Investors and Analysts Meet

“Enhancing Stakeholder Value”

28th May 2018
Mumbai

Delivering Happiness
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Origin of HPCL

1952
Incorp. of Standard – Vacuum Oil Refining Company (StanVac)

1955
Incorp. of Caltex Oil Refinery India Ltd.

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

# 384

# 48

Ratings

FitchRatings
BBB- (Stable)

Moody's INVESTORS SERVICE
Baa2 (Stable)

Upgraded from Baa3 during 2017-18
Business Portfolio

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

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

- **Refining**: 15.8 MMTPA
- **Marketing**: 36.9 MMT*
- **E & P**: 7 Blocks#
- **Pipelines**: 3370 km
- **JVs & Subsidiaries**: 18 Numbers
- **Partnerships in**
  - Refining, Petrochemicals, Marketing Infrastructure, Emulsions and Natural Gas
- **9 Cross country product pipelines**$

* in 2017-18 including export
# Active blocks as of Mar’18
$ (Liquid & LPG)

Retail
LPG
Direct Sales
Lubes
Aviation
Natural Gas
Renewables
Operations & Distribution
**HPCL supply infrastructure**

<table>
<thead>
<tr>
<th>Terminals / TOPs</th>
<th>Depots*</th>
<th>LPG Plants</th>
<th>ASFs</th>
</tr>
</thead>
<tbody>
<tr>
<td>![Terminals image]</td>
<td>![Depots image]</td>
<td>![LPG Plants image]</td>
<td>![ASFs image]</td>
</tr>
<tr>
<td><strong>41</strong></td>
<td><strong>68</strong></td>
<td><strong>48</strong></td>
<td><strong>41</strong></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Description</th>
<th>As of 31.03.2018</th>
</tr>
</thead>
<tbody>
<tr>
<td>POL Tankage</td>
<td><strong>3.9 MMT</strong></td>
</tr>
<tr>
<td>LPG bottling capacity</td>
<td><strong>4.7 MMTPA</strong></td>
</tr>
<tr>
<td>Lube blending capacity</td>
<td><strong>305 TMTPA</strong></td>
</tr>
<tr>
<td>QC Labs</td>
<td><strong>45 Nos.</strong></td>
</tr>
</tbody>
</table>

**Lube Blending Plants**

- **6**

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

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

* Including Lube Depots
POL Pipelines network of HPCL

- **LPG Pipeline**
- **Liquid POL Pipeline**

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

**2. Visakh Refinery**
- **Vizag – Vijaywada – Secundrabad P/L**
- 572 Kms; 5.38 MMTPA

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

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

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

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

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

**POL pipeline network**: 3,370 kms*

**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

* Excluding MHB JVC P/L
2017-18 Performance

- Highest ever Market Sales: 36.9 MMT
- Sales Growth: 4.7%
- Highest ever Refining Thruput: 18.3 MMT
- Highest ever Pipeline Thruput: 20.4 MMT
- India’s No.1 Lube Marketer: 603 TMT

Highest Ever Profit after Tax of Rs. 6,357 crore
2017-18 : Key Performance Highlights

- Increase in PAT for the fifth consecutive year
- Domestic Sales Growth: 4.4%

- Highest ever Production:
  - MS - 3.34 MMT; HSD - 7.30 MMT
  - Lube Oil Base Stock - 439 TMT

- Highest ever combined GRM: US$ 7.40/bbl

- Lowest ever specific energy consumption by refineries: EII of 105

- One of India’s largest LPG plant at Panagarh (WB) commissioned
Performance over the years

(Note: PAT from 2015-16 as per IND AS)
### Financial Performance Trend

**Profit after Tax (Rs Crore)**

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>1,734</td>
<td>2,733</td>
<td>3,726</td>
<td>6,209</td>
<td>6,357</td>
</tr>
</tbody>
</table>

