

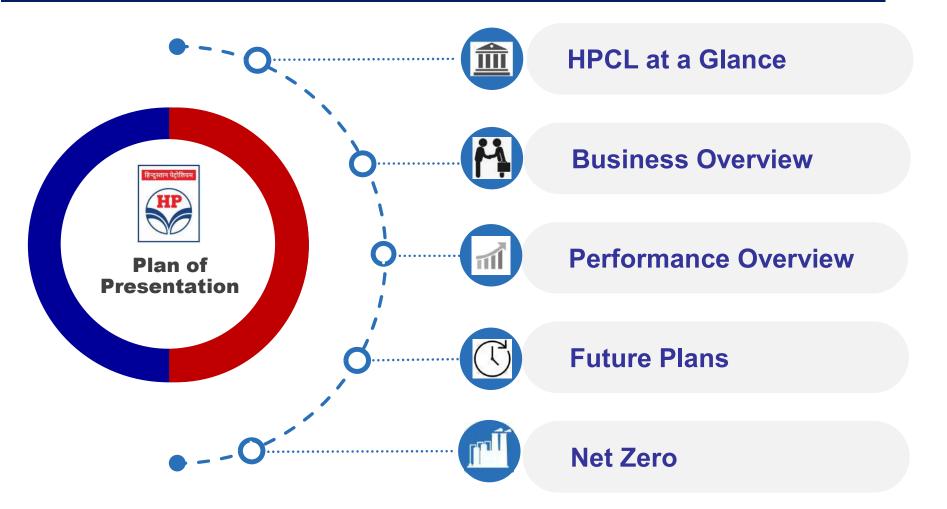
Hindustan Petroleum Corporation Limited

Investor Presentation

Mumbai 31st Jan, 2024

Plan of Presentation





HPCL at a Glance

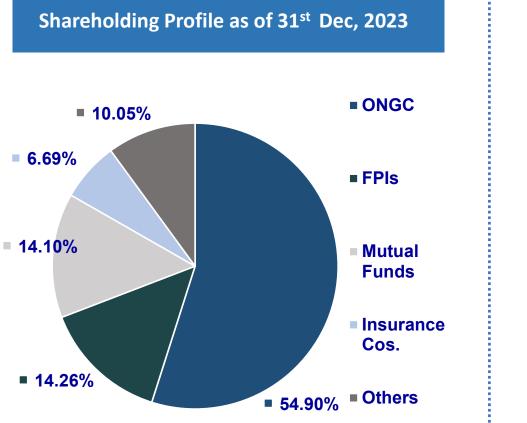
HPCL at a Glance

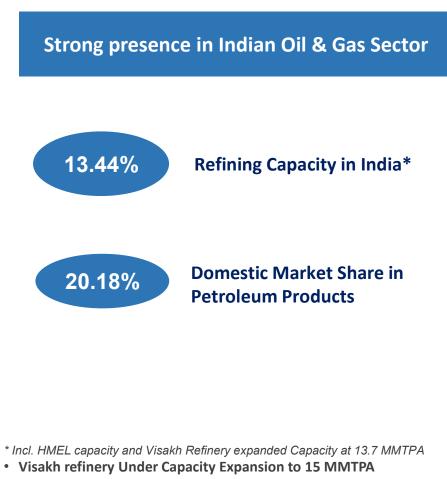


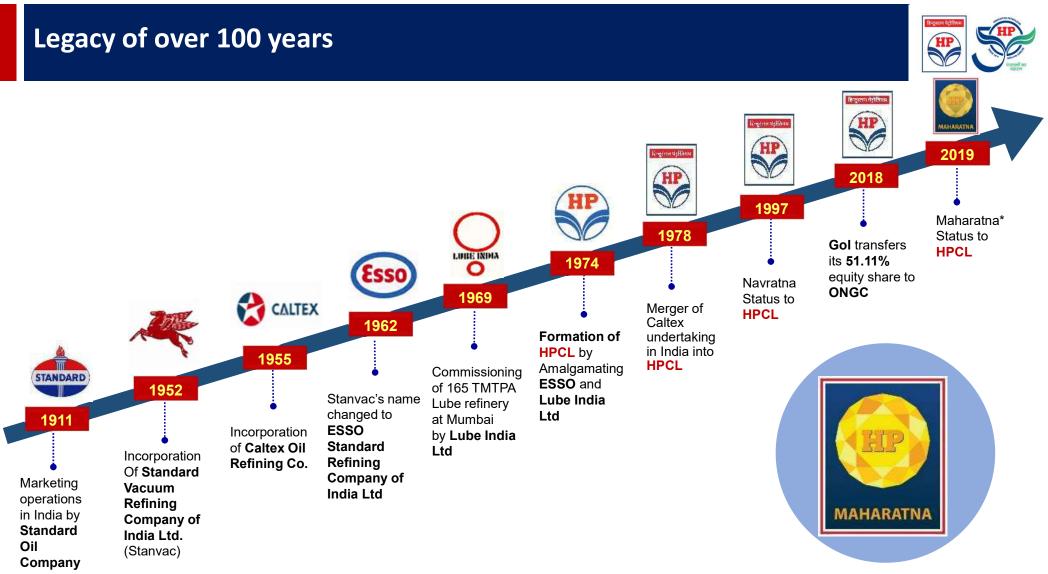


Shareholder Profile and strong presence in Indian O&G Sector







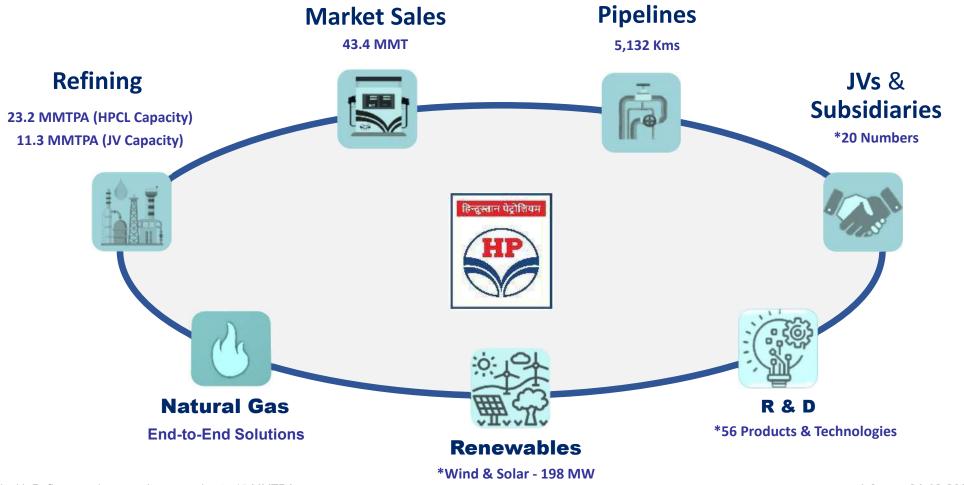


