



# **HPCL**

## **Investors' and Analysts' Meet**

**Mumbai**  
July 8, 2016



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# Origin of HPCL



**1952**

Incorporation of Standard – Vacuum Oil Refining Company (StanVac)

**1955**

Incorporation of Caltex Oil Refining Co.

**1962**

StanVac operations taken over by ESSO

**1969**

Commissioning of Lube India Ltd.

**1974**

Amalgamation of ESSO and Lube India to form HPCL

**1978**

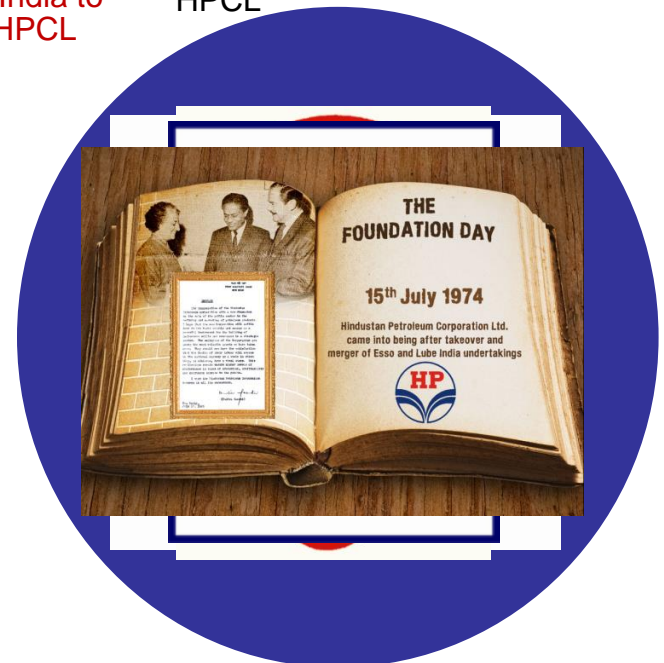
Merger of Caltex undertaking in India into HPCL

**1979**

Merger of Kosan Gas Company into HPCL

## Origin in Private Sector

- Blend of Private & Public Sector Expertise





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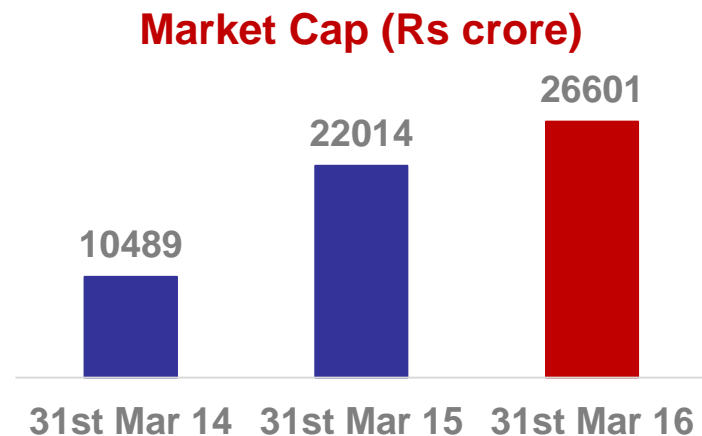
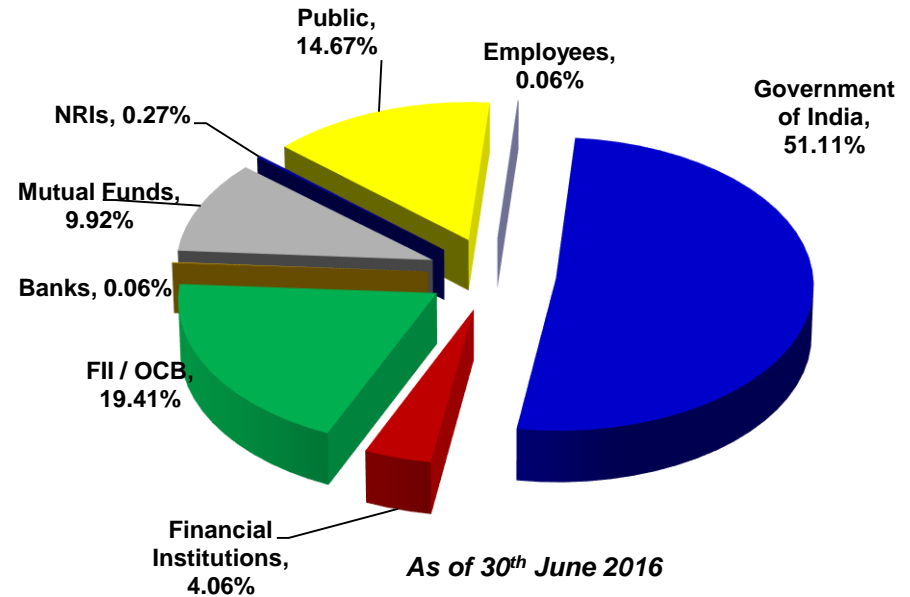
# 133



# HPCL Fast facts : 2015-16



- **NOC - Govt. of India (GOI)** holding **51.11% equity**
- **Navratna PSU** Since January'1999
- India's **6<sup>th</sup> Largest** company by Turnover
- **Largest lube oil refinery** in India
- **Annual Gross sales** of Rs 1,97,744 crore
- **Net Profit** of Rs 3,863 crore
- **Market Capitalization** of Rs. 26,601 crore



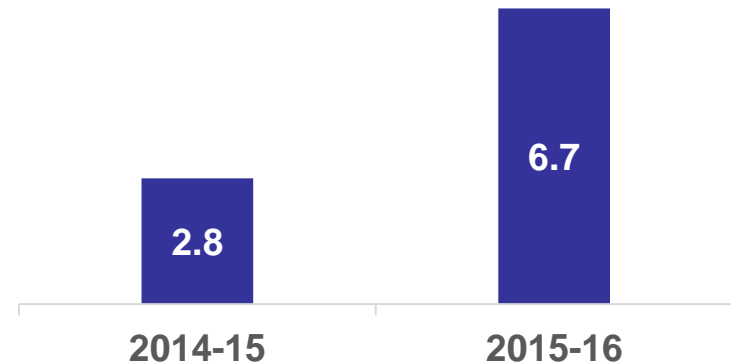


# HPCL Fast facts : 2015-16

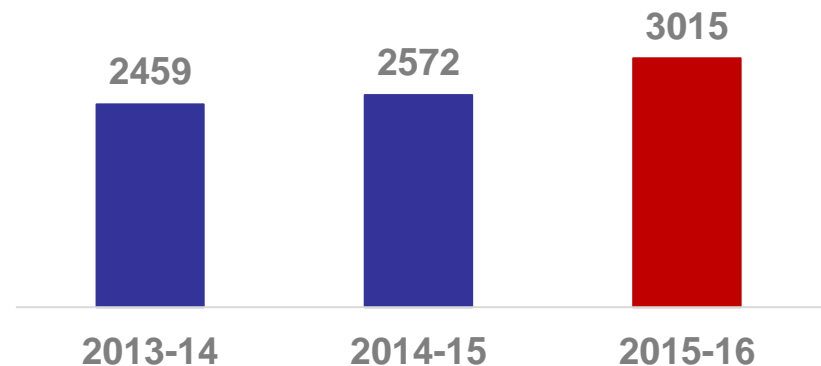


- **Highest combined GRM** of \$ **6.68/ bbl.** among PSUs
- **21% market share** in Petroleum Sales (PSU Category)
- **Highest Market Sales Growth** among Oil Marketing Companies (PSU)
- **No.1 Company in total lubricant sales** in India
- **2<sup>nd</sup> Largest** LPG marketer in India
- **2<sup>nd</sup> Largest** Retail Outlet Network
- **2<sup>nd</sup> Largest** Product Pipeline Network

HPCL GRM in \$/bbl.



Pipeline Network (Km)



**Fitch**Ratings

**BBB-/Stable**

**MOODY'S**  
INVESTORS SERVICE

**Baa3/Positive**

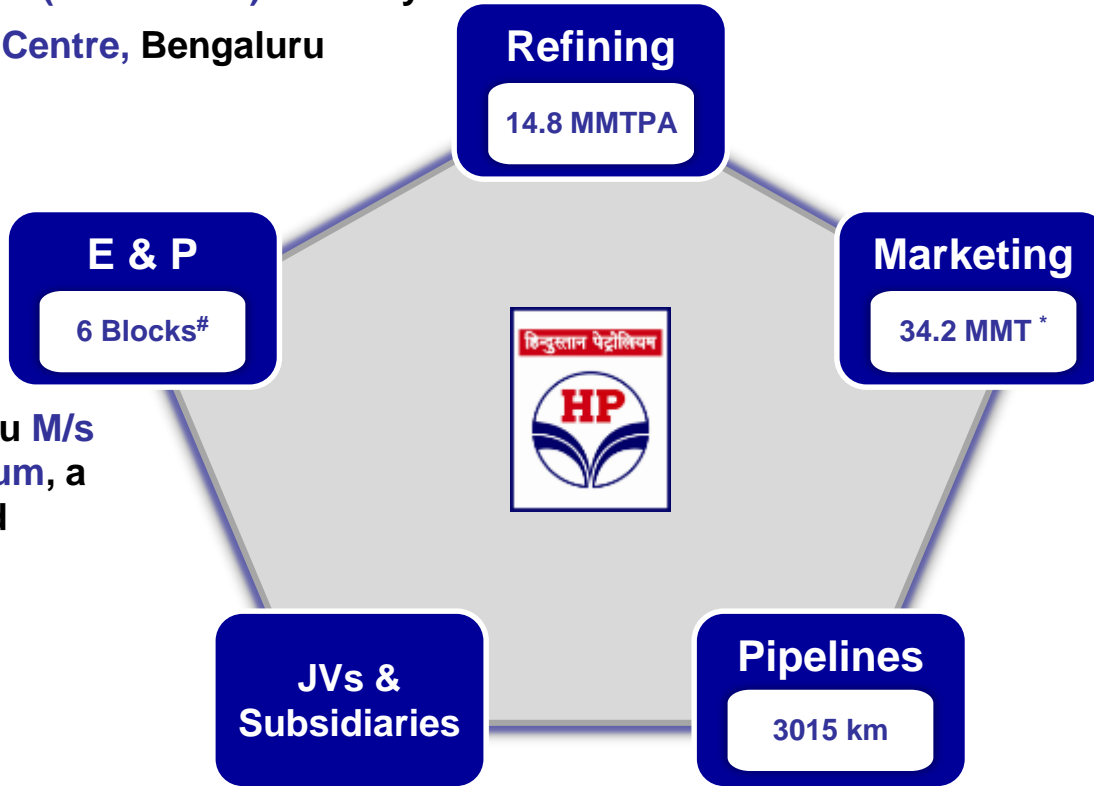
At par with the sovereign rating of India



# Business Portfolio



- **Mumbai:** Fuels (6.5 MMTPA) & Lubes (428 TMTPA) Refinery
- **Visakh:** Fuels (8.3 MMTPA) Refinery
- Green R&D Centre, Bengaluru



- Retail
- LPG
- Direct Sales
- Aviation
- Operations & Distribution
- Natural Gas & Renewables

