

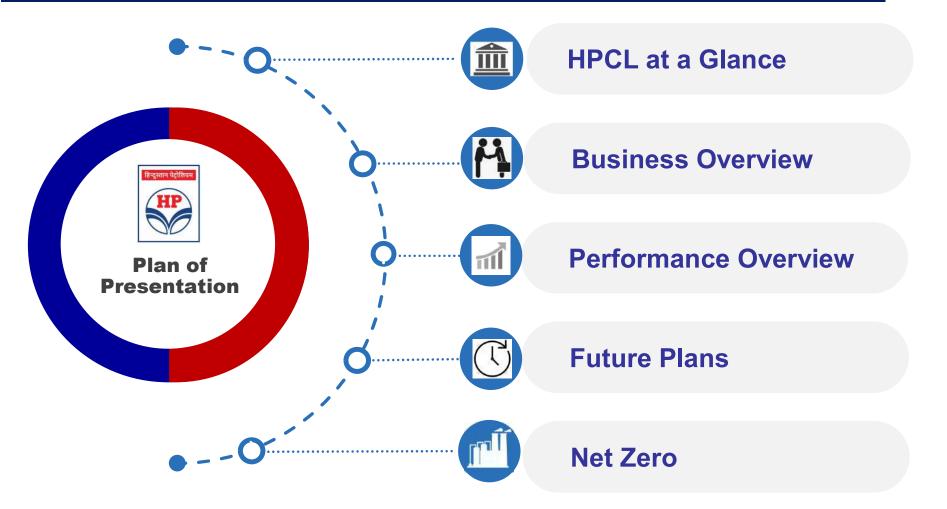
## **Hindustan Petroleum Corporation Limited**

