



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
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CIN No.: L23201MH1952GOI008858

Ref.: Co.Secy./VM/361/2019

August 22, 2019

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

Scrip Code: 500104

**Sub. Press Meet Presentation
on 21/08/2019 (Post
Annual General Meeting
of M/s. Hindustan
Petroleum Corporation
Limited)**

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

Scrip Name : HINDPETRO

Dear Sirs,

We write to forward herewith the Press Meet Presentation on the subject for your information and records.

Thanking you,

Very truly yours,

V. Murali
Company Secretary

Encl: as above.



HINDUSTAN PETROLEUM CORPORATION LIMITED

PRESS MEET

August 21, 2019



Disclaimer



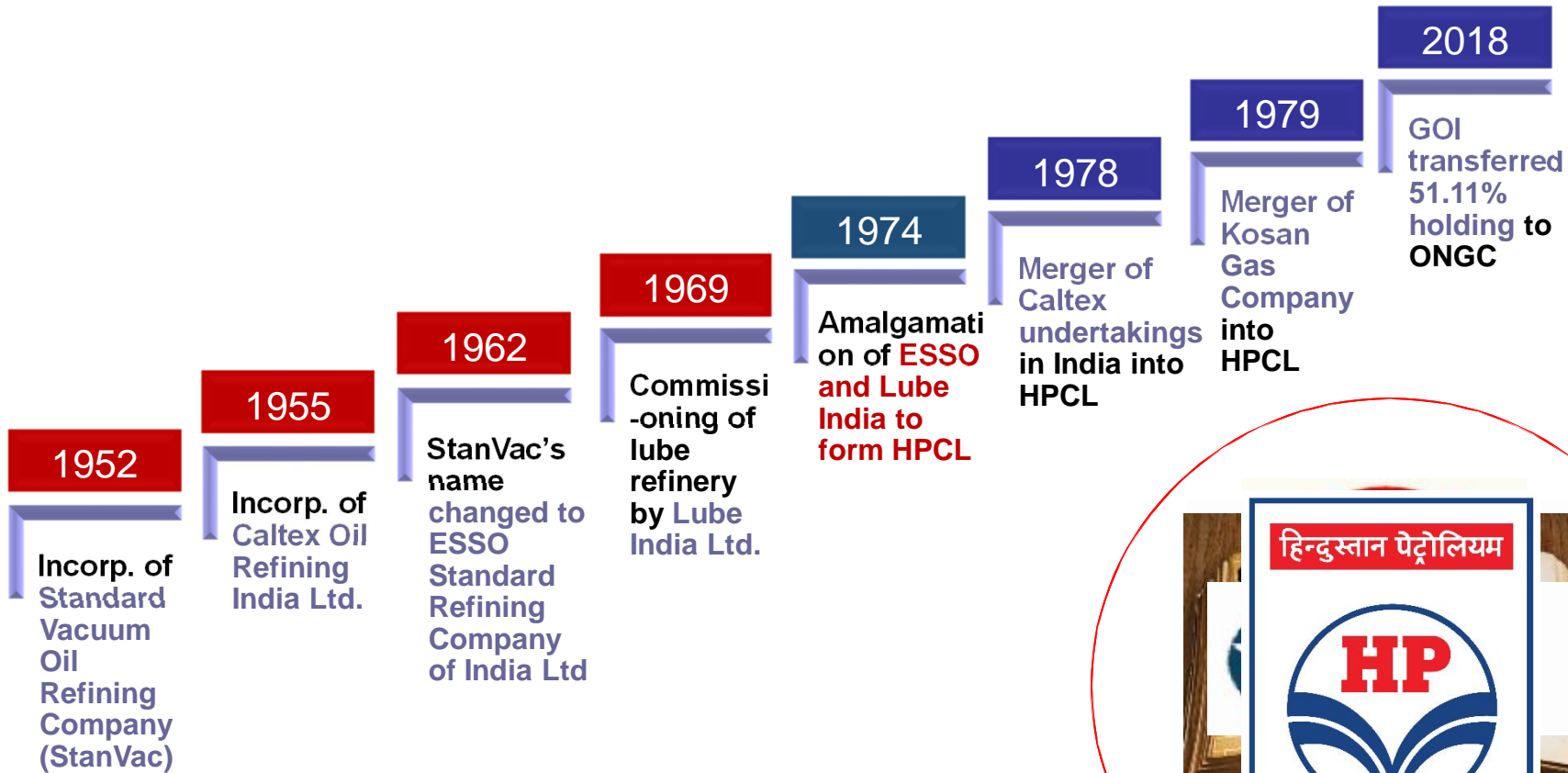
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Journey of HPCL



