



हिन्दुस्तान पेट्रोलियम कॉर्पोरेशन लिमिटेड

(भारत सरकार उपक्रम) रजिस्टर्ड ऑफिस : 17, जमशेदजी टाटा रोड, मुंबई - 400 020.

HINDUSTAN PETROLEUM CORPORATION LIMITED

(A GOVERNMENT OF INDIA ENTERPRISE) REGISTERED OFFICE : 17, JAMSHEDJI TATA ROAD, MUMBAI - 400 020.

17, जमशेदजी टाटा रोड, पोस्ट बॉक्स नं. - 11041, मुंबई - 400 020. दूरभाष - 2286 3900 • फॅक्स - 2287 2992 • ई-मेल : corphqo@hpcl.co.in
17, Jamshedji Tata Road, P. O. Box No. - 11041, Mumbai - 400 020. Tel. : 2286 3900 • Fax : 2287 2992 • e-mail : corphqo@hpcl.co.in
CIN No.: L23201MH1952GOI008858

Ref.: Co.Secy./VM/48/2016

February 22, 2016

Director – Investor Services & Listing,
The Bombay Stock Exchange Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001

Script Code : 500104

Sub.: Intimation regarding
Presentation to
Lenders (Banks)

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No. C/1, G-Block,
Bandra-Kurla Complex,
Bandra East,
Mumbai – 400 051

Script Name : HINDPETRO

Dear Sirs,

We are forwarding herewith copy of Presentation proposed to be made to the Lenders (Banks) for your information and records.

The same is also hosted on the website of our Corporation.

Thanking you,

Very truly yours,

Shrikant M. Bhosekar
Company Secretary



Hindustan Petroleum Corporation Limited

(A Fortune Global 500 Company)

US\$465 Million Syndicated Term Loan Facility

Bank Presentation - February 2016





Our History



1952

- Incorporation of Standard – Vacuum Refining Company (**StanVac**)

1955

- Incorporation of **Caltex Oil Refining**

1962

- StanVac operations taken over by **ESSO**

1974

- Takeover and merger of **ESSO** and Lube India into **HPCL**

1978

- Merger of Caltex with **HPCL**

1979

- Merger of Kosan Gas with **HPCL**





Global Rankings



Rank : 327



Rank : 133



Our Vision



“To be a **World Class Energy Company** known for **caring and delighting customers with high quality products and innovative services** across domestic & international markets with **aggressive growth and delivering superior financial performance.**”

The Company will be a model of Excellence in meeting Social commitment, Environment, Health & Safety and in employee welfare & relations”

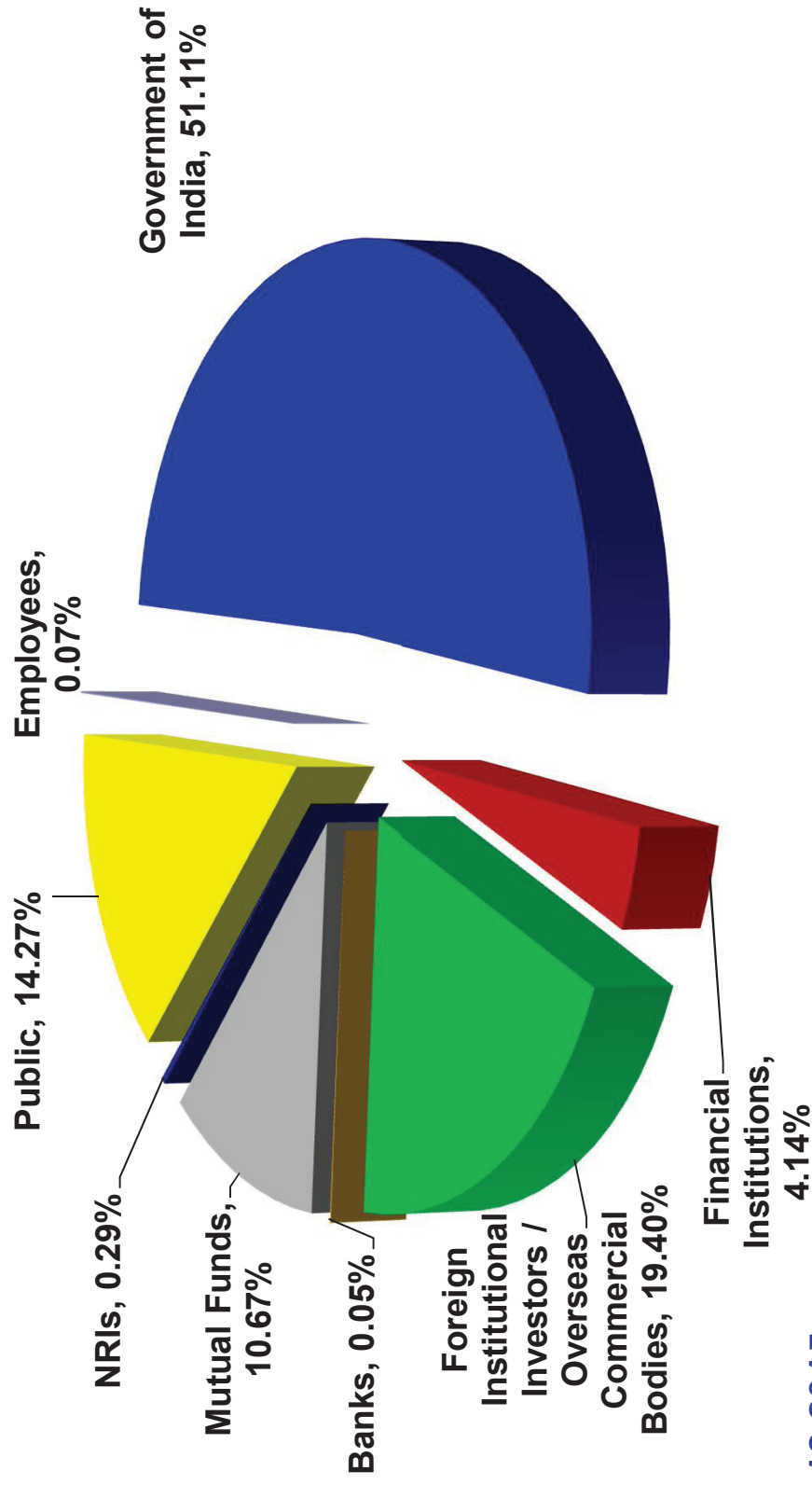
Vision Co-created by all employees



Shareholders' Profile



- Shareholders : **99,280** ▪ Share Capital : **US\$51.18 Million**
- No. of shares : **338.6 Million** ▪ Market Capitalization : **US\$4,279 Million**



