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/182/2017 June 02, 2017

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

Sub : Investor / Analyst Meet - Presentation

National Stock Exchange of India Ltd.
Exchange Plaza, 5th Floor
Plot No. C/1, G-Block
Bandra-Kurla Complex
Bandra-East
Mumbai 400 051. **Scrip Name : HINDPETRO**

Dear Sir,

We are forwarding herewith the Presentation made to the Investor / Analyst at the Meeting held on June 02, 2017 at Mumbai for your records.

Thanking you,

Very truly yours,

V. Murali

V. Murali
Dy. Company Secretary

Encl : a/a

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All estimates and opinions included in this material constitute our judgment as of the date of this material and is subject to change without notice and its accuracy is not guaranteed, it may be incomplete or condensed and it may not contain all material information concerning the Company. We do not have any obligation to, and do not intend to, update or otherwise revise any statements reflecting circumstances arising after the date of this presentation or to reflect the occurrence of underlying events, even if the underlying assumptions do not come to fruition.

Origin of HPCL

1952
Incorpora-tion of Standard – Vacuum Oil Refining Company (StanVac)

1955
Incorporation of Caltex Oil Refining Co.

1962
StanVac operations taken over by ESSO

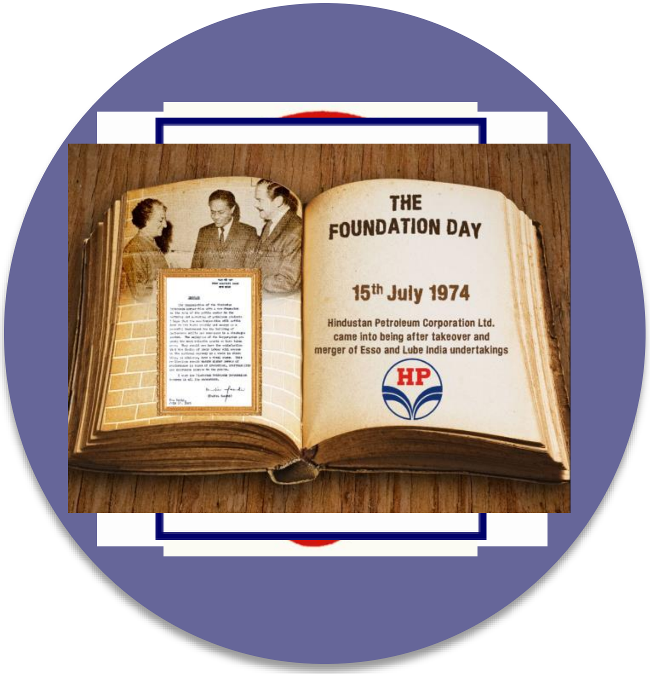
1969
Commissioning of Lube India Ltd.

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



Global Rankings & Ratings

Rankings

GLOBALLY RENOWNED FORTUNE 500 COMPANY

 # 367

PLATTS TOP 250

 # 48

Ratings

FitchRatings

BBB- (Stable)

MOODY'S INVESTORS SERVICE

Baa3 (Positive)

Business Portfolio

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

Refining
15.8 MMTPA

E & P
8 Blocks#

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

Marketing
35.2 MMT*

Retail
LPG
Direct Sales
Aviation
Natural Gas
Renewables
Operations & Distribution

JVs & Subsidiaries
13 Numbers

Partnerships in

- Refining, Marketing Infrastructure, Emulsions and Natural Gas

Pipelines
3370 km

- 9 Cross country product pipelines$

* in 2016-17 including export
\# Active blocks as of Mar'17
$ (Liquid & LPG)

HPCL supply infrastructure

Terminals / TOPs

42

Depots

62

LPG Plants

47

ASFs

37

Description	As of 31.3.2017
POL Tankage	**3.1 MMT**
LPG bottling capacity	**4.4 MMTPA**
Lube blending capacity	**305 TMTPA**
QC Labs	**45 Nos.**

Lube Blending Plants

7

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

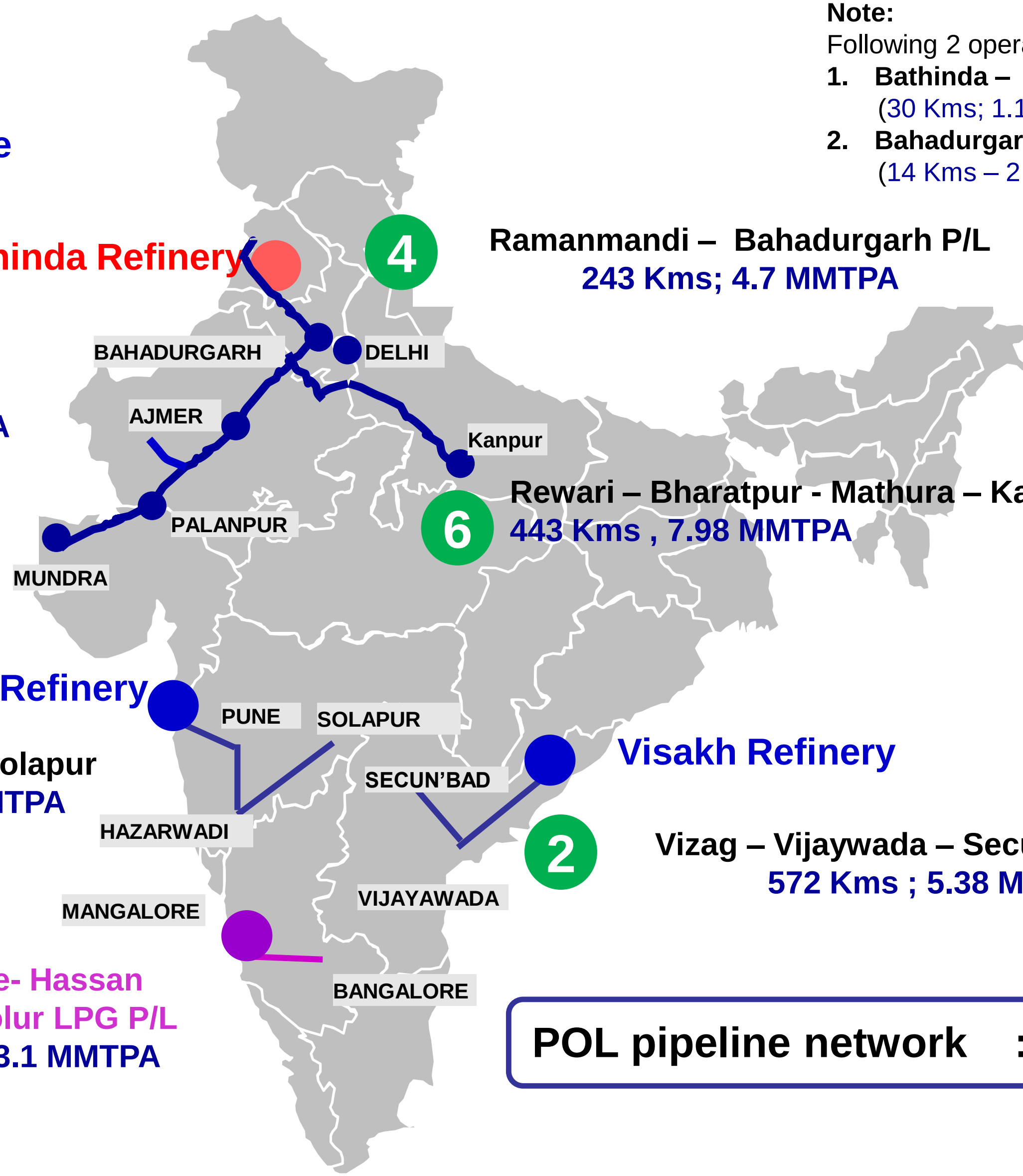
TOP = Tap off Point, POL = Petroleum Oil & Lubes

POL Pipelines network of HPCL

Note:
Following 2 operational P/ls 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)