**Net Worth (Rs Crore)**

<table>
<thead>
<tr>
<th></th>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>15,012</td>
<td>16,022</td>
<td>17,970</td>
<td>20,347</td>
<td>23,948</td>
</tr>
</tbody>
</table>
## Return on Capital Employed %

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>ROCE %</td>
<td>11.16</td>
<td>19.00</td>
<td>20.18</td>
<td>27.67</td>
<td>26.94</td>
</tr>
<tr>
<td>ROE %</td>
<td>11.55</td>
<td>17.06</td>
<td>20.74</td>
<td>30.51</td>
<td>26.55</td>
</tr>
<tr>
<td>Interest Coverage (Times)</td>
<td>2.96</td>
<td>6.88</td>
<td>9.96</td>
<td>17.84</td>
<td>17.24</td>
</tr>
<tr>
<td>EBDITA to Turnover %</td>
<td>2.64</td>
<td>3.15</td>
<td>4.59</td>
<td>5.66</td>
<td>5.15</td>
</tr>
</tbody>
</table>

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

**All Financial parameters reflecting inherent strength & growth potential.**
Total Debt - Equity Ratio

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Short term</td>
<td>16,377</td>
<td>2,200</td>
<td>3,887</td>
<td>10,891</td>
<td>10,762</td>
</tr>
<tr>
<td>Long term</td>
<td>15,789</td>
<td>18,135</td>
<td>17,280</td>
<td>10,357</td>
<td>10,229</td>
</tr>
<tr>
<td>Total Borrowings</td>
<td>32,166</td>
<td>20,335</td>
<td>21,167</td>
<td>21,250</td>
<td>20,991</td>
</tr>
<tr>
<td>Net Worth</td>
<td>15,012</td>
<td>16,022</td>
<td>17,970</td>
<td>20,347</td>
<td>23,948</td>
</tr>
</tbody>
</table>

(Note: Figures from 2015-16 as per IND AS)
## Return to Share holders

<table>
<thead>
<tr>
<th>Year</th>
<th>Event</th>
<th>Dividend</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016-17</td>
<td>Total Dividend</td>
<td>Rs. 30/Share</td>
</tr>
<tr>
<td>May 2017</td>
<td>Bonus Issue (Recom.)</td>
<td>1:2</td>
</tr>
<tr>
<td>Feb 2018</td>
<td>1\textsuperscript{st} Interim Dividend</td>
<td>Rs. 14.5/Share</td>
</tr>
<tr>
<td>May 2018</td>
<td>Final Dividend*</td>
<td>Rs 2.50/Share</td>
</tr>
</tbody>
</table>

* Subject to approval of final dividend in AGM.
Financial Performance trend

Earnings per share (Rs/Share)

<table>
<thead>
<tr>
<th>Year</th>
<th>EPS (Rs/Share)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2013-14</td>
<td>11.4</td>
</tr>
<tr>
<td>2014-15</td>
<td>17.9</td>
</tr>
<tr>
<td>2015-16</td>
<td>24.5</td>
</tr>
<tr>
<td>2016-17</td>
<td>40.7</td>
</tr>
<tr>
<td>2017-18</td>
<td>41.7</td>
</tr>
</tbody>
</table>

(Equivalent EPS taken for the year 2013-14 to 2016-17 basis No of Equity shares as on 31.03.2018)
Dividend Yield

Dividend Yield (% of Market Price)

- 2013-14: 5.0%
- 2014-15: 3.8%
- 2015-16: 4.4%
- 2016-17: 5.7%
- 2017-18: 4.9%

* Subject to approval of final dividend in AGM.

