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/48/2016

February 22, 2016

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

Sub.: Intimation regarding Presentation to Lenders (Banks)

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

Dear Sirs,

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

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

Thanking you,

Very truly yours,

Shrikant M. Bhosekar
Company Secretary

Board/Board Processing/Brd Notice

Hindustan Petroleum Corporation Limited

(A Fortune Global 500 Company)

US$465 Million Syndicated Term Loan Facility

Bank Presentation - February 2016

Our History

1952
- Incorporation of Standard – Vacuum Refining Company (**StanVac**)

1955
- Incorporation of **Caltex Oil Refining**

1962
- StanVac operations taken over by **ESSO**

1974
- Takeover and merger of ESSO and Lube India into **HPCL**

1978
- Merger of Caltex with **HPCL**

1979
- Merger of Kosan Gas with **HPCL**

Global Rankings

Rank : 327

Rank : 133

Our Vision

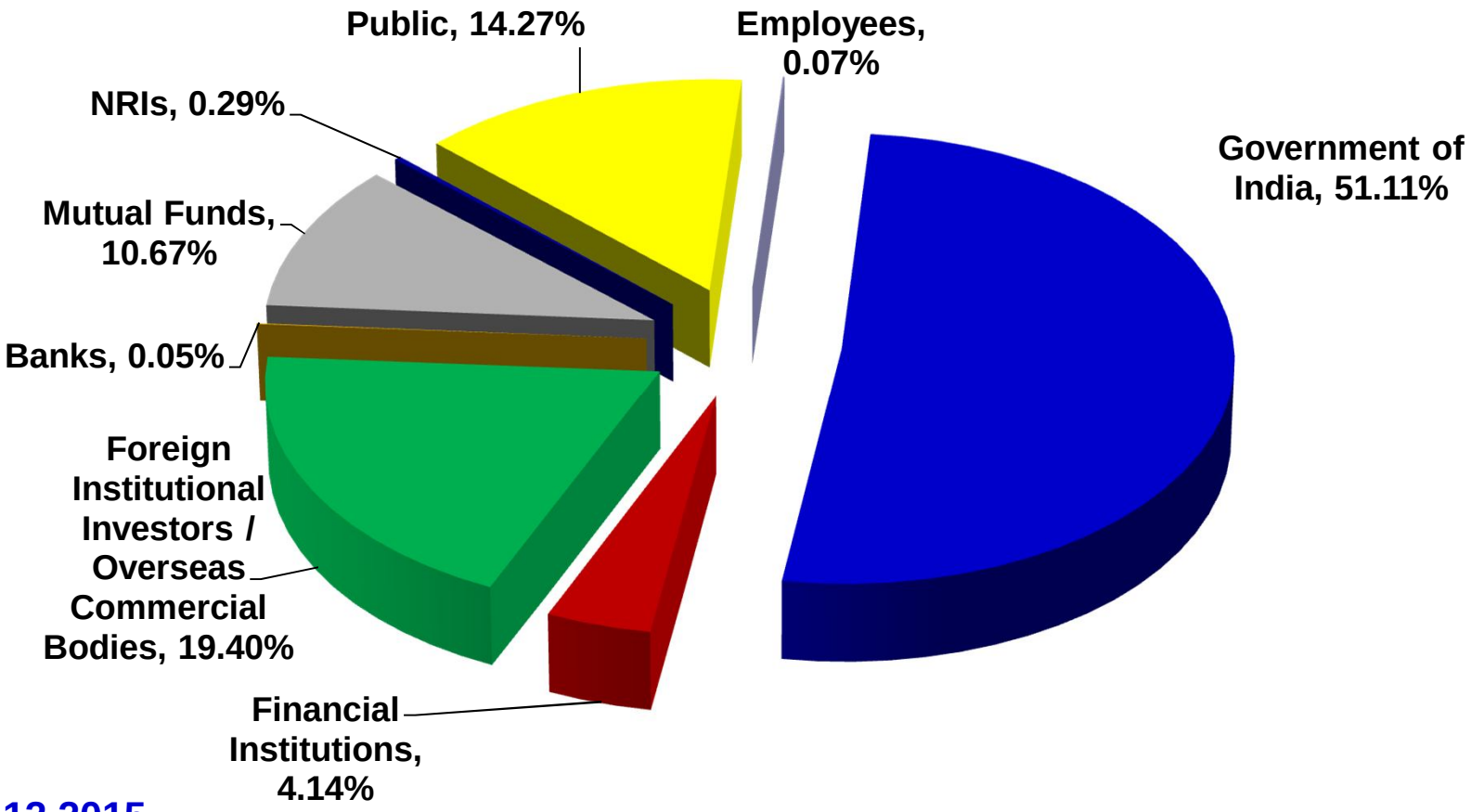
"To be a World Class Energy Company known for caring and delighting customers with high quality products and innovative services across domestic & international markets with aggressive growth and delivering superior financial performance.

The Company will be a model of Excellence in meeting Social commitment, Environment, Health & Safety and in employee welfare & relations"

Vision Co-created by all employees

Shareholders' Profile

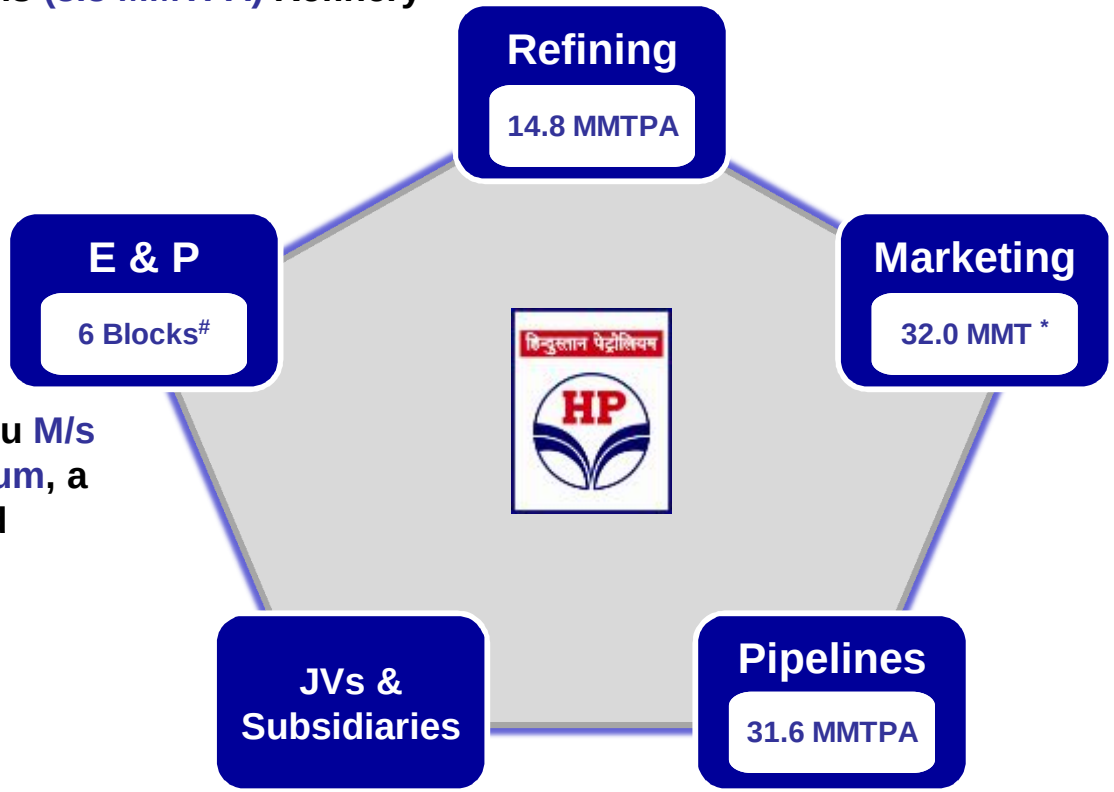
- **Shareholders : 99,280**
- **No. of shares : 338.6 Million**
- **Share Capital : US$51.18 Million**
- **Market Capitalization : US$4,279 Million**



