



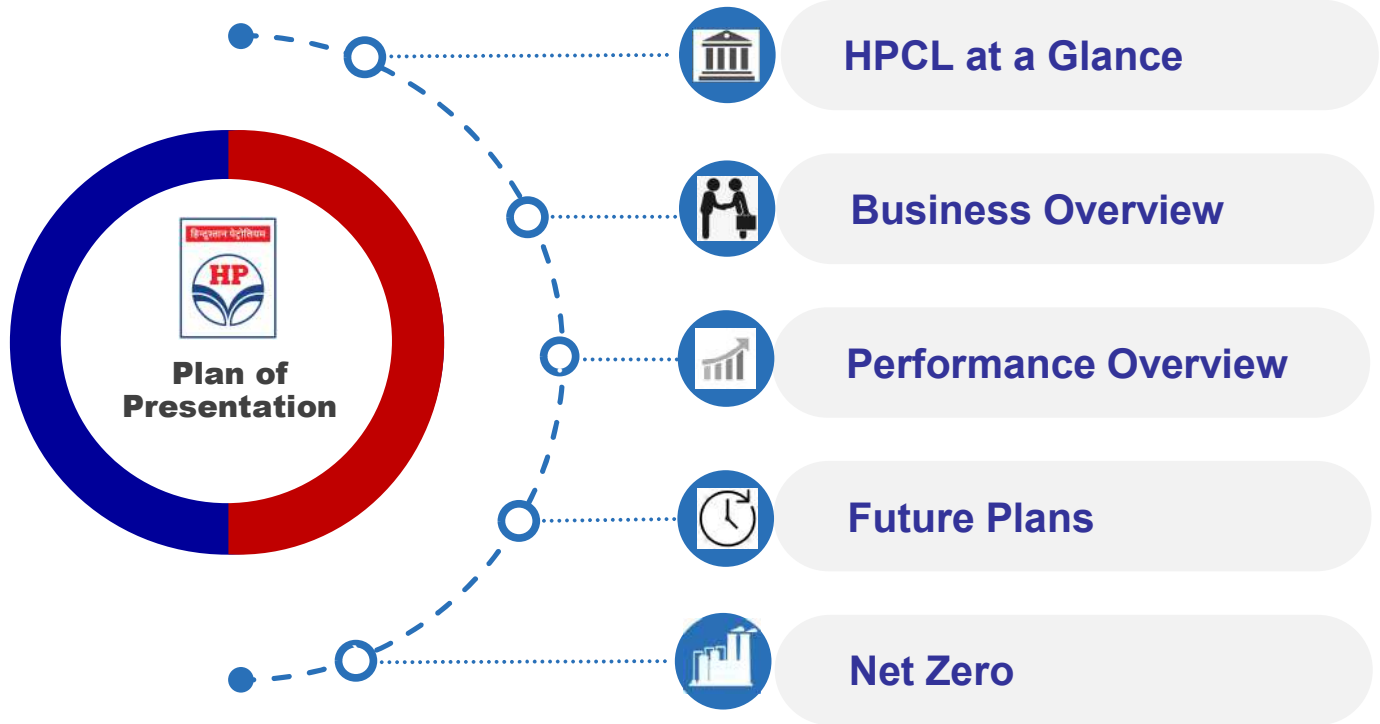
Hindustan Petroleum Corporation Limited

Investor Presentation

Singapore

23rd & 24th November, 2023

Plan of Presentation



HPCL at a Glance

HPCL at a Glance



Operating in India
for 100+ Years



Maharatna
Company



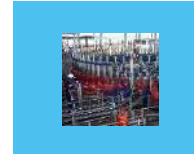
Owns & Operates
Largest Lube
Refinery In India



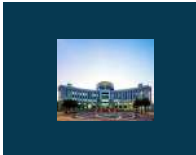
2nd largest Retail
Network Holder



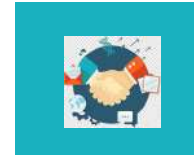
2nd largest Cross
Country Product
Pipeline Network