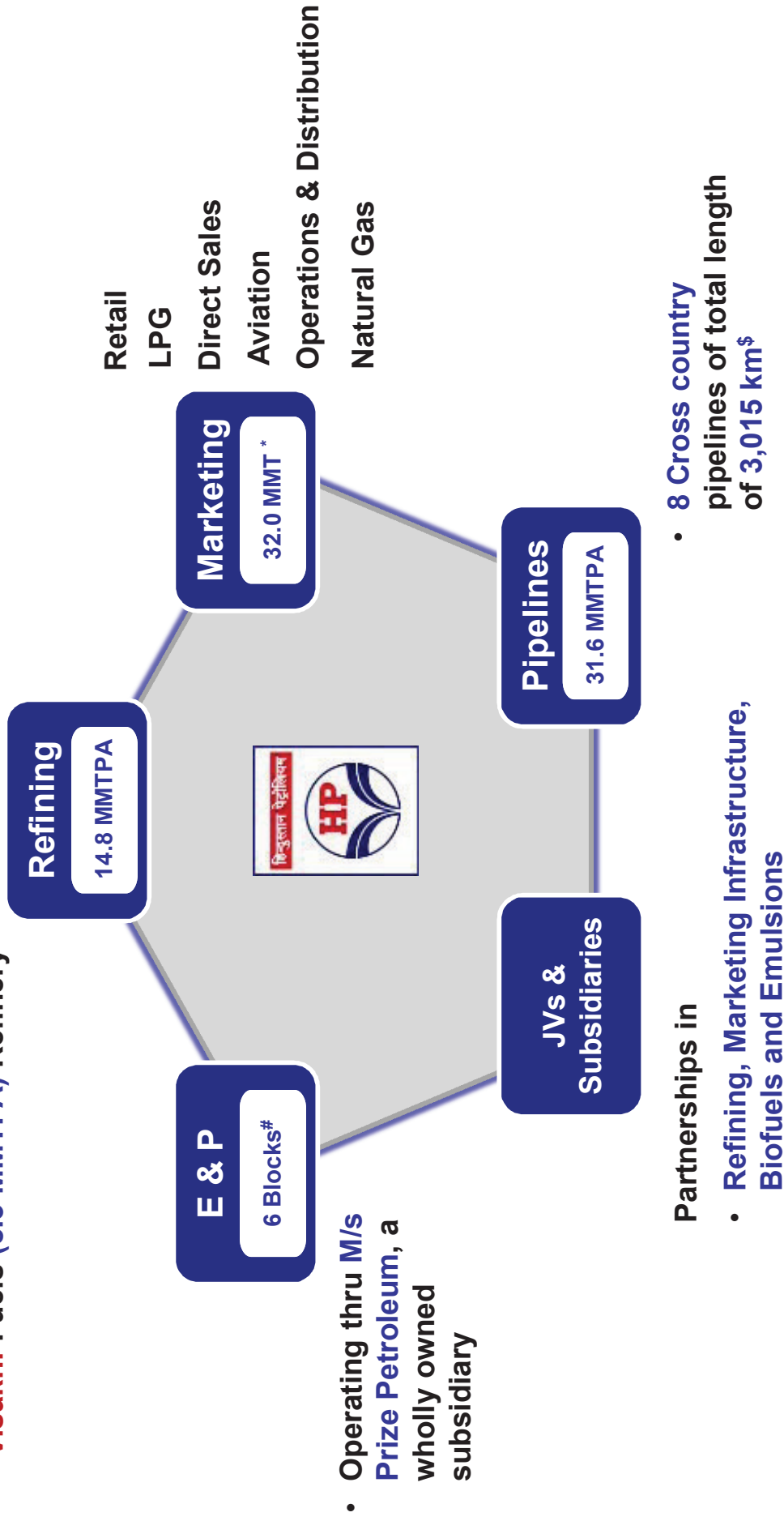
As of 31.12.2015



Business Portfolio



- **Mumbai:** Fuels (6.5 MMTPA) & Lubes (428 TMTPA) Refinery
- **Visakh:** Fuels (8.3 MMTPA) Refinery



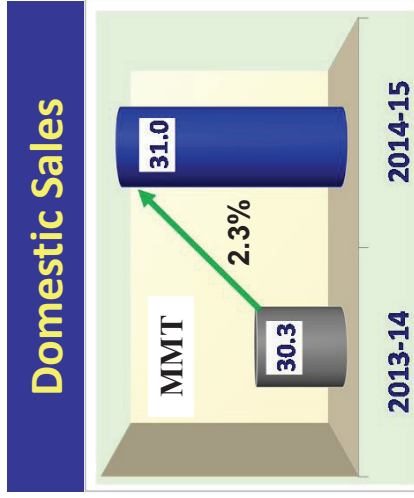
* in 2014-15

Currently Active blocks

\$Note: New 443 km long Rewari-Kanpur Pipeline commissioned in Oct'2015



Corporate Highlights: 2014-15



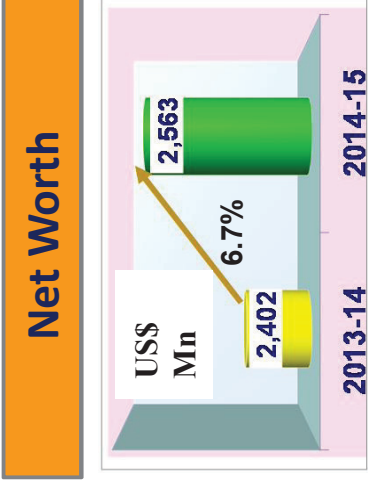
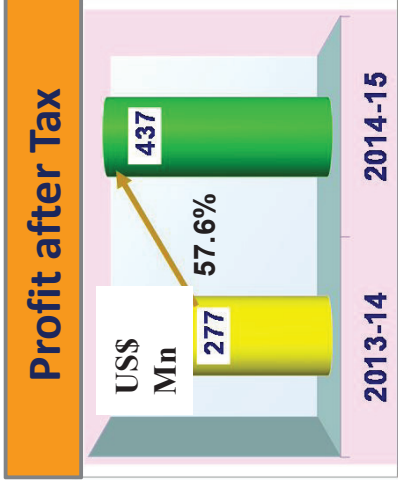
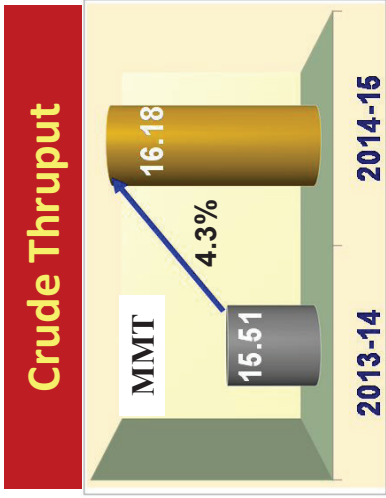
Market Sales : 31.95 MMT

Mkt. Growth : 2.3% Vs Ind.(PSU) 2.2%

Pipeline Thruput : 14.91 MMT

India's No.1 Lube Marketer : 478 TMT

Highest PAT : US\$437 Million



Financial Performance

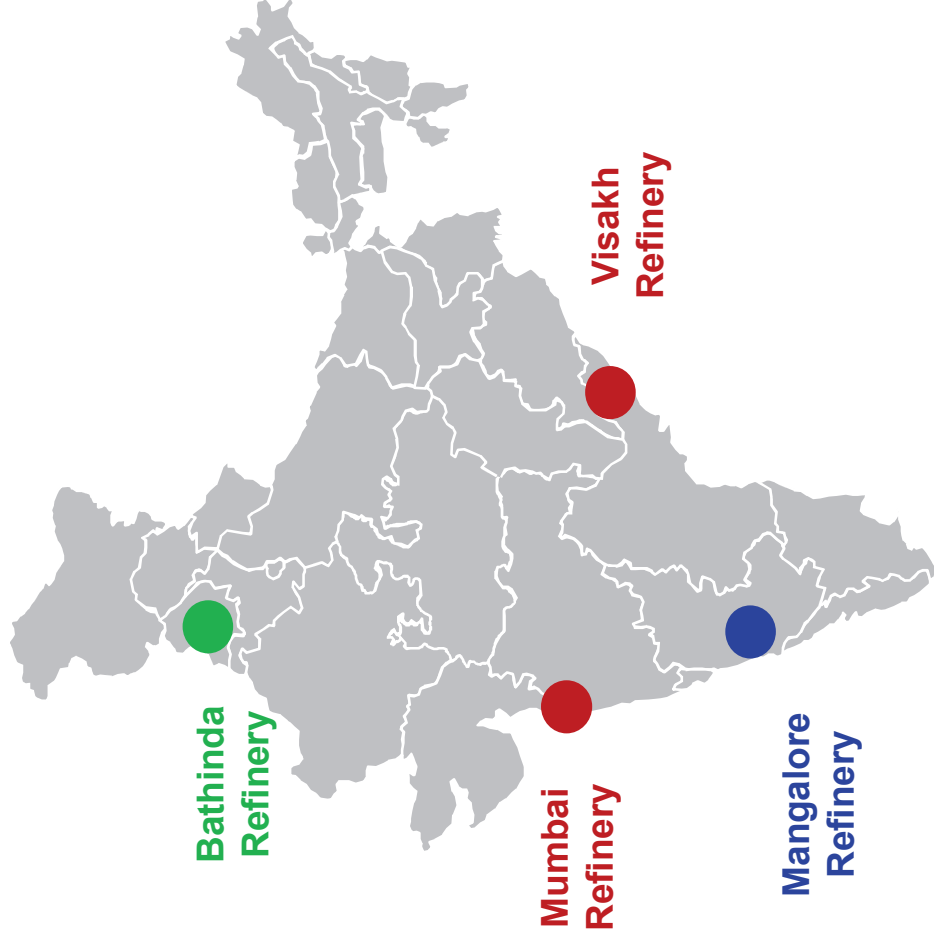
| Description | Unit | Apr – Dec 15 | 2014-15 | 2013-14 |
|-------------------------|---------|--------------|---------|---------|
| Gross Sales | US\$ Mn | 22,585 | 34,727 | 37,161 |
| Profit After Tax | US\$ Mn | 349 | 437 | 277 |
| EPS | US\$ | 1.03 | 1.29 | 0.82 |
| Book Value Per Share | US\$ | 8.09 | 7.57 | 7.09 |
| Dividend Per Share | US\$ | 0.17 | 0.39 | 0.25 |
| Total Debt Equity Ratio | | 1.1:1 | 1.27:1 | 2.14:1 |



