

# Bharat Petroleum Corporation Limited

Investor Presentation

December 2021

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# 1. Corporate Overview

**2nd**

India's **2nd largest Oil Marketing Company** (OMC) with standalone domestic sales volume of over 38.74 MMT and Market share of 23% during FY21

**394**

Ranking on **Fortune 500- 2021 global list**

**3rd**

India's 3rd largest in terms of **Refining Capacity** (14.13 % of India's refining capacity)

**114**

Rank on **Platt's Top 250 Global Energy Company Rankings 2020**

**7th**

India's **7th largest** company by turnover

**1.2  
Lakh  
Cr**

BPCL's **Market Capitalization** recently touched ₹ 1.2 Lakh Cr

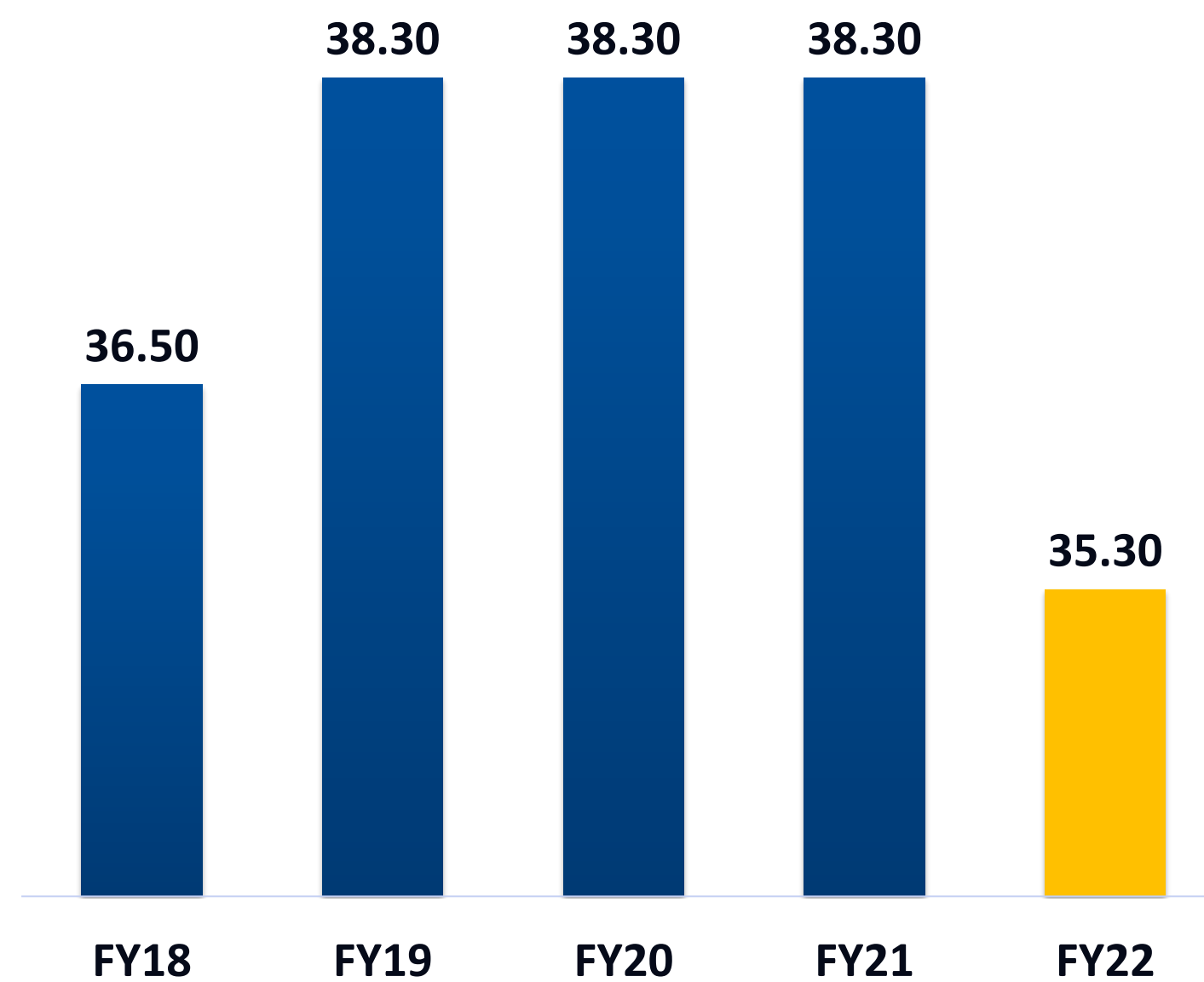
Recipient of **Oil Marketing - Company of the Year** in 2019 by FIPI

