

हिन्दुस्तान पेट्रोलियम कॉर्पोरेशन लिमिटेड

(भारत सरकार उपक्रम) रजिस्टर्ड ऑफिस : 17, जमशेदजी टाटा रोड, चर्चगेट, मुंबई - 400 020

Hindustan Petroleum Corporation Limited

(A Govt. of India Enterprise) Regd. Office: 17, Jamshedji Tata Road, Churchgate, Mumbai - 400 020



Ref.: Co.Secy./VM/027/2025

January 23, 2025

Conference Call

Sub: Investor Presentation-

Director – Investor Services & Listing, BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400 001 Scrip 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 Scrip Name: HINDPETRO

Dear Sirs,

We write with reference to our earlier letter Ref.: Co.Secy./VM/18/2025 dated January 17, 2025 and Co.Secy./VM/22/2025 dated January 22, 2025 advising Conference Call on Friday, January 24, 2025 at 10:00 AM (IST).

We are attaching the presentation to be made during the said Conference Call. The same is also available on the website of the company at the below mentioned link:

https://www.hindustanpetroleum.com/documents/pdf/Investor_Presentation_Q3_FY_202_4-25.pdf

This is for your information and records.

Thanking you,

Very truly yours,

V. Murali Company Secretary





Hindustan Petroleum Corporation Limited

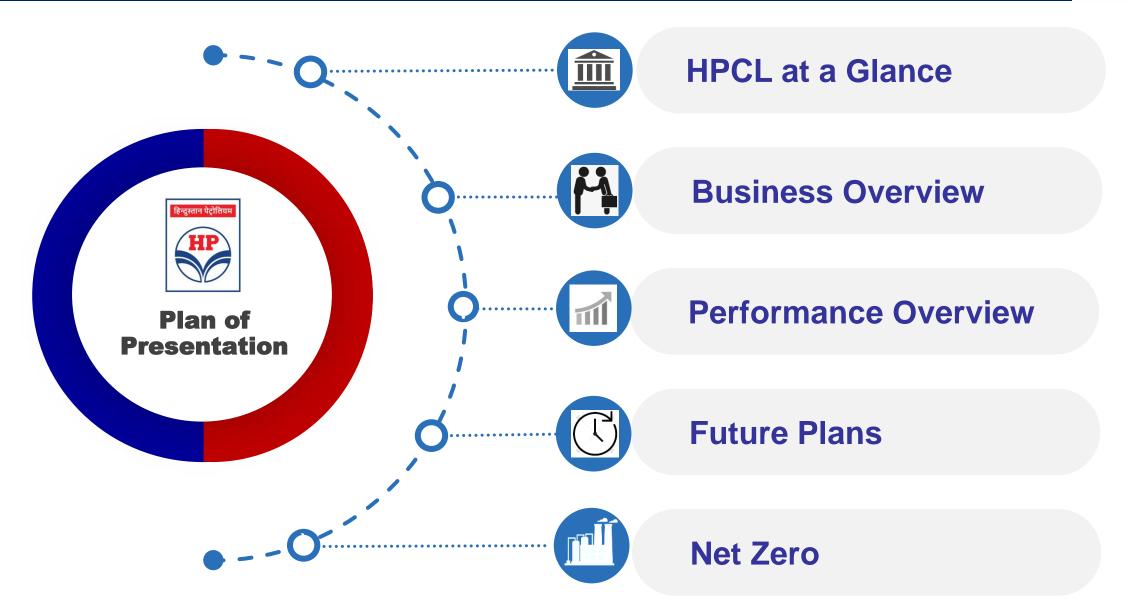
Investor Presentation

Mumbai January 23, 2025

Plan of Presentation







HPCL at a Glance

HPCL at a Glance







Operating in India for 100+ Years



Maharatna Company



Owns & Operates Largest Lube Refinery In India



2nd largest Retail Network Holder



2nd largest Cross Country Product Pipeline Network



2nd largest LPG Marketer



State-of-the-art R&D Setup



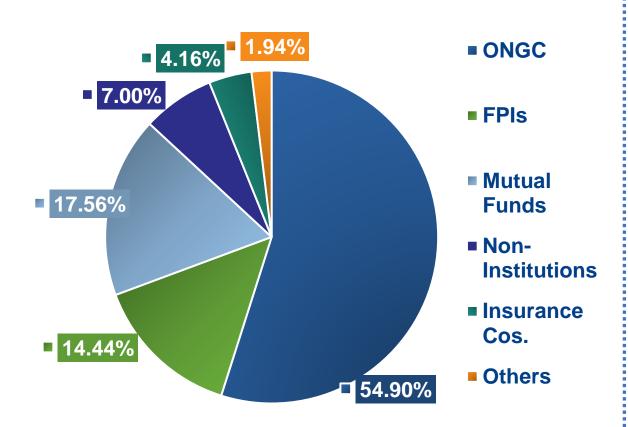
Enduring Relationship with Stakeholders

Shareholder Profile and strong presence in Indian O&G Sector

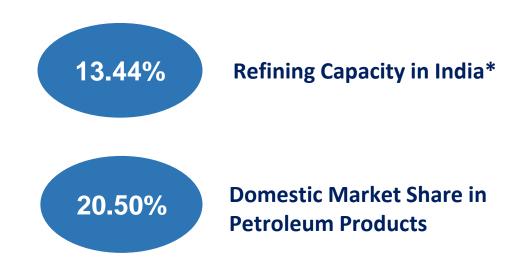




Shareholding Profile as of 31st Dec, 2024



Strong presence in Indian Oil & Gas Sector

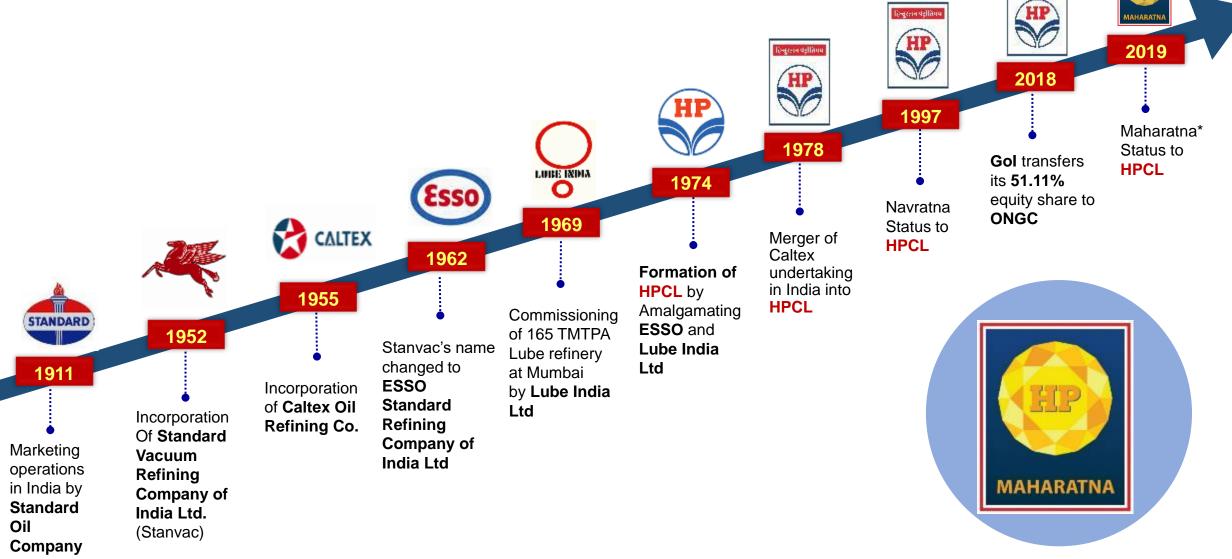


^{*} Incl. HMEL capacity and Visakh Refinery Capacity at 13.7 MMTPA as of 31.12.2024 (~ 16.9% including VRMP, post expansion of HMEL and post-completion of HRRL)

Legacy of over 100 years





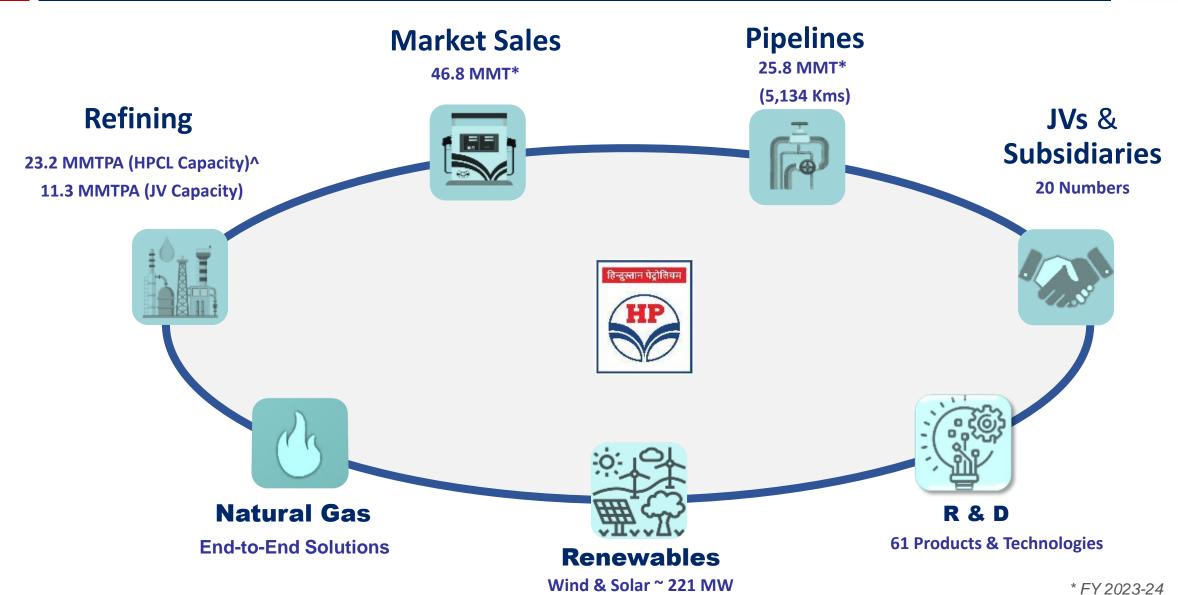


Business Overview

Diversified Portfolio







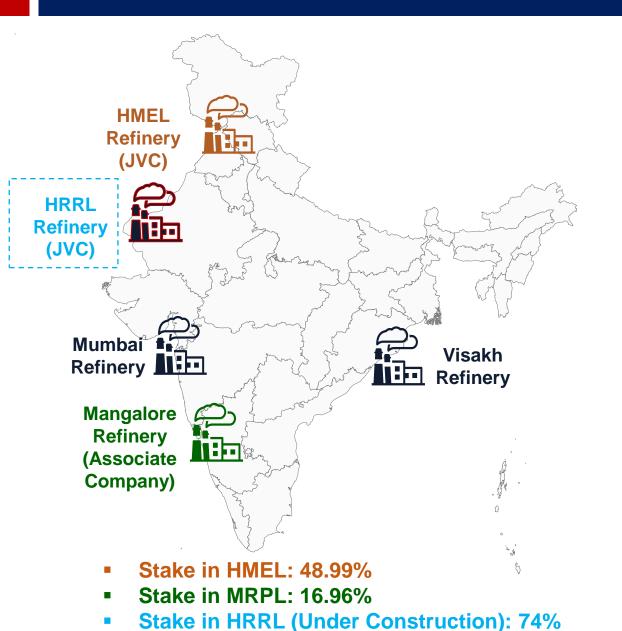
(Wind: 100.9 MW; Solar: ~120.05)

