



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
17, Jamshedji Tata Road, P. O. Box No. - 11041, Mumbai - 400 020. Tel. : 2286 3900 • Fax : 2287 2992 • e-mail : corphqo@hpcl.co.in
CIN No.: L23201MH1952GOI008858

Ref.: Co.Secy./VM/209/2017

July 03, 2017

Director – Investor Services & Listing,
The Bombay Stock Exchange Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001 **Script Code: 500104**

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**

**Sub: Presentation to Analysts / Investors-
Intimation under SEBI (Listing
Obligations and Disclosure
Requirements) Regulations 2015**

Dear Sirs,

We write with further reference to our earlier letters Ref. Co.Secy/VM/206/2017 & Co.Secy/VM/207/2017, both dated June 28, 2017 on the subject regarding the HPCL's proposed issue of Foreign Currency Denominated Bonds.

In continuation of the above and in compliance of Regulation 46 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we now forward herewith copy of the presentation made by the Company to the Institutional Investors/Analysts amongst others outside India in relation to the proposed issuance, with a request to host the same on the website of the Exchanges.

The above presentation is also hosted on the website of the company at URL www.hindustanpetroleum.com.

This is for your information.

Thanking you,

Very truly yours,

V. Murali
Dy. Company Secretary

Encl: a/a

हिन्दुस्तान पेट्रोलियम



Hindustan Petroleum Corporation Limited

Investor Presentation | June-July 2017

Disclaimer

This document has been prepared by Hindustan Petroleum Corporation Limited (**Company**). The information contained in this document has not been independently verified and no representation or warranty, expressed or implied, is made as to, and no reliance should be placed on the information or opinions contained herein. The information set out herein may be subject to revision and may change materially. The Company is under no obligation to keep current the information contained in this document and any opinions expressed in it are subject to change without notice. None of Company or any of its affiliates, advisers or representatives, or any of their respective members, directors, officers or employees or any other person shall have any liability whatsoever for any loss whatsoever arising from any use of this document or its contents, or otherwise arising in connection with this document (whether direct, indirect, consequential or other). This document is intended for parties to whom it is delivered only and is not intended for distribution to, or use by, retail investors. This document is also not intended for distribution to, or use by, any person or entity in any jurisdiction or country where such distribution or use would be contrary to law or regulations. This document is directed only at relevant persons and any investment or activity to which the document relates is available only to relevant persons. Other persons should not act upon this document or any of its contents. The information in this document is given in confidence. This document should be read in its entirety. This document remains the property of the Company and on request must be returned and any copies destroyed. This document is for information and convenient reference and does not constitute or form part of, and should not be construed as, any offer for sale or subscription of, or solicitation of any offer to buy or subscribe for, any securities of the Company (an **Offering**) nor should it or any part of it form the basis of, or be relied on in connection with, any contract or commitment whatsoever. Recipients of the information in this document are being provided with such information on the express condition that they will not rely on such information in any subsequent Offering, and shall rely only upon the offering materials circulated in connection with such Offering. This document does not constitute a recommendation regarding the securities of the Company and should not be treated as giving investment advice. The information in this document is subject to verification, completion and change without notice and the Company is under no obligation to update or keep current the information contained herein. Accordingly, no representation or warranty, express or implied, is made or given by or on behalf of the Company or its advisors, or any of their respective members, directors, officers or employees or any other person as to the accuracy, completeness or fairness of the information or opinions contained in this document. Neither the Company nor its advisors nor any of their respective members, directors, officers or employees nor any other person accepts any liability whatsoever for any loss however arising from any use of this document or its contents or otherwise arising in connection therewith. Certain statements contained in this presentation may be statements of future expectations and other forward-looking statements that are based on third party sources and involve known and unknown risks and uncertainties. Forward-looking statements contained in this presentation regarding past trends or activities should not be taken as a representation that such trends or activities will continue in the future. There is no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. You should not place undue reliance on forward-looking statements, which speak only as of the date of this presentation. Any securities, financial instruments or strategies mentioned herein may not be suitable for all investors. The recipient of this presentation must make its own independent decision regarding any securities of financial instrument. Recipients should consult their own legal, regulatory, tax, business, investment, financial and accounting advisers to the extent that they deem it necessary, and make their own investment, hedging and trading decisions based upon their own judgement and advice from such advisers as they deem necessary and not upon any view expressed in this material. This presentation is not directed at persons located in the United States. The presentation is being made to you on the basis that you have confirmed your representation to each of Citigroup Global Markets Singapore Pte. Ltd., DBS Bank Ltd., MUFG Securities EMEA plc, SBICAP (Singapore) Limited and Standard Chartered Bank (the **Joint Lead Managers**) that you are not resident in the United States and, to the extent you purchase the securities described herein you will be doing so pursuant to Regulation S under the Securities Act. This presentation is not directed at persons located in the United States and does not constitute an offer or invitation to subscribe for or purchase any Securities in the United States, Canada, Japan, India, Australia or otherwise. This presentation may not be taken or transmitted, directly or indirectly, into the United States, Canada, Japan, India or Australia or distributed, directly or indirectly, in the United States, Canada, Japan, India or Australia.

Neither this presentation nor any copy of it may be taken or transmitted into the United States of America, its territories or possessions, or distributed, directly or indirectly, in the United States of America, its territories or possessions. Any failure to comply with this restriction may constitute a violation of U.S. securities laws. The securities have not been, and will not be, registered under the U.S. Securities Act of 1933, as amended (the **Securities Act**), or with any other securities regulatory authority of any state or other jurisdiction and may not be offered, sold, pledged, delivered or otherwise transferred within the United States except pursuant to an exemption from, or in a transaction not subject to, the registration requirements of the Securities Act and any applicable state or local securities laws. Any offering in the United States may be made only by means of the relevant offering document that may be obtained from the Company and that will contain detailed information about the Company and management, as well as financial statements. The Company does not intend to register any portion of any proposed offering in the United States or to conduct a public offering of securities in the United States.

This presentation does not constitute an offer to sell, offer to purchase, or a solicitation to sell or solicitation to purchase or subscribe for securities (whether to the public or by way of private placement) within the meaning of the Indian Companies Act, 1956, as amended, the Indian Companies Act, 2013 (including any rules made thereunder), as amended (the **Companies Act**), the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations 2009, as amended and other applicable laws of India. This presentation is not an offer document or a prospectus or a private placement offer letter or an offering circular under the Companies Act. This presentation has not been and will not be registered as a 'prospectus' with the Registrar of Companies in India and no such document will be circulated or distributed to any person in India.

By receiving this document, you are deemed to have represented and agreed that you and any of your customers that you represent (i) are sophisticated investors to whom it is lawful to communicate and (ii) are located outside of the United States. This document is not financial, legal, tax or other product advice. Prospective investors should consult their tax, legal, accounting or other advisers. Prospective investors should rely solely on their own examination of the relevant offering document, which will contain material information not in this document, in making a determination as to whether to invest in the Securities offered. As the offering may involve particular risks and uncertainties, prospective investors should read and understand the explanations of relevant risks in the final version of the relevant.



1. Introduction



HPCL – A “Navratna” Company



Global Recognition	#367⁽¹⁾ <small>(#6 among Indian companies)⁽¹⁾</small>	#48⁽²⁾ <small>(#7 among Indian companies)⁽²⁾</small>
Strategic Importance	<ul style="list-style-type: none"> • Government of India Parentage – 51.11% ownership 	
Strategic Located Refineries	<ul style="list-style-type: none"> • 2 refineries located in West Coast and East Coast with total capacity of 15.8 MMTA • 9 MMTPA JV refinery located in North with petroleum products marketing rights • Largest Lube Refinery accounting for c.40% of India's total lube production • 2nd highest Bitumen production in India⁽³⁾ 	
India's Leading Marketer	<ul style="list-style-type: none"> • #1 Lube Marketer in India for 4th consecutive year⁽³⁾ • 2nd largest LPG marketer in India⁽⁴⁾ • 2nd largest Retail Outlet network in India⁽³⁾ 	
Customer Touch Points	<ul style="list-style-type: none"> • 14,412 Retail Outlets • 4,532 LPG Distributors • 213 lube Distributors⁽³⁾ 	<ul style="list-style-type: none"> • 1,638 SKO / LDO Dealerships • 231 CNG Facilities⁽³⁾ • 115 Clearing and Forwarding Agents⁽³⁾
State-of-Art Infrastructure	<ul style="list-style-type: none"> • 3,370 kms Pipeline Network • 42 Terminals / Tap off Point • 62 Depots 	<ul style="list-style-type: none"> • 47 LPG Plants • 37 Aviation Service Fuel Stations • 7 Lube Blending Plants⁽³⁾
HPCL Strong 2016-17 Performance⁽³⁾	<ul style="list-style-type: none"> • Highest Ever Market Sales (35.2 MMT) • Highest Ever Refining Throughput (28.3 MMT)⁽⁵⁾ 	<ul style="list-style-type: none"> • Highest Ever Pipeline Throughput (17.9 MMT) • Highest Ever Net Income of \$1.3bn (consolidated)
Strong Credit Recognition	Baa3 (Positive)	BBB- (Stable)

Notes: FX Rates for USD:INR – Mar'15: 62.59; Mar'16: 66.33; Mar'17: 64.84 (as per RBI at March 31st of each year).

(1) Fortune 500 list website: <http://fortune.com/global500/>. (2) Platts 250 website: <https://top250.platts.com/Top250Rankings>.