The Govt. of India conferred BPCL with **"MAHARATNA"** status in Sep 2017

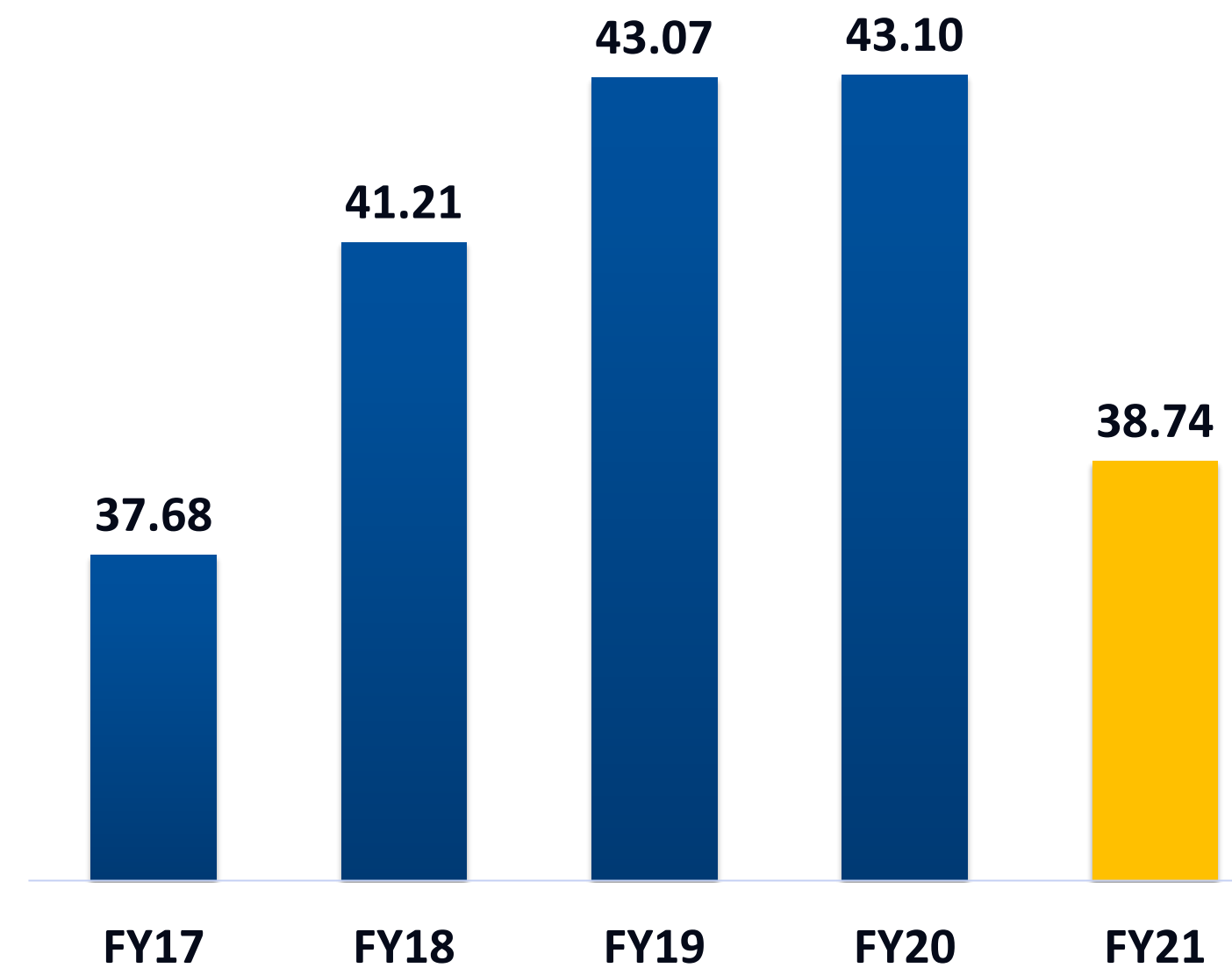
Balanced portfolio with **Strategically located Refineries and Marketing Infrastructure**

