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PITSTOP

Half Yearly Newsletter of MJL Bangladesh Limited

MJL Bangladesh Limited Wins Two Prestigious Awards in 2017

(GOLD Award) ICSB National Award 2016

Top Taxpayers' Award 2016-17

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Chief Executive Officer

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Chief Technology Officer

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Syed Ghulam Dastagir
Head of Brands & Market Communications

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Assistant Manager - Market Communications

Message from the Chief Executive Officer

M. Mukul Hossain

Welcome to the January 2018 edition of our half yearly newsletter-PITSTOP. 2017 has been an exciting and eventful year for us.

We, at MJL Bangladesh Limited, are solely focused on the growth of this country on an economic and social scales. This year we received recognition for our efforts and we were awarded with the prestigious award known as "**Best Taxpayer's Award**" being the 4th highest taxpayer among "Other Categories" in the country for the fiscal year 2016-2017. This award signifies the values, beliefs and traditions with which we initially set out on. Our company has also been awarded with the "**4th ICSB National award**" as a result of excellence in corporate governance in 2016 under the 'Fuel and Power Companies' category on the basis of our 2016-2017 annual report. This is the second time we have been awarded with this award; we previously won it for 2014. Our aim as a Lubricant Solutions company is to set an example for all other companies in the field we operate in while maintaining the regulatory standards that resonates with our vision and philosophy.

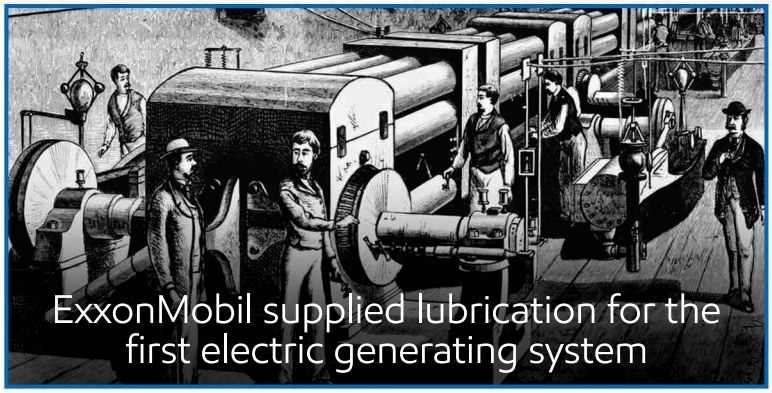
The 19th annual general meeting of MJLBL took place at (KIB) on December 24, 2017. All the board members along with senior management were present at the meeting. The annual revenue for the year ended June 30, 2017 was BDT 8,079 million with a profit of BDT 1,985. The shareholders were given Cash Dividends at 45% of the total profit. The meeting proved to be an effective one with participation from all the senior partners of the company.

Two of our very own, Mr. Syed Ghulam Dastagir, Head of Brand and Market Communications, and Mr. Wahiduzzaman, Assistant General Manager were awarded by ExxonMobil with the Performance recognition award in 2017, both of them were awarded for their immense contributions in their respective departments.

As part of our regular team building and bonding exercise, MJLBL participated in an International T20 Cricket League which is known as **LMS Dhaka** (LastManStands.com) under the name Mobil-MJL Thunder. MJL Thunder played in the Dhaka League 3 and had a decent tournament with 2 of our batsmen being amongst the top performers of the league.

We look forward to the new challenges coming our way in the year 2018. Our aim will be to continue to move forward with the highest quality products and services for our consumers. We hope to achieve more and beyond in the future with this continuous journey of excellence.

Did you know?



Source: ExxonMobil

A Continuous Journey of Excellence

MJL Bangladesh Limited Wins Two Prestigious Awards in 2017

MJL Bangladesh Limited (MJLBL) has been bestowed with the prestigious 'Best Taxpayer Award' for fiscal 2016-17 in a gala ceremony which was organized at NBR Building, Sher-e-Bangla Nagar, Dhaka, on the 8th November 2017. The ceremony witnessed the august presence of Mr. Abul Maal Abdul Muhith, Honorable Finance Minister; Mr. M.A. Mannan, State Minister for Finance and Planning; Mr. Abdur Razzak, Chairman of Parliamentary Standing Committee for Finance and Mr. Md. Nojibur Rahman, Chairman of NBR. MJL Bangladesh Limited as an enterprise which is committed to the economic growth and social development of Bangladesh, is proud of the fact that the humble efforts have been recognized by the country.

