HPCL
Analyst Meet Presentation

Mumbai
March 4, 2016
Disclaimer

The information contained in this material have been obtained from sources believed to be reliable, but no representation or warranty express or implied, is made that such information is accurate or complete and it should not be relied upon as such. The information contained in this material may not be perfect and some part of the information may be left out.

While the Company will use reasonable efforts to provide reliable information through this presentation, no representation or warranty (express or implied) of any nature is made nor is any responsibility or liability of any kind accepted by the Company or its directors or employees, with respect to the truthfulness, completeness, accuracy or reliability or otherwise whatsoever of any information, projection, representation or warranty (expressed or implied) or omissions in this presentation. Neither the Company nor anyone else accepts any liability whatsoever for any loss, howsoever, arising from use or reliance on this presentation or its contents or otherwise arising in connection therewith.

This presentation may not be used, reproduced, copied, published, distributed, shared, transmitted or disseminated in any manner. This presentation is for information purposes only and does not constitute an offer, invitation, solicitation or advertisement in any jurisdiction with respect to the purchase or sale of any security of HPCL and no part or all of it shall form the basis of or be relied upon in connection with any contract, investment decision or commitment whatsoever.

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
- Incorporation of Standard – Vacuum Refining Company (StanVac)

1955
- Incorporation of Caltex Oil Refining Company

1962
- StanVac operations taken over by ESSO

1974
- Takeover and merger of ESSO and Lube India into HPCL

1978
- Merger of Caltex with HPCL

1979
- Merger of Kosan Gas with HPCL
“To be a World Class Energy Company known for caring and delighting customers with high quality products and innovative services across domestic & international markets with aggressive growth and delivering superior financial performance.

The Company will be a model of Excellence in meeting Social commitment, Environment, Health & Safety and in employee welfare & relations”
HP FIRST

F - Free, Frank and Fair
I - Integrity
R - Respect for Individual
S - Sustainable Performance
T - Team Spirit
Shareholders Profile

- Shareholders: 99,280
- Share Capital: Rs. 339.01 Crore

As of 31.12.2015
Business Portfolio

- **Mumbai**: Fuels (6.5 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**
  - 14.8 MMTPA

- **Marketing**
  - 32.0 MMT *

- **E & P**
  - 6 Blocks#

- **JVs & Subsidiaries**

- **Pipelines**
  - 31.6 MMTPA

- Partnerships in
  - Refining, Marketing Infrastructure, Biofuels and Emulsions

- **Retail**
  - LPG
  - Aviation
  - Operations & Distribution
  - Natural Gas

- **6 Cross country pipelines of total length of 3,015 km**

* Annual Sales in 2014-15
# Current Active blocks
Performance: Apr - Dec 2015

- Sales*: 25.16 MMT
- Domestic Growth: 8.4% Vs 5.5% by Industry (PSU)
- Refining Throughput: 12.5 MMT
- Pipeline Throughput: 13.4 MMT
- India’s No.1 Lube Marketer: 339 TMT
- PAT: Rs. 2310 crore

* Including Exports
### Apr - Dec 2015 Performance Comparison

<table>
<thead>
<tr>
<th>Description</th>
<th>Unit</th>
<th>Apr - Dec 2014</th>
<th>Apr - Dec 2015</th>
<th>% Increase</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>MMT</td>
<td>23.76</td>
<td>25.16</td>
<td>6%</td>
</tr>
<tr>
<td>Refinery Thruput</td>
<td>MMT</td>
<td>11.73</td>
<td>12.53</td>
<td>7%</td>
</tr>
<tr>
<td>Pipeline Thruput</td>
<td>MMT</td>
<td>11.08</td>
<td>13.38</td>
<td>21%</td>
</tr>
<tr>
<td>Net worth</td>
<td>Rs. Crore</td>
<td>15,010</td>
<td>18,141</td>
<td>7%</td>
</tr>
<tr>
<td>Profit after Tax</td>
<td>Rs. Crore</td>
<td>571</td>
<td>2,310</td>
<td>305%</td>
</tr>
</tbody>
</table>
Profit after Tax