# BPCL 5 Year Key Physical Indicators

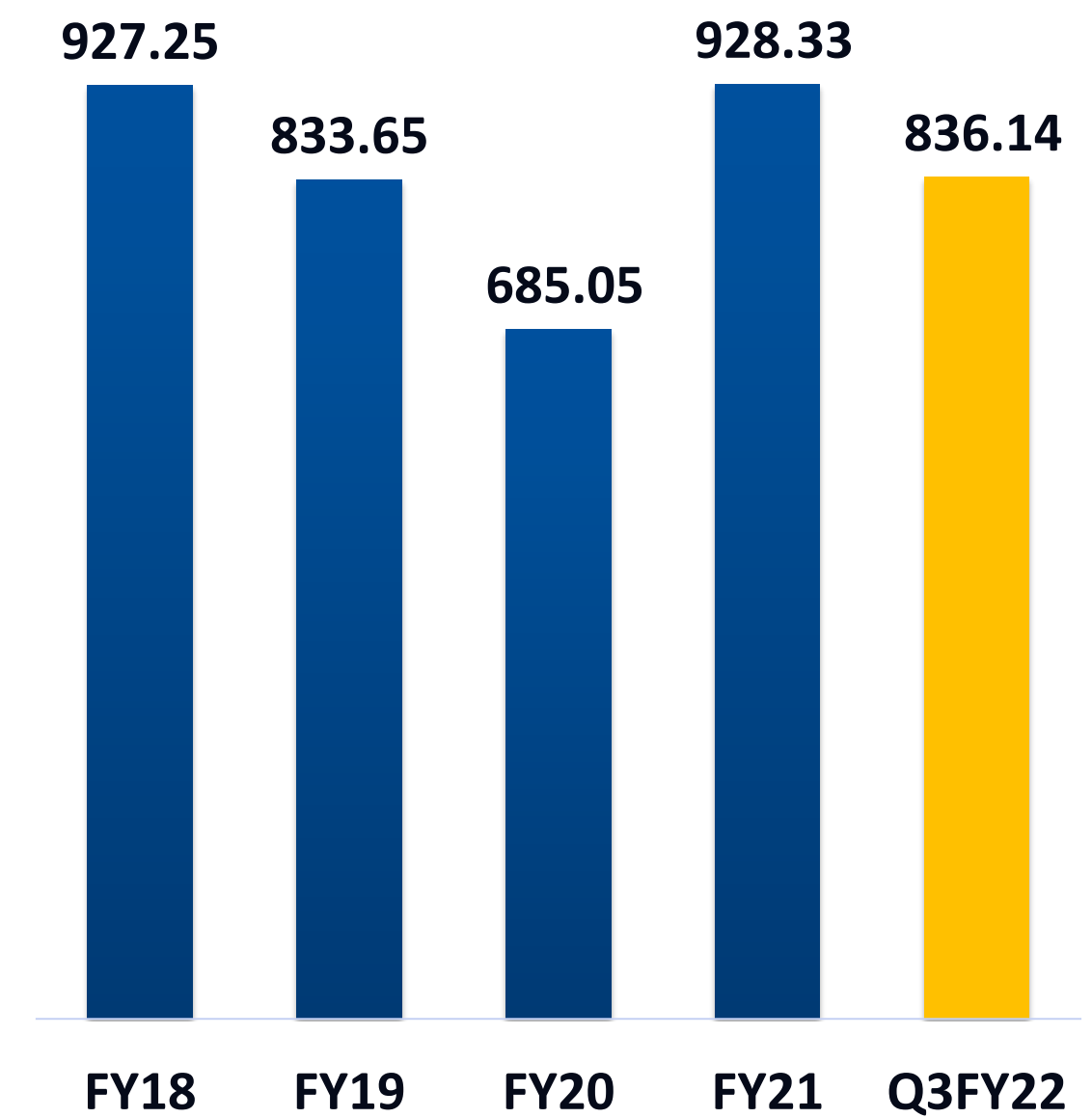
## REFINING CAPACITY (MMT)



## MARKET SALES (MMT)



## Market Capitalization (INR billion)



*Market Capitalization figures as on period end*

India's Leading Oil and Gas Company with presence across the Hydrocarbon Value Chain