The CEO, Mr. M. Mukul Hossain on behalf of MJL Bangladesh Limited, was conferred the accolade with a magnificent Crest, and the exalted Tax Card that declared the company to be the 'Fourth Highest Taxpayer' in the 'Other category'.

Through this award, the admiration from the Government depicts the significant contributions of MJL Bangladesh Limited to the national exchequer, besides exemplary compliance across all facets of the business. The award also represented the ultimate recognition of the relentless focus on upholding the company's values, beliefs and philosophies in doing good and operating the business to the highest levels of trust, transparency, values and ethics.

On behalf of MJL Bangladesh Limited, M. Mukul Hossain, CEO (Right) receiving Top Taxpayers' Award 2016-17 for being the 4th Highest Taxpayer in 'Other' Category

MJL Bangladesh Limited also won the prestigious '4th ICSB National Award for Corporate Governance Excellence, 2016' in the Engineering, Fuel & Power Companies category. This is the second time that the Company has been conferred with this prominent award, having been bestowed with the '2nd ICSB National Award for Corporate Governance Excellence' under the Fuel and Power category in 2014.

The Institute of Chartered Secretaries of Bangladesh (ICSB) introduced the Corporate Governance Excellence Award in 2014, representing the first such instance and an active encouragement to companies to embrace the highest standards of governance. Instituted under different categories, the awards are conferred to deserving companies on the basis of comprehensive evaluation done by independent technical committees. The jury board is presided by the country's eminent persona who review the recommendations of the technical committees before making the final judgment.

Importantly, the basis of the company's evaluation was anchored on its Annual Report, 2015-16.

At MJL Bangladesh Limited, this award represents a validation of the quest for excellence in everything MJLBL does. As a premier lubricant solutions-driven enterprise with a large and growing customer base, MJLBL considers it to be its responsibility to set a benchmark in adhering to the highest standards of governance, as stipulated by the regulatory authorities, and to consistently update our practices in line with the evolving requirements that are expected. This company's Board of Directors enriched with diverse and robust experience, helms and oversees the governance practices, while also providing a broad direction to its efforts. With the spirit of compliance embedded into the culture of the organization, each of the team members are cognizant of their responsibilities which together ensure that it observes, documents and reports compliance – embracing the law in both letter and spirit. With such culture and commitment, MJLBL reaffirms its pledge to making corporate governance an integral part of its business.

On behalf of MJL Bangladesh Limited, M. Mukul Hossain, CEO (Right) receiving ICSB National Award 2016 for Corporate Governance Excellence (Gold Award) in the Engineering, Fuel & Power Companies Category

MJL Bangladesh Limited holds 19th Annual General Meeting

The 19th Annual General Meeting of MJL Bangladesh Limited (MJLBL) was held on December 24, 2017 at 11am at Auditorium of Krishibid Institution Bangladesh (KIB), Dhaka. The high officials of MJLBL including a large number of shareholders attended the meeting.

The meeting was presided over by Mr. Nazimuddin Chowdhury, Chairman, MJLBL. The Managing Director, Mr. Azam J Chowdhury along with the Directors of MJLBL, Mr. Abdul–Muyeed Chowdhury, Mr. Md. Aminur Rahman, Mr. Md. Quamrul Hasan, Mr. Tanjil Chowdhury; Independent Director, Dr. Mohammad Tamim attended the meeting. CEO, CFO, Company Secretary of MJLBL and shareholders also attended the meeting.

The Chairman informed that, the total revenue of the company for the period of 12 months which ended on June 30, 2017 was BDT 8,079 million and BDT 1,985 million earned as net profit. Finally, the shareholders were approved 45% Cash Dividend. The meeting was concluded by the active participation, discussion and appreciation of the company Board of Directors and shareholders.