- Operation thru **M/s Prize Petroleum**, a wholly owned subsidiary

### Partnerships in

- Refining, Marketing Infrastructure, Biofuels and Emulsions

- 6 Cross country pipelines

\* Annual Sales in 2015-16

# Current Active blocks





# Performance : 2015-16



**Market Sales : 34.2 MMT**

**Market Growth : 9.3% (Domestic) Vs PSU 7.7%**

**Refining Thruput : 17.2 MMT**

**Pipeline Thruput : 17.6 MMT**

**India's No.1 Lube Marketer : 536 TMT**

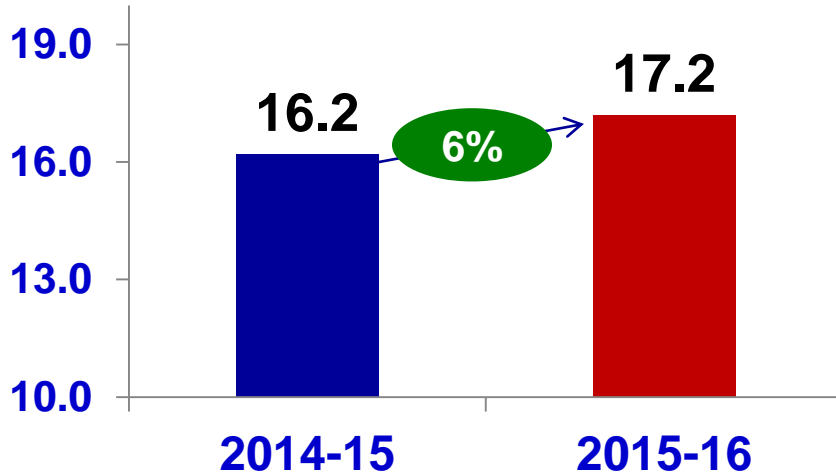
**Highest ever PAT of Rs. 3,863 Crore during 2015-16**



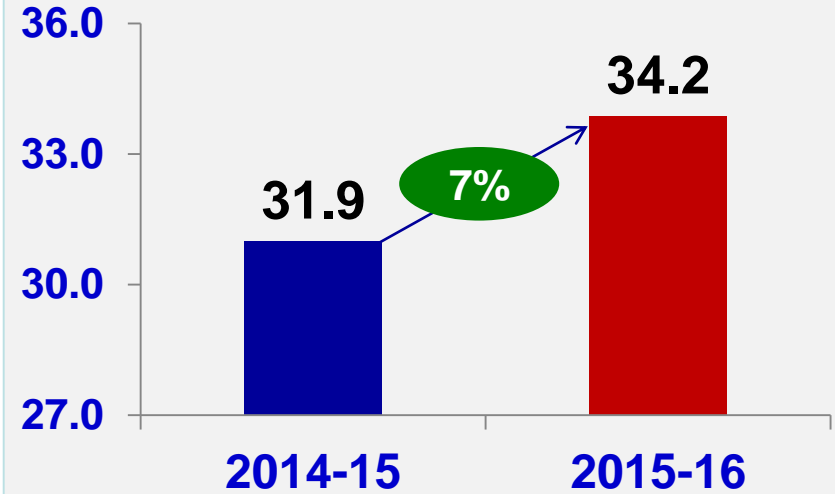
# Snap shot of 2015-16 Performance



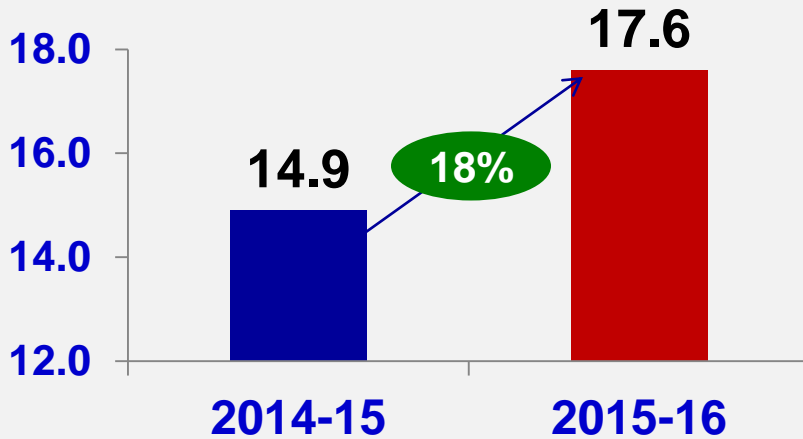
### Crude Thruput (MMT)



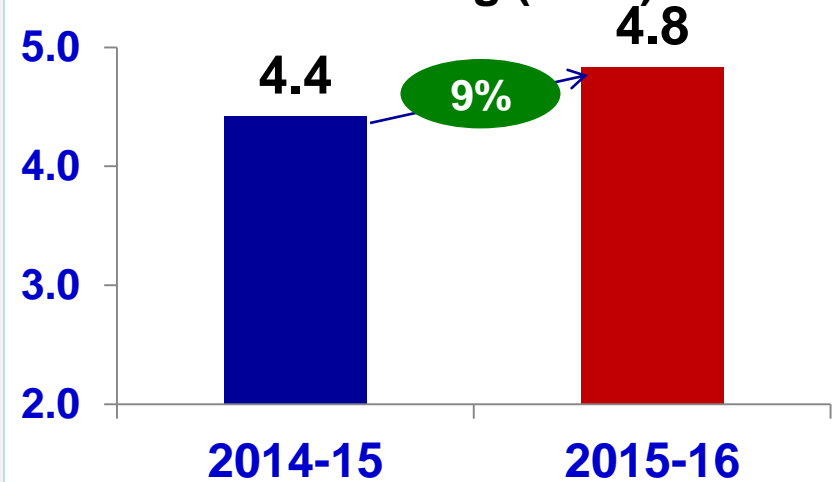
### Marketing Sales (MMT)



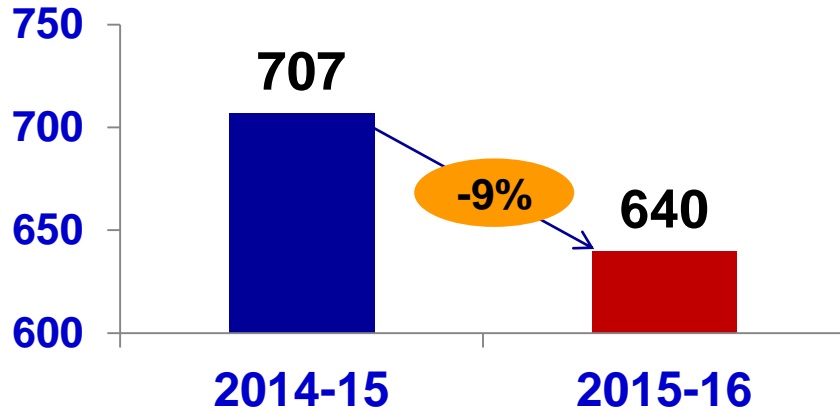
### Pipeline Thruput (MMT)



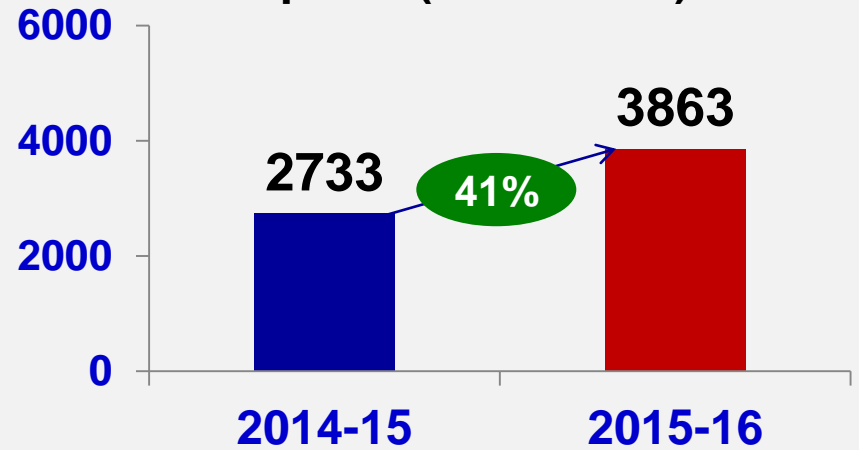
### LPG Bottling (MMT)



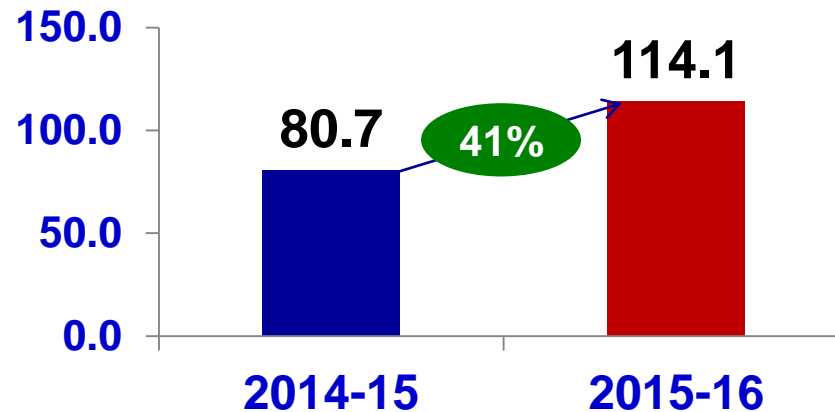
### Interest Cost (Rs. Crores)

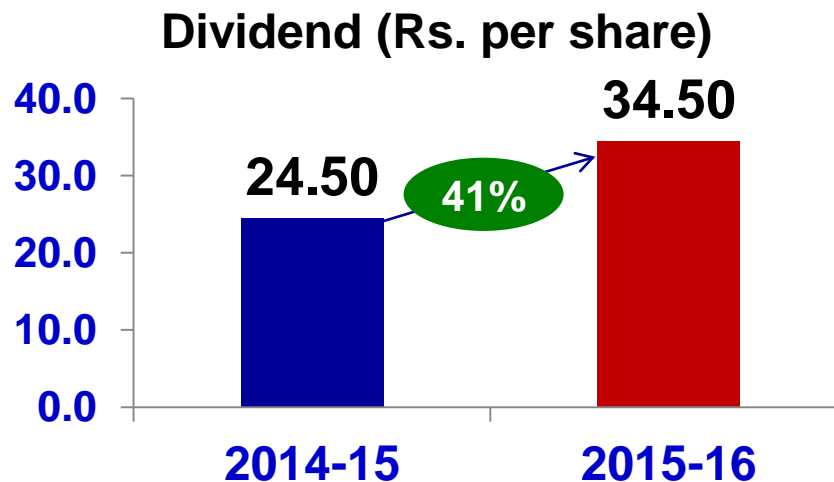
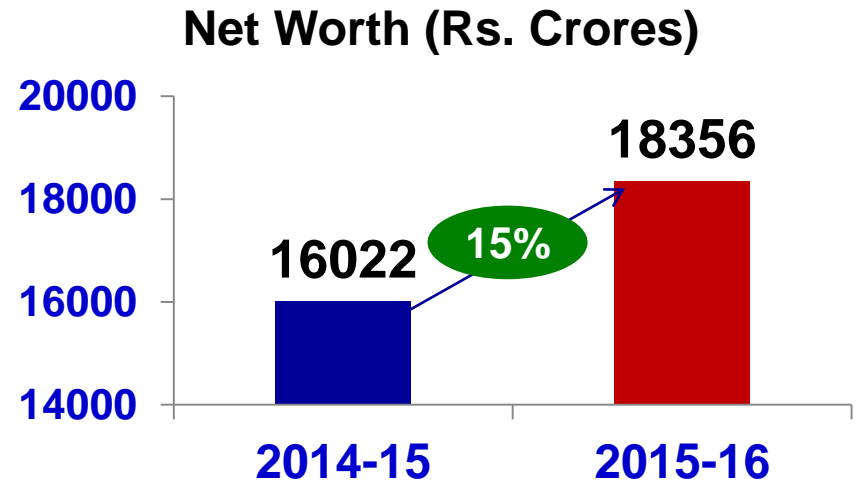
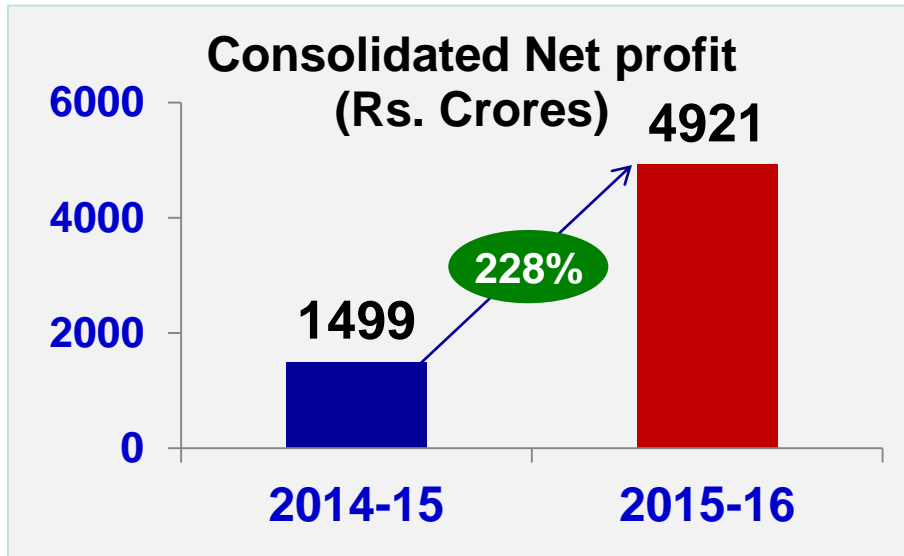