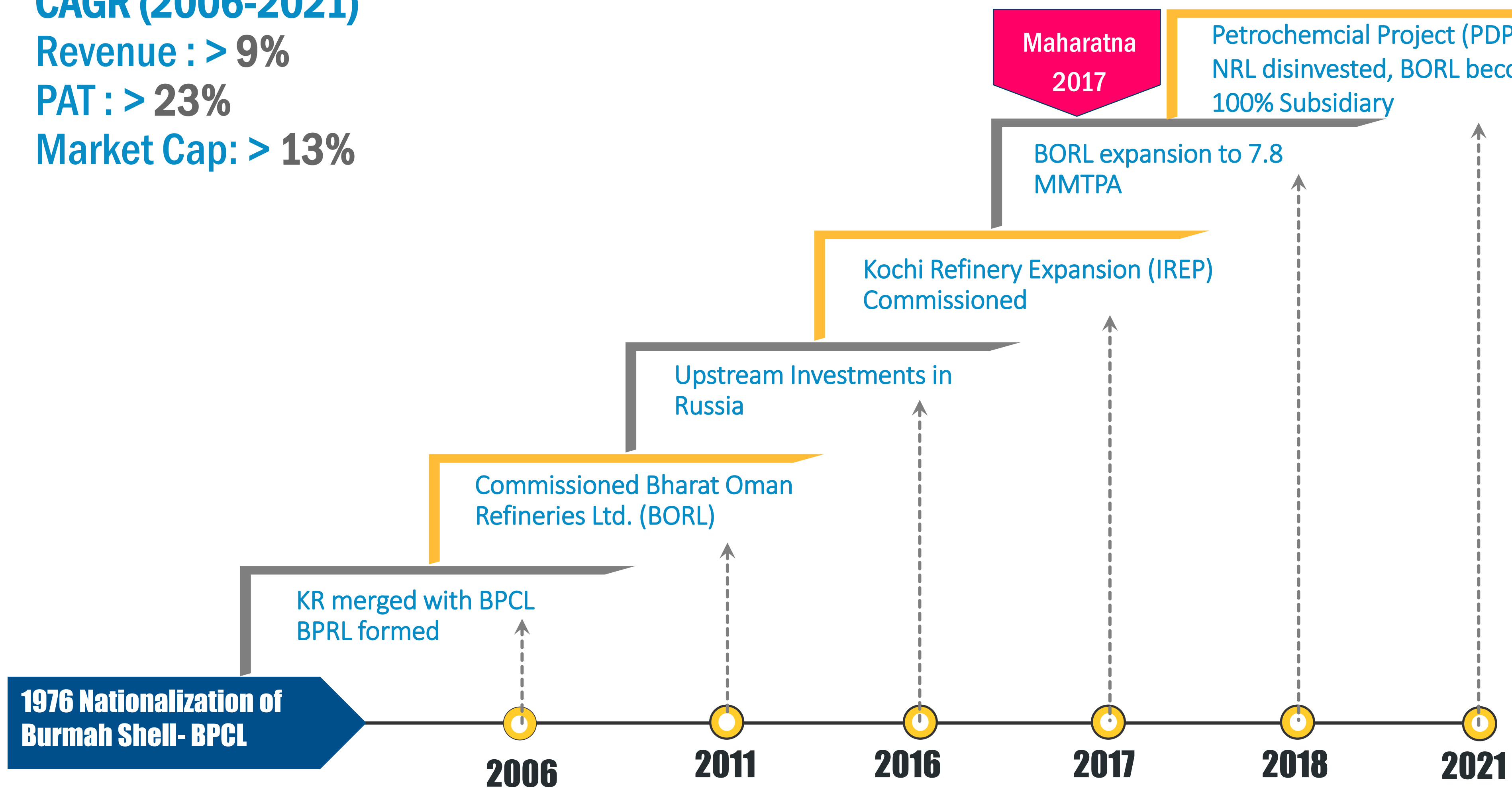
# BPCL Evolution

## CAGR (2006-2021)

Revenue : > 9%

PAT : > 23%

Market Cap: > 13%

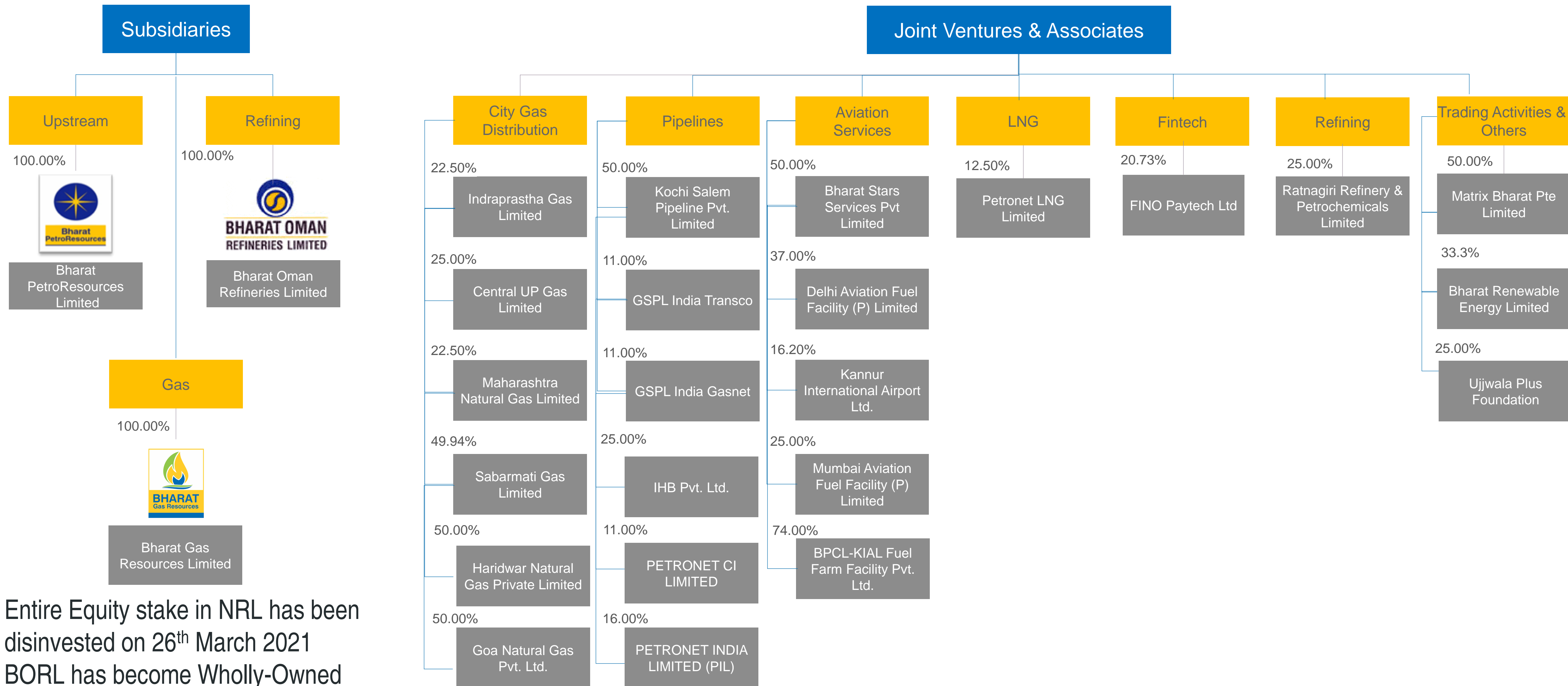


## CONSOLIDATED

REVENUE	PAT*	
(₹ Cr)		
304266	16045	2021
329797	4254	2020
340879	7355	2019
188651	8643	2016
166039	1742	2011
86223	704	2006