**Origin in Private Sector
Blend of Private & Public Sector Expertise**



Rank : 58



International Credit Rating

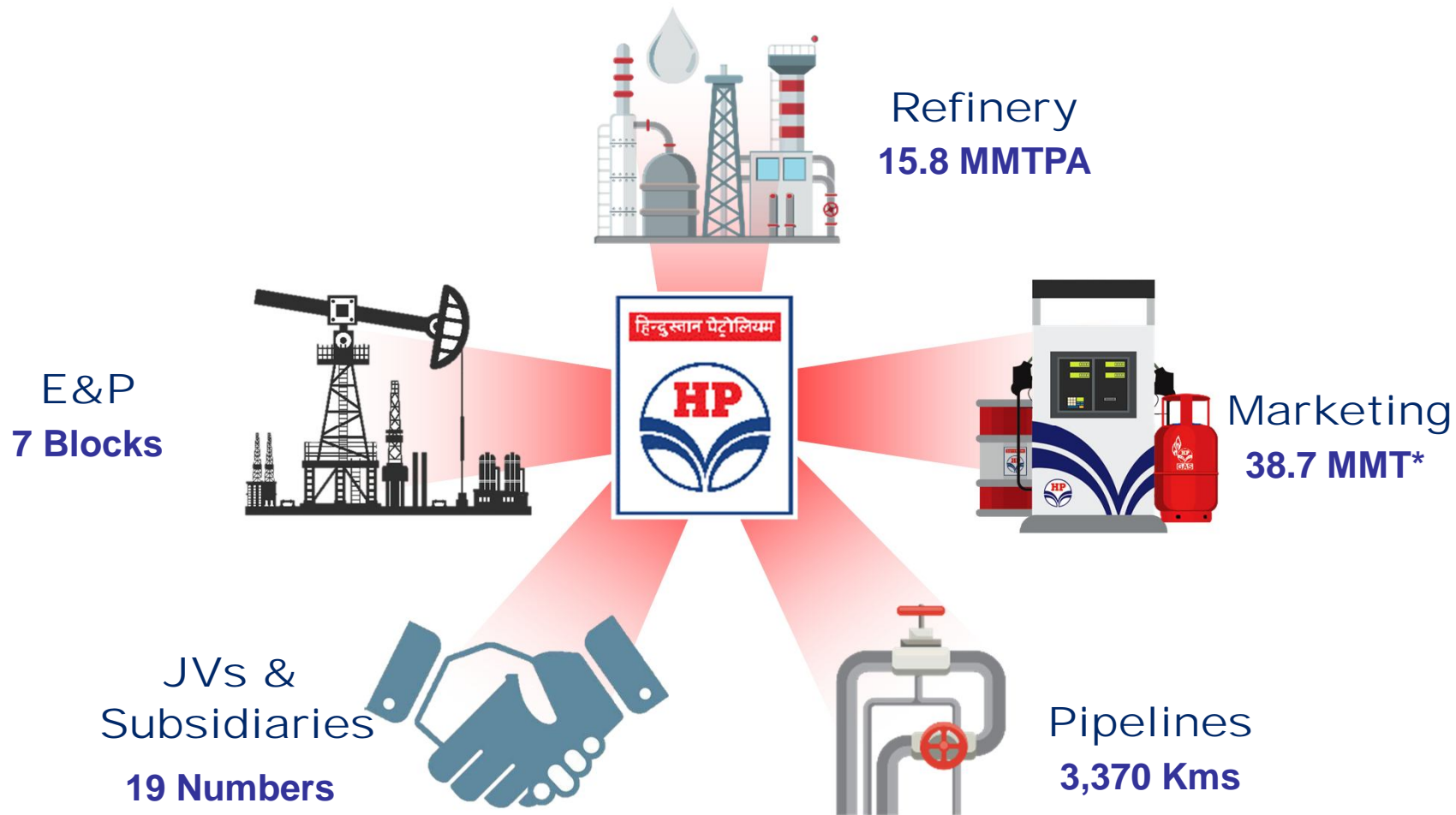


Moody's Rating : Baa2 (Stable)

Fitch Rating : BBB- (Stable)