2nd largest LPG
Marketer



State-of-the-art
R&D Setup

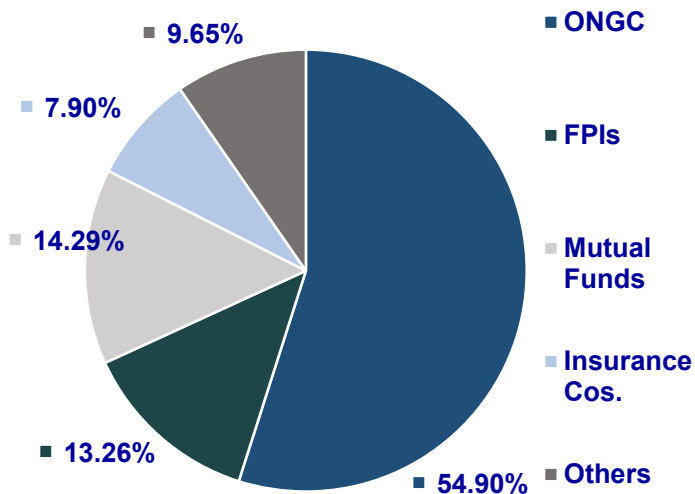


Enduring
Relationship with
Stakeholders

Shareholder Profile and strong presence in Indian O&G Sector



Shareholding Profile as of 30th Sep, 2023



Strong presence in Indian Oil & Gas Sector

12.52%

Refining Capacity in India*

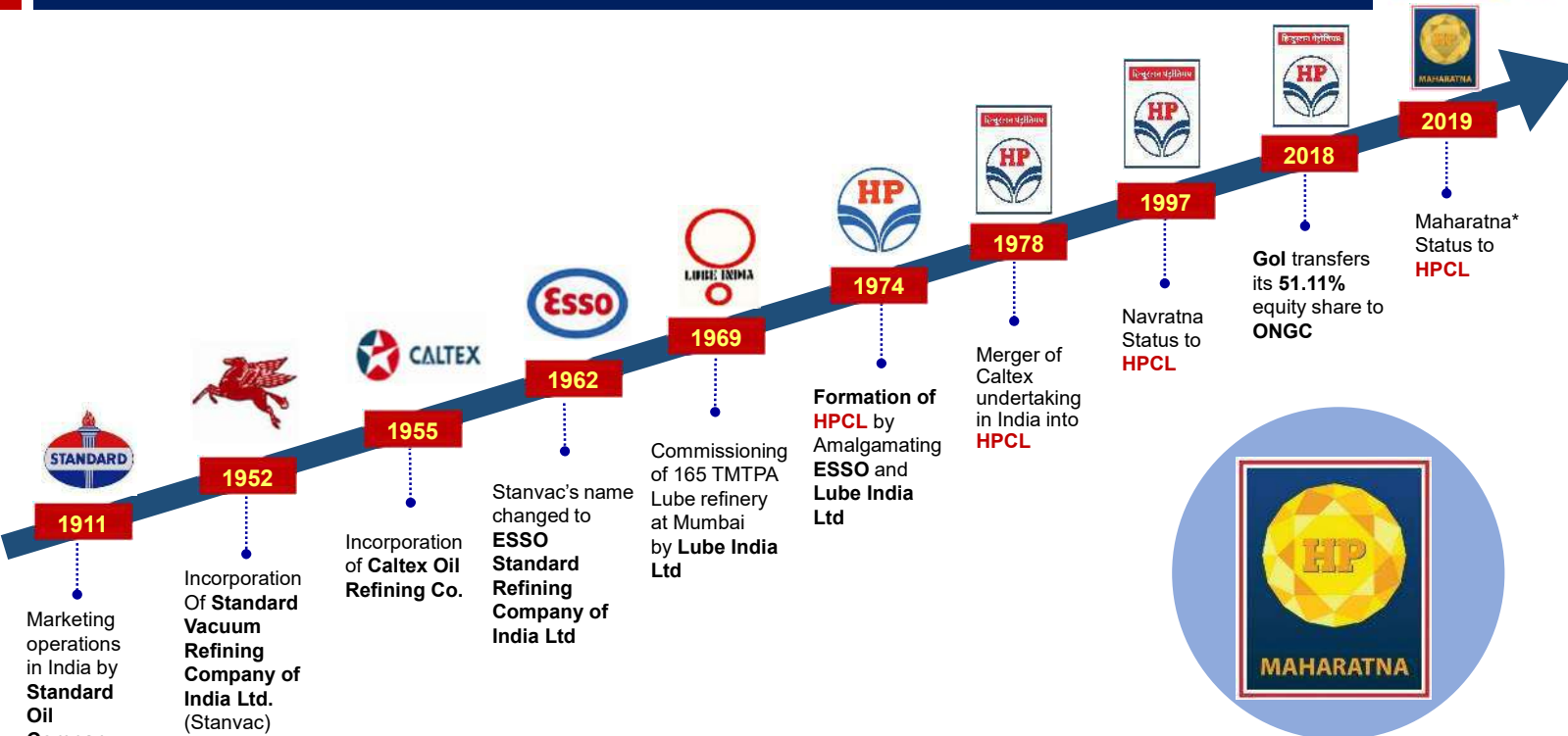
19.41%

Domestic Market Share in Petroleum Products

* Incl. HMEL capacity

• Visakh refinery Under Capacity Expansion to 15 MMTPA
(~ 16.9% post-expansion of VRMP, HMEL and post-completion of HRRL)

Legacy of over 100 years

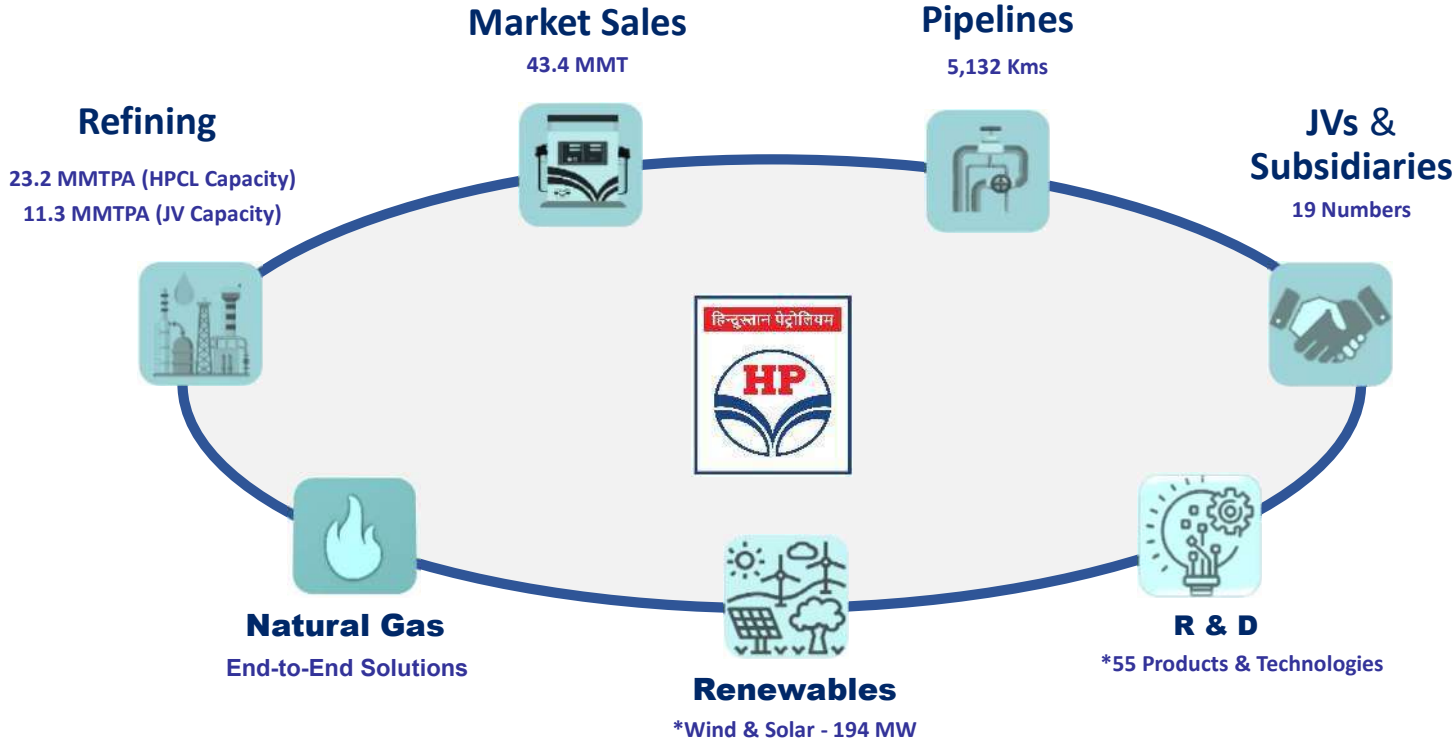


* Highest Status accorded by GoI to Mega Central Public Sector Enterprises



Business Overview

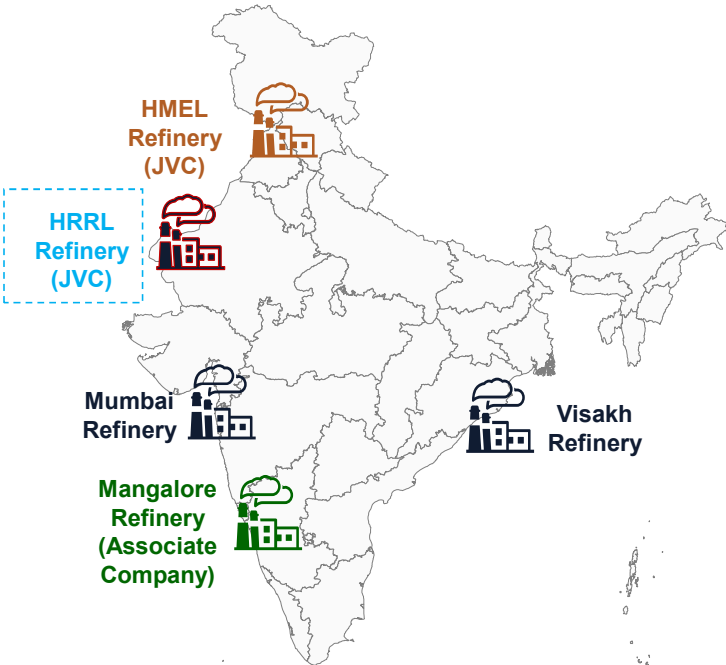
Diversified Portfolio



Visakh Refinery under capacity expansion to 15 MMTPA

* As on 30.09.2023

Refinery Infrastructure



- Stake in HEML: 48.99%
- Stake in MRPL: 16.96%
- Stake in HRRL (Under Construction): 74%

Refining Capacity in MMTPA	
Mumbai	9.5
*Visakhapatnam	13.7
Total HPCL	23.2
HMEL (JVC)	11.3
Total (marketing rights)	34.5