\*Incl. Minority Interest

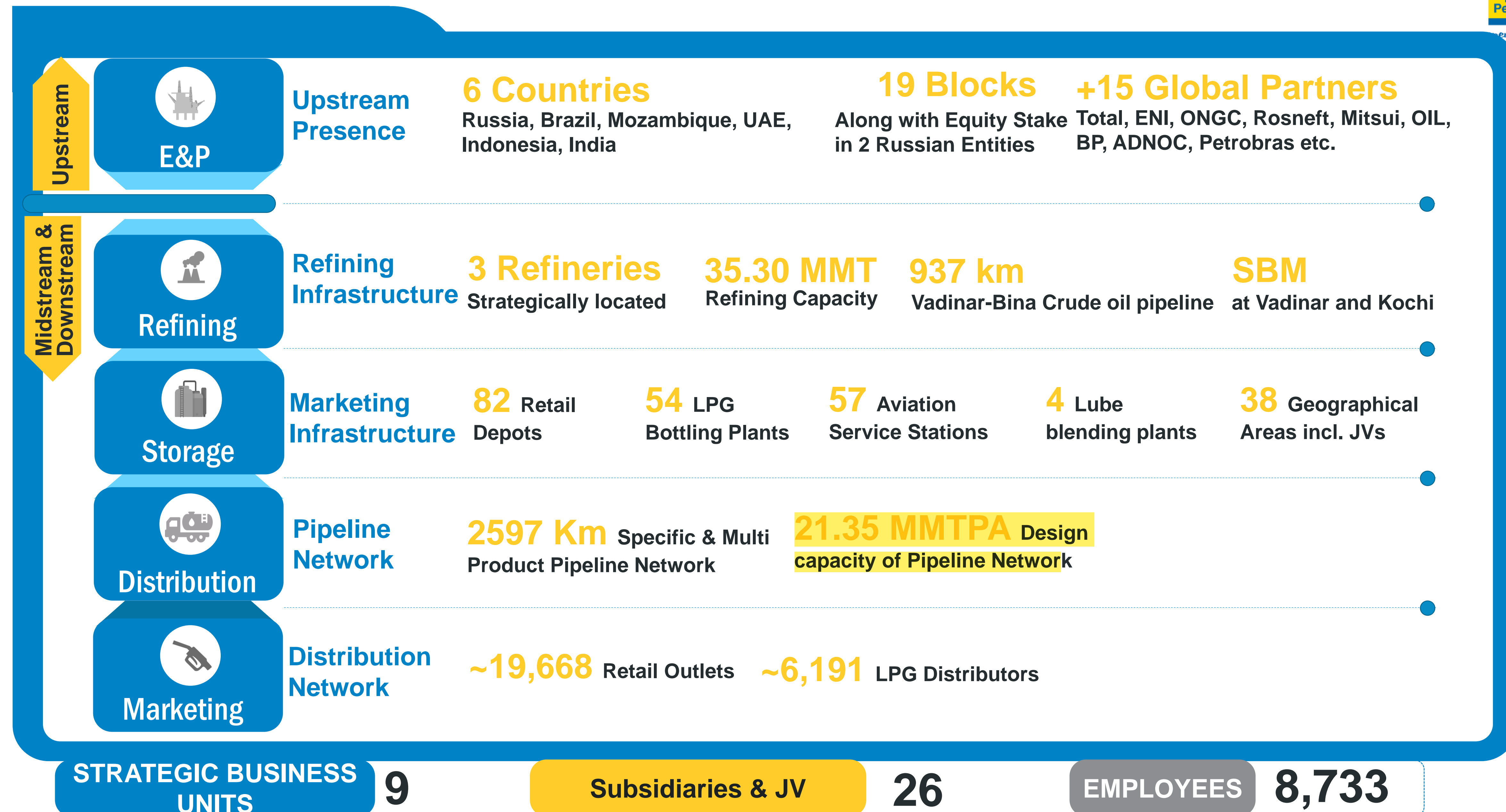
# Major Subsidiaries, JVs & Associates



- Entire Equity stake in NRL has been disinvested on 26<sup>th</sup> March 2021