* Highest Status accorded by Gol to Mega Central Public Sector Enterprises

Business Overview

Diversified Portfolio



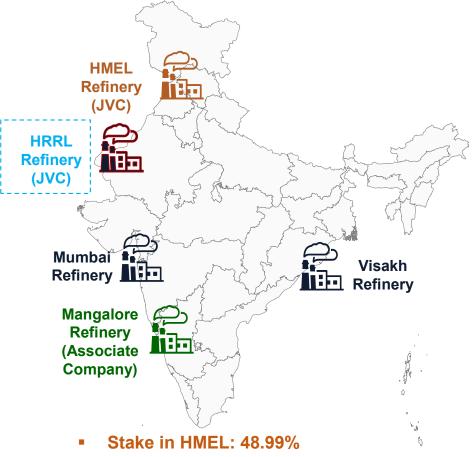


Visakh Refinery under capacity expansion to 15 MMTPA

* 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	

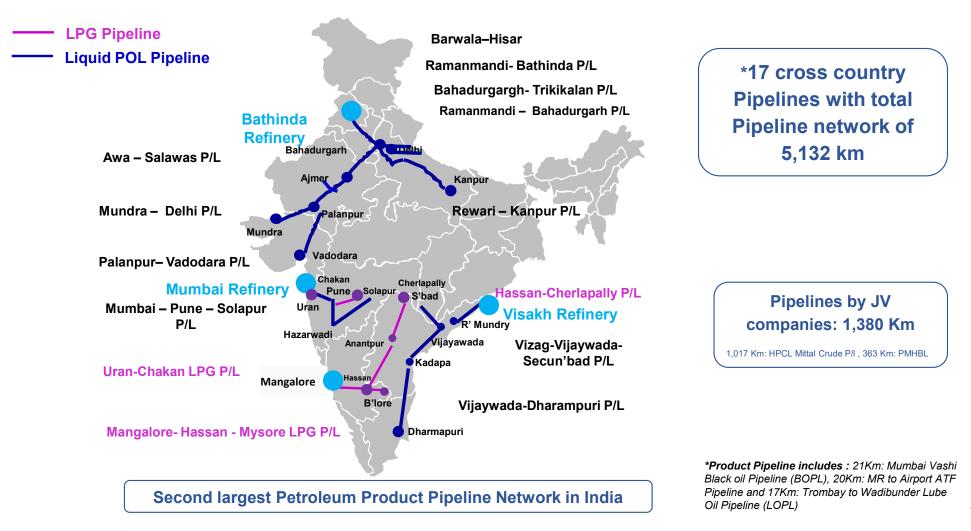
Lube Refinery (Mumbai) : 428 TMTPA

- 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 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	25 Million