Lube Refinery (Mumbai) : 428 TMTPA

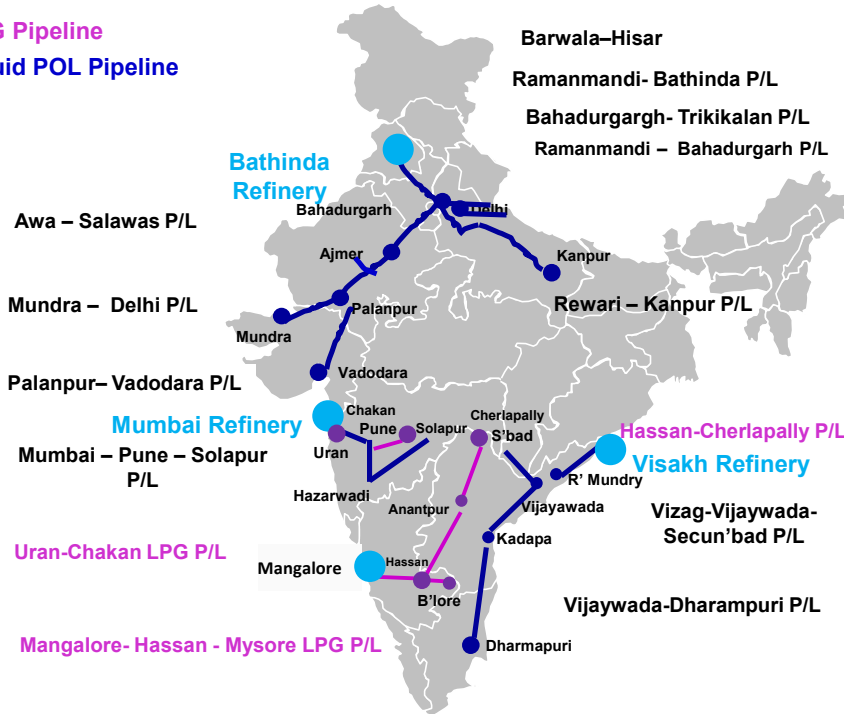
- Coastal Refineries
- Pipeline connectivity to hinterlands
- Product evacuation majorly through Pipelines

* Visakh Refinery under capacity expansion to 15 MMTPA

Cross Country Pipeline Network



- LPG Pipeline
- Liquid POL Pipeline



***17 cross country Pipelines with total Pipeline network of 5,132 km**

Pipelines by JV companies: 1,380 Km
 1,017 Km: HPCL Mittal Crude P/L, 363 Km: PMHBL

Second largest Petroleum Product Pipeline Network in India

**Product Pipeline includes : 21Km: Mumbai Vashi Black oil Pipeline (BOPL), 20Km: MR to Airport ATF Pipeline and 17Km: Trombay to Wadibunder Lube Oil Pipeline (LOPL)*

Supply Infrastructure



Terminals/TOPs



44

Depots



73

LPG Plants



56

ASFs



54

Description	Capacity
Petroleum Oil Lubes (POL) Tankage	3.2 MMT
LPG bottling capacity	6.5 MMTPA
Lube blending capacity	340 TMTPA
QC Labs	48 Nos.

Lube Blending Plants



5

Strategically located state-of-art Infrastructure

Customer Touchpoints



Retail Outlets

21,431

LPG Distributorships

6,312

SKO / LDO Dealerships

1,638

Lube Distributors (Ind & Auto)

435

Mobile Dispensers

783

CNG facilities at ROs

1,527

EV Charging facilities at ROs

2,308

LPG Consumers

94 Million

Daily Customer Interactions

25 Million

Focus on Research and Development



R&D Achievements

New Technologies / Products demonstrated	55
Patents applied	477
Total Patents granted	182

R&D Technologies and Products

Technologies: H2 PSA Technology, HP-HiGAS Technology, SprayMax Feed Nozzle etc.

Products: Fuel Additives, Catalysts, Bio Products, Process Chemicals, Hygiene Products, Specialty Products.

R&D Thrust Areas

- Indigenisation of Refinery Technologies, Catalysts & Chemicals
- Process intensification
- Bio Fuels
- Petrochemicals & Polymers

All figures are as of 30.09.2023

HPGRDC Research Labs



Phase-I



Crude Evaluation &
Fuels Research

Process Modelling
& Simulation

Hydro-processing

Catalysis

Bioprocess

CoE Nano-
Technology

Analytical and
Chemical Synthesis

Standard testing

FCC

Phase-II



Petrochemicals
& Polymers

Battery

Centre of
Excellence Lubes

Residue
Upgradation

Engine

Corrosion
Studies

Novel
Separations

Joint Ventures and Subsidiaries



Oil refining

Oil supply infrastructure and marketing

Joint venture in Natural gas infrastructure & marketing

Subsidiaries

Biofuels	Natural Gas	Upstream	Overseas Marketing

Growth through Partnerships

GITL- GSPL INDIA TRANSCO LIMITED
 GIGL – GSPL INDIA GASNET LIMITED
 HMEF- HPCL Middle East FZCO

Ratings and Accolades



At par with India's Sovereign Rating

MOODY'S
INVESTORS SERVICE

Baa3 (Stable)

FitchRatings

BBB- (Stable)

Recognitions and Accolades

FIPI



**Recipient of FIPI's
Company of the Year in
Excellence in Human
Resource Management
2022**

**CII DX (Digital Transformation
Award 2023)**



**Recipient of CII DX Award
for Customer service stack
– HP Pay app, Chatbot and
CEEP and digital
empowerment for service
excellence to HPGAS**

Emphasis on Talent Management



Induction

Structured Induction process to Learn, Grow and Lead



SAMAVESH

Capability Building

Behavioural / Functional and Technical training



Recognition

Rewarding Values for driving Performance



Leadership

Building Strong Leadership Pipeline



CSR : Touching Lives Every Way



~30 lakh lives benefitted since implementation of CSR Rules, 2014

Performance Overview

Performance Highlights: H1 2023-24



Record Half Yearly Consolidated Net Profit US\$ 1.52 billion

- Highest Ever Half yearly Standalone Profit at US\$ 1.36 billion



Highest Ever Half Yearly Market Sales of 22.59 MMT

- Domestic Sales Volume Growth of 6% ; Market Share gain of 51 bps vis-à-vis PSU counterparts



Highest Ever Half Yearly & Quarterly Refinery Thruput of 11.15 MMT & 5.75 MMT

- 108.8% Capacity Utilization



Refinery GRM US\$ 10.49/bbl

Improved Refinery Yield and Lower F&L



Highest Ever Half yearly Pipeline Thruput of 12.62 MMT

- Efficient economic and environment friendly transportation thru pipelines

Quick Snapshot: FY 2022-23



Highest Revenue from Operations
US\$ 56.73 billion



Highest Crude Thruput
19.09 MMT



Highest Market Sales
43.45 MMT



Highest Pipeline Thruput
23.25 MMT

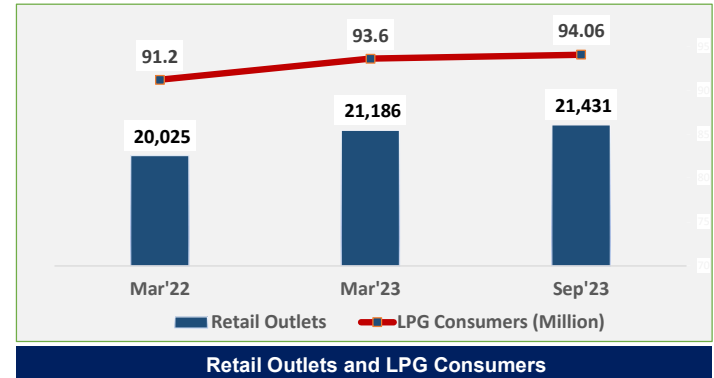
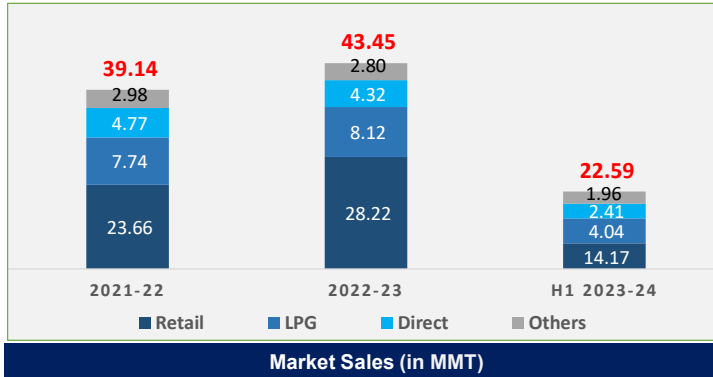
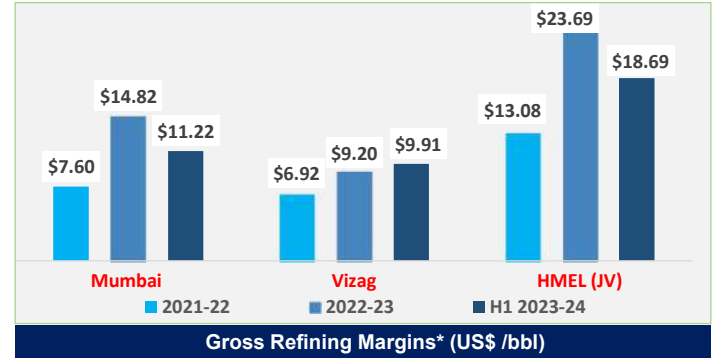
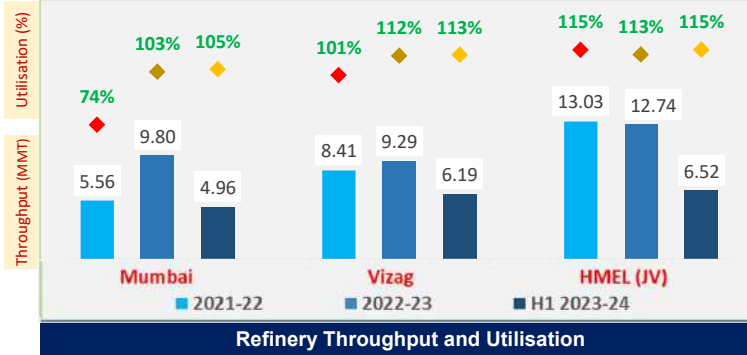