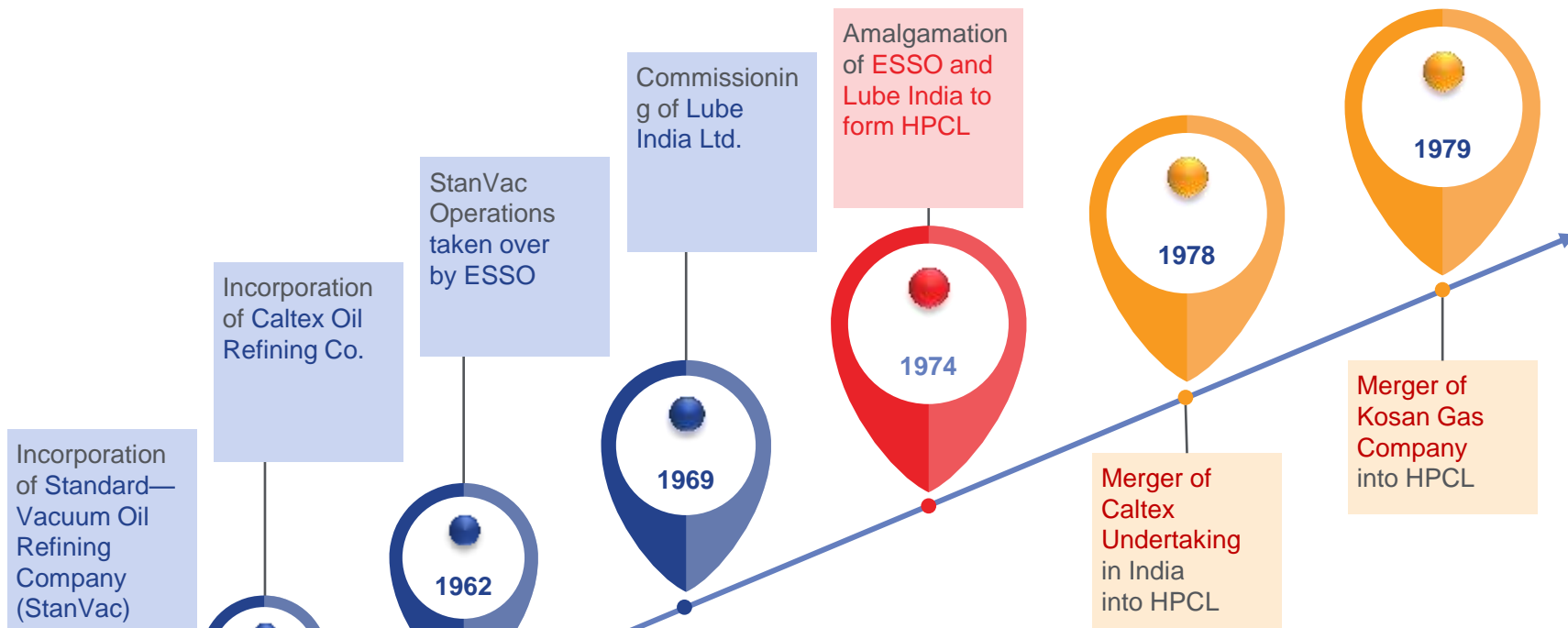
(3) HPCL's June 2, 2017 presentation http://www.hindustanpetroleum.com/documents/pdf/latest_Analyst_meet.pdf.

(4) HPCL's August 30, 2017 presentation http://www.hindustanpetroleum.com/documents/pdf/2016-08-30-HPCL_Pres_at_12th_GIC_Ver_4_2.pdf (5) Including HMEL refinery.



Evolution of HPCL

Established originally as an MNC. Blend of private and public sector expertise.



Significant Growth over the Last decade

	FY2008 ⁽¹⁾		FY2017
Sales (\$bn)	17.3	→	33.0
Throughput (MMTPA)	16.8	→	28.3 ⁽²⁾

Notes:

(1) HPCL FY2008 Annual Report.

(2) Including HMEL refinery.



2. Key Highlights and Strategy



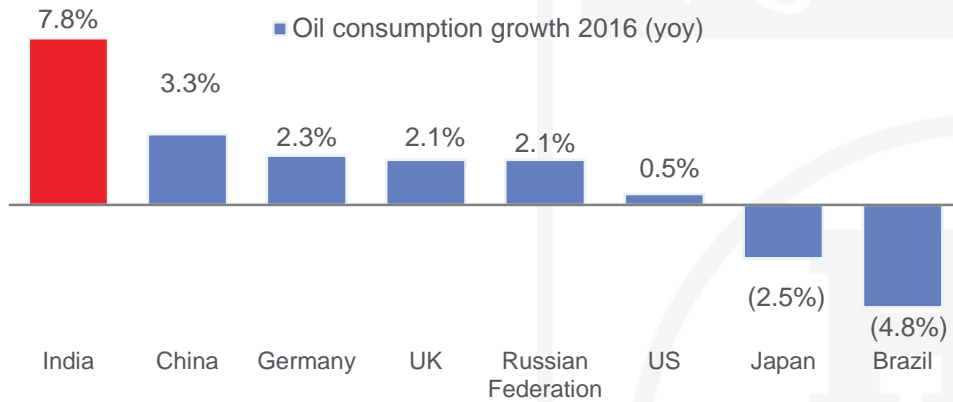
Key Highlights

- 01 **Favourable Industry Dynamics**
- 02 **Strategically Located Refineries**
- 03 **Widespread Marketing Infrastructure and Distribution Network**
- 04 **Strong Operating and Marketing Performance**
- 05 **Dedicated Research and Development Centre**
- 06 **Strong Balance Sheet and Financials**
- 07 **Experienced and Competent Management Team**

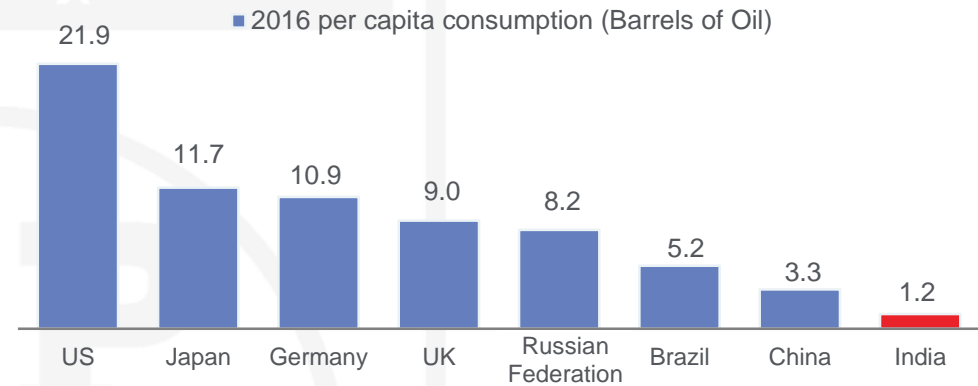
1 Favourable Industry Dynamics

Significant opportunity driven by increasing demand and consumption for petroleum products in India.

Highest Oil Consumption Growth⁽¹⁾

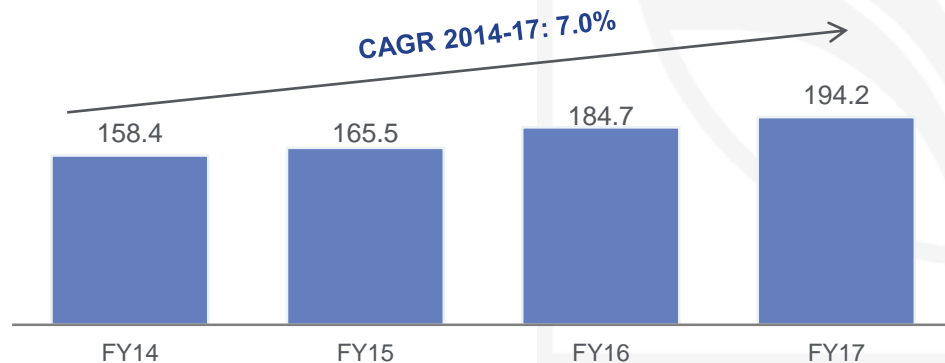


Low Per Capita Oil Consumption⁽¹⁾



Petroleum Products Consumption Growth⁽²⁾

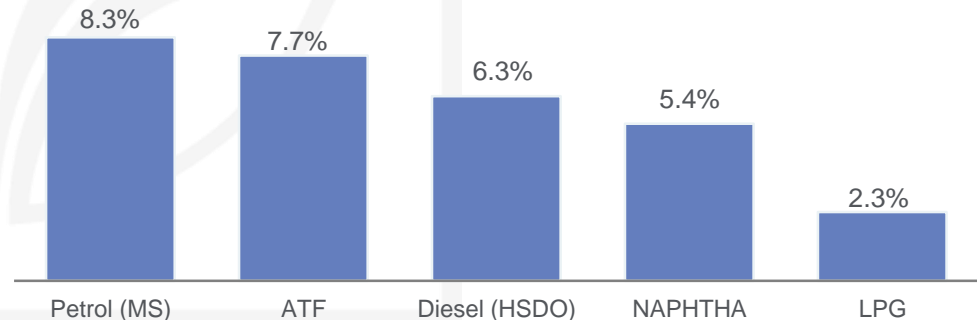
Petroleum products consumption in India (in MMT)



Growing Demand for Petroleum Products⁽²⁾

Demand for Petroleum products: CAGR 2018-2022 (%)

