



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
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CIN No.: L23201MH1952GOI008858

Ref.: Co.Secy./VM/48/2016

February 22, 2016

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

Script Code : 500104

Sub.: Intimation regarding
Presentation to
Lenders (Banks)

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor,
Plot No. C/1, G-Block,
Bandra-Kurla Complex,
Bandra East,
Mumbai – 400 051

Script Name : HINDPETRO

Dear Sirs,

We are forwarding herewith copy of Presentation proposed to be made to the Lenders (Banks) for your information and records.

The same is also hosted on the website of our Corporation.

Thanking you,

Very truly yours,

Shrikant M. Bhosekar
Company Secretary



Hindustan Petroleum Corporation Limited

(A Fortune Global 500 Company)

US\$465 Million Syndicated Term Loan Facility

Bank Presentation - February 2016





Our History



1952

- Incorporation of Standard – Vacuum Refining Company (**StanVac**)

1955

- Incorporation of **Caltex Oil Refining**

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**





Global Rankings



Rank : **327**



Rank : **133**



Our Vision



“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”**

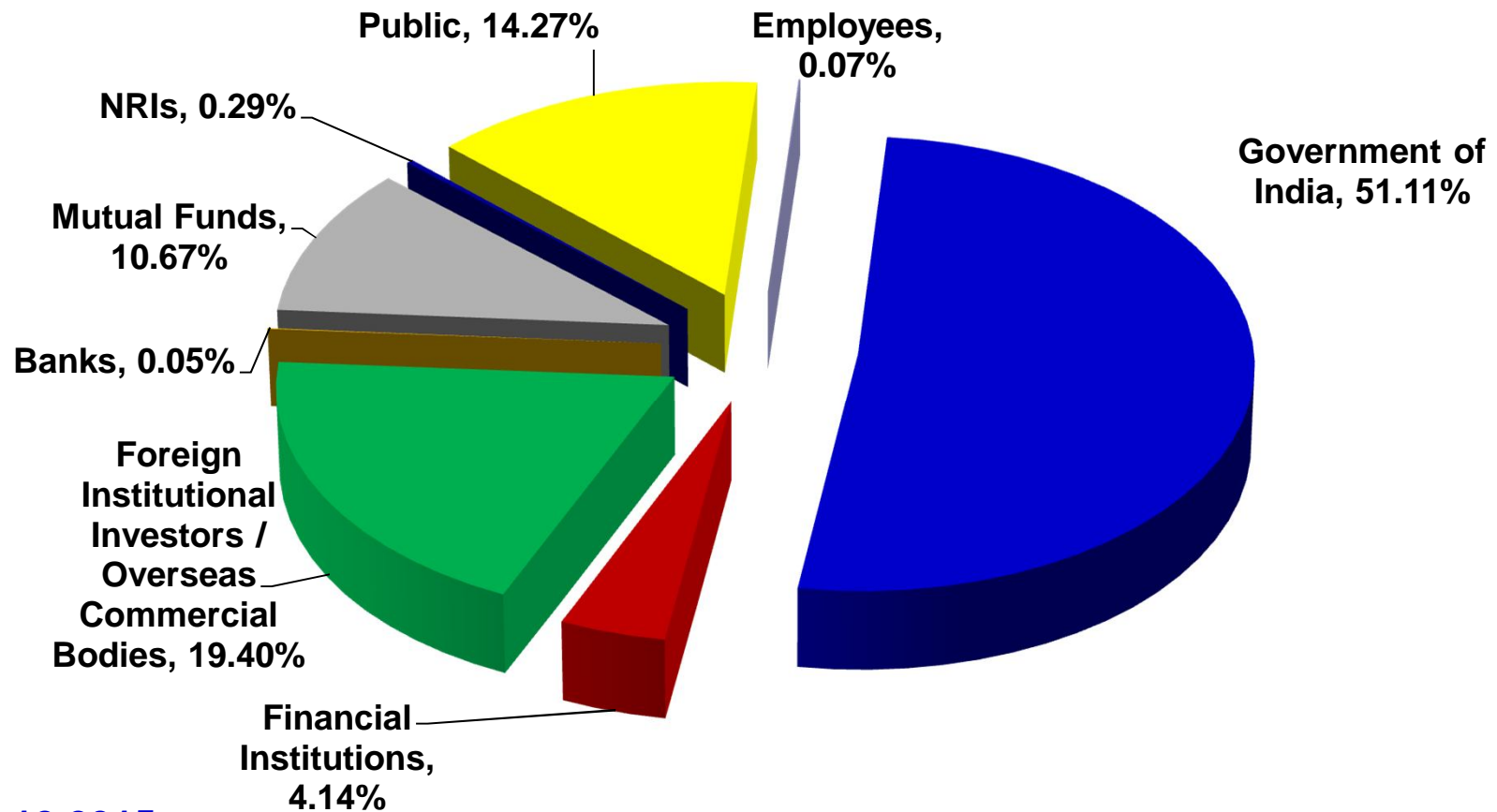
Vision **Co-created by all employees**



Shareholders' Profile



- Shareholders : **99,280**
- No. of shares : **338.6 Million**
- Share Capital : **US\$51.18 Million**
- Market Capitalization : **US\$4,279 Million**