* Dividend yield of BSE Sensex is 1.56%
Consolidated Net Profit

Consolidated PAT (Rs. Crores)

- 2013-14: 1,080
- 2014-15: 1,499
- 2015-16: 4,675
- 2016-17: 8,236
- 2017-18: 7,218

Consolidated Net Profit of over Rs. 7,000 crore for the second consecutive year
Market Capitalisation

HPCL Market Cap at BSE (Rs crore)

<table>
<thead>
<tr>
<th>Date</th>
<th>Market Cap (Rs crore)</th>
</tr>
</thead>
<tbody>
<tr>
<td>31st Mar 2014</td>
<td>10,489</td>
</tr>
<tr>
<td>31st Mar 2015</td>
<td>22,014</td>
</tr>
<tr>
<td>31st Mar 2016</td>
<td>26,601</td>
</tr>
<tr>
<td>31st Mar 2017</td>
<td>53,380</td>
</tr>
<tr>
<td>31st Mar 2018</td>
<td>52,442</td>
</tr>
</tbody>
</table>

Five fold increase in Market capitalization during last 4 years
What drives the performance....
HPCL is uniquely positioned to leverage the opportunity

- **Highest Market Sales Growth** among Industry in the last decade
- **Major brown and green field expansion plans** for 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 POL distribution and Natural Gas projects
- **Foray into** Petrochemicals
- **Dedicated, competent and young workforce**
Refining

Refineries in West Coast, East Coast & North

- HMEL Bathinda Refinery (JVC)
- Mumbai Refinery with LOUP
- Visakh Refinery
- Mangalore Refinery

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

Refinery Throughput (MMT)

<table>
<thead>
<tr>
<th>Year</th>
<th>HMEL</th>
<th>HPCL</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015-16</td>
<td>10.7</td>
<td>17.2</td>
</tr>
<tr>
<td>2016-17</td>
<td>10.5</td>
<td>17.8</td>
</tr>
<tr>
<td>2017-18</td>
<td>8.9</td>
<td>18.3</td>
</tr>
</tbody>
</table>

Specific Energy Consumption (MBN)

<table>
<thead>
<tr>
<th>Year</th>
<th>2015-16</th>
<th>2016-17</th>
<th>2017-18</th>
</tr>
</thead>
<tbody>
<tr>
<td>2015-16</td>
<td>86.4</td>
<td>83.3</td>
<td>80.8</td>
</tr>
<tr>
<td>2016-17</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>2017-18</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Type of Crude oil

- Low Sulphur:
  - 2015-16: 59%
  - 2016-17: 54%
  - 2017-18: 59%
- High Sulphur:
  - 2015-16: 41%
  - 2016-17: 46%
  - 2017-18: 41%

Crude Oil

- 75% of processing is from imported crudes
- Crude oil basket of 109 grades from 15 countries
- Import of ~14 MMT of Crude oil during 2017-18
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 (~83%)
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

<table>
<thead>
<tr>
<th></th>
<th>2015-16</th>
<th>2016-17</th>
<th>2017-18</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>HPCL GRM in $/bbl.</strong></td>
<td>6.7</td>
<td>6.2</td>
<td>7.4</td>
</tr>
<tr>
<td><strong>Specific Energy Consumption (MBN)</strong></td>
<td>86.4</td>
<td>83.3</td>
<td>80.8</td>
</tr>
</tbody>
</table>
Marketing: Touching lives Everyday

Customer touch points:

- Retail outlets = 15,062
- LPG Distributors = 4,849
- SKO / LDO Dealerships = 1,638
- CNG facilities at Retail outlets = 239
- Lube Distributors = 266
- CFAs = 116
- LPG Customer base = 6.9 crore

Market Sales:

<table>
<thead>
<tr>
<th></th>
<th>2015-16</th>
<th>2016-17</th>
<th>2017-18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exports</td>
<td>0.4</td>
<td>0.5</td>
<td>0.7</td>
</tr>
<tr>
<td>Domestic Sales</td>
<td>33.9</td>
<td>34.7</td>
<td>36.2</td>
</tr>
</tbody>
</table>

Market Share:

- 20.92% (PSU)
- 18.52% (PSU + Pvt)