As of 31.12.2015

Business Portfolio

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



Retail

LPG

Direct Sales

Aviation

Operations & Distribution

Natural Gas

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

Partnerships in

- **Refining, Marketing Infrastructure, Biofuels and Emulsions**

- **8 Cross country pipelines of total length of 3,015 km$**

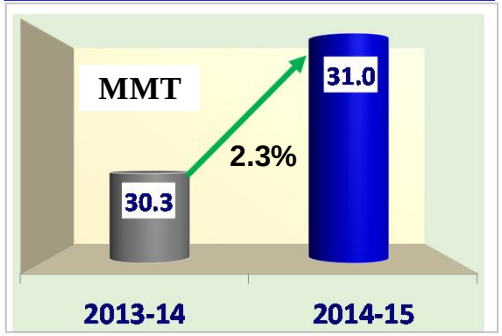
* in 2014-15

\# Currently Active blocks

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

Corporate Highlights: 2014-15

Domestic Sales



Market Sales : 31.95 MMT

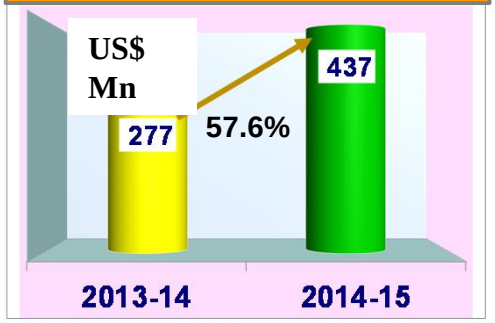
Mkt. Growth : 2.3% Vs Ind.(PSU) 2.2%

Pipeline Thruput : 14.91 MMT

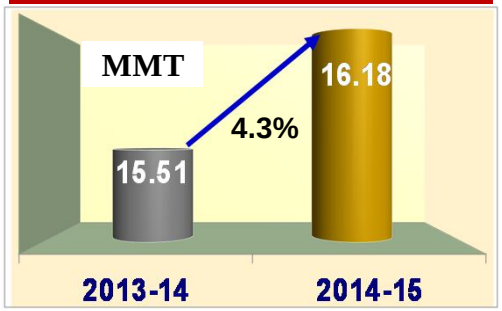
India's No.1 Lube Marketer : 478 TMT

Highest PAT : US$437 Million

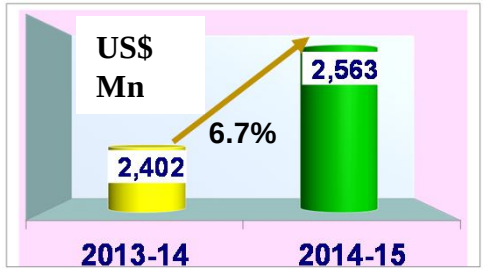
Profit after Tax



Crude Thruput



Net Worth



Financial Performance

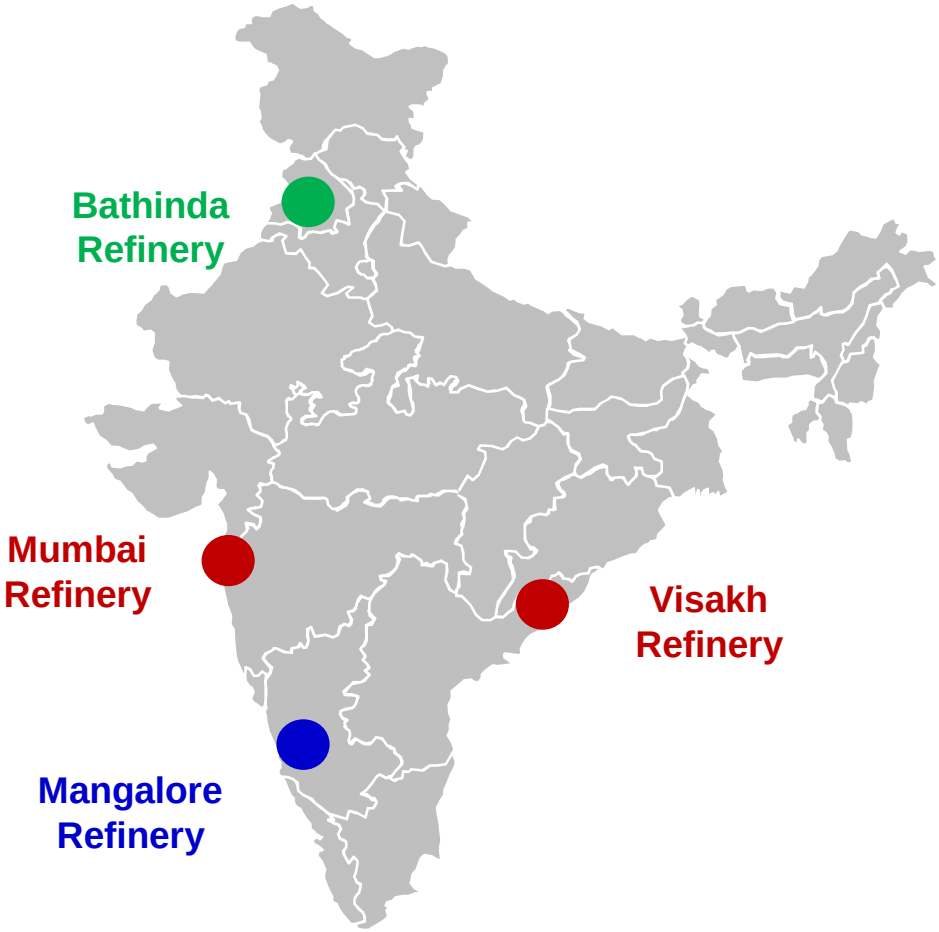
Description	Unit	Apr – Dec 15	2014-15	2013-14
Gross Sales	US$ Mn	22,585	34,727	37,161
Profit After Tax	US$ Mn	349	437	277
EPS	US$	1.03	1.29	0.82
Book Value Per Share	US$	8.09	7.57	7.09
Dividend Per Share	US$	0.17	0.39	0.25
Total Debt Equity Ratio		1.1:1	1.27:1	2.14:1