## **Investor Presentation**

Mumbai 31<sup>st</sup> Jan, 2024

### **Plan of Presentation**





# **HPCL** at a Glance

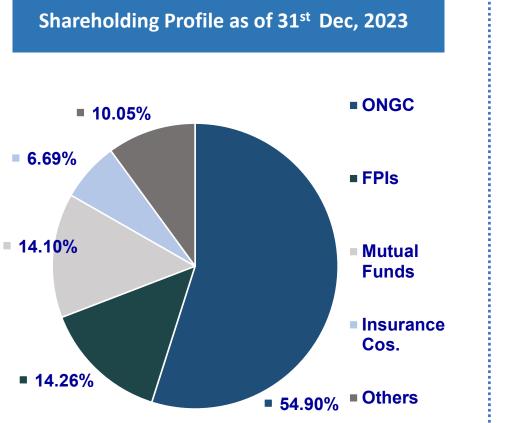
### **HPCL** at a Glance

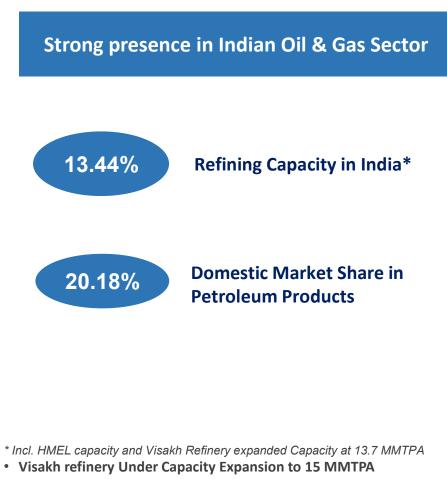


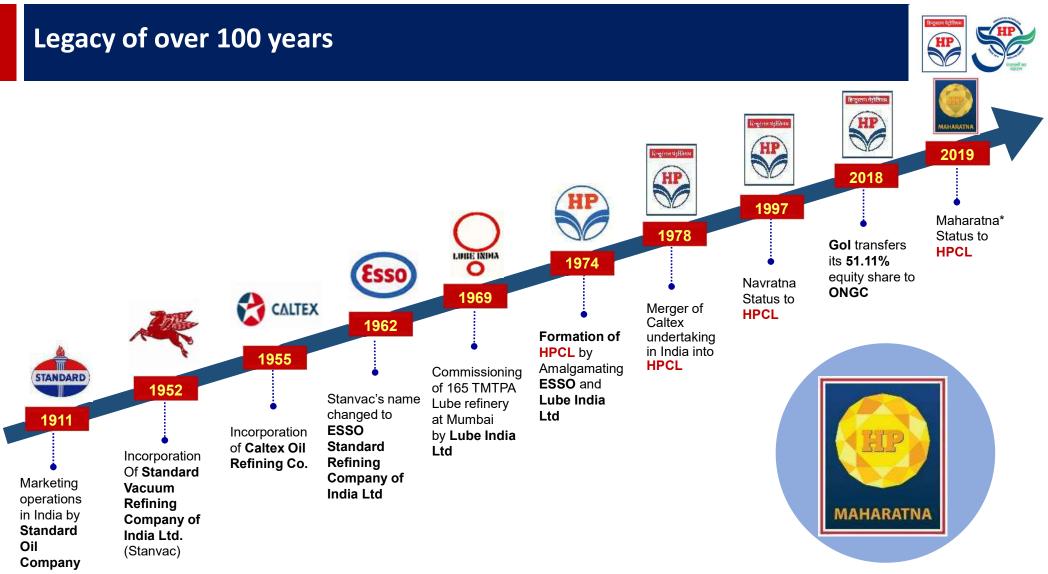


### Shareholder Profile and strong presence in Indian O&G Sector







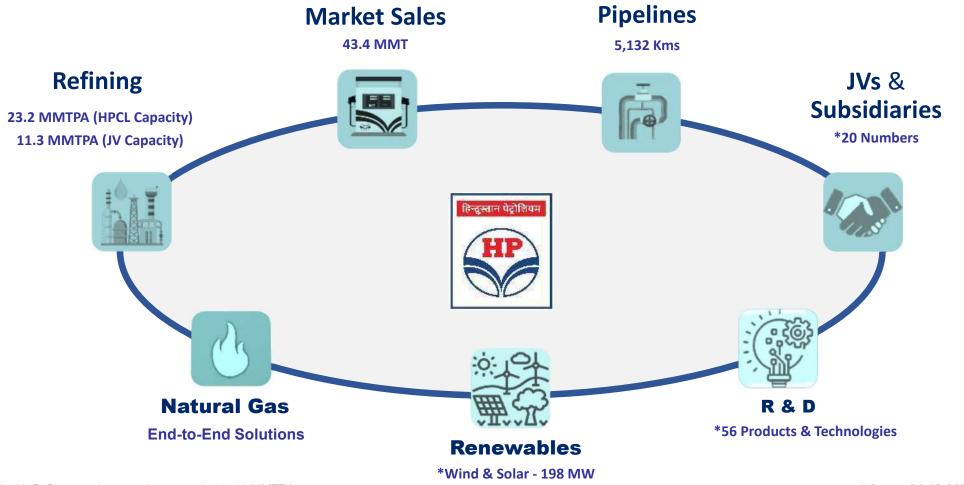


\* Highest Status accorded by Gol to Mega Central Public Sector Enterprises

# **Business Overview**

### **Diversified Portfolio**



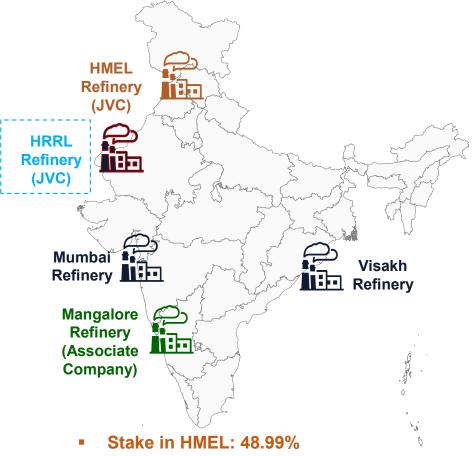


Visakh Refinery under capacity expansion to 15 MMTPA

\* As on 31.12.2023 8

### **Refinery Infrastructure**





- 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 |  |

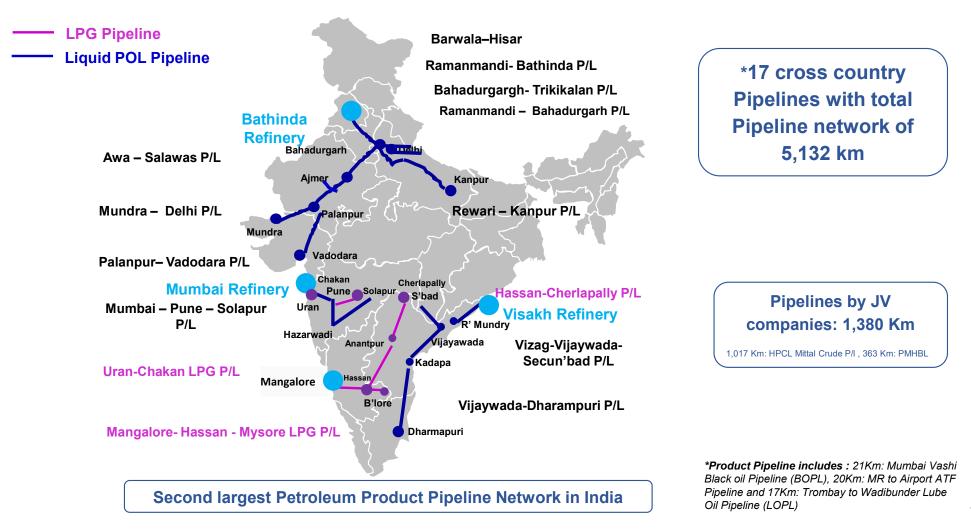
#### Lube Refinery (Mumbai) : 428 TMTPA

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

\* Visakh Refinery under capacity expansion to 15 MMTPA

### **Cross Country Pipeline Network**





10

## Supply Infrastructure



### Terminals/TOPs



44





75

### **LPG Plants**



**56** 

**ASFs** 



55 Lube Blending Plants

| Description                      | Capacity  |
|----------------------------------|-----------|
| Petroleum Oil Lubes (POL)Tankage | 3.3 MMT   |
| LPG bottling capacity            | 6.5 MMTPA |
| Lube blending capacity           | 340 TMTPA |
| QC Labs                          | 48 Nos.   |

Strategically located state-of-art Infrastructure



**5** As on 31.12.2023 11

TOP = Tap off Point

## **Customer Touchpoints**



|                               | Retail Outlets                 | 21,593            |
|-------------------------------|--------------------------------|-------------------|
|                               | LPG Distributorships           | 6,332             |
|                               | SKO / LDO Dealerships          | 1,638             |
| ABBS ALA BBSA                 | Lube Distributors (Ind & Auto) | 437               |
| 66699 <mark>8</mark> 860<br>2 | Mobile Dispensers              | 785               |
|                               | CNG facilities at ROs          | 1,570             |
|                               | EV Charging facilities at ROs  | 2,402             |
|                               | LPG Consumers                  | 95 Million        |
| and the set                   | Daily Customer Interactions    | <b>25 Million</b> |

