



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.

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CIN No.: L23201MH1952GOI008858

Ref.: Co.Secy./VM/224/2019

June 20, 2019

Director – Investor Services & Listing,
The Bombay Stock Exchange Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001 **Scrip Code: 500104**

**Sub Investors / Analysts Meet
Presentation**

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,

In compliance of the Regulation 46 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are forwarding herewith the presentation made to the Investors / Analysts at the Meeting held on June 20, 2019 at Mumbai.

This is for your information and records.

Thanking you,

Very truly yours,

V. Murali

V. Murali
Company Secretary

Encl: a/a



Presentation to Investors

20th June 2019
Mumbai

Delivering Happiness

Disclaimer



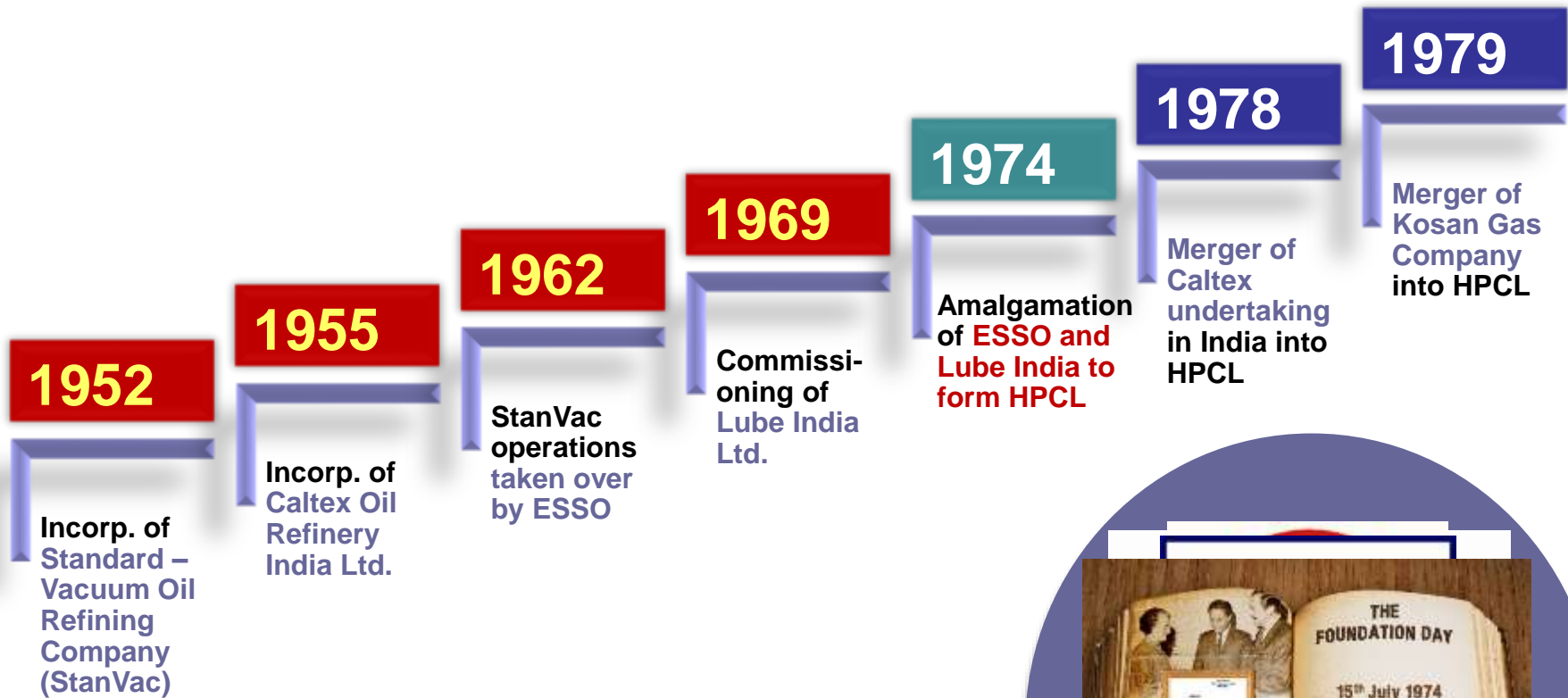
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Origin of HPCL



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



Global Rankings & Ratings



Rankings



58

Ratings

FitchRatings

BBB- (Stable)

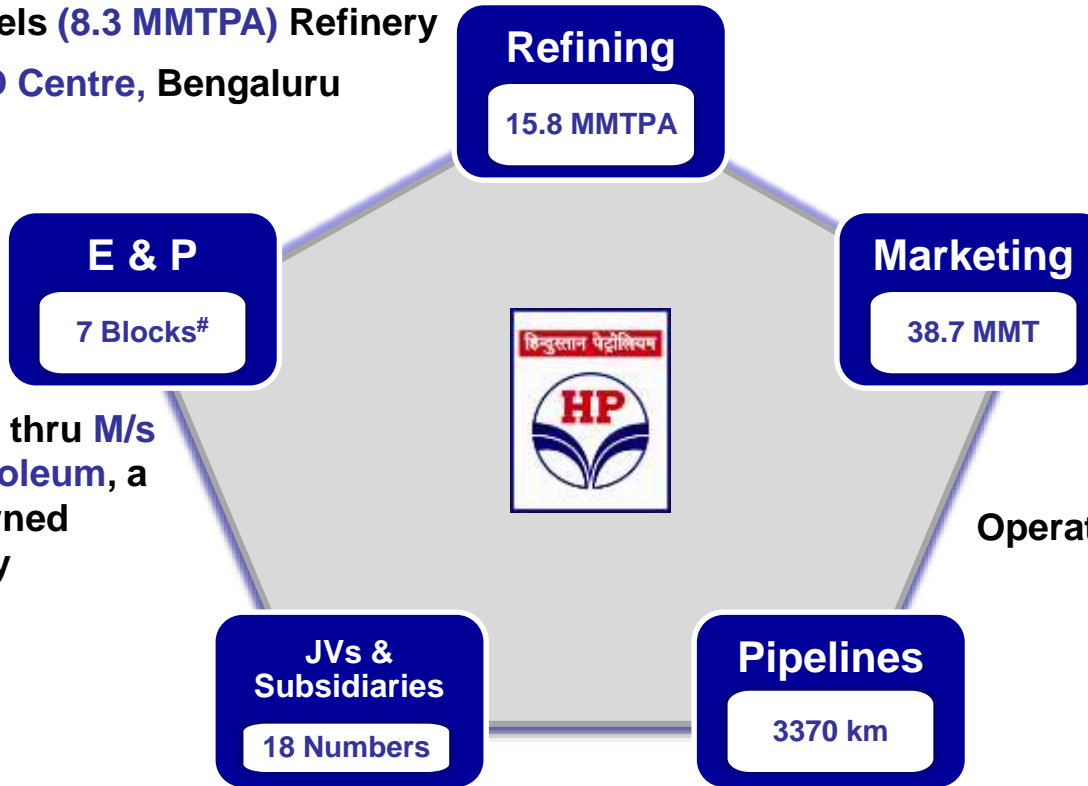
MOODY'S
INVESTORS SERVICE

Baa2 (Stable)

Business Portfolio



- **Mumbai:** Fuels (7.5 MMTPA) & Lubes (428 TMTPA) Refinery
- **Visakh:** Fuels (8.3 MMTPA) Refinery
- Green R&D Centre, Bengaluru



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

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

Partnerships in

- Refining & Petrochemicals, Marketing Infrastructure, Emulsions and Natural Gas

- 9 Cross country product pipelines[§]

* in 2018-19 including export
 # Active blocks as of Mar'19
 § (Liquid & LPG)

HPCCL supply infrastructure



Terminals / TOPs



42

Depots*



75

LPG Plants



49

ASFs



43

Lube Blending Plants



6

Description	As of 31.03.2019
POL Tankage	4.1 MMT
LPG bottling capacity	5.1 MMTPA
Lube blending capacity	305 TMTPA
QC Labs	45 Nos.

