

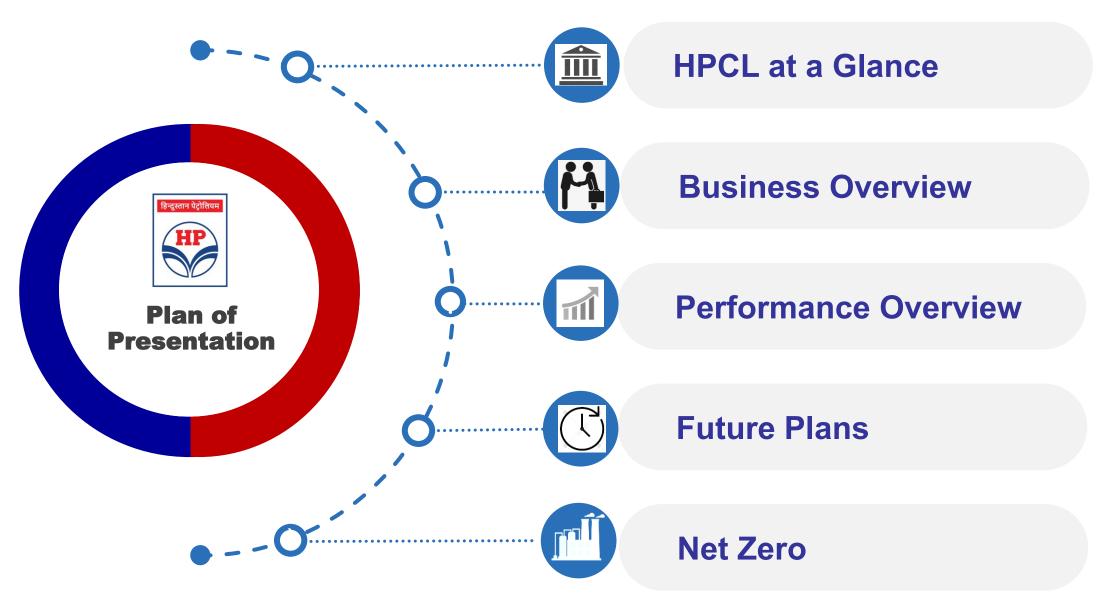
Hindustan Petroleum Corporation Limited

Investor Presentation

Mumbai October 29, 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

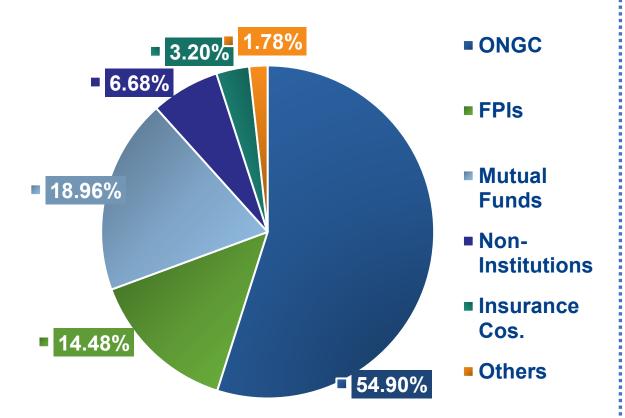


Enduring
Relationship with
Stakeholders

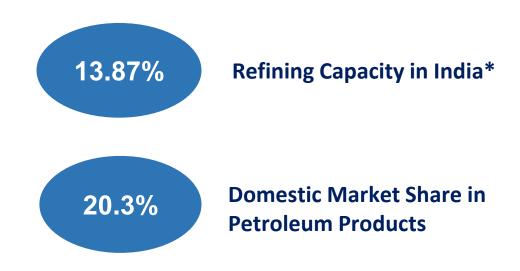
Shareholder Profile and strong presence in Indian O&G Sector



Shareholding Profile as of 30th Sept, 2025

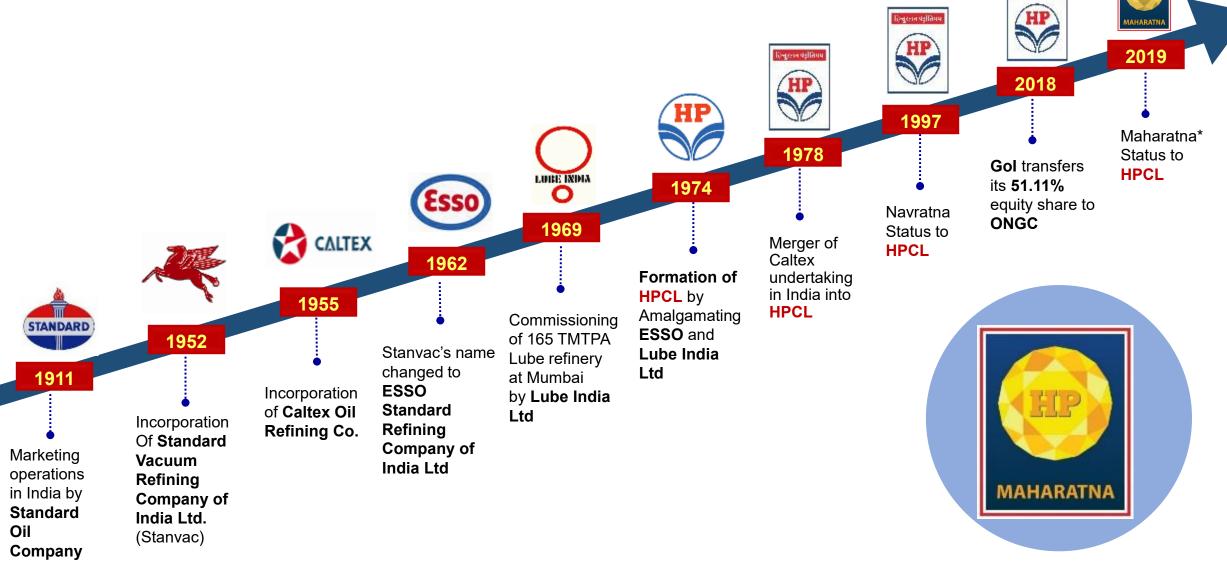


Strong presence in Indian Oil & Gas Sector



^{*} Incl. HMEL capacity and Visakh Refinery Capacity at 15.0 MMTPA as of 30.09.2025 (~ 16.9% post expansion of HMEL and post-completion of HRRL)