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

13

HPGRDC Research Labs

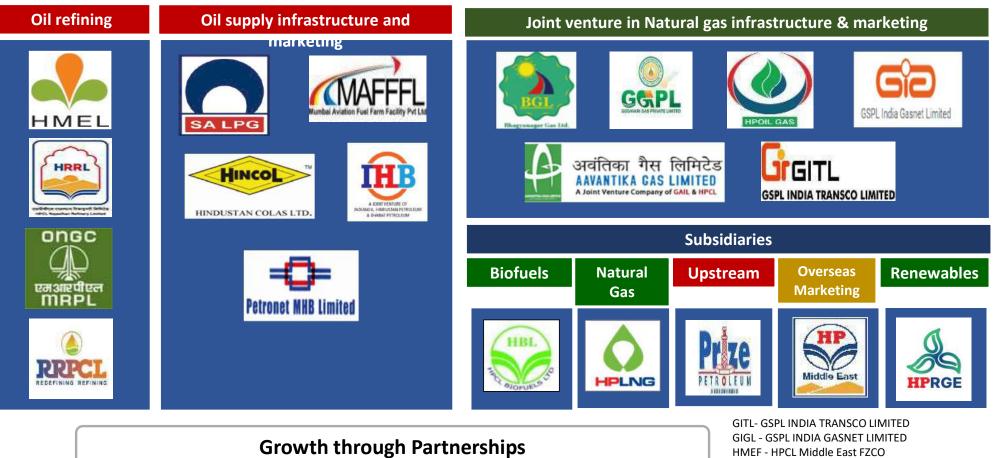


Phase-I

	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		14

Joint Ventures and Subsidiaries





Ratings and Accolades



At par with India's Sovereign Rating

Recognitions and Accolades

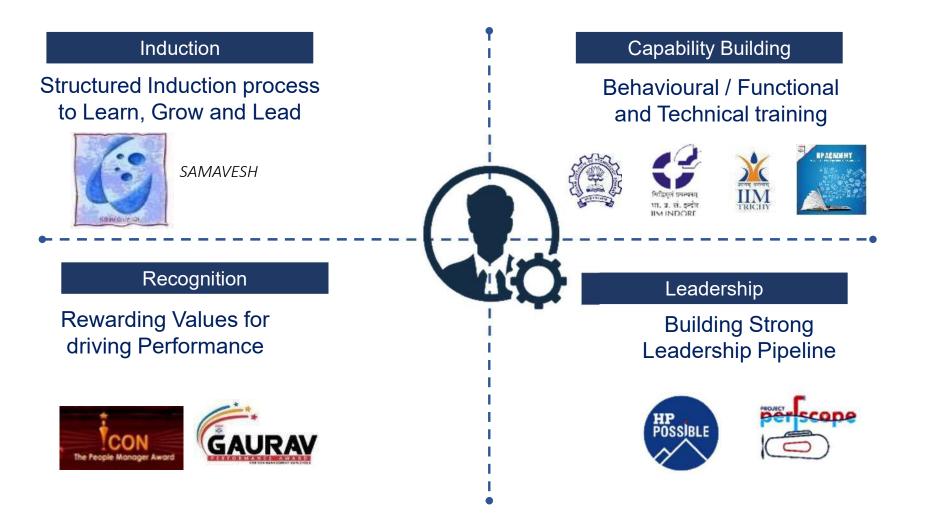


Recipient of FIPI's Company of the Year in Excellence in Human Resource Management 2022