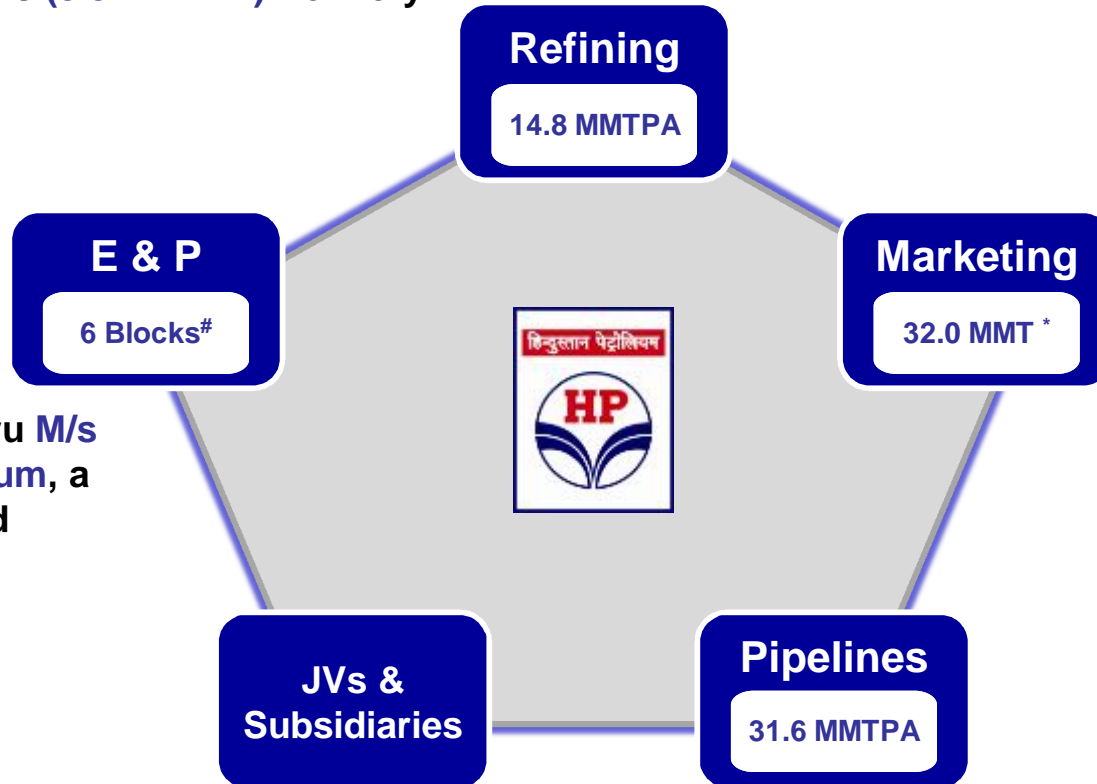
As of 31.12.2015



Business Portfolio



- **Mumbai:** Fuels (6.5 MMTPA) & Lubes (428 TMTPA) Refinery
- **Visakh:** Fuels (8.3 MMTPA) Refinery



- Retail
- LPG
- Direct Sales
- Aviation
- Operations & Distribution
- Natural Gas

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

Partnerships in

- Refining, Marketing Infrastructure, Biofuels and Emulsions

- 8 Cross country pipelines of total length of 3,015 km^{\$}

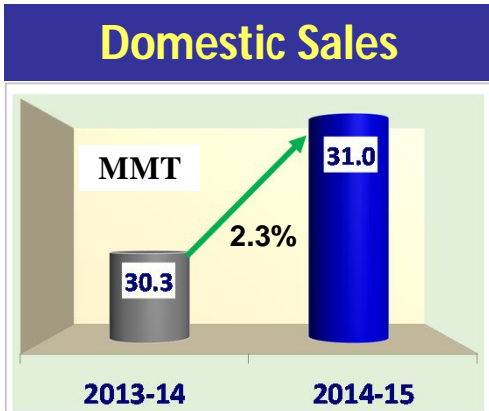
* in 2014-15

Currently Active blocks

^{\$}Note: New 443 km long Rewari-Kanpur Pipeline commissioned in Oct'2015



Corporate Highlights: 2014-15



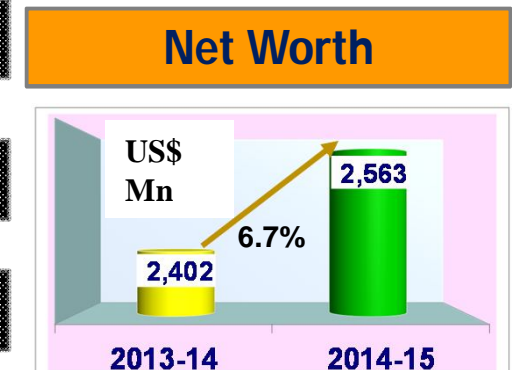
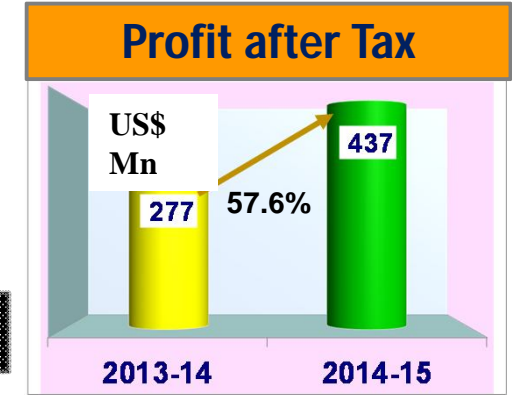
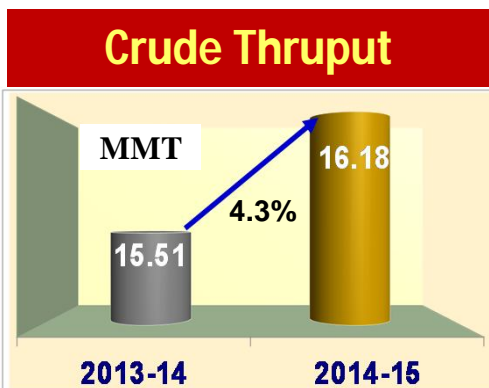
Market Sales : 31.95 MMT

Mkt. Growth : 2.3% Vs Ind.(PSU) 2.2%

Pipeline Thruput : 14.91 MMT

India's No.1 Lube Marketer : 478 TMT

Highest PAT : US\$437 Million





Financial Performance



Description	Unit	Apr – Dec 15	2014-15	2013-14
Gross Sales	US\$ Mn	22,585	34,727	37,161
Profit After Tax	US\$ Mn	349	437	277
EPS	US\$	1.03	1.29	0.82
Book Value Per Share	US\$	8.09	7.57	7.09
Dividend Per Share	US\$	0.17	0.39	0.25
Total Debt Equity Ratio		1.1:1	1.27:1	2.14:1