Demand of key petroleum products expected to increase at a CAGR of 5%+ during 2018-22



Notes:

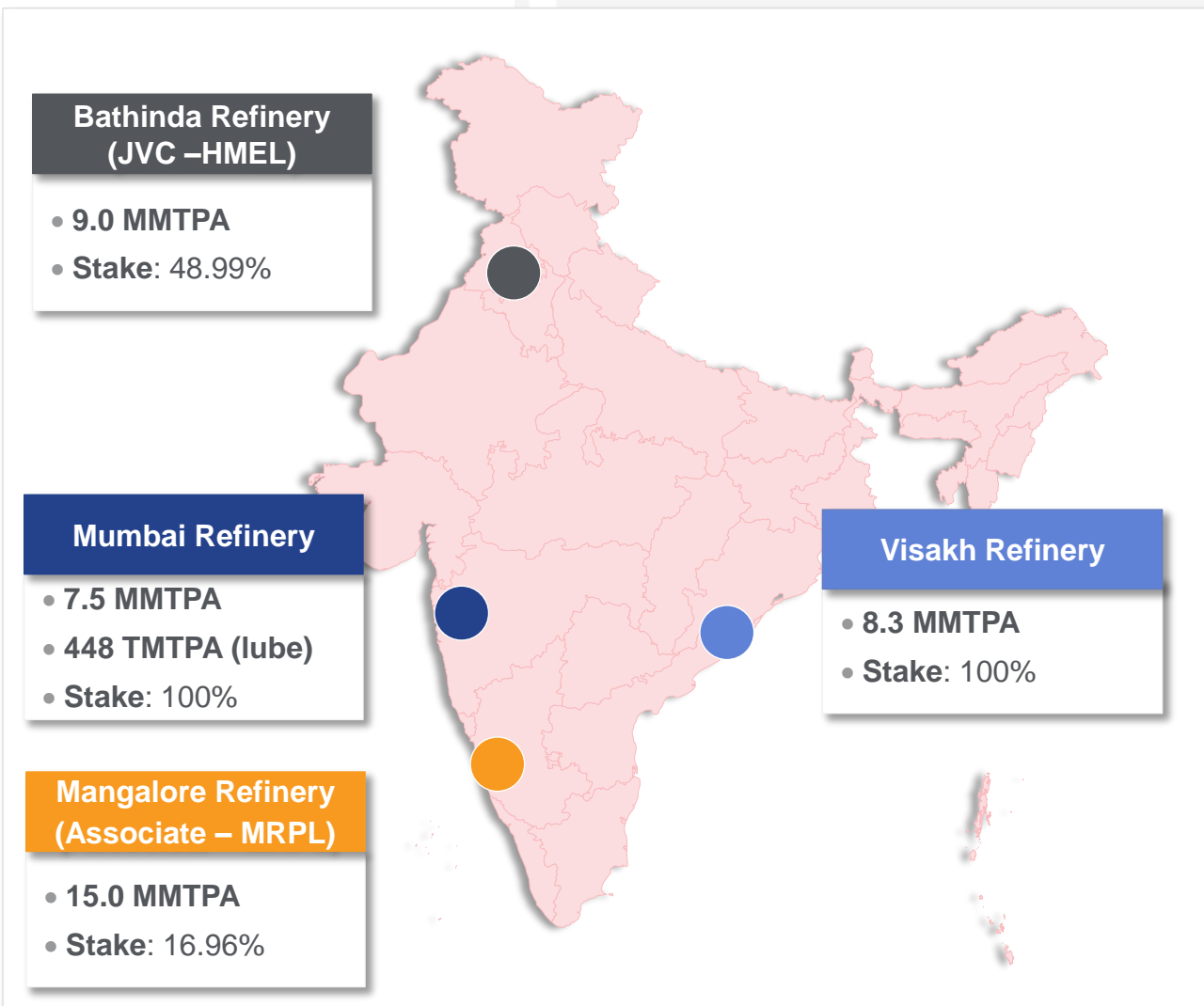
(1) BP Statistical Review of World Energy June 2017. Population data for Per Capita consumption from Worldometers.

(2) Petroleum Planning and Analysis Cell, April and June 2017 reports.



2 Strategically Located Refineries

Strategically located refineries employing state-of-the-art technology with total capacity of 24.8 MMTPA⁽¹⁾.



Bathinda Refinery (JVC –HMEL)

- 9.0 MMTPA
- Stake: 48.99%

Mumbai Refinery

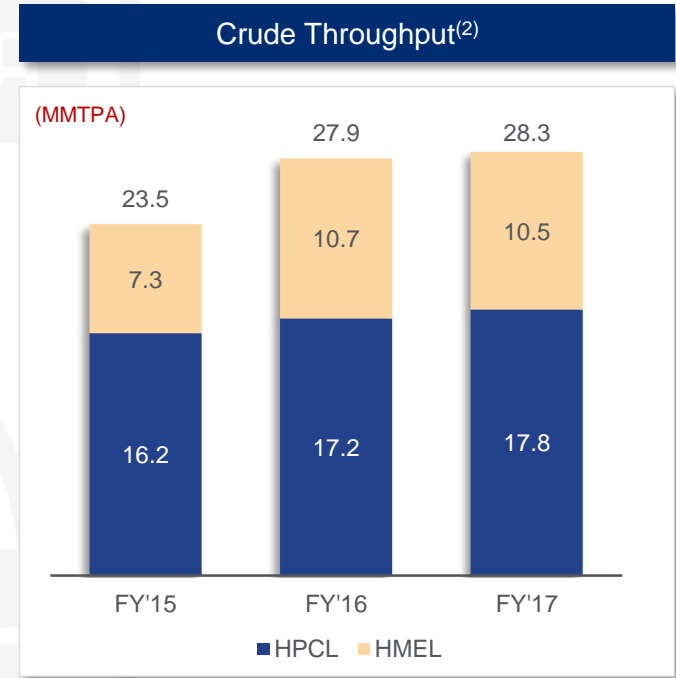
- 7.5 MMTPA
- 448 TMTA (lube)
- Stake: 100%

Mangalore Refinery (Associate – MRPL)

- 15.0 MMTPA
- Stake: 16.96%

Visakh Refinery

- 8.3 MMTPA
- Stake: 100%



- ✓ Capacity Utilisation >100%
- ✓ India's Largest Lube Refinery⁽²⁾
- ✓ India's 2nd Highest Bitumen Production⁽²⁾

Notes:

(1) Including own and HMEL refinery capacity where HPCL has marketing rights.

(2) HPCL's June 2, 2017 presentation http://www.hindustanpetroleum.com/documents/pdf/latest_Analyst_meet.pdf.

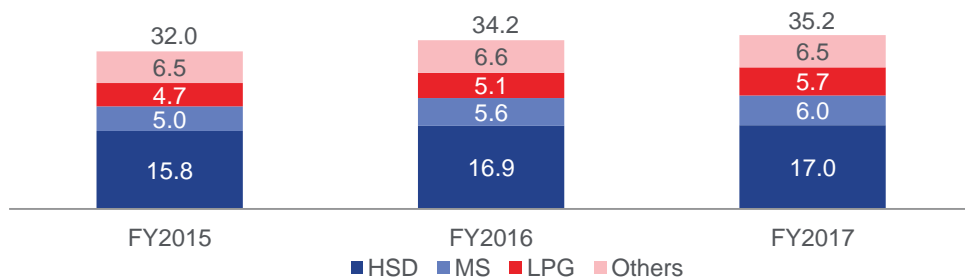


One of the leading marketer of petroleum products.

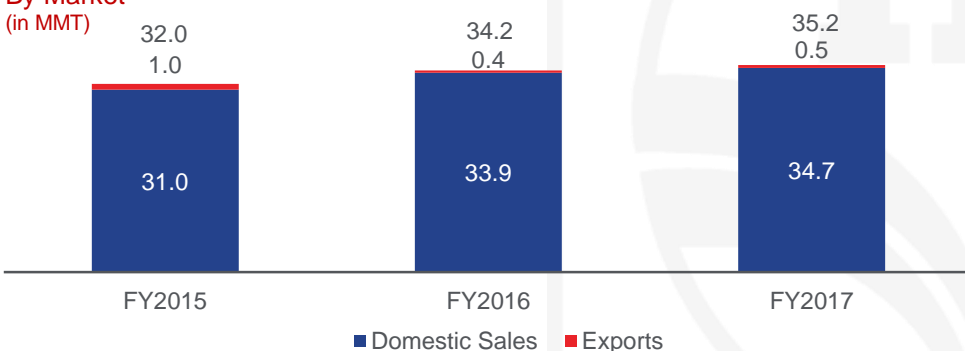
Market Sales

By Product
(in MMT)

Highest ever Market Sales in FY2017



By Market⁽⁴⁾
(in MMT)



Customer Touch Points



Retail Outlets

14,412



LPG Distributors

4,532



SKO / LDO Dealerships

1,638



CNG Facilities at Retail Outlets⁽⁴⁾

231



Lube Distributors⁽⁴⁾

213



Carrying and Forwarding Agents⁽⁴⁾

115



LPG Customer Base

61 mln



Leading marketer with market share of c.21.44%⁽¹⁾



#1 Lube Marketer in India for 4th Consecutive Year⁽³⁾



2nd Largest Retail Outlet Network in India Market
Share of c.26.4%⁽²⁾



2nd Largest LPG Marketer in India⁽⁴⁾

Notes:

(1) Share of country's petroleum products production for FY2017. Source: Petroleum Planning and Analysis Cell.