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

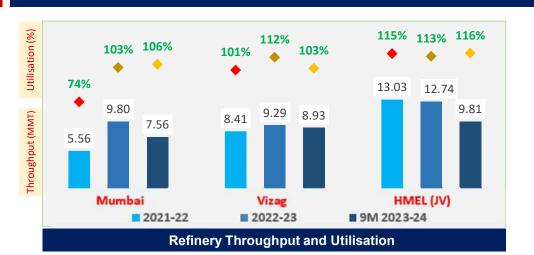


Net Loss Rs. (8,974) Cr



Refinery GRM US\$ 12.09 / bbl

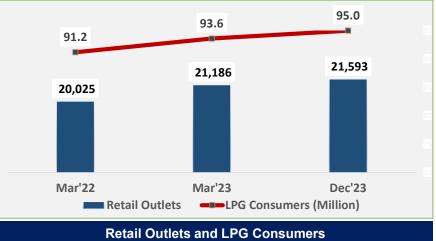
Strong Refining & Marketing Performance







Gross Refining Margins* (US\$ /bbl)



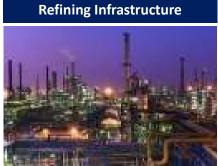
* Gross of Export Cess



22

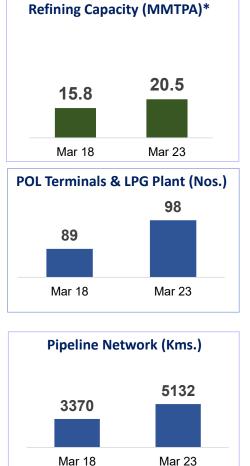
Infrastructure Capability enhancement in last 5 Years



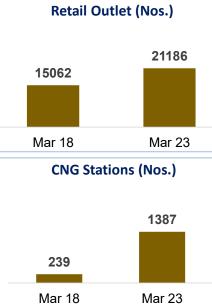


Supply & Distribution

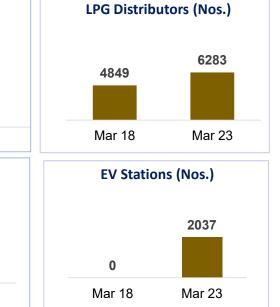








Customer Touchpoints Infrastructure



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

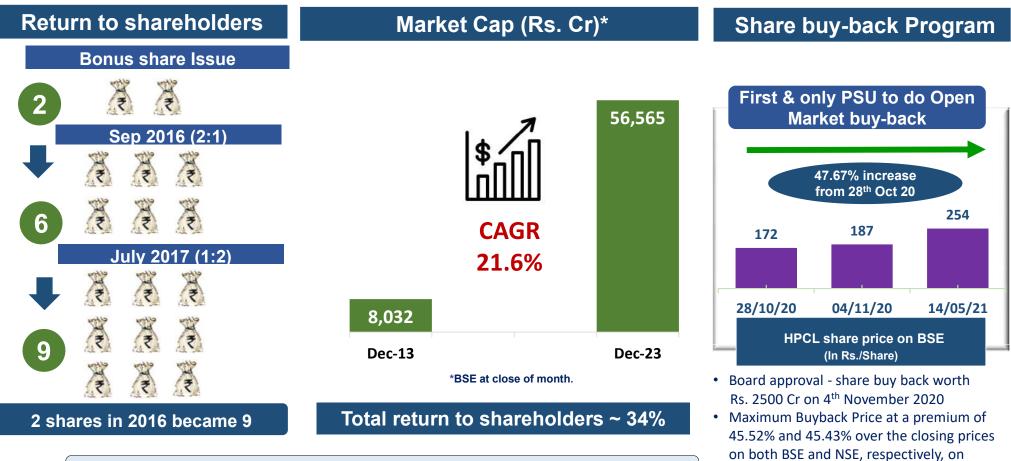
Strengthening of Infrastructure across value chain



Area of Value Chain	Investment (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