^As of 31.12.2024

Refinery Infrastructure







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

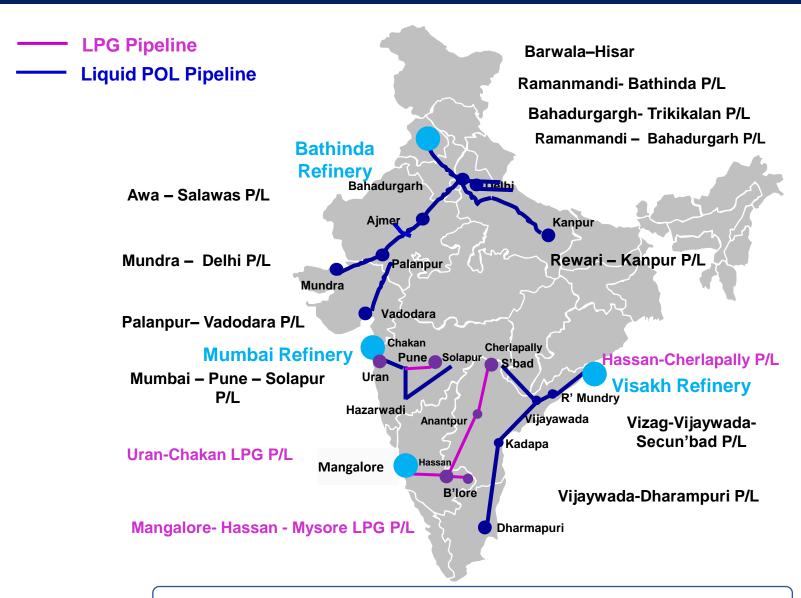
- Coastal Refineries
- Pipeline connectivity to hinterlands
- Product evacuation majorly through Pipelines

^{*} As of 31.12.2024

Cross Country Pipeline Network







*17 cross country
Pipelines with total
Pipeline network of
5,134 km

Pipelines by JV companies: 1,380 Km

1,017 Km: HPCL Mittal Crude P/I, 363 Km: PMHBL

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

Supply Infrastructure

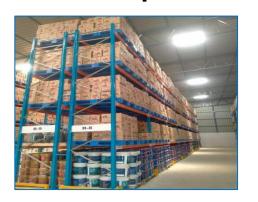




Terminals/TOPs/Depots



Lube Depots



LPG Plants



ASFs

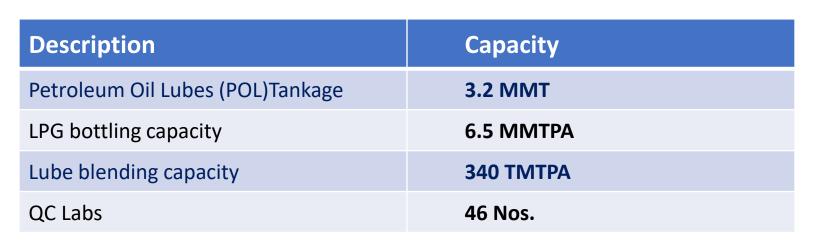


78

34

56

57Lube Blending Plants





Strategically located state-of-art Infrastructure

4

Customer Touchpoints





















Retail Outlets

LPG Distributorships

SKO / LDO Dealerships

Lube Distributors (Ind & Auto)

Mobile Dispensers

CNG facilities at ROs

EV Charging facilities at ROs

LPG Consumers

Daily Customer Interactions

22,953

6,370

1,638

511

846

1,851

5,104

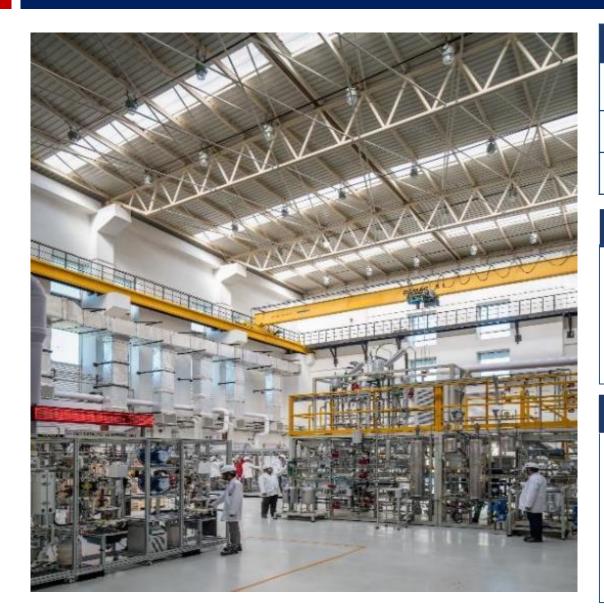
~97 Million

~25 Million

Focus on Research and Development







R&D Achievements		
New Technologies / Products demonstrated	61	
Patents applied	620	
Total Patents granted	236	

R&D Technologies and Products

Technologies: HP-ASAP, HP-RAMP, H2 PSA Technology, HP-Trijet, H-CNG, 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

HPGRDC Research Labs











Crude Evaluation & Fuels Research

Process Modelling & Simulation

Hydro-processing

Catalysis

Bioprocess

CoE Nano-Technology

Analytical and Chemical Synthesis

Standard testing

FCC/RFCC

Phase-II





Petrochemicals & Polymers

Battery

Engine

Centre of Excellence Lubes

Residue Upgradation

Digital

Corrosion Studies

Water Research

Novel Separations Centre of Excellence –
Bitumen Pavement &
Research

Combustion Research

Joint Ventures and Subsidiaries





Oil Refining







Oil supply Infra and Marketing









Joint Venture in Natural Gas Infrastructure & Marketing













Subsidiaries

Biofuels

Natural Gas



Overseas Marketing

Renewables











Growth through Partnerships

GITL- GSPL INDIA TRANSCO LIMITED
GIGL - GSPL INDIA GASNET LIMITED
HMEF - HPCL Middle East FZCO
HPRGE - HPCL Renewables and Green Energy Limited

Ratings and Accolades



At par with India's Sovereign Rating



Baa3 (Stable)



BBB- (Stable)