LPG Pipeline

Liquid POL Pipeline



Bathinda Refinery

4 **Ramanmandi – Bahadurgarh P/L**
243 Kms; 4.7 MMTPA

5 **Awa – Salawas, Raj**
93 Kms; 2.34 MMTPA

3 **Mundra – Delhi P/L**
1054 Kms; 5.0 MMTPA

6 **Rewari – Bharatpur - Mathura – Kanpur**
443 Kms , 7.98 MMTPA

Mumbai Refinery

1 **Mumbai – Pune – Solapur**
508 Kms ; 4.3 MMTPA

Visakh Refinery

2 **Vizag – Vijaywada – Secundrabad P/L**
572 Kms ; 5.38 MMTPA

7 **Mangalore- Hassan Mysore– Solur LPG P/L**
397 Kms ; 3.1 MMTPA

POL pipeline network : 3,370 kms*

*** Excluding MHB JVC P/L and specialty pipelines**

2016-17 Performance

Highest ever Market Sales : 35.2 MMT

Sales Growth : 2.9%

Highest ever Refining Thruput : 17.8 MMT

Highest ever Pipeline Thruput : 17.9 MMT

India's No.1 Lube Marketer : 583 TMT

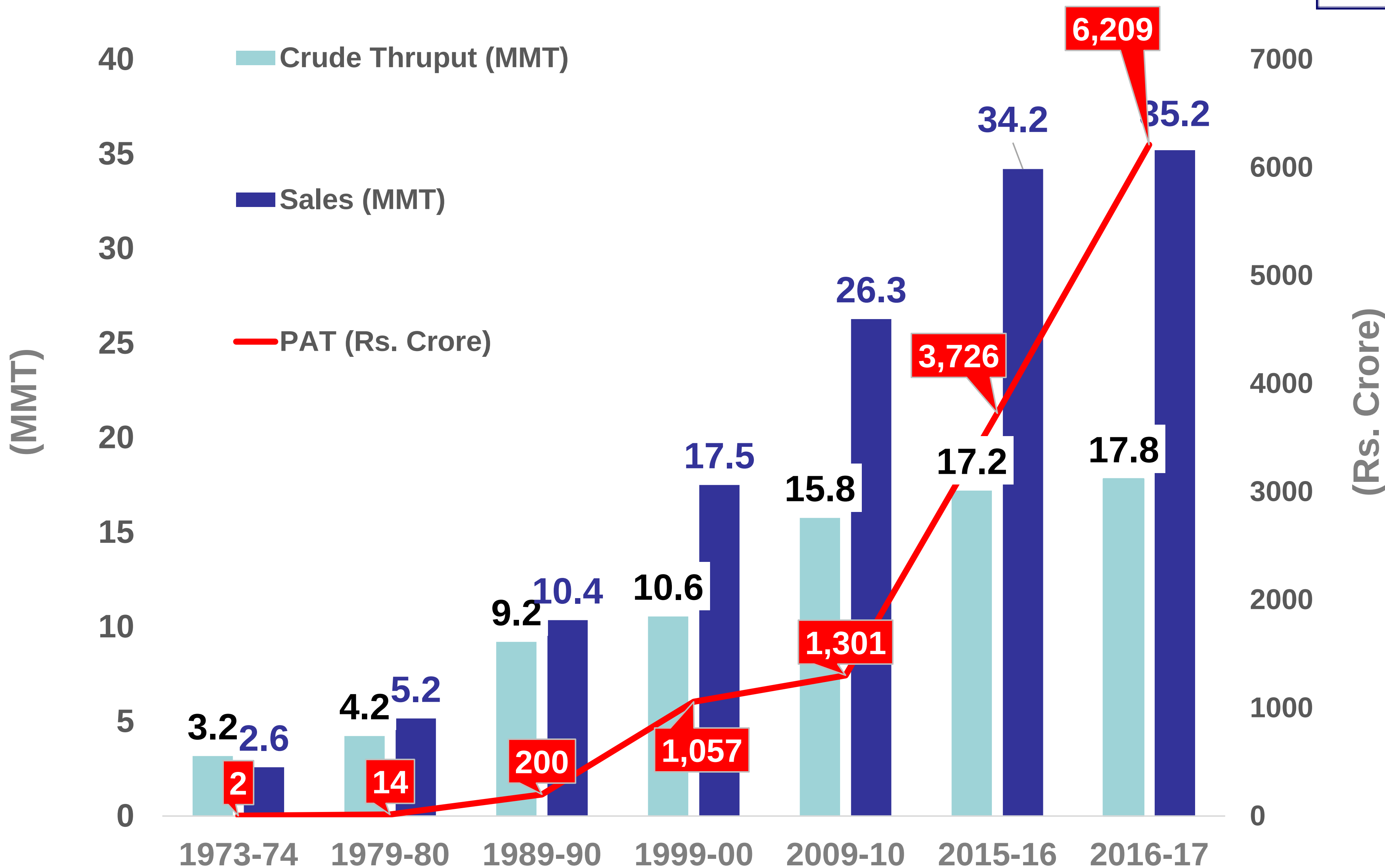
Highest Ever Profit after Tax of Rs. 6,209 crore

2016-17 : Key Performance Highlights

- **Market Share* Gain: 0.16% (PSU)**
- **Highest ever Production:**
  - **MS - 3.3 MMT; HSD - 7.0 MMT**
  - **Lube Oil Base Stock 430 TMT**
- **Lowest ever specific energy consumption: 107.24 EII**
- **Switched to BS IV Fuels production** at both the Refineries
- **Mangalore Hassan Mysore Solur LPG Pipeline** commissioned