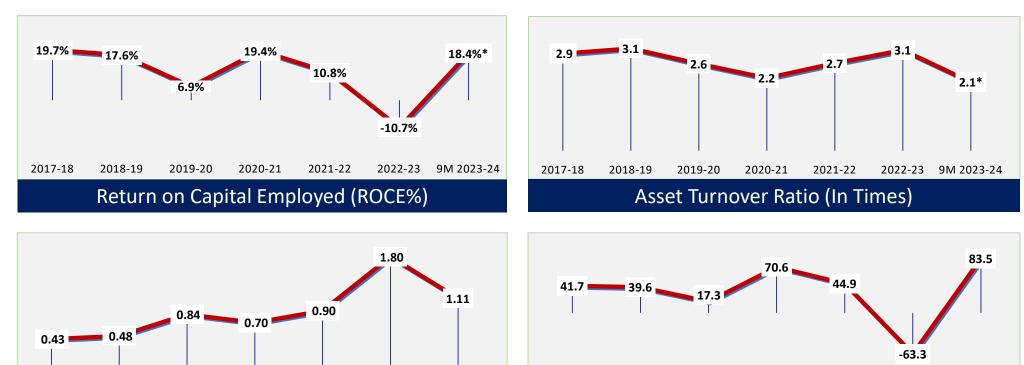
Consistent returns to stakeholders

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

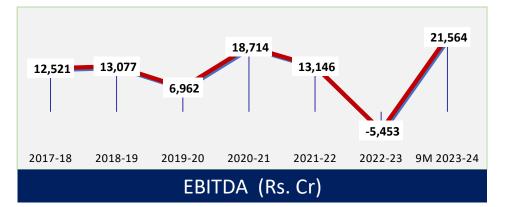
 Long Term Debt Equity Ratio (In Times)
 Earning per Share (In Rupees)

All Financial parameters reflecting inherent strength & growth potential

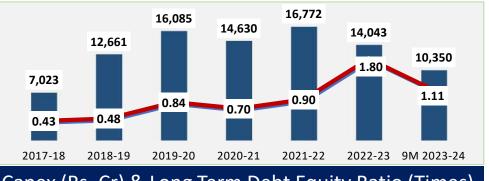
* Not annualized

26

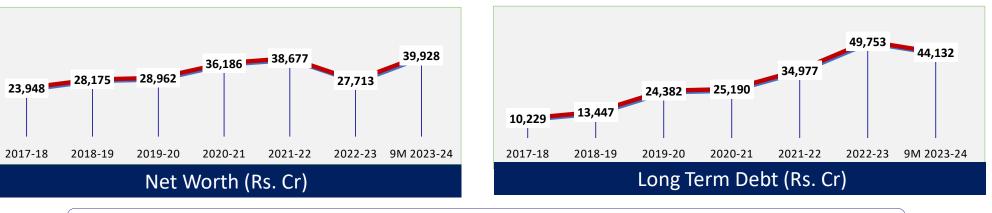
Key Financial Performance Parameters







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



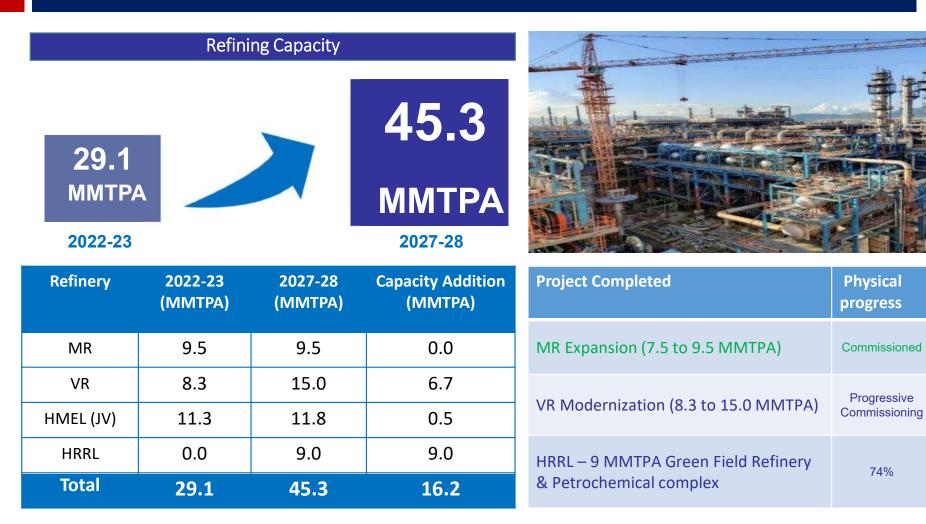
Project Cost

(Rs. Cr)