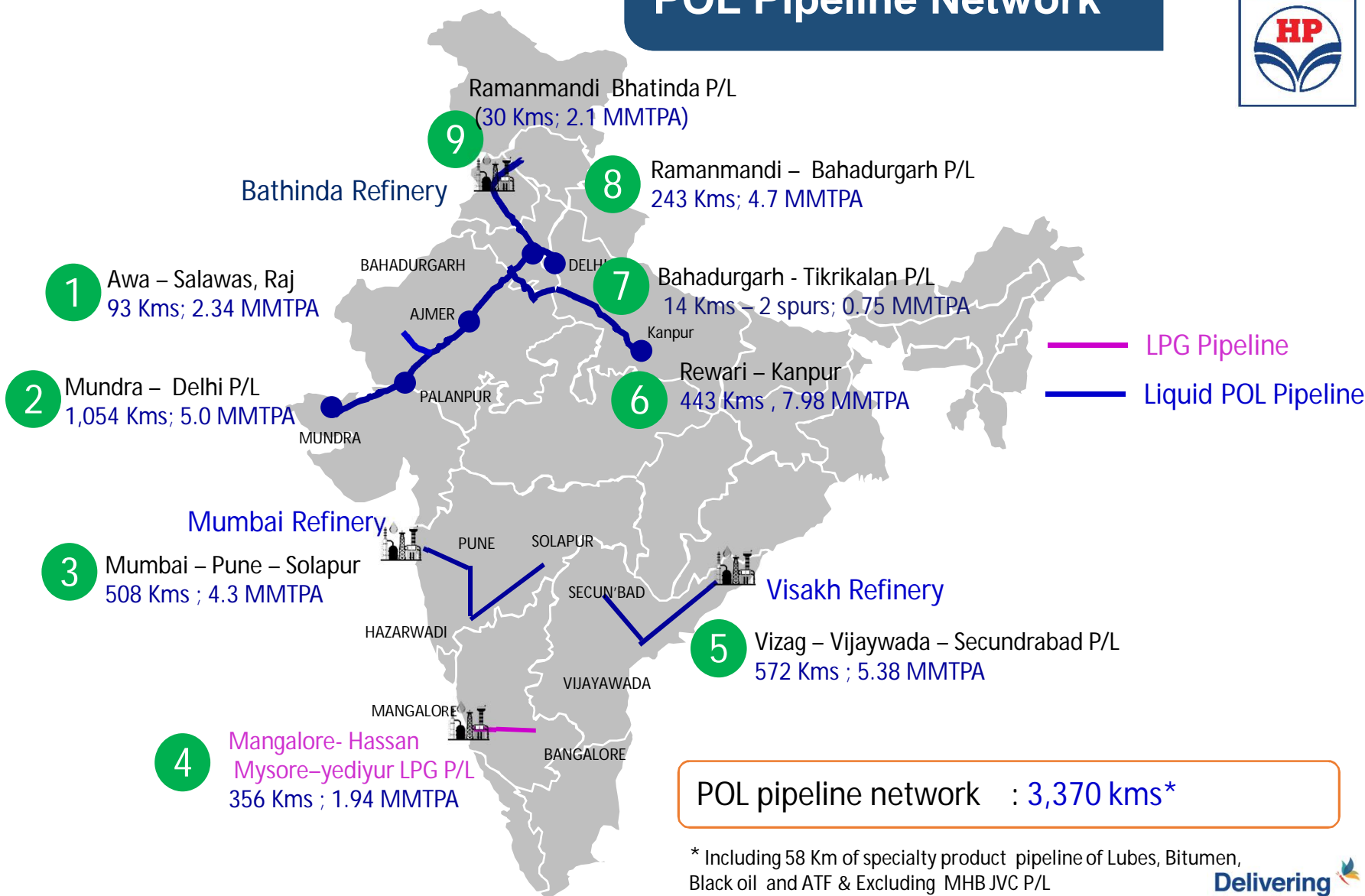


Business Portfolio



Data as of 31.07.2019
* in 2018-19 including export

POL Pipeline Network



Supply Infrastructure



42 Terminals / TOPs



68 Depots



49 LPG Plants



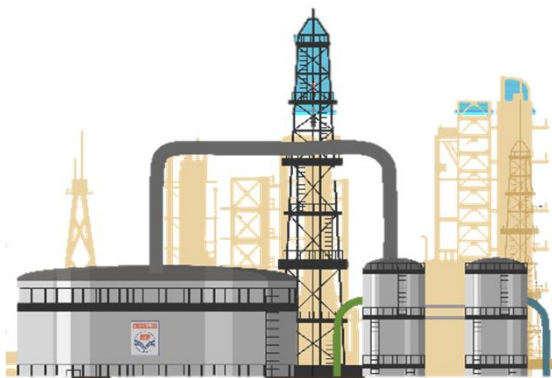
43 ASFs



6 Lube Blending Plants

Data as of 30.06.2019

Supply Infrastructure



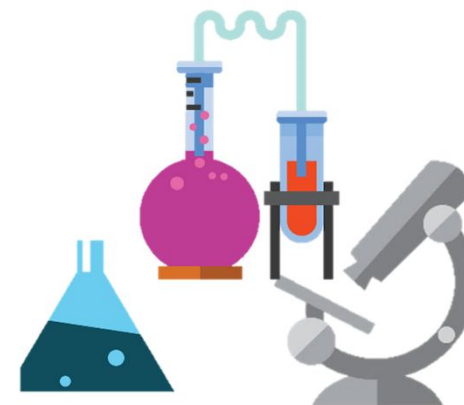
POL Tankage : 3.1 MMT



Lube Blending: 305 TMTPA



LPG Bottling: 5.1 MMT



QC Labs: 45 Nos.