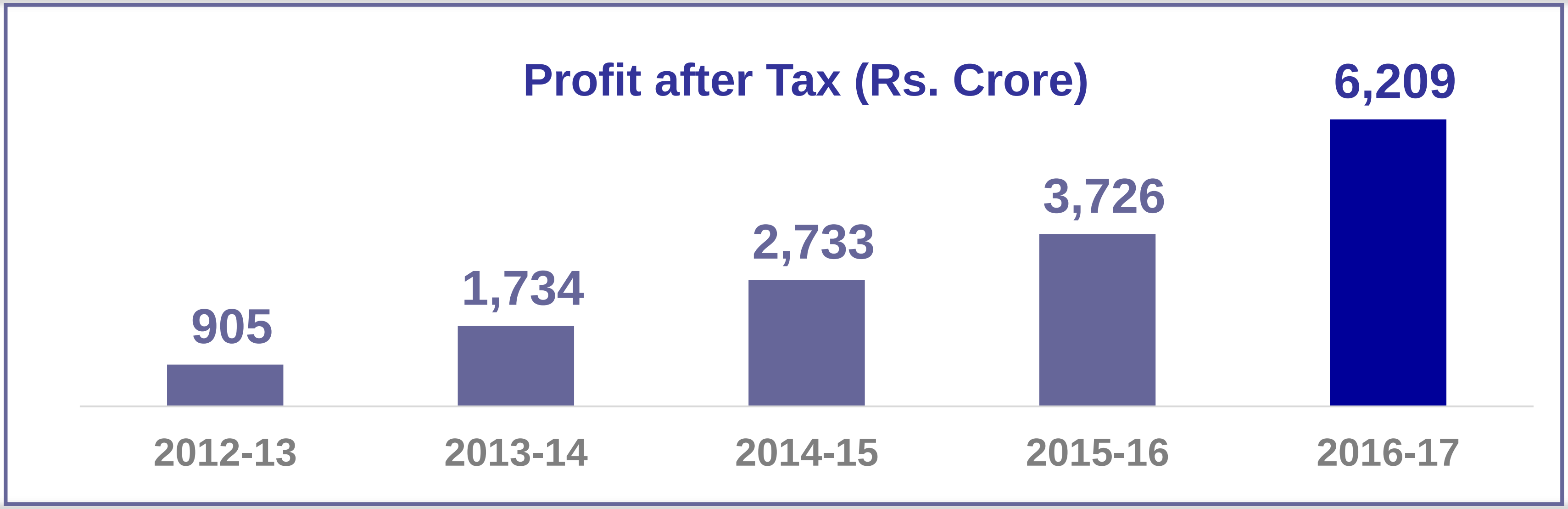
***Note:** Without Petcoke and LNG

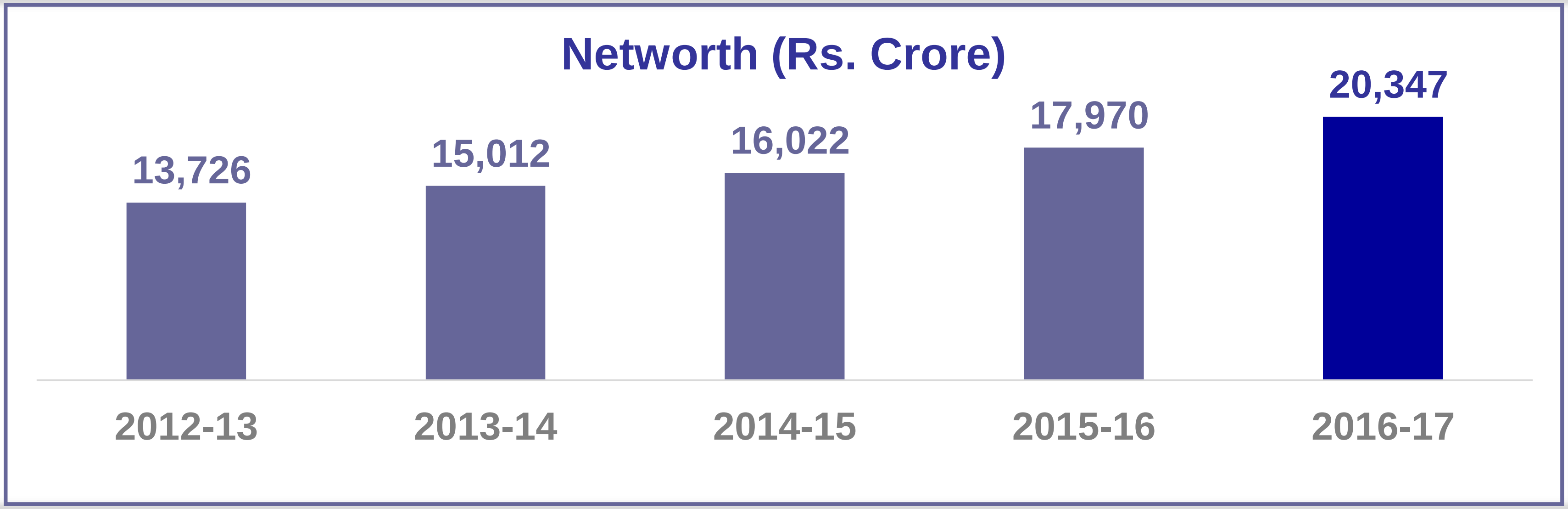
Performance over the years



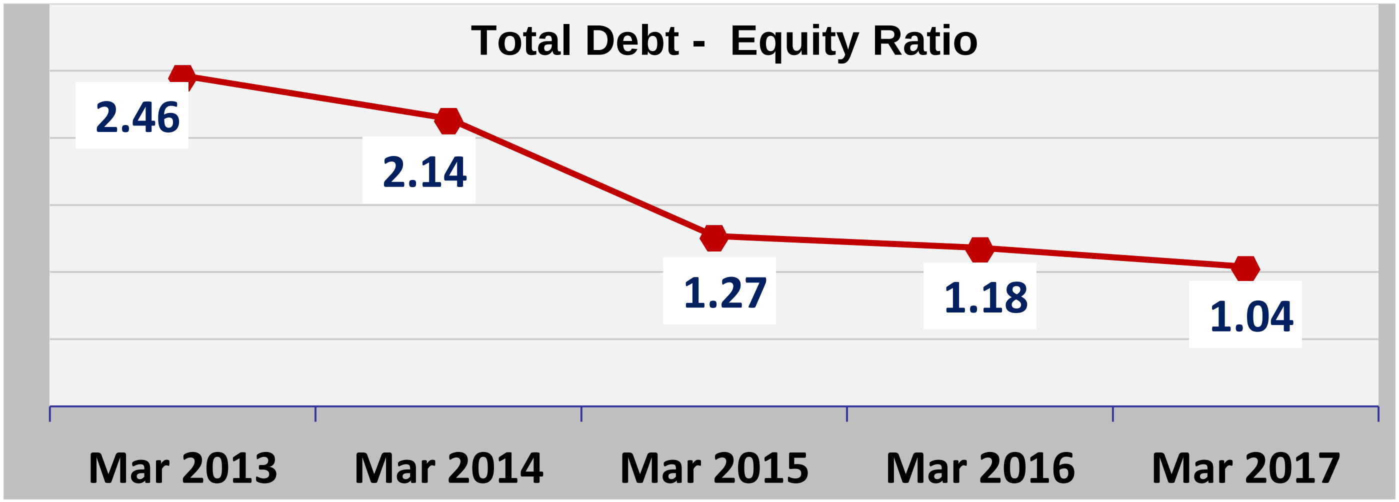
(**Note:** PAT from 2015-16 as per IND AS)

Financial Performance trend





Total Debt - Equity Ratio



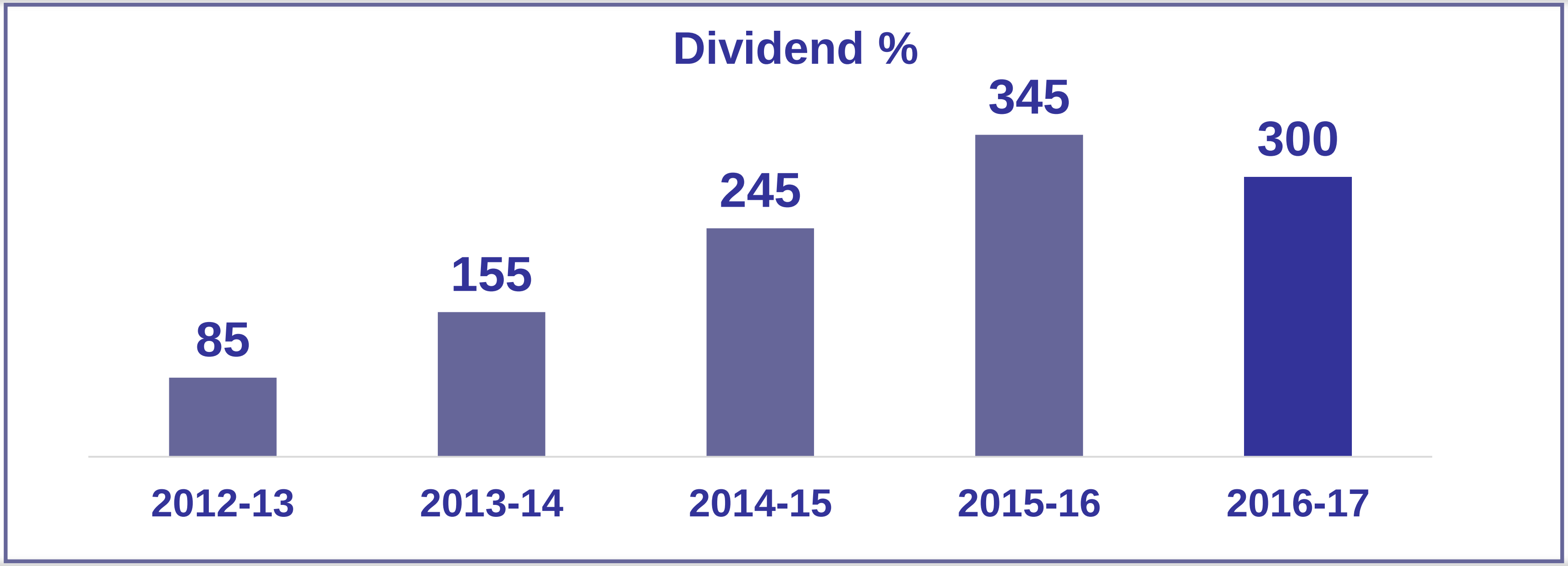
(Rs. crore)

Short term	23,511	16,377	2,200	3,887	10,891
Long term	10,278	15,789	18,135	17,280	10,357
Total Borrowings	33,789	32,166	20,335	21,167	21,250
Net Worth	13,726	15,012	16,022	17,970	20,347

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

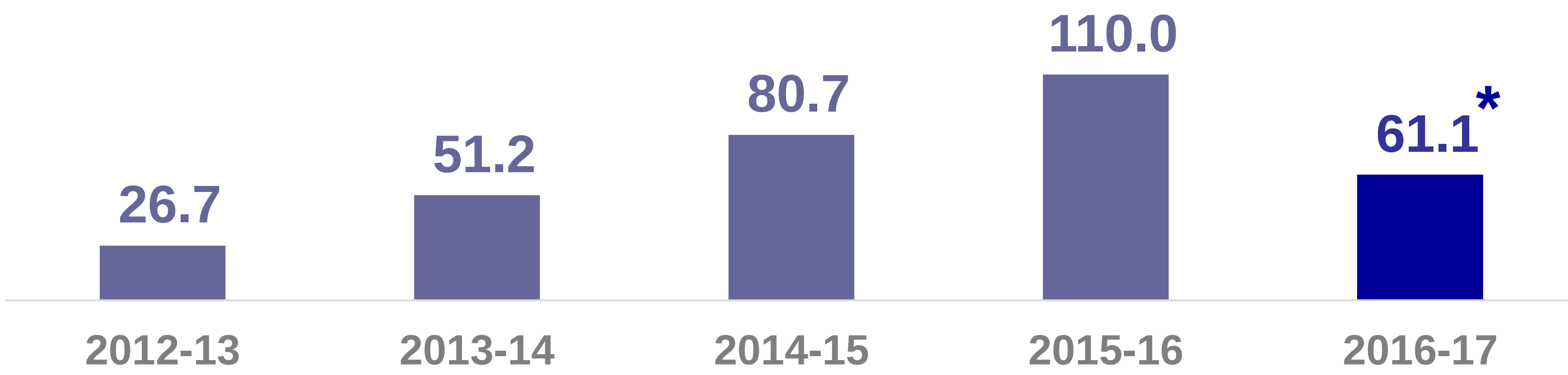
Return to Share holders

Sep 2016	Bonus Issue	2:1
Feb 2017	1st Interim Dividend	Rs. 22.5/Share
Mar 2017	2nd Interim Dividend	Rs. 6.40/Share
May 2017	Final Dividend (Recom.)	Rs 1.10/Share
May 2017	Bonus Issue (Recom.)	1:2

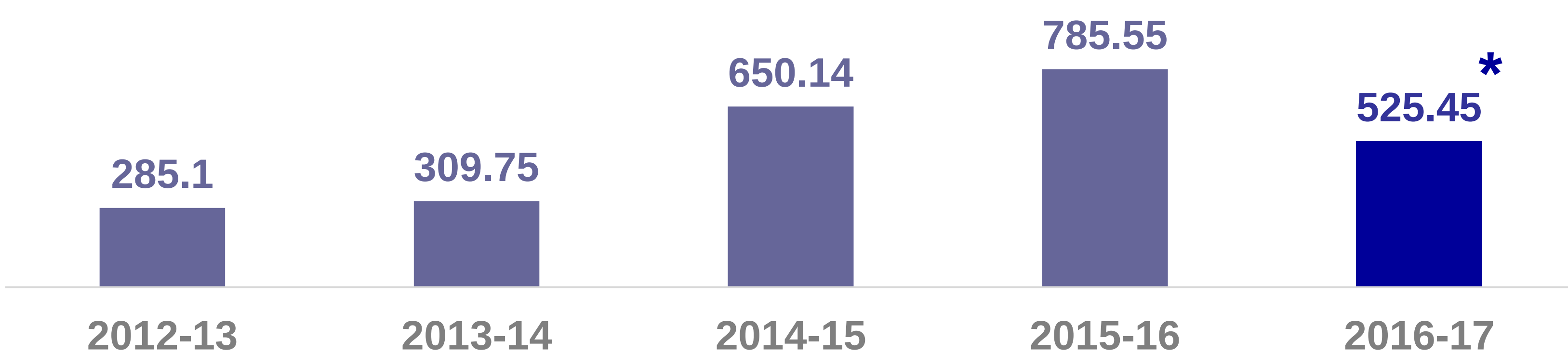


Financial Performance trend

Earnings per share (Rs/Share)