Legacy of over 100 years



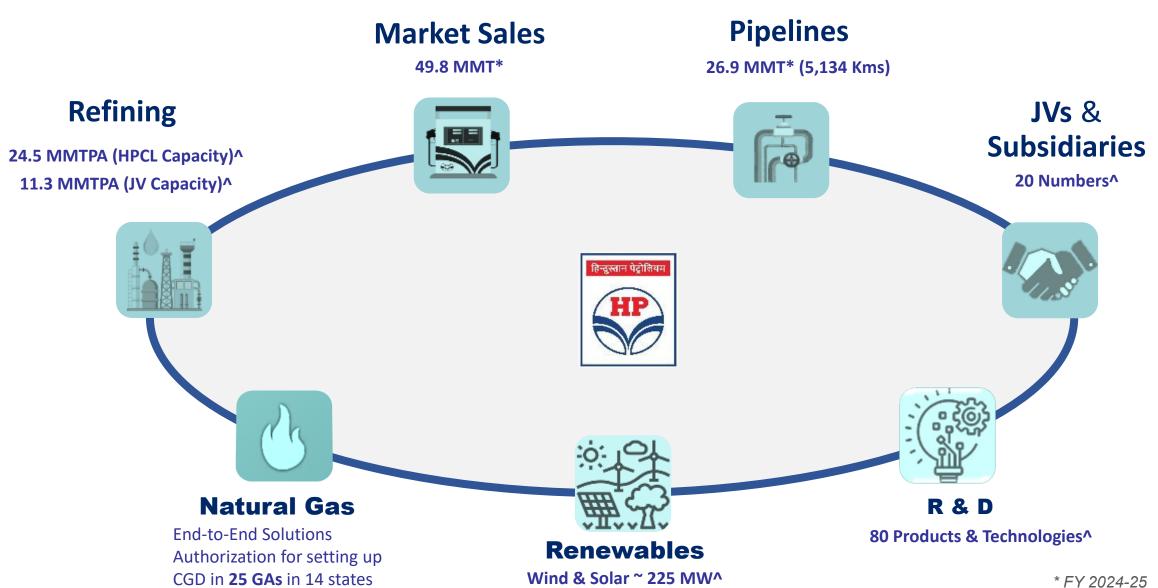
Delivering Happiness

Business Overview

Diversified Portfolio

5 MMTPA LNG terminal by HPLNG



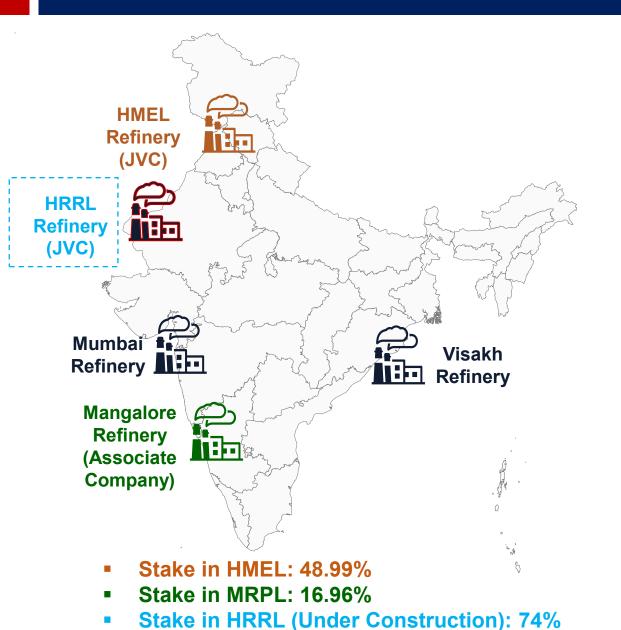


(Wind: 100.9 MW; Solar: ~124.2 MW)

^As of 30.09.2025

Refinery Infrastructure





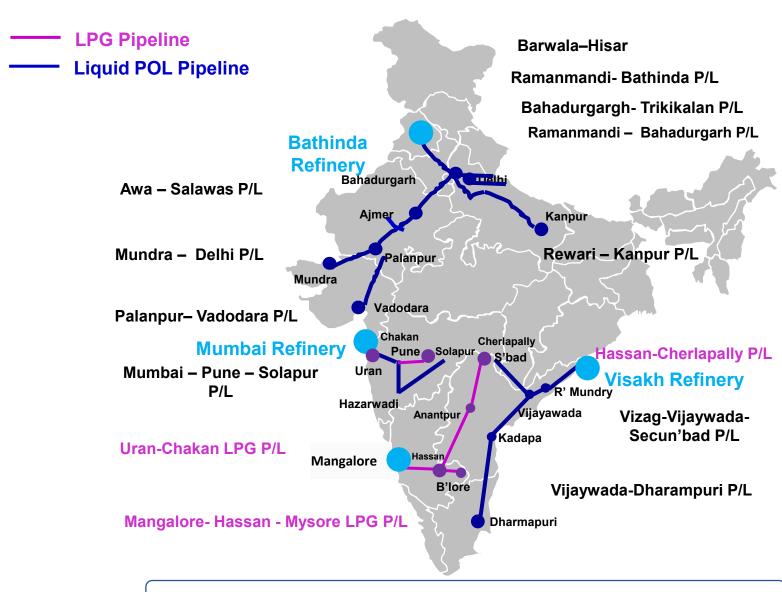
Refining Capacity in MMTPA		
Mumbai	9.5	
Visakhapatnam	15.0	
Total HPCL	24.5	
HMEL (JVC)	11.3	
Total (marketing rights)	35.8	