Profit after Tax in Rs. crore

<table>
<thead>
<tr>
<th>Year</th>
<th>Profit (Rs Crore)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1973-74</td>
<td>2</td>
</tr>
<tr>
<td>1979-80</td>
<td>14</td>
</tr>
<tr>
<td>1989-90</td>
<td>200</td>
</tr>
<tr>
<td>1999-00</td>
<td>1057</td>
</tr>
<tr>
<td>2009-10</td>
<td>1301</td>
</tr>
<tr>
<td>2014-15</td>
<td>2733</td>
</tr>
<tr>
<td>Apr-Dec'15</td>
<td>2310</td>
</tr>
</tbody>
</table>
Net Worth

Networth in Rs. Crore

<table>
<thead>
<tr>
<th>Year</th>
<th>Networth (Rs Crore)</th>
</tr>
</thead>
<tbody>
<tr>
<td>1973-74</td>
<td>37</td>
</tr>
<tr>
<td>1979-80</td>
<td>86</td>
</tr>
<tr>
<td>1989-90</td>
<td>683</td>
</tr>
<tr>
<td>1999-00</td>
<td>5772</td>
</tr>
<tr>
<td>2009-10</td>
<td>11558</td>
</tr>
<tr>
<td>2014-15</td>
<td>16022</td>
</tr>
</tbody>
</table>
### Debt - Equity Ratio

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Debt - Equity Ratio</strong></td>
<td>2.46</td>
<td>2.14</td>
<td>1.27</td>
<td>1.10</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Borrowings</th>
<th>33,789</th>
<th>32,165</th>
<th>20,335</th>
<th>19,969</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net Worth</td>
<td>13,726</td>
<td>15,012</td>
<td>16,022</td>
<td>18,141</td>
</tr>
</tbody>
</table>

(Rs. crore)
Dividend %

- 2011-12: 85%
- 2012-13: 85%
- 2013-14: 155%
- 2014-15: 245%
- 2015-16: 115% (Interim)
Global Rankings & Ratings

Rankings

# 327

# 133

Ratings

Fitch Ratings
BBB- (Stable)

Moody's
Baa3 (Positive)
Refining
## Refining Capacity

### Rights for Marketing of Petroleum Products from HMEL

- **Stake in HMEL**: 48.94%
- **Stake in MRPL**: 16.95%

### Refinery Capacity (MMTPA)

<table>
<thead>
<tr>
<th>Refinery</th>
<th>Capacity (MMTPA)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mumbai</td>
<td>6.5</td>
</tr>
<tr>
<td>Visakh</td>
<td>8.3</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>14.8</strong></td>
</tr>
<tr>
<td>Bathinda (JVC)</td>
<td>9.0</td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>23.8</strong></td>
</tr>
</tbody>
</table>

### Lube Refinery (Mumbai)

- 428 TMTPA
Crude Throughput in MMT (Including JVC)

- 1979-80: 4.5
- 1989-90: 9.2
- 1999-00: 10.5
- 2009-10: 15.8
- 2014-15: 23.5
- Apr-Dec'15: 20.8

Average GRM for HPCL during Apr - Dec 2015 is US $ 6.35 per Barrel

HMEL Throughput included
Refineries

Mumbai Refinery

Visakh Refinery

• Environmental Stewardship
  ▪ Flare gas recovery system
  ▪ Integrated Effluent Treatment Plant & Rain water harvesting

<table>
<thead>
<tr>
<th>Past 5 year Investments</th>
<th>Rs crore</th>
</tr>
</thead>
<tbody>
<tr>
<td>Mumbai Refinery</td>
<td>6,214</td>
</tr>
<tr>
<td>Visakh Refinery</td>
<td>6,113</td>
</tr>
</tbody>
</table>
Crude Oil Receipts

Single Point Mooring - Visakh

Very Large Crude Carrier – 2 million barrels

Jetty 4 - Mumbai

Suez Max (partly loaded) – 0.75 million barrels
Process Units

EURO III/IV MS Production Facilities

- ISOM
- Prime G
- CCR
- Lt. Naphtha upgrade
- Sulfur reduction
- Hy Naphtha upgrade
Process Units

Diesel Hydro Treater (BS III / IV Diesel)

Mumbai Refinery - 1.76 MMTPA

Visakh Refinery - 1.32 MMTPA

*MMTPA: Million Metric Tons per Annum
Lube Oil Upgradation Project at Mumbai Refinery

Group II/III Lube Base Oils

Addition in Capacity - 227 TMTPA

Total Capacity - 428 TMTPA
HP-HiGAS Unit at Visakh Refinery

**HP-HiGAS Technology**

- **Commissioned HP-HiGAS Technology based commercial unit at Visakh Refinery**

- **Benefits:**
  - Reduction in footprint / smaller equipment - Size reduction by 10 times
  - Reduces CAPEX