As on 31.12.2023

### **Focus on Research and Development**





| R&D Achievements                         |     |  |
|--|-----|--|
| New Technologies / Products demonstrated | 56  |  |
| Patents applied                          | 500 |  |
| Total Patents granted                    | 200 |  |

### **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 15.01.2024

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## HPGRDC Research Labs

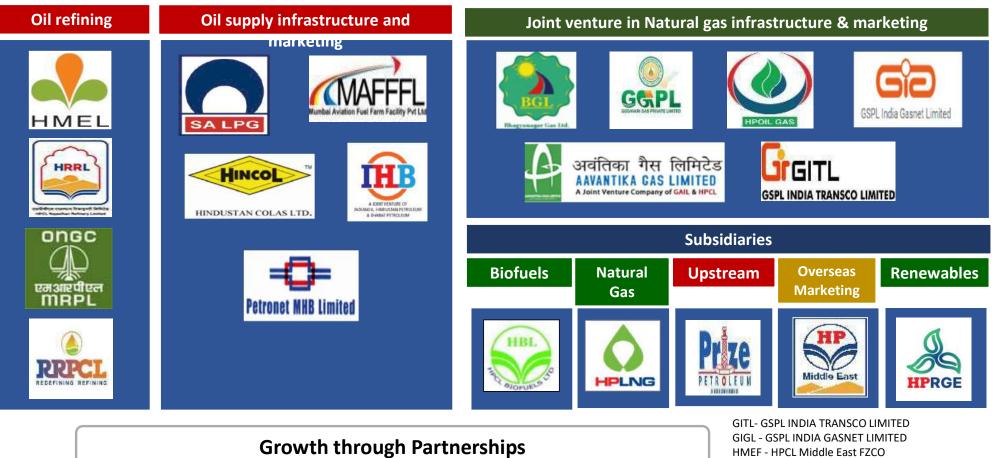


### Phase-I

|          | Crude Evaluation &<br>Fuels Research | Process Modelling<br>& Simulation | Hydro-processing              |
|----------|--------------------------------------|-----------------------------------|-------------------------------|
|          | Catalysis                            | Bioprocess                        | CoE Nano-<br>Technology       |
|          | Analytical and<br>Chemical Synthesis | Standard testing                  | FCC                           |
| Phase-II |                                      |                                   |                               |
|          | Petrochemicals<br>& Polymers         | Battery                           | Centre of<br>Excellence Lubes |
|          | Residue<br>Upgradation               | Engine                            | Corrosion<br>Studies          |
|          | Novel<br>Separations                 |                                   | 14                            |

### **Joint Ventures and Subsidiaries**





### **Ratings and Accolades**



### At par with India's Sovereign Rating

### **Recognitions and Accolades**

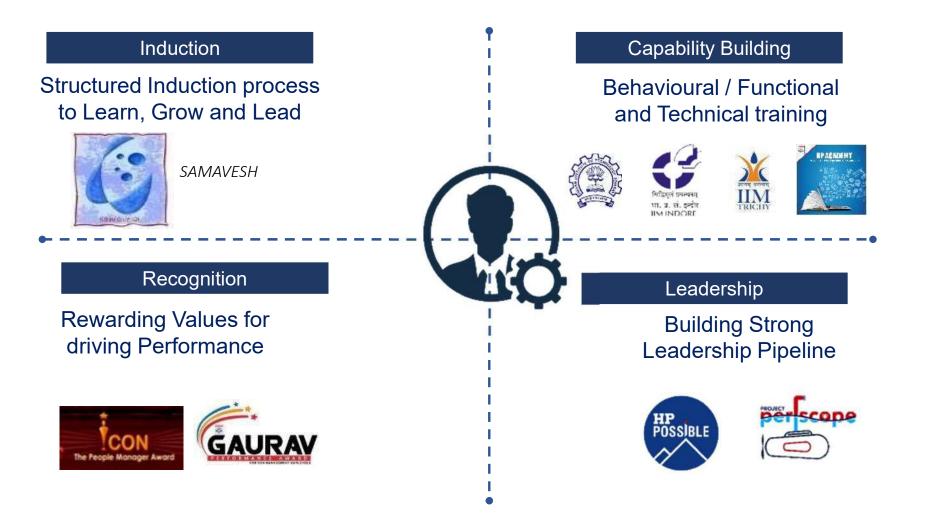


Recipient of FIPI's Company of the Year in Excellence in Human Resource Management 2022

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**





### **CSR : Touching Lives Every Way**





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

# **Performance Overview**

### **Performance Highlights: Apr-Dec 23 (9M)**





**Record Nine Month Consolidated Profit at Rs. 13,305 Cr** Highest Ever Nine Month Standalone Net Profit at Rs. 11,851 Cr



Recorded Nine Months Market Sales of 34.49 MMT

- Domestic Sales Volume Growth of 6.6% ; Market Share gain of 42 bps vis-à-vis PSU counterparts



Highest Ever Nine Month Refinery Thruput of 16.49 MMT - 104% Capacity Utilization