Refining

Refining Network

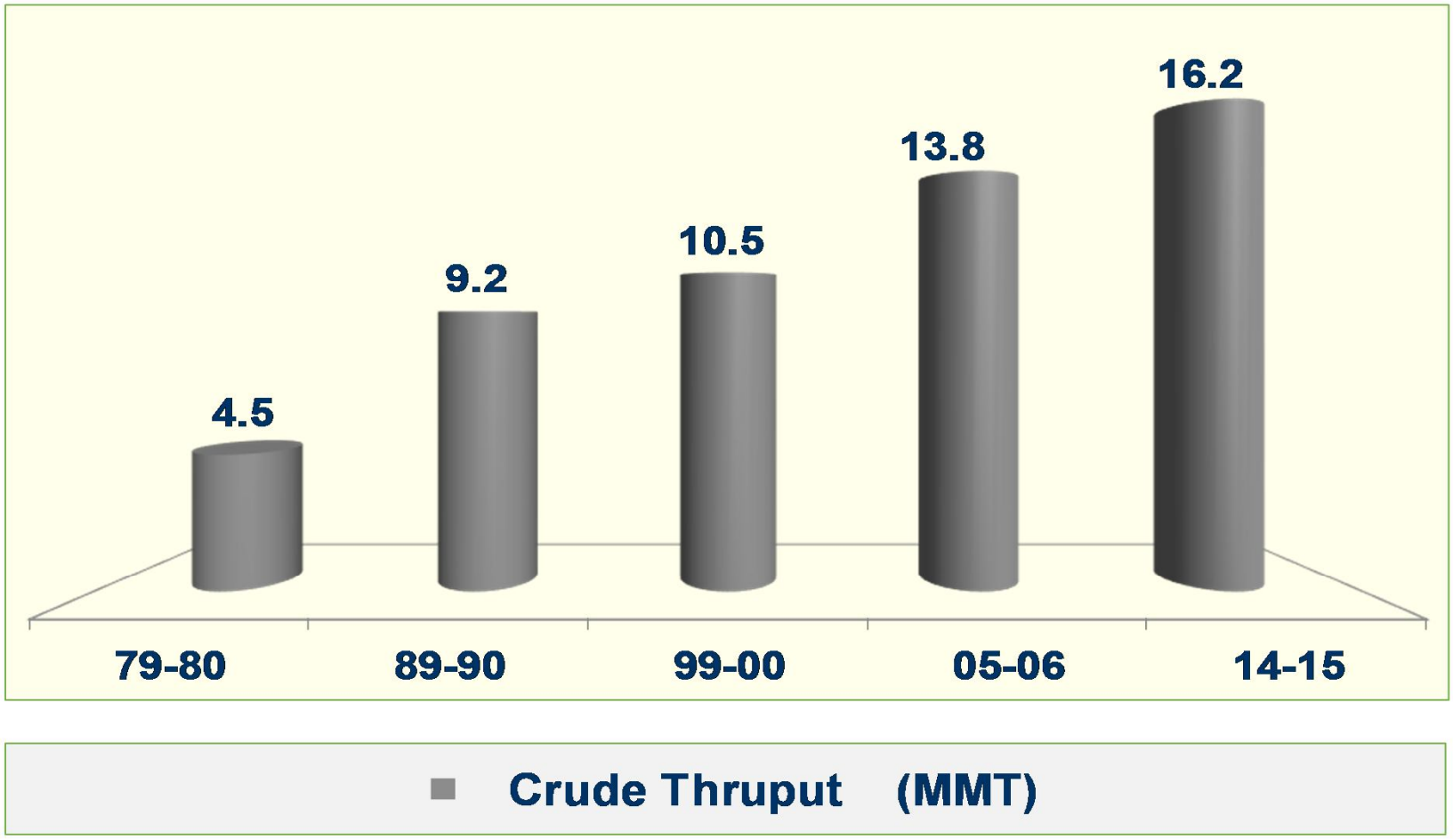
Refinery	Capacity (MMTPA)
Mumbai	6.5
Visakh	8.3
Total	14.8