(2) Share of country's PSUs retail outlets for FY2017. Source: Petroleum Planning and Analysis Cell.

(3) HPCL's June 2, 2017 presentation http://www.hindustanpetroleum.com/documents/pdf/latest_Analyst_meet.pdf.

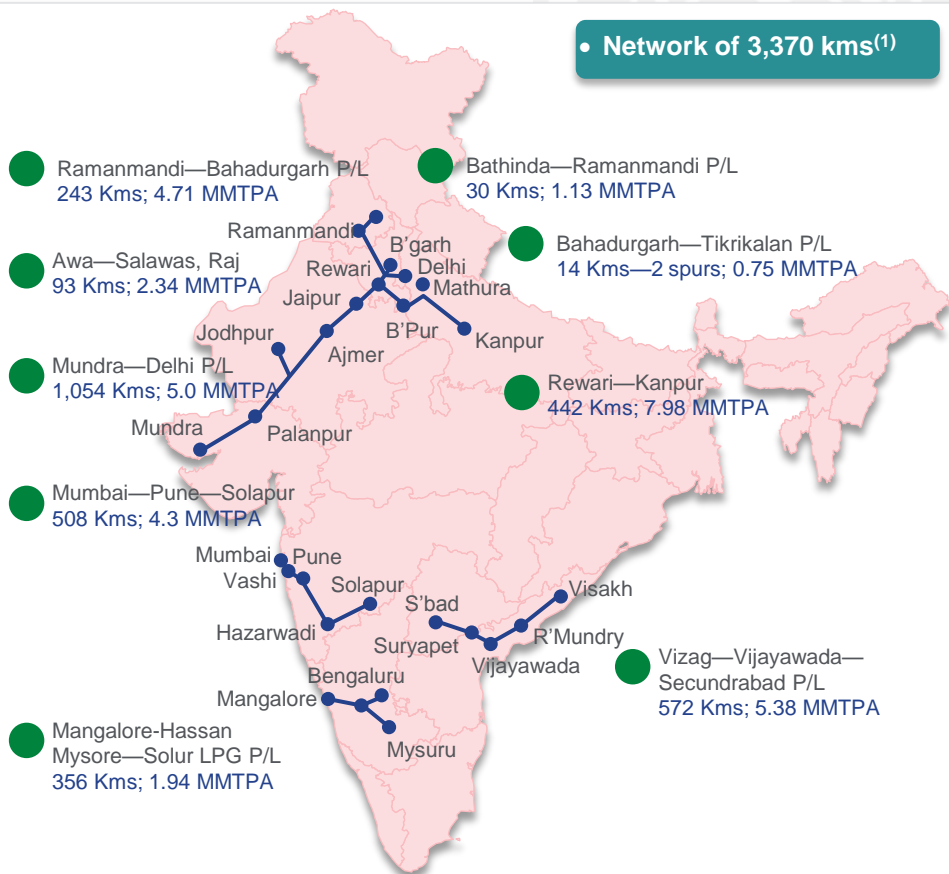
(4) HPCL's August 30, 2017 presentation http://www.hindustanpetroleum.com/documents/pdf/2016-08-30-HPCL_Pres_at_12th_GIC_Ver_4_2.pdf

3 Widespread Marketing Infrastructure and Distribution Network (Cont'd)

Strategically located state of art infrastructure with robust technology-enabled process.

Strategic Cross Country Pipeline Network

• Network of 3,370 kms⁽¹⁾



Robust Supply Infrastructure

42

Terminals / TOPs

62

Depots

47

LPG Plants

37

ASFs

7

Lube Blending Plants

45

QC Labs⁽³⁾

3.1

MMT

POL Tankage⁽³⁾

4.4

MMTPA

LPG Bottling Capacity⁽³⁾

305

TMTPA

Lube Blending Capacity⁽³⁾



✓ 2nd largest pipeline network with market share of 20.9%⁽²⁾

Notes:

(1) Excluding specialty product pipelines.

(2) Share of country's petroleum products pipeline network for FY2017. Source: Petroleum Planning and Analysis Cell.

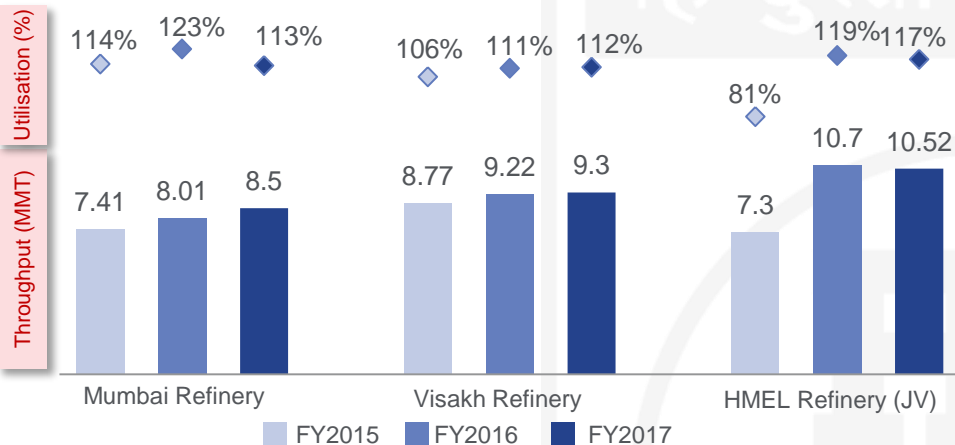
(3) HPCL's June 2, 2017 presentation http://www.hindustanpetroleum.com/documents/pdf/latest_Analyst_meet.pdf.



Strong Operating and Marketing Performance

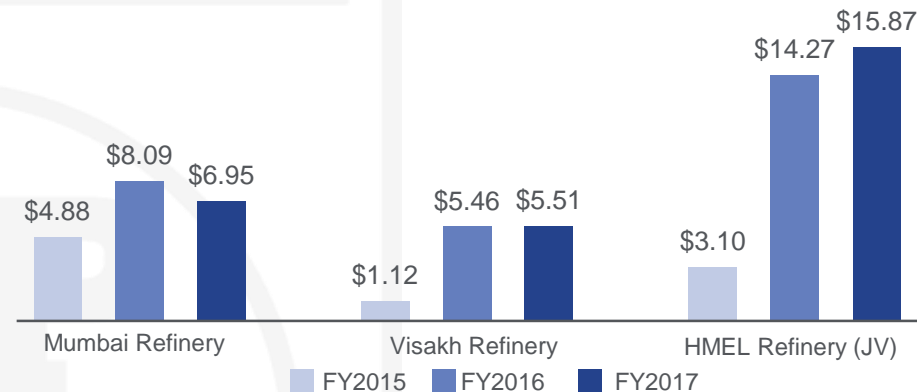
Strong operating performance with increased refining throughput, above industry average refinery utilisation rate, higher petroleum market sales, and increased retail outlets and LPG customers.

Refinery Throughput and Utilisation



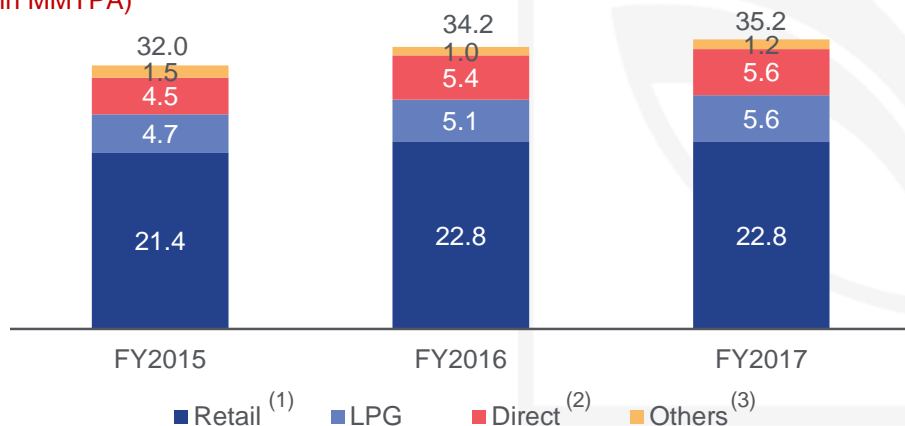
Gross Refining Margins

(US\$ per barrel)

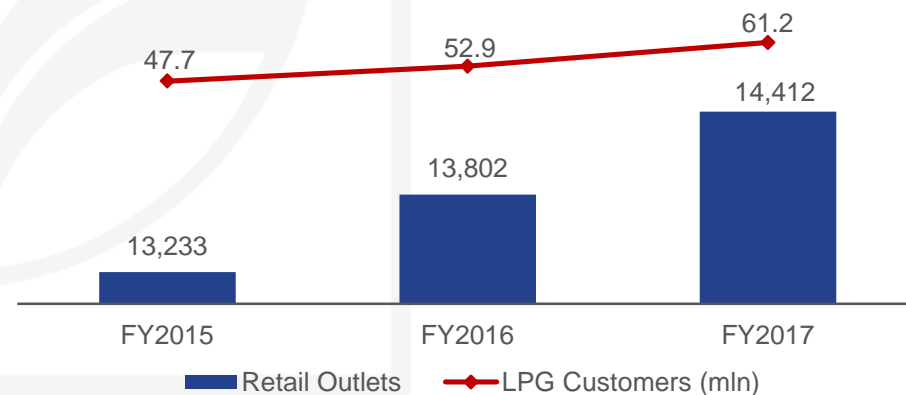


Market Sales⁽⁴⁾

(in MMTPA)



Retail Outlets and LPG Customers⁽⁴⁾



Note:

(1) Retail includes Petrol (MS) and Diesel (HSDO). (2) Direct includes Industrial and Customers.