**Refinery GRM US\$ 9.84/ bbl** Improved Refinery Distillate Yield and Lower F&L



**Highest Ever Nine Month Pipeline Thruput of 19.33 MMT** 

- Efficient economic and environment friendly transportation thru pipelines

### Quick Snapshot: FY 2022-23





Highest Revenue from Operations Rs. 4,66,192 Cr



Highest Crude Thruput 19.09 MMT



Highest Market Sales 43.45 MMT



Highest Pipeline Thruput 23.25 MMT

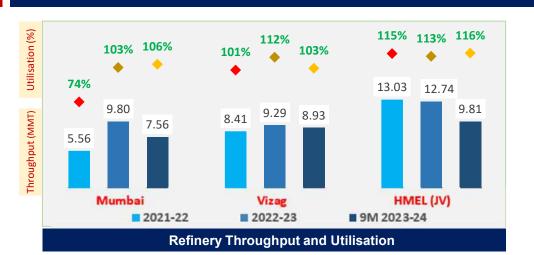


Net Loss Rs. (8,974) Cr



Refinery GRM US\$ 12.09 / bbl

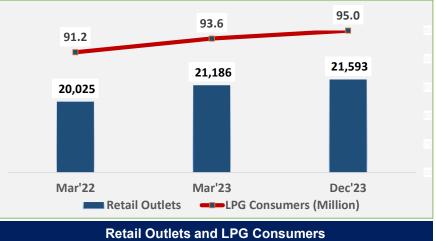
### **Strong Refining & Marketing Performance**







Gross Refining Margins\* (US\$ /bbl)



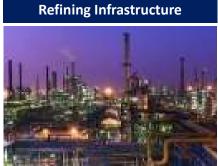
\* Gross of Export Cess



22

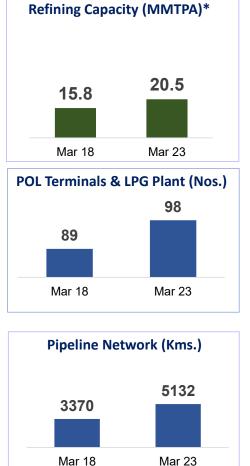
### **Infrastructure Capability enhancement in last 5 Years**



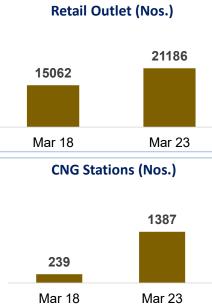


#### Supply & Distribution

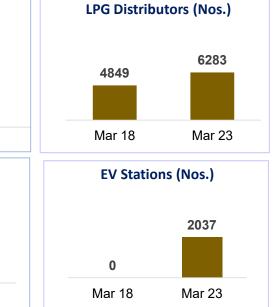








### Customer Touchpoints Infrastructure



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

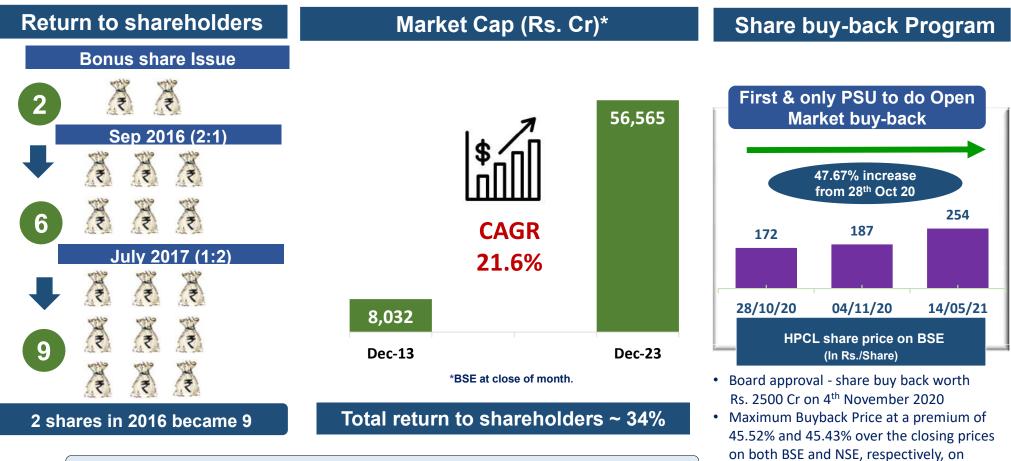
## Strengthening of Infrastructure across value chain



| Area of Value Chain                              | Investment<br>(Rs. Cr) |
|--|------------------------|
| Refining Capacity Expansions                     | 31,000                 |
| Expansion of Pipeline Network                    | 8,500                  |
| LPG Plants / POL Depots / Capacity Augmentations | 5,800                  |
| Expansion of CGD Network                         | 2,000                  |
| Enhancing Biofuels & Renewable capacities        | 1,000                  |
| Expanding Customer touch points                  | 14,000                 |
| Equity Investment in JVs & Subsidiaries          | 10,000                 |
| Others (R&D, Digital Transformation etc.)        | 1,700                  |
| Investments during last 5 years                  | 74,000                 |

### **Return to Stakeholders**





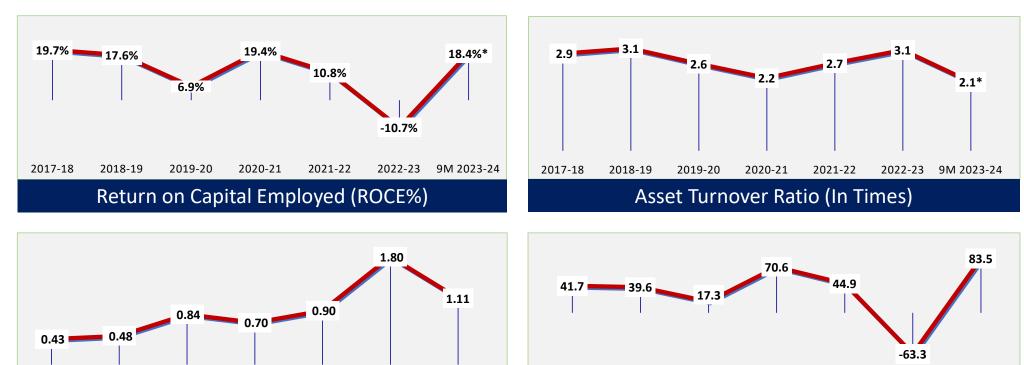
**Consistent returns to stakeholders** 

25

October 28, 2020.