Net Loss
US\$ 1.09 billion



Refinery GRM
US\$ 12.09 / bbl

Strong Refining & Marketing Performance



* Gross of Export Cess

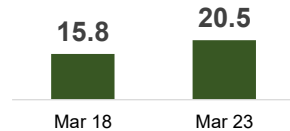
Infrastructure Capability enhancement in last 5 Years



Refining Infrastructure



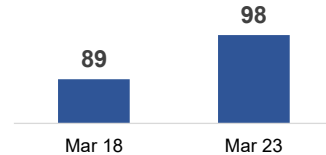
Refining Capacity (MMTPA)*



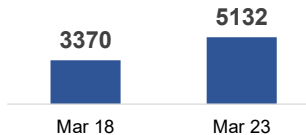
Supply & Distribution



POL Terminals & LPG Plant (Nos.)



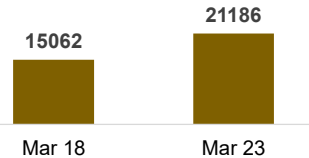
Pipeline Network (Kms.)



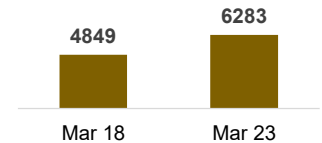
Customer Touchpoints Infrastructure



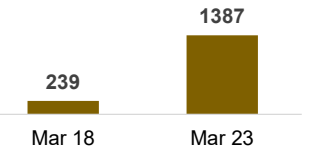
Retail Outlet (Nos.)



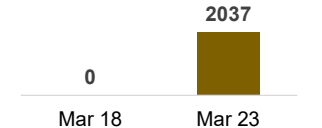
LPG Distributors (Nos.)



CNG Stations (Nos.)



EV Stations (Nos.)



* Considering enhanced VR capacity of 11.0 MMTPA eff. Apr'23

Strengthening of Infrastructure across value chain



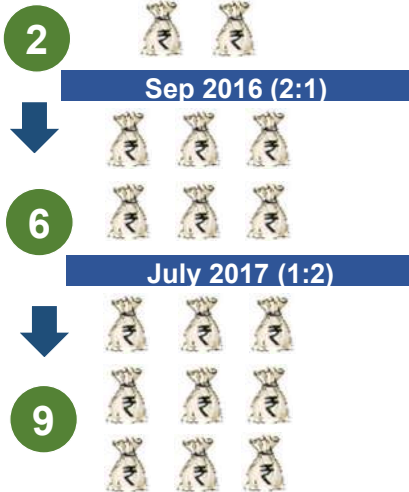
Area of Value Chain	Investment (Rs Cr.)	Investment (US\$ Billion)
Refining Capacity Expansions	31,000	3.8
Expansion of Pipeline Network	8,500	1.0
LPG Plants / POL Depots / Capacity Augmentations	5,800	0.7
Expansion of CGD Network	2,000	0.2
Enhancing Biofuels & Renewable capacities	1,000	0.1
Expanding Customer touch points	14,000	1.7
Equity Investment in JVs & Subsidiaries	10,000	1.2
Others (R&D, Digital Transformation etc.)	1,700	0.2
Investments during last 5 years	74,000	8.9

Return to Stakeholders



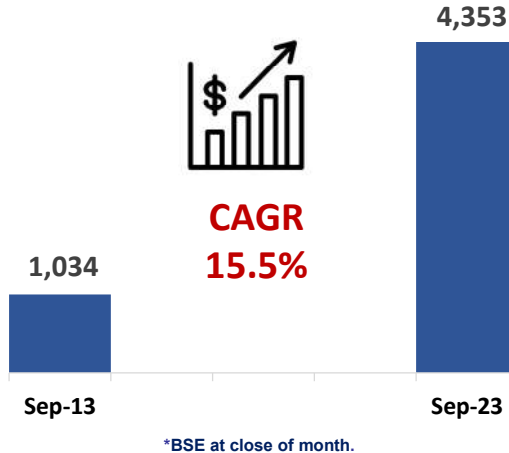
Return to shareholders

Bonus share Issue



2 shares in 2016 became 9

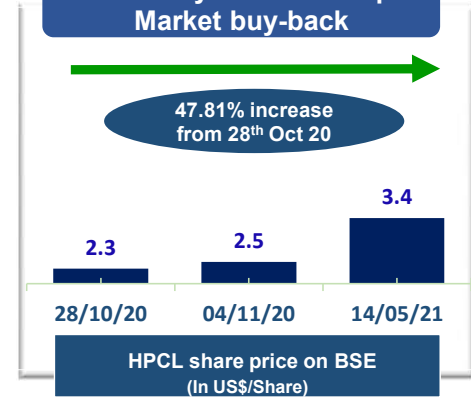
Market Cap (US\$ million)*



Total return to shareholders ~ 31%

Share buy-back Program

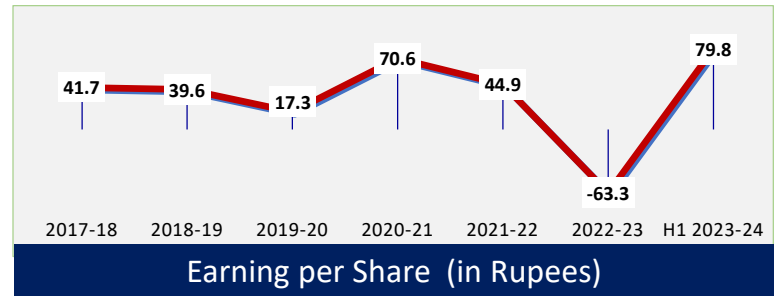
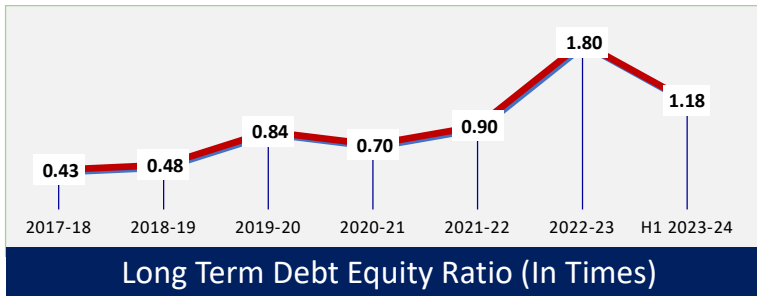
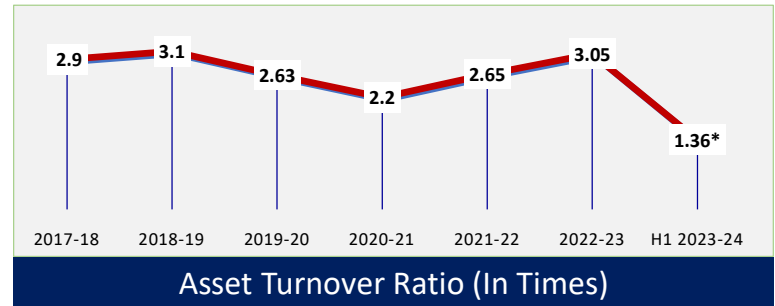
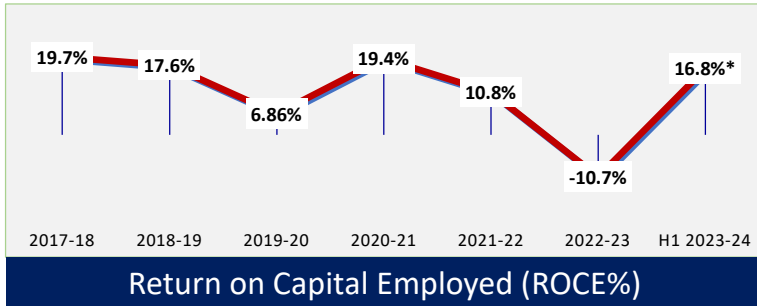
First & only PSU to do Open Market buy-back