Refining

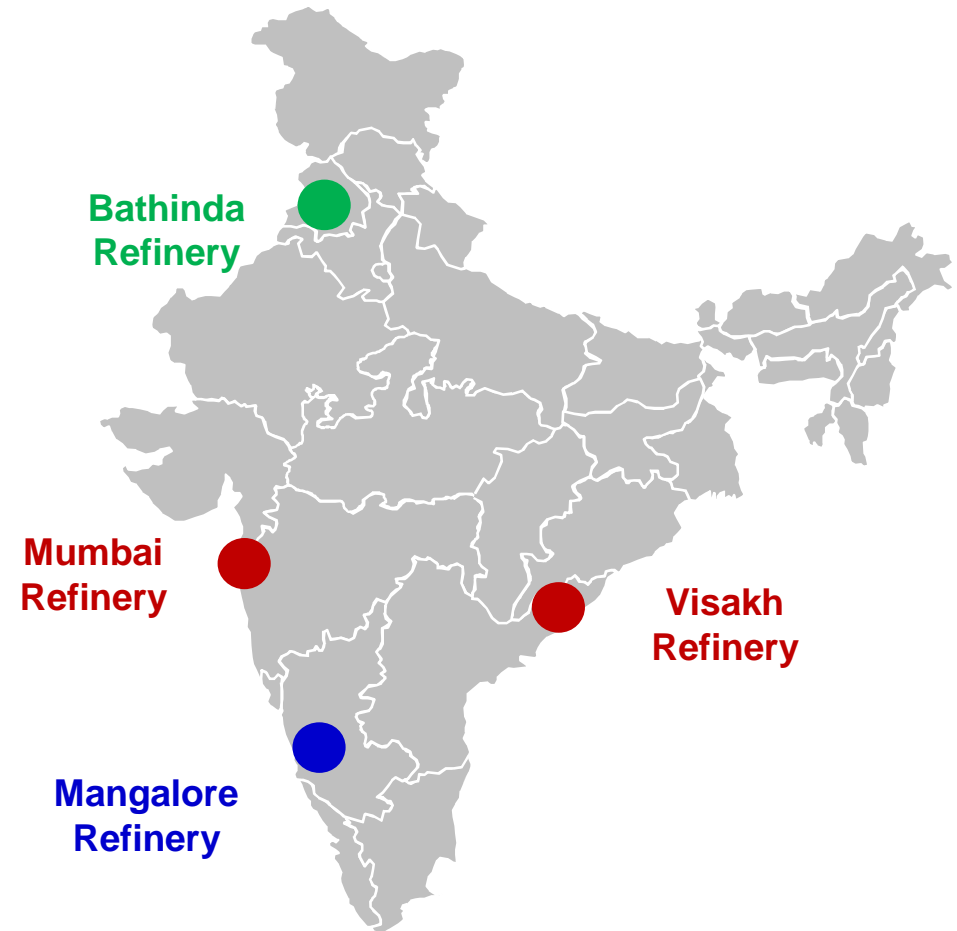


Refining Network



Refinery	Capacity (MMTPA)
Mumbai	6.5
Visakh	8.3
Total	14.8

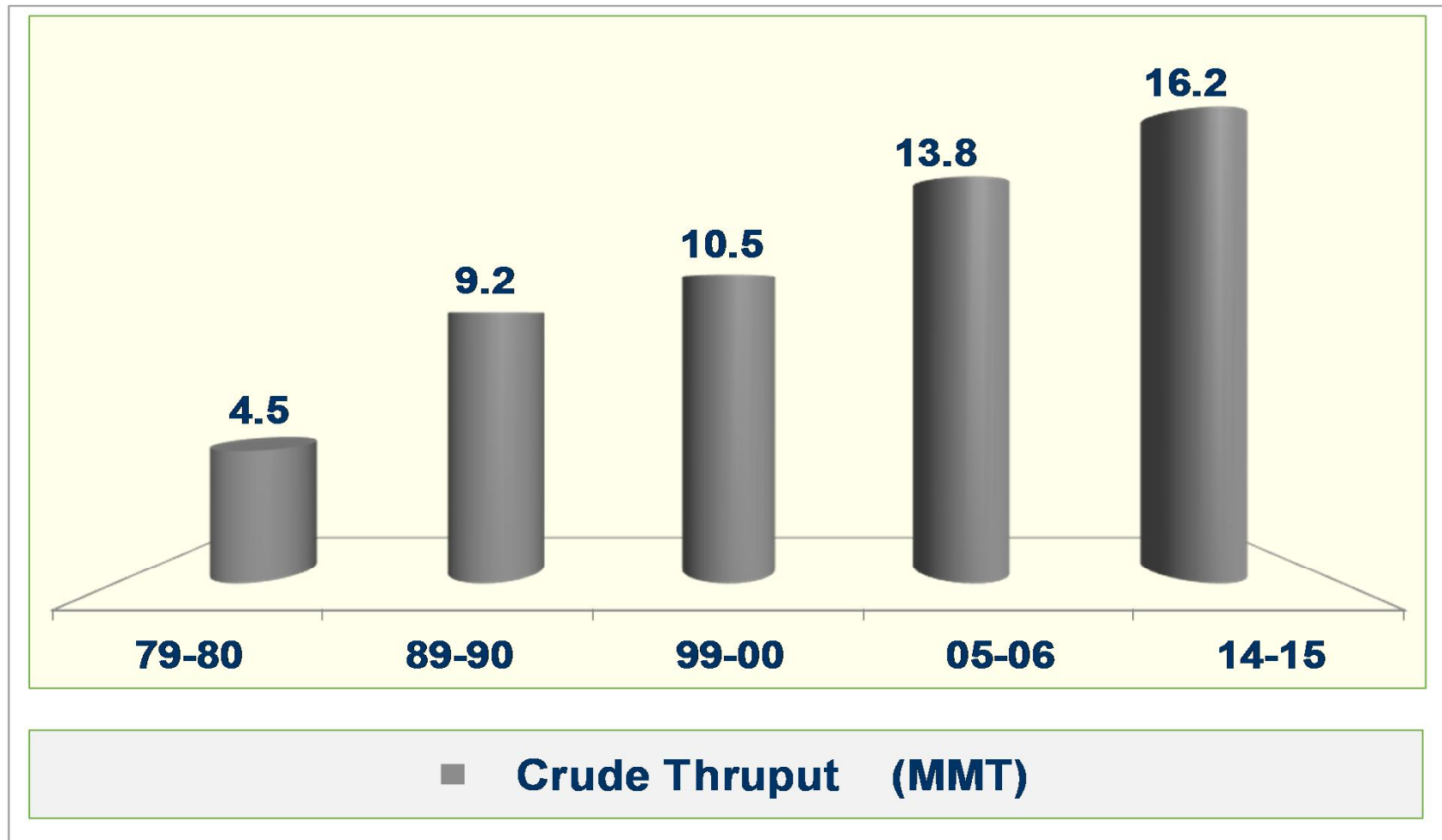
Lube Refinery (Mumbai) 428 TMTPA



- ✦ **49% Stake in 9 MMTPA HMEL Refinery at Bathinda**
- ✦ **16.95% Stake in 15 MMTPA MRPL Refinery**



Refining Performance





Refining Highlights 2014-15



Highest ever

- Combined Distillate yield 77.5%
- Production of transportation fuels

MS : 2.7 MMT

HSD : 6.1 MMT





Refinery Expansion



Visakh Refinery

- From 8.3 MMT to 15 MMT
- Project Cost : US\$2,720 Million

Mumbai Refinery

- From 6.5 MMT to 10 MMT
- Project Cost : US\$672 Million
(Phase-I)