(3) Others include Aviation sales and Export sales.

(4) FY2015-16 numbers from HPCL's AR2016 - <http://www.hindustanpetroleum.com/documents/pdf/HPCL%20Annual%20Report%202015-16.pdf>.

4 Strong Operating and Marketing Performance (Cont'd)

Various improvement initiatives and implementation of latest technology has yielded in significant efficiencies.

Key Profit Improvement Initiatives

- ✓ **Crude mix optimisation** based on price differential
- ✓ **Energy Efficiency** improvement
- ✓ **Opex reduction** through use of Natural Gas / Open access power purchase
- ✓ **Maximising value added products** like Lubes
- ✓ Maximising “**Net Corporate Realisation**”

Creating Value Through Technological Advancement

Empowering Customers

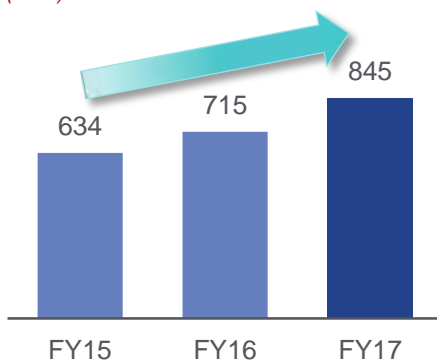
- ✓ **Automation** at 4,342 outlets
- ✓ **Automation planned** at 4,100+ outlets⁽¹⁾
- ✓ **Cashless payment** mode enablement ~80%+⁽¹⁾
- ✓ **Online LPG connection and refill payment**

Enhancing
Transparency

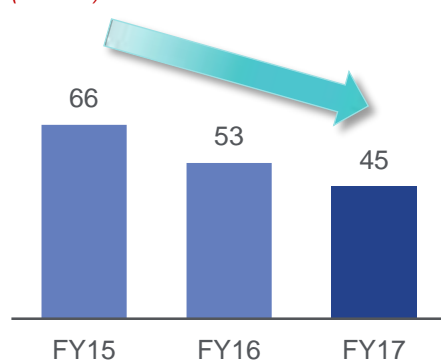
Creating
Convenience

Productivity Enhancement at POL Locations

Bay Filling Rate⁽¹⁾ (LPM)



TT Cycle Time⁽¹⁾ (Minutes)



Supply Chain Management

- ✓ Pipeline **Intrusion Detection System**
- ✓ Pipeline **Integrity Management Software**
- ✓ **Vehicle Tracking System**
- ✓ **Terminal Automation System**
- ✓ **Online Inventory Monitoring**

Efficient
Operations

Ensuring
Safety &
Quality

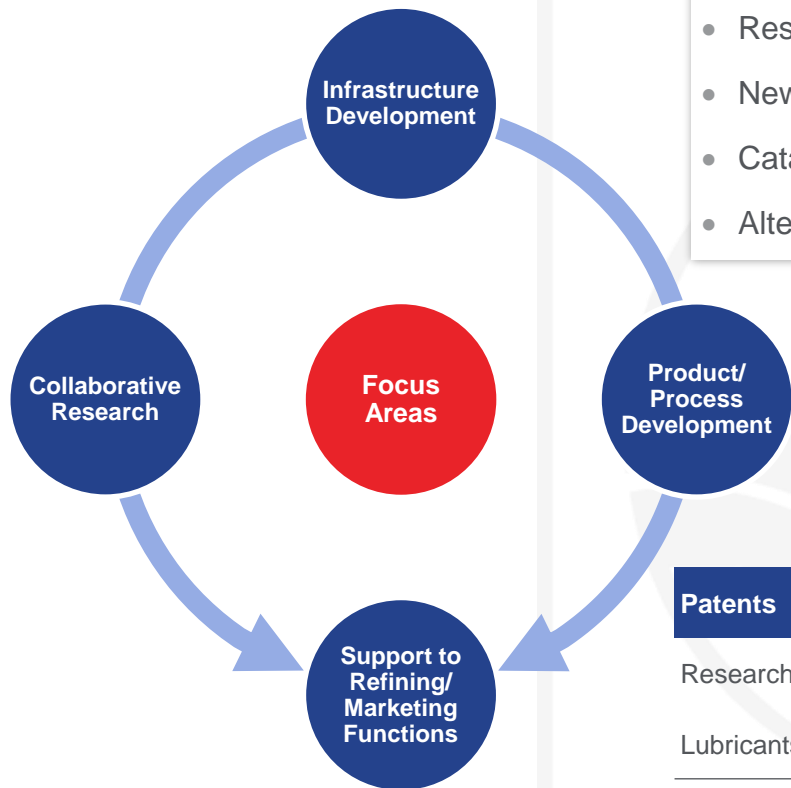
Notes:

(1) HPCL's June 2, 2017 presentation http://www.hindustanpetroleum.com/documents/pdf/latest_Analyst_meet.pdf.

5 Dedicated Research and Development Centre

Engaged in the development of new products, development of new technologies and enhancement of existing technologies

- Green R&D Centre at Bengaluru
- R&D Centre at Vashi



R&D Thrust Areas

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

Patents	Applied	Obtained
Research Areas	64	–
Lubricants	6	2

8 Projects Demonstrated and are ready for Licensing

Green R&D Centre : Bengaluru



- Land: 120 Acres
- Built up area: 3 lakh sq. ft.
- 41 Scientists



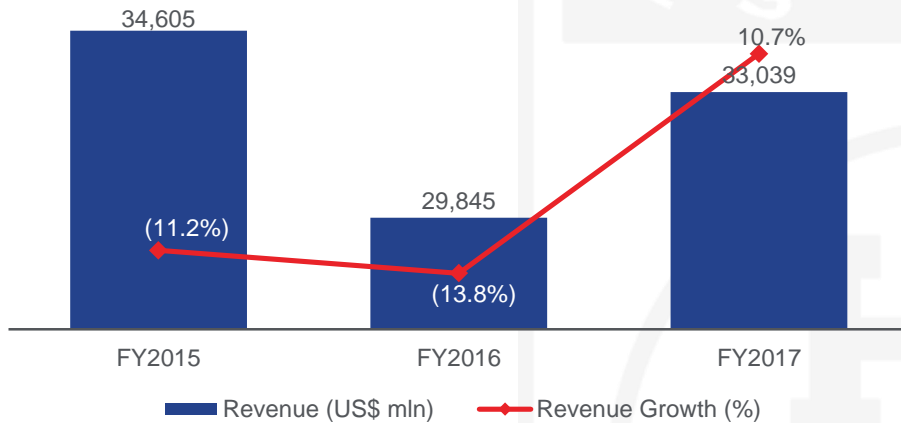
Dedicated to nation by Hon'ble MoS, MoPNG (I/C) on October 14, 2016



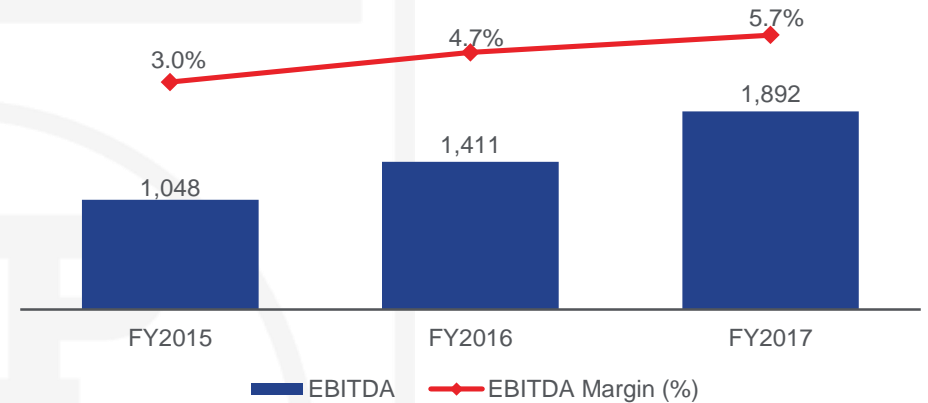
6 Strong Balance Sheet and Financials

Stable earnings and sound financial leverage driving credit strength.