Lube Refinery (Mumbai) 428 TMTPA



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

Refining Performance



Refining Highlights 2014-15

Highest ever

- Combined Distillate yield 77.5%
- Production of transportation fuels

  MS : 2.7 MMT

  HSD : 6.1 MMT

Refinery Expansion

Visakh Refinery

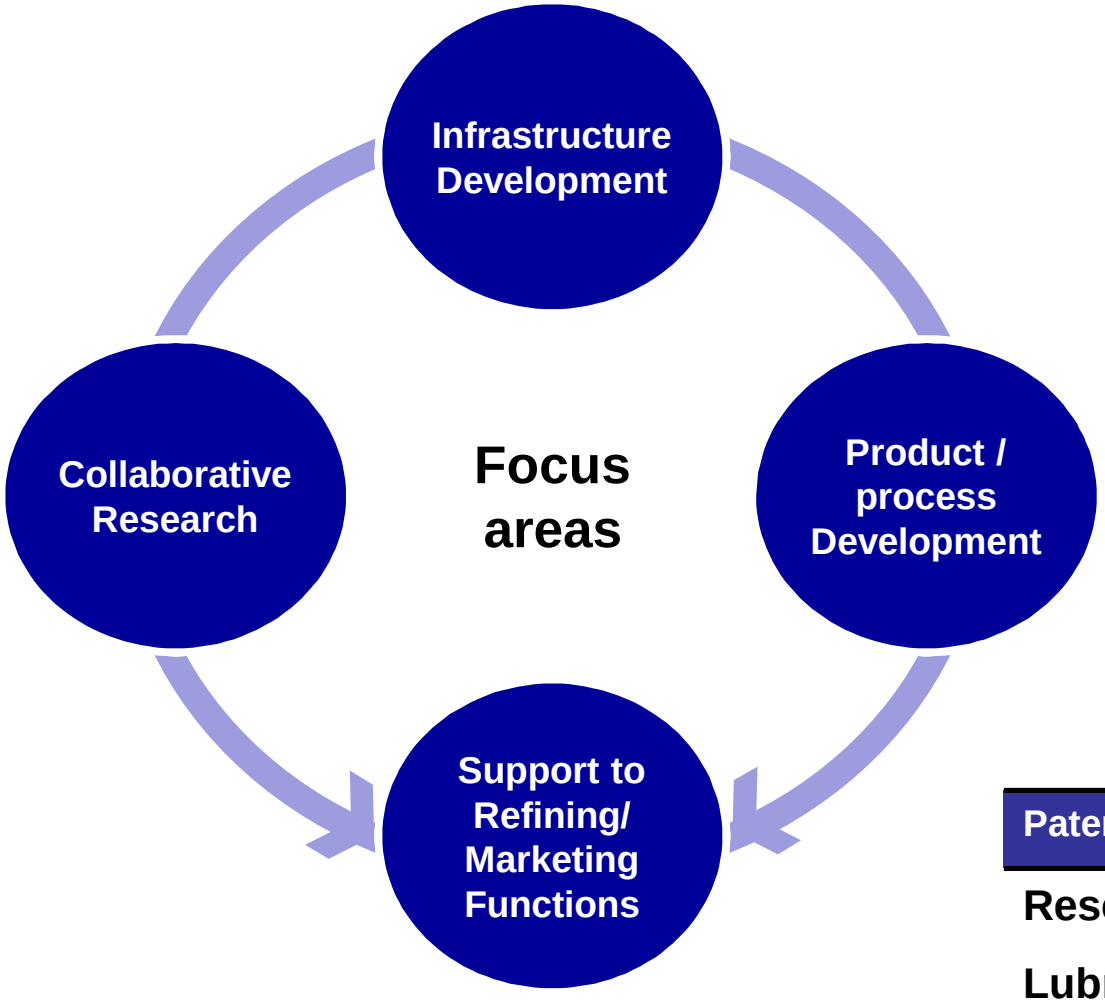
- **From 8.3 MMT to 15 MMT**
- **Project Cost : US$2,720 Million**

Mumbai Refinery

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

Research and Development

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



R&D Thrust Areas

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

Patents	Applied	Obtained
Research Areas	36	-
Lubricants	6	2

HP-HiGAS Unit at Visakh Refinery

HP-HiGAS Technology

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

Reduction in Process Plant Footprint

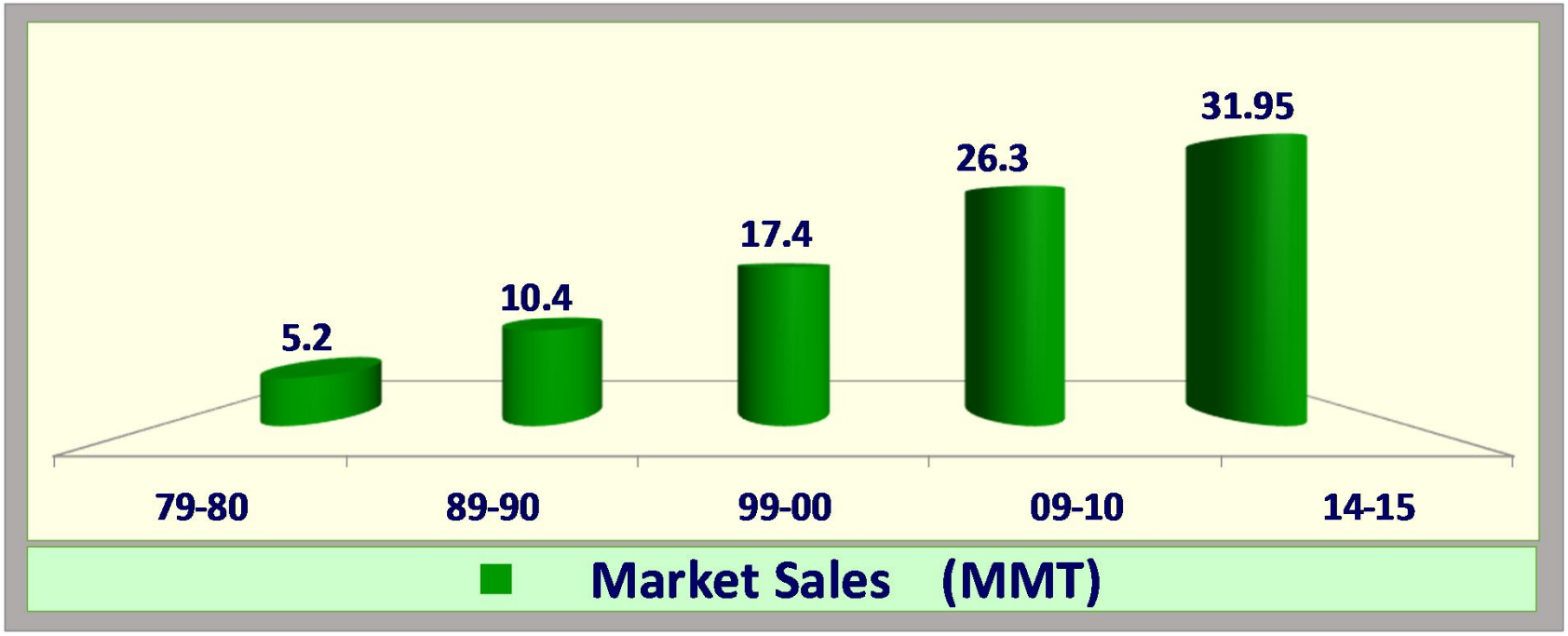
H2 PSA Technology

Hydrogen Pressure Swing Adsorption Technology

- **Commissioned Hydrogen Pressure Swing Adsorption Technology for purification of CCR Off Gas at VR**
- **Hydrogen purity > 99.5%**
- **Benefits:**
  - **Production of high value Hydrogen from low value Refinery off Gases**
  - **Technology Indigenization**