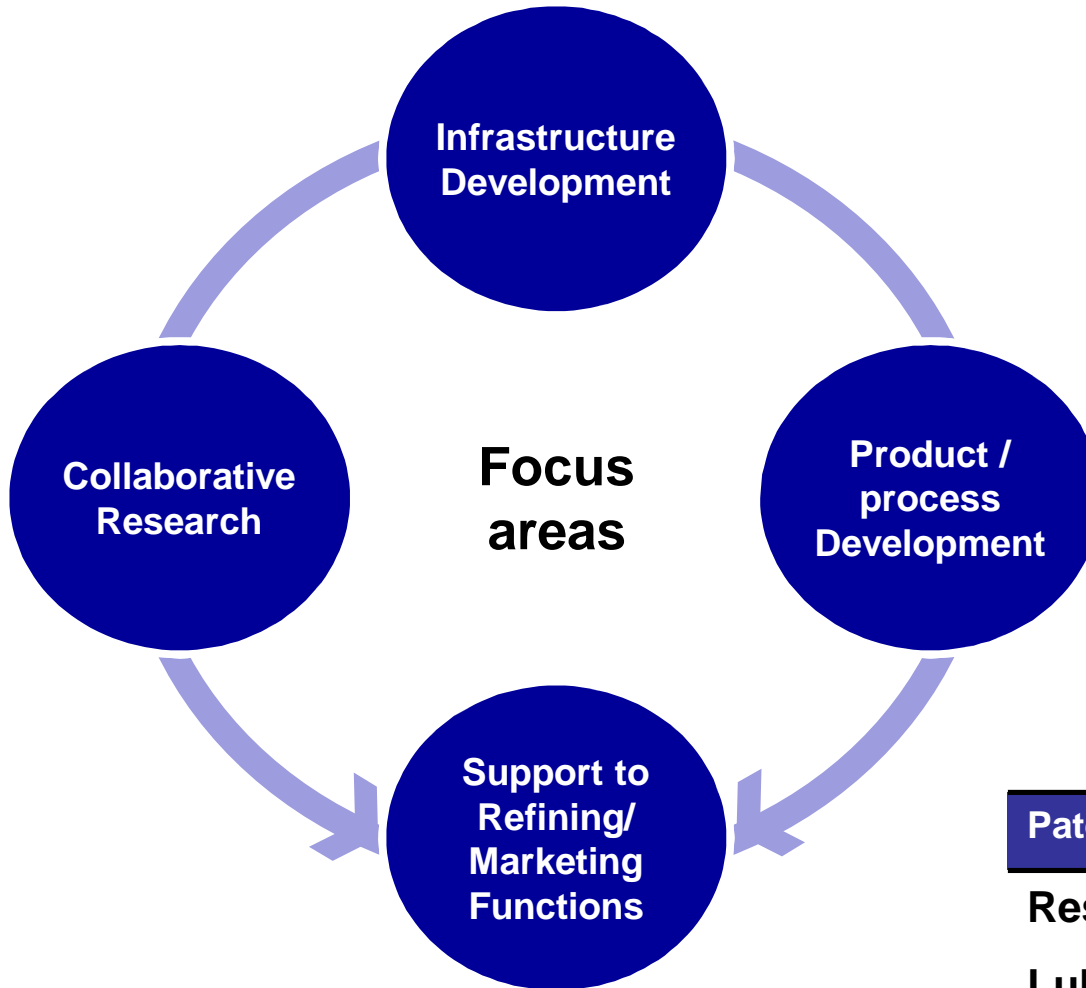




Research and Development



Green R&D Centre being setup in Bengaluru with 9 labs



R&D Thrust Areas

- Opportunity Crudes
- Residue Up-gradation
- New Process Developments
- Catalyst Development
- Alternative Energies

Patents	Applied	Obtained
Research Areas	36	-
Lubricants	6	2



HP-HiGAS Unit at Visakh Refinery



HP-HiGAS Technology

- **Commissioned HP-HiGAS Technology based commercial unit at Visakh Refinery**
- **Processed feed gas with 4 to 5 wt% of H₂S and achieved less than 100 ppm**
- **Benefits:**
 - **Reduction in footprint / smaller equipment - Size reduction by 10 times**
 - **Lower capital costs.**

Reduction in Process Plant Footprint



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**

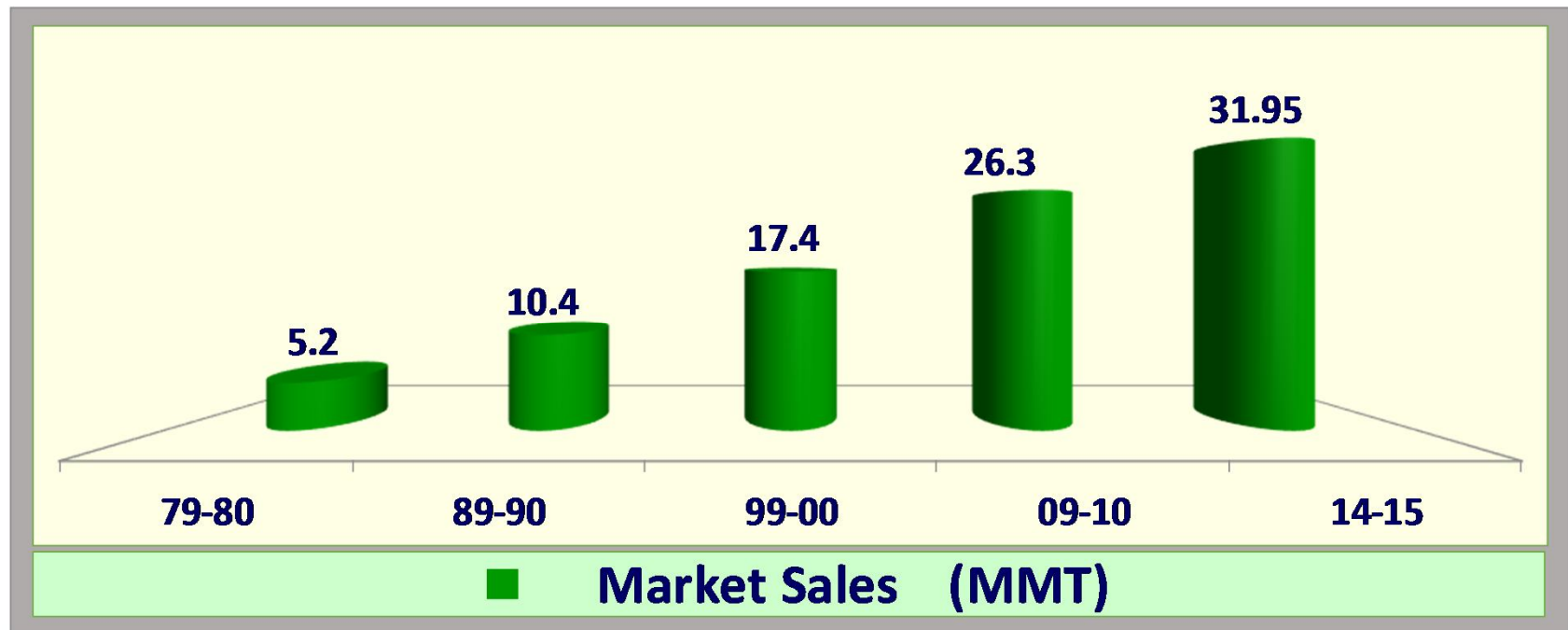




Marketing



Marketing Performance





Marketing supply infrastructure



Terminals / TOPs



36

POL/Lube Depots



91

LPG Plants



46

ASFs



36

Lube Blending Plants



7

Description	As of 31.12.2015
POL Tankage	3.1 MMT
LPG bottling capacity	4.1 MMTPA
QC Labs	45 Nos.