### **Key Financial Performance Parameters**





 2017-18
 2018-19
 2019-20
 2020-21
 2021-22
 2022-23
 9M 2023-24
 2017-18
 2018-19
 2019-20
 2020-21
 2021-22
 2022-23
 9M 2023-24

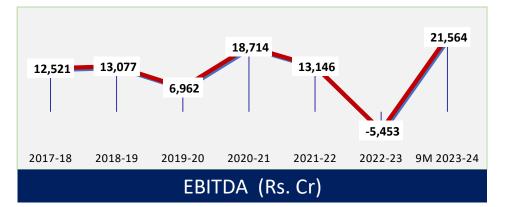
 Long Term Debt Equity Ratio (In Times)
 Earning per Share (In Rupees)

All Financial parameters reflecting inherent strength & growth potential

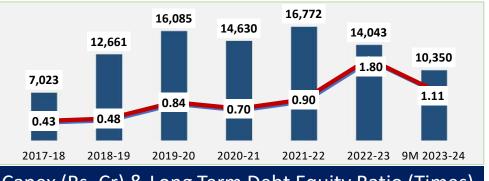
\* Not annualized

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### **Key Financial Performance Parameters**







#### Capex (Rs. Cr) & Long Term Debt Equity Ratio (Times)



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  | Adjacent Business   | New Business   | Emerging Business  |
|--|---|--|--|
| Area   | Area  | Area   | Area   |
| Business areas<br>where HPCL is<br>conducting its<br>current<br>businesses.<br>Products line<br>such as-<br>MS, HSD, Auto<br>LPG, Lubes, I&C<br>Products ATF | Businesses areas<br>which are<br>associated or<br>extension to our<br>existing business<br>area. Eg. Road<br>side amenities,<br>Convenience<br>stores, food<br>stalls, car wash at<br>Retail Outlet etc | Business areas<br>where HPCL is in<br>the process of<br>enhancing it's<br>presence.<br>e.g.<br>Petrochemicals,<br>LNG, Logistic<br>Services, Retail<br>Chains at locations<br>other than Retail<br>Outlets | Business<br>opportunities<br>which have a<br>future potential,<br>but currently does<br>not have an<br>established<br>commercial<br>model e.g.<br>hydrogen, fuel<br>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**



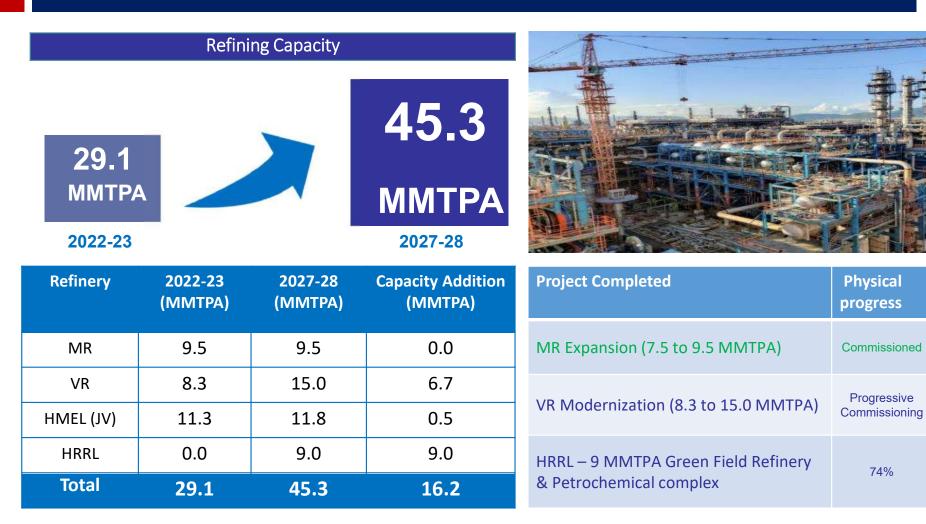
**Project Cost** 

(Rs. Cr)