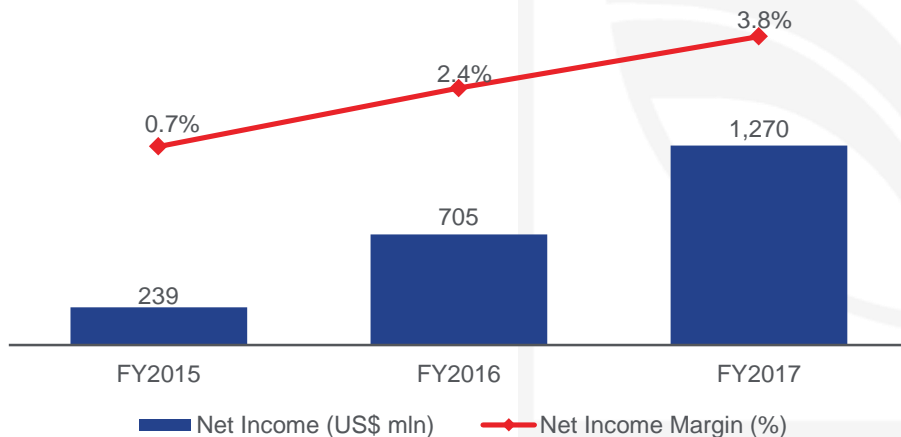
Revenue (US\$ mln) and Revenue Growth (%)



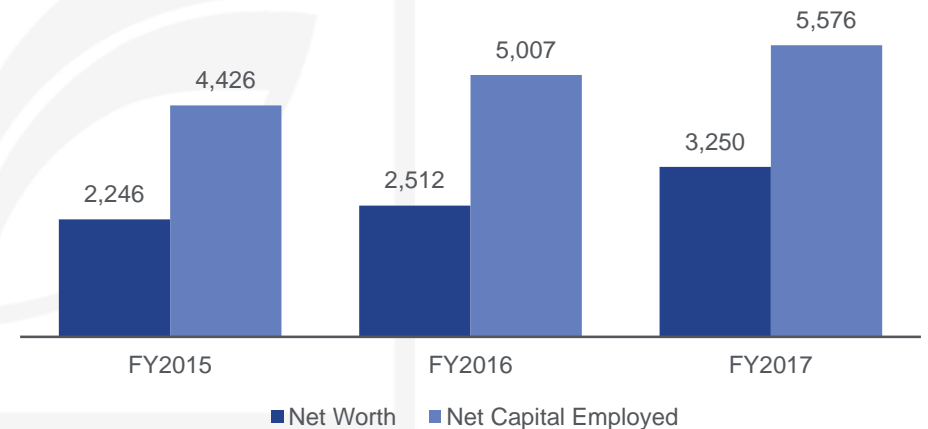
EBITDA (US\$ mln) and EBITDA Margin (%)



Net Income (US\$ mln) and Net Income Margin (%)



Net Worth and Net Capital Employed (US\$ mln)



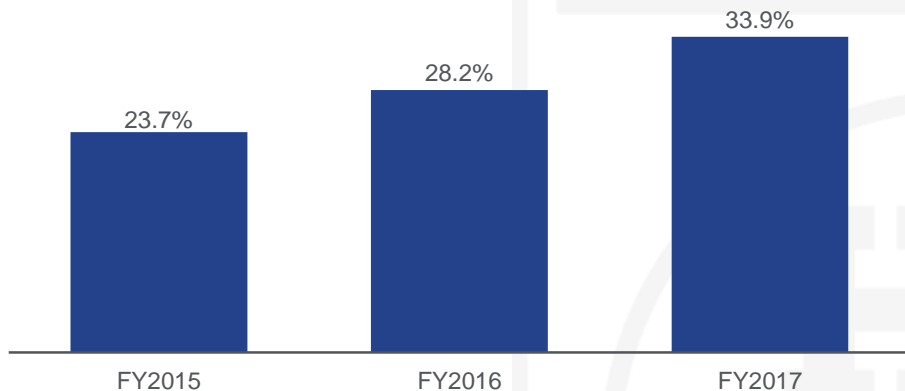
Notes: Profit & Loss numbers for FY 2016 and FY2017 as per IND-AS. Financials for FY2015 are as per Indian GAAP. Balance Sheet numbers for FY2015, FY 2016, FY2017 as per IND-AS. FX Rates for USD:INR – Mar'15: 62.59; Mar'16: 66.33; Mar'17: 64.84 (as per RBI at March 31st of each year).



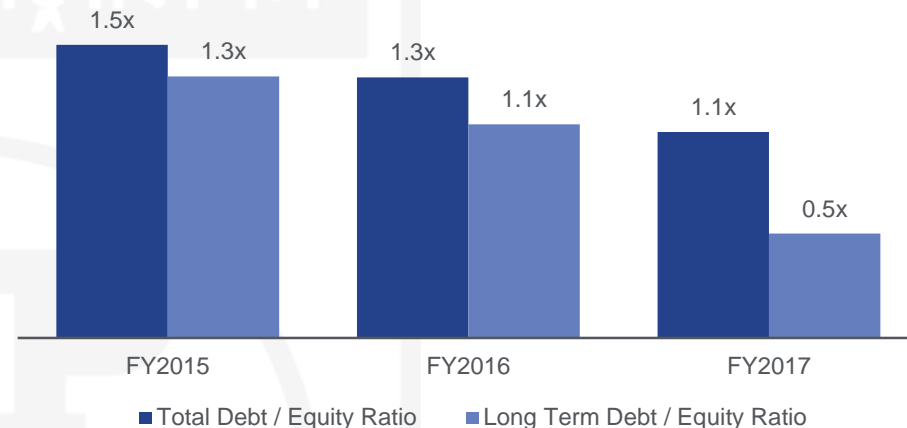
6 Strong Balance Sheet and Financials (Cont'd)

Stable earnings and sound financial leverage driving credit strength.

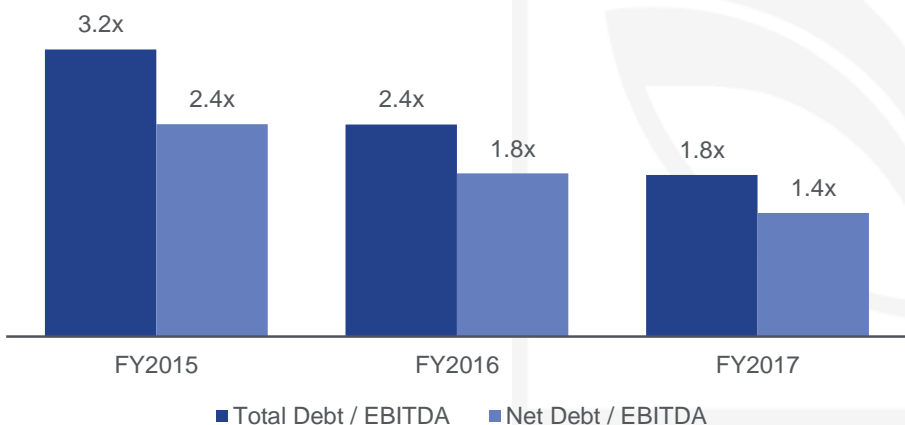
ROCE (%)⁽¹⁾



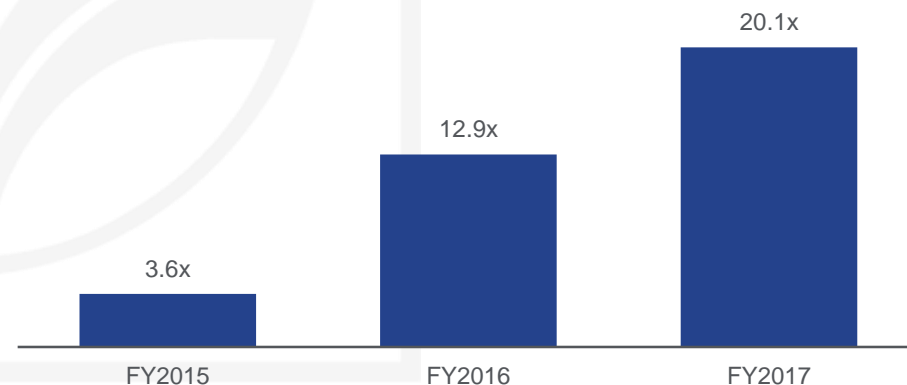
Total Debt / Equity Ratio and Long Term Debt⁽²⁾ / Equity Ratio



Total Debt / EBITDA and Net Debt / EBITDA



EBITDA / Interest



Notes: Profit & Loss numbers for FY 2016 and FY2017 as per IND-AS. Financials for FY2015 are as per Indian GAAP. Balance Sheet numbers for FY2015, FY 2016, FY2017 as per IND-AS. FX Rates for USD:INR – Mar'15: 62.59; Mar'16: 66.33; Mar'17: 64.84 (as per RBI at March 31st of each year).

(1) ROCE = EBITDA / Net Capital Employed. Where Net Capital Employed = Total Debt+ Equity-Capital Work in Progress - Long and Short Term Investments - Capital Advances - Share Application money pending allotment.

(2) Includes long term debt including current maturity of long term debt.



7 Experienced and Competent Management Team

The senior management team has in-depth knowledge and extensive experience in the Oil and Gas industry.