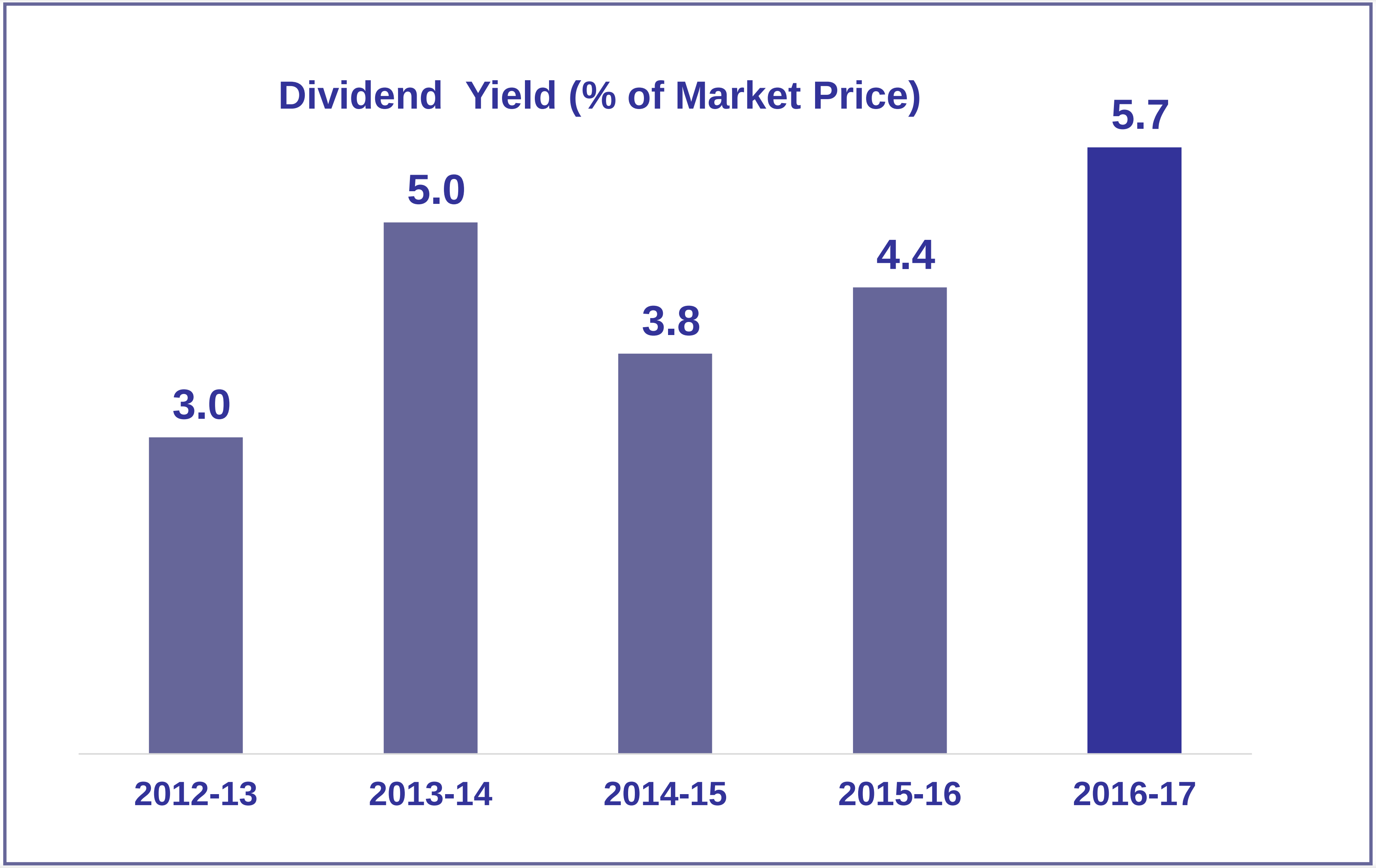
Market Price (Rs / Share)



(Market Price : Closing on 31st March)

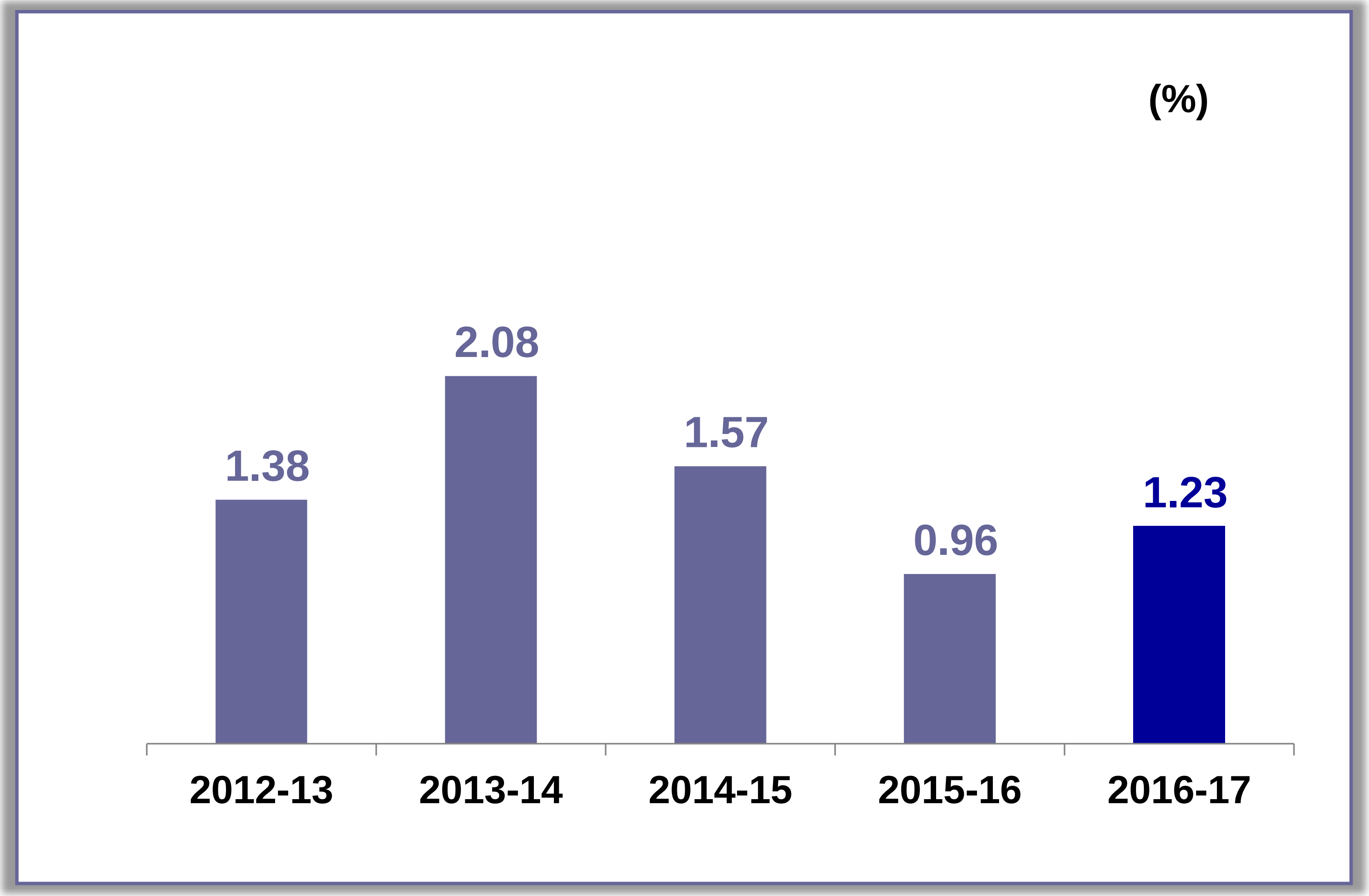
(**Note:** * Ex-Bonus; PAT from 2015-16 as per IND AS)