Lube Refinery (Mumbai): 428 TMTPA

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

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

Exclusive Lube Depots

LPG Plants









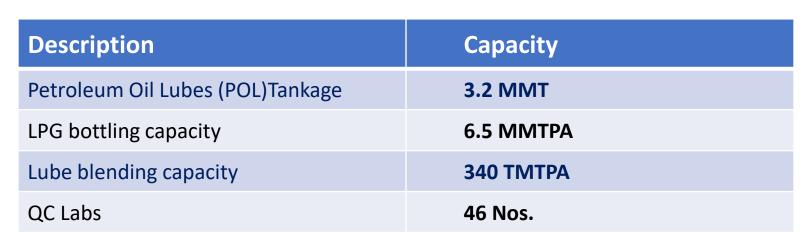


80

28

55

58
Lube 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

24,252

6,387

1,638

530

896

2,113

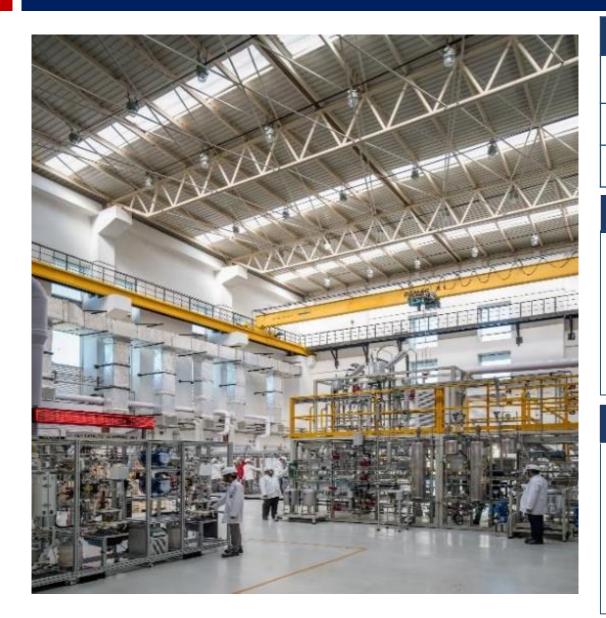
5,389

~97 Million

~25 Million

Focus on Research and Development





R&D Achievements		
New Technologies / Products demonstrated	80	
Patents applied	684	
Total Patents granted	272	

R&D Technologies and Products

Technologies: HP-ASAP, HP-RAMP, H2 PSA Technology, HP-Trijet, H-CNG, HP-HiGAS Technology, SprayMax Feed Nozzle HP-DAK, HP-VRU 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