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

*As of 31.12.2015



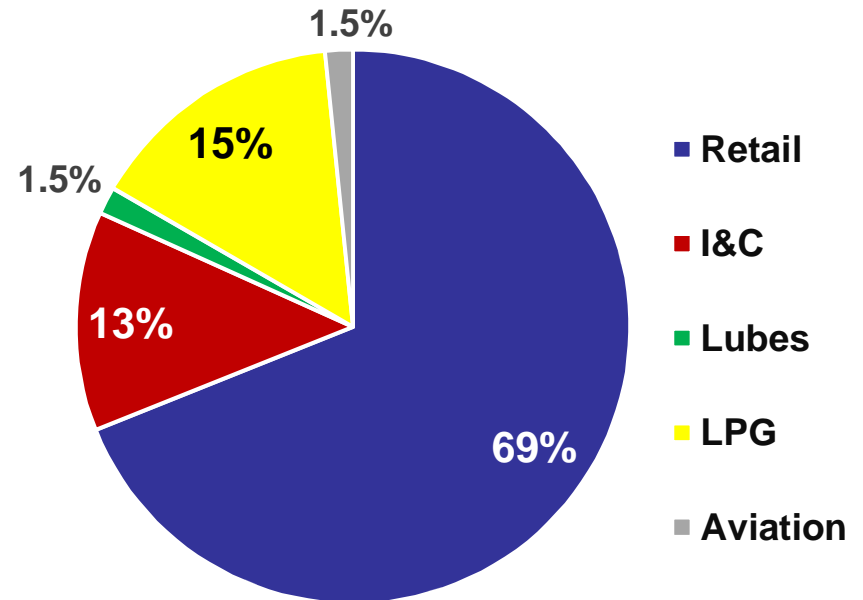
Marketing Sales : 2014-15



Volumes Split by Business Line (2014-15)

HPCL Marketing business lines

Retail	21.4 MMT
Industrial and Consumer (I&C)	4.0 MMT
Lubes	0.5 MMT
Aviation	0.5 MMT
LPG	4.7 MMT



Total marketing sales = 31.95 MMT (including exports*)

Retail constitutes 69% of HPCL product sales

*Exports = 850 TMT



Retail



Network
13233
Outlets

Market
Share*
(PSU)
25.4%

Sales
21.4 MMT



- ☀ Market share gain in TMF for **11th** consecutive Year.
- ☀ Commissioned **380** Retail Outlets during 2014-15
- ☀ Commissioned **100+** ATMs during 2014-15, taking the total to **1,600+**
- ☀ Network of Automated retail outlets **2,300+**

Segmentation

Formats

e-fuel stations

Non-fuel &
Conveniences

Strong Customer Loyalty

* Market Share indicated for Retail SBU
Overall Market share for HPCL = 21.0% (PSU Category)



Customer Centric Formats



Segmentation based on
'Stated' and Latent Needs'
of customers.

Urban



Highway



"Retail Outlet Formats"
designed to address needs of
"Prominent Customer Segments"
in *'Standardized'* manner.

Rural





Lubricants



- India's No.1 Lube Marketer
- 250+ Grades of Lubricants
- Largest Base Oil Refinery (450 TMTPA) in India, Group II/III 230 TMTPA
- 478 TMT – Total Lube Sales
- Strong product brands



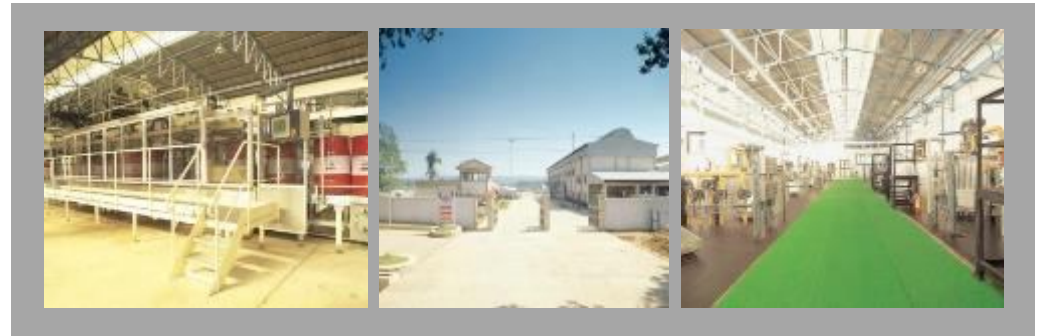
Lubricants



Lube Blending

- Seven ISO 9001 certified blending plants: 325 TMTPA
- State-of-the-Art 65 TMTPA blending plant at Silvassa
 - ISO 9001, 14001
- Expansion plans
 - Vashi, Mumbai

Silvassa



Pan India Logistics Coverage

- 2 Mother Warehouses
- 189 Stock Points
- Last Mile Connectivity



Daruhera



LPG



LPG Sales : 4.7 MMT

Market share : 26.8%



- ✦ **Market Leader in Non-Domestic Bulk LPG Segment with 51% market share**
- ✦ **No. of LPG Distributorships – 3,952**
- ✦ **World's Largest Carousel - 72 Head Flex Speed commissioned at Yediyur Bangalore**



Direct business lines



HP Aviation

- Sales volume of 506 TMT
- Growth in Volume 13.5% against Ind.(PSU) growth of 0.2%
- Only Jet Fuel Supplier to all domestic airlines



Industrial & Consumer Segment

- Sales Volume 3.98 MMT, Growth 2.8%
- Market share gain in major products – HSD, FO, LSHS & Bitumen
- Marine Bunker Sales growth of 17%





2nd largest POL Pipelines network in India



JV Pipeline

Note:

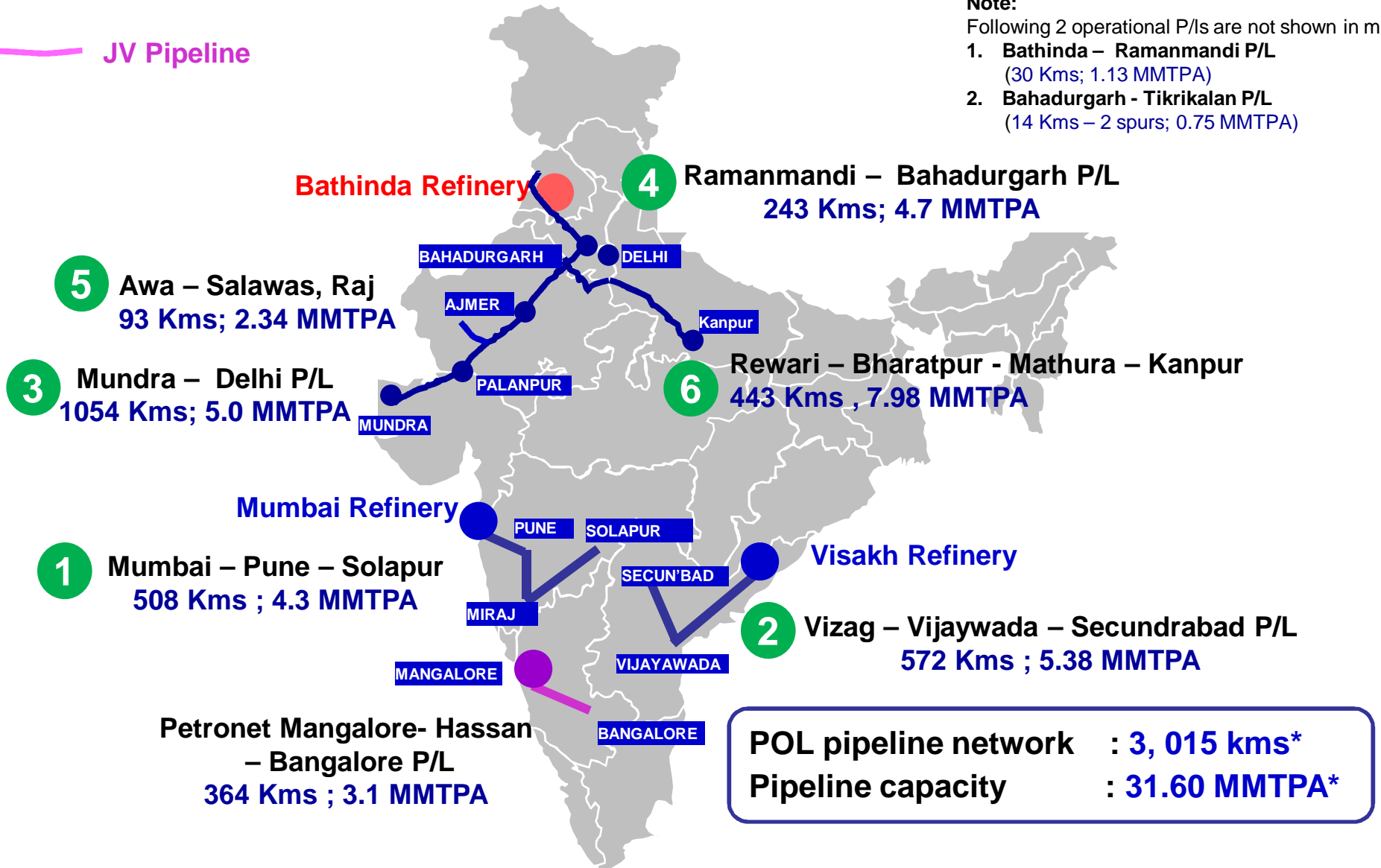
Following 2 operational P/Is are not shown in map

1. Bathinda – Ramanmandi P/L

(30 Kms; 1.13 MMTPA)

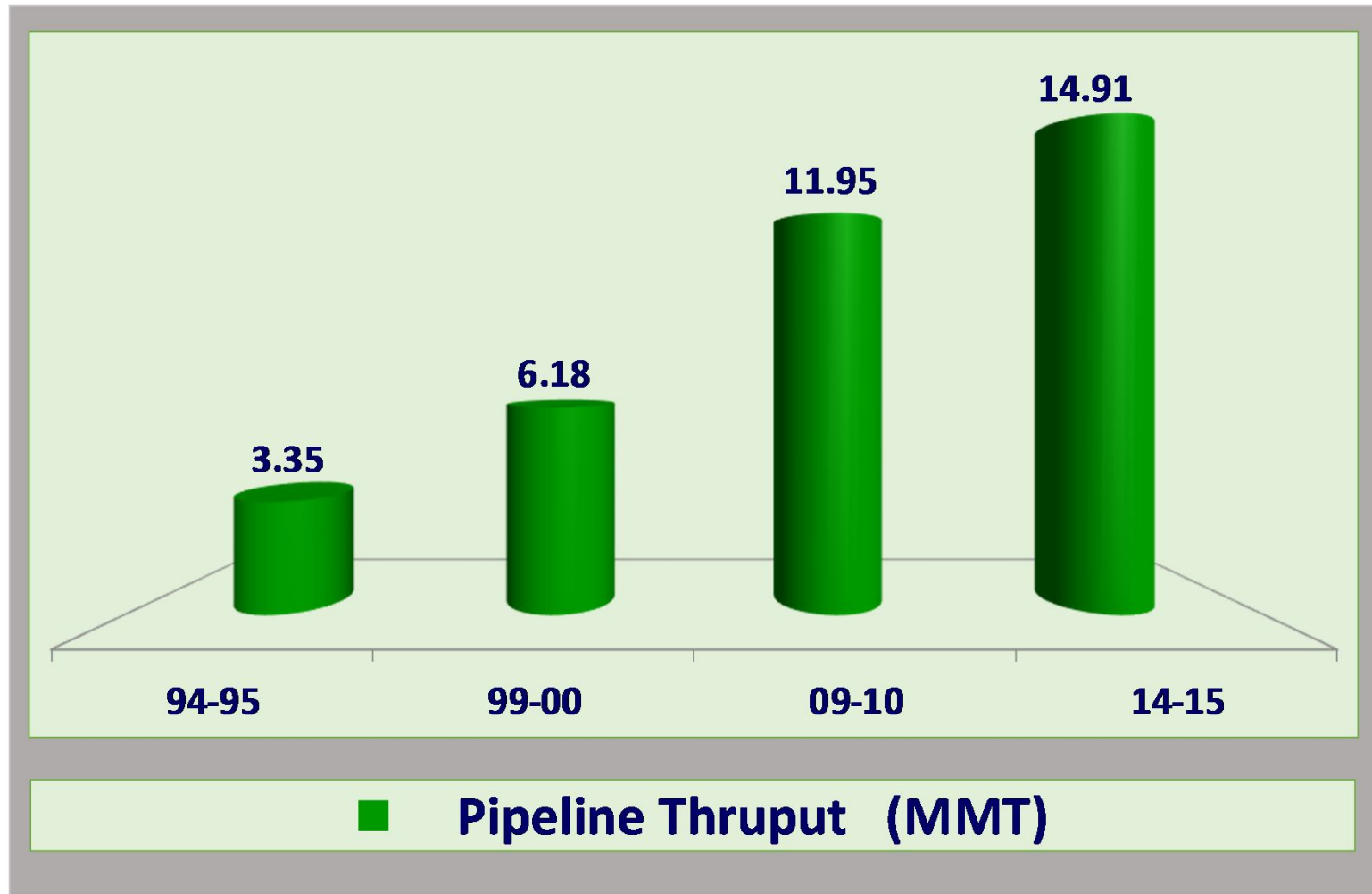
2. Bahadurgarh - Tikrikalan P/L

(14 Kms – 2 spurs; 0.75 MMTPA)