Refining



Refining Network



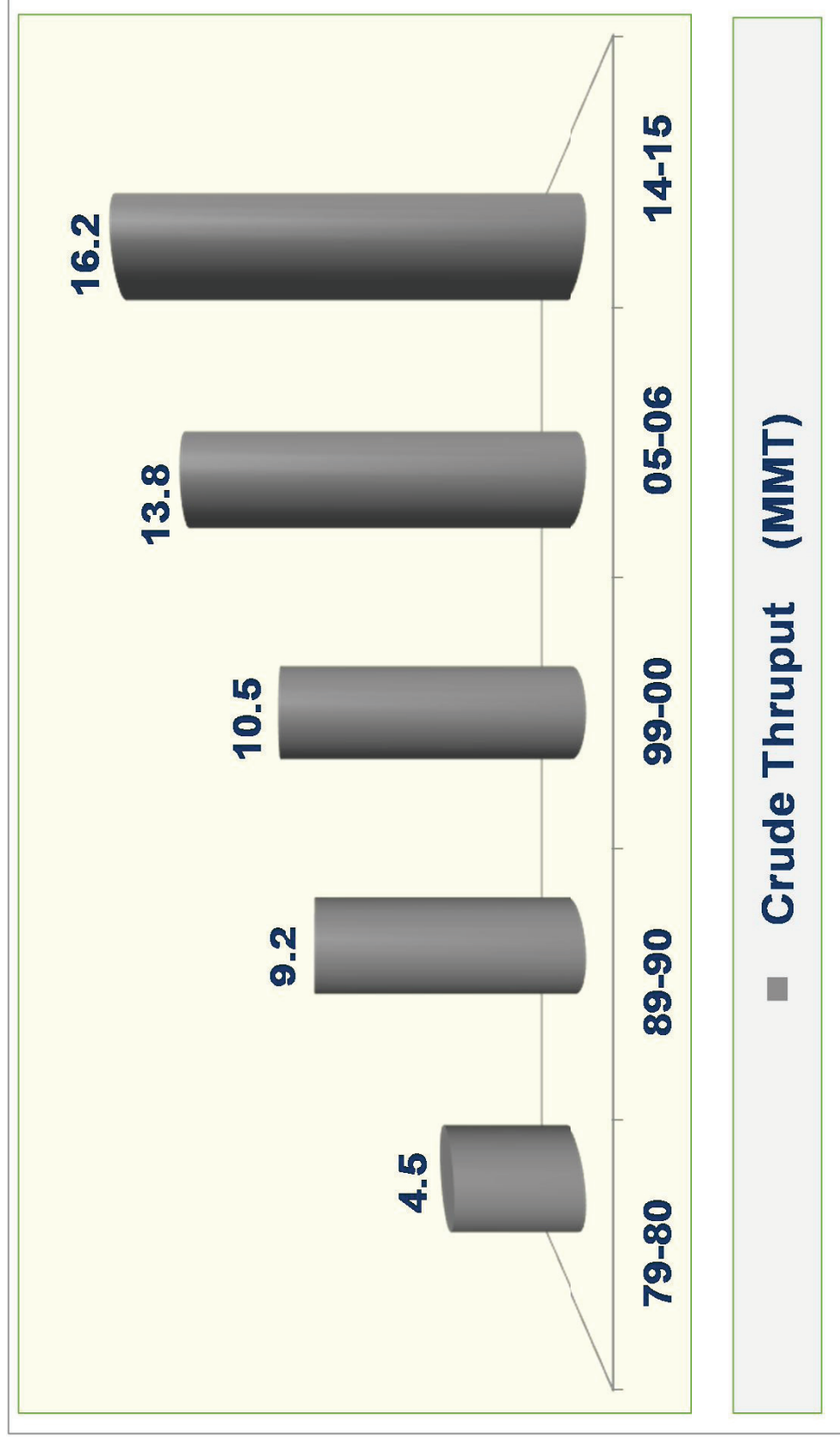
| Refinery | Capacity (MMTPA) |
|----------|------------------|
| Mumbai | 6.5 |
| Visakh | 8.3 |
| Total | 14.8 |

Lube Refinery (Mumbai) 428 TMTPA

✦ 49% Stake in 9 MMTPA HMEL Refinery at Bathinda

✦ 16.95% Stake in 15 MMTPA MRPL Refinery

Refining Performance





Refining Highlights 2014-15



Highest ever

- Combined Distillate yield 77.5%
- Production of transportation fuels

MS : 2.7 MMT

HSD : 6.1 MMT





Visakh Refinery

- From 8.3 MMT to 15 MMT
- Project Cost : US\$2,720 Million



Mumbai Refinery

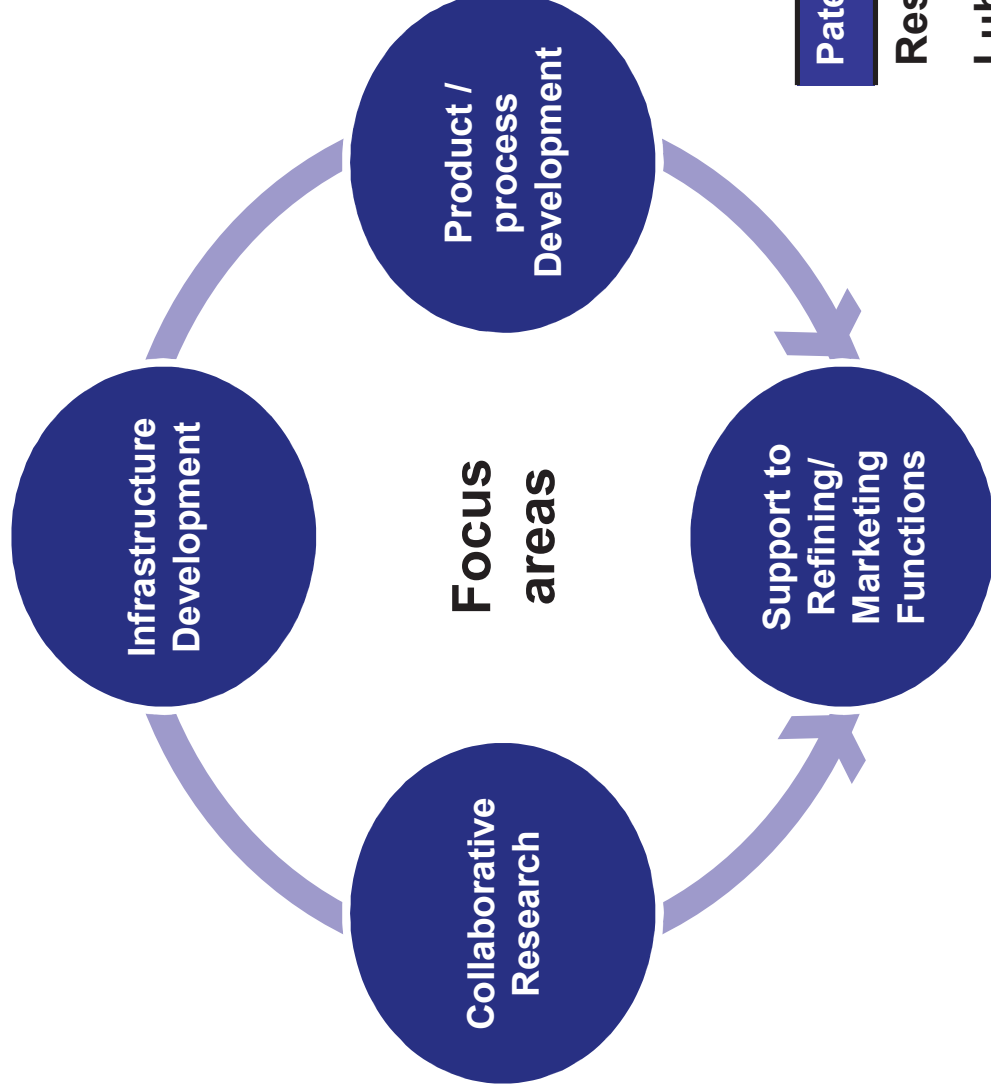
- From 6.5 MMT to 10 MMT
- Project Cost : US\$672 Million
(Phase-I)