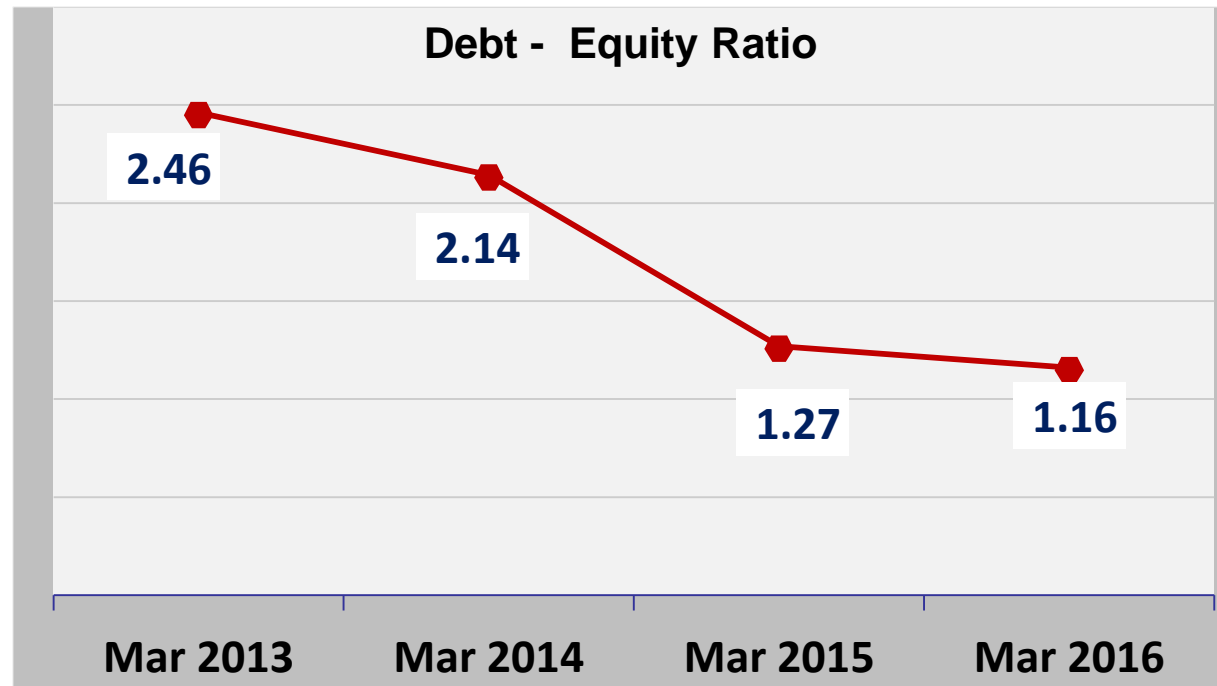
### Net profit (Rs. Crores)



### EPS (Rs. per share)



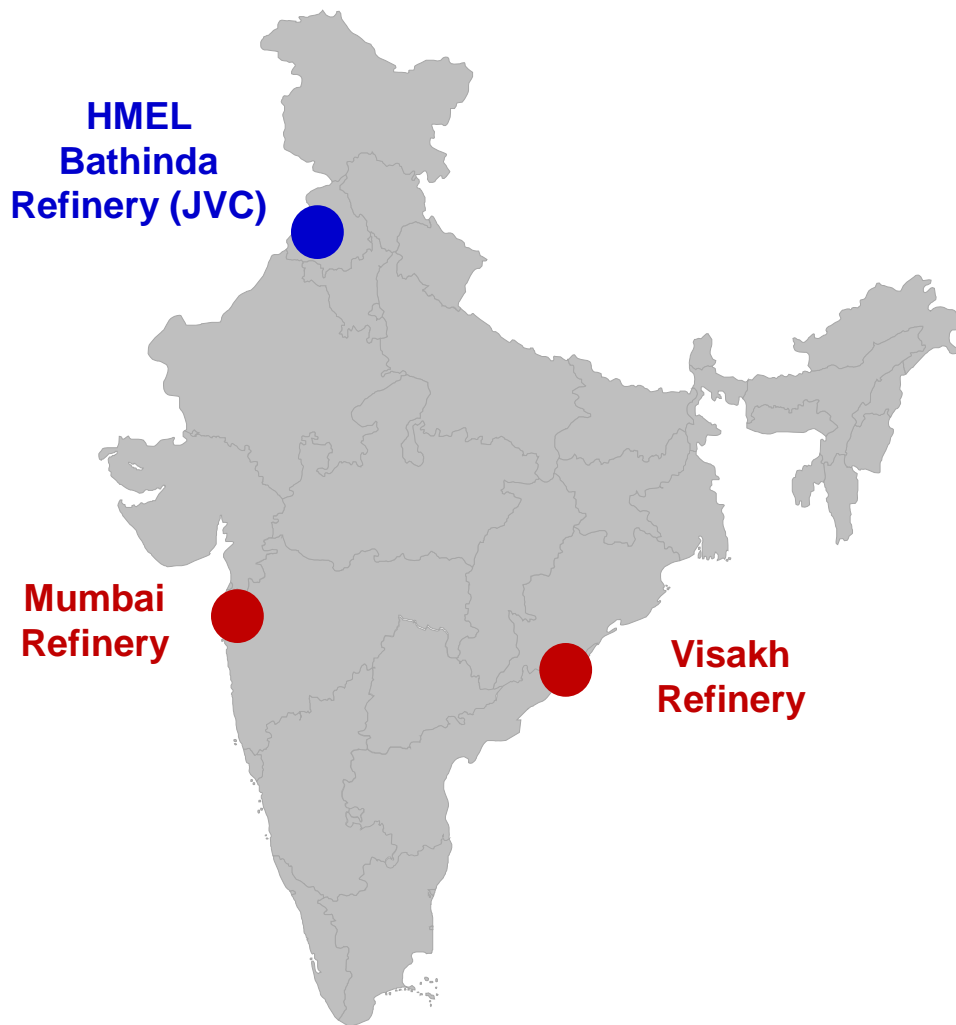




(Rs. crores)

<b>Long Term Borrowing</b>	<b>10,278</b>	<b>15,789</b>	<b>18,136</b>	<b>17,448</b>
<b>Short Term Borrowing</b>	<b>23,511</b>	<b>16,377</b>	<b>2,200</b>	<b>3,889</b>
<b>Net Worth</b>	<b>13,726</b>	<b>15,012</b>	<b>16,022</b>	<b>18,356</b>

**Refining**



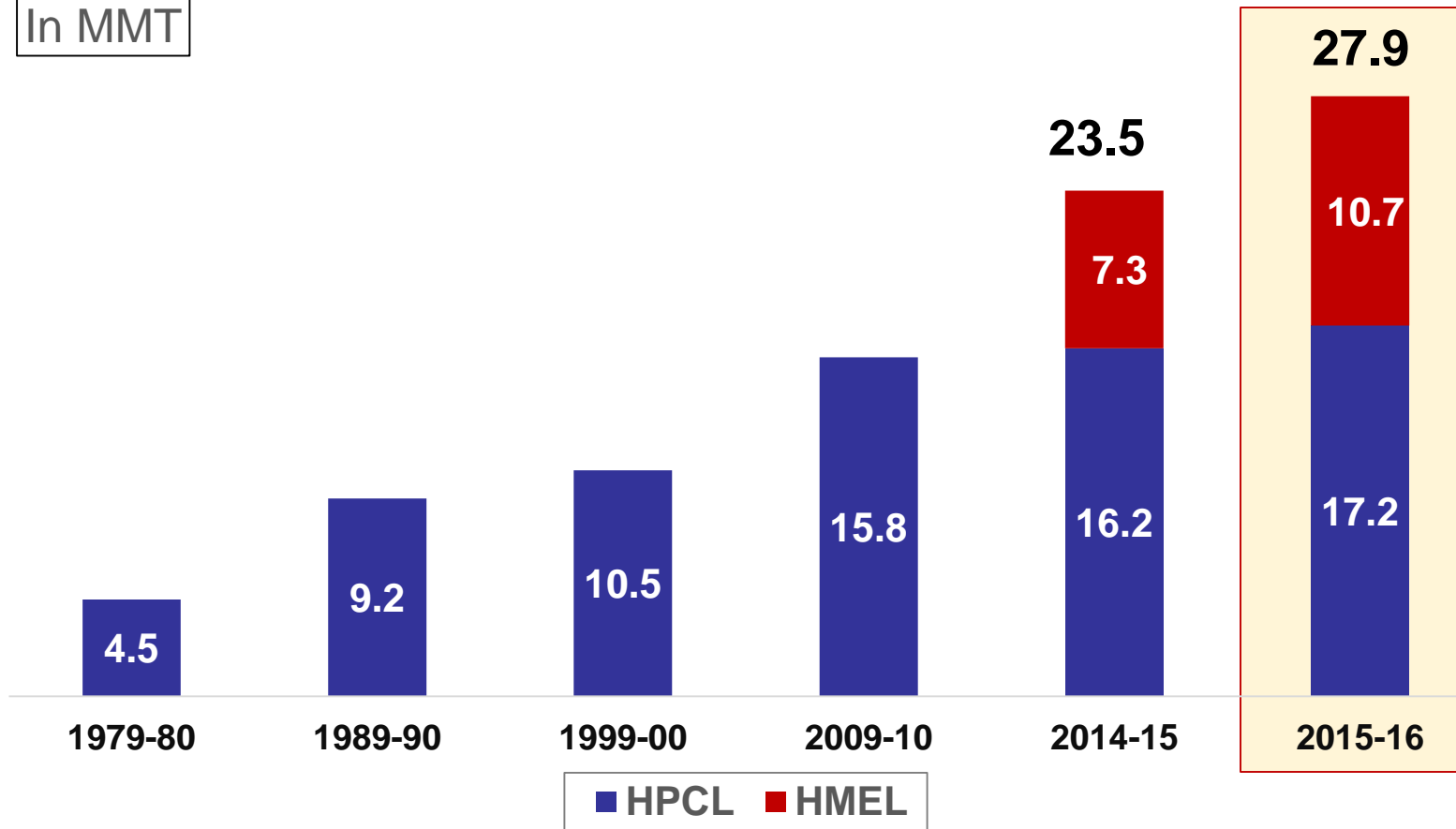
Refinery	Capacity (MMTPA)
Mumbai	6.5
Visakh	8.3
<b>Total</b>	<b>14.8</b>
Bathinda (JVC)	9.0
<b>Total</b>	<b>23.8</b>