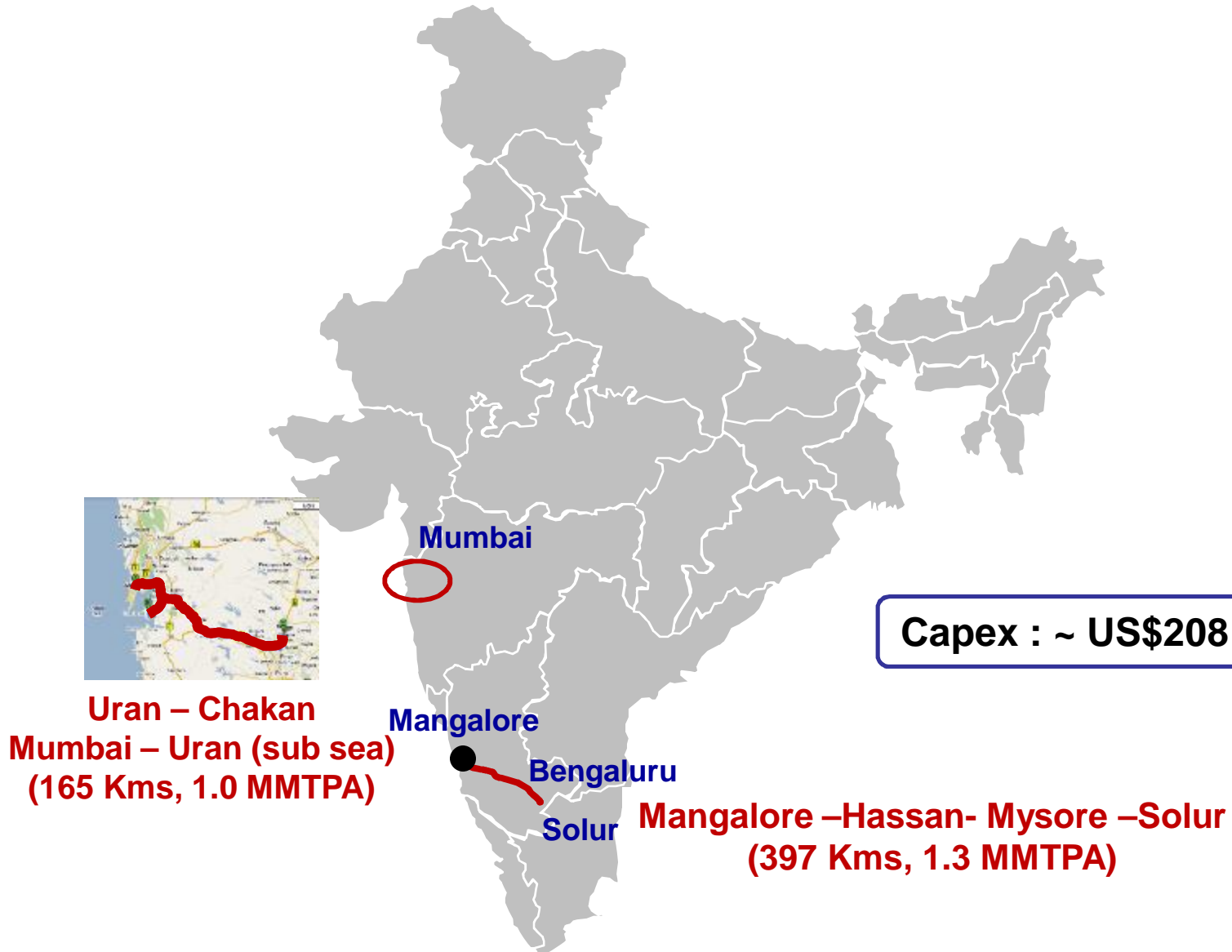


Pipeline Performance





LPG Pipeline Projects under construction



Existing Capacity

- **Capacity : 50.5 MW.**
- **Renewable Energy of 546 lakh Kwh was generated through Wind Power Plants (at Jaisalmer, Rajasthan and Dhule, Maharashtra) for the year 2014-15.**
- **Total Revenue during 2014-15 US\$3.55 Million**

Planned Addition

- **Additional 50 MW capacity WEGs Planned in next Phase.**





Subsidiaries and JVs



Upstream

100%

Alternate Fuels

100%

74%

Subsidiaries

CREDA HPCL Biofuels Ltd

Refining

Infrastructure

Marketing

Natural Gas

Strategic Storage

City Gas Distribution

Bhagyanagar Gas Ltd.