Performance : FY 2018-19



Highest ever Market Sales : 38.71 MMT

Sales Growth : 5%

Highest ever Refining Thruput : 18.44 MMT

Highest ever Pipeline Thruput : 21.53 MMT

India's No.1 Lube Marketer : 652 TMT

Profit after Tax of Rs. 6,029 crore



Performance : Q1 2019-20

Market Sales : 10.09 MMT

Sales Growth : 3.8%

Refining Thruput : 3.92 MMT

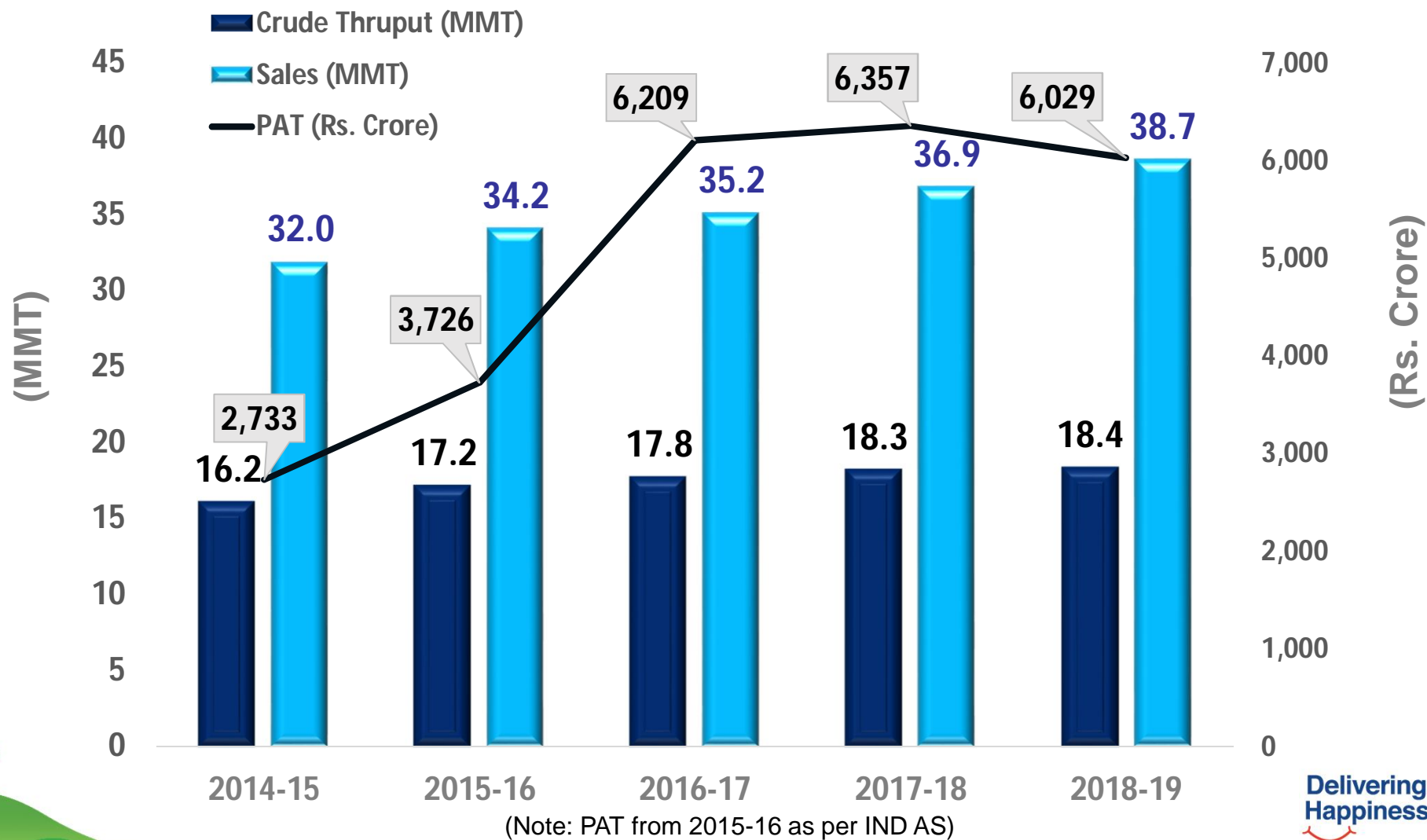
Pipeline Thruput : 5.34 MMT

Lube Marketer : 129 TMT

Profit after Tax of Rs. 811 crore