**Lube Refinery (Mumbai) 428 TMTPA**

Stake in HEMEL : 48.94% ; Stake in MRPL : 16.95%

**Rights for Marketing of Petroleum Products from HEMEL**

In MMT



Average GRM for HPCL during 2015-16 is US \$ 6.68 per Barrel



## Mumbai Refinery



## Visakh Refinery



- **Salient Features & Measures**

- Coastal Refineries – on East & West
- Both Refineries are ISO 14001 Certified
- Pipeline connectivity for Mumbai High Crude at Mumbai
- SPM at Visakh Refinery for discharging VLCCs
- Additional Crude Storage Capacity at Visakh Crude Cavern
- Robust LP Model for Optimized crude selection
- Product evacuation thru cross country pipelines (~85%)
- BS III / IV Production facilities for MS & HSD
- Integrated Effluent Treatment Plant & Rain water harvesting



# Refineries



(FY 2015-16)

Description	UoM	Mumbai Refinery	Visakh Refinery	HPCL
Crude Thruput	MMT	8.01	9.22	17.23
Capacity utilization	%	123	111	116
GRM	\$/bbl.	8.09	5.46	6.68



# Refinery Highlights : 2015-16



- **Highest ever refining throughput of 17.2 MMT** with a capacity utilization of 116%
- Recorded **highest ever production of MS (3.03 MMT), HSD (6.5 MMT), LOBS (423 TMT) & Bitumen (1.2 MMT)**
- Commissioned **underground crude cavern facility** with 0.3 MMT storage capacity at Indian Strategic Petroleum Reserve Ltd, Visakhapatnam

## Visakh Refinery

- Commissioned **Tail Gas Treating Unit (TGTU)** in the Sulphur recovery Unit Trains at DHDS for reduction of SO<sub>x</sub> content in the tail gases.

## Mumbai Refinery

- Commissioned **Flue gas scrubber unit (FGSU)** at FCCU for reduction of SO<sub>x</sub> emissions and Suspended Particulate Matter
- Implemented **Isotherming technology** for energy efficiency enhancement and improving HSD quality



# Profitability Improvement Measures



## Initiative

## Impact

Optimized MS block operations

Increased MS production in lieu of Naphtha

Lube Oil Upgradation Project at Mumbai Refinery

Increased production of valued added lubricants

SPM at Visakh Refinery

Discharging of Very Large Crude Carrier (VLCC)

Robust LP model

Optimizing Crude selection

FCC with Cat Cooler at Mumbai Refinery

Conversion of Fuel Oil to value added products

CDU II Revamp at Mumbai Refinery

Increased crude processing

Flare gas recovery systems

Hydrocarbon Recovery from Flare gases

Crude Cavern Storage at Visakh

Flexibility in Procurement & Processing of Crude Oil

Power Purchase thru Open Access

Reduced operating expenditure

Implementation of Isotherming technology

Improved energy efficiency



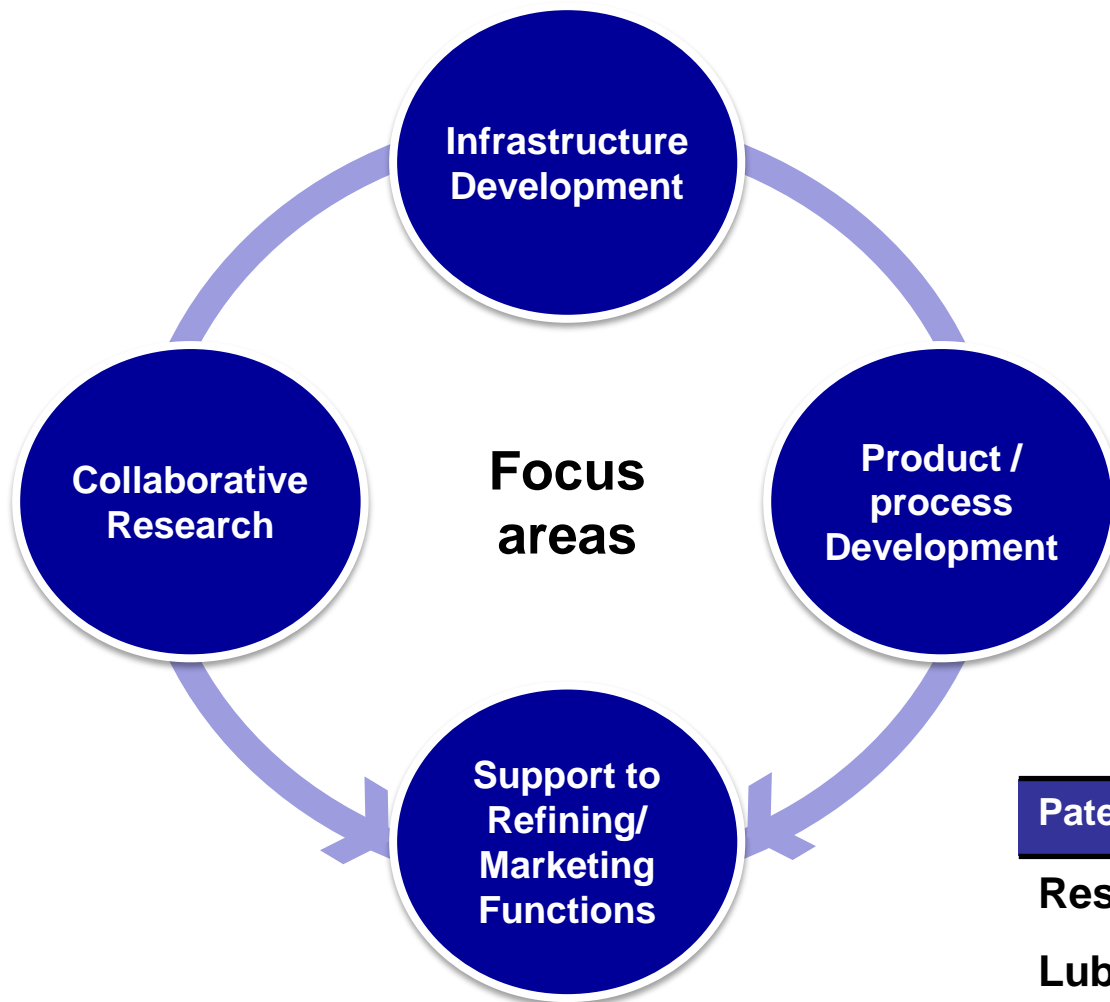
# Green R&D centre : Bengaluru

- Land: 120 Acres
- Built up area: 3 lakh sq. ft.
- Phase 1 : Capex Rs. 395 crore



## Green R&D Centres at Bengaluru & Vashi

### R&D Thrust Areas



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

Patents	Applied	Obtained
Research Areas	<b>36</b>	-
Lubricants	<b>6</b>	<b>2</b>



# R & D : 2015-16 Highlights



- ❖ **Developed HP Next Gen transmission oil EP 80W for TATA motors**
- ❖ **Kayaba 17 – Replacement of imported KAYABA product at Gabriel for high end car segment**
- ❖ **Winter Diesel – Commercial supply started after 6 years of development**
- ❖ **Ch-4/CI-4 10w 40 for JCB exports models**
- ❖ **RR 813 as common oil for Indian Railways**
- ❖ **Lithium Complex grease for Visakh Steel Plant replacing imported product**

**Marketing**





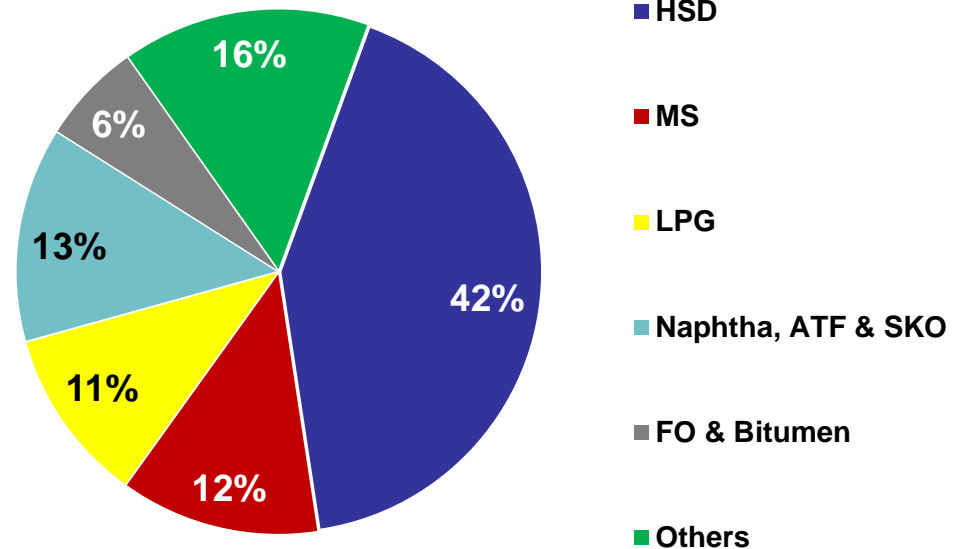
# 2015-16 : Consumption of Petroleum Products



## Product wise Industry volumes

Products	MMT	5 Y CAGR %
HSD	75	4.5
MS	22	9.0
LPG	19	6.8
Naphtha, ATF & SKO	24	0.5
FO & Bitumen	11	(8.8)
Others	28	13.1

## 2015-16 (%)



**Total Volume = 177 MMT, 5 year CAGR = 4.4%**

\*Note: FY 2010-11 is base year for 5 Year CAGR



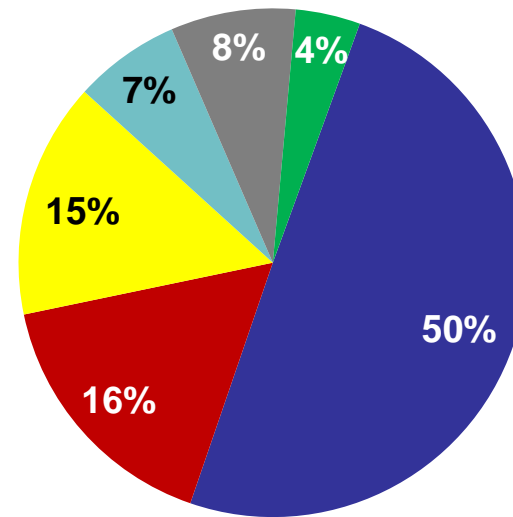
# 2015-16 : Sale of Petroleum Products by HPCL



## Product wise HPCL volumes

2015-16 (%)

Products	MMT	5 Y CAGR %
HSD	17	6.5
MS	6	9.3
LPG	5	6.8
Naphtha, ATF & SKO	2	(1.1)
FO & Bitumen	3	(4.3)
Others	1	26.6