Management Team – Functional Directors



Mr. Mukesh Kumar Surana: Chairman and MD

- Over 35 years of experience in the petroleum industry
- Previously served as the Chief Executive Officer of Prize Petroleum Company Ltd.
- He has a degree in mechanical engineer and a Master's degree in financial management



Mr. P K Joshi: Director- Human Resources

- Over 31 years of experience with HPCL across various functions
- Previously served as Executive Director (HRD) of HPCL
- He completed his Bachelor of Law and is an alumnus of XLRI, Jamshedpur



Mr. Ramaswamy: Director - Finance

- Over 33 years of experience in the fields of corporate finance, refinery finance, etc.
- Previously served as Executive Director (Corporate Finance) of HPCL
- He is a chartered accountant



Mr. S Jeyakrishnan: Director – Marketing

- Over 36 years of experience in across the spectrum of petroleum marketing
- Previously served as Executive Director (Retail) of HPCL
- He also serves on the Board of M/s Hindustan Colas, a joint venture of HPCL



Mr. Vinod S Shenoy: Director - Refineries

- Over 32 years of experience in the petroleum industry
- Previously served as General Manager (Refineries Coordination) of HPCL
- He completed his Bachelor of Engineering in chemical engineering from IIT Bombay

Strong GoI Support

- **51.11% Ownership**
- **Majority ownership over the past four decades**

A “Navratna” Company

- **Flexibility to make higher investment**

Numerous Awards & Recognition



Key Management Focus



Corporate Governance



Leadership Position



Growth and Diversification



Stakeholder Returns

1. Presented the “Reader's Digest Trusted Brand 2015 Gold award” Award in petrol station category for tenth consecutive year.
2. Awarded “Scope Meritorious Award” for 2014-15 in 2017

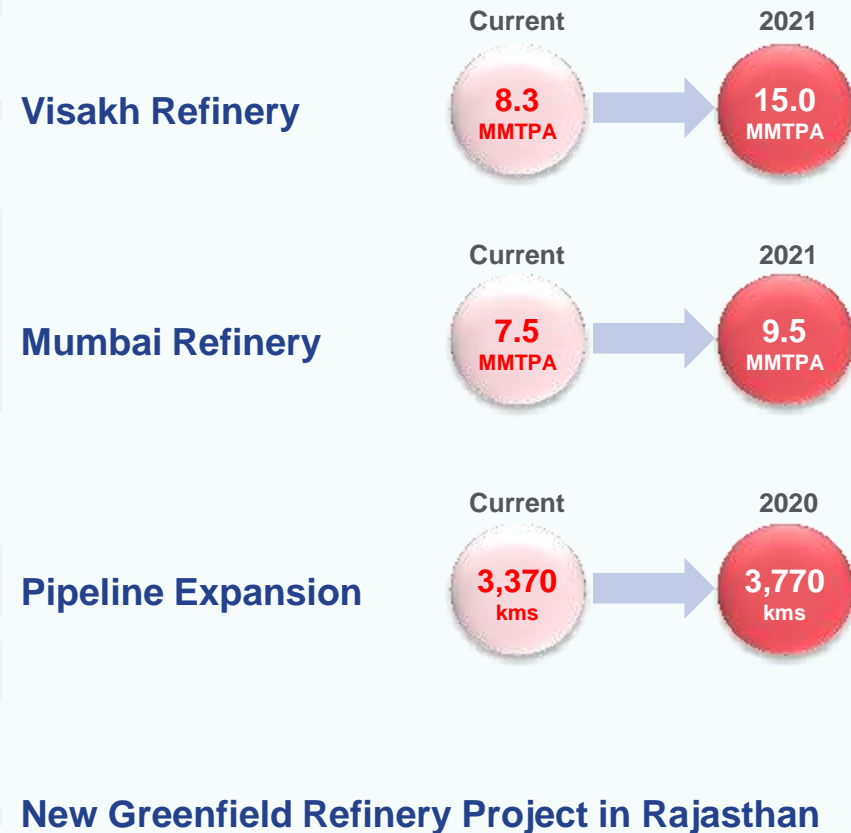
Robust Long Term Strategy and Capacity Expansion Plans

Strategic focus to maintain its leading position in the Indian oil and gas sector by leveraging on the growth in the Indian economy.

Strategic Choices

- 1 Capitalise on strong domestic market growth opportunities
- 2 Sustain and improve market position through selective investment and differentiation
- 3 Expansion of refining and distribution capacity
- 4 Strengthen presence in natural gas
- 5 Foray into petrochemicals business

Key Planned / Ongoing Projects





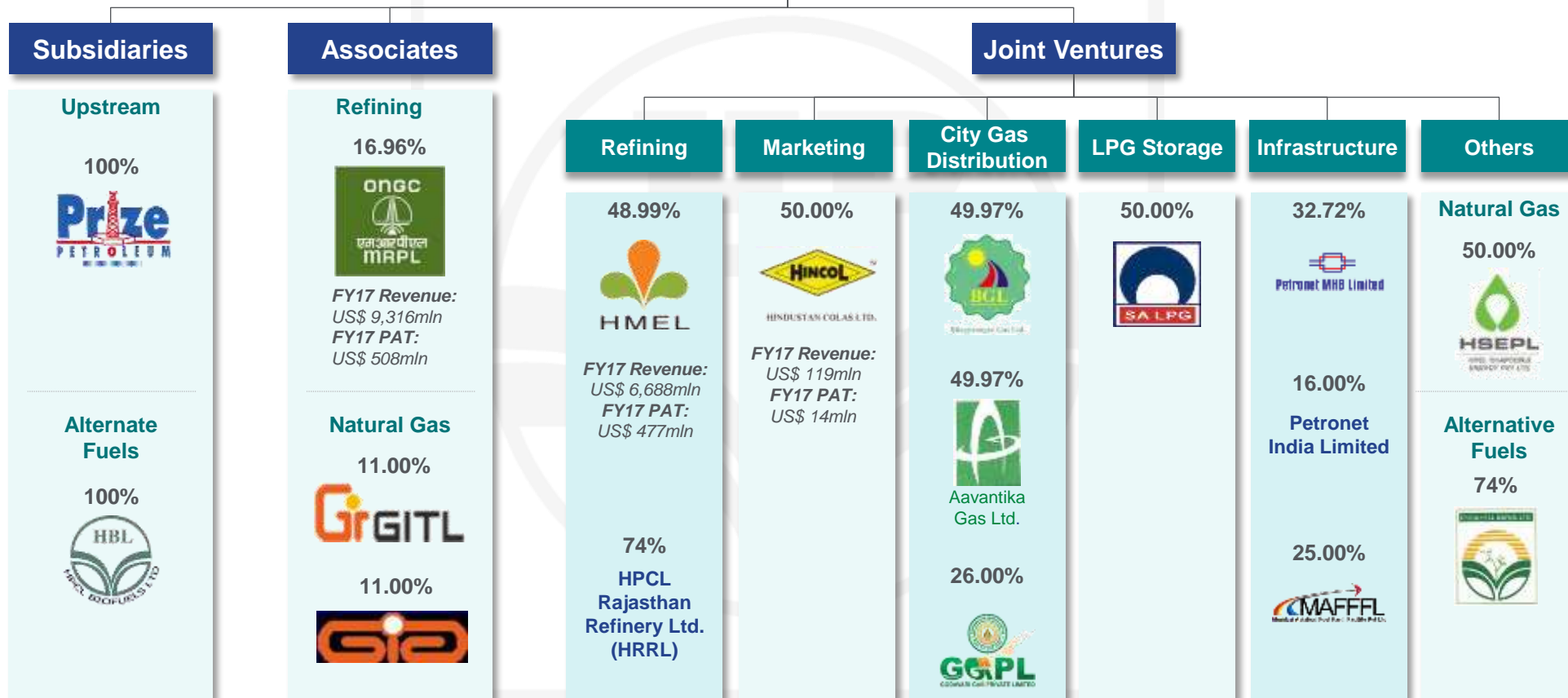
Appendix



Organisation Chart

Access new revenue streams through strategic partnerships across the downstream value chain.

हिन्दुस्तान पेट्रोलियम
Hindustan Petroleum



Note: Shareholding as of March 31, 2017. FX USD / INR = 64.84. (as per RBI at March 31, 2017).



Favorable Regulatory Environment

Deregulation

Prices of petrol and diesel de-regulated in 2010/2014 respectively

Daily Pricing

State-run oil marketers rolled out a dynamic fuel pricing wherein petrol/diesel prices to change daily

Direct Benefit Transfer of LPG

Transfer of subsidies directly to beneficiaries through their bank accounts thereby reducing leakages, delays, etc.

Push for Clean Cooking Fuel in Rural Areas

Government of India initiatives to promote clean cooking fuel in rural areas

Infrastructure Push

Significant government thrust on new investments in infrastructure sector including roads, rail network, etc.

New Aviation Policy (UDAN)

Scheme aims to stimulate regional connectivity with flights

Operates Exploration and Production business through wholly owned subsidiary “Prize Petroleum”.

- 11.25% stake in a producing field (Yolla–T/L1) in Australia
- 9.75% stake in a discovered field (T/18P) in Australia
- Joint Operator in Sanganpur Onshore producing field in Cambay Basin
- Service Contract with ONGC for development and operation of Hirapur marginal field in Cambay Basin
- Joint Operator with 20% stake in Kherem discovered small field, Arunachal Pradesh
- Operator with 100% stakes in Hilara discovered small field, Assam and Sanarudravaram discovered small field, Andhra Pradesh



Focused Customer Engagement

Retail (Transport Fuel)

Urban Segment

Upwardly Mobile

Humlog

Gen Next

Dependents

Walk-ins

Driver Saheb

Highway Segment

Humrahi

Fleet Owners

Highway Raja

Rural Segment

Khush-haal Kisaan

LPG Customer Segments

Domestic

Commercial Industrial

Lubricants (OEM Tie-Ups)