- Board approval - share buy back worth US \$ 332 Million on 4th November 2020
- Maximum Buyback Price at a premium of 45.52% and 45.43% over the closing prices on both BSE and NSE, respectively, on October 28, 2020.

Consistent returns to stakeholders

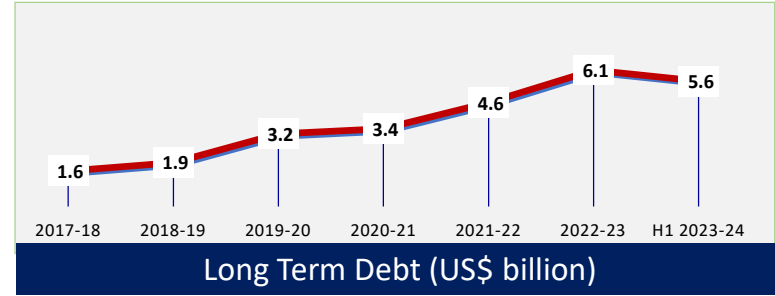
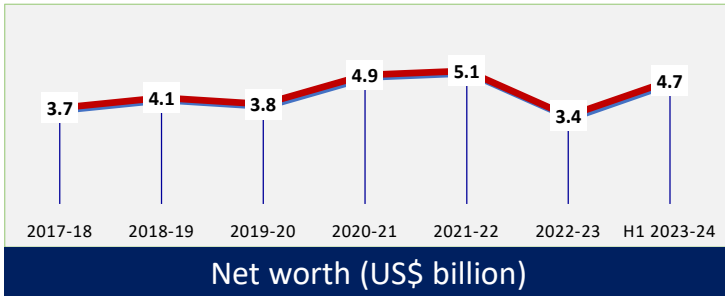
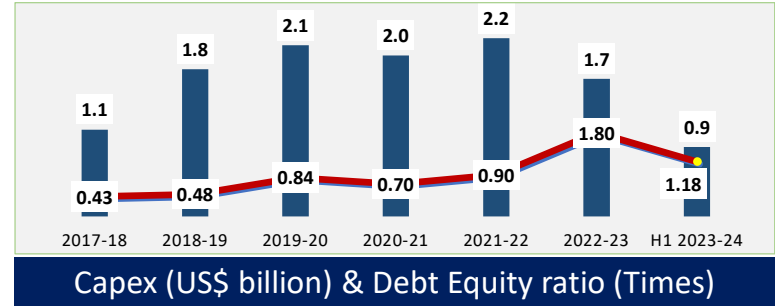
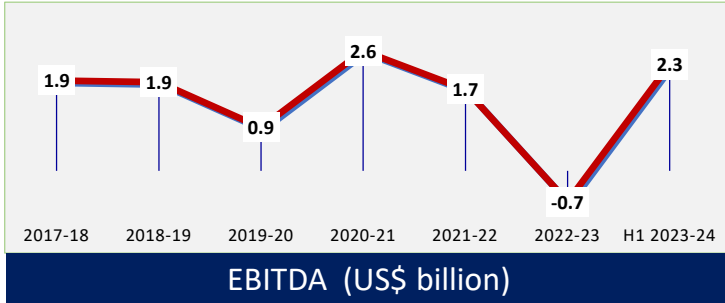
Key Financial Performance Parameters



All Financial parameters reflecting inherent strength & growth potential

* Not annualized

Key Financial Performance Parameters



Value Creation thru Effective Leveraging (Now Past Peak Debt Cycle)

Capex includes Equity Investments in JVCs/Associates/Subsidiaries etc.



Future Plans

Future Plans: Focus Areas



Existing Business Area

Business areas where HPCL is conducting its current businesses. Products line such as- MS, HSD, Auto LPG, Lubes, I&C Products ATF

Adjacent Business Area

Businesses areas which are associated or extension to our existing business area. Eg. Road side amenities, Convenience stores, food stalls, car wash at Retail Outlet etc

New Business Area

Business areas where HPCL is in the process of enhancing it's presence. e.g. Petrochemicals, LNG, Logistic Services, Retail Chains at locations other than Retail Outlets

Emerging Business Area

Business opportunities which have a future potential, but currently does not have an established commercial model e.g. hydrogen, fuel cells etc.

Framework



Creating Value and Delivering Growth Responsibly

by strengthening existing businesses, leveraging new growth engines and seizing green & emerging opportunities with focus on technology & innovation

Refinery Capacity Additions



Refining Capacity

29.1
MMTPA

2022-23



45.3
MMTPA

2027-28



Refinery	2022-23 (MMTPA)	2027-28 (MMTPA)	Capacity Addition (MMTPA)
MR	9.5	9.5	0.0
VR	8.3	15.0	6.7
HMEL (JV)	11.3	11.8	0.5
HRRL	0.0	9.0	9.0
Total	29.1	45.3	16.2

Project Completed	Physical progress	Project Cost (US\$ billion)
MR Expansion (7.5 to 9.5 MMTPA)	Commissioned	0.6
VR Modernization (8.3 to 15.0 MMTPA)	Progressive Commissioning (96.5%)	3.2
HRRL – 9 MMTPA Green Field Refinery & Petrochemical complex	72%	8.8