Dividend Yield



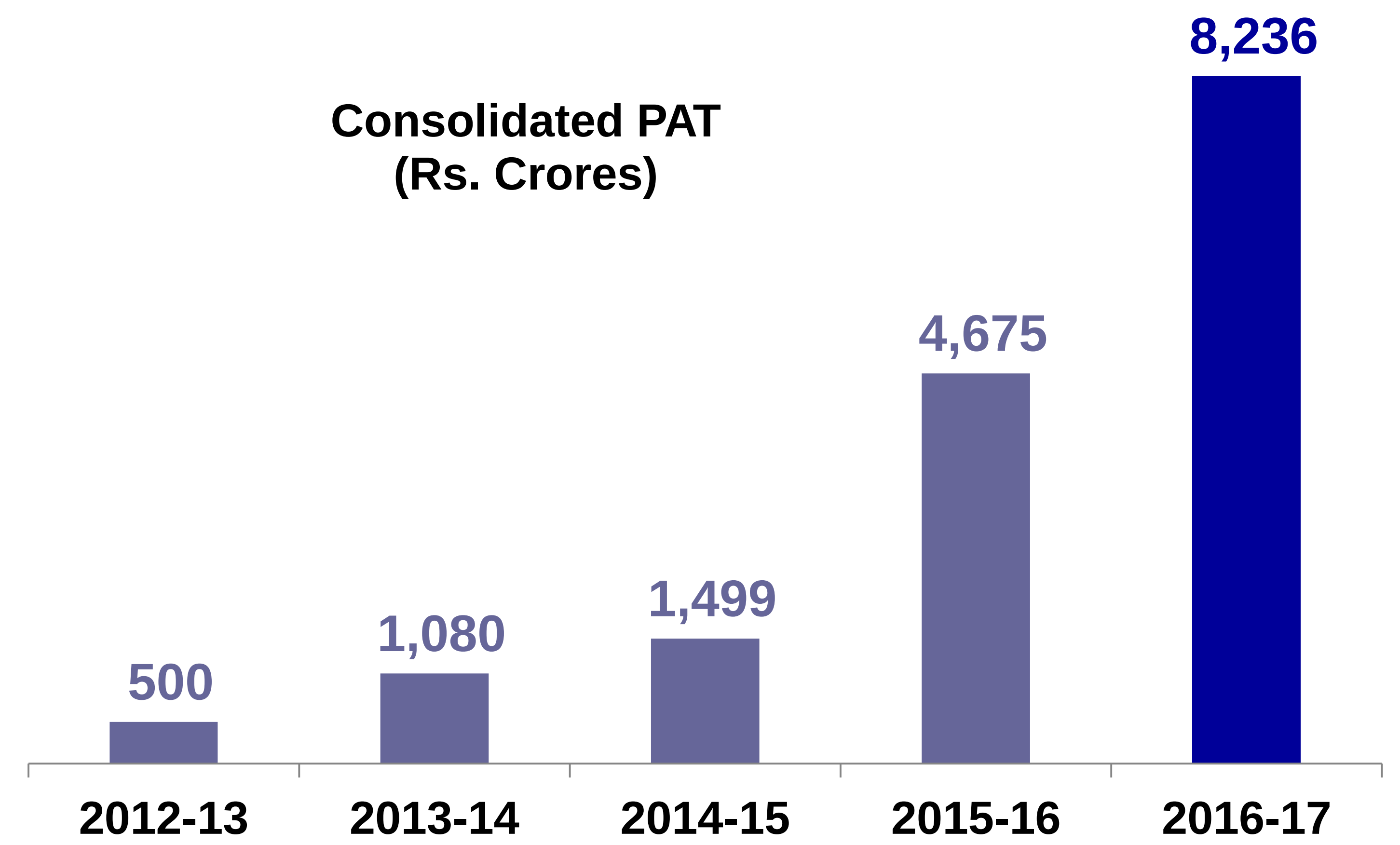
Dividend per Share as a % on Market Price as on last date of financial year

Debt Service Coverage Ratio



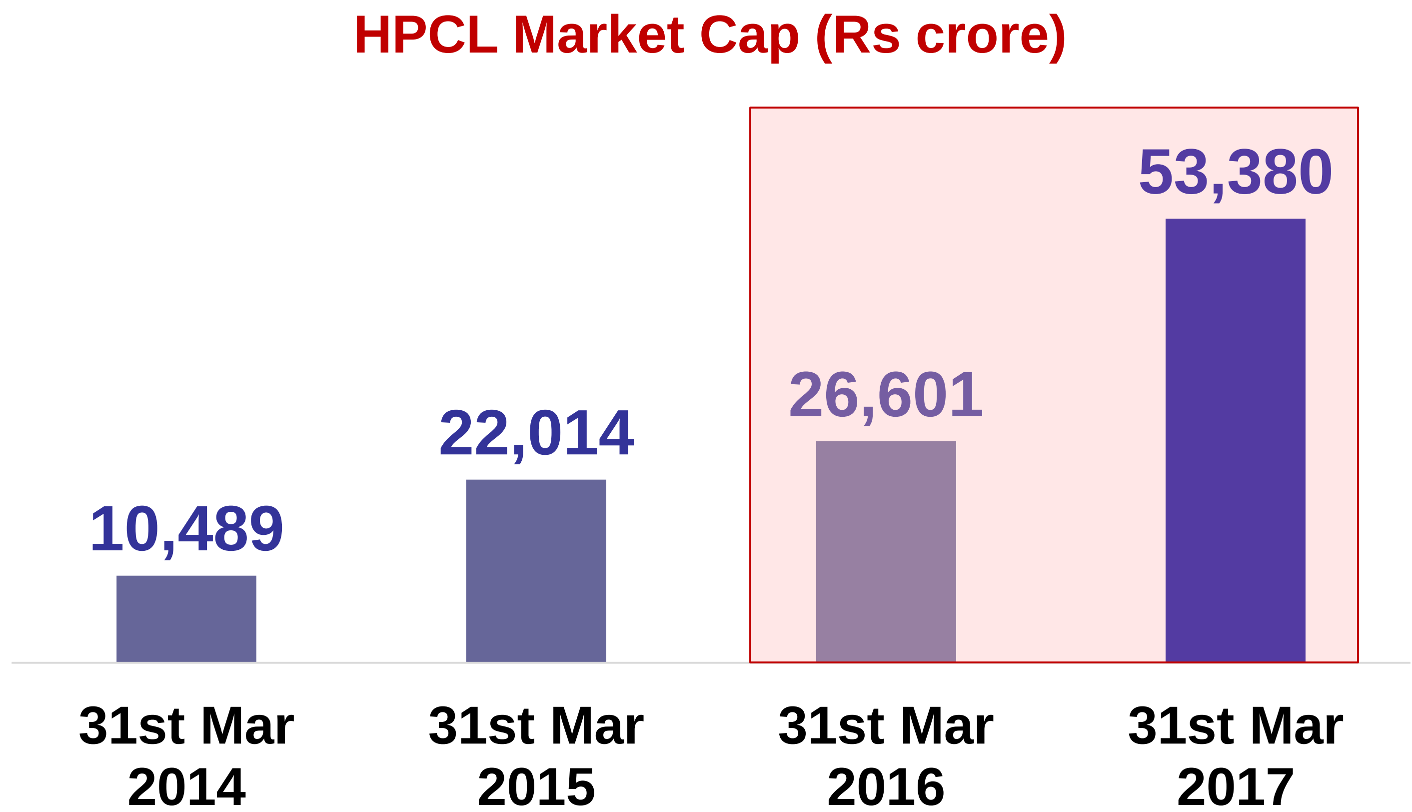
Note: FY 2015-16 onwards as per IND AS

Consolidated Net Profit



Highest Ever Consolidated Net Profit of Rs. 8,236 crore

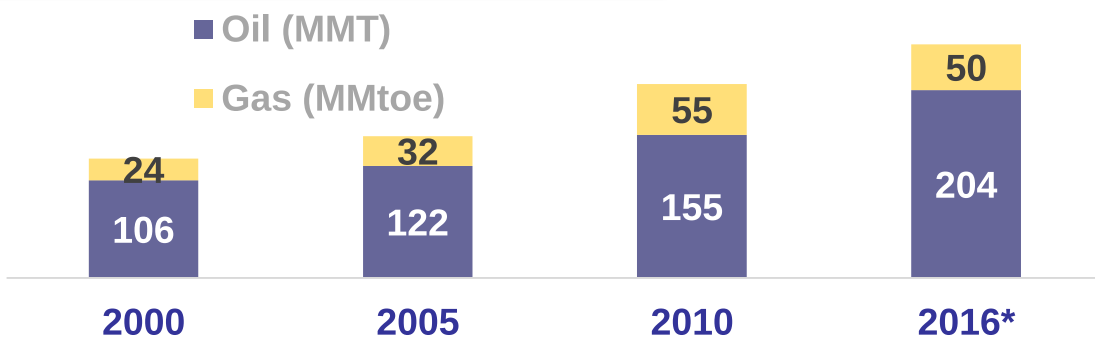
Market Capitalisation



Increase of 101 % market capitalization during 2016-17 to reach Rs. 53,380 crores.