John Deere

JCB

Indian Navy

KOMATSU

Eicher

Coal India

Bajaj

SKF

Bosch

Key Large Account Customer

Air India

British Airways

Air China Limited

Indian Railways

SpiceJet

Inter Globe Aviation Limited

Aeroflot

Ultratech

Emirates

Tata SIA Airlines Limited

Asian Paints

Etihad Airways

Air Asia India Limited

JSW

1 Samavesh - Structured Induction Process to Learn, Grow and Lead



2 PACE - Performance Appreciation and Capability Enhancement



3 Capability Building - Behavioural/Functional and Technical Training



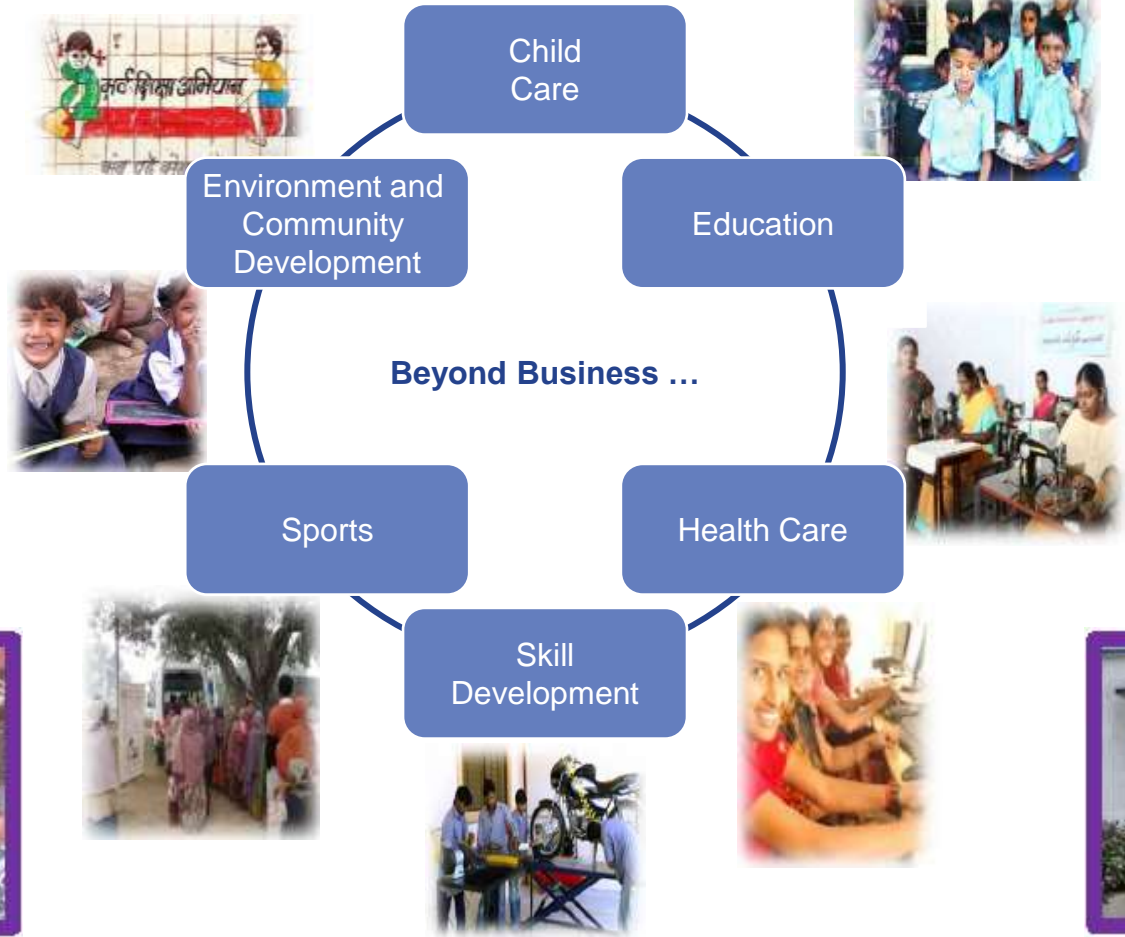
4 Project Akshay & Akshaypath - Building Strong Leadership Pipeline



5 Recognition - Rewarding Values for Driving Performance



CSR – Touching Lives Every Way



Touching Over 1.2 Lakh Lives since Inception

Profit and Loss Summary (Standalone)

Standalone ⁽¹⁾⁽²⁾	\$ Million			Rs. Crores		
	FY2015	FY2016	FY2017	FY2015	FY2016	FY2017
Revenue from Operations	33,013	29,812	32,974	206,626	197,744	213,803
<i>Revenue Growth (%)</i>	<i>(11.2%)</i>	<i>(9.7%)</i>	<i>10.6%</i>	<i>(7.5%)</i>	<i>(4.3%)</i>	<i>8.1%</i>
Operating Expenditure	32,107	28,615	31,343	200,955	189,805	203,226
Other Income	187	172	234	1,168	1,144	1,515
EBITDA	1,093	1,369	1,865	6,839	9,083	12,092
<i>EBITDA Margin (%)</i>	<i>3.3%</i>	<i>4.6%</i>	<i>5.7%</i>	<i>3.3%</i>	<i>4.6%</i>	<i>5.7%</i>
Depreciation & Amortisation	316	400	391	1,978	2,653	2,535
EBIT	777	969	1,474	4,861	6,430	9,557
Finance Costs	113	98	82	707	654	536
Profit Before Tax	664	871	1,392	4,154	5,776	9,021
Tax Expense	227	309	434	1,421	2,050	2,812
Profit After Tax	437	562	958	2,733	3,726	6,209
<i>PAT Margin (%)</i>	<i>1.3%</i>	<i>1.9%</i>	<i>2.9%</i>	<i>1.3%</i>	<i>1.9%</i>	<i>2.9%</i>

Notes:

- (1) Profit & Loss numbers for FY 2016 and FY2017 as per IND-AS. Financials for FY2015 are as per Indian GAAP.
 (2) FX Rates for USD:INR – Mar'15: 62.59; Mar'16: 66.33; Mar'17: 64.84 (as per RBI at March 31st of each year).



Balance Sheet Summary (Standalone)

Standalone ⁽¹⁾⁽²⁾	\$ Million			INR Crores		
	FY15	FY16	FY17	FY15	FY16	FY17
Net Fixed Assets	5,138	5,272	5,852	32,156	34,966	37,946
Cash and Cash Equivalents	1	1	1	9	8	9
Other Assets	5,530	5,217	6,248	34,613	34,605	40,509
Total Assets	10,669	10,490	12,101	66,778	69,579	78,464
Shareholders Equity	2,607	2,709	3,138	16,319	17,970	20,347
Total Debt	3,214	3,191	3,277	20,118	21,167	21,250
Other Liabilities	4,848	4,590	5,686	30,341	30,442	36,867
Total Equity and Liabilities	10,669	10,490	12,101	66,778	69,579	78,464

Notes:

- (1) Balance Sheet numbers for FY2015, FY 2016, FY2017 as per IND-AS.
(2) FX Rates for USD:INR – Mar'15: 62.59; Mar'16: 66.33; Mar'17: 64.84 (as per RBI at March 31st of each year).



Profit and Loss Summary (Consolidated)

Consolidated ⁽¹⁾⁽²⁾	\$ Million			INR Crores		
	FY15	FY16	FY17	FY15	FY16	FY17
Revenue from Operations	34,605	29,845	33,039	216,594	197,964	214,222
<i>Revenue Growth (%)</i>	<i>(11.2%)</i>	<i>(13.8%)</i>	<i>10.7%</i>	<i>(7.5%)</i>	<i>(8.6%)</i>	<i>8.2%</i>
Operating Expenditure	33,854	28,597	31,371	211,892	189,684	203,409
Other Income	297	163	224	1,861	1,082	1,451
EBITDA	1,048	1,411	1,892	6,563	9,362	12,264
<i>EBITDA Margin (%)</i>	<i>3.0%</i>	<i>4.7%</i>	<i>5.7%</i>	<i>3.0%</i>	<i>4.7%</i>	<i>5.7%</i>
Depreciation & Amortisation	399	429	428	2,497	2,846	2,776
EBIT	649	982	1,464	4,066	6,516	9,488
Finance Costs	293	109	94	1,835	723	609
Add: Share from Associates, Minority Interest and Gain on sale from Discounted Operations	2	142	357	10	942	2,318
Profit Before Tax	358	1,015	1,727	2,241	6,735	11,197
Tax Expense	119	310	457	742	2,061	2,962
Profit After Tax	239	705	1,270	1,499	4,674	8,235
<i>PAT Margin (%)</i>	<i>0.7%</i>	<i>2.4%</i>	<i>3.8%</i>	<i>0.7%</i>	<i>2.4%</i>	<i>3.8%</i>

Notes:

- (1) Profit & Loss numbers for FY 2016 and FY2017 as per IND-AS. Financials for FY2015 are as per Indian GAAP.
 (2) FX Rates for USD:INR – Mar'15: 62.59; Mar'16: 66.33; Mar'17: 64.84 (as per RBI at March 31st of each year).



Balance Sheet Summary (Consolidated)

Consolidated ⁽¹⁾⁽²⁾	\$ Million			INR Crores		
	FY15	FY16	FY17	FY15	FY16	FY17
Net Fixed Assets	5,309	5,425	5,973	33,231	35,985	38,730
Goodwill on Consolidation	3	3	3	17	17	17
Cash and Cash Equivalents	17	21	17	105	138	111
Other Assets	5,184	5,037	6,394	32,445	33,413	41,461
Total Assets	10,513	10,486	12,387	65,798	69,553	80,319
Shareholders Equity	2,246	2,512	3,250	14,055	16,664	21,071
Total Debt	3,359	3,341	3,413	21,022	22,160	22,130
Other Liabilities	4,908	4,633	5,724	30,721	30,729	37,118
Total Equity and Liabilities	10,513	10,486	12,387	65,798	69,553	80,319

Notes:

- (1) Balance Sheet numbers for FY2015, FY 2016, FY2017 as per IND-AS.
(2) FX Rates for USD:INR – Mar'15: 62.59; Mar'16: 66.33; Mar'17: 64.84 (as per RBI at March 31st of each year).



हिन्दुस्तान पेट्रोलियम



Thank You