Recognitions and Accolades





FIPI Sustainably Growing Corporate of the Year 2023



SCOPE Eminence Award for HR Management,
Digital Transformation & Effective implementation of RTI Act

Emphasis on Talent Management



Induction

Structured Induction process to Learn, Grow and Lead



SAMAVESH

Recognition

Rewarding Values for driving Performance





Capability Building

Behavioural / Functional and Technical training









Leadership

Building Strong Leadership Pipeline









CSR: Touching Lives Every Way





HPCL's CSR focus areas are guided by National Policies and Priorities for the Welfare of Children, Women, and the Weaker Section of the society

~44 lakh lives benefitted since implementation of CSR Rules, 2014

Performance Overview

Quick Snapshot: FY 2023-24







Highest Ever Net Profit Rs. 14,694 Cr



Highest Ever Refinery
Thruput
22.33 MMT



Highest Ever Market
Sales
46.82 MMT



Highest Ever Pipeline
Thruput
25.83 MMT



Revenue from Operations Rs. 4,61,638 Crore



Refinery GRM US\$ 9.08 / bbl

Performance Highlights: Apr – Dec 2024 (9M)







Highest Ever Refinery Thruput of 18.53 MMT



Highest Ever Market Sales of 37.12 MMT



Highest Ever Pipeline Thruput of 20.29 MMT



Standalone Net Profit at Rs. 4,010 Cr



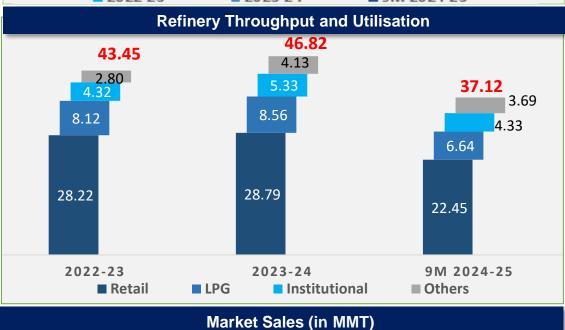
Refinery GRM US\$ 4.73

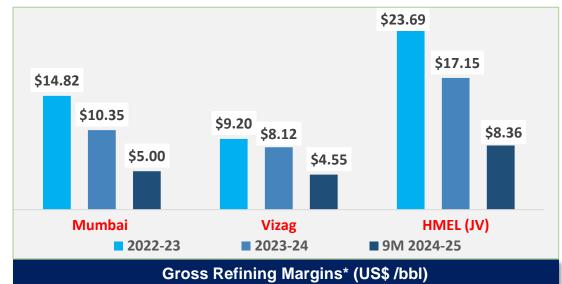
Strong Refining & Marketing Performance













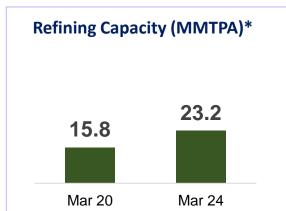
Infrastructure Capability enhancement in last 4 Years





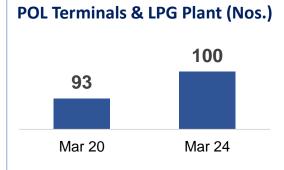
Refining Infrastructure

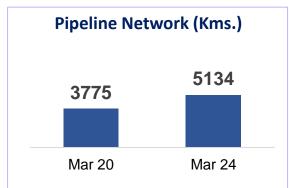




Supply & Distribution





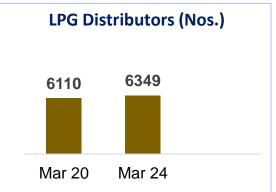


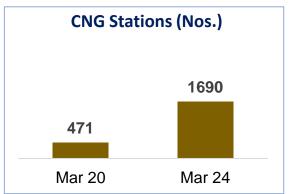
Customer Touchpoints Infrastructure

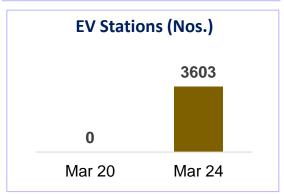












Strengthening of Infrastructure across value chain





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

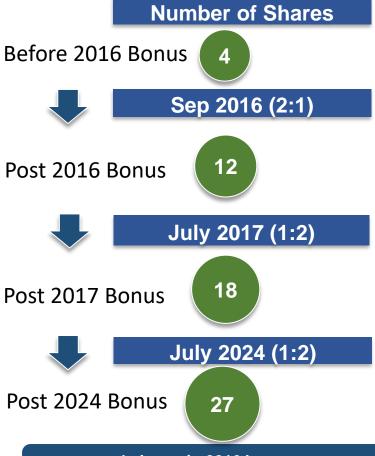




Return to Shareholders

Market Cap (Rs. Cr)*

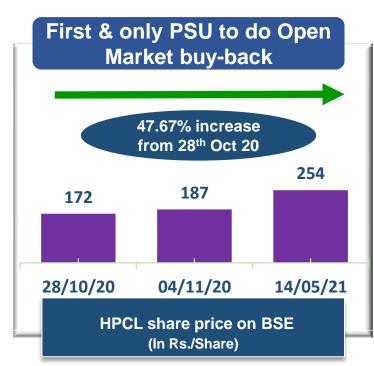
Share buy-back Program







Total return to Shareholders ~ 21 %

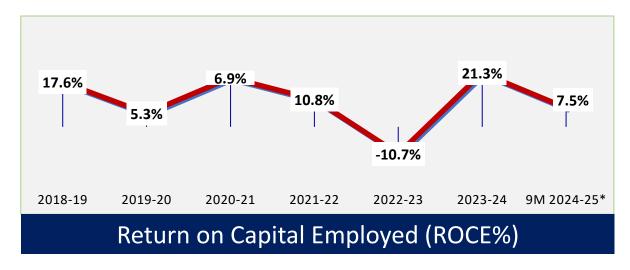


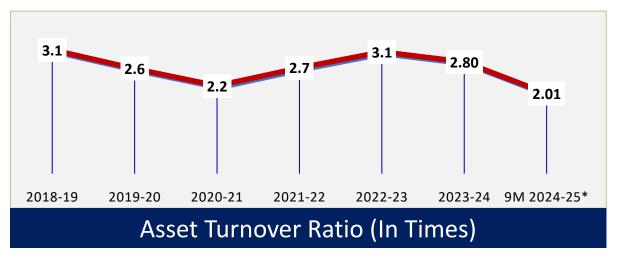
- Board approval share buy back worth Rs. 2500 Cr on 4th November 2020
- Maximum Buyback Price at a premium of 45.52% and 45.43% over the closing prices on both BSE and NSE, respectively, on October 28, 2020.