Oil & Gas : Demand Projections for India

India Oil & Gas Consumption



CAGR %	Oil	Gas
2000- 2016	4.2%	4.8%

Demand Projections by S&P Global (upto 2021-22)

Description	Annual Growth
Crude Oil	5%
Oil Products	7% to 9%
Natural Gas	4%
Petrochemicals	Above GDP growth rate

Potential for accelerated Oil & Gas requirement in future

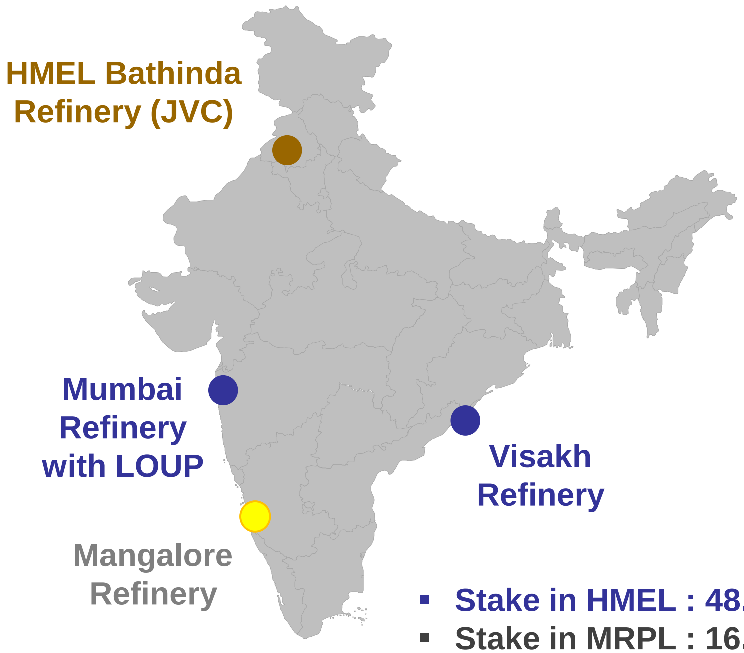
Demand : BP Statistical Review 2016

HPCL is uniquely positioned to leverage the opportunity

- 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
- 2^{nd} 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

Refining

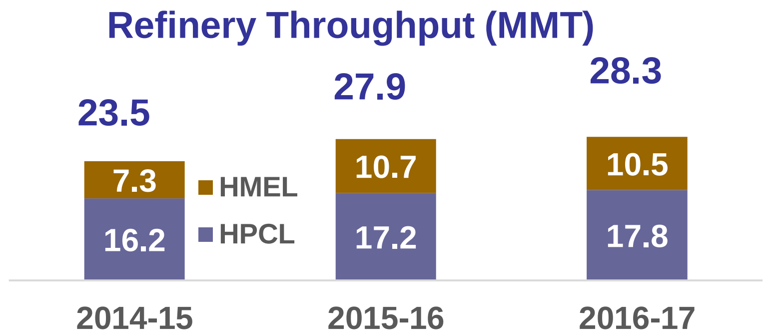
Refineries in West Coast, East Coast & North

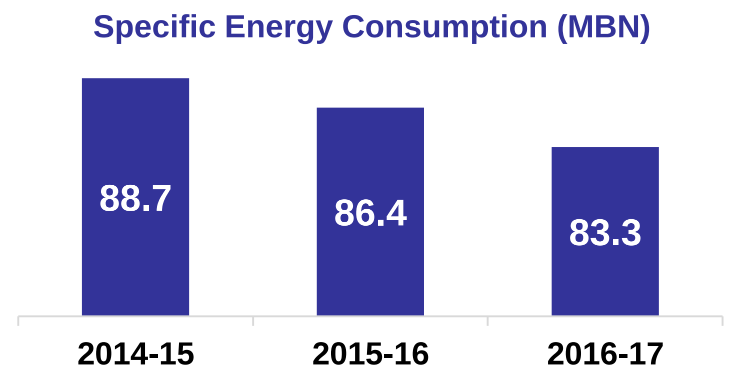


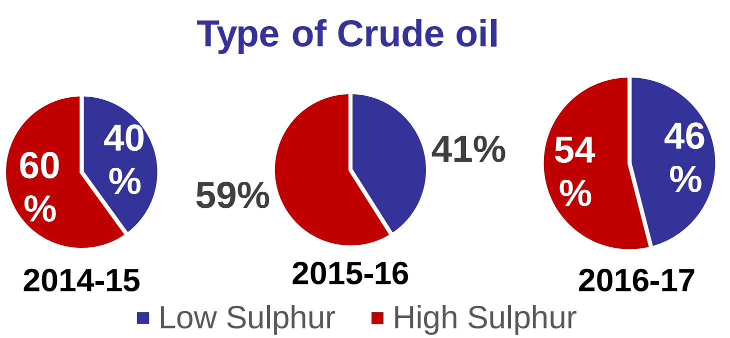
- Stake in HMEL : 48.99%
- Stake in MRPL : 16.96%

Crude Oil

- 77% of processing is from imported crudes
- Crude oil basket of 104 grades from 15 countries
- Import of 12 MMT of Crude oil during 2016-17







Key features of Refineries

- **Coastal Refineries** – on East & West coasts
- **BS IV Production** facilities for MS & HSD
- **Largest Lube Refinery** accounting for ~ 40% of India's total Lube production
- **2nd highest Bitumen Production** in the country
- **SPM** at Visakh Refinery for discharging VLCCs
- **Crude Cavern Storage** at Visakh increasing Flexibility in Crude oil Procurement
- **Product evacuation** thru cross country pipelines (~85%)
- **Power Purchase through Open Access** for reducing operating expenditure

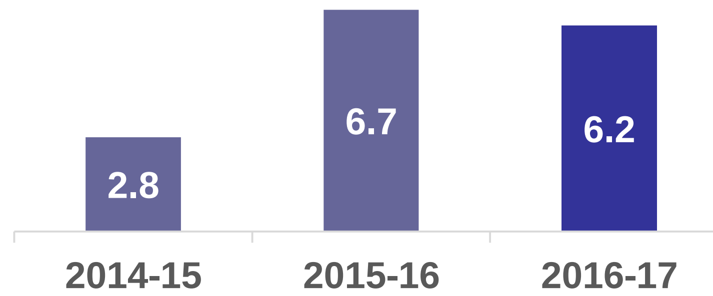
Mumbai Refinery

Visakh Refinery

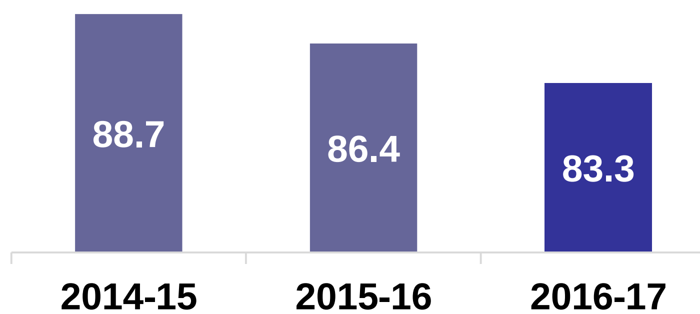
Profit improvement initiatives

- Bottom of the barrel **Upgradation**
- **Maximising value added products** like Bitumen & Lubes
- **Energy Efficiency** Improvement
- **Reliability** Improvement
- Switch over to **Natural gas / Open access power purchase** to reduce operating expenditure
- **Crude Mix optimization** based on price differential
- Online **Chemical cleaning** of furnaces
- **Maximising 'Net Corporate Realization'**
- **Continuous Benchmarking** to improve performance

HPCL GRM in $/bbl.

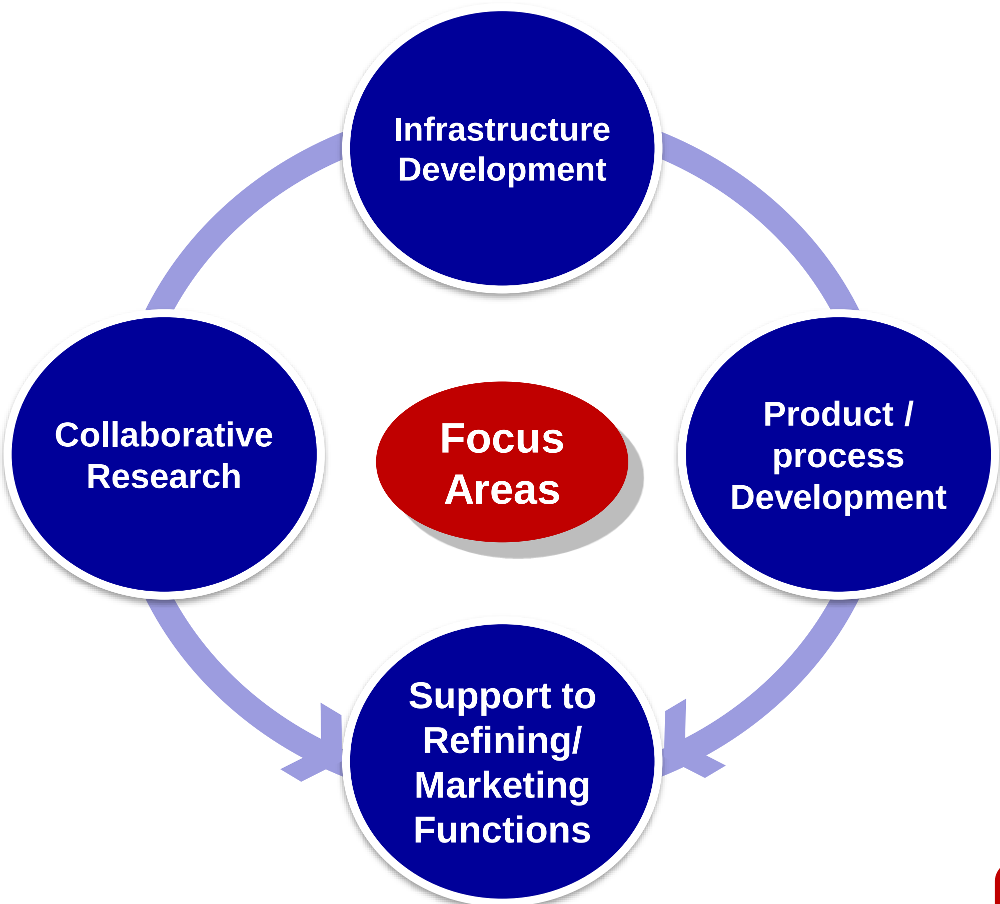


Specific Energy Consumption (MBN)