Marketing

Marketing Performance



Marketing supply infrastructure

Terminals / TOPs

36

POL/Lube Depots

91

LPG Plants

46

ASFs

36

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

Lube Blending Plants

7

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

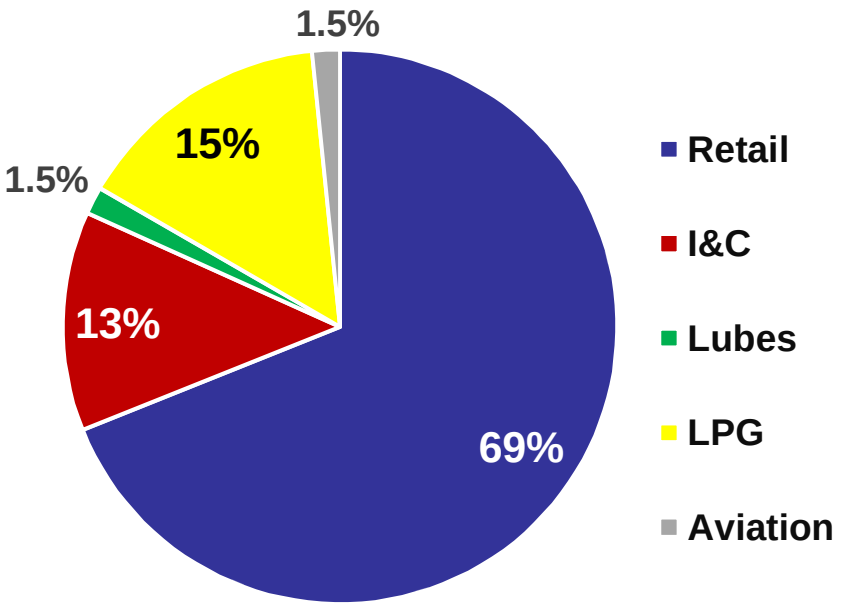
***As of 31.12.2015**

Marketing Sales : 2014-15

HPCL Marketing business lines

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

Volumes Split by Business Line (2014-15)



Total marketing sales = 31.95 MMT (including exports*)

Retail constitutes 69% of HPCL product sales

*Exports = 850 TMT

Retail

Network 13233 Outlets

Market Share* (PSU) 25.4%

Sales 21.4 MMT

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

Segmentation | Formats | e-fuel stations | Non-fuel & Conveniences

Strong Customer Loyalty

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

Customer Centric Formats

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

Urban

Highway

Rural

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

Lubricants

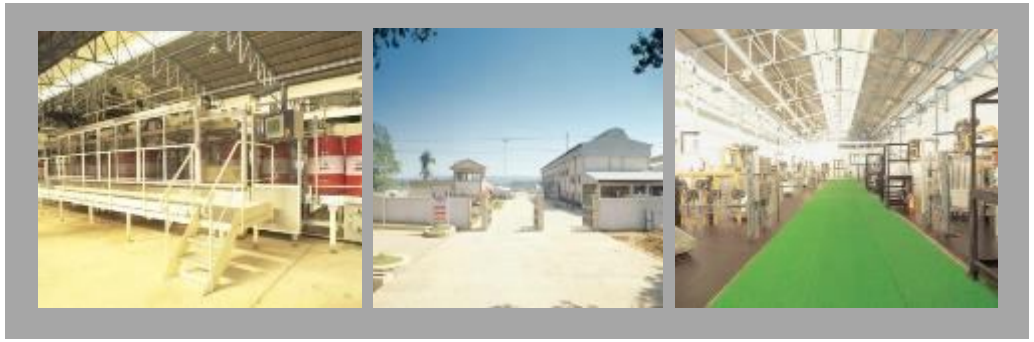
- India's No.1 Lube Marketer
- 250+ Grades of Lubricants
- Largest Base Oil Refinery (450 TMTPA) in India, Group II/III 230 TMTPA
- 478 TMT – Total Lube Sales
- Strong product brands

Lubricants

Lube Blending

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

Silvassa



Pan India Logistics Coverage

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

Daruhera

LPG

LPG Sales : 4.7 MMT

Market share : 26.8%

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

Data : March 31, 2015

Direct business lines

HP Aviation

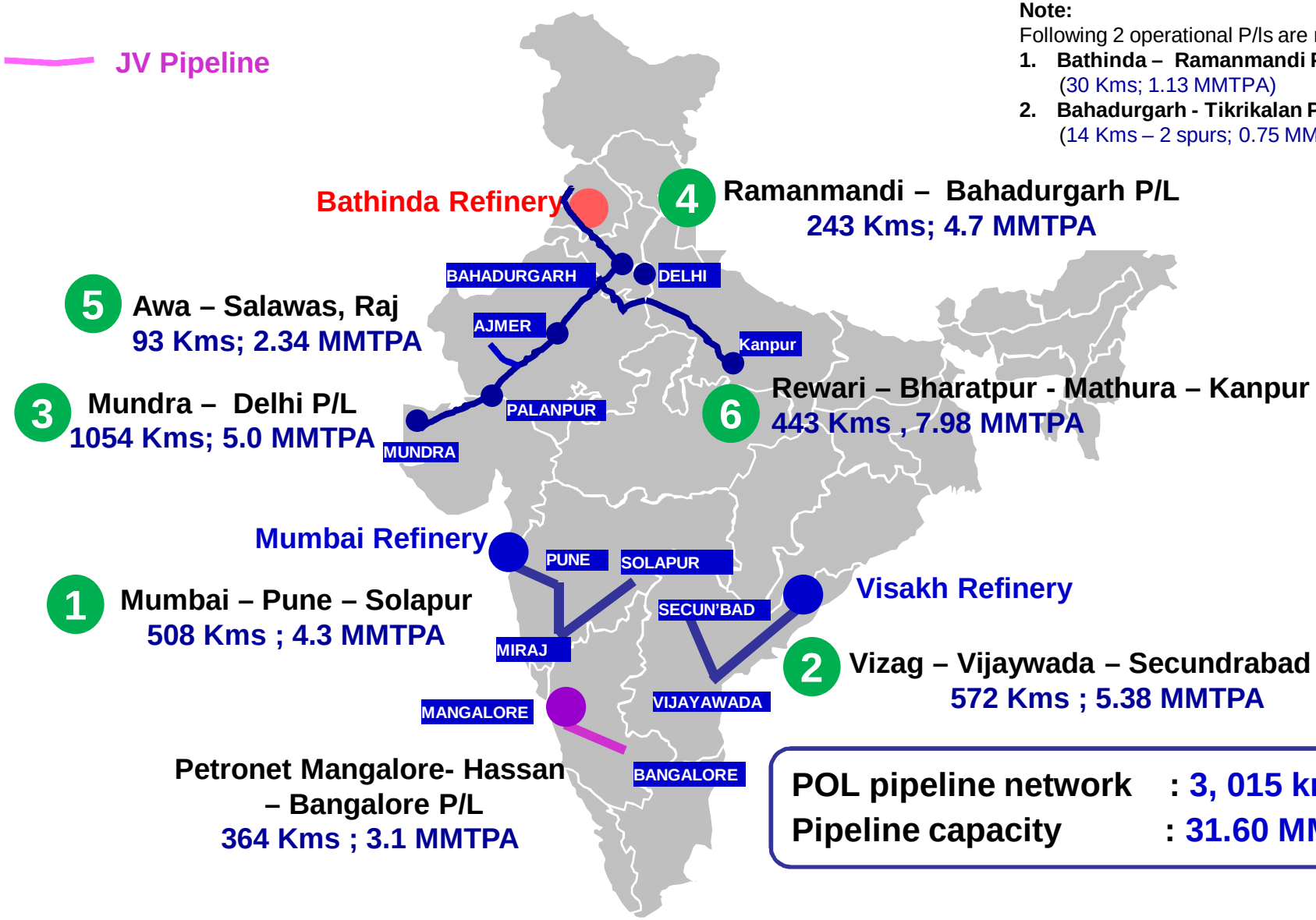
- Sales volume of 506 TMT
- Growth in Volume 13.5% against Ind.(PSU) growth of 0.2%
- Only Jet Fuel Supplier to all domestic airlines