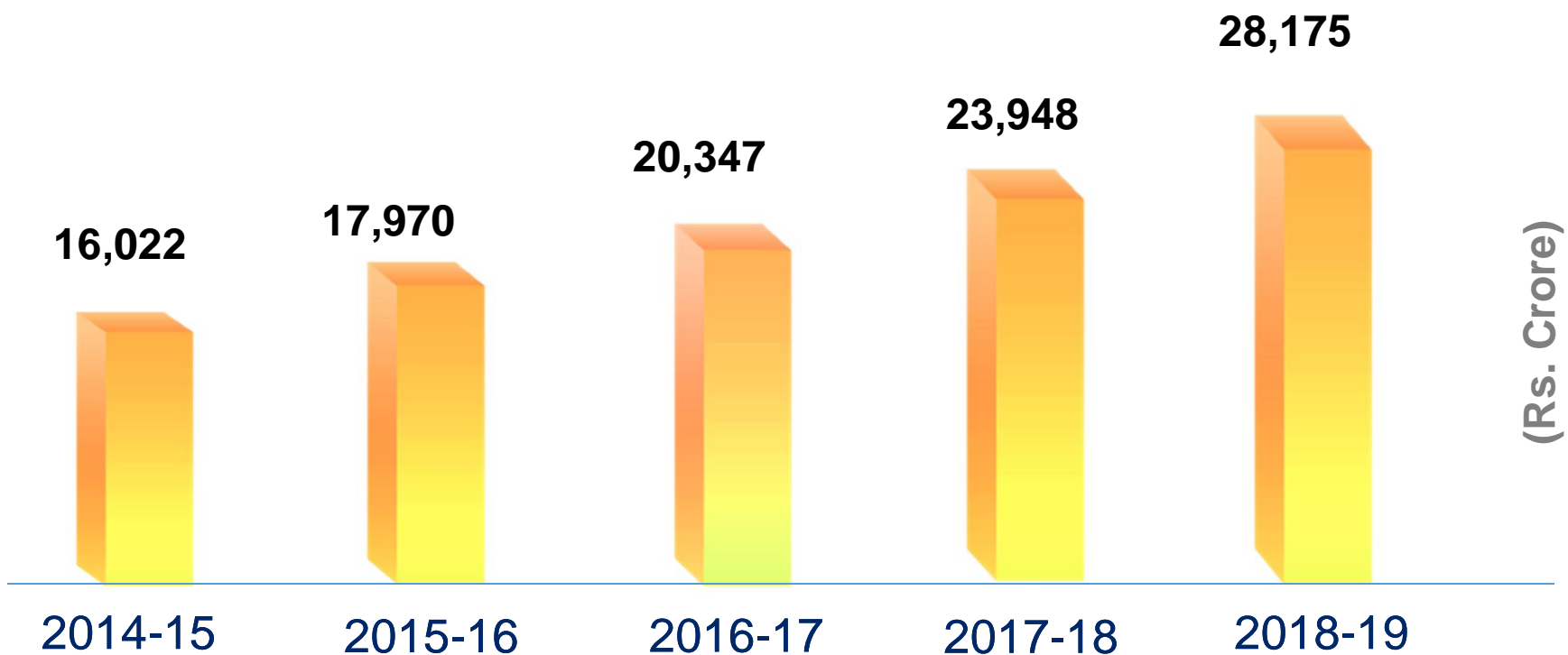


Performance : Last 5 years





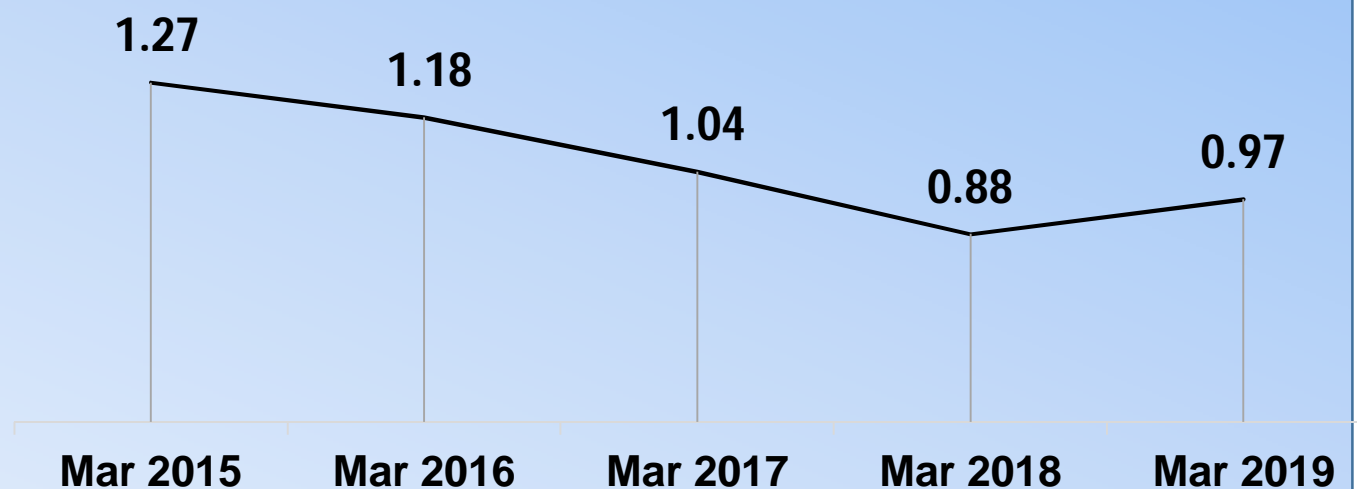
Net Worth Trend





Total Debt - Equity Ratio

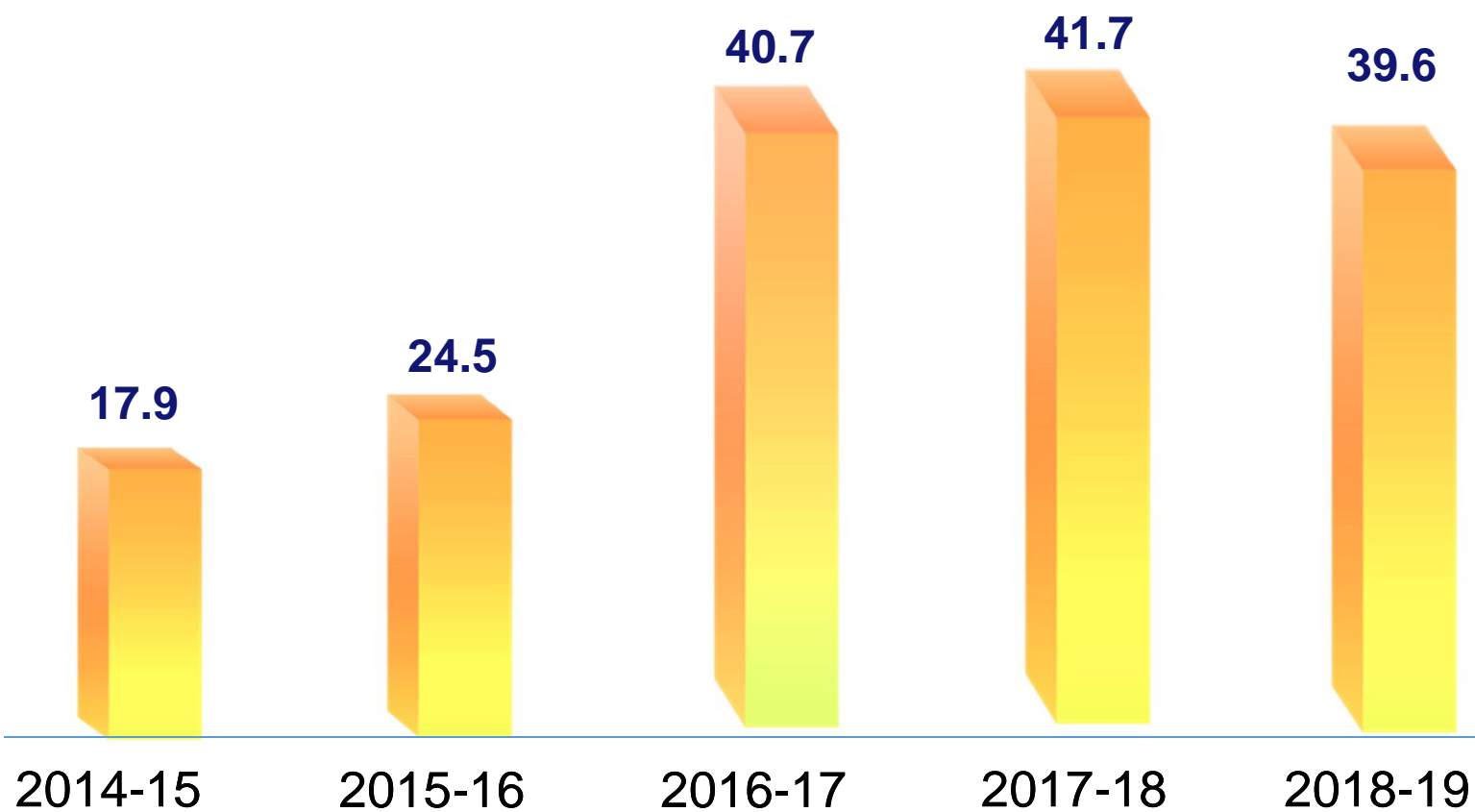
Total Debt - Equity Ratio



	Mar 2015	Mar 2016	Mar 2017	Mar 2018	Mar 2019
					(Rs. crore)
Long term	18,135	17,280	10,357	10,229	13,447
Total Borrowings	20,335	21,167	21,250	20,991	27,240
Net Worth	16,022	17,970	20,347	23,948	28,175



Earnings per Share (Rs/Share)