CAGR of 5.0% compared to Industry growth of 4.4% during last decade

Data as of 31.3.2018
# Focussed Customer Engagement

## Retail (Transport Fuel)

<table>
<thead>
<tr>
<th>Segment</th>
<th>Urban Segment</th>
<th>Highway Segment</th>
<th>Rural Segment</th>
</tr>
</thead>
<tbody>
<tr>
<td>Upwardly mobile</td>
<td>Humlog</td>
<td>Humrahi</td>
<td>Khush-haal Kisaan</td>
</tr>
<tr>
<td>Gen Next</td>
<td>Dependants</td>
<td>Fleet owners</td>
<td>Khush-haal Kisaan</td>
</tr>
<tr>
<td>Walk-ins</td>
<td>Driver Saheb</td>
<td>Highway Raja</td>
<td>Khush-haal Kisaan</td>
</tr>
</tbody>
</table>

## LPG

<table>
<thead>
<tr>
<th>Type</th>
<th>Domestic</th>
<th>Commercial</th>
</tr>
</thead>
</table>

## Lubricants

- John Deere
- Bajaj
- Royal Enfield
- Eicher
- JCB
- SKF

## Aviation Fuel

- Air India
- Jet Airways
- Indigo
- Spice jet
- Vistara
- British Airways
- Turkish
- Than\i
- Fedex
- Air China

## Industrial & Consumer

- Aditya Birla
- Asian Paints
- JSW
Key initiatives

**Fuel Retailing**
- Modernization of ~1000 Retail outlets
- Customer awareness program - HP Hai Jahan Bharosa Hai Wahan
- Launch of Power 99 in 7 cities
- EV charging station in Nagpur
- Launch of home delivery of Petrol/Diesel

**LPG**
- First owned rail wagon rake for transportation of LPG
- Agreement with Haldia LPG Import Terminal for next 20 years
- Commencement of Sales of Composite cylinders - ओओओओ
  - Aadhar enabled e-KYC for customers

**Lubricant Sales**
- Market campaign BANDHAN launched for retailers and mechanics
- Commenced online sales of lubricants at Amazon
- Launched sales of Lubes in Myanmar
- Wholly owned subsidiary HPCL Middle East FZCO formed in UAE

**B2B Sales**
- Four (4) Aggregators commissioned for sales of FO/MTO to MSME
- Institutionalization of Customer Relationship Management System
- Pilot of E-ADR facility to Airlines at Visakh and Kolkata
- Online blending facility for Biodiesel set up at Vatva RCD in Gujarat
Productivity enhancement at POL Locations

SMART terminal initiative conceptualized and implementation initiated to improve productivity, Safety & efficiency through Automation
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, Periscope** - Building Strong Leadership Pipeline

5. **Recognition** – Rewarding Values for driving Performance
CSR: Touching lives Every Way

Focus Areas

- Child Care
- Environment & Community Development
- Education
- Health Care
- Skill Development
- Sports
- Environment & Community Development

Beyond Business ..... 

Touching over 2.5 Lakh lives since inception
Leveraging Technology for empowering Customers

**Retail**

- **Automation** at 7,900 outlets
- **Automation planned** at 100% outlet network by Dec’18
- **Vehicle identification System** scaled up

- **Cashless payment enablement** (with at least 3 digital modes) > 96%
- **DT Plus Terminals** across the entire network

**LPG**

- **Online LPG connection, Aadhar enabled e-KYC**
- **Online Refill Payment**
- **Geotagging for validating authenticity of Customer**
- **Web Portal in 13 Languages** for rolling out various Govt. initiatives

**Efficient operations**

- **Q&Q Assurance**
- **Right grade, Right quantity**
- **e-Receipts** to customers
Leveraging Technology for Supply Chain Management

Pipelines

- Pipeline Intrusion Detection System (PIDS)
- Pipeline Integrity Management Software (PIMS)
- Pipeline Security
- Inventory Management
- Reliability & Maintenance
- Batch Scheduling by Software