Industrial & Consumer Segment

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

2nd largest POL Pipelines network in India

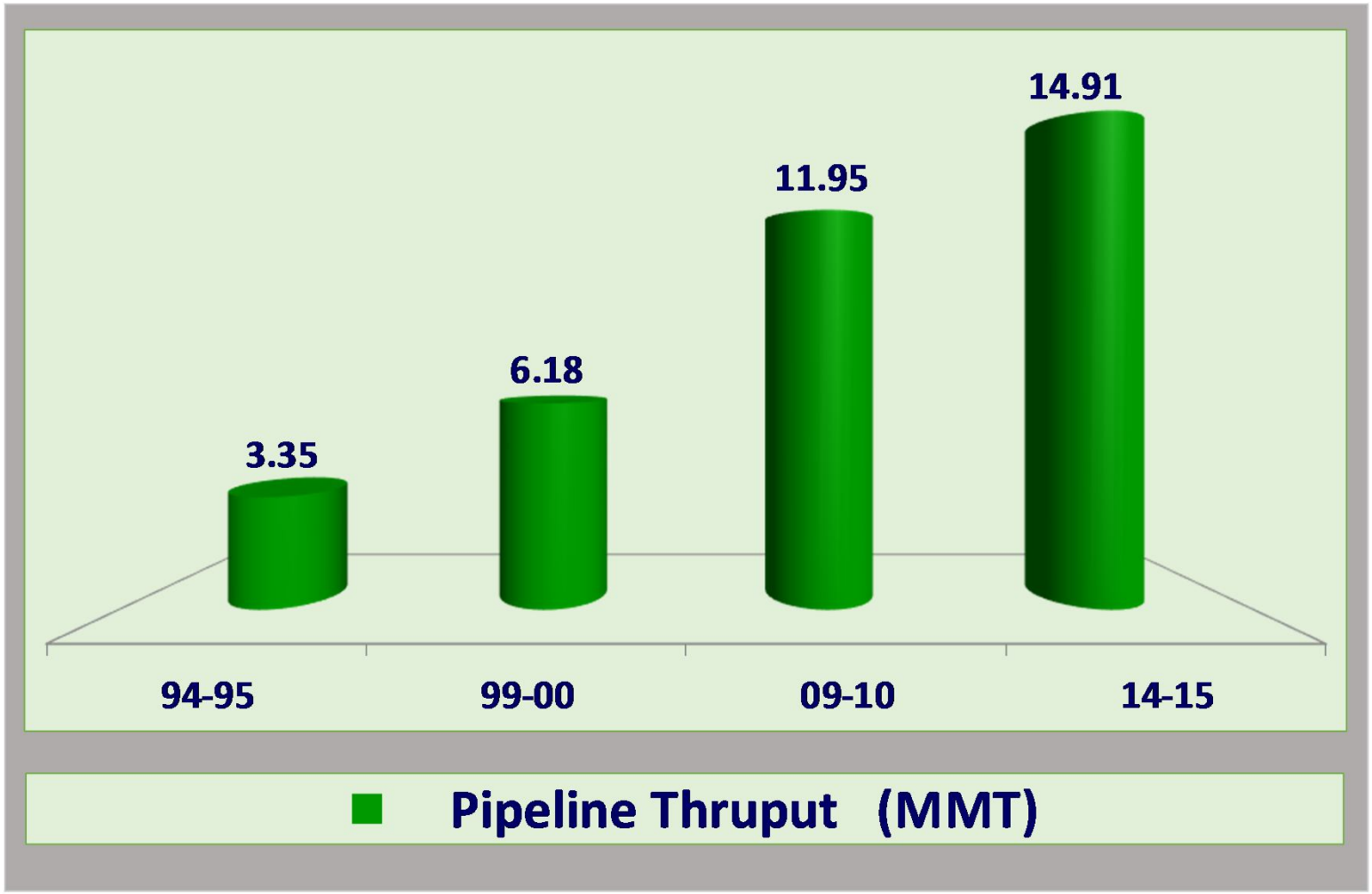
Note:
Following 2 operational P/ls are not shown in map
1. **Bathinda – Ramanmandi P/L** (30 Kms; 1.13 MMTPA)
2. **Bahadurgarh - Tikrikalan P/L** (14 Kms – 2 spurs; 0.75 MMTPA)