Return to Shareholders



Bonus Issue

Sept'16



2 SHARES



Jul'17



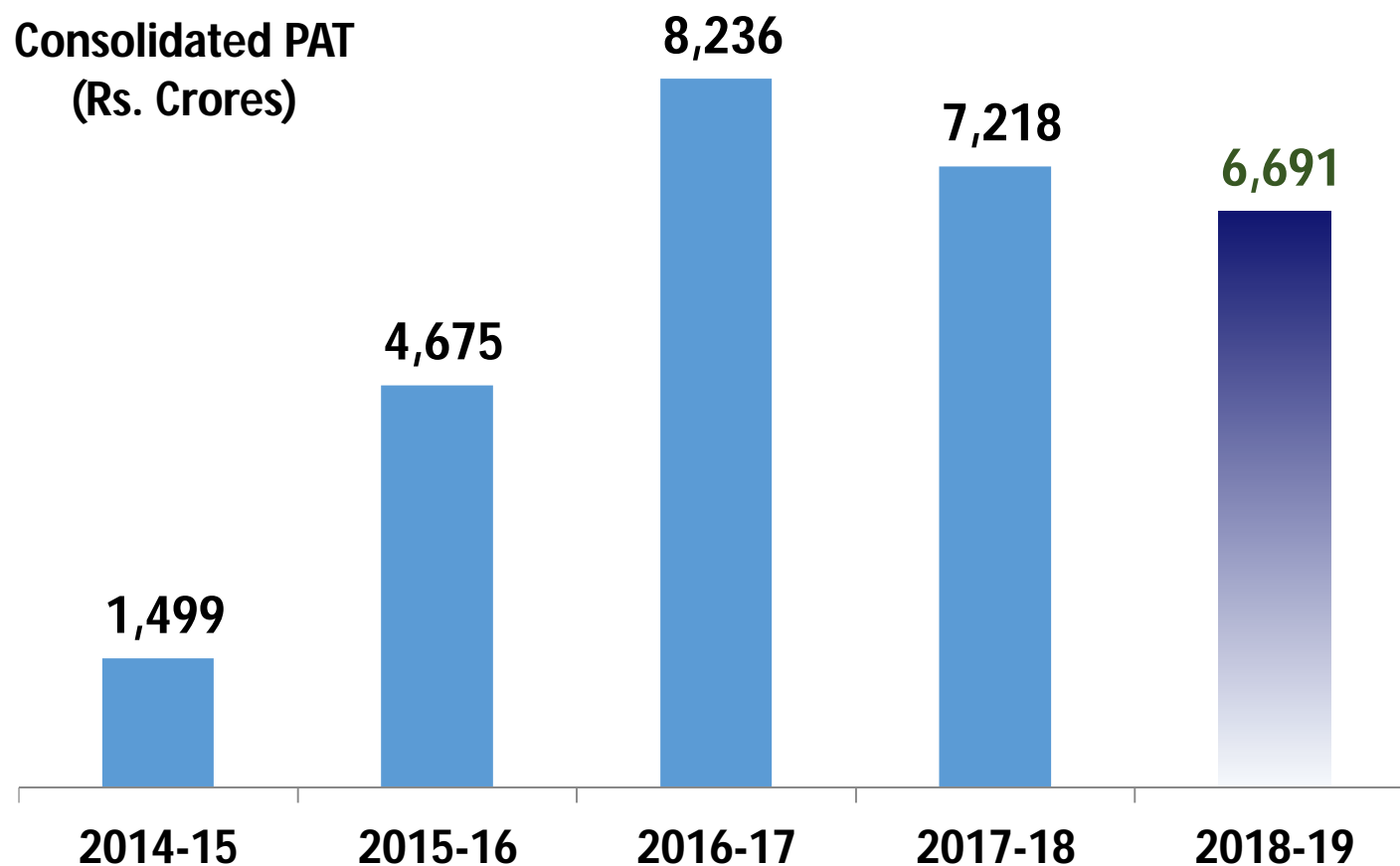
9 SHARES

Dividend

2016-17	Rs 30/ Share
2017-18	Rs 17/ Share
2018-19	Rs 15.90/ Share



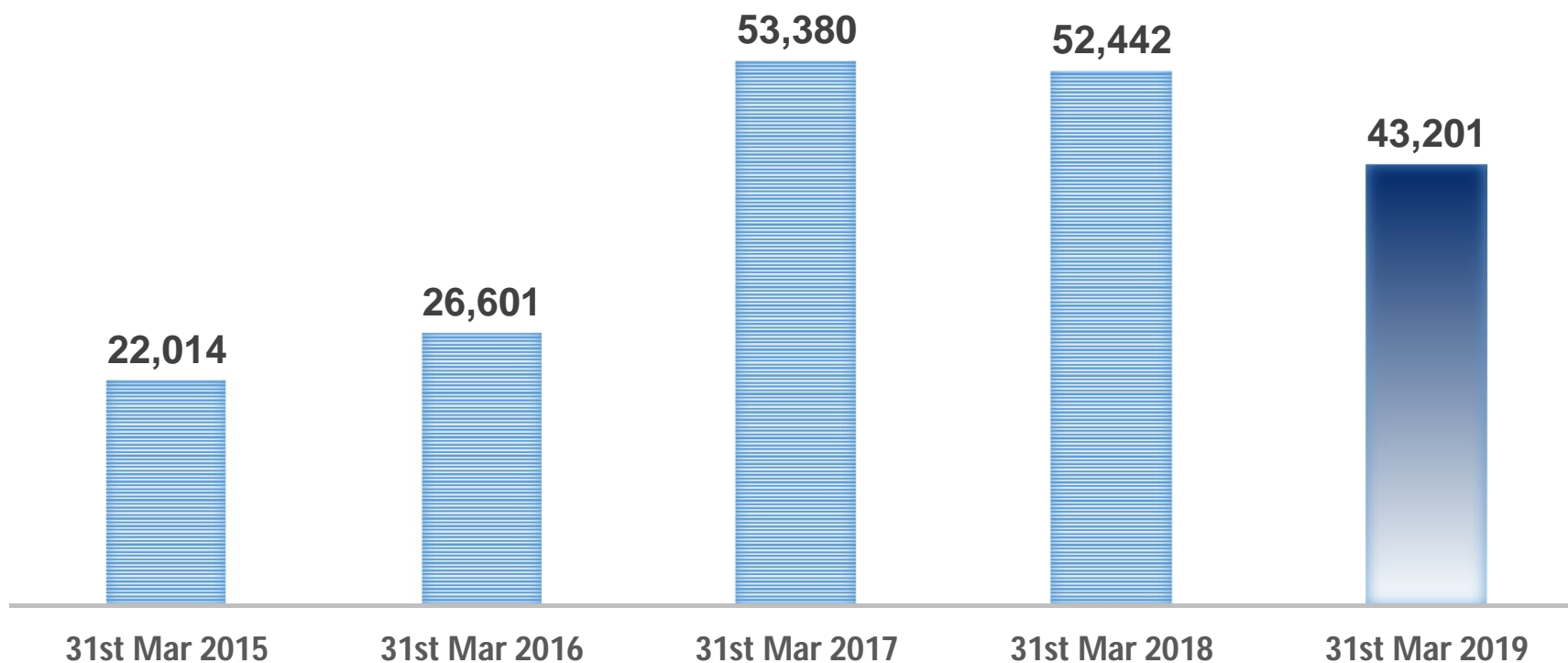
Consolidated Net Profit





Market Capitalisation

HPCL Market Cap at BSE (Rs crore)



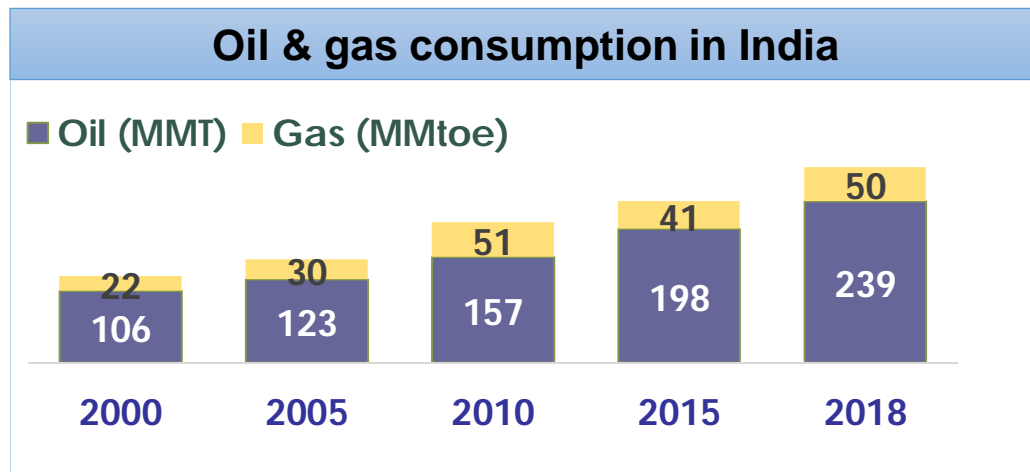
Market capitalization has doubled during the last 4 years



What drives the performance....