Absorption / Separation applications
H2 PSA Technology at Visakh Refinery

Hydrogen Pressure Swing Adsorption Technology

- Commissioned Hydrogen Pressure Swing Adsorption Technology for purification of CCR Off Gas at VR
- Hydrogen purity > 99.5%
- Benefits:
  - Production of high value Hydrogen from low value Refinery off Gases
  - Technology Indigenization
## Profitability Improvement Measures

<table>
<thead>
<tr>
<th>Initiative</th>
<th>Impact Area</th>
</tr>
</thead>
<tbody>
<tr>
<td>Optimized MS block operations</td>
<td>Increased MS production in lieu of Naphtha</td>
</tr>
<tr>
<td>LOUP project at Mumbai Refinery</td>
<td>Increased production of valued added lubricants</td>
</tr>
<tr>
<td>Robust LP model</td>
<td>Optimizing Crude selection</td>
</tr>
<tr>
<td>FCC with Cat Cooler at Mumbai Refinery</td>
<td>Conversion of Low value Fuel Oil to value added products</td>
</tr>
<tr>
<td>Encon measures</td>
<td>Reduced fuel consumption</td>
</tr>
<tr>
<td>CDU II Revamp at Mumbai Refinery</td>
<td>Increased crude processing</td>
</tr>
<tr>
<td>Flare gas recovery systems</td>
<td>Reduced hydrocarbon losses</td>
</tr>
</tbody>
</table>
Marketing
India : Consumption of Petroleum Products

Product wise volumes / 5 Year CAGR%

- HSD = 69 MMT (4.3%)
- MS = 19 MMT (8.3%)
- LPG = 17.5 MMT (6.5%)
- Naphtha, ATF & SKO = 23 MMT
- FO & Bitumen = 10 MMT
- Others = 23 MMT

Total Volume = 165 MMT, 5 year CAGR of 3.7%

*Note: FY 2009-10 is base year for 5 Year CAGR
HPCL Market Sales

Market Sales in MMT

<table>
<thead>
<tr>
<th>Year</th>
<th>Sales in MMT</th>
</tr>
</thead>
<tbody>
<tr>
<td>1979-80</td>
<td>5.2</td>
</tr>
<tr>
<td>1989-90</td>
<td>10.4</td>
</tr>
<tr>
<td>1999-00</td>
<td>17.4</td>
</tr>
<tr>
<td>2009-10</td>
<td>26.3</td>
</tr>
<tr>
<td>2014-15</td>
<td>32.0</td>
</tr>
<tr>
<td>Apr-Dec'15</td>
<td>25.2</td>
</tr>
</tbody>
</table>
Sales including exports increased to 31.95 MMT.
Domestic market sales increased to 31.0 MMT.
Growth over Historical by 2.3 %.

Growth Comparison with Industry

5 year CAGR % Comparison with Industry

- HPCL: 4.9%
- Industry: 3.3%

Difference: 1.6%
HPCL Marketing business lines

<table>
<thead>
<tr>
<th>Business Line</th>
<th>Volumes (MMT)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Retail</td>
<td>16.9</td>
</tr>
<tr>
<td>LPG</td>
<td>3.7</td>
</tr>
<tr>
<td>Industrial and Consumer (I&amp;C)</td>
<td>3.4</td>
</tr>
<tr>
<td>Lubes</td>
<td>0.3</td>
</tr>
<tr>
<td>Aviation</td>
<td>0.5</td>
</tr>
</tbody>
</table>

Volumes Split by Business Line (Apr-Dec 2015)

- Retail: 68%
- LPG: 15%
- Lubes: 2%
- Aviation: 2%
- I&C: 14%

Note: Domestic Sales
Retail Sales

- Market Share (PSU): 25.15%
- Sales: 16.9 MMT
- Network: 13,561 Outlets
- Site Control: 89%

Volume Contribution by Segments:
- SKO: 1638
- CNG: 220
- ALPG: 218
Retail: Focus on Customer Experience

- **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 3000 outlets with 1650+ ATMs at Retail outlets.

Segmentation - Formats - e-fuel stations - Allied Retail Business

Strong Customer Loyalty
Customer Centric Formats

Segmentation based on ‘Stated’ and Latent Needs’ of customers.