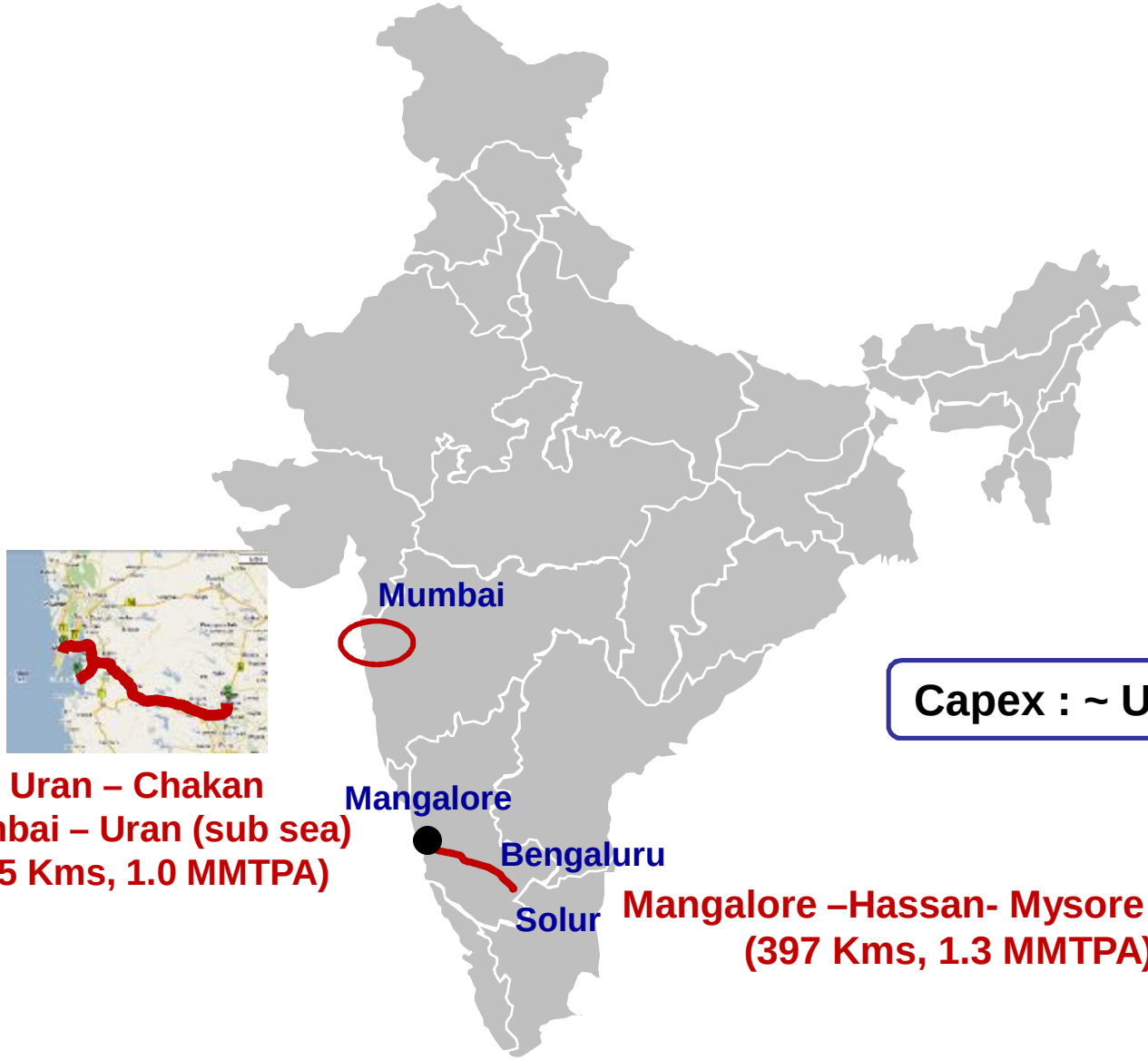
POL pipeline network	**: 3, 015 kms***
Pipeline capacity	**: 31.60 MMTPA***

*** Excluding MHB JVC P/L and specialty pipelines**

Pipeline Performance



LPG Pipeline Projects under construction



Capex : ~ US$208 Million

Uran – Chakan
Mumbai – Uran (sub sea)
(165 Kms, 1.0 MMTPA)

Mangalore –Hassan- Mysore –Solur
(397 Kms, 1.3 MMTPA)

Wind Power

Existing Capacity

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

Planned Addition

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

Subsidiaries and JVs

Upstream

100% Prize Petroleum

Alternate Fuels

100% HBL HPCL Biofuels Ltd

74% CREDA-HPCL Biofuel Ltd.

CREDA HPCL Biofuels Ltd

Subsidiaries

Refining

HMEL

HRRL

Infrastructure

Petronet MHB Limited

MAFFFL

Marketing

HINCOL™ HINDUSTAN COLAS LTD.

Natural Gas

HSEL HPCL Shapoorji Energy Ltd

GIGL

GITL

Strategic Storage

SA LPG

City Gas Distribution

BGL Bhagyanagar Gas Ltd.

Aavantika Gas Ltd.

Introduction of new technology and value growth through Partnerships

Exploration & production

Prize Petroleum, a wholly owned subsidiary

Overseas Operations (Australia)

1 - Producing Field
1 - Discovered Field

Domestic Operations

1- Producing Field (Sanganpur)
1- Discovered Field (Cambay)
1- Service contract (Hirapur)
1- Exploration Blocks (NELP IX)