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

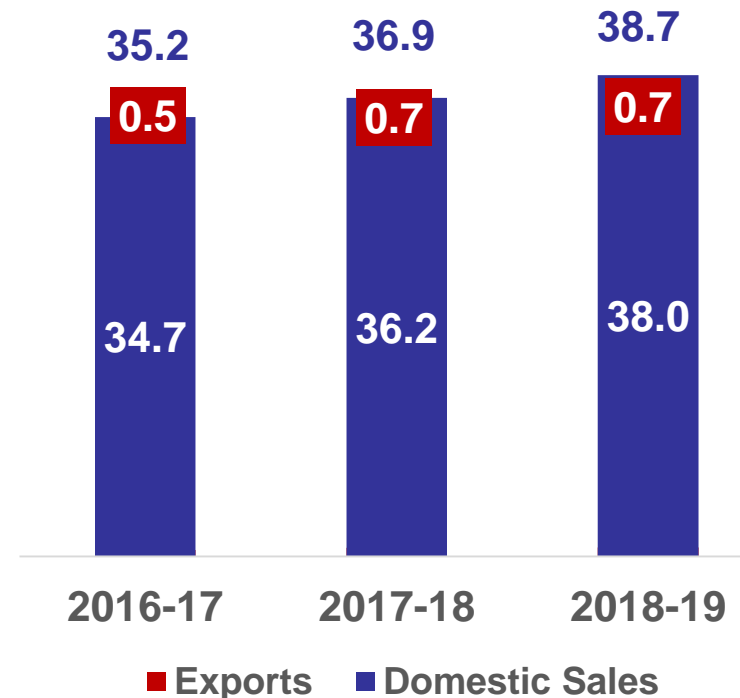
Marketing : Touching lives Everyday



Customer touch points

- Retail outlets = 15,440
- LPG Distributors = 5,866
- SKO / LDO Dealerships = 1,638
- CNG facilities at Retail outlets = 305
- Lube Distributors = 274
- CFAs = 109
- LPG Customer base = 8.1 crore

Market Sales



Market Share : 21.03% (PSU);
18.53 % (PSU + Pvt)

POL Pipelines network of HPCL

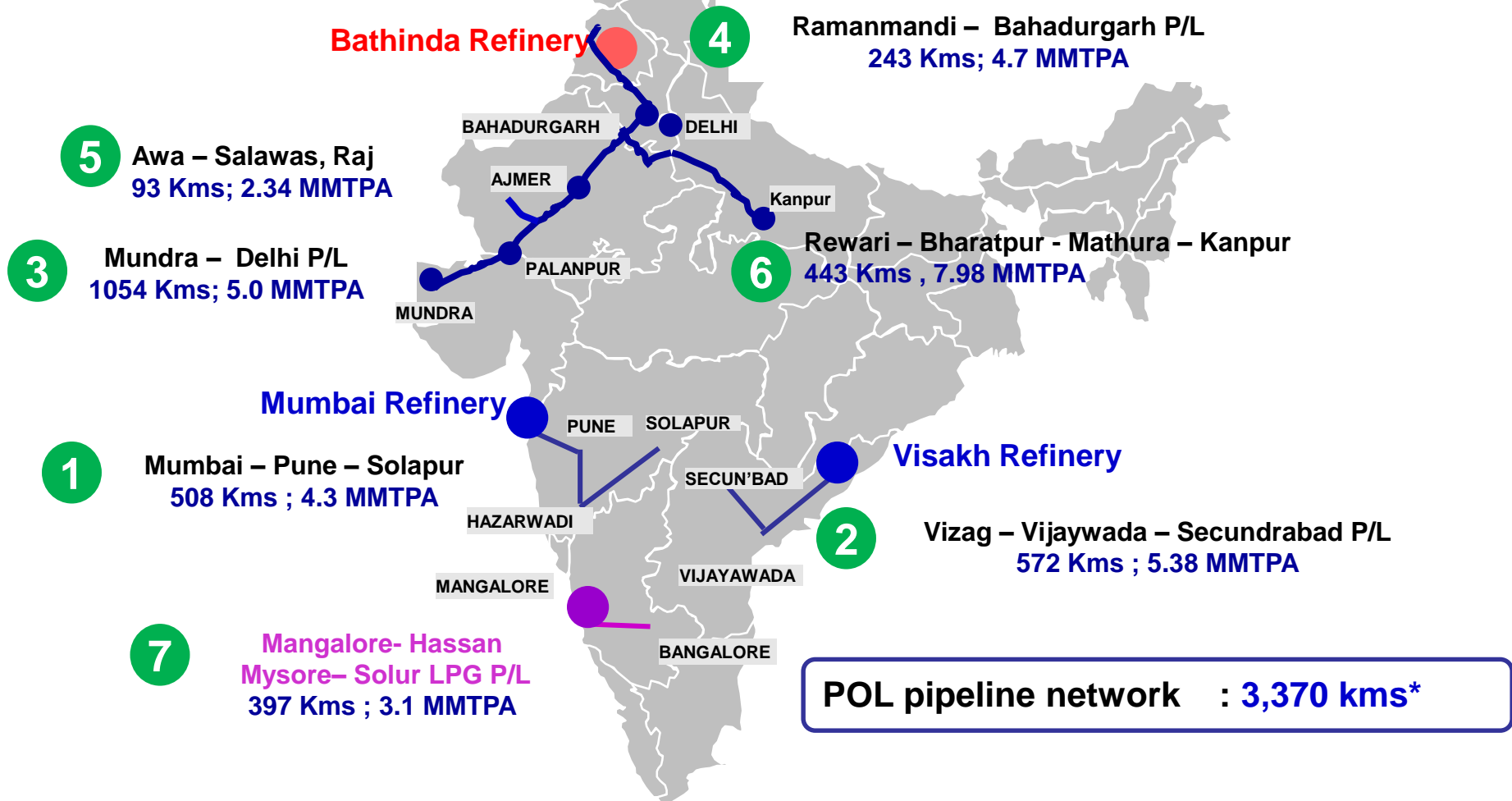


Note:

Following 2 operational P/ls are not shown in map

1. Bathinda – Ramanmandi P/L
(30 Kms; 2.1 MMTPA)
2. Bahadurgarh - Tikrikalan P/L
(14 Kms – 2 spurs; 0.75 MMTPA)

- LPG Pipeline
- Liquid POL Pipeline



POL pipeline network : 3,370 kms*

2018-19 Performance



Highest ever Market Sales : 38.71 MMT

Sales Growth : 5%

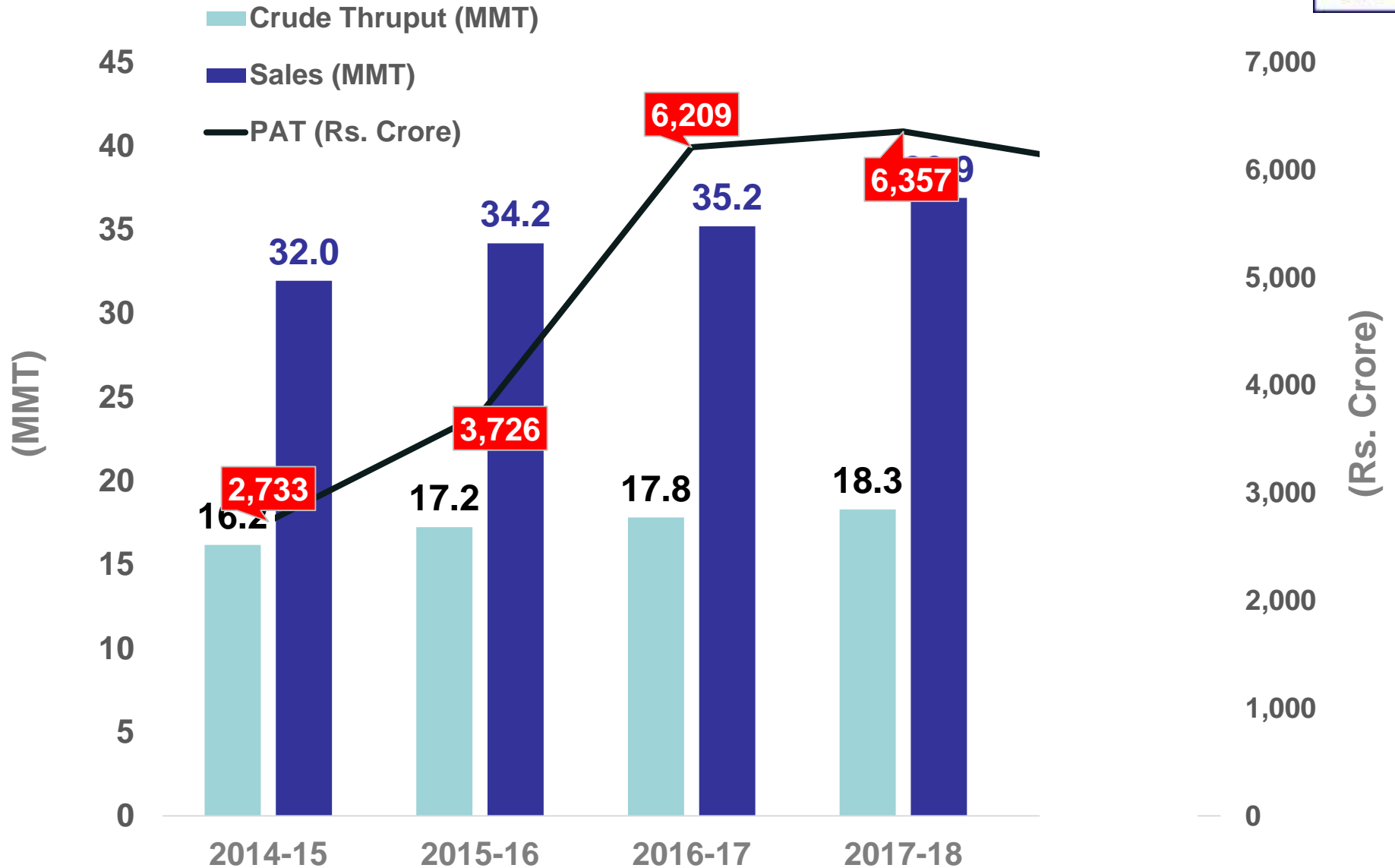
Highest ever Refining Thruput : 18.44 MMT

Highest ever Pipeline Thruput : 21.53 MMT

India's No.1 Lube Marketer : 650 TMT

Profit after Tax of Rs. 6,029 crore

Performance over the years

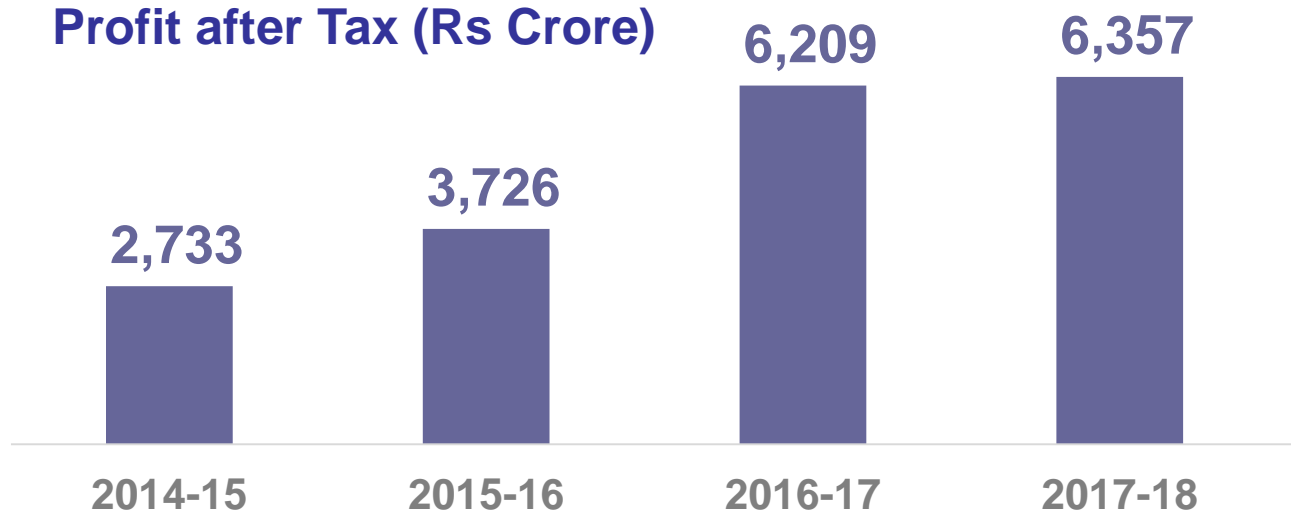


(Note: PAT from 2015-16 as per IND AS)