- BORL has become Wholly-Owned Subsidiary w.e.f. 30<sup>th</sup> Jun 2021



## 2. Business Overview



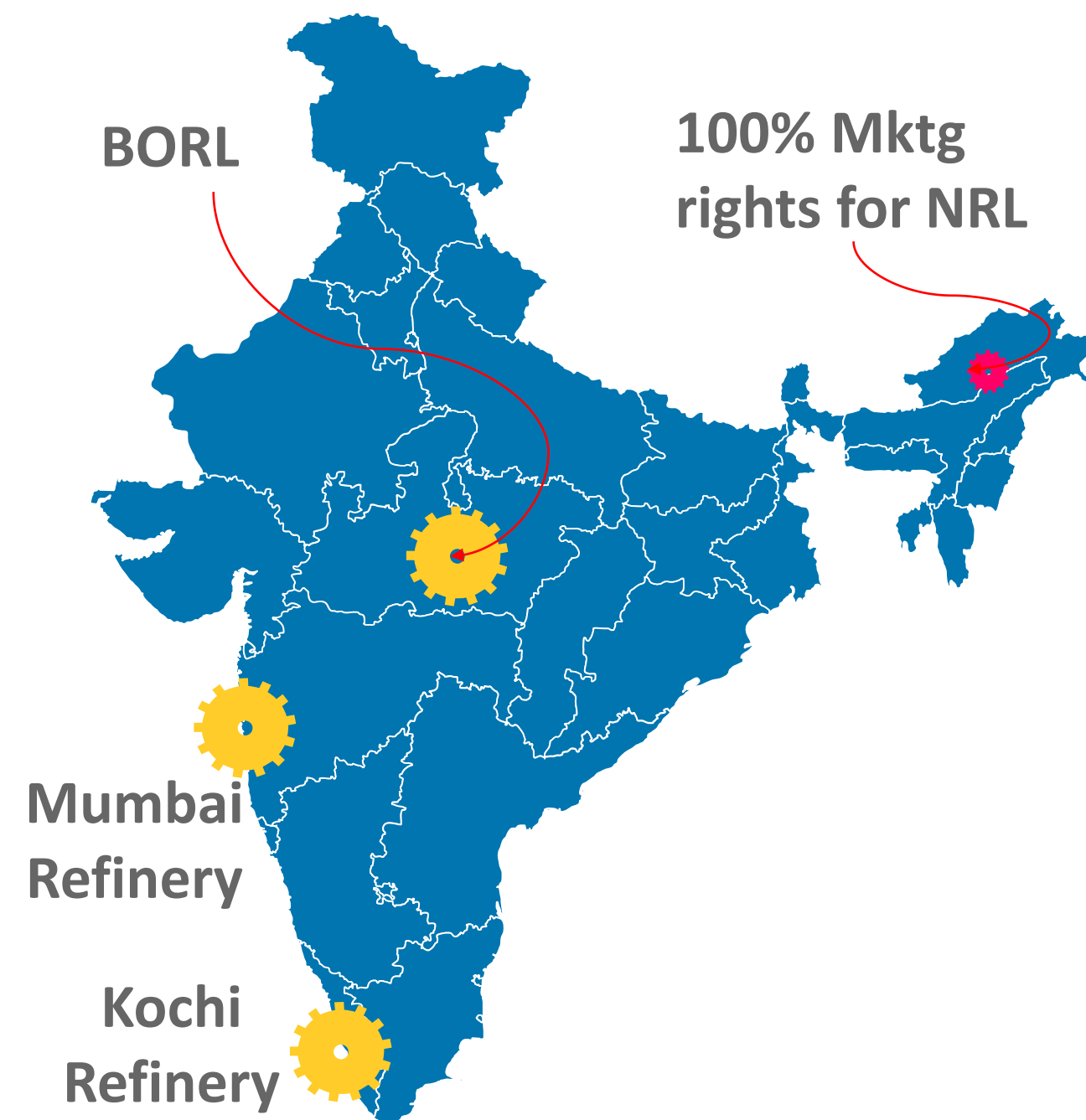
# Diversified Product Offering and Presence Across Value Chain