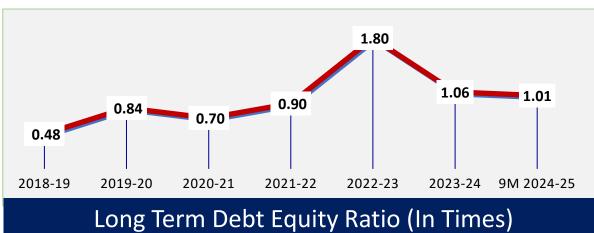
Key Financial Performance Parameters

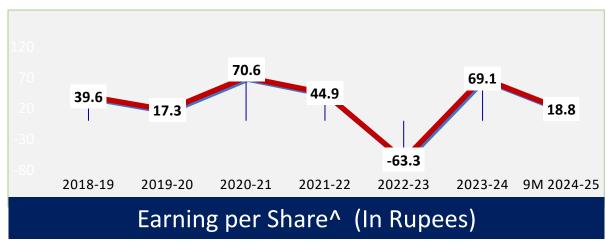










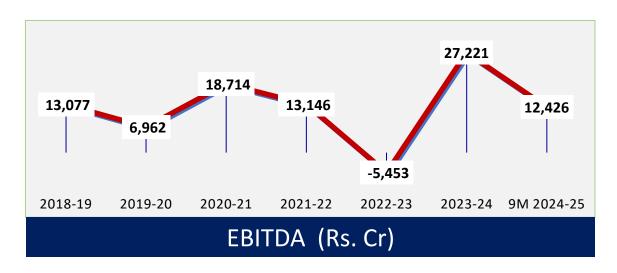


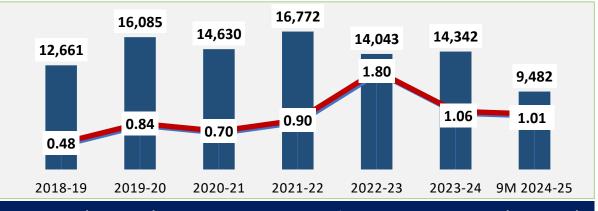
All Financial parameters reflecting inherent strength & growth potential

Key Financial Performance Parameters

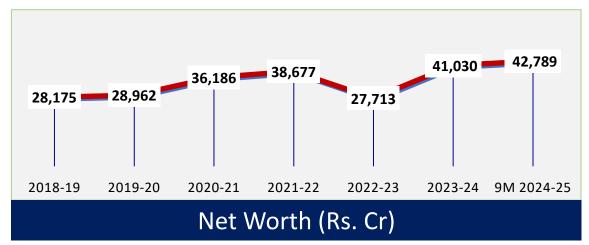


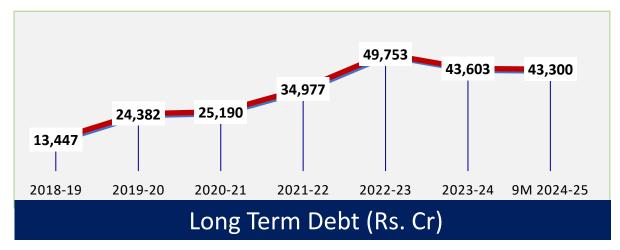












Value Creation thru Effective Leveraging (Now Past Peak Debt Cycle)

Future Plans

Future Plans: Focus Areas





Existing Business
Area

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

Adjacent Business
Area

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

New Business Area

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

Emerging Business Area

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

Framework





Creating Value and Delivering Growth Responsibly

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

Refinery Capacity Additions





Refining Capacity





45.3

MMTPA

2024-25

2027-28

Refinery	2024-25 (MMTPA)	2027-28 (MMTPA)	Capacity Addition (MMTPA)
MR	9.5	9.5	0.0
VR*	13.7	15.0	1.3
HMEL (JVC)	11.3	11.8	0.5
HRRL	0.0	9.0	9.0
Total*	34.5	45.3	10.8



Project Completed/Ongoing	Physical progress (As of Dec'24)	Project Cost (Rs. Cr) (As of Dec'24)
MR Expansion (7.5 to 9.5 MMTPA)	Commissioned	5,381
VR Modernization (8.3 to 15.0 MMTPA)	Dedicated to Nation	30,609
HRRL – 9 MMTPA Green Field Refinery & Petrochemical complex	83.8%	72,937
		31

* As of 31.12.2024

Rajasthan Refinery (HRRL): Project Snapshot



JV of HPCL (74%) and Govt. of Rajasthan (26%)

Project cost: Rs. 72,937 Cr.