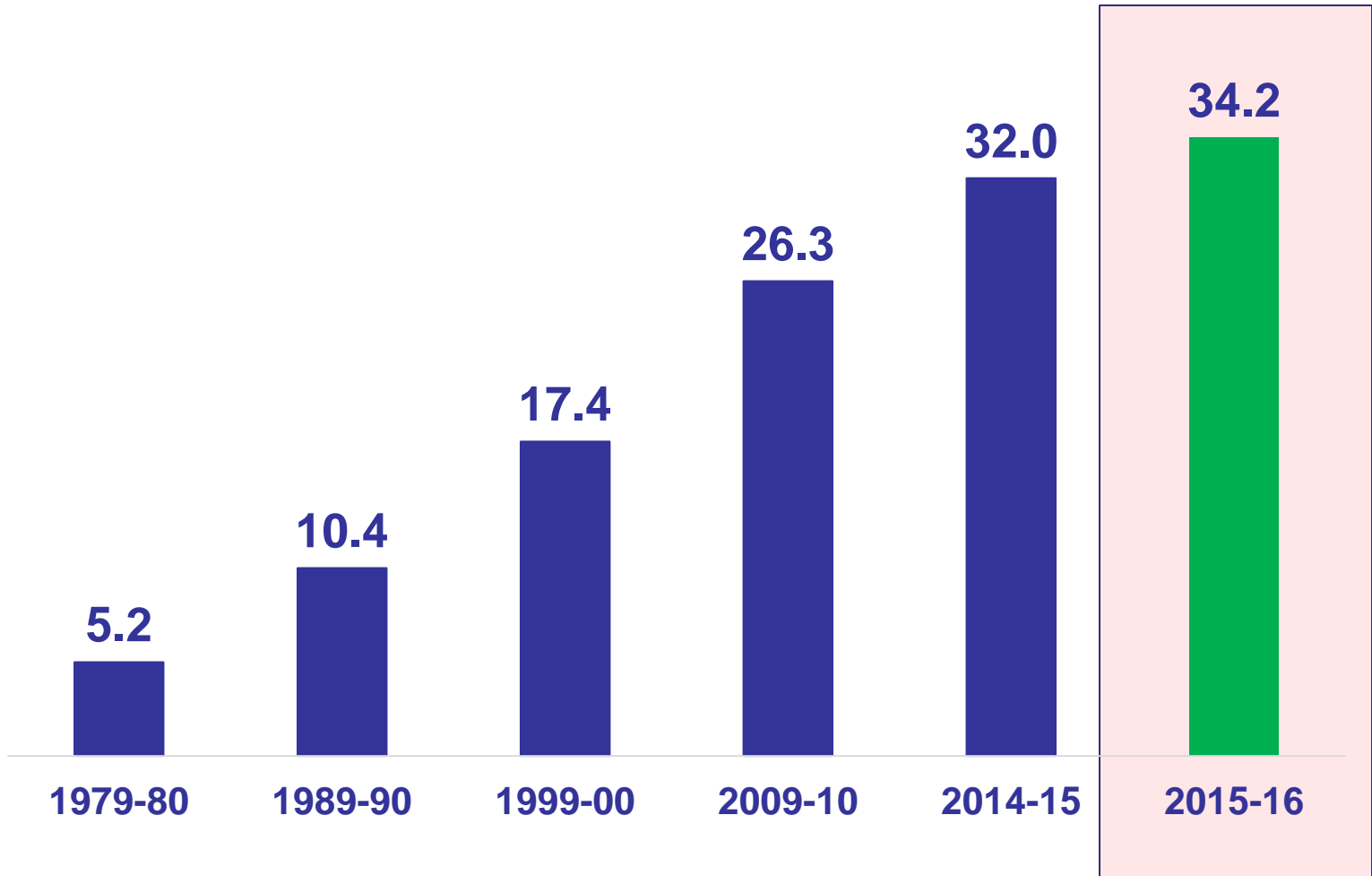


- HSD
- MS
- LPG
- Naphtha, ATF & SKO
- FO & Bitumen
- Others

**Total Volume = 34.2 MMT, 5 year CAGR = 5.7%**

\*Note: FY 2010-11 is base year for 5 Year CAGR

## Market Sales in MMT





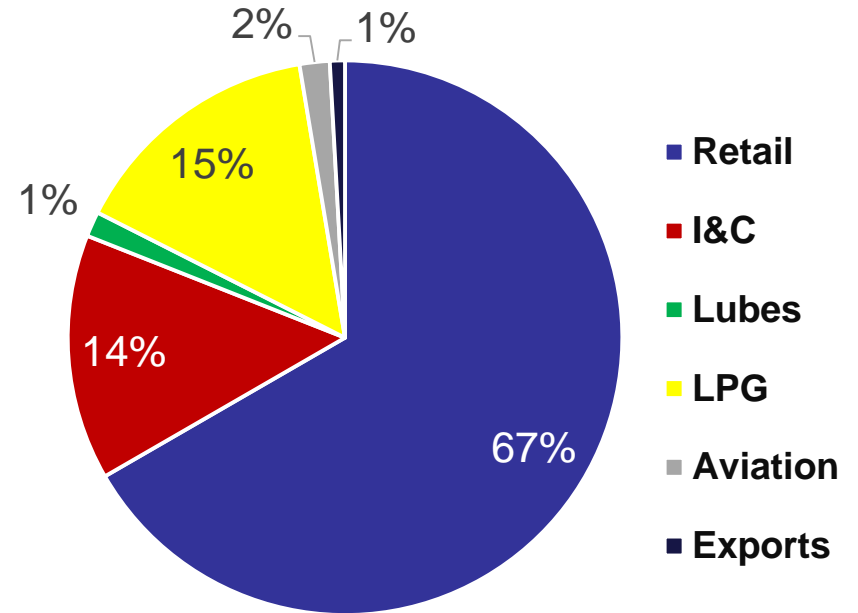
# HPCL Sales : 2015-16



## HPCL Business lines

Retail	22.8 MMT
Aviation	0.6 MMT
LPG	5.1 MMT
Industrial and Consumer (I&C)	4.9 MMT
Lubes	0.5 MMT
Exports	0.3 MMT

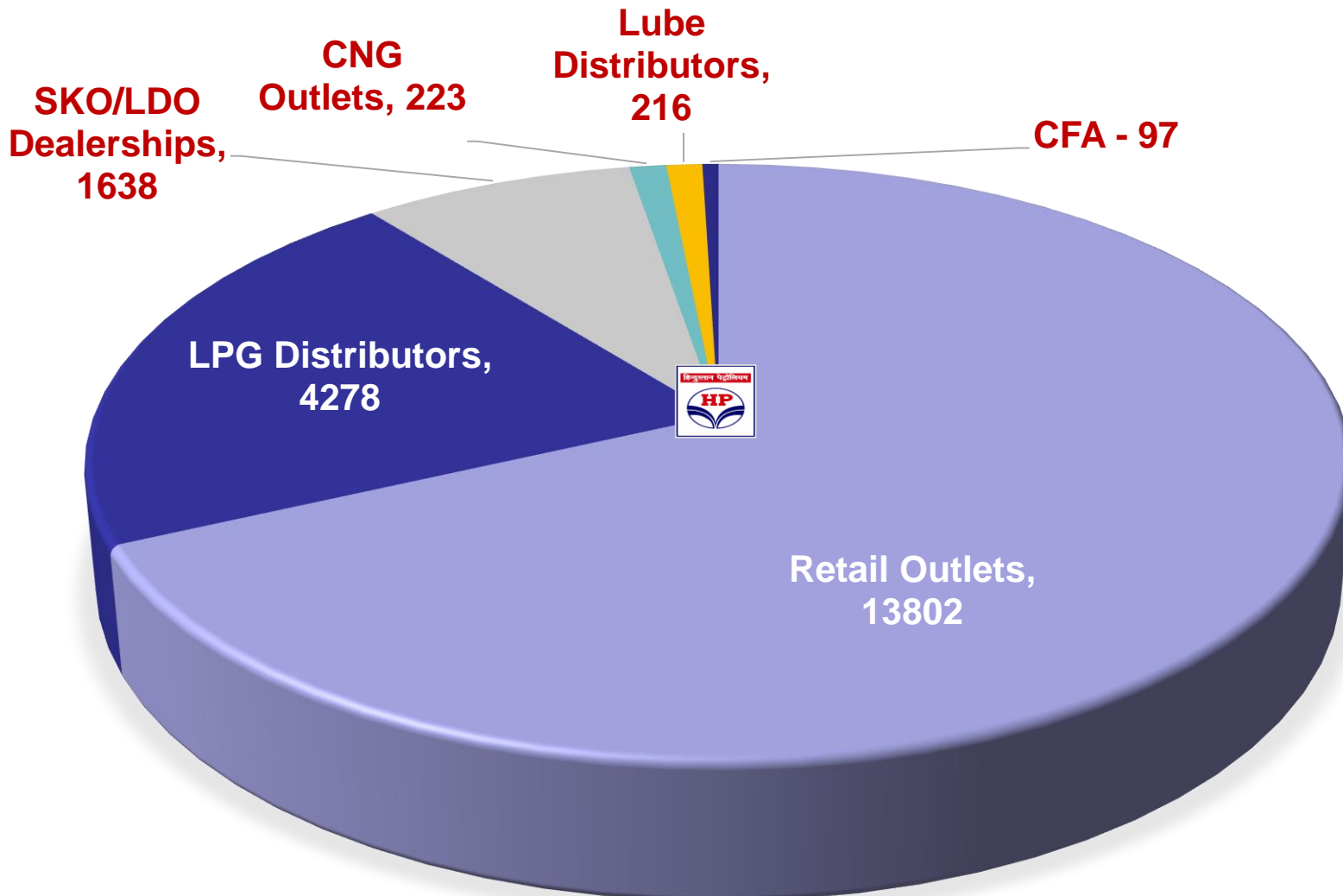
## Volumes by Business Lines ( 2015-16)



HPCL Total Sales = 34.2 MMT



# Customer Touch Points



**LPG customer base of 5.23 Crore Households**



# Marketing Highlights 2015-16



- **Recorded best ever physical performance**
  - **Market sales : 34.2 MMT**
  - **Domestic Growth : 9.3%**
  - **Market share gain : 0.31%**
  - **Sale of RLNG : 36 TMT**

## Motor Fuels

- **Market share gain of 0.36%** (PSU category)
- Commissioned 590 new retail outlets

## LPG

- Highest ever sales of 5.07 MMT
- **First Company to introduce** 450Kg SUMO cylinders for Forklift
- Online payment facility for LPG refill
- **Introduced new product** - Metal cutting gas under the brand name of HP Razor



## Lubricants

- **No. 1 Lubricant Marketer** position for the third successive year
- **Market share gain of ~ 2.6%**
- **New products launched**
  - HP Milcy Turbo Ultra for diesel engines
  - HP Neo Synth 5W30 for passenger cars
  - HP Racer 4 Synth 10W30 for motorcycles
- Signed agreement with Snapdeal for online selling of HP lubes packs

## B2B

- **Market share gain of 1.2%** (PSU category)
- Commenced supplies of Winter Grade Diesel to Indian Army
- Supplying Jet Fuel to all the eight scheduled domestic airlines of the country



# Retail Sales



**SKO 1638**

**CNG 223**

**ALPG 218**



## Strong Customer Loyalty



Segmentation

Formats

e-fuel stations

Network  
Productivity

# Segmentation

Highway



Urban

Rural

“Retail Outlet Formats” designed to address needs of “**Target Customer Segments**” in a ‘Consistent’ manner.



**Highway**



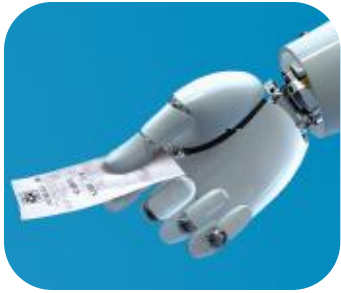
**Urban**



**Rural**

NHAI Award to COMCO Shoolagiri  
“**Best Amenities on Highways**”

## Leveraging Technology



- **Automation** installed at 2731 outlets
- **NANO** Uptime : 98.5%

## Benefits



- **Q&Q Assurance**
  - Capturing all transactions
  - e-Receipts to customers
  - Inspection through Automation system



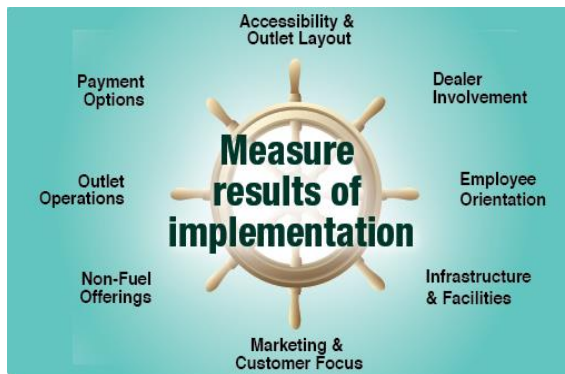
- **Efficient operations**
  - System driven stock monitoring and price change
  - SMS Alerts to Customers
  - VID for Loyalty

NANO : No Automation No Operation

## Network Planning (NP) Tool

Scientific approach through **Network Planning tool** for identifying

- Potential **new locations**
- **Sales potential** at existing outlets



Implementing **Outlet Diagnostics and Monitoring Tool (ODMT)** as a **structured approach** for achieving outlet specific growth.