Mr. Nazimuddin Chowdhury, Chairman of MJL Bangladesh Limited, presided over the company's 19th AGM in presence of Mr. Azam J Chowdhury, Managing Director, MJL Bangladesh Limited, other directors and shareholders of the company

MJL Bangladesh Limited's employees win ExxonMobil's Performance Recognition Award 2017

To recognize and reward outstanding high-performers among the Distributors/Alliance Partners of Asia Pacific region, ExxonMobil awarded two employees of MJL Bangladesh Limited with the Performance Recognition Award 2017. ExxonMobil has been organizing the Performance Recognition Award annually for the last 7 years.

The MJL Bangladesh Limited's employees won in two different categories:

- Distributor Field Marketing Coordinator (1 winner selected by ExxonMobil jury);
- Distributor Sales Representatives or Distributor Lube Engineers (14 winners from the 14 Distributors nominated by themselves)

For 2017, Syed Ghulam Dastagir, Head of Brand & Market Communications of MJL Bangladesh Limited won the award in the Distributor Field Marketing Coordinator category which was one of the toughest award to receive, as only one winner is selected in this category by ExxonMobil in the whole of Asia Pacific. He was responsible for managing the end-to-end 360 degree marketing campaign for the new packaging change (PEP) for Mobil lubricants. Supported by LOBP department and Field Marketing department, Mr. Dastagir along with his talented brand department members managed the largest marketing campaign in the lubricant industry's history which facilitated a smooth transition from old to new packs without any dissatisfaction from the consumers.

Md. Wahiduzzaman, Assistant General Manager (Sales) of MJL Bangladesh Limited was also among the 14 winners of the award in Distributor Sales Representative category. He won the award for his outstanding sales performance. His dedication and high volume achievement to the regional sales of Mobil lubricants won him this award.

The winners were awarded with beautiful crest, exclusive passes to the Grand Stand of the Singapore Grand Prix 2017 and some entertaining team building exercises.

Success story of MJL Lube Oil Blending Plant (LOBP)

In 2017 LOBP team had set up a millstone by achieving an outstanding score 3.8 out of 4 in both QP&G and 3PIMS audits conducted by ExxonMobil Global Auditors from November 5 to 9. As part of continuous improvement and quality management, MJLBL continues to maintain world class standards in the total process of the production and distribution. MJLBL's LOBP has been earning one of the best audit scores from the auditors among other similar plants of ExxonMobil.

Mr. M Mukul Hossain, CEO, MJLBL; Mr. Salah Uddin, GM, MJLBL; Mr. Akram Hoque, Head of QA/QC-Lab, MJLBL and the auditors & representative of ExxonMobil: Mr. Vitaly Aizenberg, Advanced Scientific Associate, ExxonMobil Biomedical Sciences; Ms. Pornsawan Boonmalison, Brand and Product Integrity Systems Compliance Advisor, ExxonMobil and Ms. Chin Tai Fung,Alliance Technical Advisor, EMRE Lubricants Technology, ExxonMobil Asia Pacific Pte Ltd, Singapore are seen in the picture

Members of the MJL Bangladesh Limited's LOBP team seen celebrating after another QP&G and 3PIMS audits conducted by ExxonMobil Global Auditors

Road Shows & Customer Clinic Programs

Road Shows, Customer Clinics and Technical Seminars were arranged for the channel partners (dealers, distributors, wholesalers, etc.) of MJL Bangladesh Limited. Senior officials of MJL Bangladesh Limited shared comprehensive presentations to promote the various aspects of MJLBL products to the audiences, followed by a question answer session.

Senior officials and members of East Coast Group and MJL Bangladesh Limited were present with the participants of a Road Show Program in Dhaka

Mr. Md. Mahbub Alam, Executive-S&M conducting a session in Customer Clinic program in Sylhet

Mr. Md. Wahiduzzaman, AGM, S&M are conducting Road Show Programs in Bogura

Mr. Ahmed Sheeper Khan Chowdhury, AGM-S&M is seen conducting a Road Show program in Jessore Territory

Divisional Lube Oil Conference 2017 (Khulna)

Divisional Lube Oil Conference was conducted by Jamuna Oil Company Limited (JOCL) and MJL Bangladesh Limited (MJLBL) in Khulna on October 28, 2017. Along with key personnel of both organizations, 200 wholesalers of JOCL and 70 engineers from Bangladesh Power Development Board were present in the conference.