2014-15 Crude / Gas condensate Production : 48 TMT

Note : Apr-Dec'15 Production : 48 TMT

Equity in Natural Gas Pipelines

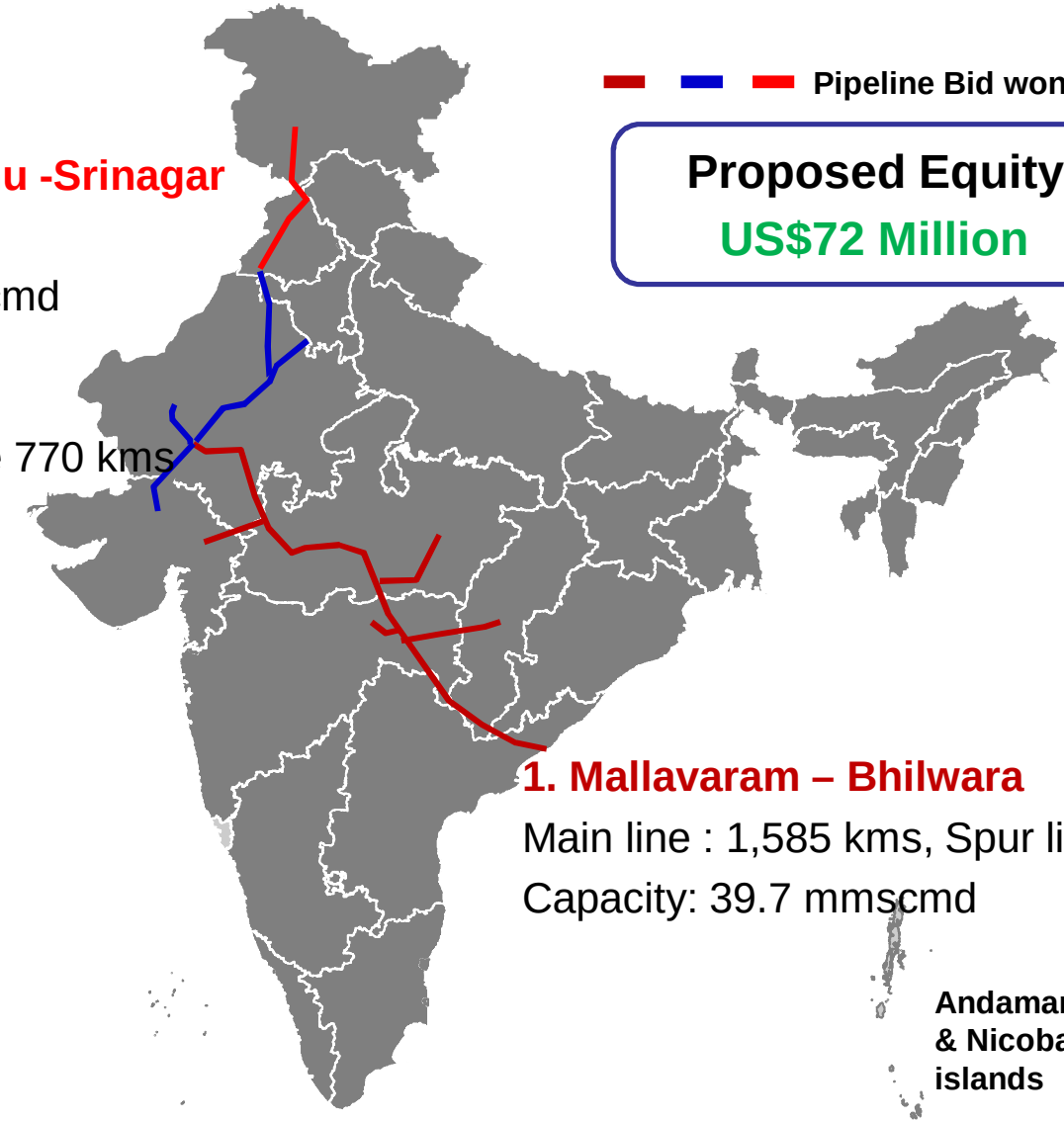
NOT TO SCALE

Pipeline Bid won in consortium

Proposed Equity
US$72 Million

3. Bathinda – Jammu -Srinagar
Main line : 300 kms
Capacity: 25.7 mmscmd

2. Mehsana – Bhatinda
Main line : 990 kms, Spur line 770 kms
Capacity: 39.5 mmscmd



1. Mallavaram – Bhilwara
Main line : 1,585 kms, Spur line 103 kms
Capacity: 39.7 mmscmd

Being implemented through JVCs : GIGL* and GITL*.

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

Andaman & Nicobar islands

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

LNG Terminal at Charra, Gujarat

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

Financial Closure for the project has been completed

Strategic Initiatives

- Integrated Margin Management
- Central Procurement
- Vision 2030

Levers for value creation across supply chain

Value creation levers

Crude & Shipping

Feed Stock Supply

- Optimisation of Crude & Long-term contracts

Refineries

Refining

- Production optimisation

Supplies & Distribution

Distribution

- Optimization of distribution costs & higher infrastructure utilisation

Operation

Storage

- Inventory Optimization

Marketing

Sales

- Optimization of *Make or Buy* decisions

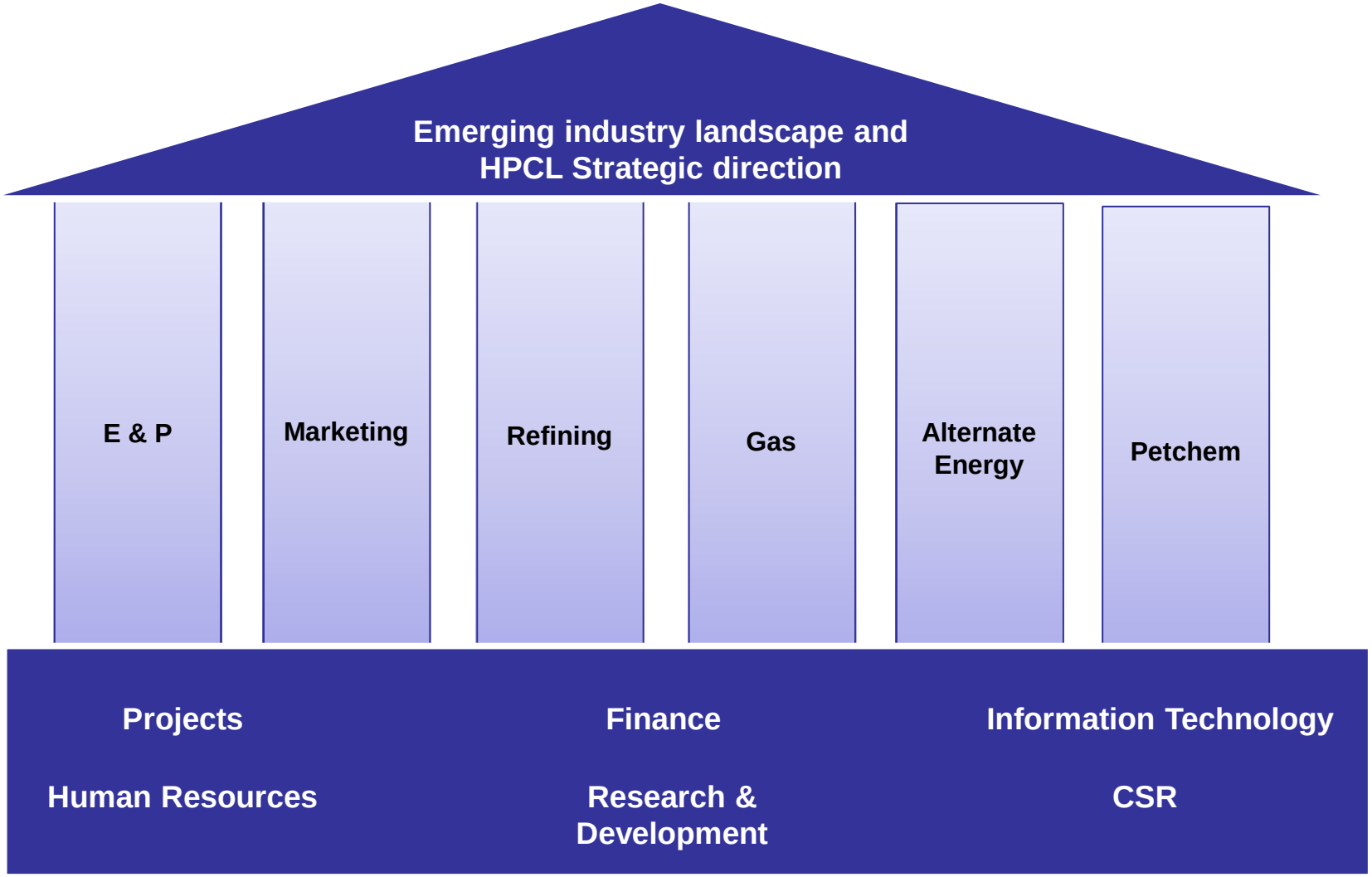
IMM

Centralized Procurement

Central Procurement cell:

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

Vision 2030


Emerging industry landscape and
HPCL Strategic direction
E & P
Marketing
Refining
Gas
Alternate Energy
Petchem
Projects
Finance
Information Technology
Human Resources
Research & Development
CSR

Our strategy for the future

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

Thank you