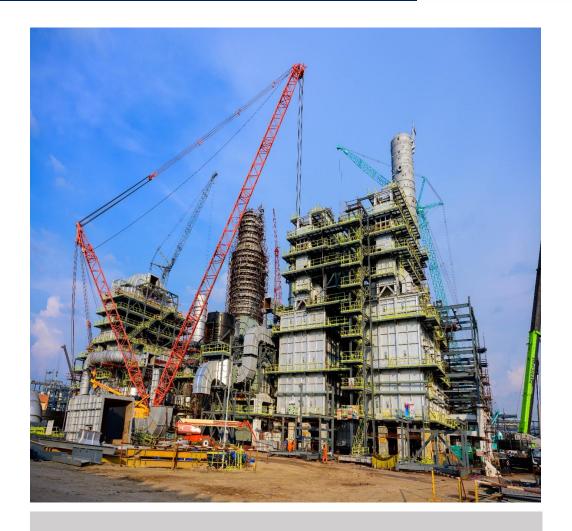
Capacity : 9 MMTPA

Location : Pachpadra, Rajasthan

 Configuration based on local crude from Barmer oil field / imported crude

■ Land : ~ 4,500 acres

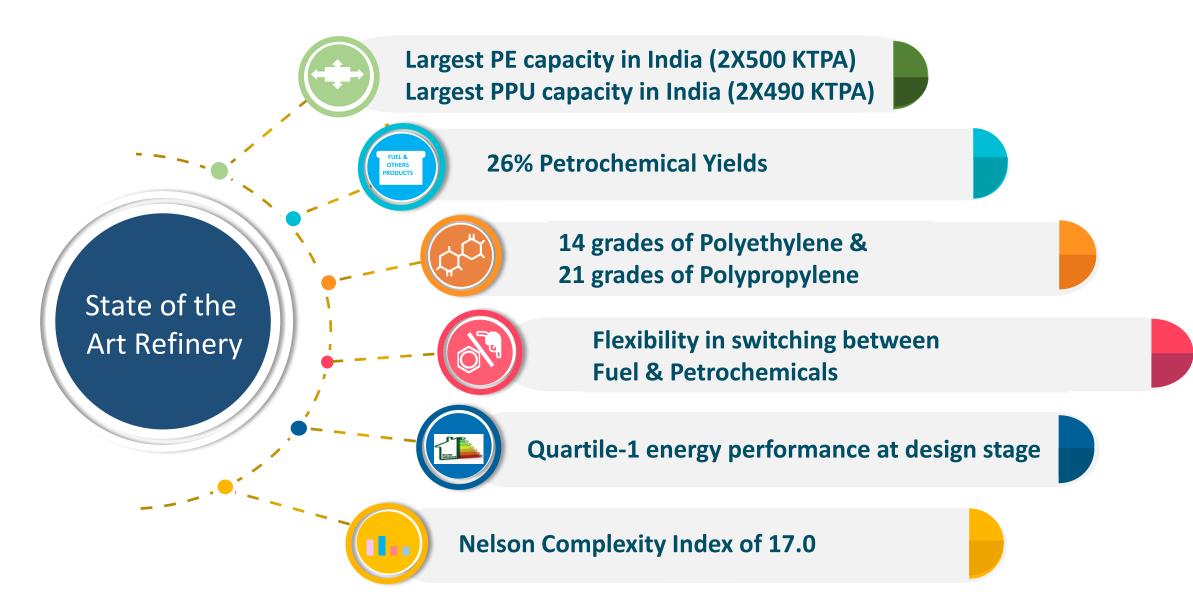
■ Expenditure: ~ Rs. 52,868.75 Cr. (As of Dec'24)



HRRL Project, Rajasthan

HRRL: Uniqueness of the Project





HRRL: Units, Product Slate & Expected Margins



Refinery Complex:

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

Petrochemical Complex:

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

Utilities & Offsite/Associated Facilities:

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

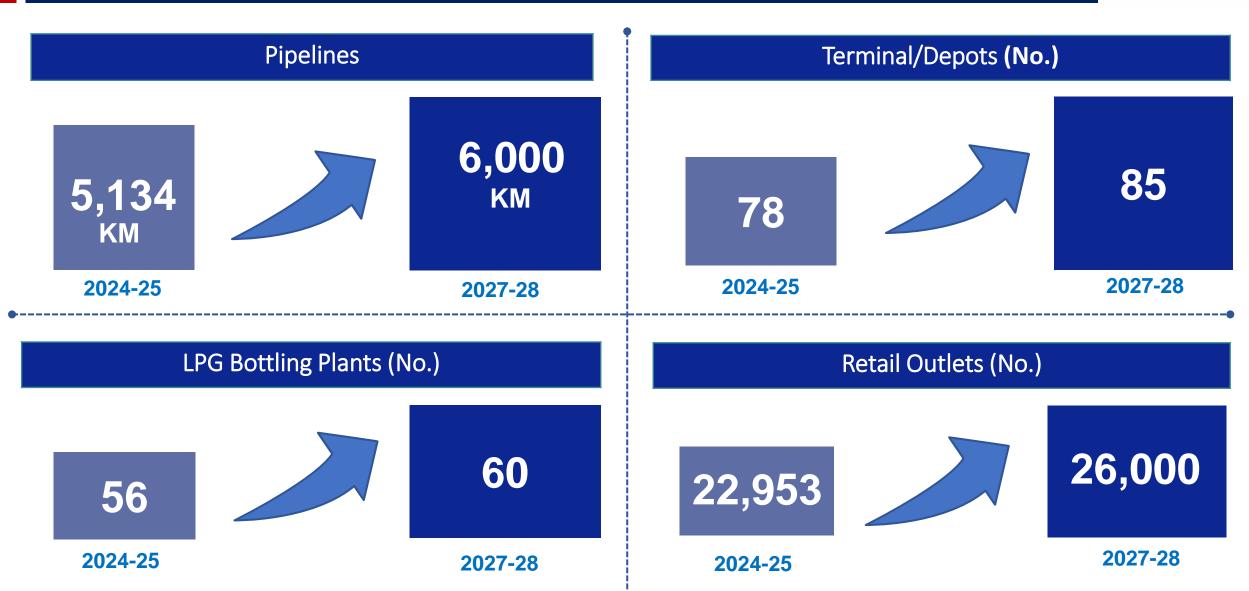
Pipelines:

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

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

Marketing Network Expansion





Portfolio expansion in Petrochemicals & Natural Gas





Petrochemical Capacity

2.2 MMTPA 4.6 MMTPA

2027-28

- 2.4 MMTPA Petchem Capacity in HPCL Rajasthan Refinery Ltd (JVC)
- HMEL Polymer Addition project with 1.2 MMTPA dual feed cracker (Completed)
- Petrochemical Marketing started by HPCL under 'HP Durapol' Brand
- 106 TMT Petchem Sales during April-Dec'24

Natural Gas

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

CNG Stations (No.)