5,060

26,264

72,937



Rajasthan Refinery (HRRL): Project Snapshot



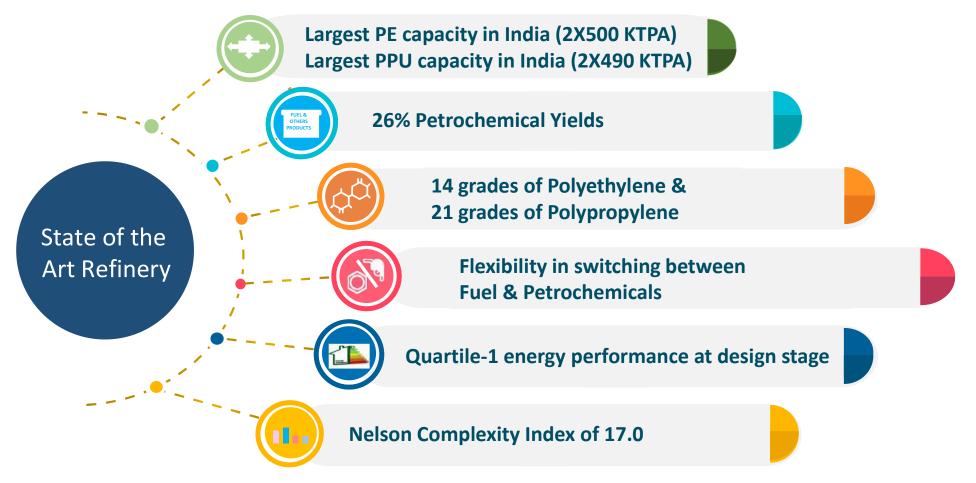
- JV of HPCL (74%) and Govt. of Rajasthan (26%)
- Project cost : Rs. 72,937 Cr.
- Capacity : 9 MMTPA
- Location : Pachpadra, Rajasthan
- Configuration based on local crude from Barmer oil field / imported crude
- Land : ~ 4500 acres
- Expenditure : ~ Rs. 40,440 Cr. (31st Dec 23)



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, SRU, VGO-HDT, PFCC Unit, DCU, Treating /sweetening	MS
facilities	HSD
	Poly Propylen
Petrochemical Complex : DFCU, PPU, Butene-1, LLDPE/HDPE Swing	LLDPE
	HDPE
Utilities & Offsite/Associated Facilities:	Butadien
DCPP, Raw Water Reservoir at Nachna, Township, Crude Import Facilities	Benzene
•	Toluene
Pipelines:	Sulphur
Crude P/L Mundra to HRRL	
Crude P/L from Mangala Processing Terminal 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

