



Welcome Note	1
News & Events	1
SHV Group Acquires Chevron's Indian Subsidiary	

Your Energy Feed	2
Sharing Success	3
HCEIPL: Enters the Indian Market	

From the Archive	4
Interesting Facts	4

Dear Reader,

"SUPER Gas Connects" was started with the objective to share latest updates with our business partners about global energy prices, news and events within SHV India and its customers & other useful information. We continue our effort in this direction and present the third issue of "SUPER Gas Connects".

We request you to continue to write to us your suggestions and comments at connect@supergas.com

Wishing you and your family a very Happy Holi, Gudi Padwa and Ugadi.

Kind Regards,

Marketing Team
SHV India

News & Events

SHV Group Acquires Chevron's Indian Subsidiary

SHV India announced the acquisition of Caltex Gas India Private Limited (CGIPL) in the beginning of the year 2010. Caltex Gas is a wholly owned Indian subsidiary of US based Chevron Group, engaged in import, storage, bottling and marketing of LPG with a turnover of about Rs.350 Crores.





"The decision to acquire Caltex Gas is a part of SHV's plans to grow its LPG business in India. It provides us foothold in key LPG markets in the Southern peninsula." said Mr. Ajay Kumar – CEO, SHV India.

"With this acquisition, we will also expand our geographical presence enabling us to meet the increasing demand from the commercial & industrial segments. We plan to launch innovative products and services in these new markets, thereby creating value for customers", he added.

Through this acquisition, SHV has acquired a LPG import terminal facility at Tuticorin in Tamil Nadu with an annual throughput capacity of 180,000 MT which will strengthen its LPG supplies in the country. Moreover



Addressing the media during press conference -
(from left) Mr. Tarun Kumar – CFO, Mr. Ajay Kumar – CEO and Mr. Suresh Bhalla – GM (Sales & Marketing)

SHV acquires a large domestic customer base, widespread franchisee network and a dedicated workforce of about 160 employees.

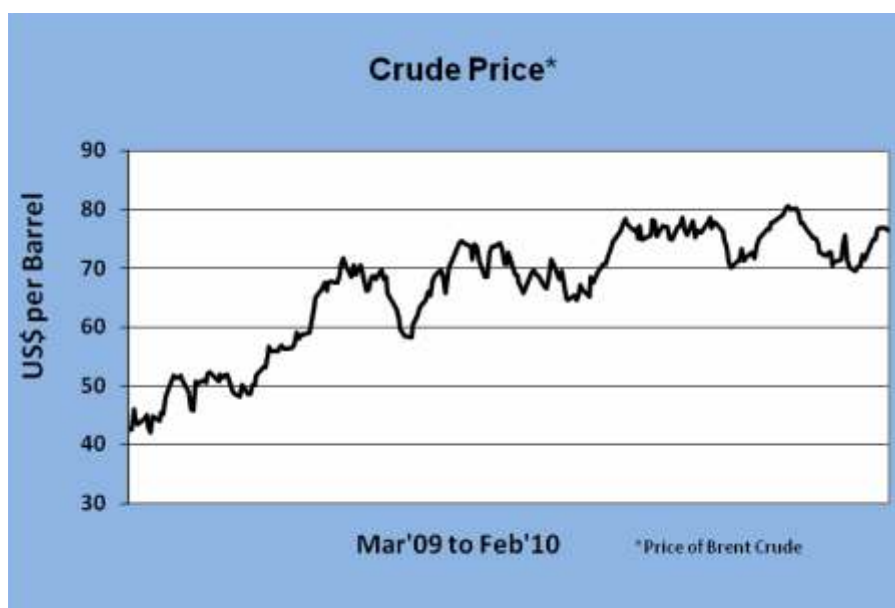
With its more than six decades of experience in global LPG markets, SHV is poised towards creating higher value to all its customers.

Your Energy Feed

The crude oil prices ranged between US \$70 to US \$80 per barrel mark in last 3-4 months. The crude oil prices had slipped down to US \$70 per barrel at the end of Jan and climbed gradually to around US \$78 per barrel in Feb'10.