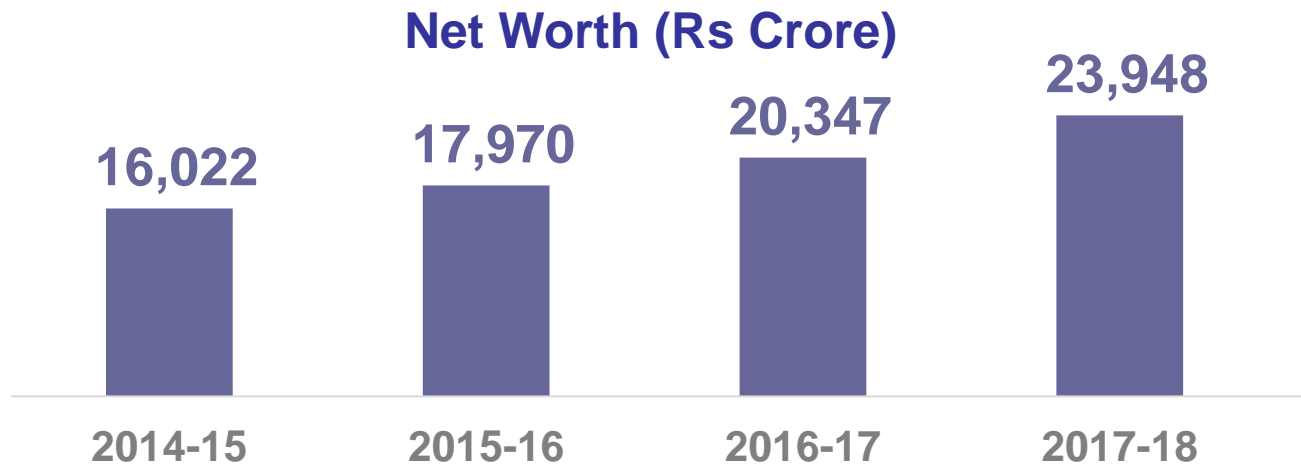
Financial Performance trend



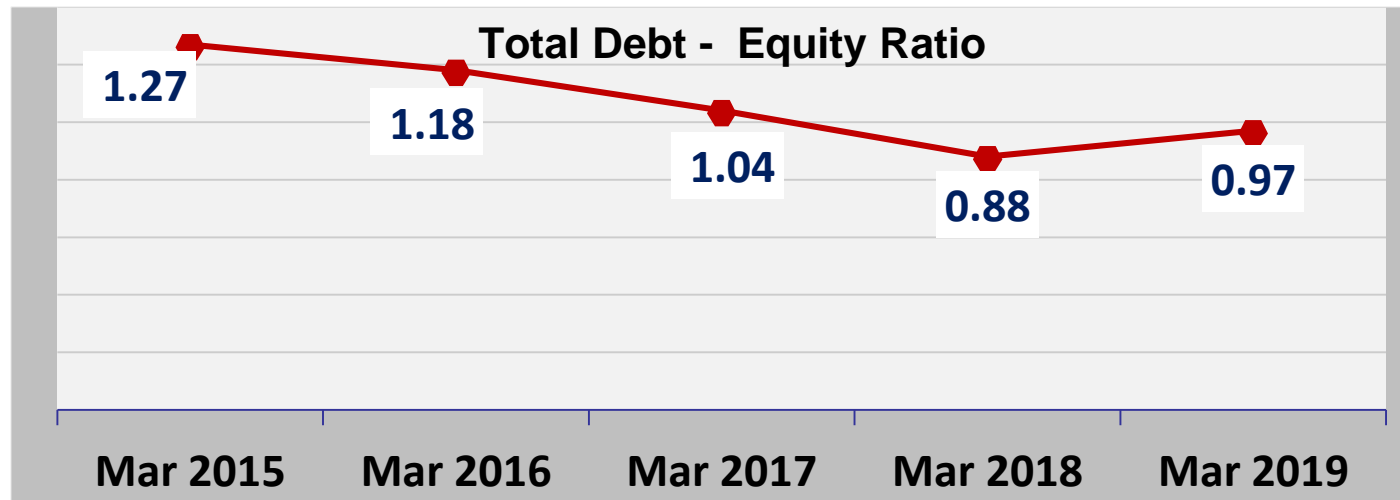
Profit after Tax (Rs Crore)



Net Worth (Rs Crore)



Total Debt - Equity Ratio



(Rs. crore)

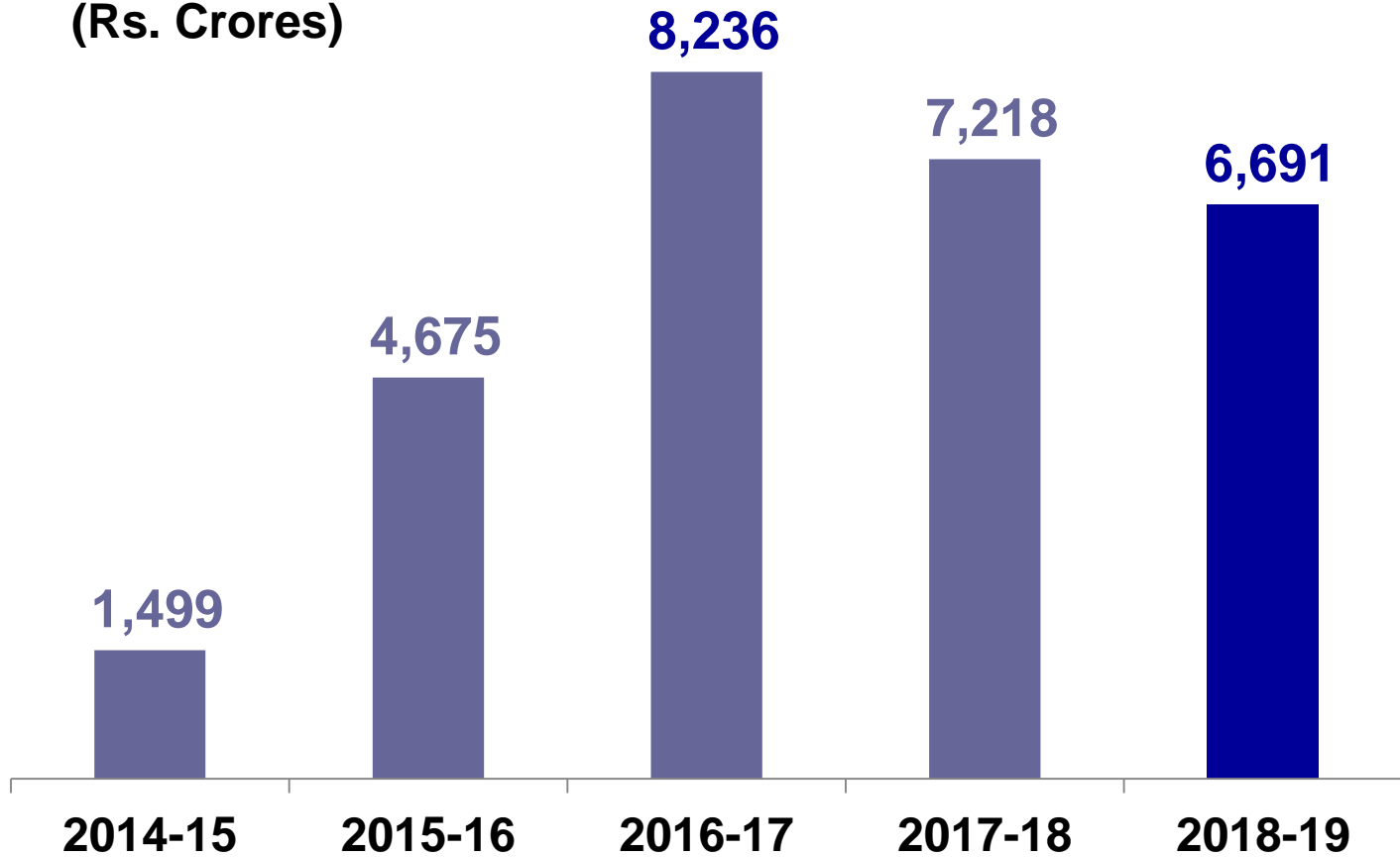
Short term	2,200	3,887	10,891	10,762	13,793
Long term	18,135	17,280	10,357	10,229	13,447
Total Borrowings	20,335	21,167	21,250	20,991	27,240
Net Worth	16,022	17,970	20,347	23,948	28,175