Phase-I

Crude Evaluation & Fuels Research

Process Modelling & Simulation

Hydro-processing

Catalysis

Bioprocess

CoE Nano-Technology

Analytical and Chemical Synthesis

Standard testing

FCC/RFCC

Phase-II



Solar Energy

Hydrogen

Technology Licensing

Combustion Research Petrochemicals & Polymers

Residue Upgradation

Novel Separations Battery

Engine

Centre of Excellence Lubes

Digital

Corrosion Studies

Water Research

Centre of Excellence

– Bitumen Pavement

& Research

Global Technology Centre

Joint Ventures and Subsidiaries



Oil refining









Oil supply infrastructure and marketing











Joint venture in Natural gas infrastructure & marketing













GITL- GSPL INDIA TRANSCO LIMITED: GIGL - GSPL INDIA GASNET LIMITED

Subsidiaries

Biofuels

Natural Gas

Upstream

Overseas Marketing

Renewables











HMEF- HPCL Middle East FZCO

Introduction of new technology and growth through Partnerships

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

Touched ~40 Lakh lives through CSR Activities during FY 2024-25

Performance Overview

Quick Snapshot: FY 2024-25





Highest Ever Refinery
Thruput
25.3 MMT



Highest Ever Market
Sales
49.8 MMT



Highest Ever Pipeline
Thruput
26.9 MMT



Profit After Tax Rs. 7,365 Crore



Revenue from Operations Rs. 4,66,346 Crore



Refinery GRM US\$ 5.74 / bbl

Performance Highlights: H1 - FY 2025 26





Highest Ever Half Yearly Refinery Thruput of 13.23 MMT



Half Yearly Market Sales of 25.11 MMT



Half Yearly Pipeline Thruput of 12.82 MMT



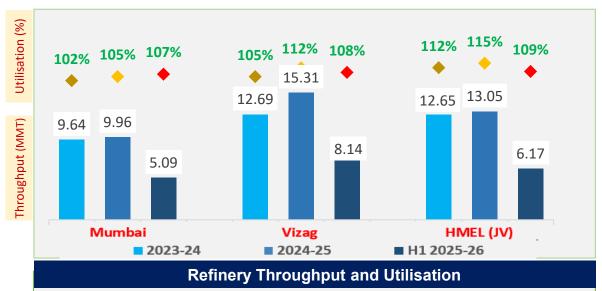
Standalone Net Profit at Rs. 8,201 Cr

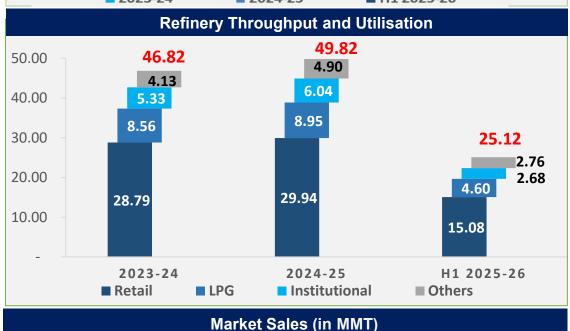


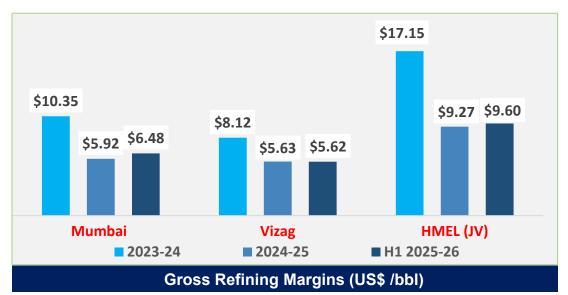
Refinery GRM US\$ 5.95

Strong Refining & Marketing Performance







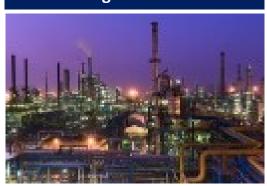


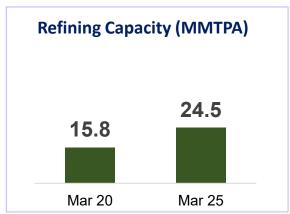


Infrastructure Capability enhancement in last 5 Years



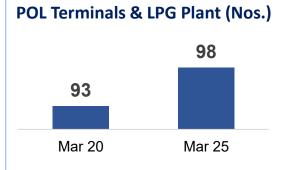
Refining Infrastructure

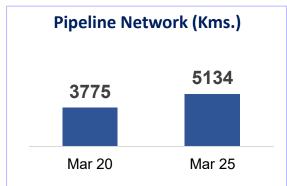




Supply & Distribution



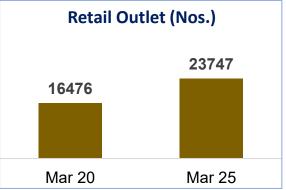




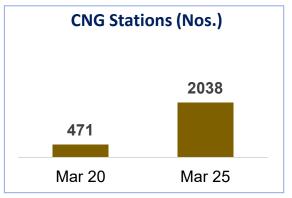
Customer Touchpoints Infrastructure

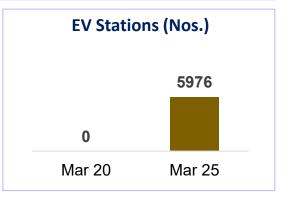












Strengthening of Infrastructure across value chain



Area of Value Chain	Investment (Rs. Cr)
Refining Capacity Expansions	24,350
Expansion of Pipeline Network	6,495
LPG Plants / POL Depots / Capacity Augmentations	8,853
Expansion of CGD Network	3,800
Enhancing Biofuels & Renewable capacities	1,260
Expanding Customer touch points	9,626
Equity Investment in JVs & Subsidiaries	16,165
Others (R&D, Digital Transformation etc.)	2,480
Investments during last 5 years (Rs. Crore)	73,000