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

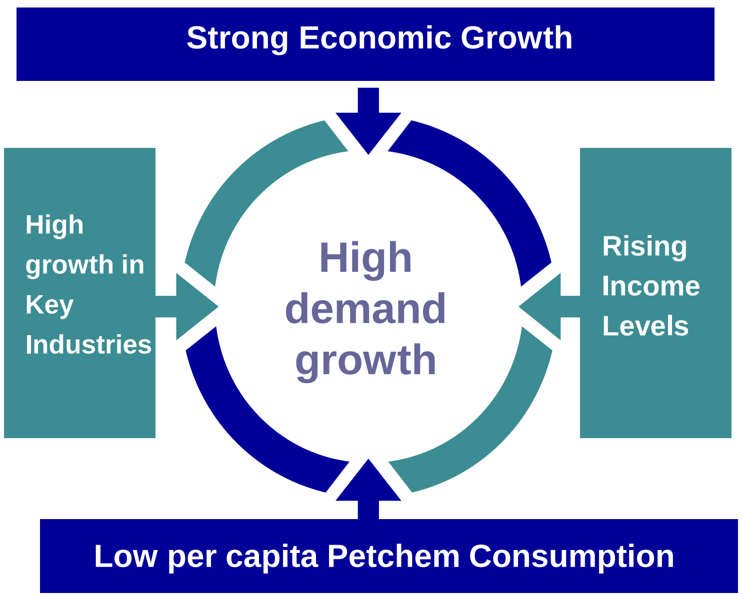
	Applied	Obtained
Patents	70	2

8 Projects Demonstrated and are ready for Licensing

Leveraging opportunity in Petrochemicals

Petrochemicals

- **Increasing Import dependence** by India due to Lack of investments



HPCL Plans in Petrochemicals

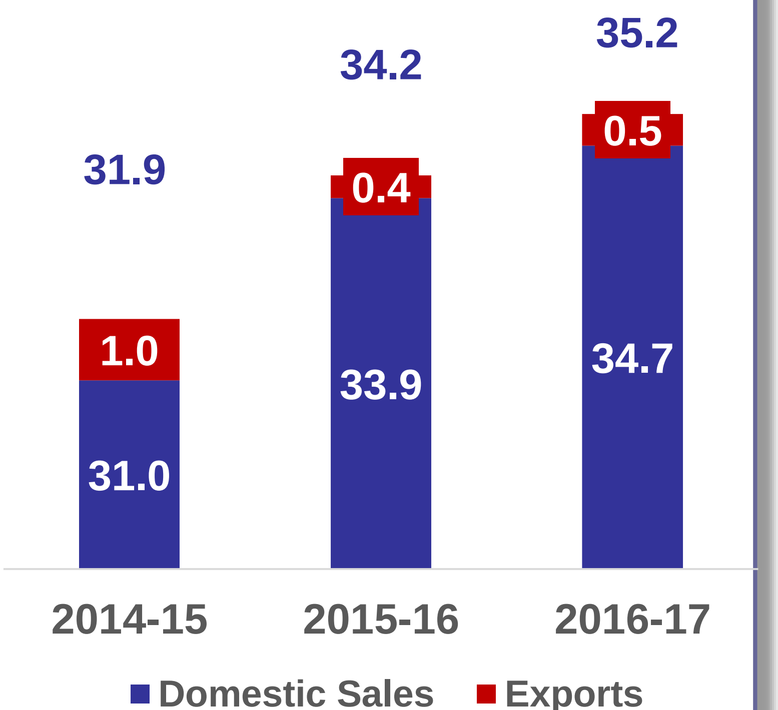
- **Build Petrochemical complex**
  - **9 MMTPA Refining-cum-Petrochemical complex at Rajasthan**
  - **Petrochemical complex at Kakinada, Andhra Pradesh**
- **Capability Building** in Petchem marketing
- **Leverage strength and reach of B2B marketing**

Marketing : Touching lives Everyday

Customer touch points

- Retail outlets = 14,412
- LPG Distributors = 4,532
- SKO / LDO Dealerships = 1638
- CNG facilities at Retail outlets = 231
- Lube Distributors = 213
- CFAs = 115
- LPG Customer base = 6.1 crore

Market Sales



Market Share : 20.97% (PSU); 18.66 % (PSU + Pvt)

CAGR of 5.8% compared to Industry growth of 5.1% during last decade

Data as of 31.3.2017

Focussed Customer Engagement

Retail (Transport Fuel)

Urban segment

- Upwardly mobile
- Humlog
- Gen Next
- Dependants
- Walk-ins
- Driver Saheb

Highway segment

- Humrahi
- Fleet owners
- Highway Raja

Rural segment

- Khush-haal Kisaan

LPG

- Domestic
- Commercial Industrial

Lubricants

JOHN DEERE
BAJAJ
KOMATSU
INDIAN NAVY
BOSCH
EICHER
JCB
SKF

Aviation Fuel

- Air India
- SpiceJet
- Emirates
- Etihad Airways
- British Airways
- Tata SIA Airlines Limited
- Air Asia India Limited
- Deutsche Lufthansa AG
- Air China Limited
- Inter globe Aviation Limited

Industrial & Consumer

ADITYA BIRLA
UltraTech
asianpaints
JSW

Key Differentiators

Retail Fuel Sales

- **Strategic Network Expansion**
- **Relevant offering** through **Formats**
- **Branded Fuels, Conveniences, non-fuel offers and Amenities**
- **2nd largest Retail Network with 88% Site control**
- **Market share gain in TMF for 10th consecutive Year**

LPG Sales`

- **Increase penetration in Rural market (PMUY)**
- **Augmentation of storage and bottling capacity**
- **Only OMC to Use Flex Speed Carousal**
- **Expanding Non-Domestic LPG use**

Lubricant Sales

- **Leveraging Brand for Value added Lube sales**
- **Strong Channel Network with vast market reach**
- **Tie up with major OEMs & Innovative packaging**
- **India's largest Lube marketer for 4th consecutive Year**

B2B Sales

- **Key Account Management**
- **Strong presence in Bunker fuels**
- **Speciality products of Hexane & MTO**
- **Supplying Jet Fuel to most of the scheduled airlines in India**
- **Sales > 1 MMT in HSD, Bitumen and Fuel Oils for 3rd successive year**

Leveraging Technology for empowering Customers

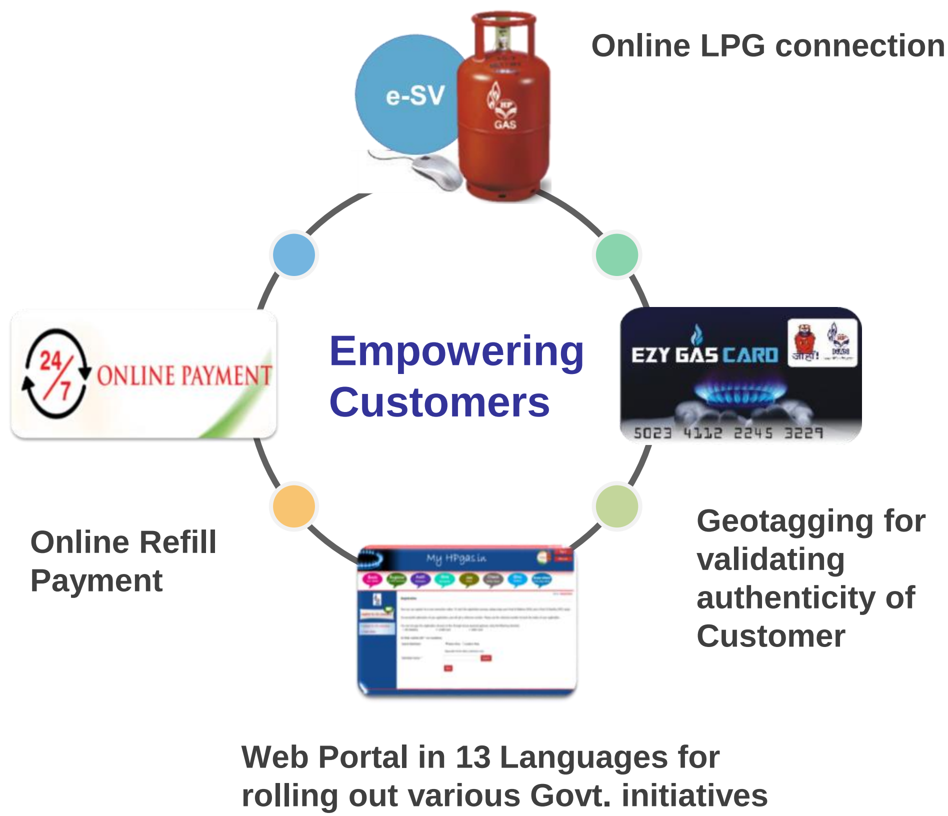
Retail

- **Automation** at 4,342 outlets
- **Automation planned** at 4100+ outlets* during next 2 years
- **Vehicle identification** System launched
- **Cashless payment** mode enablement ~ 80%+
- Bank POS, e-wallets and DT Plus

- Right **grade**, Right **quantity**
- **e-Receipts** to customers

*Outlets Selling > 100 KLPM

LPG



Leveraging Technology for Supply Chain Management

Pipelines

- Pipeline Intrusion Detection System (PIDS)
- Pipeline Integrity Management Software (PIMS)