Refinery	Retail	LPG	Industrial/ Commercial	Aviation	Lubricants	Gas
 <ul style="list-style-type: none"> <li>•Refining capacity of 35.3 MMTPA</li> <li>•14.13% of the country's refining capacity<sup>2</sup></li> </ul>	 <ul style="list-style-type: none"> <li>•26.07% market share<sup>1</sup></li> <li>•~19,668 retail outlets</li> <li>•82 depots /installations</li> </ul>	 <ul style="list-style-type: none"> <li>•26.87% market share<sup>1</sup></li> <li>•Currently over 6191 distributors</li> <li>•54 LPG bottling plants</li> </ul>	 <ul style="list-style-type: none"> <li>•Currently 8,000+ customers</li> </ul>	 <ul style="list-style-type: none"> <li>•20.61% market share<sup>1</sup> in ATF</li> <li>•57 Aviation service stations</li> </ul>	 <ul style="list-style-type: none"> <li>•25.41% market share<sup>1</sup></li> <li>•Currently 18,000+ customers</li> <li>• More than 400+ grades of products</li> </ul>	 <ul style="list-style-type: none"> <li>•55+ major LNG customers</li> </ul>
<ul style="list-style-type: none"> <li>•Strategically located refineries</li> </ul>	<ul style="list-style-type: none"> <li>•Pan India presence across products</li> </ul>	<ul style="list-style-type: none"> <li>•Various Innovative offerings with ventures in allied business</li> </ul>	<ul style="list-style-type: none"> <li>•Reliable, innovative and caring supplier of I&amp;C products</li> </ul>	<ul style="list-style-type: none"> <li>•Present at all the major gateways and airports for into plane services</li> </ul>	<ul style="list-style-type: none"> <li>•Major OEM tie ups such as Hero Motocorp., Honda, Motor, TVS, Godrej etc.</li> </ul>	<ul style="list-style-type: none"> <li>•Emerging Markets</li> </ul>
<ul style="list-style-type: none"> <li>•Three refineries in Mumbai, Kochi, and Bina</li> </ul>	<ul style="list-style-type: none"> <li>•Pioneer in branded retail outlets, branded fuels ex: Speed</li> </ul>	<ul style="list-style-type: none"> <li>•Current Domestic customer base 8.80 Crores</li> </ul>	<ul style="list-style-type: none"> <li>•Pioneer in IT integration and Supply Chain Management</li> </ul>	<ul style="list-style-type: none"> <li>•Fuel Farm Operations through MAFFFL and DAFFL</li> </ul>	<ul style="list-style-type: none"> <li>•Product customization</li> </ul>	<ul style="list-style-type: none"> <li>•100% subsidiary BGRL for focus on Gas business</li> <li>•Interest in 38 GAs</li> </ul>

1. Market share includes sale by PSU as well as private oil marketing companies. For Lubricants it represents on PSUs share. All figures for Apr-Dec 2021.