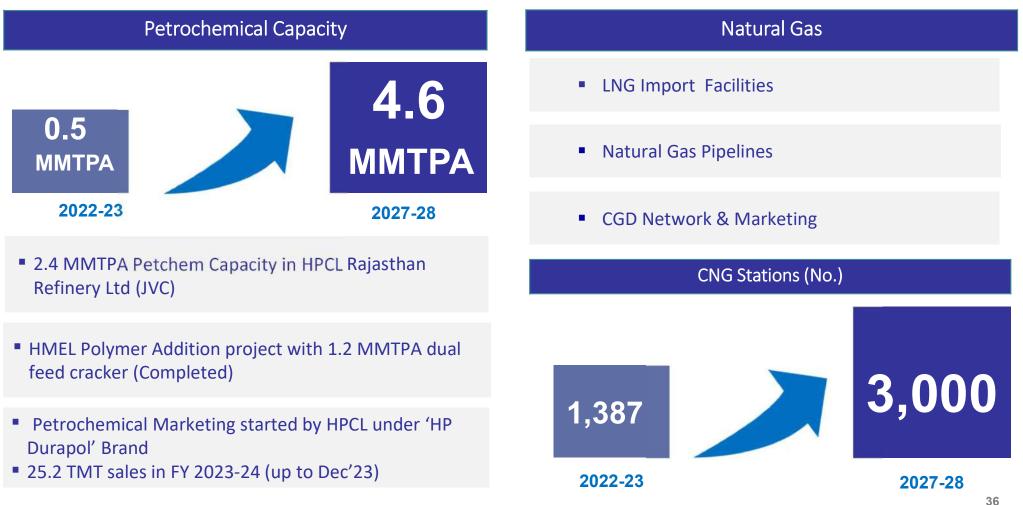
Marketing Network Expansion





Portfolio expansion in Petrochemicals & Natural Gas

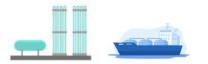




Natural Gas: Participation across entire value chain







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

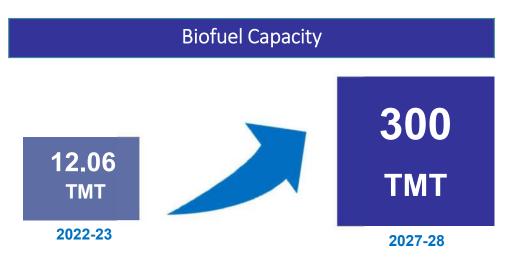
Current Status

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



Green Opportunities - Biofuels





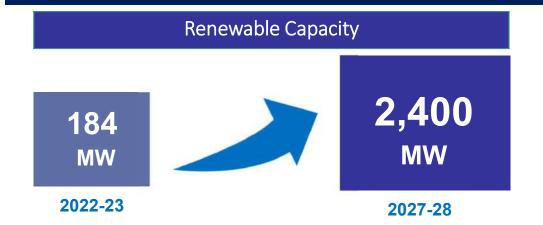


CBG Plant at Budaun- Milling Section

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







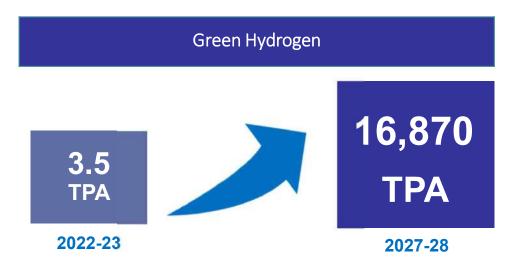
Solar Panels at HRGRDC, Bengaluru

- 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

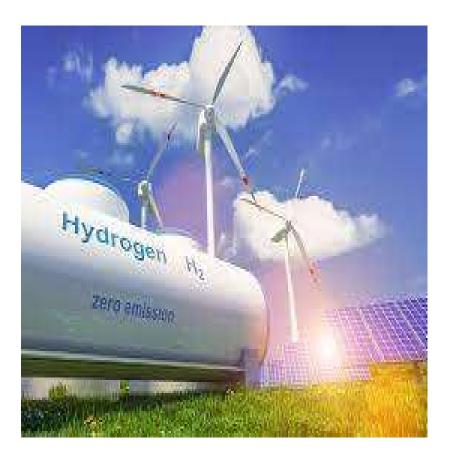
Renewables Project	Status	Project Cost (Rs. Cr)
Panipat Solar Project	Ongoing	45
Jhansi Solar Project	Ongoing	37
Solar Power Plant at Galiveedu	Upcoming	682
Greening Retail Outlets- Delhi	Upcoming	55

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

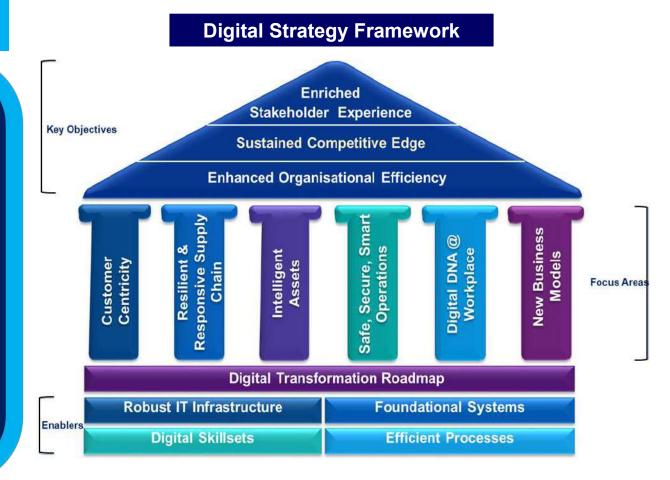


Digital Vision & Strategy



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

Parika p

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64

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

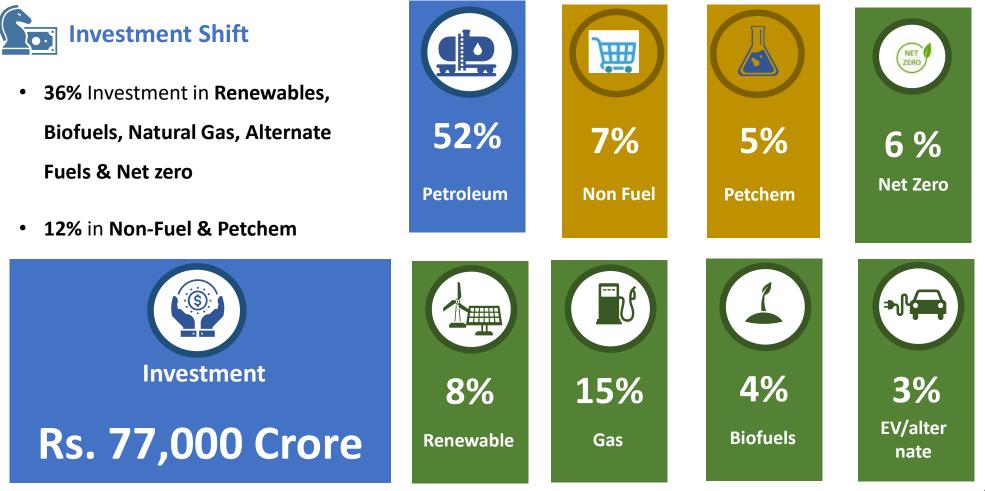
Operational Excellence

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)