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

NHAI Award to COMCO Shoolagiri
“Best Amenities on Highways”

Highway

Urban

Rural
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.
Customer Relationship Management

Fleet Card – DT Plus

- 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 217 TKLPM ~ 16% of HSD Sales.
- Introduced Credit Pouch – tie up with HDFC & ICICI banks

Retail Cards

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

Leveraging Technology

- **Automation** installed at 2561 outlets
- **NANO** Uptime: 98.7%

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
2014-15: Indian Lube Market

- Lubricant Market Size: 2800 TMT
- 7 Major Players, 69% of Volume

Estimated Overall Lubricants market split (2014-15)

- Automotive Oils: 42%
- Transformer Oil / White Oils: 23%
- Industrial Oils: 23%
- Greases: 8%
- Process Oils: 4%

HPCL with 478 TMT of Lubricant Sales is the largest lube marketer in India

Source: Kline & Co 2014, IPR, Team Analysis
India’s Largest Lube Marketer

- Apr-Dec’15 Sales Volume ~ 339 TMT
- Market share gain amongst PSUs: ~ 4%

> 250 Grades of Lubricants

Largest Base Oil Refinery

- Largest base oil refinery in the country: 428 TMTPA
- Group II / III: 230 TMTPA

Lube Blending

- Seven (7) ISO 9001 certified blending plants: 250 TMTPA

- State of the art 75 TMTPA blending plant at Silvassa
  - Fully automated
  - ISO 9001, 14001
Value Added Lubricant Sales

Blending Plants

Lube Storage Depots

Retail
- Dealers
- Distributors
- CFA
- Industrial Customers

Consumer

<table>
<thead>
<tr>
<th>Network (Nos)</th>
<th>% Lube Volume Contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>13,561</td>
<td>10.2 %</td>
</tr>
<tr>
<td>208</td>
<td>12.5 %</td>
</tr>
<tr>
<td>96</td>
<td>22.1 %</td>
</tr>
<tr>
<td>-</td>
<td>55.2 %</td>
</tr>
</tbody>
</table>

(As of 31.12.2015)
Presence in all Lubricant segments

OEM Partnerships

- JCB India
- Royal Enfield
- Bajaj Auto
- Komatsu
- San Engineering
- SKF

<table>
<thead>
<tr>
<th>Sales Segment</th>
<th>% Volume Contribution</th>
</tr>
</thead>
<tbody>
<tr>
<td>Automotive</td>
<td>32 %</td>
</tr>
<tr>
<td>Industrial</td>
<td>34 %</td>
</tr>
<tr>
<td>Transformer Oil</td>
<td>2 %</td>
</tr>
<tr>
<td>Greases</td>
<td>2 %</td>
</tr>
<tr>
<td>Process Oils</td>
<td>30 %</td>
</tr>
</tbody>
</table>
Questions

Industrial & Consumer Segment

2nd largest Player

- Apr-Dec’15 Sales Volume ~ 3.4 MMT
- Market share gain amongst PSUs ~ 1.6%
- 1st in Industry to launch of VG 40 grade Bitumen (ex-Mumbai Refinery)

Fuels
- HSD, Naptha, 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
HP Aviation

Sales

- Apr-Dec’15 Sales Volume ~ 449 TMT
- Market share gain amongst PSUs ~ 1.5%

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**  
<table>
<thead>
<tr>
<th>Description</th>
<th>As of 31.12.2015</th>
</tr>
</thead>
<tbody>
<tr>
<td>POL Tankage</td>
<td>3.09 MMT</td>
</tr>
<tr>
<td>LPG bottling capacity</td>
<td>4.1 MMTPA</td>
</tr>
<tr>
<td>Lube blending Plant capacity</td>
<td>250 TMTPA</td>
</tr>
<tr>
<td>QC Labs</td>
<td>45 Nos.</td>
</tr>
</tbody>
</table>

![Image of terminals](image1.png)

![Image of depots](image2.png)

![Image of LPG plants](image3.png)

![Image of ASFs](image4.png)

- **36** Terminals / TOPs
- **69** Depots
- **46** LPG Plants
- **36** ASFs

**Lube Blending Plants**

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

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

• **Throughput (Apr-Dec’15):** 35.56 MMT

• **Leveraging Technology:**
  - Vehicle Tracking System, Electro mechanical locks and Automated Indent Management system