Rajasthan Refinery (HRRL): Project Snapshot

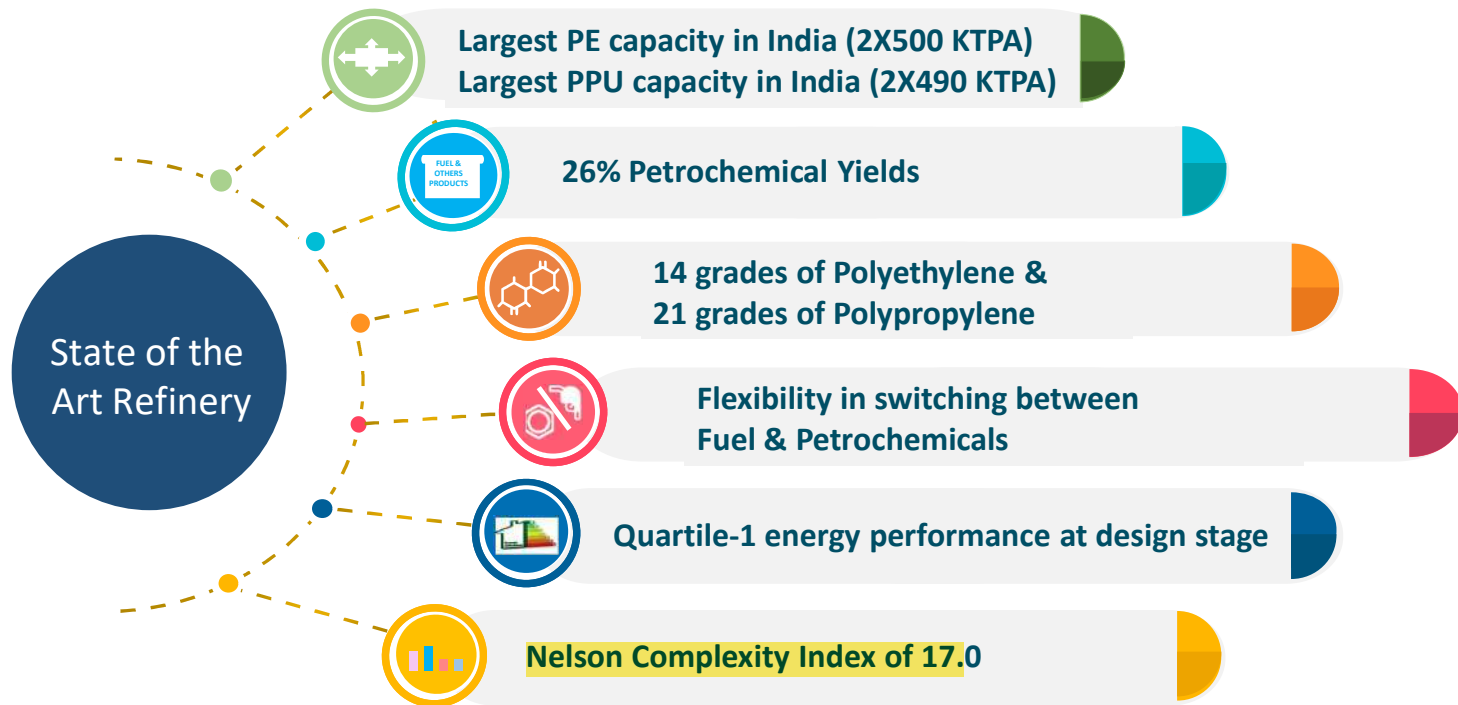


- JV of HPCL (74%) and Govt. of Rajasthan (26%)
- Project cost : ~ US\$ 8.8 billion
- Capacity : 9 MMTPA
- Location : Pachpadra, Rajasthan
- Configuration based on local crude from Barmer oil field / imported crude
- Land : ~ 4500 acres
- Expenditure : ~ US\$ 4.46 billion (30th Sep 23)



HRRL Project, Rajasthan

HRRL: Uniqueness of the Project



HRRL: Units, Product Slate & Expected Margins



Refinery Complex :

CDU/VDU, MS Block Unit, Prime G, DHDT Unit, HGU, SRU, VGO-HDT, PFCC Unit, DCU, Treating /sweetening facilities

Petrochemical Complex :

DFCU, PPU, Butene-1, LLDPE/HDPE Swing

Utilities & Offsite/Associated Facilities:

DCPP, Raw Water Reservoir at Nachna, Township, Crude Import Facilities

Pipelines:

Crude P/L Mundra to HRRL
 Crude P/L from Mangala Processing Terminal
 Raw water Pipeline

Product	Production (KTPA)
MS	995
HSD	4,035
Poly Propylene (PP)	1,073
LLDPE	479
HDPE	479
Butadiene	146
Benzene	134
Toluene	104
Sulphur	157

Expected Complex GRM : 20.95 US\$/Barrel

Marketing Network Expansion



Pipelines

5,132
KM

2022-23



6,000
KM

2027-28

Terminal/Depots (No.)

81

2022-23



85

2027-28

LPG Bottling Plants (No.)

55

2022-23



60

2027-28

Retail Outlets (No.)

21,431

2022-23



26,000

2027-28

Portfolio expansion in Petrochemicals & Natural Gas



Petrochemical Capacity

0.5
MMTPA

2022-23



4.6
MMTPA

2027-28

- 2.4 MMTPA Petchem Capacity in HPCL Rajasthan Refinery Ltd (JVC)
- HMEL Polymer Addition project with 1.2 MMTPA dual feed cracker (Completed)
- Petrochemical Marketing started by HPCL under 'HP Durapol' Brand
- 15.2 TMT sales in FY 2023-24 (up to Oct'23)

Natural Gas

- LNG Import Facilities
- Natural Gas Pipelines
- CGD Network & Marketing

CNG Stations (No.)

1,387

2022-23



3,000

2027-28

Natural Gas: Participation across entire value chain



Regasification



LNG Import Facilities

- 5 MMTPA LNG Regasification Terminal at Chhara, Gujarat (Subsidiary)
- Connection to National Gas Grid Pipelines

Participation through
Subsidiary

Transportation



Natural Gas Pipelines

- Mehsana to Bhatinda (1669 Km) – GIGL(JV)
- Bathinda to Gurdaspur (260 Km) – GIGL (JV)
- Mallavaram to Bhilwara (1881 Km) – GITL (JV)

Participation through JV

Marketing



CGD Network & Marketing

- 23 GAs in 12 states
- HPOIL (JV)
- CNG facilities at Retail Outlets
- Gas Marketing
- LNG facilities at Highways

Participation through JV
and standalone basis

Snapshot: 5 MMTPA LNG Import & Regasification Facilities



LNG Import Facilities

- 5 MMTPA LNG Regasification Terminal at Chhara , Gujarat
- Executed by 100% Subsidiary of HPCL –HPLNG Limited
- Project Cost US\$ 517 million

Current Status

- Mechanically completed
- Pipeline Connectivity at under advanced stage (BY GSPL)
- Breakwater facilities under construction (By Simar Port Private Ltd.)



Green Opportunities - Biofuels



Biofuel Capacity

12.06
TMT

2022-23



300
TMT

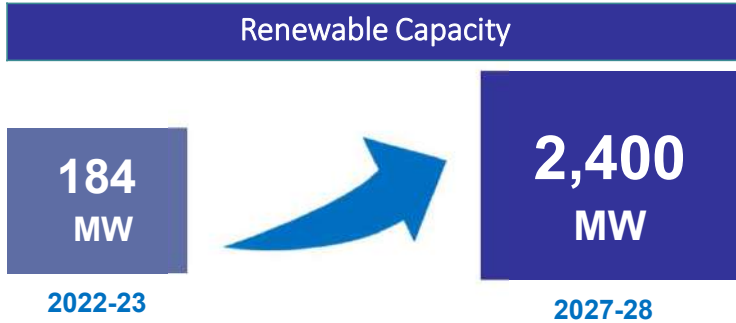
2027-28



CBG Plant at Budaun- Milling Section

Biofuels Projects	Status	Project Cost (US\$ million)
14 TPD Capacity CBG Plant at Budaun, UP	Commissioned	16.0
1.6 TPD CBG Plant at Pathmeda, Rajasthan	Commissioned	3.0
100 KLPD 2G Ethanol Bio- Refinery at Bathinda	Ongoing	171.2
16TPD Compressed Biogas (CBG), Eluru, West Godavari, AP	Ongoing	27.4

Green Opportunities - Renewables

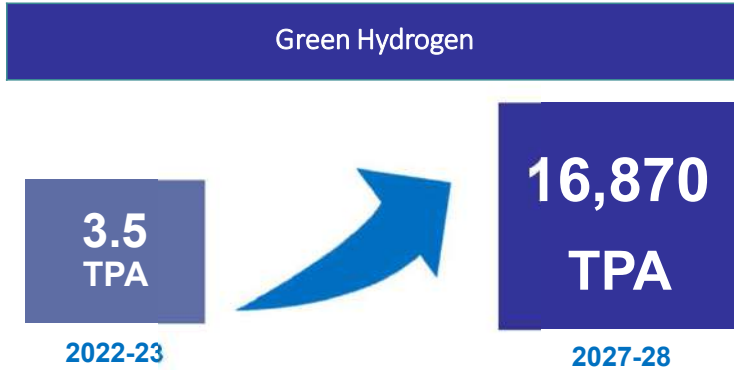


Solar Panels at HRGRDC, Bengaluru

- Current power requirements to renewable sources (500MW) under Conversions
- Participation in Tariff Bidding
- 100% Solarisation of Retail Outlets (52% completed)
- Wholly owned subsidiary for consolidation of **'Green & Emerging Business'** opportunities under one umbrella