Research and Development



Green R&D Centre being setup in Bengaluru with 9 labs



R&D Thrust Areas

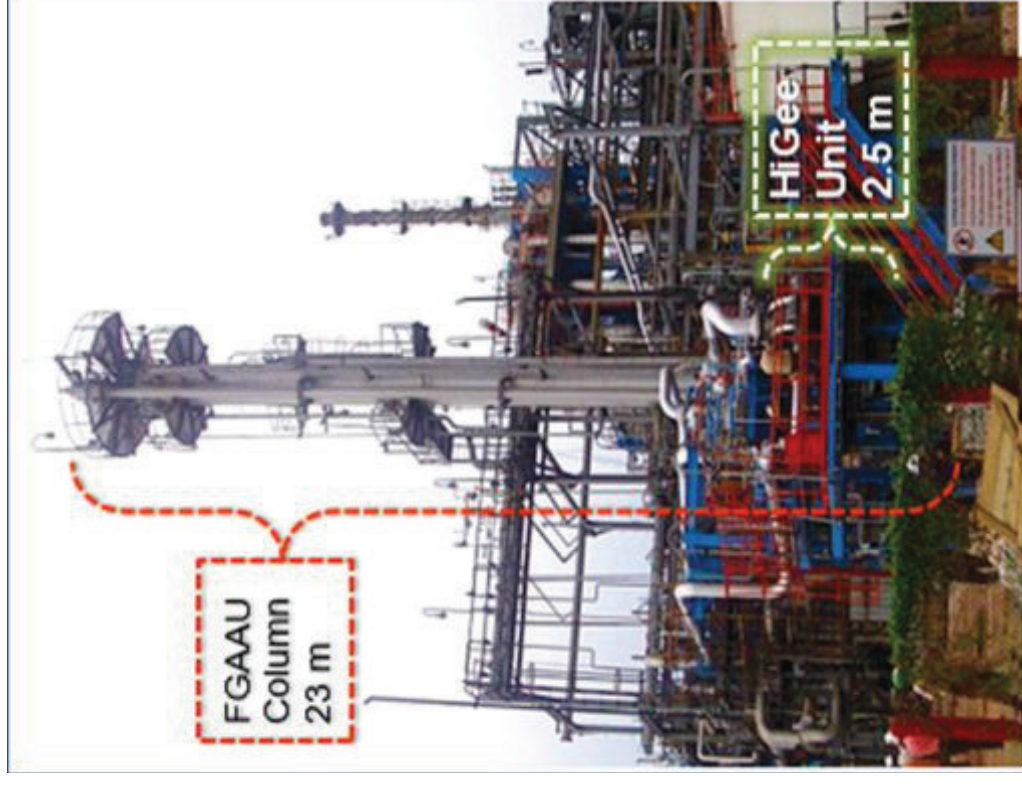
- Opportunity Crudes
- Residue Up-gradation
- New Process Developments
- Catalyst Development
- Alternative Energies

| Patents | Applied | Obtained |
|----------------|---------|----------|
| Research Areas | 36 | - |
| Lubricants | 6 | 2 |

HP-HiGAS Technology

- Commissioned HP-HiGAS Technology based commercial unit at Visakh Refinery
- Processed feed gas with 4 to 5 wt% of H₂S and achieved less than 100 ppm
- Benefits:
 - Reduction in footprint / smaller equipment - Size reduction by 10 times
 - Lower capital costs.

Reduction in Process Plant Footprint



Hydrogen Pressure Swing Adsorption Technology

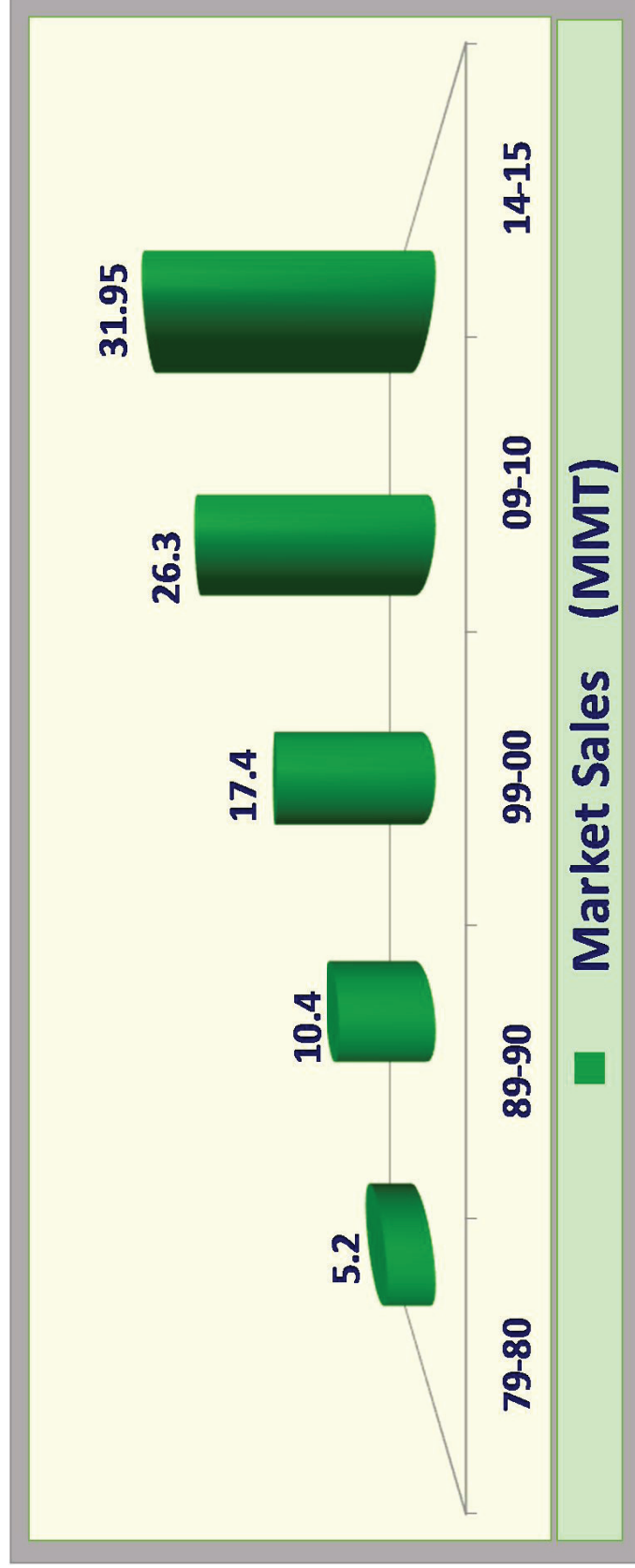
- **Commissioned Hydrogen Pressure Swing Adsorption Technology for purification of CCR Off Gas at VR**
- **Hydrogen purity > 99.5%**
- **Benefits:**
 - Production of high value Hydrogen from low value Refinery off Gases
 - Technology Indigenization





Marketing

Marketing Performance



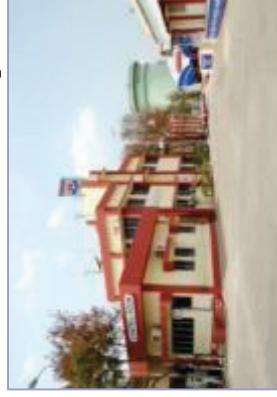


Marketing supply infrastructure



Terminals / TOPs

36



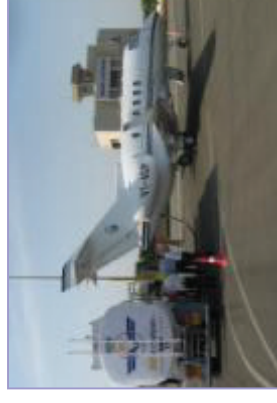
POL/Lube Depots

91



LPG Plants

46



ASFs

36

**Lube Blending
Plants**



7

| As of 31.12.2015 | |
|-----------------------|------------------|
| Description | |
| POL Tankage | 3.1 MMT |
| LPG bottling capacity | 4.1 MMTPA |
| QC Labs | 45 Nos. |