Mr. Ahmed Noor, Deputy General Manager (Sales), JOCL delivering his speech in the conference

Mr. M Mukul Hossain, CEO, MJLBL is sharing his experience with the audiences in the conference

One valuable customer of both JOCL and MJLBL is sharing his thoughts with everyone

JOCL Dinner with Power-Plant Customer, Khulna (Oct'17)

Lube Change Center Activation

Lube Change Center activation is a regular event organized by the Field Marketing Team of MJLBL where they encourage partner Lube Change Centers (LCC), workshops and mechanics to use and recommend Mobil products to their customers. This year too the response was very good from the partner workshops and mechanics.

Mobil Delvac Super 1400 Activation in LCC across the country

Building Construction Project Signing Ceremonies

MJL Bangladesh Limited has signed agreement with Tritech ACMV Engineering Company (for central air conditioning system), Xebec Trading Services (for fire protection & detection system and building management system) and Archaic Architects Limited (for interior design) for Mobil House Dhaka Project.

Signing between MJL Bangladesh Limited and Tritech ACMV Engineering Company for Mobil House (Headquarter) project

Signing between MJL Bangladesh Limited and Xebec Trading Services for Mobil House (Headquarter) project

Signing between MJL Bangladesh Limited and Archaic Architects Ltd. for the Mobil House project

CSR

Free Health Camp

A one day free health camp was organized by MJL Bangladesh Limited at the NDE Ready Mix Concrete Ltd. factory premises for the staff members and workers of the factory. The camp was attended by four specialist doctors who consulted more than 180 people on that day and also gave away complementary medicine for the patients.

Free Health Camp at Ashulia Plant, NDE Ready Mix Concrete Ltd.

Flood Relief

MJL Bangladesh Limited distributed relief to flood affected people in North Bengal.

Mr. Md. Wahiduzzaman, AGM- Sales & Marketing, and Mr. Md. Fazley Lohany, Asst. Manager – Sales & Marketing of Bogra & Rangpur Territory distributed relief to approximately eight hundred flood affected people at Lalmonirhaat and Bogra on July and August 2017

MJL Thunder cricket team participates in a global T20 cricket league in Bangladesh

As part of MJL Bangladesh Limited (MJLBL)'s team building and team bonding exercise, MJLBL for the first time participated in Last Man Stands (LMS) Dhaka - T20 Cricket League under the name Mobil - MJL Thunder.

LMS is a global 8-aside T20 cricket league played in 14 different countries. LMS Dhaka is the most popular weekend social cricket league in Bangladesh played by different corporate and social organizations. Former and present international cricketers like Mohammed Rafique, Mohammed Ashraful, Hannan Sarker, Darren Gough, Ian Harvey, Neil McKenzie, Mike Gatting, Albie Morkel, Justin Ontong, Quinton de Kock, Â Corey Colleymore, Jos Buttler, Adam Hollioake, and others participated in this competition in different parts of the world.

The tournament in Dhaka took place from November 2017-January 2018 and ware played in two different venues: Banani Wapda Field - Dhaka and Dhaka University Gymnasium Field.

Being newcomer to the tournament, Mobil - MJL Thunder played in the league three and had a formidable start to the tournament. Mofakkirul Islam Rafy and Morshed from Mobil - MJL Thunder became two of the top batsmen of the tournament. Mofakkirul ended up with a batting average of 42.

Back row from left: Ashraful Alam (Team Manager & Player), Mofakkirul Islam Rafy, Iftay Khairul Alam Chowdhury, Habibur Mursalin, Jabed Hasan, Syed Ghulam Dastagir (Captain), Bani Amin; Front row from left: Mahmud Hasan Ahamed, Morshed Alam (Guest Player & Wicket Keeper), Adnan Ibne Momin, Farhan Bin Razzaque, Imtiaz Rashid