Creating Value,

Enhancing Transparency ,

Ensuring Safety & Quality

Pipeline Security

Reliability & Maintenance

Inventory Management

- Batch Scheduling by Software

Operations & Distribution

Vehicle Tracking System

Online Inventory Monitoring

O&D Dashboard

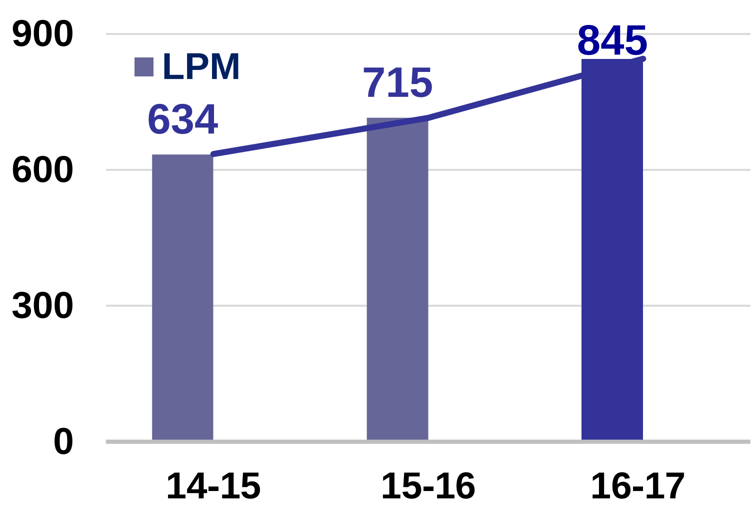
Terminal Automation System

Online Budgeting Tool

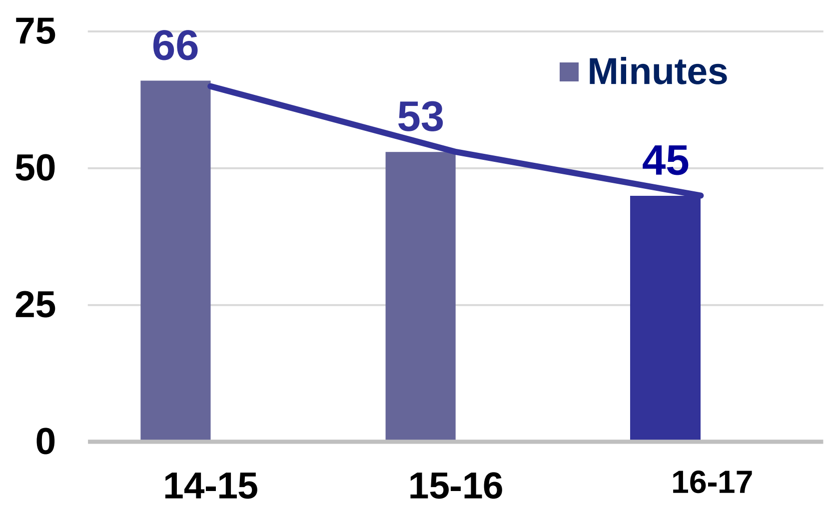
Online work permit system

Productivity enhancement at POL Locations

Bay Filling Rate



TT Cycle Time



The entire process of migrating from BS-III to BS-IV on All India basis at all POL locations successfully completed within the timelines.

Natural Gas : End to End participation

1 Sourcing & liquefaction

2 Regasification

3 Pipeline

4 Marketing

5 Captive

Building integrated end-to-end gas business

Regasification

- **5 MMTPA LNG Regasification** Terminal at Chhara port, Gujarat

Pipeline Infrastructure

- **GSPL India Transco Ltd (GITL)**
  - Mallavaram – Bhopal - Vijaipur - Bhilwara **(~ 1,700 kms)**
- **GSPL India Gasnet Ltd (GIGL)**
  - Mehsana – Bhatinda; Bhatinda – Srinagar **(~ 2350 kms)**

Registered with EPMC for supplying RLNG to Fertilizer Industries

EPMC: Empowered Pool Management Committee

Joint Ventures and Subsidiaries

Refining
HMEL
ONGC MRPL
HRRL

LPG Storage
SA LPG

Upstream
Prize Petroleum

Marketing
HINCOL
HINDUSTAN COLAS LTD.

Infrastructure
Petronet MHB Limited
MAFFFL
Mumbai Aviation Fuel Farm Facility Pvt Ltd

Alternate Fuels
HBL
HPCL BIOFUELS LTD

City Gas Distribution
BGL
Bhagyanagar Gas Ltd.
Aavantika Gas Ltd.
GGPL
GODAVARI GAS PRIVATE LIMITED

Natural Gas
HSEPL
HPCL SHAPOORJI ENERGY PVT LTD
GITL

Growth through Partnerships

Infrastructure & Capacity Expansion Plans

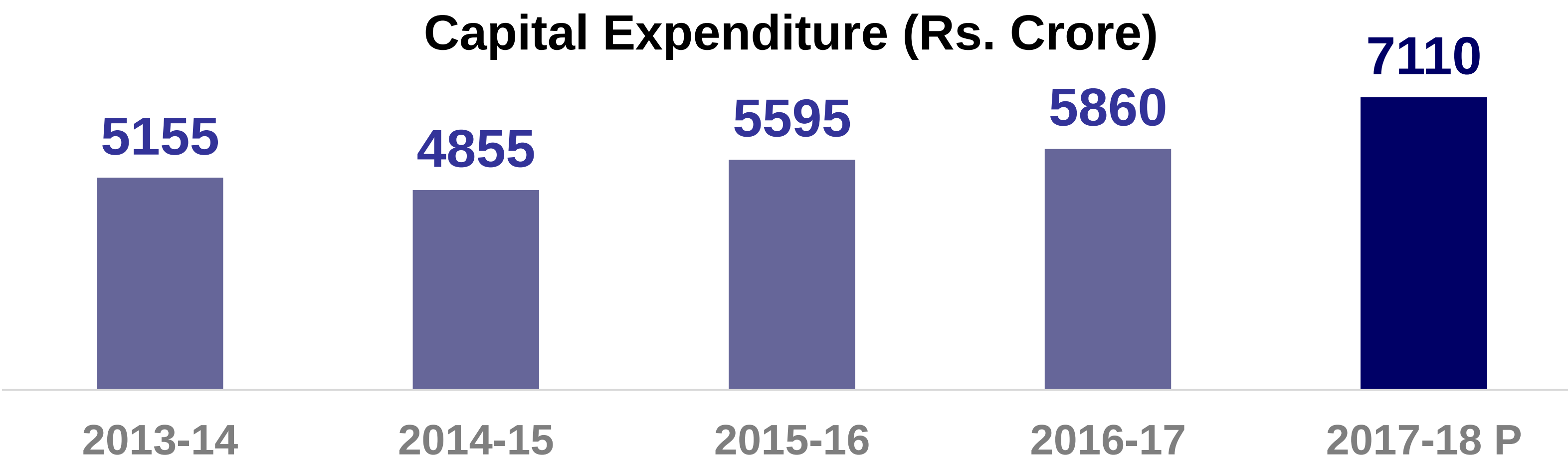
Major Projects

- **Visakh Refinery Modernization** project
- **Mumbai Refinery Expansion** Project
- **Mundra Delhi Pipeline Phase II** Expansion to 7.8 MMTPA
- **Visakh Vijayawada Secunderabad Pipeline Phase II** Expansion to 8 MMTPA
- **Ramanmandi-Bahadurgarh Pipeline Phase II** expansion to 7.1 MMTPA
- **164 Km long Uran Chakan LPG** Pipeline
- **234 km long Palanpur-Vadodara** Pipeline
- **3 New LPG Plants** and LPG infrastructure augmentation
- **POL infrastructure** Augmentation

JVC Projects

- **9 MMTPA HPCL Rajasthan Refinery Limited** at Pachpadra
- **Petrochemical Complex** at Kakinada in Andhra Pradesh
- **West Coast Refinery** Project
- **LNG Terminal** at Chhara in Gujarat
- **3 Natural Gas Pipelines** through GIGL and GITL
- **Fuel Farm Facilities** at Mumbai Airport
- **CGD Projects** in East and West Godavari Districts in Andhra Pradesh

Capex & Investment Plan



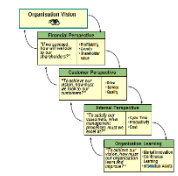
(Rs Crore)

Capex Projection	2017–2021 (Estimated)	2017-18 (Proj.)
Refining	23,400	1,805
Marketing	23,600	4,379
Renewables and R&D	1,000	130
Joint Venture	13,000	797
Total	61,000	7,110

Talent Management

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

CSR : Touching lives Every Way



Child Care

Environment & Community Development

Education

Beyond Business …..

Sports

Health Care

Skill Development







Touching over 1.2 Lakh lives since inception

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 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 corporation Ltd, HPCL Rajasthan Refinery Limited, SA LPG Co. Pvt. Ltd, HPCL Mittal Energy Ltd, HPCL Shapoorji Energy Pvt Ltd ,HPCL Mittal Pipelines Ltd, HPCL Biofuels Ltd and HINCOL.

Shri S Jeyakrishnan, Director - Marketing

- He is an alumni of Madras University with over 35 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 and Prize Petroleum corporation Ltd.

Thank you