TOP = Tap off Point ; POL = Petroleum Oil & Lubes

***As of 31.12.2015**

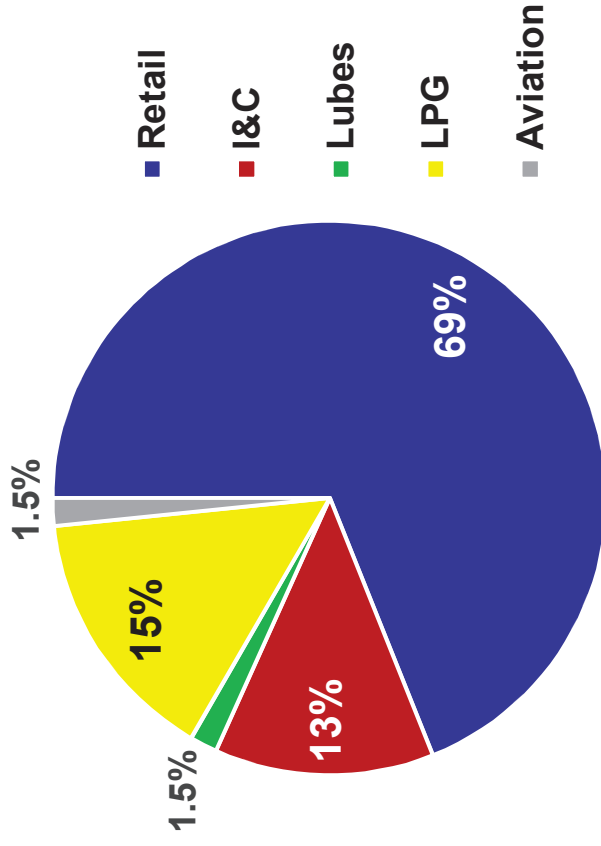
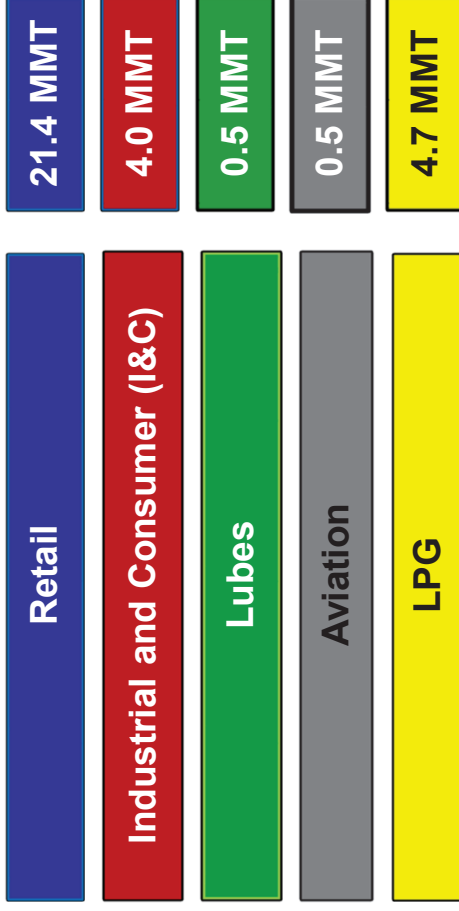


Marketing Sales : 2014-15



Volumes Split by Business Line (2014-15)

HPCL Marketing business lines



Total marketing sales = 31.95 MMT (including exports*)

Retail constitutes 69% of HPCL product sales

*Exports = 850 TMT



Retail



Network
13233
Outlets

Market
Share*
(PSU)
25.4%

Sales
21.4 MMT



- ✦ Market share gain in TMF for **11th** consecutive Year.
- ✦ Commissioned **380** Retail Outlets during 2014-15
- ✦ Commissioned **100+** ATMs during 2014-15, taking the total to **1,600+**
- ✦ Network of Automated retail outlets **2,300+**

Segmentation

Formats

e-fuel stations

Non-fuel & Conveniences

Strong Customer Loyalty

* Market Share indicated for Retail SBU
Overall Market share for HPCL = 21.0% (PSU Category)



Customer Centric Formats

Segmentation based on *'Stated' and Latent Needs'* of customers.

Urban



Highway



Rural

"Retail Outlet Formats" designed to address needs of *"Prominent Customer Segments"* in 'Standardized' manner.





Lubricants



- India's No.1 Lube Marketer
- 250+ Grades of Lubricants
- Largest Base Oil Refinery (450 TMTPA) in India, Group II/III 230 TMTPA
- 478 TMT – Total Lube Sales
- Strong product brands

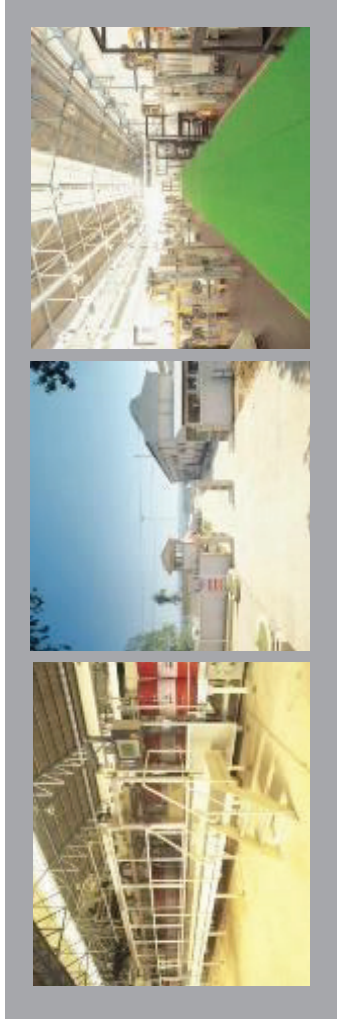


Lubricants



Lube Blending

- Seven ISO 9001 certified blending plants: 325 TMTPA
- State-of-the-Art 65 TMTPA blending plant at Silvassa
 - ISO 9001, 14001
 - Expansion plans
 - Vashi, Mumbai



Silvassa

Pan India Logistics Coverage

- 2 Mother Warehouses
- 189 Stock Points
- Last Mile Connectivity



Daruhara



LPG



LPG Sales : 4.7 MMT
Market share : 26.8%



- ✦ **Market Leader in Non-Domestic Bulk LPG Segment with 51% market share**
- ✦ **No. of LPG Distributorships – 3,952**
- ✦ **World's Largest Carousel - 72 Head Flex Speed commissioned at Yediyur Bangalore**

Data : March 31, 2015

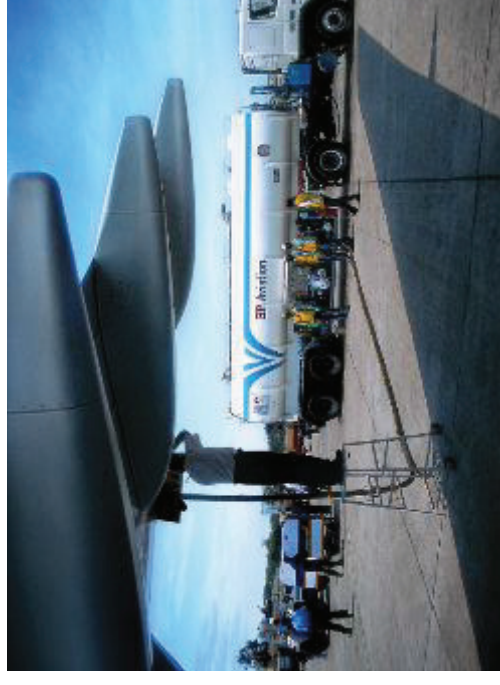


Direct business lines



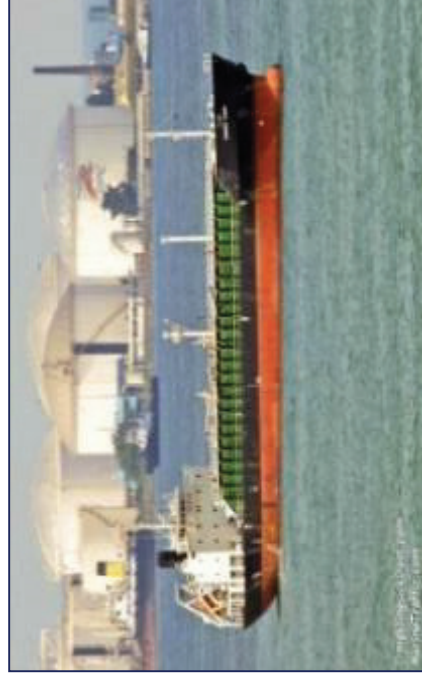
HP Aviation

- Sales volume of 506 TMT
- Growth in Volume 13.5% against Ind.(PSU) growth of 0.2%
- Only Jet Fuel Supplier to all domestic airlines