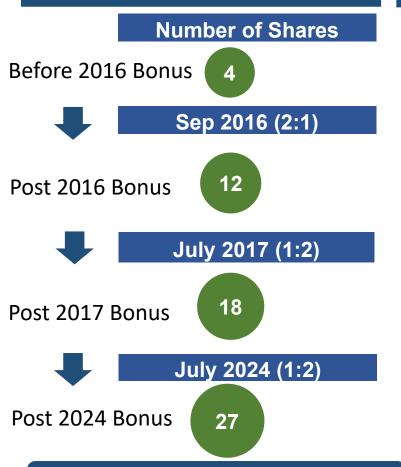
Return to Stakeholders



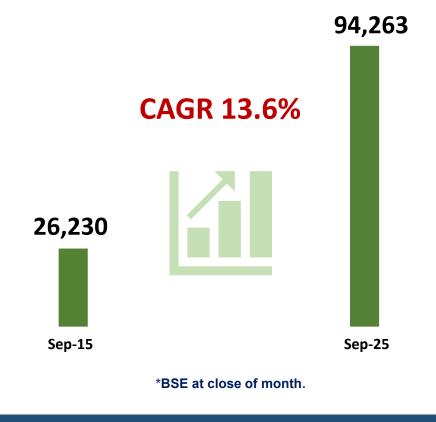
Return to Shareholders

Market Cap (Rs. Cr)*

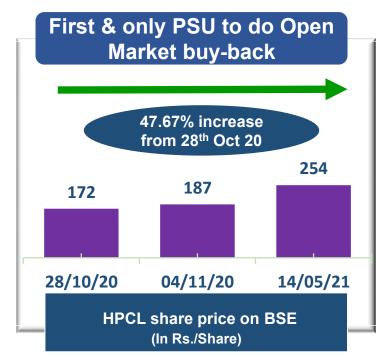
Share buy-back Program







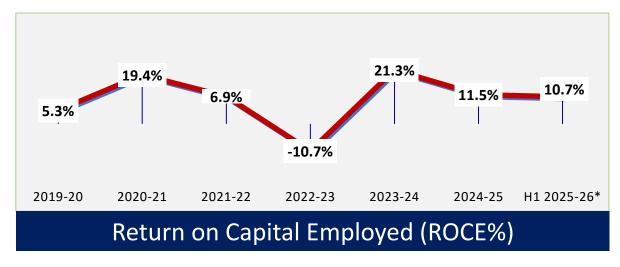
Total return to Shareholders ~ 19%

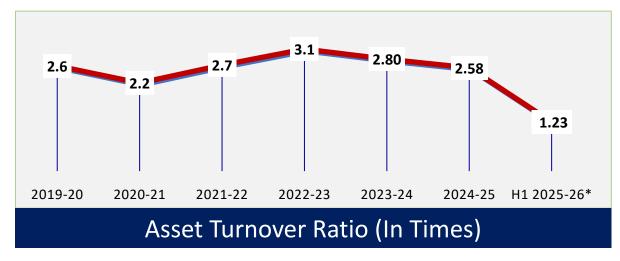


- Board approval share buy back worth Rs. 2500 Cr on 4th November 2020
- Maximum Buyback Price at a premium of 45.52% and 45.43% over the closing prices on both BSE and NSE, respectively, on October 28, 2020.

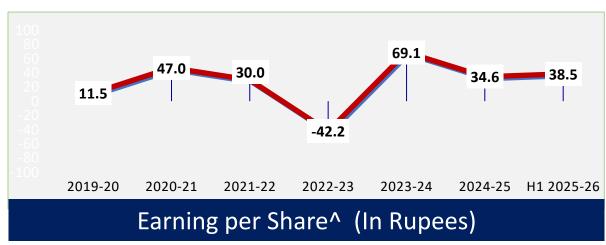
Key Financial Performance Parameters











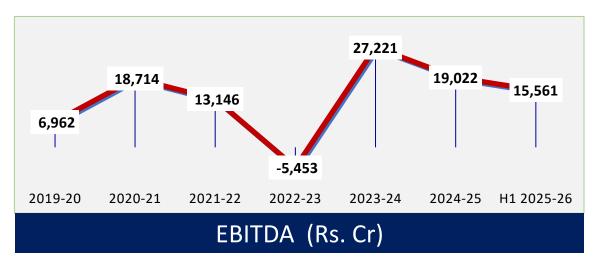
All Financial parameters reflecting inherent strength & growth potential

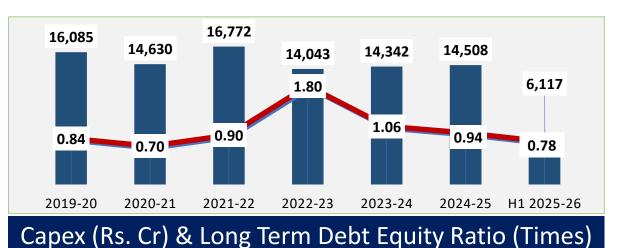
^{*} Not annualised

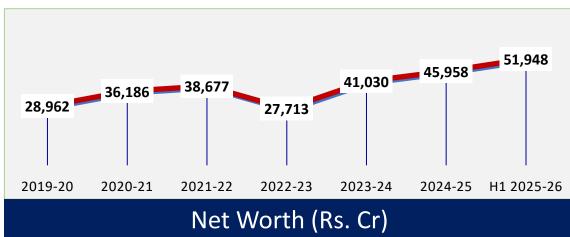
[^] Restated post bonus share issue in July'24

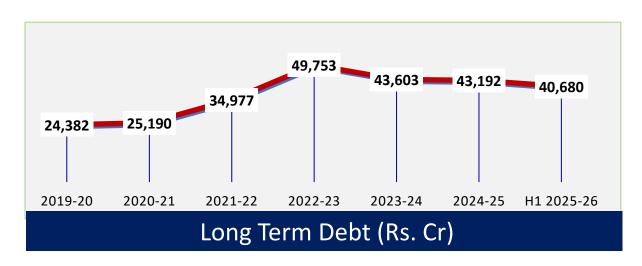
Key Financial Performance Parameters











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

35.8 MMTPA



45.3

MMTPA

2027-28

2024-25

Refinery 2024-25 2027-28 **Capacity Addition** (MMTPA) (MMTPA) (MMTPA) 9.5 9.5 0.0 MR VR 15.0 15.0 0.0 11.3 11.8 0.5 HMEL (JVC) 0.0 9.0 9.0 HRRL **Total** 9.5 35.8 45.3



Project Completed/Ongoing	Physical progress (As of Sept'25)	Project Cost (Rs. Cr) (As of Sept'25)
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	89.1%	72,937
Lube Modernization & Bottom Upgradation Project at MR	5.4%	4,679

