment.
- Development of marketing strategies in post APM era, where the new challenges were market determined pricing of gas, revision of transmission charges on Cost of Service basis, gas-to-gas competition, etc.
- Successfully tied-up the entire quantity of RLNG share of GAIL from Dahej LNG Terminal with consumers.
- Successful marketing of petrochemical products of GAIL.
- Formation of Joint Venture Companies for implementation of various City Distribution & CNG Projects.

- Sourcing of gas from domestic as well as international sources through pipelines and in the form of LNG to augment the availability of Natural Gas to fill the demand-supply gap.
 - Excellent performance of GAILTEL in putting up reliable OFC Network and bandwidth marketing.
 - Contributed to draft formulation of country's "Vision 2025 for Hydrocarbons".
 - Associated in policy formulation on "Regulatory Framework" in gas sector.
 - Represented GAIL as member of different Government delegations for discussions with counterparts in India and abroad.
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