Industrial & Consumer Segment

- Sales Volume 3.98 MMT, Growth 2.8%
- Market share gain in major products – HSD, FO, LSHS & Bitumen
- Marine Bunker Sales growth of 17%



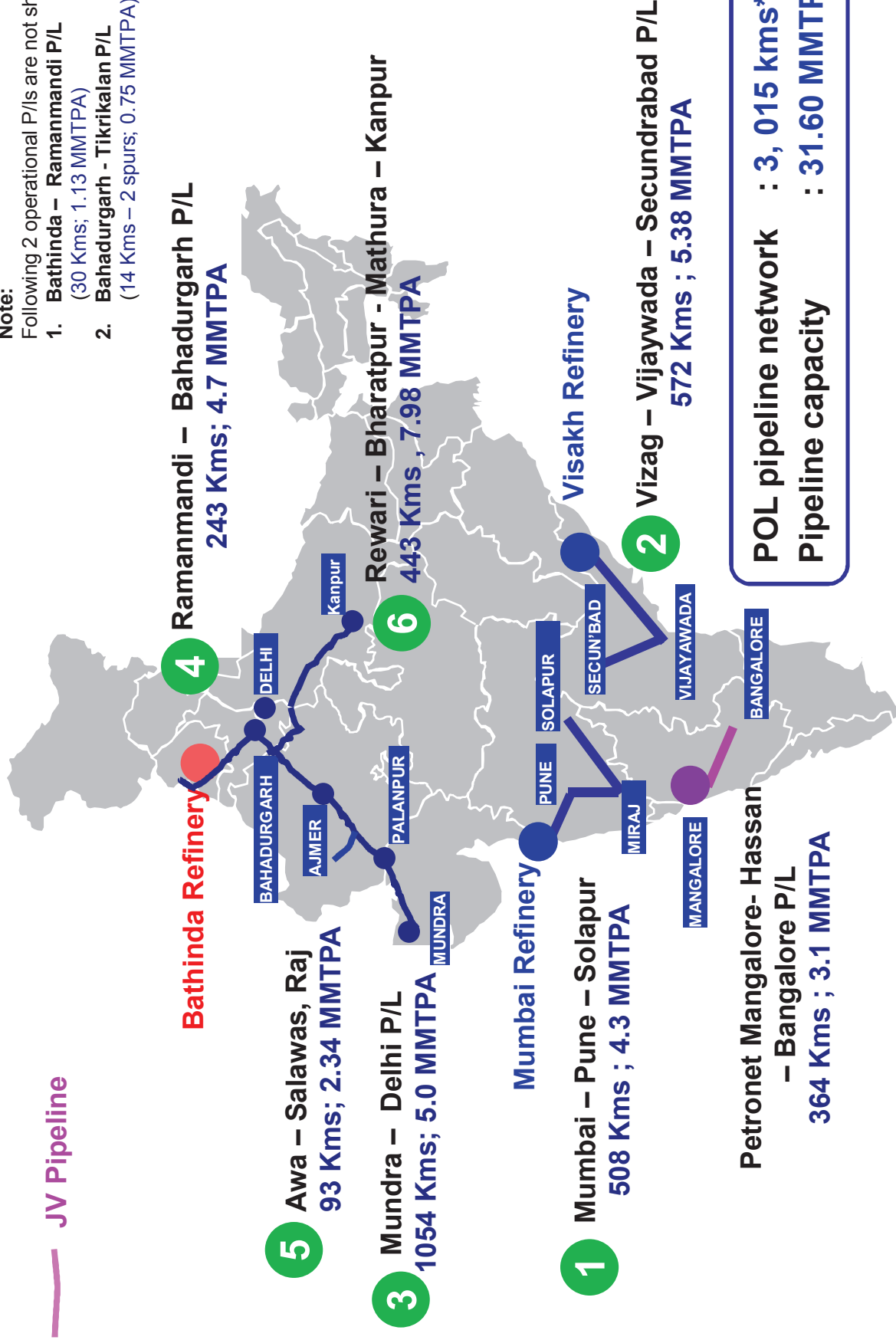


2nd largest POL Pipelines network in India



Note:
Following 2 operational P/Is are not shown in map

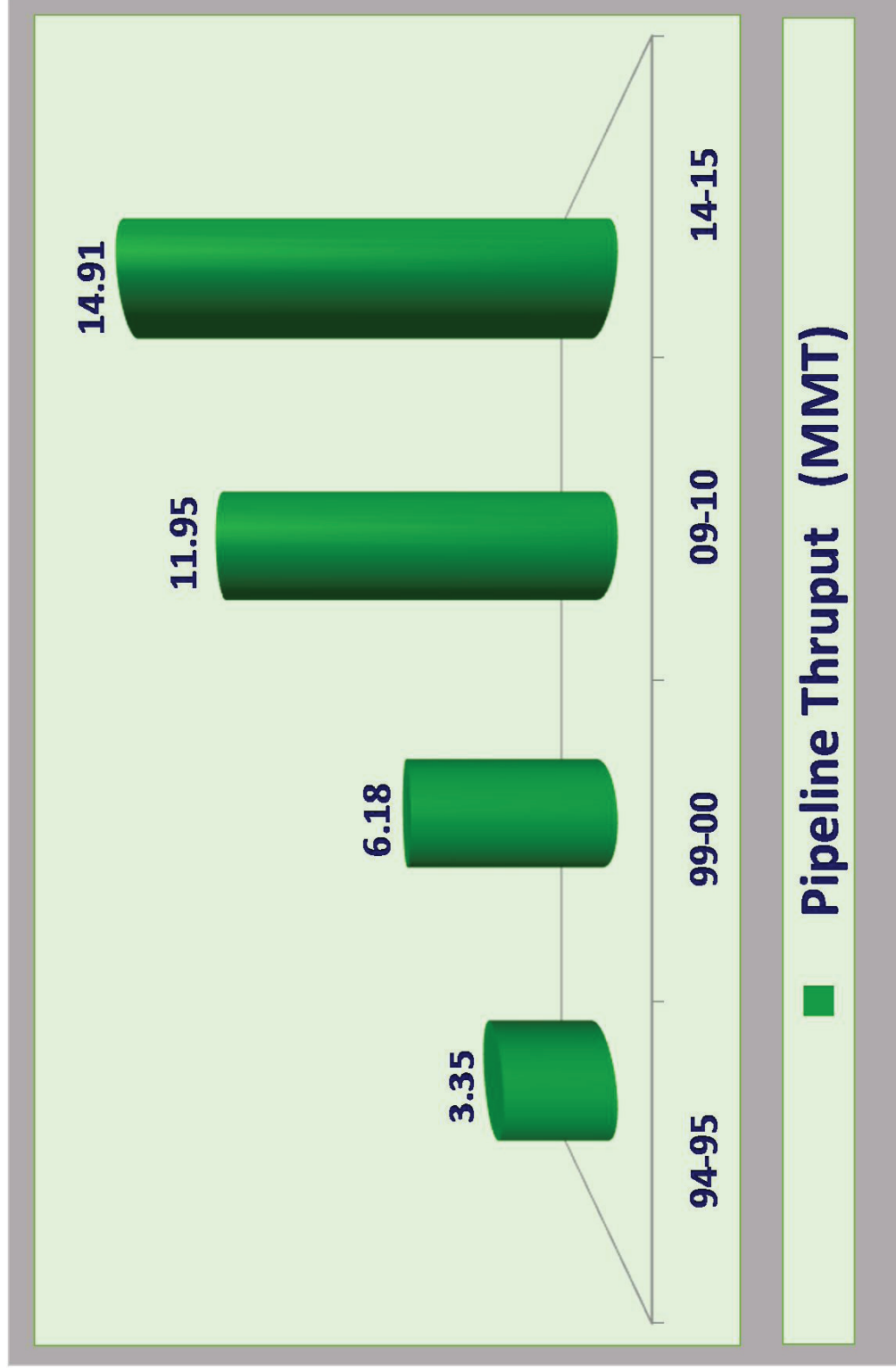
1. **Bathinda – Ramanmandi P/L**
(30 Kms; 1.13 MMTPA)
2. **Bahadurgarh - Tikrikalan P/L**
(14 Kms – 2 spurs; 0.75 MMTPA)