1,851

2024-25



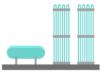
2027-28

Natural Gas: Participation across entire value chain





Regasification





LNG Import Facilities

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

Participation through Subsidiary



Transportation



Natural Gas Pipelines

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

Participation through JV



Marketing



CGD Network & Marketing

- 25 GAs in 14 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. 4,792 Crore

Current Status

Project is commissioned in January'25



Green Opportunities - Biofuels





Biofuel Capacity

12.06 TMT 2024-25

300

TMT

2027-28



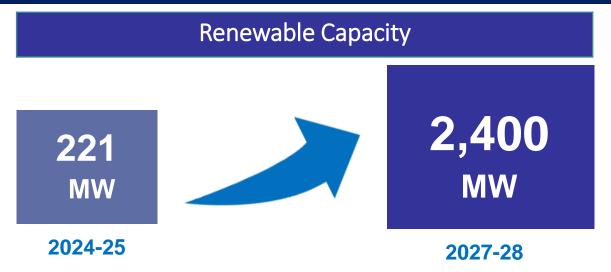
CBG Plant at Budaun- Milling Section

Biofuels Projects	Status	Project Cost (Rs. Cr)
14 TPD Capacity CBG Plant at Budaun, UP	Commercial Sale started	133
1.6 TPD CBG Plant at Pathmeda, Rajasthan	Commenced CBG Sale	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







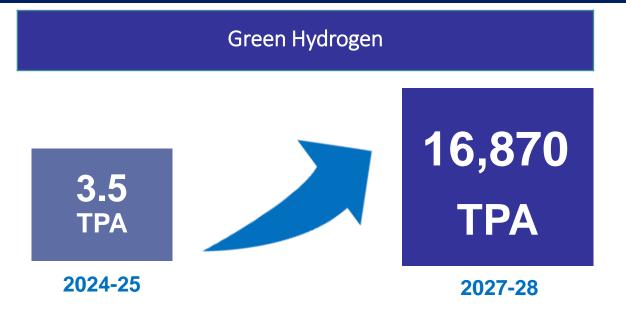


- Current power requirements to renewable sources (500MW) under Conversions
- **Participation in Tariff Bidding**
- 100% Solarisation of Retail Outlets (94% of RO Network complete as of Dec'24)
- Wholly owned subsidiary 'HPCL Renewables and Green Energy Limited' for consolidation of 'Green & Renewable' Business opportunities under one umbrella is now operational.

Renewables Project	Status	Project Cost (Rs. Cr)	
Jhansi Solar Project	Commissioned	37	
Panipat Solar Project	Mechanically completed	45	
Solar Power Plant at Galiveedu	Construction in progress	682	
Greening Retail Outlets- Delhi	Construction in Progress	55	

Green Opportunities - Green Hydrogen





- 370 TPA Green Hydrogen Plant at Visakh Refinery (Commissioned)
- 12,200 TPA Green Hydrogen Project at Visakh Refinery
- 4,300 TPA Green Hydrogen Project at HRRL



Digital Vision & Strategy



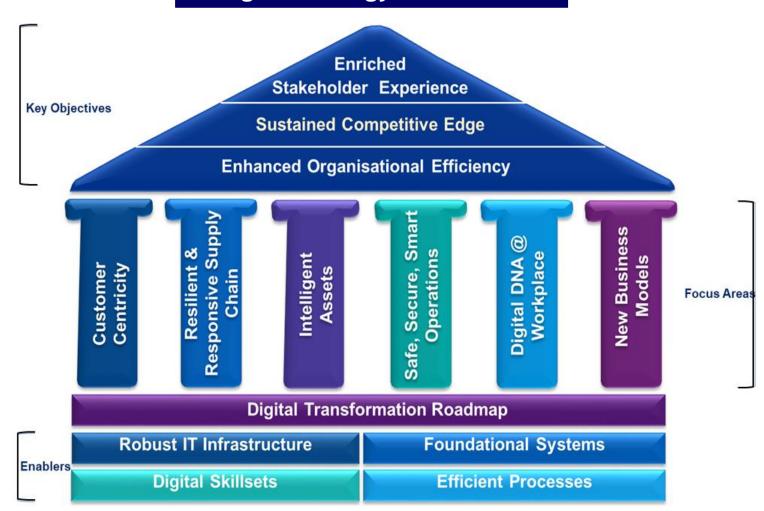




HPCL Digital Vision

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

Digital Strategy Framework



Leveraging Digital Technologies







Customer Experience

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

Data driven Decisions

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



E- commerce Platform



Capability Building

Digital Experience Centre AR/VR Based Training Metaverse Generative Al



Workforce Enablement

HR Analytics Connected worker **Smart Helmets**

Assets & Project Mgmt.

Central Energy Mgmt. System Project Portfolio Management Office Warehouse Management