(Note: Figures from 2015-16 as per IND AS)

Consolidated Net Profit



**Consolidated PAT
(Rs. Crores)**

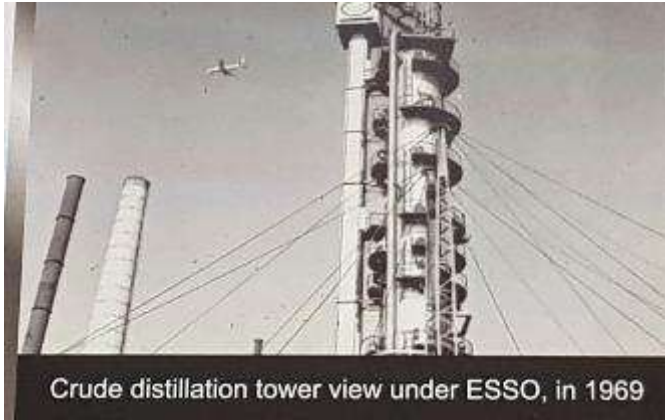


Consolidated Net Profit of over Rs. 6,500 crore for the third consecutive year

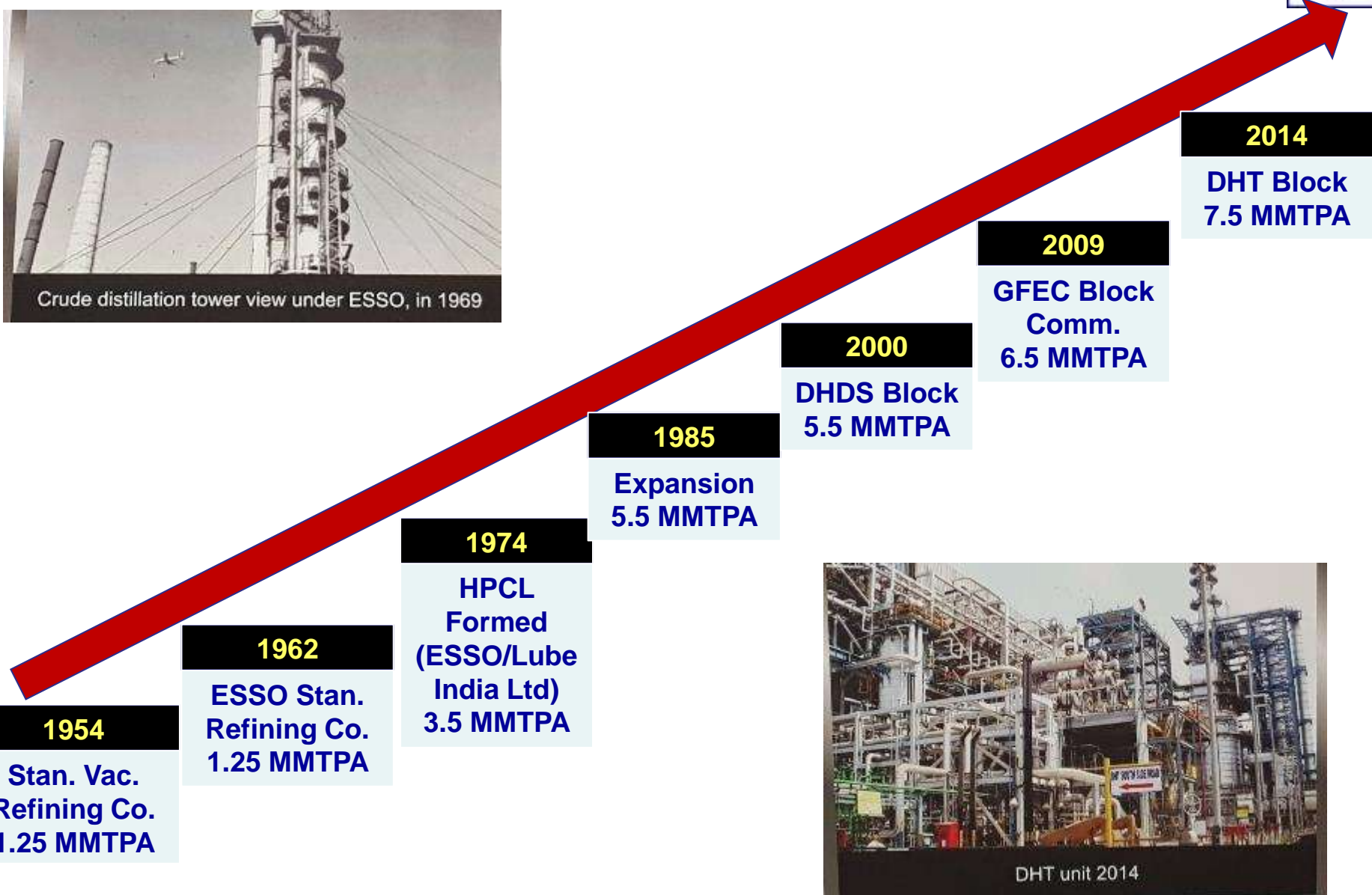


REFINERIES

Mumbai Refinery

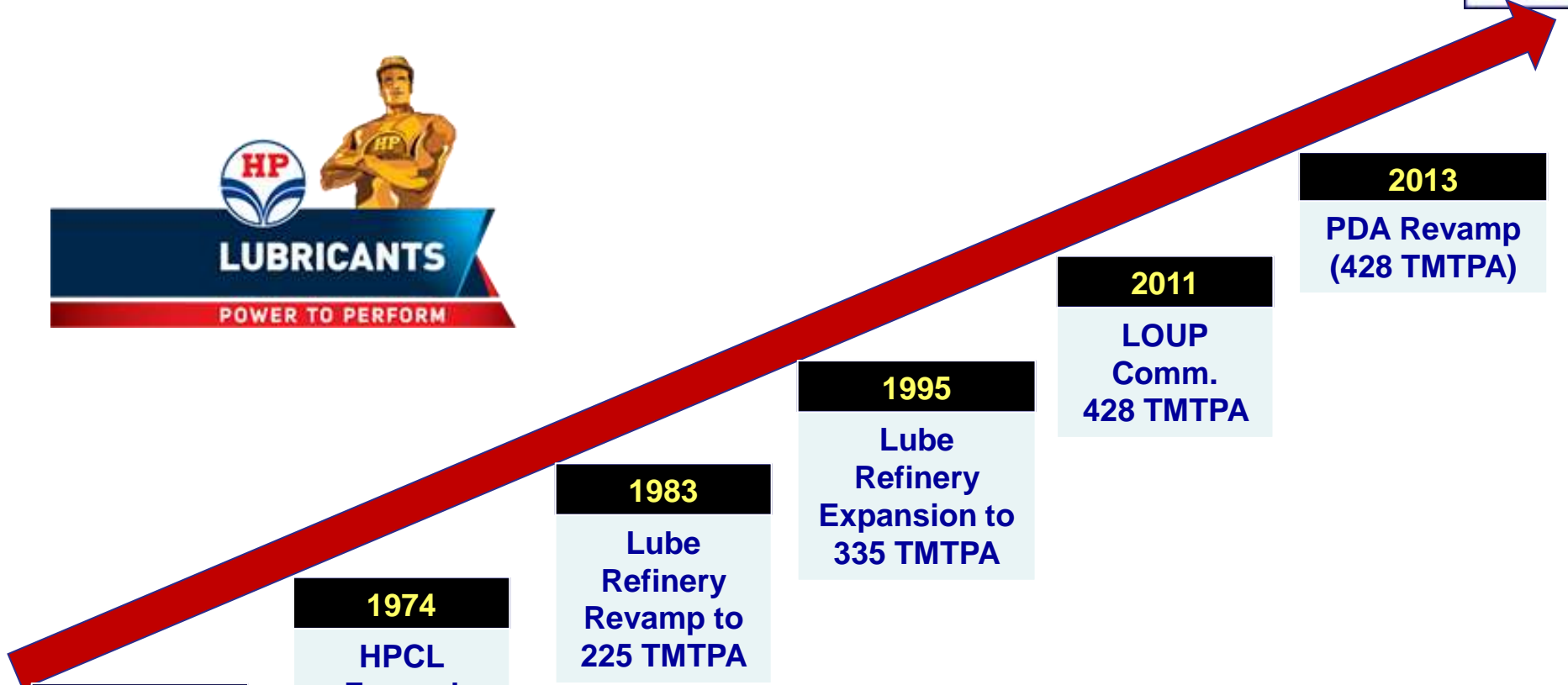


Crude distillation tower view under ESSO, in 1969



DHT unit 2014

Lube Refinery at Mumbai



VISAKH REFINERY



1957
Caltex
0.675 MMTPA

1976
Nationalized

1978
Integrated
with HPCL
1.5 MMTPA

1985
Expansion to
4.5 MMTPA

1999
Expansion
to 7.5 MMTPA
& DHDS

2010
8.3 MMTPA
MS Block
Facilities

2014
8.3 MMTPA
DHT
Facilities



Visakh Crude receiving facilities



**ISPRL Storage Capacity (Cavern-A):
1.03 Million Tons**



**HPCL Storage capacity (Cavern-B):
0.3 Million Tons**