India – Growing market



CAGR %	Oil	Gas
2000- 2018	4.6%	4.7%

Demand Projections up to 2022

Description	Annual Growth
Oil	> 4.7 %
Natural Gas	> 5 %
Petrochemicals	Above GDP growth rate

India to be the center of global oil demand growth

(Source : BP Statistical Review 2018, IEA oil 2019, PPAC)



Strengths



India's largest lube marketing company with largest lube oil refinery



2nd Largest cross country Product Pipeline Network ~ 3370 km



Robust and widespread Primary & Secondary distribution facilities



Customer touch points spread across the country for various products



Strong financials & track record of creating value for stakeholders



Dedicated , competent and young workforce



Levers for future growth



Major expansion and upgradation of refineries



Investments in Pipelines, marketing infrastructure and Natural Gas projects



Foray into profitable business line of Petrochemicals



Leveraging opportunities in alternative energy & EV ecosystem



Expanding footprints in overseas geographies

Marketing : Touching lives Everyday



Customer touch points

- Retail outlets = 15,471

- LPG Distributors = 5,893

- SKO / LDO Dealerships = 1,638

- CNG facilities at Retail outlets = 317

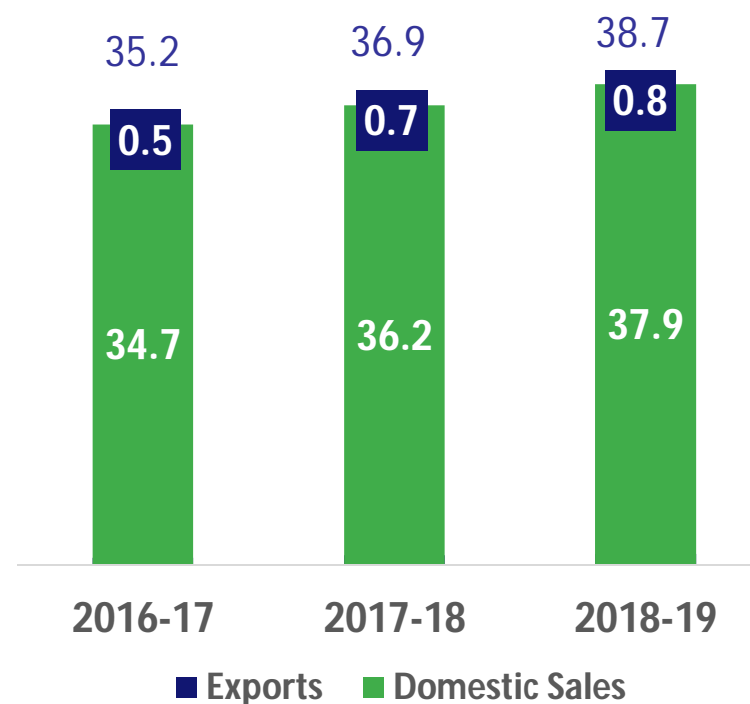
- Lube Distributors = 270

- CFAs = 109

- LPG Customer base = 8.2 crore

Data as of 30.06.2019

Market Sales



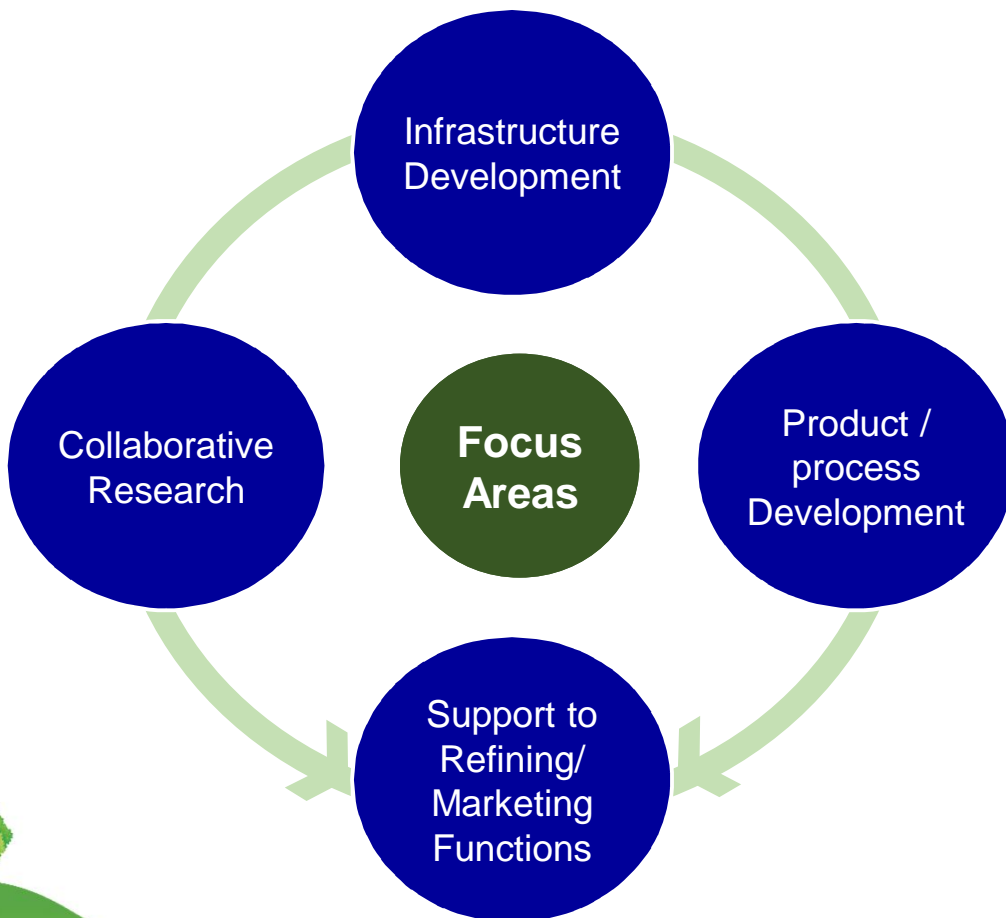
Research & Development



- Green R&D Centre at Bengaluru
- R&D Centre at Vashi

R&D Thrust Areas

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



	Applied	Obtained
Patents	89	16

17 Technologies & Products Demonstrated and are ready for Licensing/ Marketing

Joint Ventures & Subsidiaries



हिरण्य रत्न रिफायनिंग लिमिटेड
HRRL Refineries Private Limited



HINDUSTAN COLAS LTD.



HPCL SHAPOORJI ENERGY PVT LTD



Mumbai Aviation Fuel Farm Facility Pvt Ltd



Bhayanagar Gas Ltd.