Renewables Project	Status	Project Cost (US\$ million)
Panipat Solar Project	Ongoing	5.4
Jhansi Solar Project	Ongoing	4.4
Solar Power Plant at Galiveedu	Upcoming	82.1
Greening Retail Outlets- Delhi	Upcoming	6.6

Green Opportunities - Green Hydrogen



- 370 TPA Green Hydrogen Plant under construction at Visakh Refinery
- 12,200 TPA Green Hydrogen Project at Visakh Refinery
- 4,300 TPA Green Hydrogen Project at HRRL



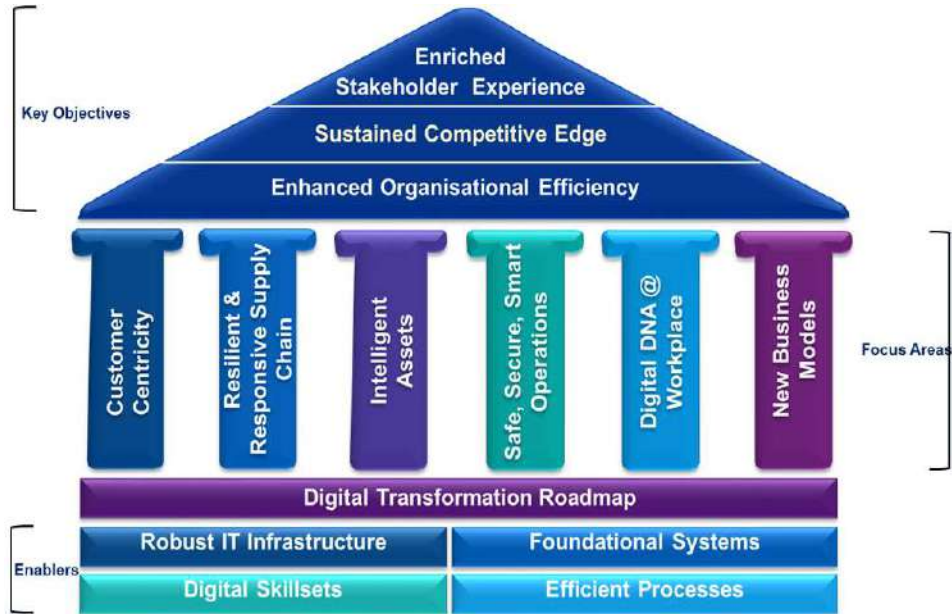
Digital Vision & Strategy



HPCL Digital Vision

HPCL commit to **leverage Digital Technologies** in every aspect of our business for continuous innovation, operational excellence and new business models to provide best in class experience and value to all Stakeholders.

Digital Strategy Framework



Leveraging Digital Technologies



Customer Experience

HP Pay – Unified loyalty & Payment Solution
Omni Channel Chatbot



Capability Building

Digital Experience Centre
AR/VR Based Training
Metaverse
Generative AI

Data driven Decisions

ERP Modernization
Enterprise Data Repository & Analytics
Connected Enterprise
Supply Chain Control Tower
Centralized Command centre



Workforce Enablement

HR Analytics
Connected worker
Smart Helmets



New Business Models

E- commerce Platform

Assets & Project Mgmt.

Central Energy Mgmt. System
Project Portfolio Management Office
Warehouse Management

Supply Chain Management

Demand Forecasting
Smart Fleet management



Operational Excellence

Video Analytics @ Retail Outlets
Video Analytics @ Plants & Terminals
Predictive Analytics based maintenance
Robotic Process Automation



An array of Digital Initiatives spanning across technologies

Capex – HPCL and Equity in JVs/ Subsidiaries (FY 24 to FY 28)



Investment Shift

- 36% Investment in **Renewables, Biofuels, Natural Gas, Alternate Fuels, Net zero**
- 12% in **Non-Fuel & Net Zero**



52%

Petroleum



7%

Non Fuel



5%

Petchem



6%

Net Zero



Investment

US\$ 9.3 billion



8%

Renewable



15%

Gas



4%

Biofuels



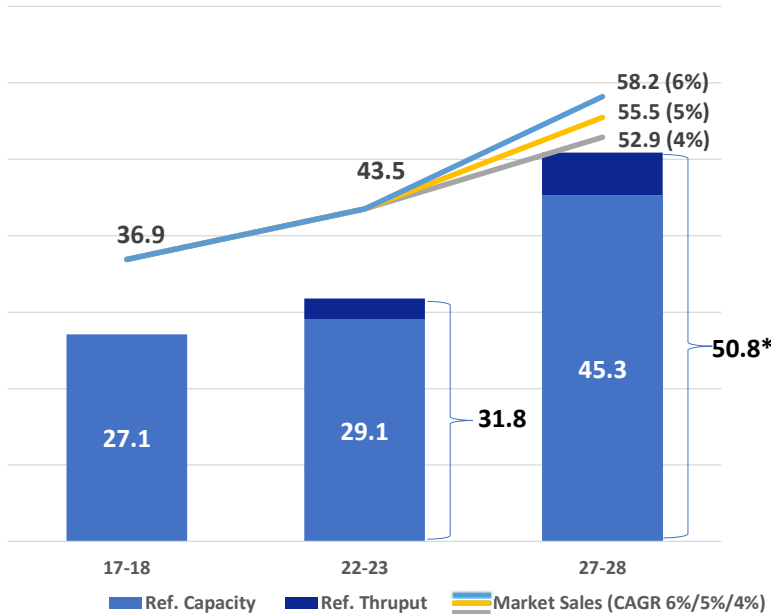
3%

EV/alter
nate

Maturing CAPEX to help Boost Bottomline



Refinery Capacity, Thruput & Market Sales (MMT)



* Based on projected Refinery Capacity utilisation

- Progressively commissioning Refinery upgrades
- Leveraging Marketing infrastructure to boost volumes
- Past the Peak Debt Cycle (Standalone)
- Nearing Peak Debt (Consolidated)
- Improved self-sufficiency and product security
- Working towards 2x + jump in EBITDA levels by FY28
- Strengthening Key financial and leverage ratios
 - Net Debt to EBITDA
 - Retained Cash Flows to Net Debt
 - Long Term Debt to Equity

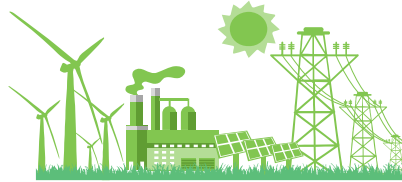


Net Zero

Net Zero Announcement



**HPCL Net Zero plan -
Announcement on 31st
Jan 2022**



**Investment of ~US\$ 7.20
billion towards Net-zero
plans by 2040**

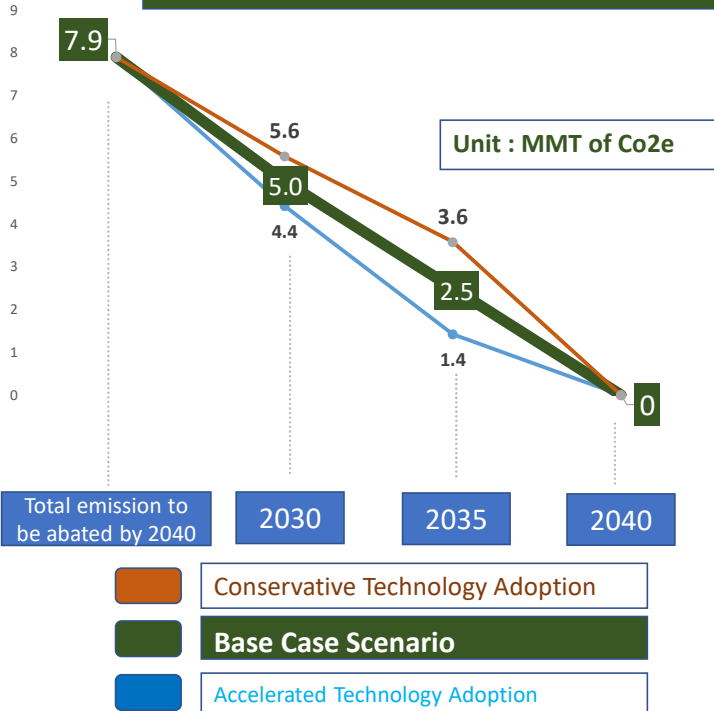
- HPCL is committed to conduct business with an objective of preserving the environment and contributing to sustainable development.
- Plans underway to achieve **Net zero Scope 1 & 2 emissions by 2040.**
- **Dedicated Energy Transition Cell**