Visakh Refinery



36 inch pipeline

42 inch pipeline

48 inch pipeline



Single Point Mooring (SPM)

Crude Distillation Units



Mumbai Refinery



Visakh

Fluidized Catalytic Cracking Units



Mumbai



Visakh

Diesel Hydro Desulfurization Units



Mumbai



Visakh

Diesel Hydro Treater



Mumbai



Visakh

Unique Features of HPC Refineries

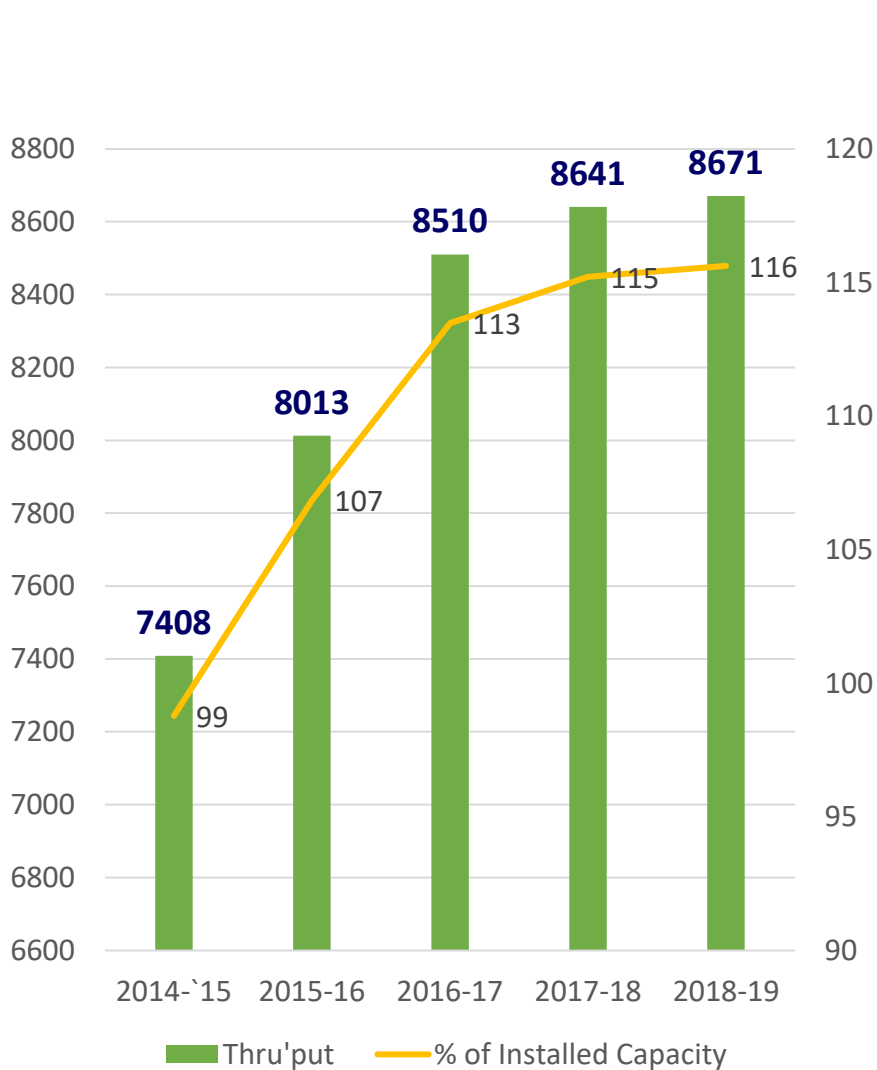


- First Refinery in India to implement Hydrogen based Residue Upgradation Project – LC MAX unit.
- Largest & first Lube Refinery at Mumbai in India
- Most diverse product portfolio
- One of the first to implement OM&S Automation and Blending facilities
- Indigenously developed NMP extraction technology for Hexane
- First refinery to import grid power through Open Access
- In-house technologies for HP-PSA and HP-Higee