The vacillating sentiments towards economic recoveries and the oil inventories have contributed to the trends as experienced in the recent trading of crude oil. Severe winters have been experienced in many parts of the world which lead to rise in demand of heating fuels.

Currently there are mixed indications on the Global economic recoveries as



various initiatives have been taken by US and China in their financial sector, for effective controls & management.

Various other economic indicators are leading to a gradual recovery and investors are looking at positive signs.



Based on the current economic scenario, it is estimated that the crude oil prices will experience lower volatility in comparison to last year price movements. The dollar has been relatively weak against other currencies which in the interim have pushed up the prices of crude. High crude prices has exerted sustained pressure on Indian economy.

The International LPG prices for last three months have been stable at a level of US\$ 730-735/MT. Experts are of the opinion that LPG would trade at lower levels based on the current economic fundamentals. LPG is likely to have a downward trend in the short term, as demand would remain stable post the severe winter worldwide and the current economic outlook.



The Government in its Union budget has announced an increase in the excise duty of petroleum products

leading to an increase in Petrol and Diesel prices in excess of Rs.2.50 per liter.

Sharing Success

HCEIPL: Enters the Indian Market

Hyundai Construction Equipment India Pvt. Ltd. (HCEIPL) recently entered in the construction equipment market in India. After commissioning its manufacturing facility at Pune, the company aspires to position Hyundai amongst the top construction equipment manufacturing company in near future. Here are the extracts from a discussion with Mr. Jaydeep V Sagare, Head – Material Procurement & Control

Please tell us something about Hyundai Construction Equipment

HCEIPL is a 100 % subsidiary of Hyundai Heavy Industries Co. Ltd. (HHI) Korea, a Global US \$21 Billion company. HHI is having major business interest in Construction Equipment, Shipbuilding, Engine and machinery, Offshore Engineering,

Plant and Engineering and Electro electric systems.

How has the company's journey so far?

We have commenced our full fledged operation in our newly constructed factory in Pune in Nov. 2008 and we are capturing about 8% of Market share in a span of 10 months of operations in India.

Given the recent economic slowdown in the manufacturing sector, what do you feel about the Industries present situation and its future?

The construction equipment industry has witnessed a growth of over 30% in the past seven years before recent economic slowdown ,However due to the recent financial crisis the \$3.1 billion industry has experienced a dip

in demand due to lack of finance and slowdown in infrastructure projects.

But despite this fact, this industry has a bright future since the government earmarked \$492 billion for infrastructure spending by 2011-12. The government has proposed to add 78,577 mw of power, develop more





than 4.2 Lakh km roads , 21,000 km railway lines, modernize and redevelop 38 airports and construct four major ports. Also, \$ 1,000 billion infrastructure and capital spend is planned in the next 8-10 years.

Hyundai Construction Equipment India has been associated with SUPER Gas since it began the business in India. What does this partnership mean to you?

Quality, Delivery, Technology & Price (QDTP) shall remain our essential criteria while establishing a business relation with our strategic business partners. We found SHV Energy to

be a good committed company on this ground while keeping us informed about their plans about continuous improvements. We experienced SHV Energy team's positive attitude & prompt response which shall certainly strengthen our association.

Where do you see HCEIPL in 5 years from now?

In coming 5 years from now, we would like to place Hyundai at top position in construction equipment industry in India with Market share of more than 30 % with No.1 product Support Company.



Mr. Jaydeep V Sagare

Head – Material Procurement & Control.

From the Archive



Winter 1962-1963

The bitter winter weather caused delays for vessels on the Rhine. In the photo you can see the barges carrying much-needed coal to Holland, ice-bound at St. Goarshausen, Germany.

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Interesting Facts

- Kangaroos cannot walk backwards.
- Non-dairy creamer is flammable.
- The first domain name ever registered was Symbolics.com.
- Venus is the only planet that rotates clockwise.
- The creator of the NIKE Swoosh symbol was paid only \$35 for the design.
- Penguins can convert salt water into fresh water.

Disclaimer: Information featured herein is for informative purpose only, hence no liability is assumed.