Operations & Distribution

- Vehicle Tracking System
- Terminal Automation System
- Online Inventory Monitoring
- E-reverse auction for transportation tenders
- O&D Dashboard
- Online work permit system

Creating Value, Enhancing Transparency, Ensuring Safety & Quality
Oil & Gas: Demand Projections for India

India Oil & Gas Consumption

<table>
<thead>
<tr>
<th>Year</th>
<th>Oil (MMT)</th>
<th>Gas (MMtoe)</th>
<th>CAGR % 2000-2017</th>
</tr>
</thead>
<tbody>
<tr>
<td>2000</td>
<td>106</td>
<td>24</td>
<td>4.6%</td>
</tr>
<tr>
<td>2005</td>
<td>122</td>
<td>32</td>
<td>4.3%</td>
</tr>
<tr>
<td>2010</td>
<td>155</td>
<td>55</td>
<td></td>
</tr>
<tr>
<td>2017</td>
<td>218</td>
<td>51</td>
<td></td>
</tr>
</tbody>
</table>

Demand Projections upto 2025 by various agencies

<table>
<thead>
<tr>
<th>Description</th>
<th>Annual Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>Domestic oil demand</td>
<td>&gt;4%</td>
</tr>
<tr>
<td>Natural Gas</td>
<td>&gt;5%</td>
</tr>
<tr>
<td>Petrochemicals</td>
<td>Above GDP growth rate</td>
</tr>
</tbody>
</table>

- Huge demand potential for Oil & Gas products
- India to be the center of global oil demand growth

Demand: BP Statistical Review 2017, PPAC (including internal consumption in Refineries)
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

<table>
<thead>
<tr>
<th>Patents</th>
<th>Applied</th>
<th>Obtained</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>85</td>
<td>6</td>
</tr>
</tbody>
</table>

14 Projects Demonstrated and are ready for Licensing
Natural Gas: End to End participation

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 (~ 1,881 kms)

- GSPL India Gasnet Ltd (GIGL)
  - Mehsana – Bhatinda - Jammu – Srinagar (~ 2361 kms)

Consortium of HPCL and Oil India Ltd authorized by PNGRB for setting up CGD Networks in Ambala & Kurukshetra and Kolahpur GAs
Leveraging opportunity in Petrochemicals

**HPCL Plans in Petrochemicals**

- **Build Petrochemical complexes**
  - 9 MMTPA Refining-cum-Petrochemical complex at Rajasthan
  - 1 MMTPA Petrochemical complex at Kakinada, Andhra Pradesh
  - 1.25 MMTPA Petrochemical complex at HMEL

- **Petrochemicals Marketing group formed** at corporate level

- **Developing ‘Go to Market’ strategy & roadmap for downstream Petrochemicals**

- **Leverage strength and reach of B2B marketing**

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

- **Strong Economic Growth**
  - High growth in Key Industries
  - Rising Income Levels
  - Low per capita Petchem Consumption

- **High demand growth**
### Project commissioned in 2017-18

#### Marketing
- **250 TMTPA LPG plant** at Panagarh (WB)
- **New depot at Nalagarh** in Himachal Pradesh
- Oil storage facilities with **storage capacity of 8600 KL at Leh** for Indian Army
- **Six (6) new Aviation Service Facilities** (ASF) at Srinagar, Tirupati, Patna, Vidyanagar, Jalgaon & Mundra
- **Capacity augmentation** of Unnao (UP) and Purnea (Bihar) LPG Plants (60 TMTPA each)
- Grid connected **Solar PV plant of 750 kWp** capacity at Bahadurgarh terminal (Haryana)
- **Ramanmandi Bathinda pipeline capacity expansion** from 1.13 MMTPA to 2.1 MMTPA
- **Augmentation of facilities** at Jabalpur, Loni, Akola, Manmad, Viskah, Chennai, Sagar, Gwalior & Bahadurgarh POL locations