HPCL Net Zero Plan: Development of Roadmap



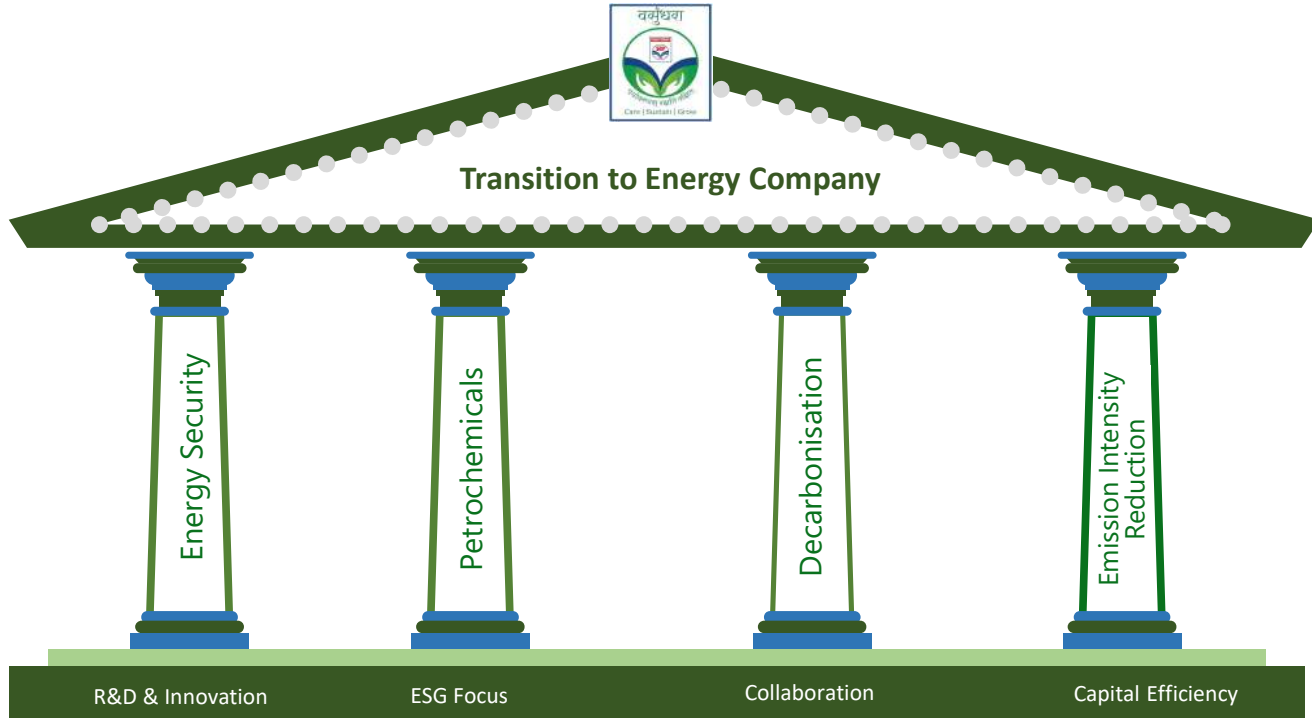
HPCL – Emission Reduction Roadmap



Key Levers/investment for emission reduction

Lever	Investment	% Reduction
1 Efficiency	> US\$ 1.20 billion	19%
2 Renewables	> US\$ 1.20 billion	16%
3 Fuel switch to bio gas	> US\$ 3.52 billion	36%
4 Green Hydrogen	> US\$ 0.51 billion	20%
5 CCUS	> US\$ 0.77 billion	6%
6 Flare reduction	> US\$ 0.02 billion	3%
Total	US\$ ~ 7.20 billion	100 %

Energy Transition Strategy Framework



Nayi Urjaa, Nayaa HP



- Transformation to an **Energy** Company creating value and growth **in step with society**
- With significant presence in
 - Traditional Fuels
 - Natural Gas
 - Petrochemicals
 - Green energy
 - Non Fuels

Experienced Management Team



Mr. Pushp Kumar Joshi, Chairman & Managing Director

- He is a Doctorate in Human Resource Management, Post Graduate in Human Resource Management from XLRI, Jamshedpur and Bachelor of Law from Andhra University. Prior to this, he was Director, HR of the Corporation from August 01, 2012. In past, he also held key portfolios in HR functions viz. Executive Director, HRD and Head, HR of Marketing Division. During his tenure as Director HR, he was responsible for overseeing the design and deployment of key HR policies and strategies while leading Human Resources practices that are employee-oriented and aimed at building high performance culture
- He also holds the directorship on the boards of Hindustan Colas Pvt Ltd (HINCOL), HPCL Rajasthan Refinery Limited (HRRL) and HPCL Mittal Energy Ltd. (HMEL)



Mr. Rajneesh Narang, Director – Finance

- He is Director -Finance of HPCL effective March 22, 2022. He is a Member of the Institute of Chartered Accountants of India (ICAI) and a Post Graduate in Financial Management. He brings with him rich and varied professional exposure of more than 3 decades across various spectrum of Downstream Oil Company.
- He has headed the position of Marketing Finance which is considered as backbone of the company. He has also held various key challenging assignments in HPCL in the field of Corporate Finance, Treasury, Risk Management, Margin Management, Marketing Finance, Budgeting, SBU Commercial, C&MD's Office and Refinery Project. He is on Board of several HPCL Subsidiary/Joint venture Companies.



Mr. S Bharathan, Director – Refineries

- He is Director- Refineries of the Company effective October 01, 2022. Prior to this, he was an Executive Director – Refineries Coordination of the Company with Additional Charge of R&D.
- He has wide exposure to the Refinery operations of the Company and has worked in Operations and Technical Departments of Mumbai and Visakh Refinery for over 25 years. He has also worked in the Corporate Office on Margin Management & Refinery Project Process for over 4 years. Further, he is also leading HPCL's Green R&D Centre in Bengaluru for the last 3 years. Under him, HPCL Green Research & Development Centre (HPGRDC) has reached filing of about 380 patents.



Mr. Amit Garg, Director – Marketing

- He is Director- Marketing of the Company effective December 27, 2022. Prior to this, he was an Executive Director-Aviation in Bharat Petroleum Corporation Limited (BPCL). He is a Post Graduate in Electronics & Management.
- He is a senior leader in Oil & Gas space having rich and varied experience of over 35 years across the entire value chain in the Industry including sourcing, storage, logistics and sales across various functions in BPCL. He also served as a full time Director with Indraprastha Gas Limited, the largest CGD in the country and as a Nominee Director with Maharashtra Natural Gas Limited, a Joint Venture of BPCL & GAIL (India) Limited.



Mr. K S Shetty, Director – Human Resource

- He is Director- Human Resources of the Company effective May 01, 2023. Prior to this, he was an Executive Director – Human Resources with additional charge of Employee Relations Department. He is a Gold Medalist in HR Management from Andhra University and also an alumnus of the Swedish Institute, Stockholm for Diploma in Sustainable Development in 2012. He has completed his Advanced Management Program from MDI, Gurgaon / ESCP Europe Business School, Paris. (2016). He is an SHRM, USA - Senior Certified Professional and is currently on the AIMA Core Committee on HR and also on the National Council of the Indian Society for Training and Development (ISTD). He is also on the Board of HPLNG. He has over 25 years of experience in HR in various capacities at HPCL.

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Thank You