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

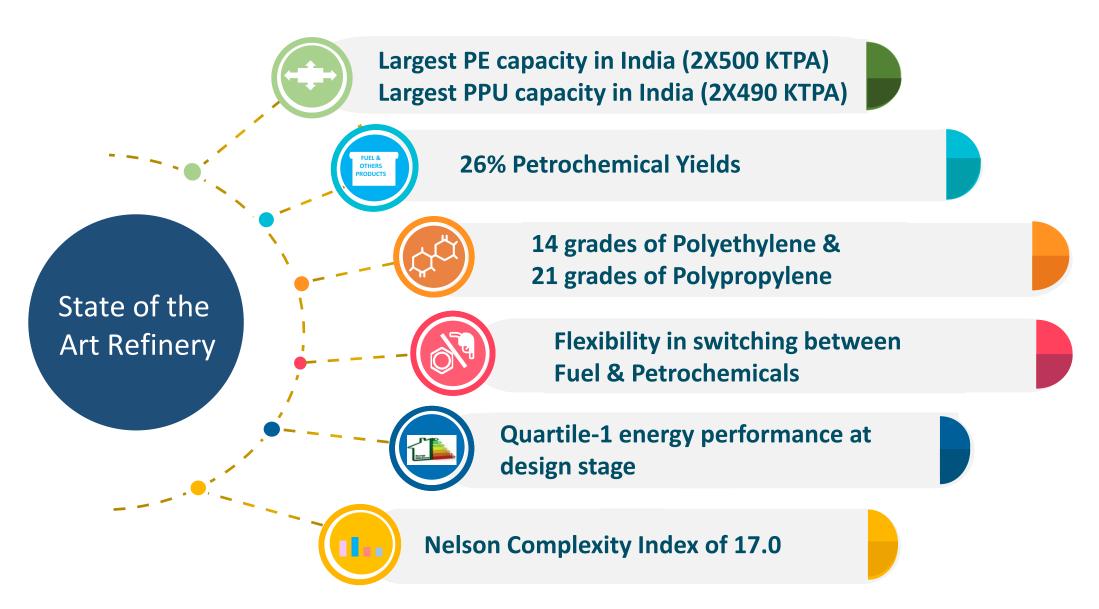
■ Expenditure: ~ Rs. 61,821 Cr (As of Sep'25)



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

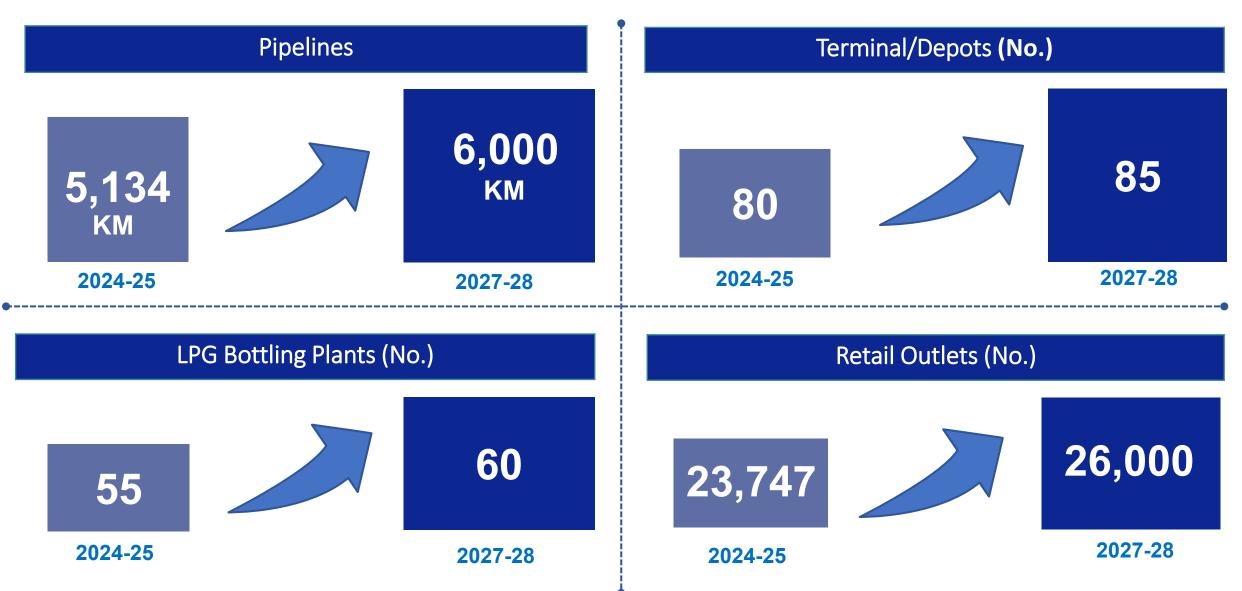
Pipelines:

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

MMTPA 2024-25

2.2

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
- 58.4 TMT Petchem Sales during Apr-Sep'25

Natural Gas

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

CNG Stations (No.)



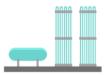
3,000

2024-25

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 (1673 Km) – GIGL(JV)
- Bathinda to Gurdaspur (261 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

Green Opportunities - Biofuels



Biofuel Capacity

12.06 TMT 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
20TPD Compressed Biogas (CBG), Eluru, West Godavari, AP	Ongoing	150

Green Opportunities - Renewables



Renewable Capacity 2,400 MW MW



- Current power requirements to renewable sources (500MW) under Conversions
- Participation in Tariff Bidding

2024-25

- 100% Solarisation of Retail Outlets (94% of RO Network complete as of Sep'25)
- Wholly owned subsidiary 'HPCL Renewables and Green Energy Limited' for consolidation of 'Green & Renewable' Business opportunities under one umbrella is now operational.

2027-28

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

Green Opportunities - Green Hydrogen



Green Hydrogen 9,670 TPA 2024-25 2029-30



- A 370 TPA Green Hydrogen Plant commissioned at Visakh Refinery (first Green Hydrogen plant in any Indian refinery)
- 5,000 TPA Green Hydrogen Project at Visakh Refinery
- 4,300 TPA Green Hydrogen Project at HRRL
- Research and Development: HPCL Green Research and Development Centre (HPGRDC) is working on all major Electrolyser technologies.
 - Utilizing Green Hydrogen for all its research activities since 2020 by installing PEM Electrolysers and solar PV power plant.
 - Successfully commissioned India's first Solid Oxide based Electrolyser (SOE) in May 2024.
 - Commissioned alkaline and AEM Electrolyzers with in-house designed electrodes and stack. AEM electrolyser has been scaled up to 1 MW equivalent cell size for technology demonstration.
 - In collaboration with research institutes, is developing indigenous 1KW * 10 Solid Oxide Fuel Cell (SOFC) and 1KW Solid Oxide Electrolyzer (SOEC).