Petronet MHB Limited



RRPCL
REDEFINING REFINING



A JOINT VENTURE OF
INDIANOIL, HINDUSTAN PETROLEUM
& BHARAT PETROLEUM



GODAVARI GAS PRIVATE LIMITED



TM

Talent Management



INDUCTION

Structured Induction process to Learn, Grow and Lead



SAMAVESH

CAPABILITY BUILDING

Behavioural / Functional and Technical training



सिद्धिमुलं प्रबन्धनम्
भा. प्र. सं. इन्दौर
IIM INDORE



RECOGNITION

Rewarding Values for driving Performance



LEADERSHIP

Building Strong Leadership Pipeline





CSR – Touching Lives Everyday

Child Care

Environment & Community Development

Education

Beyond Business

Sports

Health Care

Skill Development

Touching **over 4 Lakh** lives since inception

Delivering Happiness





Projects & Capex Plan





Projects Completed in 2018-19



RBPL Cap Expansion
From 4.71 MMTPA to 7.1
MMTPA



60 TMTPA LPG Bottling
plant at Warangal



LPG Bottling Capacity
Augmentation by 330
TMTPA



Tank wagon gantry at
Visakh Terminal and
Jabalpur depot



Aviation Service facilities
at 4 Airports



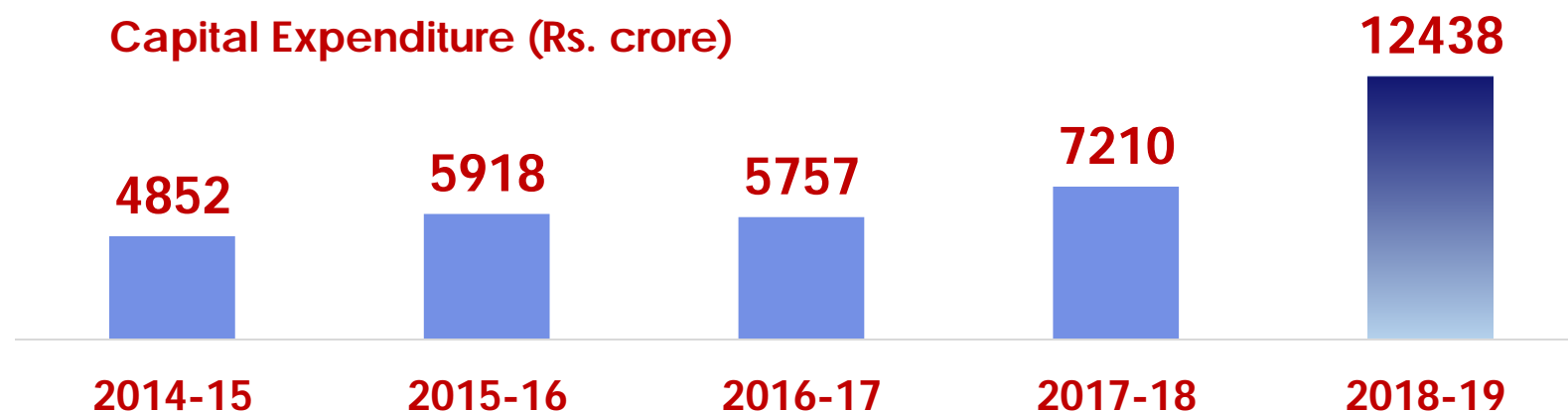
Pipeline intrusion
detection system in 5
cross country Pipelines





Capital Expenditure

Capital Expenditure (Rs. crore)



(Rs. crore)

Capex Projection	2019–2024 (Estimated)	2019-20 (Projected)
Refining	35,200	7,900
Marketing	21,800	6,000
Renewables and R&D	5,700	100
Joint Venture	11,500	900
Total	74,200	14,900

Major Projects Under Implementation- HPCL



Capacity expansion of Visakh Refinery (8.33 to 15 MMTPA)

Capacity Expansion of Mumbai Refinery (7.5 to 9.5 MMTPA)

Extension of Vizag-Vijayawada-Secunderabad Pipeline from Vijayawada to Dharmapuri (697 KM)

2.2 MMTPA Hassan Cherlappalli LPG Pipeline

Capacity Expansion of Mundra Delhi Pipeline and Palanpur-Vadodara Extension pipeline (235 KM)

80 TMT LPG Cavern at Mangalore



Major Projects Under Implementation-JVC



9 MMTPA greenfield refinery cum petrochemical complex at Barmer in Rajasthan

2757 KM long Kandla – Gorakhpur LPG Pipeline

1.25 MMTPA Petrochemical Complex at HMEL

3 Cross country natural gas pipelines through JV Companies (GIGL and GITL)

5 MMTPA JV LNG regasification terminal at Chhara port in Gujarat

Awards & Accolades



Vigilance Excellence Award



Rajbhasha Kirti Puraskar



FIPI Awards



Best Navratna by Dun & Bradstreet



Functional Directors



Shri M K Surana, Chairman & Managing Director

- He is a Mechanical Engineer with a Masters degree in Financial Management and has wide exposure in the Petroleum Industry spanning over 3 decades. He handled a wide range of responsibilities including leadership positions in Refineries, Corporate, Information Systems, and Upstream business of HPCL. He was CEO of Prize Petroleum, upstream arm of HPCL before assuming responsibilities as C&MD of HPCL.
- He also holds the directorship on the boards of HPCL Mittal Energy Ltd, SA LPG Co. Pvt. Ltd., HPCL Rajasthan Refinery Limited and Prize Petroleum corporation Ltd.



Shri Pushp Kumar Joshi, Director - Human Resources

- He is a Bachelor of law from Andhra University and Post Graduate in Personnel Management & Industrial Relations from XLRI, Jamshedpur with over 3 decades of industry experience. He has held various key positions in HR and Industrial Relations functions in Marketing and Refineries divisions of HPCL. He was responsible for spearheading HR practices with strong business focus and contemporary approaches at HPCL for leadership development, productivity enhancement, leveraging IT platform etc
- He also holds the directorship on the boards of Prize Petroleum corporation Ltd, HPCL Biofuels Ltd, Hindustan Colas Pvt Ltd (HINCOL), HPCL Shapoorji Energy Pvt Ltd and HPCL Rajasthan Refinery Limited



Shri Vinod Shenoy, Director - Refineries

- He is a Bachelor in Chemical Engineering from IIT Bombay and brings with him rich experience of over 3 decades in the Refinery and Corporate Departments of HPCL with wide exposure to the Petroleum Industry.
- He also holds the directorship on the Boards of HPCL Mittal Energy Ltd, HPCL Rajasthan Refinery Limited, Mangalore Refinery and Petrochemicals Limited, Ratnagiri Refinery and Petrochemicals Ltd and Prize Petroleum corporation Ltd.



Thank you