- **Branded Fuel Stations**
  - 2300 Club HP outlets and 250 Club HP Star outlets
- **Branded Fuel (Power)** marketed through 1500 outlets

- **Allied Retail Business** at over 4000 outlets with **1650+ ATMs** at Retail outlets.

- **Largest Multiparty Coalition loyalty program** - Partnership with Payback.
- 40 Million customers ~ 11.5% of Petrol Sales thru Loyalty card

## Fleet Card – DT Plus



## Retail Cards



- **Fleet management solution**
- Multiple recharge options & Accidental insurance for Vehicle Crew.
- Over 1 Lakh Fleet owners and 1.2 Million vehicles enrolled.
- HSD sales through DT Plus increased to **285 TKL PM** ~ 16% of HSD Sales.
- Introduced **Credit Pouch** – tie up with HDFC & ICICI banks



# Presence in all Lubricant segments



## OEM Partnerships

- JCB India
- Royal Enfield
- Bajaj Auto
- Komatsu
- Gabriel
- SKF
- Mahindra (Two Wheelers)

Sales Segment

% Volume Contribution

Automotive

32 %

Industrial

36 %

Transformer Oil

3 %

Greases

2 %

Process Oils

27 %



# LPG : Sustainable Growth



## PAHAL

- Percentage enrolled ~ **90.78%**

## #GiveItUp

- 30 Lakh HPCL customers have given up LPG subsidy till 6<sup>th</sup> July 2016 (Total 103.77 Lakhs)

## PMUY

- **Pradhan Mantri Ujjwala Yojana (PMUY) - Scheme for Release of Free LPG Connections to BPL Women**
- **FY 2016-17, GOI allotted Rs. 2,000 crore in Union Budget for 1.5 crore number of free LPG connections. HPCL's share will be 0.38 crore connections.**
- **Scheme rolled out on 1<sup>st</sup> May 2016 by Hon'ble PM at Ballia in UP.**



## 2<sup>nd</sup> largest Player

- Sales Volume ~ 4.9 MMT
- Market share gain amongst PSUs: 1.1%
- 1st in Industry to launch of VG 40 grade Bitumen



### Fuels

- HSD, Naphtha, Bitumen and Fuel Oils

### Bunkering

- MoU Signed for developing Bunkering Facility at Bucher Island, Mumbai

### Specialties

- Hexane, MTO

### Customers

- Army, DGBR, Railways, Govt. & Industrial Accounts and MSME segment

## Sales

- Sales Volume ~ 0.6 MMT
- Market share gain amongst PSUs: 1.3%



## Wide Customer Base

- Supplying Jet Fuel to all scheduled airlines in India

## Leveraging Open Access

- Operating JV MAFFFL (Mumbai Airport Fuel Farm Facilities Ltd.) with 25% stake

## Leveraging Home market

- 20 km dedicated ATF P/L from Mumbai Refinery to Mumbai Airport



# HPCL supply infrastructure



## Terminals / TOPs



**37**

## Depots



**51**

## LPG Plants



**46**

## ASFs



**37**

## Lube Blending Plants



**7**

Description	As of 31.3.2016
POL Tankage	3.1 MMT
LPG bottling capacity	4.1 MMTPA
Lube blending Plant capacity	250 TMTPA
QC Labs	46 Nos.

**Strategically located State of Art Infrastructure with robust technology-enabled processes**

- Throughput : 47.5 MMT
- Sustainable Development:
  - **258 Kwp Solar PV power project** commissioned at Ennore Terminal, Tamil Nadu.
  - Efficient energy and water management



- Terminal Automation System

- Online Inventory Management System

- Electromechanical Locking

- O&D Dashboard-Parichalan Darpan

- Online Budgeting Tool and Infrastructure Portal



- Online HSE Index System

- Vehicle Tracking System

- Inspection Tool and Mock Drill Reporting

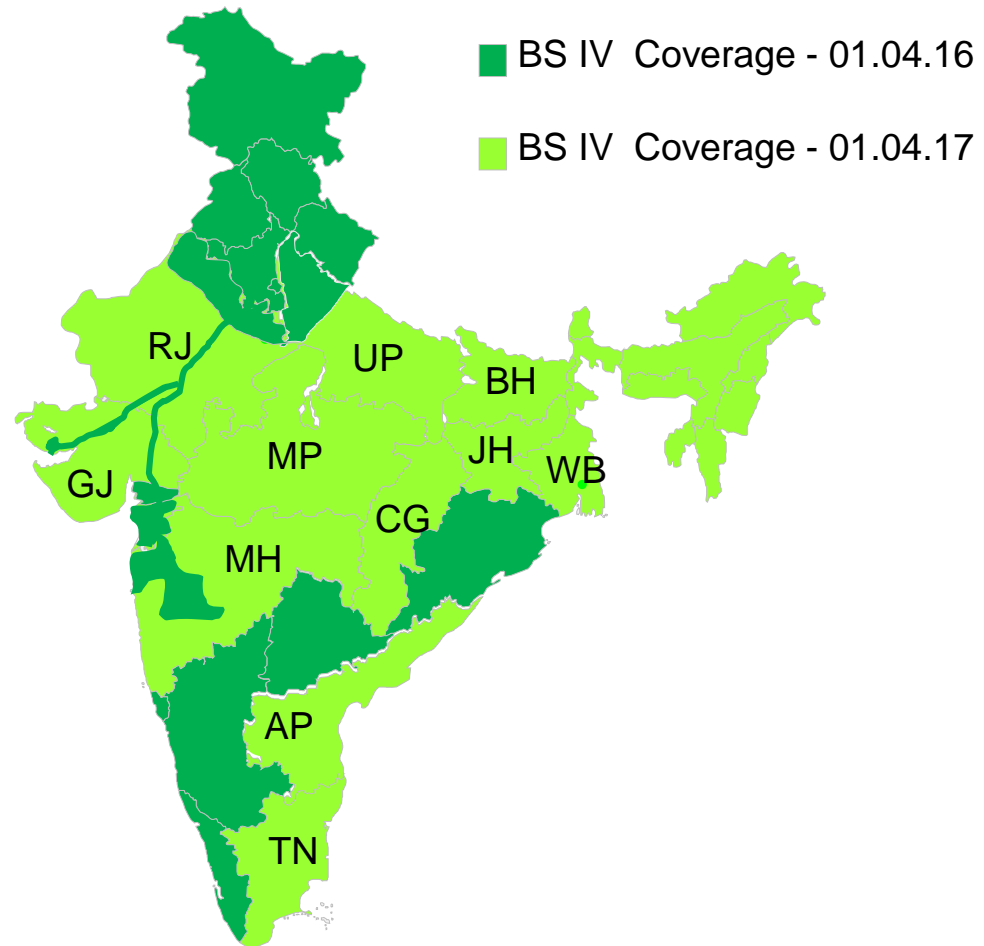
- Common Infrastructure Portal-Bandhan

- Online Work Permit System and Near Miss Portal



## Coverage of BS IV:

- **Volume %**
  - BS IV MS : 54%
  - BS IV HSD : 51%
- **Geography**
  - 37% Area covered