Digital Vision & Strategy

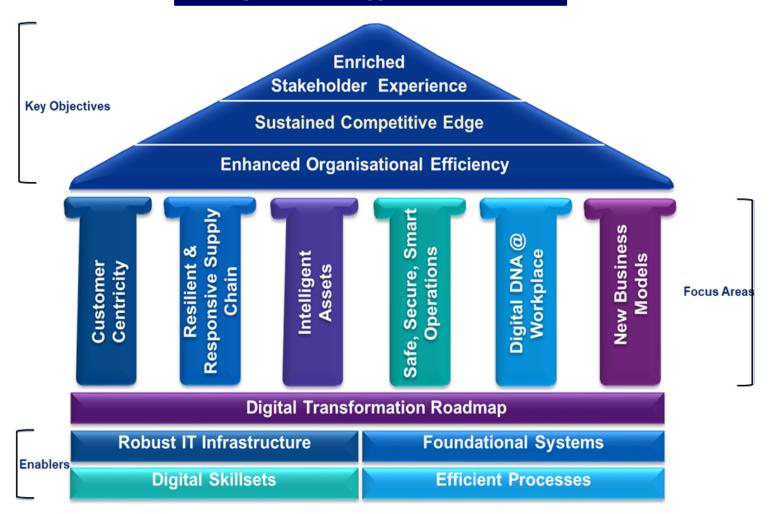




HPCL Digital Vision

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



ERP Modernization Enterprise Data Repository & Analytics

Connected Enterprise

Supply Chain Control Tower Centralized Command centre



E- commerce Platform



Digital Experience Centre AR/VR Based Training Metaverse

Generative Al

11



Workforce Enablement

HR Analytics
Connected worker

Smart Helmets

Assets & Project Mgmt.

Central Energy Mgmt. System
Project Portfolio Management Office

Warehouse Management



Supply Chain Management

Demand Forecasting Smart Fleet management



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





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

52%
Petroleum



Non Fuel

5%
Petchem





Rs. 77,000 Crore



8%
Renewable



15%
Gas



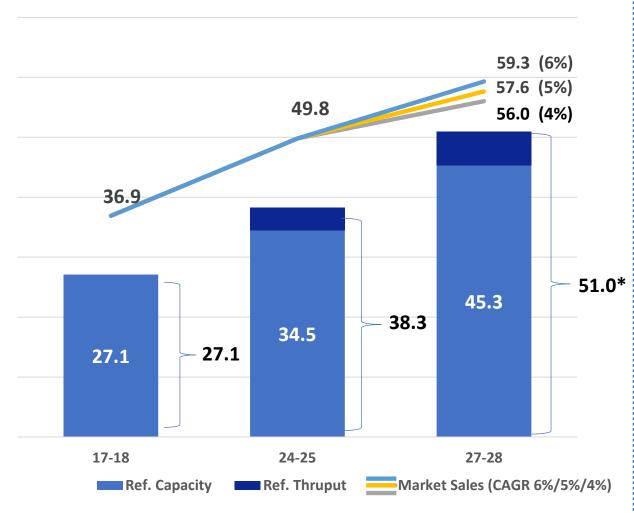
4%
Biofuels



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

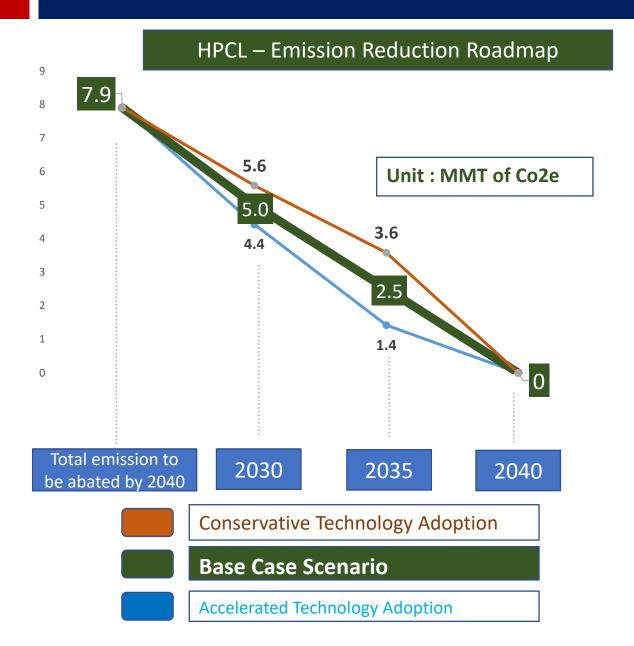
- HPCL is committed to conduct business with an objective of preserving the environment and contributing to sustainable development
- Plans underway to achieve **Net zero Scope 1 & 2 emissions by 2040**
- Dedicated Energy Transition Cell