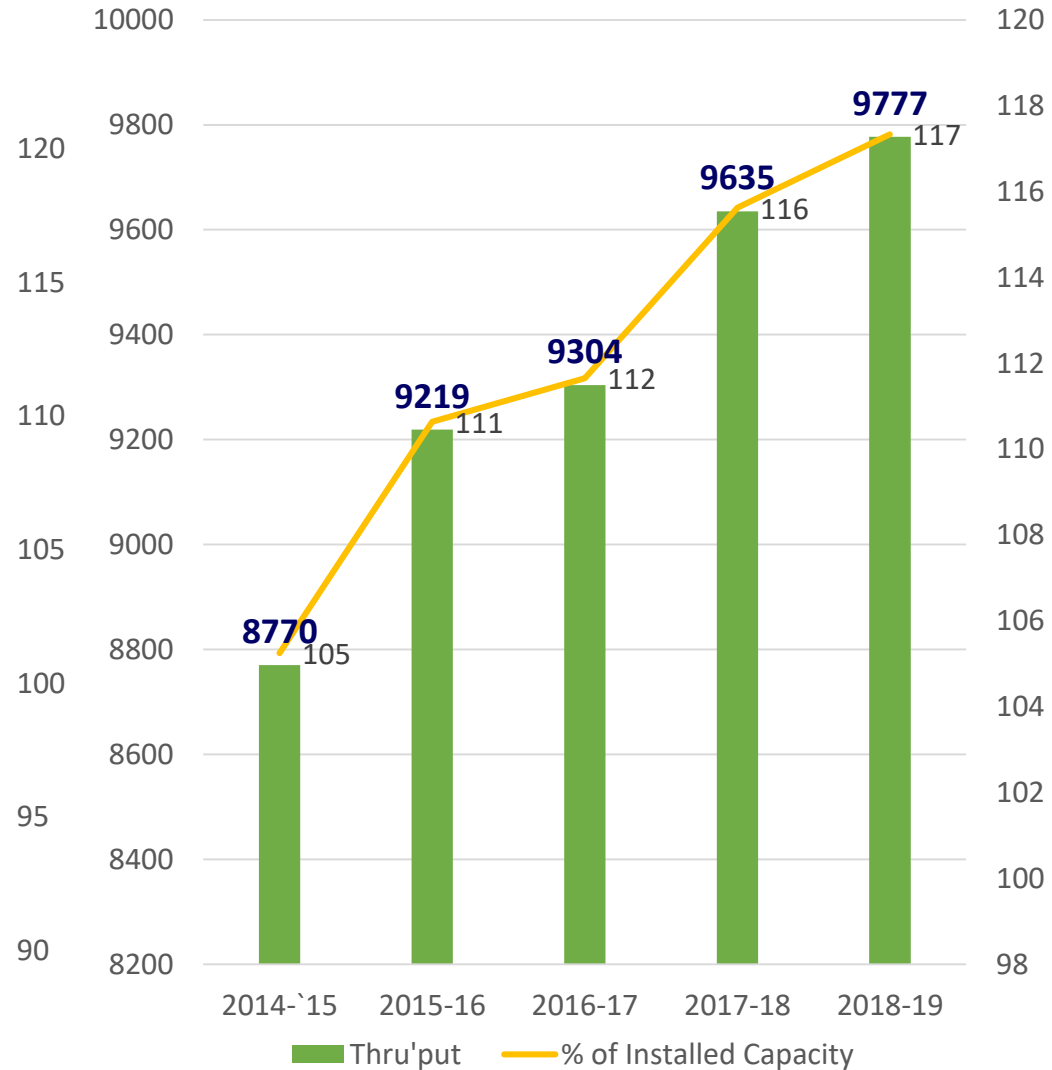
Capacity Utilization – MR & VR



Mumbai Refinery



Visakh Refinery



Quality Control



- State -of -the -Art quality control laboratory facilities
- Equipped to conduct all tests for all refinery products
- Accomplishments
 - ISO 17025 complied
 - NABL accredited
 - DGCA & CEMILAC authorized

NABL: National Accreditation Board for Testing and Calibration Laboratories

DGCA: Directorate General of Civil Aviation

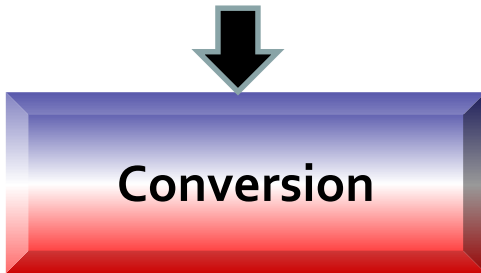
CEMILAC: Centre for Military Airworthiness and Certification

Petroleum Refining Process



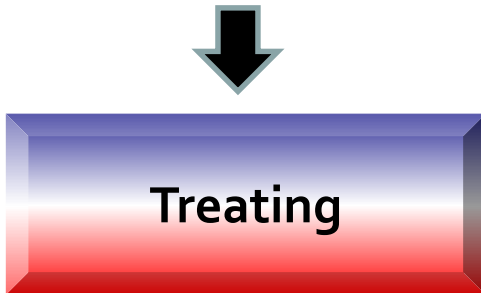
PRIMARY PROCESSING UNITS

- Crude Distillation Unit (CDU)
- Vacuum Distillation Unit (VDU)



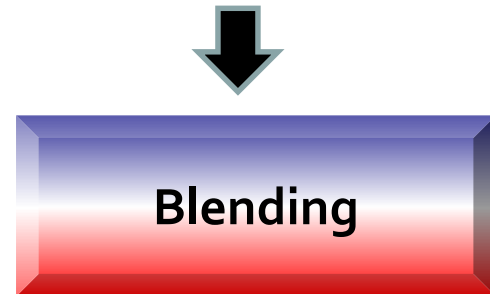
SECONDARY PROCESSING UNITS

- Reforming / Isomerization (CCR / NIU)
- Catalytic Cracker / Hydrocracker (FCCU/HCU)
- Solvent extraction / Solvent dewaxing (SEU/PDU)
- Delayed Coker/Visbreaker / Deasphalting (DCU/VBU/SDA)



FINISHING UNITS

- Hydro treating (DHDS, NHT)
- ATF Merox



- LPG
- MS
- HSD
- ATF
- LUBES
- BITUMEN
- SULFUR

HPCL Product Profile



Mumbai Refinery	Product
Light Distillates	LPG
	Naphtha
	Motor Spirit
	Hexane
	Solvent
Middle Distillates	ATF
	Kerosene
	Diesel / HFHSD
	LDO/MTO
	Group-I/II LOBS
Heavy Distillates	RPO
	Fuel Oil
	Bitumen

Visakh Refinery	Product
Light Distillates	LPG
	Propylene
	Naphtha
	Motor Spirit
Middle Distillates	ATF
	Kerosene
	Diesel / HFHSD
	LDO/ MTO
Heavy Distillates	Fuel Oil
	Bitumen

BS VI Compliant Fuel Production



BS VI compliant fuel production projects

- Visakh Refinery Modernization Project (VRMP)
- Mumbai Refinery Expansion Project (MREP-I)

MUMBAI REFINERY

Product	Target
MS-VI	March 2020
HSD-VI	March 2020

VISAKH REFINERY

MS-VI	Dec 2019
HSD-VI	Dec 2019



Mumbai Refinery Expansion Project

Objective :