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



Demand Forecasting Smart Fleet management





An array of Digital Initiatives spanning across technologies

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





Investment Shift

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



7% Non Fuel

買



5%
Petchem





Rs. 77,000 Crore



Petroleum

8%

Renewable



15%

Gas



4%

Biofuels

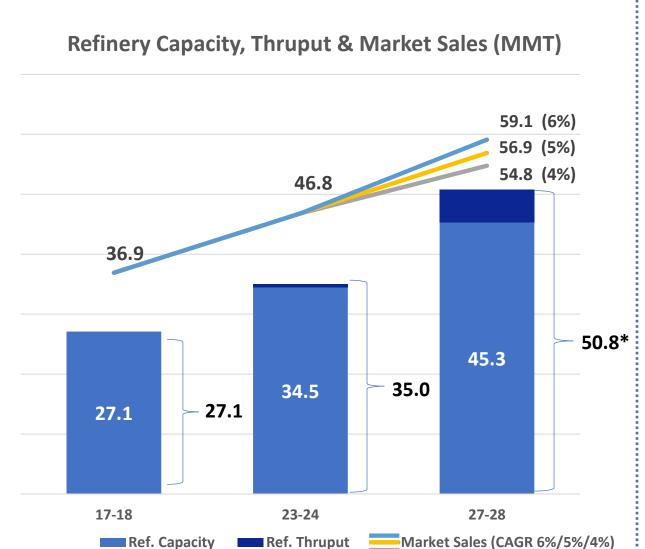


3% EV/alter

nate

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



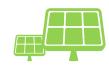


HPCL Net Zero plan Announcement on 31st
Jan 2022



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

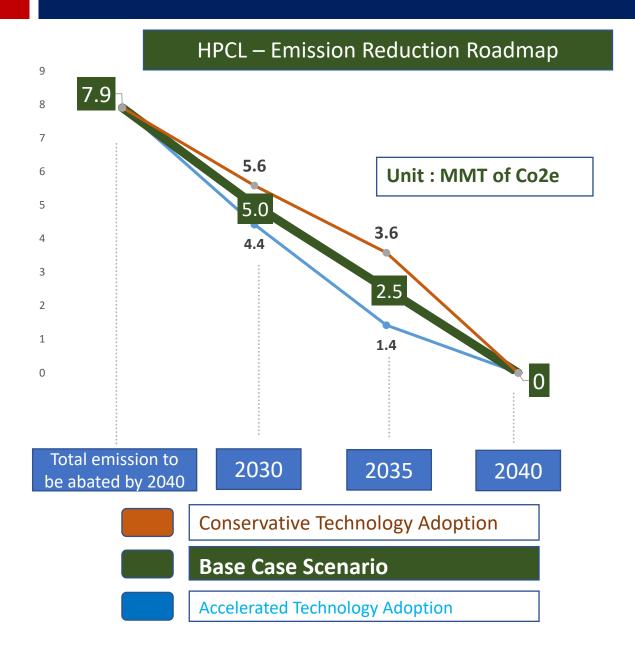




HPCL Net Zero Plan: Development of Roadmap







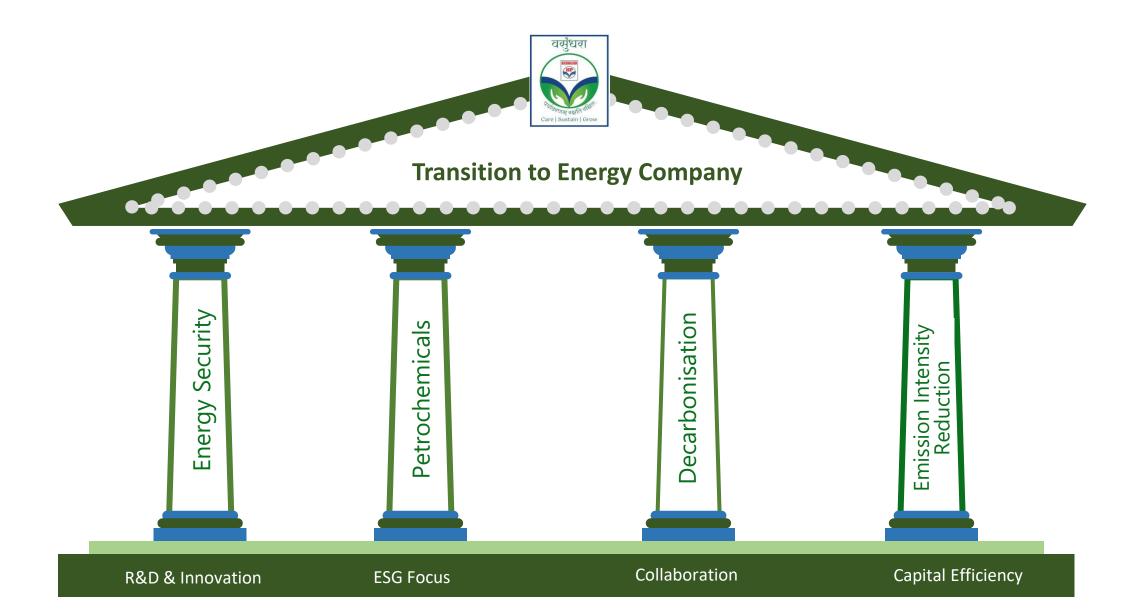
Key Levers/investment for emission reduction

	Lever		Investment	% Reduction
4 1	Efficiency	>	Rs. 10,000 Cr	17%
2	Renewables	>	Rs. 10,000 Cr	17%
3	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%
6	Flare reduction	>	Rs. 200 Cr	0.3%
	Total		Rs. 60,000 Cr	100 %

Energy Transition Strategy Framework

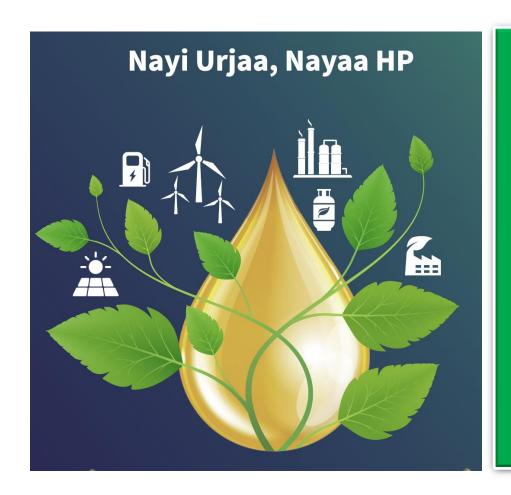






Nayaa HPCL: Fresh • Fast • Fluid





- 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. Rajneesh Narang, Chairman & Managing Director (Additional Charge) & Director - Finance

- He has taken additional charge as the Chairman & Managing Director (C&MD) of the company effective September 1, 2024, Alongside this role, he continues to serve as Director (Finance), a position he has held since 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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