5,060

26,264

72,937



### **Rajasthan Refinery (HRRL): Project Snapshot**



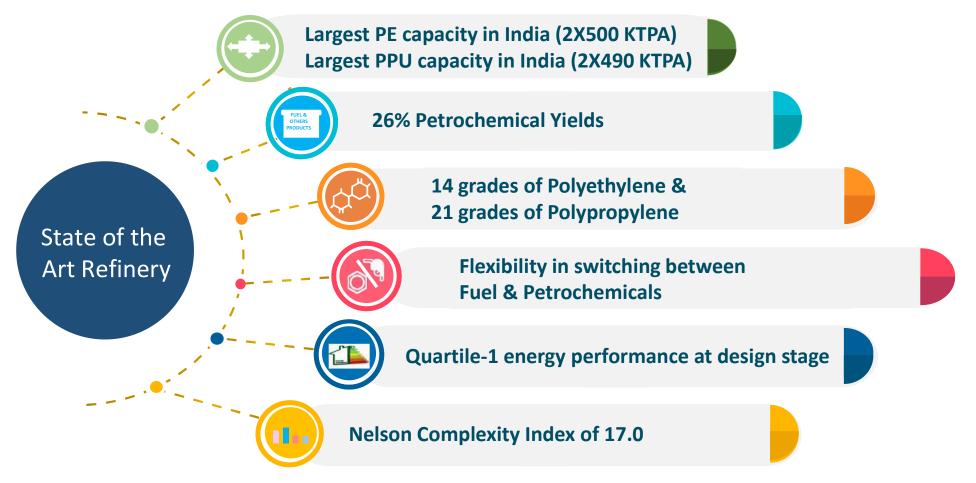
- JV of HPCL (74%) and Govt. of Rajasthan (26%)
- Project cost : Rs. 72,937 Cr.
- Capacity : 9 MMTPA
- Location : Pachpadra, Rajasthan
- Configuration based on local crude from Barmer oil field / imported crude
- Land : ~ 4500 acres
- Expenditure : ~ Rs. 40,440 Cr. (31<sup>st</sup> Dec 23)



HRRL Project, Rajasthan

### **HRRL: Uniqueness of the Project**





## HRRL: Units, Product Slate & Expected Margins



| Refinery Complex :   | Product       |
|--|---------------|
| CDU/VDU, MS Block Unit, Prime G, DHDT Unit, HGU,<br>SRU, VGO-HDT, PFCC Unit, DCU, Treating /sweetening | MS            |
| facilities   | HSD           |
|  | Poly Propylen |
| <b>Petrochemical Complex :</b><br>DFCU, PPU, Butene-1, LLDPE/HDPE Swing                                | LLDPE         |
|  | HDPE          |
| Utilities & Offsite/Associated Facilities:   | Butadien      |
| DCPP, Raw Water Reservoir at Nachna, Township,<br>Crude Import Facilities                              | Benzene       |
| •  | Toluene       |
| Pipelines:   | Sulphur       |
| Crude P/L Mundra to HRRL   |               |
| Crude P/L from Mangala Processing Terminal<br>Raw water Pipeline                                       | Expected Cor  |
|  |               |

| 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 : US\$ 20.95/Barrel

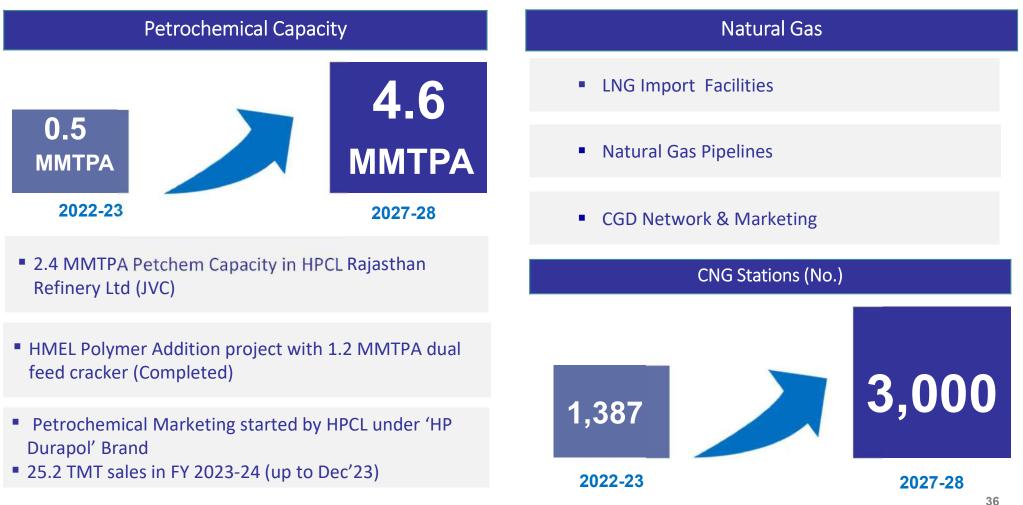
### **Marketing Network Expansion**





### Portfolio expansion in Petrochemicals & Natural Gas

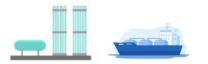




### Natural Gas: Participation across entire value chain







#### **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 Rs. 4,293 Cr

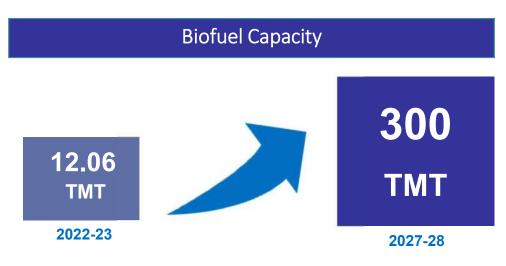
#### **Current Status**

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



## **Green Opportunities - Biofuels**





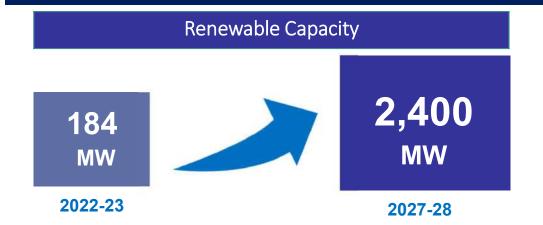


#### CBG Plant at Budaun- Milling Section

| Biofuels Projects                                       | Status       | Project Cost (Rs. Cr) |
|---|--------------|-----------------------|
| 14 TPD Capacity CBG Plant at Budaun, UP                 | Commissioned | 133                   |
| 1.6 TPD CBG Plant at Pathmeda, Rajasthan                | Commissioned | 25                    |
| 100 KLPD 2G Ethanol Bio- Refinery at Bathinda, Punjab   | Ongoing      | 1,421                 |
| 16TPD Compressed Biogas (CBG), Eluru, West Godavari, AP | Ongoing      | 227                   |