• **Safety:**
  - Safety Index of POL Locations is 93 % and all POL locations are fully compliant with MBLC Recommendations

• **Sustainable Development:**
  - **Carbon Footprint** Reduction Measures at all POL locations
  - Efficient energy and water management
No. of LPG Distributorships : 4,195
Customer Holding ~ 52 Million
Sales during Apr-Dec’15 : 3.7 MMT
Market Share: 26.8%

- 1st to launch HP ANYTIME an IVR /SMS based refill booking system in 2009.
  ✓ Pan India coverage.
- Operating one of the Worlds Largest capacity carousel:
  - 72 Headed Flex speed at Yediyur (Bangalore) with production capacity of 4200 cylinders/hour
PAHAL and #GiveItUp

Percentage enrolled
> 89%

> 20 Lakh customers have given up LPG subsidy
Niche Products for meeting customer specific demands

**Metal Cutting Gas**

**Gas for Fork Lift**

**New Packing of 450 KG for medium size non-domestic customers**
Leveraging IT for moving towards Digital India

Redefining customer convenience

Credit Card / Cashless Delivery (Piloted)

Distributor – Customer Management System

Unified LPG Portal - MyLPG.in

24 / 7 Online booking

e-SV (SAHAJ) Online New Connection

IVRS/SMS refill booking
Financial, HR and Procurement service delivery processes are e-enabled
Major e-initiatives

Oracle JDEdwards Oneworld ERP

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
2nd largest product pipeline network

POL pipeline network*
3,015 kms

* Excluding PMHB JVC P/L
Pipeline Throughput

Pipeline Throughput in MMT

<table>
<thead>
<tr>
<th>Year</th>
<th>Throughput</th>
</tr>
</thead>
<tbody>
<tr>
<td>1989-90</td>
<td>2.0</td>
</tr>
<tr>
<td>1999-00</td>
<td>6.2</td>
</tr>
<tr>
<td>2009-10</td>
<td>12.0</td>
</tr>
<tr>
<td>2014-15</td>
<td>14.9</td>
</tr>
<tr>
<td>Apr-Dec'15</td>
<td>13.4</td>
</tr>
</tbody>
</table>
1. Operational Excellence
   - Optimization of Operating Cost

2. Safety & Security
   - Pipeline Integrity Management
   - ROU Management
   - Risk & Disaster Management

3. Quality Management
   - Preserves Environment
   - ISO Certification
Natural Gas

- Sourcing & liquefaction
- Regasification
- Pipeline
- Marketing
- Captive

Building integrated end-to-end gas business

CNG Stations
- Ahmedabad : 21 Stations
- Others : At 220 ROs

Maiden entry into RLNG marketing during 2014-15
- RLNG Sales (Apr-Dec’15) to Industrial Customers is 32 TMT
Subsidiaries & JVs
Introduction of new technology and value growth through Partnerships
Explore Production

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)

Apr-Dec 2015 Production : 48 TMT
Recently commissioned POL infrastructure

Bihta Depot

Tikrikalan Terminal

Kadapa Depot

Revamp of Paradeep Terminal

Bokaro Depot
Recently commissioned LPG Plant

World’s Largest LPG Carousel

- Bottling capacity: 150 TMTPA
- Flexspeed carousel: 72 Head
- Production capacity: 4200 cylinders/hour

Bangalore LPG Plant

- LPG Storage: 2100 MT
- Tank Truck Gantry: 8-bay automated
- Capex: Rs. 132 Crore
Recently commissioned Product Pipelines

- **Awa – Salawas Pipeline**
  - Length: 93 Km
  - Capacity: 2.34 MMTPA
  - Capex: Rs. 134 crore

- **Bahadurgarh Tikrikalan Pipeline**
  - Length: 14 Km
  - Capacity: 0.75 MMTPA
  - Capex: Rs. 61 crore
New commissioning’s : Apr-Dec 2015

**Rewari – Kanpur Pipeline**

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

**Kanpur Terminal**

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

LPG pipelines

• 397 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)

LPG Plants

• New LPG Plants at Solapur (Maharashtra) Bhopal (Madhya Pradesh) Karimnagar (Telangana) and at Panagarh (West Bengal)

Total estimated Capex for above ongoing Projects is ~ Rs 1,782 Crore
LPG & NG Pipelines under construction

1. Mallavaram – Bhilwara NG PL
   1,746 kms

2. Mehsana – Bhatinda NG PL
   1,611 kms

   740 Kms

NOT TO SCALE

NG P/Ls being implemented through JVCs : GIGL* and GITL*.