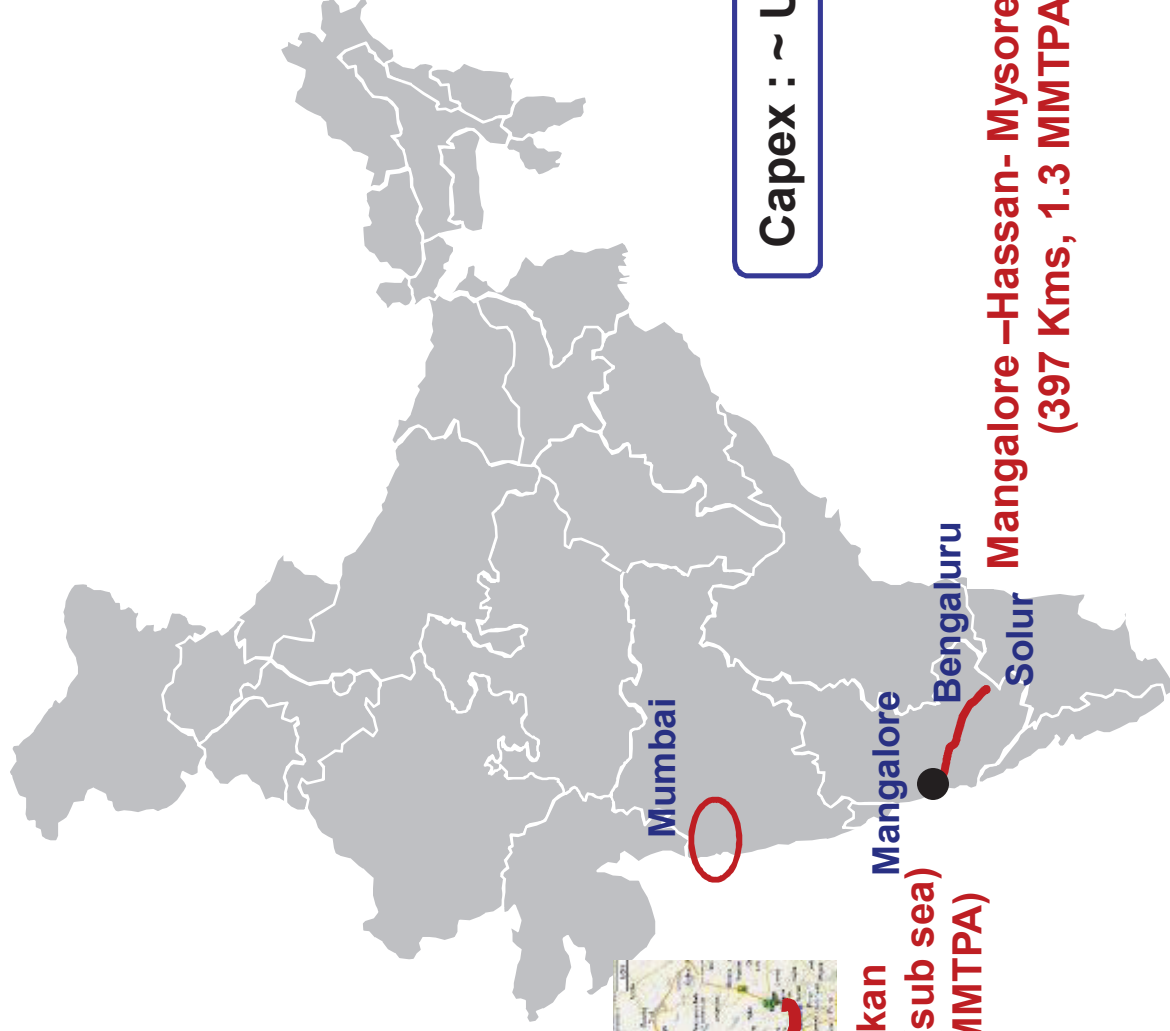
POL pipeline network : 3, 015 kms*
Pipeline capacity : 31.60 MMTPA*

* Excluding MHB JVC P/L and specialty pipelines

Pipeline Performance



LPG Pipeline Projects under construction



Capex : ~ US\$208 Million

Uran – Chakan
Mumbai – Uran (sub sea)
(165 Kms, 1.0 MMTPA)

Mangalore –Hassan- Mysore –Solur
(397 Kms, 1.3 MMTPA)

Existing Capacity

- **Capacity : 50.5 MW.**
- **Renewable Energy of 546 lakh Kwh was generated through Wind Power Plants (at Jaisalmer, Rajasthan and Dhule, Maharashtra) for the year 2014-15.**
- **Total Revenue during 2014-15 US\$3.55 Million**

Planned Addition


- **Additional 50 MW capacity WEGs Planned in next Phase.**







Subsidiaries and JVs

Upstream

100%  **Prze PETROLEUM**

Alternate Fuels

100%  **HBL HPCL BIOFUELS LTD**

74%  **CREDA-HPCL BIOFUEL LTD.**

Subsidiaries

CREDA HPCL Biofuels Ltd

Refining

 **HME**

 **HRRL**

Infrastructure

 **Petronet MHB Limited**


MAFFFL

Marketing

 **Hincol™**

HINDUSTAN COLAS LTD.

Natural Gas

 **HSEL**

HPCL-SHARADHAJI ENERGY LTD

GIGL

GITL

Strategic Storage

 **SA LPG**

City Gas Distribution

 **BGL**

Bhargava Gas Ltd.

 **Aavantika Gas Ltd.**

Introduction of new technology and value growth through Partnerships

Exploration & production

Prize Petroleum, a wholly owned subsidiary



Overseas Operations (Australia)

- 1 - Producing Field
- 1 - Discovered Field

Domestic Operations

- 1- Producing Field (Sanganpur)
- 1- Discovered Field (Cambay)
- 1- Service contract (Hirapur)
- 1- Exploration Blocks (NELP IX)