- Capacity Enhancement from 7.5 to 9.5 MMTPA
- Production of BS VI Motor Fuels

Salient Features

- Capex – Rs. 5060 crores
- Schedule - January 2020

Facilities

- Crude Processing Capacity enhancement to 9.5 MMTPA
- Replacement of old VDUs with single new VDU
- MS & HSD unit revamps to meet BS-VI Specifications
- New Hydrogen generation Unit
- Shifting of 28 tankages to create space for expansion

Product Sufficiency / Margin Improvement

Mumbai Refinery Expansion Project



Vaccum Column Erection



Mumbai Refinery Expansion Project



Additional Tankages





Visakh Refinery Modernization Project

Objective

- Capacity expansion from 8.33 to 15 MMTPA
- Production of BS VI Motor Fuels
- Bottom Upgradation to enhance profitability

Salient Features

- Capex: Rs. 20928 crores
- Schedule – Progressively from July 2020

Facilities

- New 9 MMTPA CDU/VDU
- New Residue Hydrocracker for eliminating fuel oil
- New Full conversion Hydrocracker and Naphtha Isomerisation Units
- New Hydrogen Generation and Sulfur Recovery Units
- MS & HSD units revamp

Product Sufficiency / Margin Improvement

Visakh Refinery Modernisation Project



Atmospheric and Vacuum Columns Erection



Visakh Refinery Modernisation Project



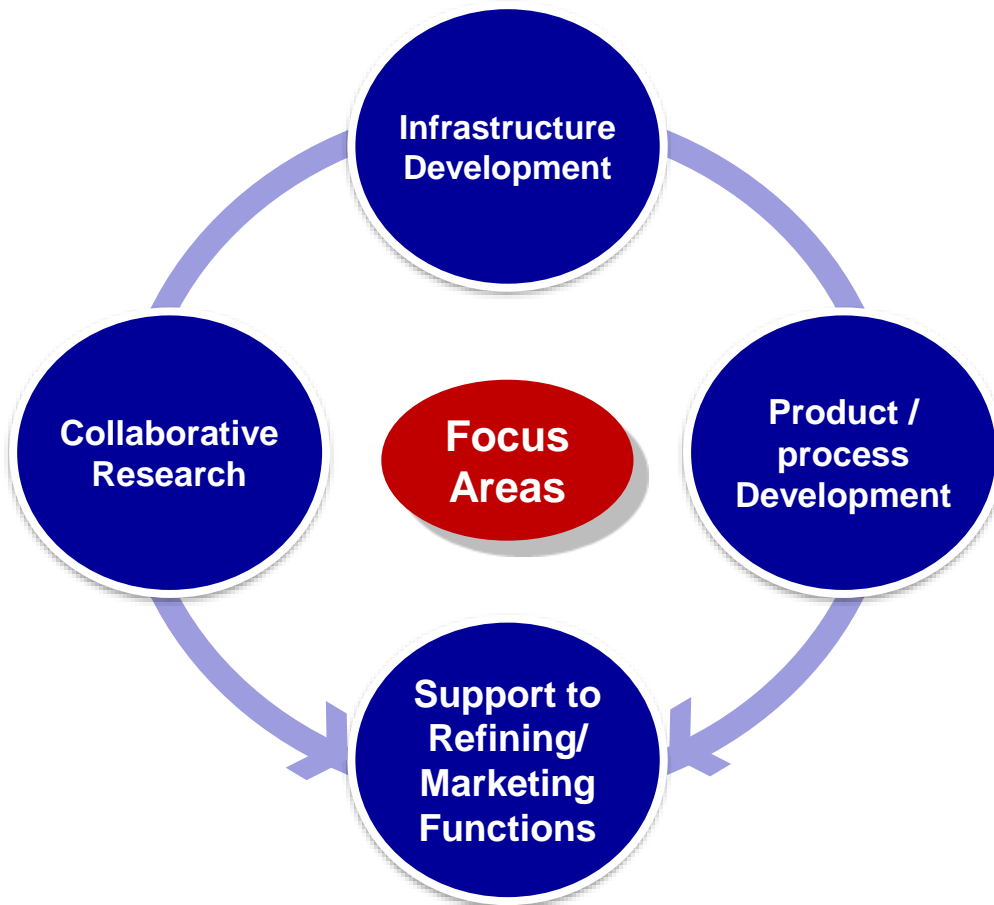
Full Conversion Hydrocracker Reactor Erection



Research and 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
- Alternative Energies

	Applied	Obtained
Patents	89	16

9 Projects Demonstrated and are ready for Licensing



HP Green R&D Centre



Phase I – Completed & Functional



Joint Ventures and Subsidiaries



Refining



LPG Storage



Upstream



Marketing



Infrastructure



Alternate Fuels



City Gas Distribution



Natural Gas



Growth through Partnerships

Infrastructure & Capacity Expansion Plans



Major Projects

- **Visakh Refinery Modernization** project
- **Mumbai Refinery Expansion** Project
- **Mundra Delhi Pipeline Phase II** Expansion to 7.8 MMTPA
- **Visakh Vijayawada Secunderabad Pipeline Phase (VVSPL) II** Expansion to 8 MMTPA
- **Uran Chakan LPG** Pipeline (165 Km)
- **Palanpur-Vadodara** Pipeline (235 km)
- **Vijayawada Dharmapuri** Pipeline (697 Km)
- **6 New LPG Plants** and construction of 80 TMT LPG Cavern at Mangalore
- LPG infrastructure Augmentation
- **POL infrastructure** Augmentation

JVC Projects

- **9 MMTPA HPCL Rajasthan Refinery Limited** at Pachpadra
- 1.25 MMTPA Petrochemical Complex at HMEL, Bathinda
- **60 MMTPA Ratnagiri Refinery and Petrochemicals Ltd** at West Coast in Maharashtra
- **5 MMTPA LNG Regasification Terminal** at Chhara port in Gujarat
- **3 Natural Gas Pipelines** through GIGL and GITL
- **Fuel Farm Facilities** at Mumbai Airport
- **CGD Projects** in Ambala-Kurukshetra districts (Haryana) and Kolhapur (Maharashtra).
- **Petrochemical Complex** at Kakinada in Andhra Pradesh

HPCL is uniquely positioned



- **Highest Market Sales Growth** among Industry in the last decade
- **Major refinery expansion** being implemented at the **2 coastal refineries**
- **No.1 Company** in total lubricant sales and owning **India's Largest lube oil refinery**
- **2nd Largest Product cross country Pipeline Network** ~ 3370 km
- **Wide spread Primary & Secondary distribution Network**
- **Strong financials** and proven track record of increasing value & net worth
- **Major Planned investments** in Refinery, POL distribution and Natural Gas projects
- **Foray into Petrochemicals**
- **Dedicated, competent and young workforce**

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 S Jeyakrishnan, Director - Marketing

- He is an alumni of Madras University with over 36 years of experience. Prior to Director-Marketing, he was the Executive Director–Retail. His tenure across various Marketing SBUs saw HPCL become India's largest Lubricant marketer, augment infrastructure and pioneer several customer centric initiatives which established HPCL as the preferred brand.
- He also holds the directorship on the Board of Hindustan Colas Pvt Ltd.



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