GiGL : GSPL India Gas Net Limited
GITL : GSPL India Transco Limited
Planned Brown field Expansion of Refineries

**Mumbai Refinery**

- MR Expansion of capacity to **9.5 MMTPA**
- Salient features:
  - Compliance to **Euro V / VI Fuels**
  - Addition of *value added units* and *bottom up gradation units*
  - Estimated Capex of Rs. 4,199 crore

**Visakh Refinery**

- Expansion of capacity to **15 MMTPA**
- Salient features:
  - Residue up-gradation with slurry hydrocracker.
  - Products conforming to **Euro V / VI Fuels**
  - Estimated Capex of Rs. 17,000 crore
HMEL Expansion

Project Details:

• Capacity enhancement from 9 MMTPA to 11.25 MMTPA

• Estimated Project cost ~ USD 350 million

• Additional volumes would cater to growth in demand in northern India
LNG Terminal at Chhara, Gujarat

- Being implemented thru JVC – HSEL. HPCL Equity : 50%

- 5 MMTPA LNG Regasification terminal at Chhara Port

- Capacity : 5 MMTPA

- Estimated Cost: Rs. 5411 crore

- Financial closure for the project has been completed
Wind Farm Projects

Existing Capacity

- **Capacity**: 50.5 MW.
- **Renewable Energy**: 544 lakh KwH was generated through Wind Power Plants (at Jaisalmer, Rajasthan and Dhule, Maharashtra) during 2014-15.

Planned Addition

- LOI released for additional **50.4 MW capacity** in Jaisalmer.
## Capex Projections

<table>
<thead>
<tr>
<th>Description</th>
<th>Rs. crore</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capex during 2014-15</td>
<td>4,852</td>
</tr>
<tr>
<td>Planned during 2015-20</td>
<td>45,000</td>
</tr>
</tbody>
</table>
## Estimated Capex

(Rs. crore)

<table>
<thead>
<tr>
<th>Capex Projection</th>
<th>2015 - 2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Refining</td>
<td>21000</td>
</tr>
<tr>
<td><em>(Mumbai and Visakh Expansions)</em></td>
<td></td>
</tr>
<tr>
<td>Marketing</td>
<td>9000</td>
</tr>
<tr>
<td>Renewables/Others</td>
<td>1000</td>
</tr>
<tr>
<td>Joint Venture</td>
<td>14000</td>
</tr>
<tr>
<td><em>(Refinery/ Natural Gas/ E&amp;P)</em></td>
<td></td>
</tr>
<tr>
<td><strong>Total</strong></td>
<td><strong>45000</strong></td>
</tr>
</tbody>
</table>
Human Resources

1. Manpower

Total Employees = 10436

- Unskilled: 9.7%
- Semi Skilled: 6.7%
- Skilled: 83.6%

2. Age Profile

Average Age

- Management = 41 Years
- Non-Management = 50 Years

50% of Management under 40 Years of age
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
Human Resources: Partnering with SBUs

- **Productivity**
  - Productivity growth

- **Safety**
  - Service Enhancement

- **Customer focus**
  - Capability Building
Corporate Social Responsibility

Touching over 1.1 Lakh lives since inception

Beyond Business .....
Awards for excellence in Retail marketing

“Marketing Excellence in Retail”
Global Marketing Excellence 2015

“Best Loyalty Card Program”
Global Marketing Excellence 2015

“Reader’s Digest Trusted Brand Gold”
...10th year in succession

“Master Brand Award”
CMO Council Awards 2015

“Forecourt Retailer of Year”
...9th year in succession
Awards for excellence in LPG Marketing
Awards for Lubricant Marketing

Adulation For Excellence

Awards For Innovative Packaging, Operational Safety & Green Initiatives
Questions

Ms. Nishi Vasudeva, Chairman & Managing Director
• She holds Post Graduate Diploma in Business Management from Indian Institute of Management, Calcutta and has wide exposure to the Petroleum Industry spanning over 36 years in various streams like Marketing, Corporate, Strategy & Planning, and Information System etc.
• She also holds the directorship on the boards of Prize Petroleum corporation Ltd, HPCL Mittal Energy Ltd , HPCL Mittal Pipelines Ltd , Hindustan Colas Ltd and SA LPG Co. Pvt. Ltd.

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