2014-15 Crude / Gas condensate Production : 48 TMT



Equity in Natural Gas Pipelines



NOT TO SCALE

— Pipeline Bid won in consortium

3. Bathinda – Jammu -Srinagar

Main line : 300 kms

Capacity: 25.7 mmscmd

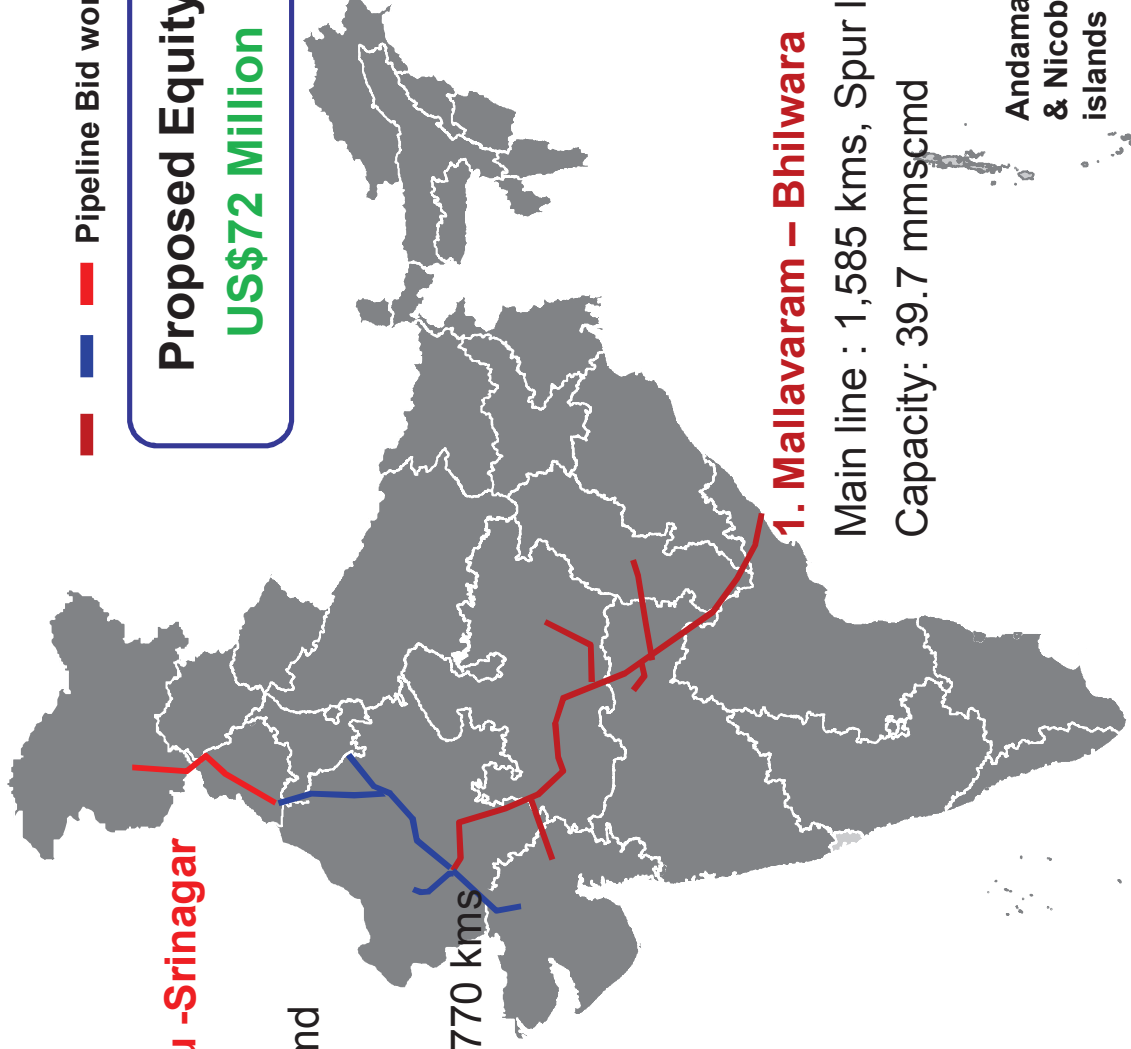
2. Mehsana – Bhatinda

Main line : 990 kms, Spur line 770 kms

Capacity: 39.5 mmscmd

Proposed Equity

US\$72 Million



Being implemented through JVCs : GIGL* and GITL*.

GIGL : GSPL India Gas Net Limited
GITL : GSPL India Transco Limited

1. Mallavaram – Bhilwara

Main line : 1,585 kms, Spur line 103 kms

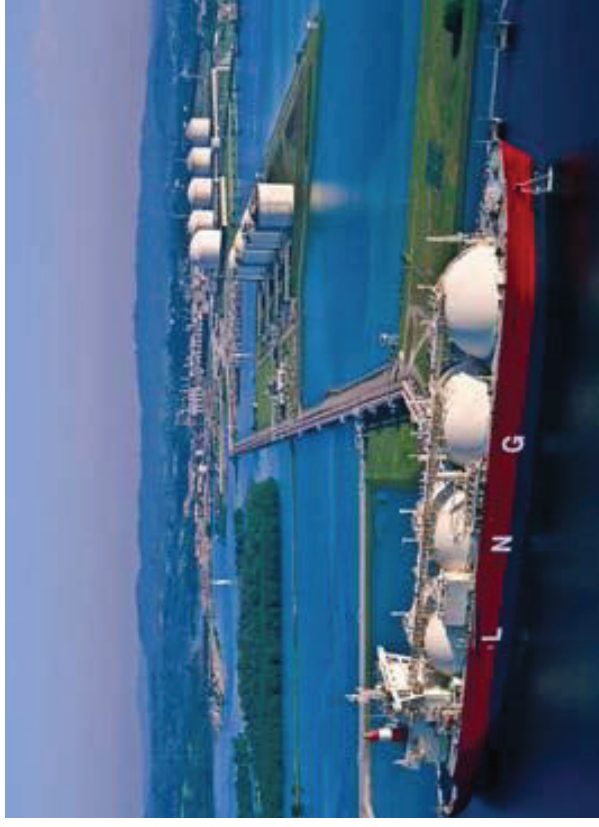
Capacity: 39.7 mmscmd

Andaman & Nicobar islands

HPCL share ~11.6 mmscmd i.e. ~3.0 MMTPA)

LNG Terminal at Charra, Gujarat

- Being implemented thru JVC – HSEL. HPCL Equity : 50%
- 5 MMTPA LNG Regasification terminal at Chhara Port
- Capacity : 5 MMTPA
- Estimated Cost: US\$864 Million
 - HPCL Share in the Equity is US\$130 Million



Financial Closure for the project has been completed



Strategic Initiatives



Integrated Margin Management

Central Procurement

Vision 2030

Levers for value creation across supply chain



Centralized Procurement

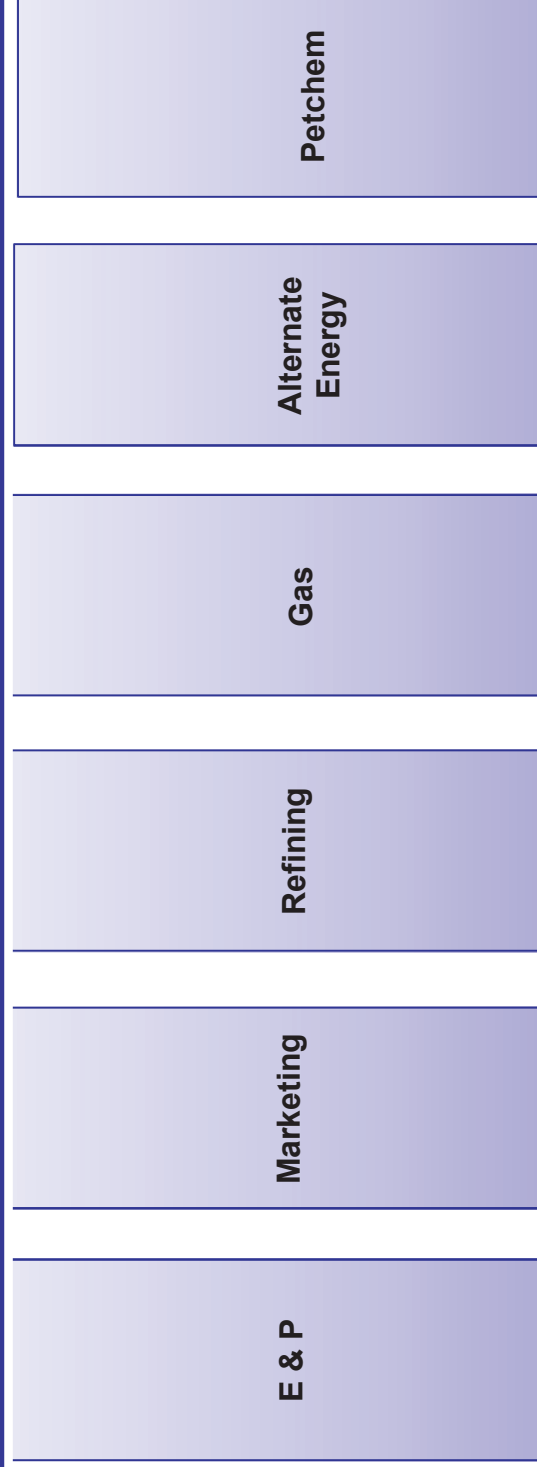
Central Procurement cell:



- Economy of Scale
- Standardization of Processes
- Effective Vendor Management



Vision 2030





Our strategy for the future



- 1 Strengthen the core of Refining & Marketing
- 2 Aggressively pursue growth opportunities in the gas business
- 3 Acquire upstream assets in domestic and international markets
- 4 Expand to build Petrochemicals business
- 5 Participate in the next wave of growth – solar / wind / others



Thank you