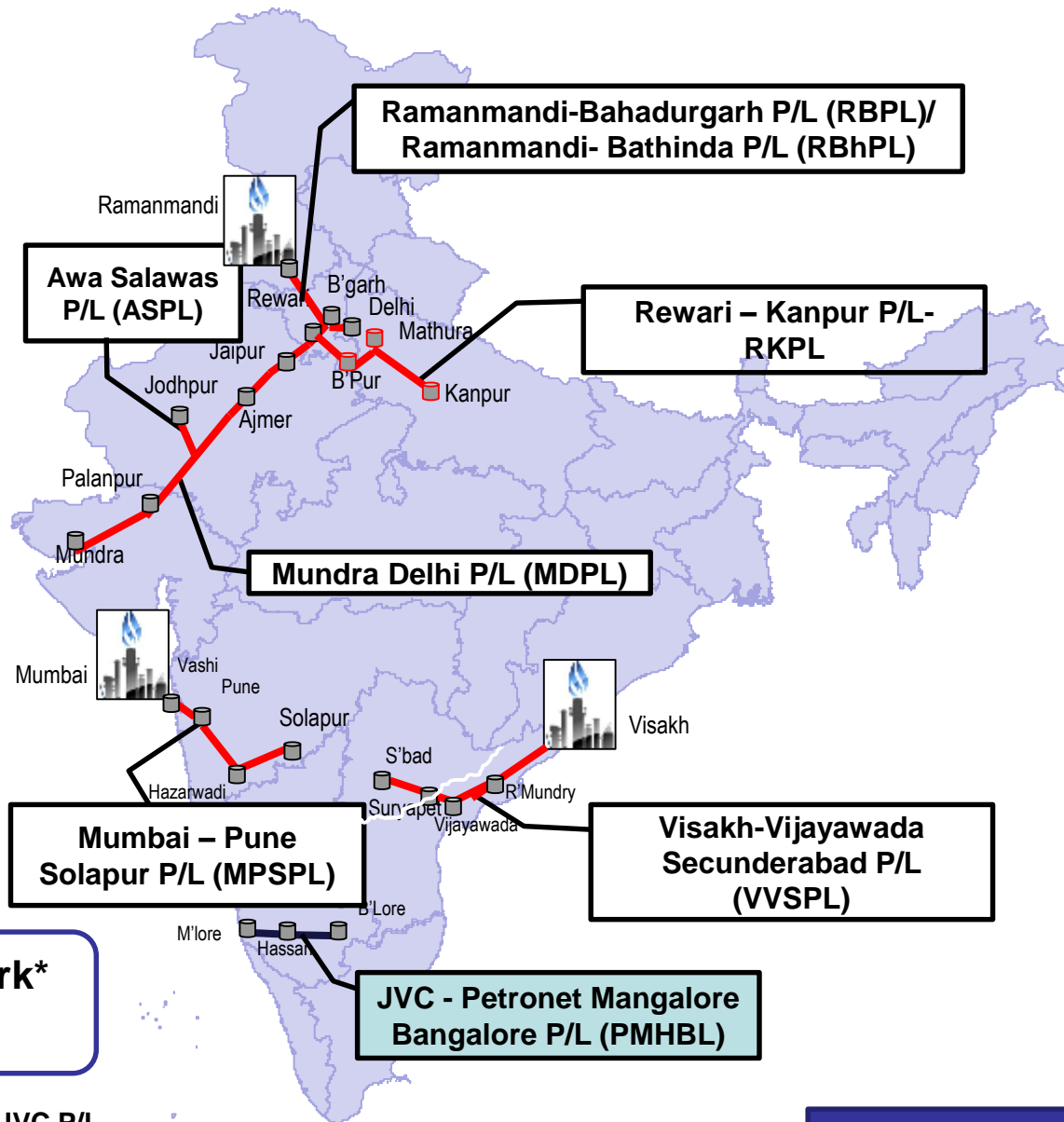


**BS VI All India Coverage : Target by 1.4.2020**

# 2<sup>nd</sup> largest product pipeline network



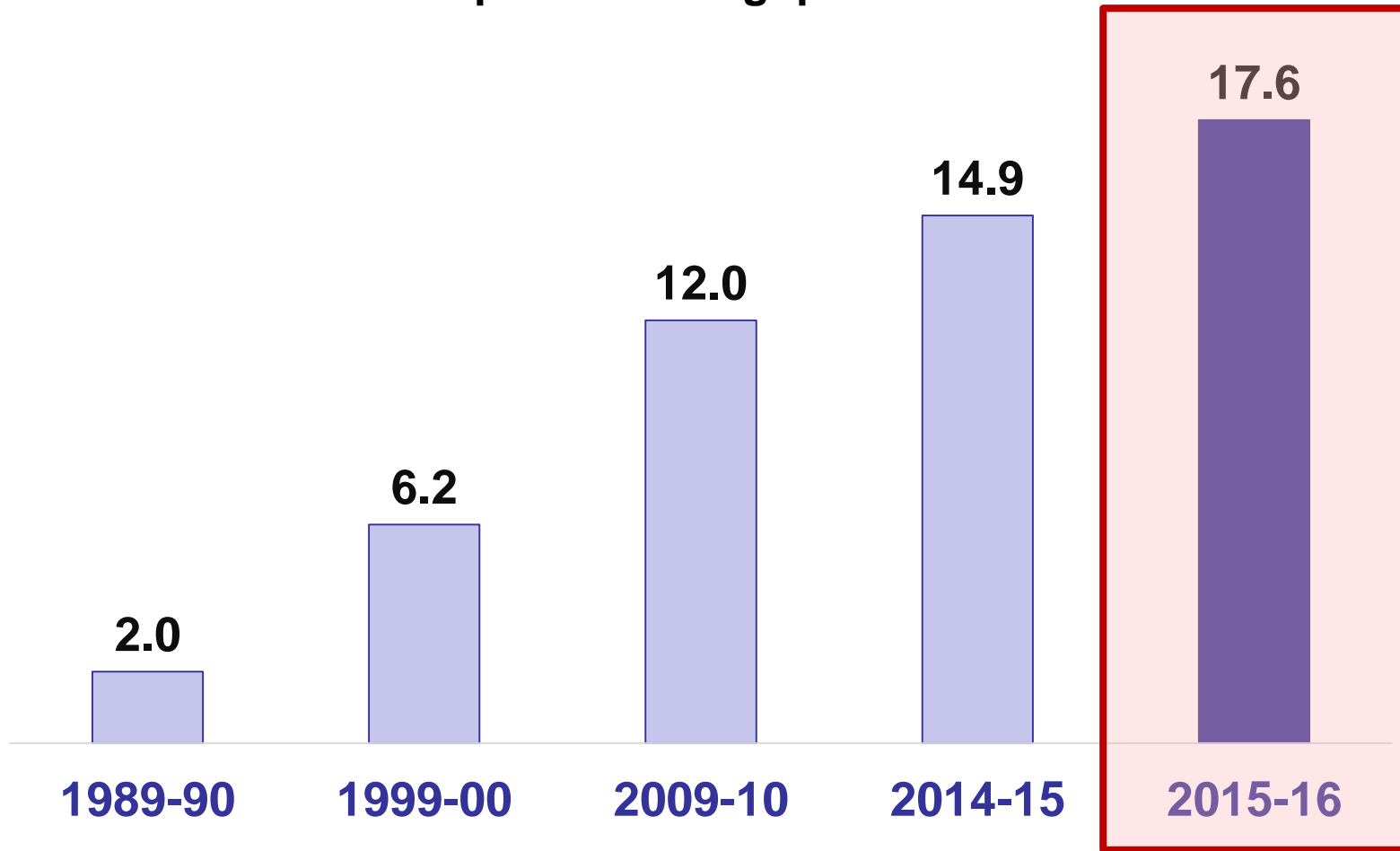
- █ HPCL Pipeline
- █ JVC Pipeline



**POL pipeline network\***  
**3,015 kms**

\* Excluding PMHB JVC P/L

## Pipeline Throughput in MMT





## CNG Sales:

- Ahmedabad
  - 1 Mother station
  - 21 Daughter Booster Stations
  - Sales : 11 TMT

## RLNG Sales:

Maiden entry into RLNG marketing during 2014-15

- 2015-16 RLNG Sales : 36 TMT



## CGD Network :

- Consortium of HPCL and APGDC emerged as successful bidder in **East Godavari & West Godavari** districts in Andhra Pradesh



# Ethanol & Biodiesel



## Ethanol

- All India EBP% of 3.3%
- 10% EBP in states like Haryana, Andhra Pradesh, Telangana
- Blended 264 TKL of Ethanol in MS during FY 15-16

## Bio-Diesel

- Introduced Biodiesel blending in Diesel on “World Biofuels Day” i.e. 10th Aug’ 15
- Sold 86 TKL of B5 (5% Biodiesel blended Diesel) during FY 15-16
- Commenced Biodiesel blending at 9 Terminals (Delhi, Visakh, Vijayawada, Secunderabad, Chennai, Coimbatore, Haldia, Paradeep and Vadodara).

**Projects Completed**

## Rewari – Kanpur Pipeline

- Length : 443 Km
- Capacity : 7.98 MMTPA
- TOPs : Bharatpur, Mathura
- Capex : Rs. 1,447 crore

## Rewari pumping station



## Kanpur Terminal



- Tankage : 227 TKL
- 2 x 8 Bay White oil TT Gantry
- State of Art Terminal



## Solapur LPG Plant

- **120 TMTPA LPG Bottling capacity**
- **3 x 500 MT Mounded Storage Vessels**
- **Two 24 Head Electronic Carousels**
- **8 bay TT Gantry**
- **Plant area ~43 acres**
- **Project Cost ~83 crore**
- **Commissioned during Feb'16**



# Ongoing Projects



# Projects under Implementation



## LPG pipelines

- 356 km Mangalore – Hassan – Mysore – Bengaluru **LPG Pipeline** (3.1 MMTPA) .
- 168 km Uran –Chakan **LPG pipeline** (1.0 MMTPA).

## POL Depots

- **Revamp** at **Jabalpur Depot** (Madhya Pradesh) and **Loni Terminal** (Maharashtra), **Nalagarh Depot** (Himachal Pradesh).

## LPG Plants

- **New LPG Plants** at **Bhopal** (Madhya Pradesh) **Karimnagar** (Telangana) and at **Panagarh** (West Bengal).

## Existing Capacity

- **Capacity in Operation : 50.5 MW.**
- **Wind Power Plants in Rajasthan (Jaisalmer, Akal) and Maharashtra (Dhule)**

## Planned Addition

- **50.4 MW capacity in Jaisalmer (Tejuva).**
- **Project Cost : Rs. 370 Crore**





# Projects Planned



# Expansion of Refineries



## Mumbai Refinery

- Expansion of capacity from 6.5 MMTPA to **9.5 MMTPA**
- Salient features:
  - Euro VI compliant Petrol & Diesel
  - Propylene Manufacturing facilities
  - Estimated Capex of Rs. 4,200 crore

## Visakh Refinery

- Expansion of capacity from 8.3 MMTPA to **15 MMTPA**
- Salient features:
  - Residue up-gradation
  - Euro VI compliant Petrol & Diesel
  - Estimated Capex of Rs. 20,800 crore.



# New POL Pipeline Projects



## MDPL Phase II

- Extension from **Palanpur to Vadodara** with a new green field marketing terminal near Vadodara
- Approx. Cost : Rs.1900 Crore

## VVSPL Phase II

- Capacity expansion from 5.38 MMTPA to 8 MMTPA for evacuation post **Visakh Refinery Expansion**
- Extension of VVSPL from **Vijayawada to Dharmapuri** in Tamilnadu (**628 Km**) with a new green field terminal at Dharmapuri
- Approx. Cost : Rs.3000 Crore



# New Marketing Projects



## LPG Plants

- **New LPG Plants** at **Haldia** (West Bengal) **Varanasi** (UP) and **Sagauli** (Bihar)

## POL Depots

- **New POL Depot** at **Bilaspur** (Chhattisgarh), **Leh** ( J&K) and **Revamp** at **Meerut** ( UP)

## Lube Blending Plants

- **Lube Blending Plants** at **Mumbai** (Maharashtra) & **Kasna** (UP)

# Subsidiaries & JVs

## Subsidiaries

### Upstream

100%



### Alternate Fuels

100%



## Refining



## Marketing



## City Gas Distribution



Aavantika Gas Ltd.

## Strategic Storage



## Infrastructure



## Natural Gas



Introduction of new technology and value growth through Partnerships

**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)**

**2015-16 Production : 62 TMT**

## Project Details:

- Capacity enhancement from **9 MMTPA** to **11.3 MMTPA**
- Estimated Project cost ~ **Rs. 2425 Crore**

**Additional HPCL Equity ~ Rs. 490 Crore**

- Estimated Completion: **June 2017**





- Being implemented thru JVC – HSEL. HPCL Equity : 50%
- 5 MMTPA LNG Regasification terminal at Chhara Port
- Capacity : 5 MMTPA
- Est. Cost: Rs. 5411 Crore;  
HPCL Equity: Rs. 810 Crore
- Financial closure for the project has been completed
- Environmental clearance :  
Public hearing completed

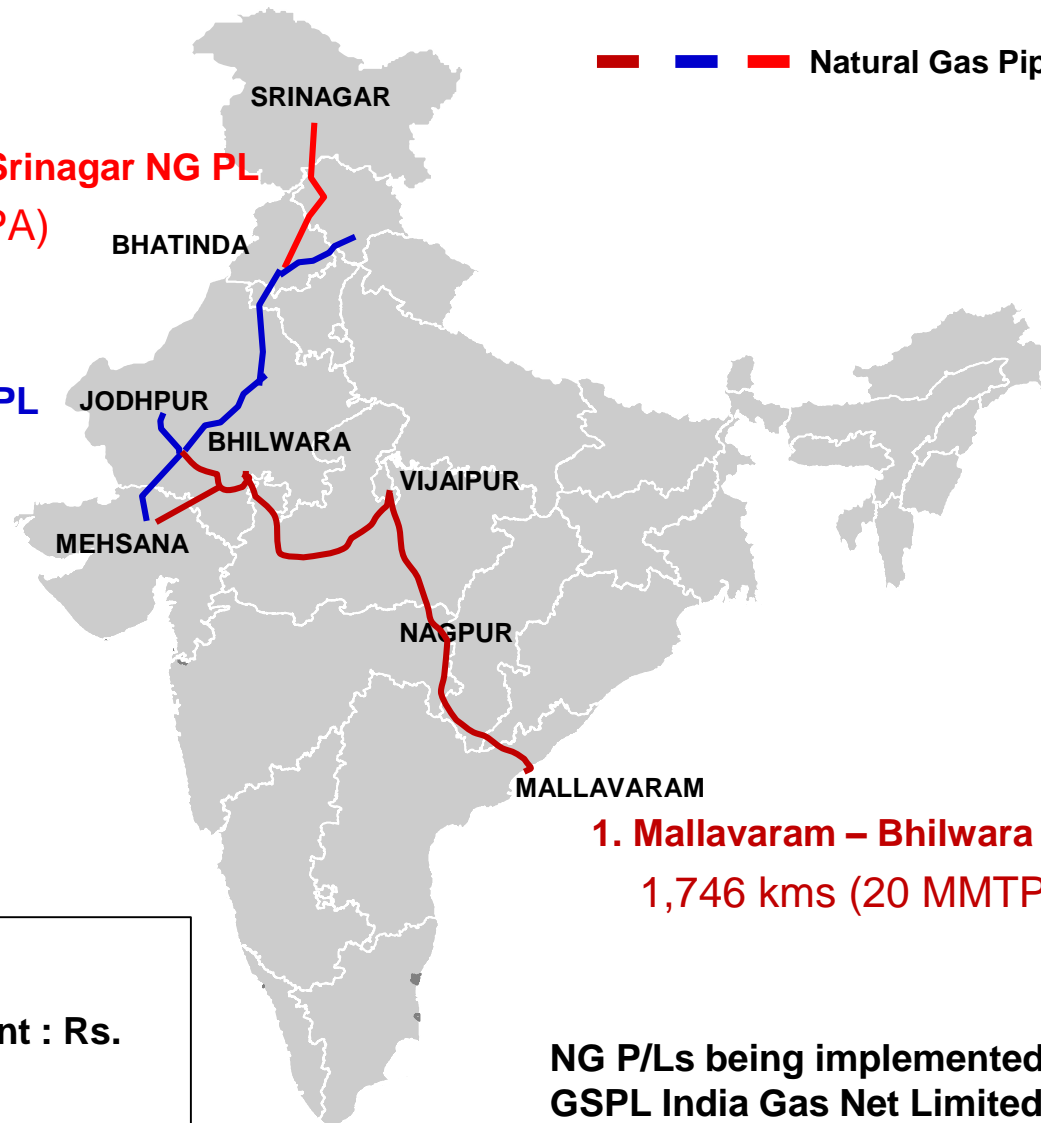


• **Estimated Completion: Oct 2019**

— — — Natural Gas Pipelines

**3. Bathinda – Jammu –Srinagar NG PL**  
750 Kms (10 MMTPA)

**2. Mehsana – Bhatinda NG PL**  
1611 kms (20 MMTPA)



**1. Mallavaram – Bhilwara NG PL**  
1,746 kms (20 MMTPA)

- HPCL Equity : 11%
- HPCL Share of investment : Rs. 452 Crore
- **Estimated Completion: June 2019**