HPCL Net Zero Plan: Development of Roadmap



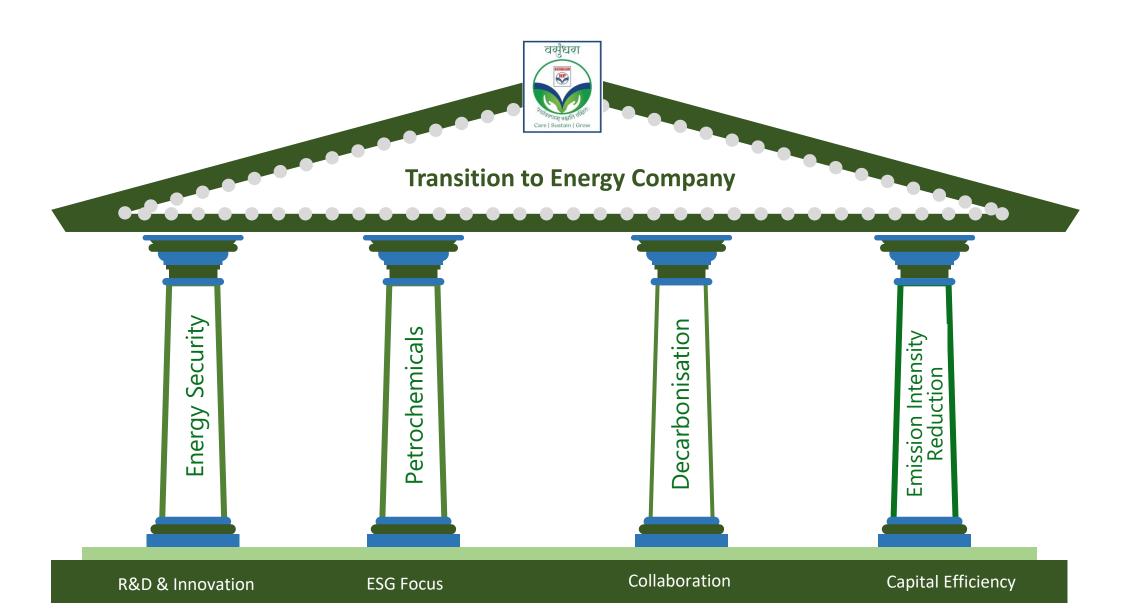


Key Levers/investment for emission reduction

	Lever	Investment	% Reduction
	1 Efficiency	> Rs. 10,000 Cr	16.7%
	2 Renewables	> Rs. 10,000 Cr	16.7%
	3 Fuel switch to bio gas	> Rs. 29,200 Cr	48.6%
	4 Green Hydrogen	> Rs. 4,200 Cr	7.0%
	5 ccus	> Rs. 6,400 Cr	10.7%
	Flare 6 reduction	> Rs. 200 Cr	0.3%
_	Total	Rs. 60,000 Cr	100 %

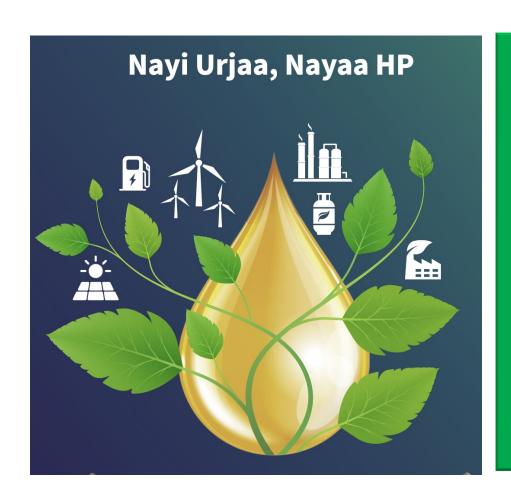
Energy Transition Strategy Framework





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. Vikas Kaushal, Chairman & Managing Director

- He has taken charge as the Chairman & Managing Director (C&MD) of the company effective March 17, 2025. He is a seasoned global leader with over three decades of experience in Energy domain. He is a chemical engineering graduate from DCET, Punjab University and has done his MBA from Indian Institute of Management, Ahmedabad.
- He has deep expertise in the Energy domain, including oil and gas, power, renewables and new energies. He has advised all the leading state-owned oil and gas companies in India i.e Indian Oil, BPCL, GAIL, etc. on multiple large scale transformation programs for a long period of time. He is an expert on the Energy Transition topics. He has authored several key thought pieces on oil & gas, power, chemicals, and related topics and is a regular speaker at key conferences in India, and globally.



Mr. Rajneesh Narang, Director - Finance

- He is Director Finance of the company 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.

Disclaimer



The information contained in this material have been obtained from sources believed to be reliable, but no representation or warranty express or implied, is made that such information is accurate or complete and it should not be relied upon as such. The information contained in this material may not be perfect and some part of the information may be left out.

While the Company will use reasonable efforts to provide reliable information through this presentation, no representation or warranty (express or implied) of any nature is made nor is any responsibility or liability of any kind accepted by the Company or its directors or employees, with respect to the truthfulness, completeness, accuracy or reliability or otherwise whatsoever of any information, projection, representation or warranty (expressed or implied) or omissions in this presentation. Neither the Company nor anyone else accepts any liability whatsoever for any loss, howsoever, arising from use or reliance on this presentation or its contents or otherwise arising in connection therewith.

This presentation may not be used, reproduced, copied, published, distributed, shared, transmitted or disseminated in any manner. This presentation is for information purposes only and does not constitute an offer, invitation, solicitation or advertisement in any jurisdiction with respect to the purchase or sale of any security of HPCL and no part or all of it shall form the basis of or be relied upon in connection with any contract, investment decision or commitment whatsoever.

All estimates and opinions included in this material constitute our judgment as of the date of this material and is subject to change without notice and its accuracy is not guaranteed, it may be incomplete or condensed and it may not contain all material information concerning the Company. We do not have any obligation to, and do not intend to, update or otherwise revise any statements reflecting circumstances arising after the date of this presentation or to reflect the occurrence of underlying events, even if the underlying assumptions do not come to fruition.