### **Green Opportunities - Renewables**







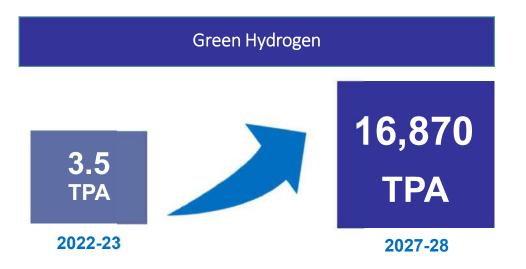
Solar Panels at HRGRDC, Bengaluru

- Current power requirements to renewable sources (500MW) under Conversions
- Participation in Tariff Bidding
- 100% Solarisation of Retail Outlets (55% completed)
- Wholly owned subsidiary 'HPCL Renewables and Green Energy Limited' is formed for consolidation of 'Green & Renewable' Business opportunities under one umbrella

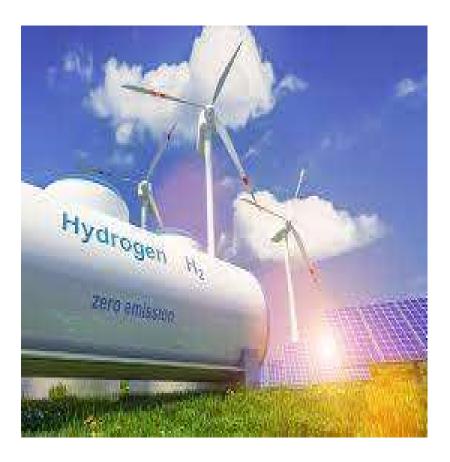
| Renewables Project             | Status   | Project Cost (Rs. Cr) |
|--------------------------------|----------|-----------------------|
| Panipat Solar Project          | Ongoing  | 45                    |
| Jhansi Solar Project           | Ongoing  | 37                    |
| Solar Power Plant at Galiveedu | Upcoming | 682                   |
| Greening Retail Outlets- Delhi | Upcoming | 55                    |

### **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

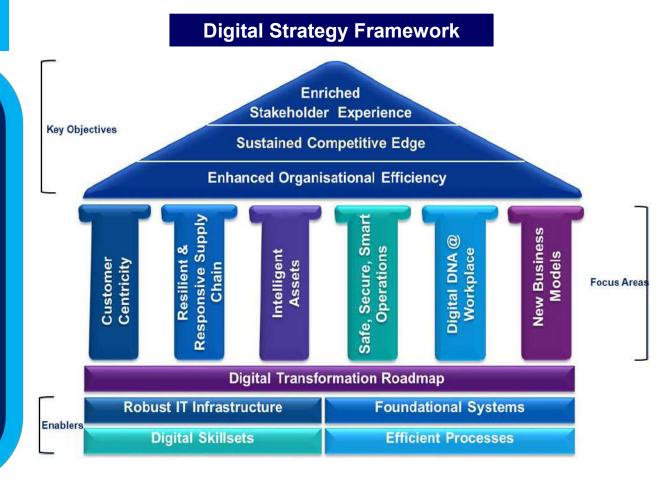


### **Digital Vision & Strategy**



#### 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.



### **Leveraging Digital Technologies**

PAY

**Customer Experience** HP Pay - Unified loyalty & **Payment Solution Omni Channel Chatbot** 

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

#### New Business Models E- commerce Platform

**Supply Chain Management** 

**Demand Forecasting** Smart Fleet management



An array of Digital Initiatives spanning across technologies

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**Capability Building Digital Experience Centre AR/VR Based Training** Metaverse Generative AI

> **Workforce Enablement HR** Analytics **Connected worker** Smart Helmets

Assets & Project Mgmt.