NG P/Ls being implemented through JVCs :  
GSPL India Gas Net Limited (GIGL) &  
GSPL India Transco Limited (GITL)



# Mumbai Aviation Fuel Farm Facility Private Ltd (MAFFFL)



- **Being implemented thru JVC – MAFFFL.**
  - **25% Equity participation each by HPCL, BPCL, IOCL & Mumbai International Airport Pvt. Ltd. (MIAL)**
- **To maintain and operate Fuel Farm Facilities at Chhatrapathi Shivaji International Airport, Mumbai**
- **Estimated Cost: Rs. 689.13 Crore**
  - **HPCL Equity : Rs. 60 Crore.**
- **Integrated Fuel Farm Facility is being constructed for operation on open access basis**

**HPCL Capex**



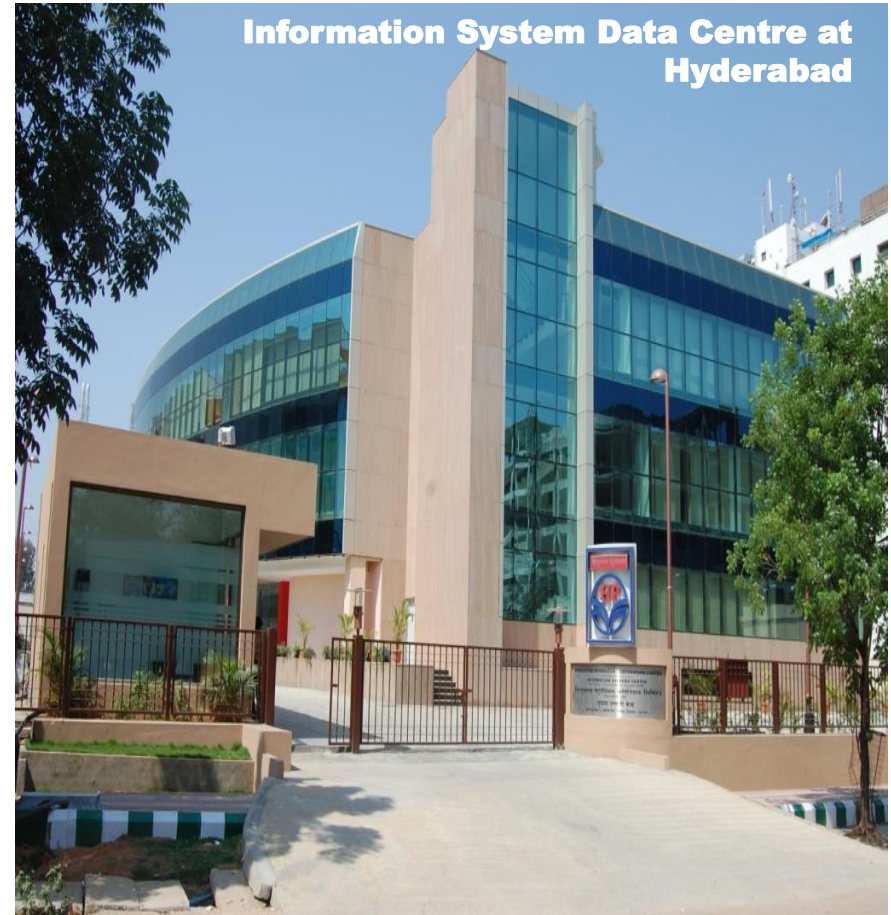
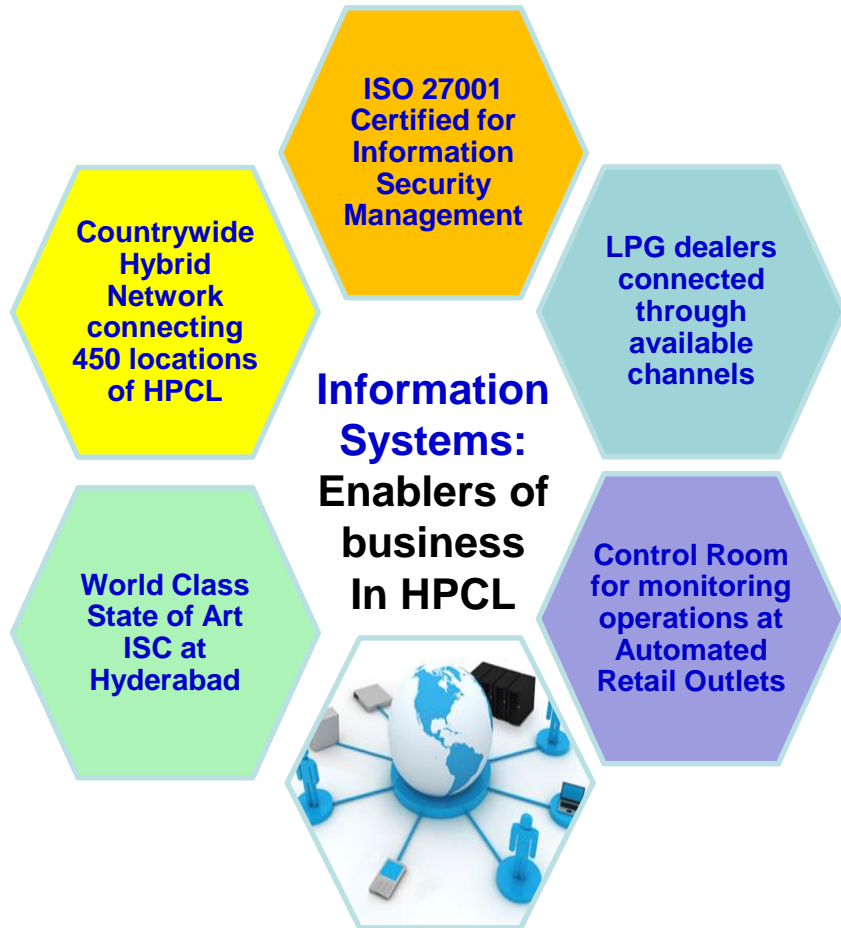
# Planned CAPEX : 2016-21 (5 Years)



(Rs. Crores)

Capex Projection	2016–2021	2016-17
Refining	25,741	1,418
Marketing	26,160	4,563
Renewables	970	289
R & D	504	112
Joint Venture	2,440	480
<b>Total</b>	<b>55,815</b>	<b>6,862</b>

# **IT infrastructure & initiatives**



Financial, HR and Procurement service delivery processes are **e-enabled**



# Major e-initiatives



**State of the Art ERP System**

**e-Banking, e-Procurement, e-Recruitment**

**B2B for Oil Exchange**

**Terminal, Retail Outlet and Tank Farm automation**

**Vehicle Tracking system**

**DBTL and related applications**

**Portals for various stakeholders**

**Mobile apps for LPG & retail consumers and employees**

**E-mail and SMS Alerts and status updates**

**Local language in MyLPG portal and SMS alerts**

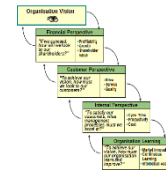


# HR Initiatives

1 **Samavesh** – Structured Induction process to Learn, Grow and Lead.



2 **PACE** - Performance Appreciation and Capability Enhancement



3 **Capability Building** – Behavioural / Functional and Technical training.



4 **Project Akshay & Akshaypath** – Building Strong Leadership Pipeline.



5 **Recognition** – Rewarding Values for driving Performance



Touching over **1.1 Lakh** lives since inception



Child Care



Environment & Community Development

Education

Beyond Business .....



Sports

Health Care



Skill Development



# Major initiatives

Value creation levers



Crude & Shipping

### Feed Stock Supply

- Optimisation of Crude & Long-term contracts



Refineries

### Refining

- Production optimisation



Supplies & Distribution

### Distribution

- Optimization of distribution costs & higher infrastructure utilisation



Operation

### Storage

- Inventory Optimization



Marketing

### Sales

- Optimization of *Make or Buy* decisions



## Central Procurement cell:



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



## 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 33 years. 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 has been closely involved in Strategy Formulation, Business Process Re-engineering, Major Projects implementation, Refinery Operations, Corporation wide ERP Implementation, Acquisition and Management of upstream assets.



## Shri Pushp Kumar Joshi, Director - Human Resources

- He is a Bachelor of Law and an MBA from XLRI, Jamshedpur with over 30 years of industry experience. He has held various key positions in Human Resources 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, CREDA HPCL Biofuels Ltd, HPCL Biofuels Ltd, Hindustan Colas Ltd, HPCL Shapoorji Energy Pvt Ltd, HPCL Rajasthan Refinery Limited and SA LPG Co. Pvt. Ltd.



## Shri B K Namdeo, Director - Refineries

- He is a Mechanical Engineer and a Master of Technology from IIT Mumbai with over 32 years of experience in various functions and has held key positions in Central Engineering (Refinery Projects), Operations, Projects and Maintenance Departments of the Refineries.
- He also holds the directorship on the boards of HPCL Mittal Energy Ltd, Prize Petroleum corporation Ltd, CREDA HPCL Biofuels Ltd, HPCL Biofuels Ltd, and Mangalore Refinery and Petrochemicals Ltd.



## Shri Y K Gawali, Director - Marketing

- He is a graduate in Civil Engineering with over 32 years of experience in Operations, Engineering & Projects, Logistics, Terminals, and LPG functions of Marketing division. Prior to Director marketing he was the Executive Director - LPG of HPCL and was responsible for improving Marketing performance, customer focus and satisfaction and enhancing the brand image of HP Gas.
- He also holds the directorship on the Boards of Aavantika Gas Limited, GSPL India Gasnet Ltd (GIGL) and GSPL India Transco Ltd (GITL).



## Shri J Ramaswamy, Director - Finance

- He is a member of the Institute of Chartered Accountants of India (ICAI), and brings with him rich experience of over 3 decades in the field of Corporate Finance, Marketing Finance, SBU Commercial, Internal Audit, Vigilance, System & Procedures, and Refinery Finance. He is credited with effective treasury management. He also holds the directorship on the Boards of Prize Petroleum, CREDA HPCL Biofuels Limited, HPCL Rajasthan Refinery Limited, SA LPG Co. Pvt. Ltd, HPCL Mittal Energy Ltd, HPCL Shapoorji Energy Pvt Ltd and HPCL Mittal Pipelines Ltd.



**Thank you**