Introduction of new technology and value growth through Partnerships



Exploration & 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)**

2014-15 Crude / Gas condensate Production : 48 TMT

Note : Apr-Dec'15 Production : 48 TMT



Equity in Natural Gas Pipelines



NOT TO SCALE

— — — Pipeline Bid won in consortium

Proposed Equity
US\$72 Million

3. Bathinda – Jammu -Srinagar

Main line : 300 kms

Capacity: 25.7 mmscmd

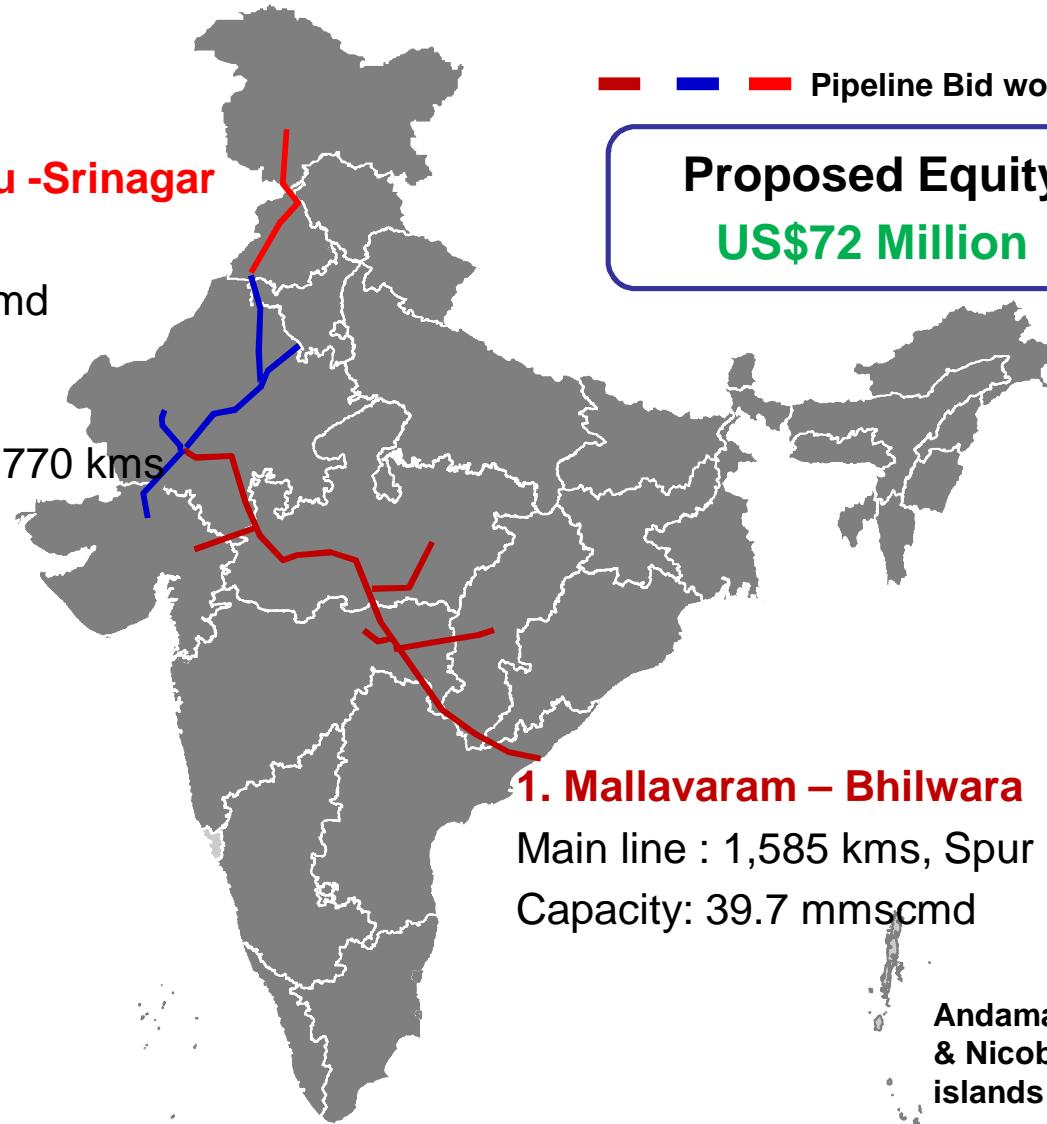
2. Mehsana – Bhatinda

Main line : 990 kms, Spur line 770 kms

Capacity: 39.5 mmscmd

Being implemented through JVCs : GIGL* and GITL*.

GIGL : GSPL India Gas Net Limited
GITL : GSPL India Transco Limited



1. Mallavaram – Bhilwara

Main line : 1,585 kms, Spur line 103 kms

Capacity: 39.7 mmscmd

Andaman & Nicobar islands

HPCL share ~11.6 mmscmd i.e. ~3.0 MTPA)



LNG Terminal at Charra, Gujarat



- Being implemented thru JVC – HSEL. HPCL Equity : 50%
- 5 MMTPA LNG Regasification terminal at Chhara Port
- Capacity : 5 MMTPA
- Estimated Cost: US\$864 Million
 - HPCL Share in the Equity is US\$130 Million



Financial Closure for the project has been completed



Strategic Initiatives



Integrated Margin Management

Central Procurement

Vision 2030

Levers for value creation across supply chain



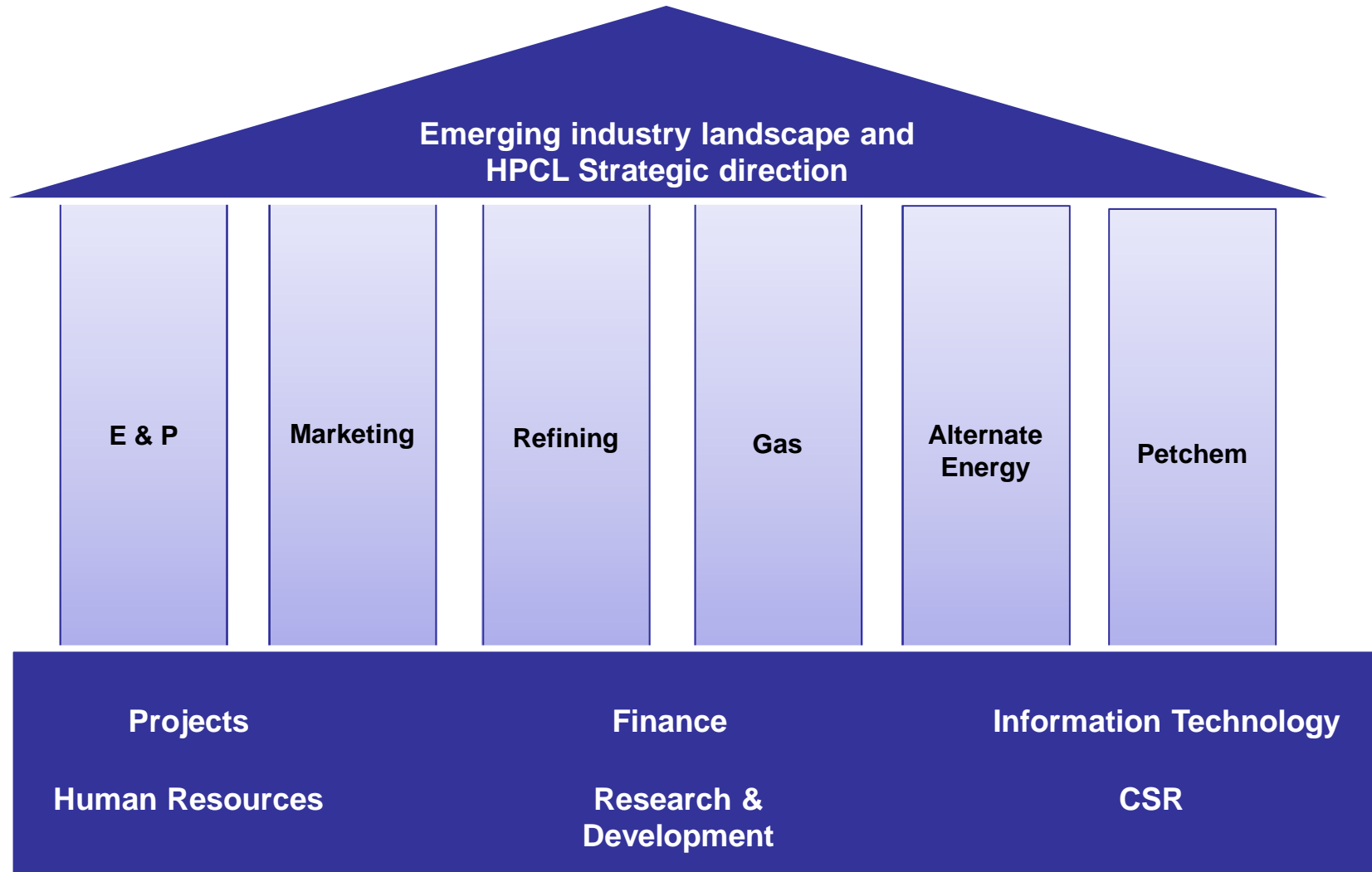
Central Procurement cell:



- Economy of Scale
- Standardization of Processes
- Effective Vendor Management



Vision 2030





Our strategy for the future



- 1 Strengthen the core of Refining & Marketing**
- 2 Aggressively pursue growth opportunities in the gas business**
- 3 Acquire upstream assets in domestic and international markets**
- 4 Expand to build Petrochemicals business**
- 5 Participate in the next wave of growth – solar / wind / others**



Thank you