#### Refining
- **Tail Gas Treating Unit** (TGTU) at MR
- **Revamp of Solvent Extraction Unit** (SEU)-II Furnace at MR
- **Slop Processing** at Fluid Catalytic Cracking Unit (FCCU)-II at VR
- **High Pressure Recovery Turbine** (HPRT) commissioned in DHT at VR

#### JVC
- **Expansion of HMEL Refinery** (Bathinda) from 9 MMTPA to 11.25 MMTPA
- **CGD projects in East Godavari and West Godavari Districts** in Andhra Pradesh through JV company Godavari Gas Pvt Ltd

Highest Ever Capital Expenditure of Rs. 7,210 crore during 2017-18
Panagarh LPG Plant

Amongst India’s Largest LPG Plants

- **250 TMTPA** LPG Bottling capacity
- **3 x 500 MT** Mounded Storage Vessels
- **72 Head** Flex-speed automatic Electronic Carousel
- **8 bay TT Gantry**
- Plant area ~75 acres
- **Project Cost** ~190.45 crore
- **Commissioned during Mar’18**

- Production rate of **4200 cylinder per hour** on a single carousel
- Catering to demand of over **12 lakh LPG consumers**
## 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
- **Ramanmandi-Bahadurgarh Pipeline Phase II** expansion to 7.1 MMTPA
- **Uran Chakan LPG** Pipeline (164 Km)
- **Palanpur-Vadodara** Pipeline (234 km)
- **Vijayawada Dharmapuri** Pipeline (697 Km)
- **7 New LPG Plants** and LPG infrastructure augmentation
- **POL infrastructure** Augmentation

### JVC Projects

- **9 MMTPA HPCL Rajasthan Refinery Limited** at Barmer in Rajasthan
- **Petrochemical Complex** at Kakinada in Andhra Pradesh
- **60 MMTPA Ratnagiri Refinery and Petrochemicals Ltd** at Rajapur 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 and Kolhapur (Maharashtra)
- **1.25 MMTPA Petrochemical Complex** at HMEL, Bathinda
## Capex & Investment Plan

### Capital Expenditure (Rs. crore)

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<tbody>
<tr>
<td>Rs. crore</td>
<td>4855</td>
<td>5595</td>
<td>5860</td>
<td>7210</td>
<td>8425</td>
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### Capex Projection 2018–2023 (Estimated)

<table>
<thead>
<tr>
<th>Capital Expenditure</th>
<th>2018–2023 (Estimated)</th>
<th>2018-19 (Proj.)</th>
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<tbody>
<tr>
<td>Refining</td>
<td>31,400</td>
<td>3,891</td>
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<tr>
<td>Marketing</td>
<td>29,400</td>
<td>4,047</td>
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<tr>
<td>Renewables and R&amp;D</td>
<td>1,300</td>
<td>88</td>
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<tr>
<td>Joint Venture</td>
<td>33,900</td>
<td>399</td>
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<td><strong>Total</strong></td>
<td><strong>96,000</strong></td>
<td><strong>8,425</strong></td>
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Awards and Accolades during 2017-18

FIPI Awards

In the list of ‘Top 100 Global Energy Leaders’ by Thomson Reuters

SCOPE Meritorious Awards

ABP Brand excellence award
Joint Ventures and Subsidiaries

Refining
- HMEI
- ONGC
- HPRL
- RRPCL

LPG Storage
- SA LPG

Upstream
- Prize Petroleum

Marketing
- HPCL Middle East FZCO
- HINDUSTAN COLAS LTD.

Infrastructure
- Petronet MHB Limited
- MAFFFL
- Mumbai Aviation Fuel Farms Facility Pvt Ltd.

Alternate Fuels
- HBL
- HPCL Biofuels Ltd.

City Gas Distribution
- BGL
- Aavantika Gas Ltd.
- CGGPL
- CGGPL GNL
- CGGPL LPG

Natural Gas
- HSEPL
- GITL
- GIO

Growth through Partnerships
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 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