Central Energy Mgmt. System



## Warehouse Management

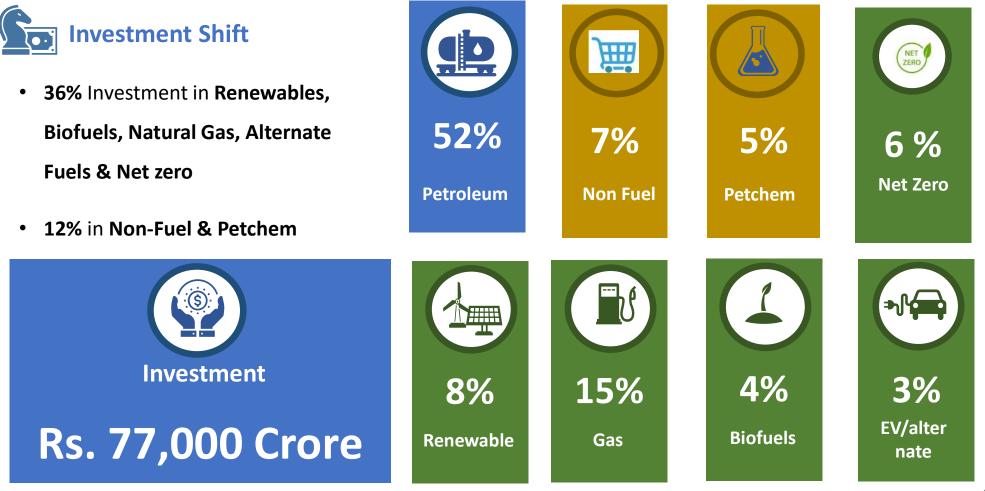
**Operational Excellence** 

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



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

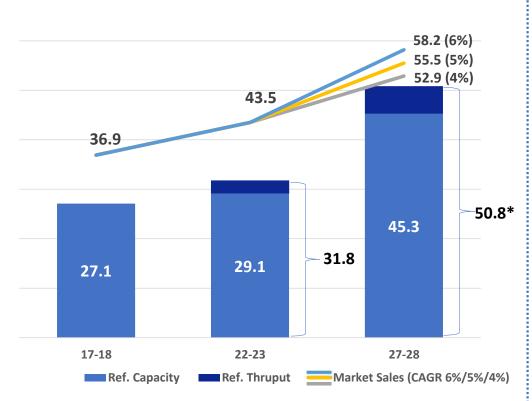




## Maturing CAPEX to help Boost Bottomline







<sup>\*</sup> 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 31<sup>st</sup> Jan 2022



Investment of Rs. 60,000 Crore towards Net-zero plans by 2040

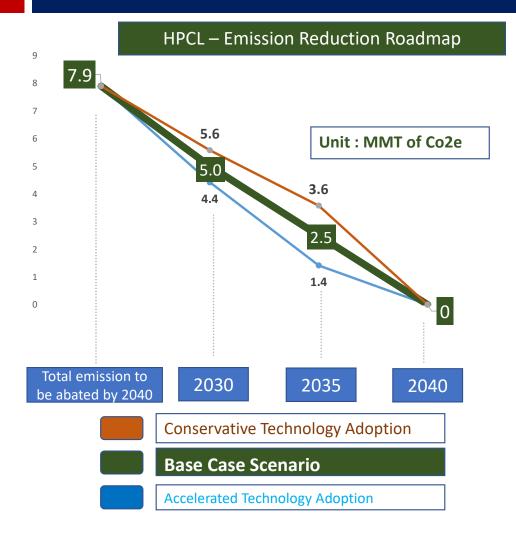
- HPCL is committed to conduct business with an objective of preserving the environment and contributing to sustainable development.
- Plans underway to achieve Net zero Scope 1 & 2 emissions by 2040.
- Dedicated Energy Transition Cell



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## HPCL Net Zero Plan: Development of Roadmap



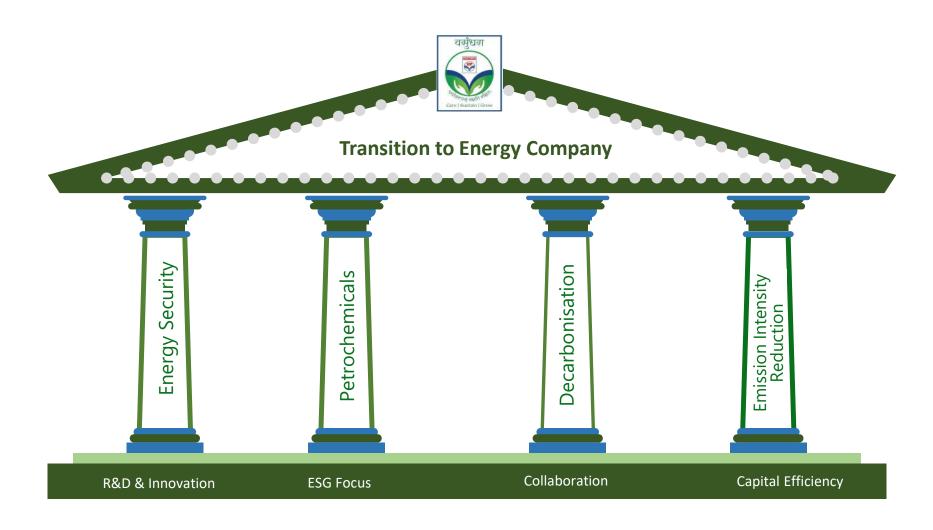


#### Key Levers/investment for emission reduction

| Lever                           | Investment      | % Reduction |
|---------------------------------|-----------------|-------------|
| 2 1 Efficiency                  | > Rs. 10,000 Cr | 17%         |
| 2 Renewables                    | > Rs. 10,000 Cr | 17%         |
| <b>B</b> Fuel switch to bio gas | > Rs. 29,200 Cr | 48%         |
| 4 Green<br>Hydrogen             | > Rs. 4,200 Cr  | 7%          |
| 5 ccus                          | > Rs. 6,400 Cr  | 11%         |
| Flare<br>6 reduction            | > Rs. 200 Cr    | 0.3%        |
| Total                           | Rs. 60,000 Cr   | 100 %       |

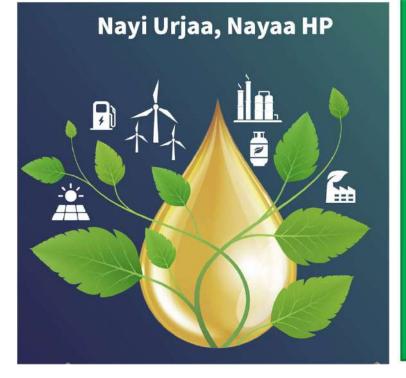
## **Energy Transition Strategy Framework**





### Nayaa HPCL : Fresh • Fast • Fluid





- 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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