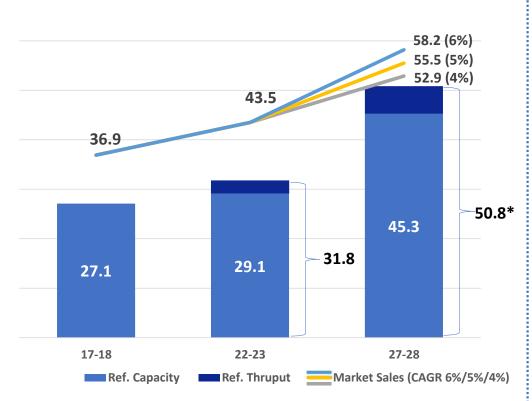




Maturing CAPEX to help Boost Bottomline







^{*} 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 Rs. 60,000 Crore towards Net-zero plans by 2040

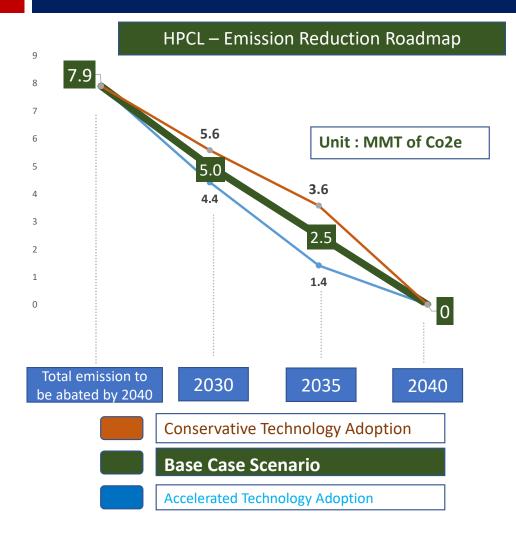
- HPCL is committed to conduct business with an objective of preserving the environment and contributing to sustainable development.
- Plans underway to achieve Net zero Scope 1 & 2 emissions by 2040.
- Dedicated Energy Transition Cell



47

HPCL Net Zero Plan: Development of Roadmap



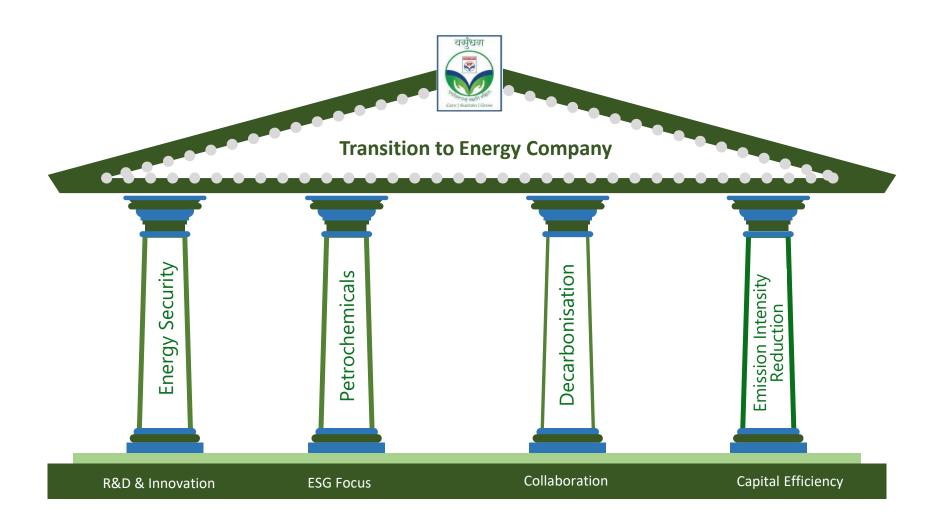


Key Levers/investment for emission reduction

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

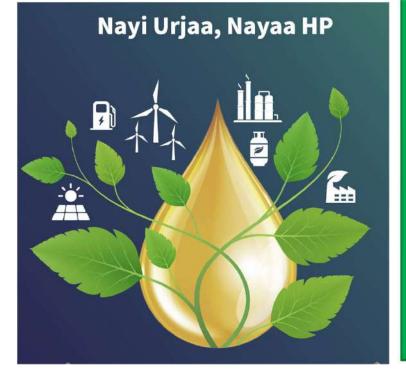
Energy Transition Strategy Framework





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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