2. Source : Total Refining capacity from Ministry of Petroleum and Natural Gas, PPAC





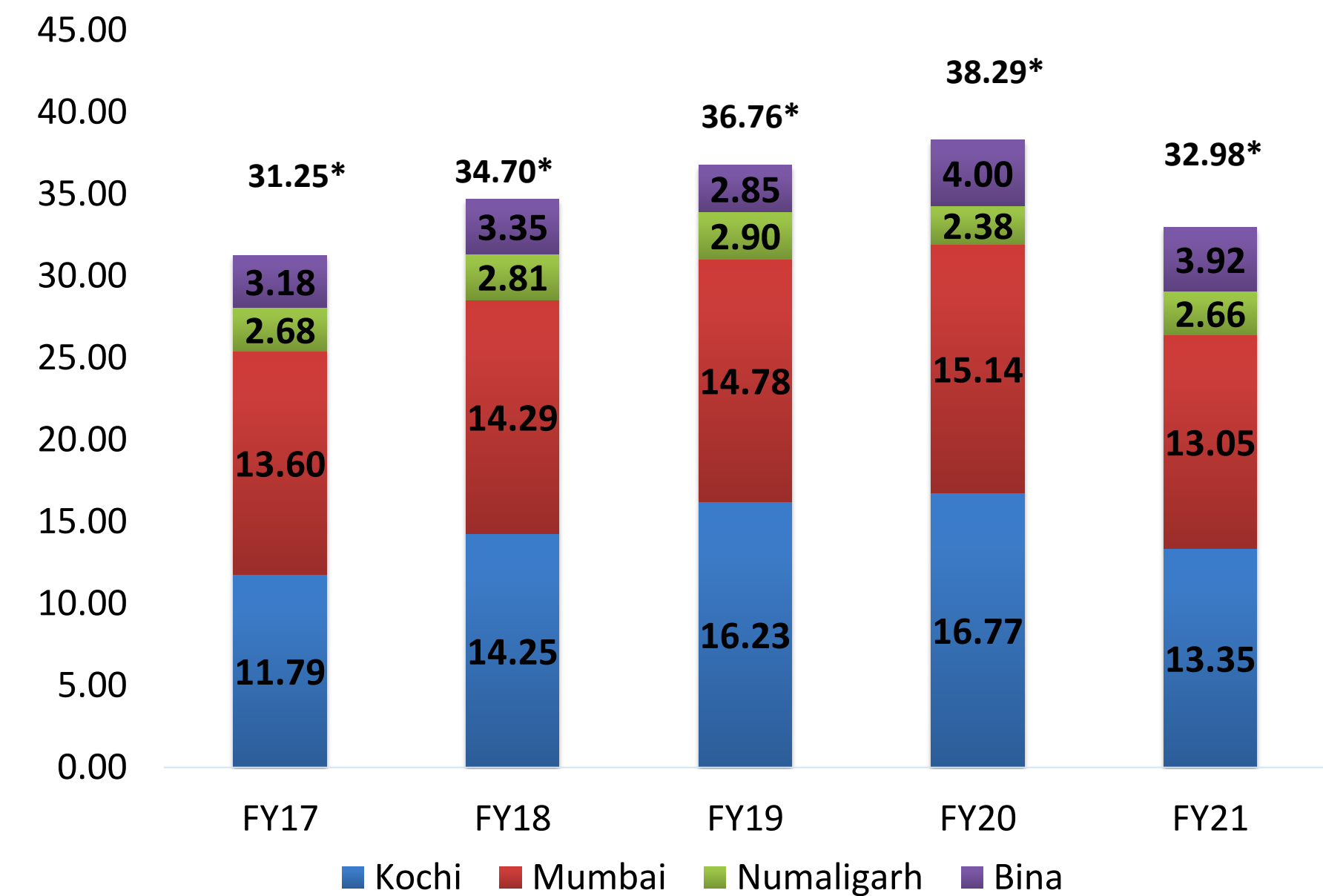
## Installed Capacity

### Refining Capacity



Bina Refinery throughput is considered 63.38% in FY 21  
NRL stake has been divested on 26<sup>th</sup> March 2021

## Refining Throughput



Three Strategically located refineries across India

Refinery Utilization rates above name-plate capacities

100% Marketing Rights for NRL (3.5 MMTPA)

Flexibility to process low & high sulphur Crude

937-km cross country pipeline to source crude to BORL



- **12 MMTPA Capacity**
- **Nelson Index 8.72**
- **API Range: 32 to 48**
- **Lubes refinery**
- **Hydrocracker & 2 FCCUs**

- Commissioned in 1955 with processing capacity of 2.2 MMTPA now augmented to 12 MMTPA.
- Consistently, refining throughput exceeds designed capacity
- Connected with MMBPL multi product pipeline from Mumbai to Delhi designed to evacuate 6 MMTPA of petroleum products
- Lowest SOX emission refinery of country (< 10 T/d)
- Ongoing Projects- Marine Oil Terminal Revamp, Lubricating Oil Base Stock Revamp, Reformer Feed Unit Revamp, Kerosene Hydro Treating Unit
- Commissioned new Jetty (JD-5), can receive crude fully loaded SuezMax Vessel

MR is one of the most versatile refineries in India with state of the art monitoring tools covering entire functions of refinery





- **15.5 MMTPA Capacity**
- **Nelson Index 11.25**
- **API Range: 28 to 45**
- **Petrochemical FCCU & FCCU**
- **Delayed Coker unit for bottom upgradation**

- Started its journey in 1966 with capacity of 50,000 bbl per day and currently largest PSU Refinery
- Equipped to receive crude oil in Very Large Crude Carriers (VLCCs) with SPM (Single Point Mooring)
- A 300 km long pipeline connects the refinery to various consumption points in Tamil Nadu
- Ability to swing between MS & HSD based on demand
- Recently Commissioned Petrochemicals Unit which produces Niche Propylene Derivatives

KR to meet fuel demand of the Indian Market and create synergy for diversification into petrochemical products

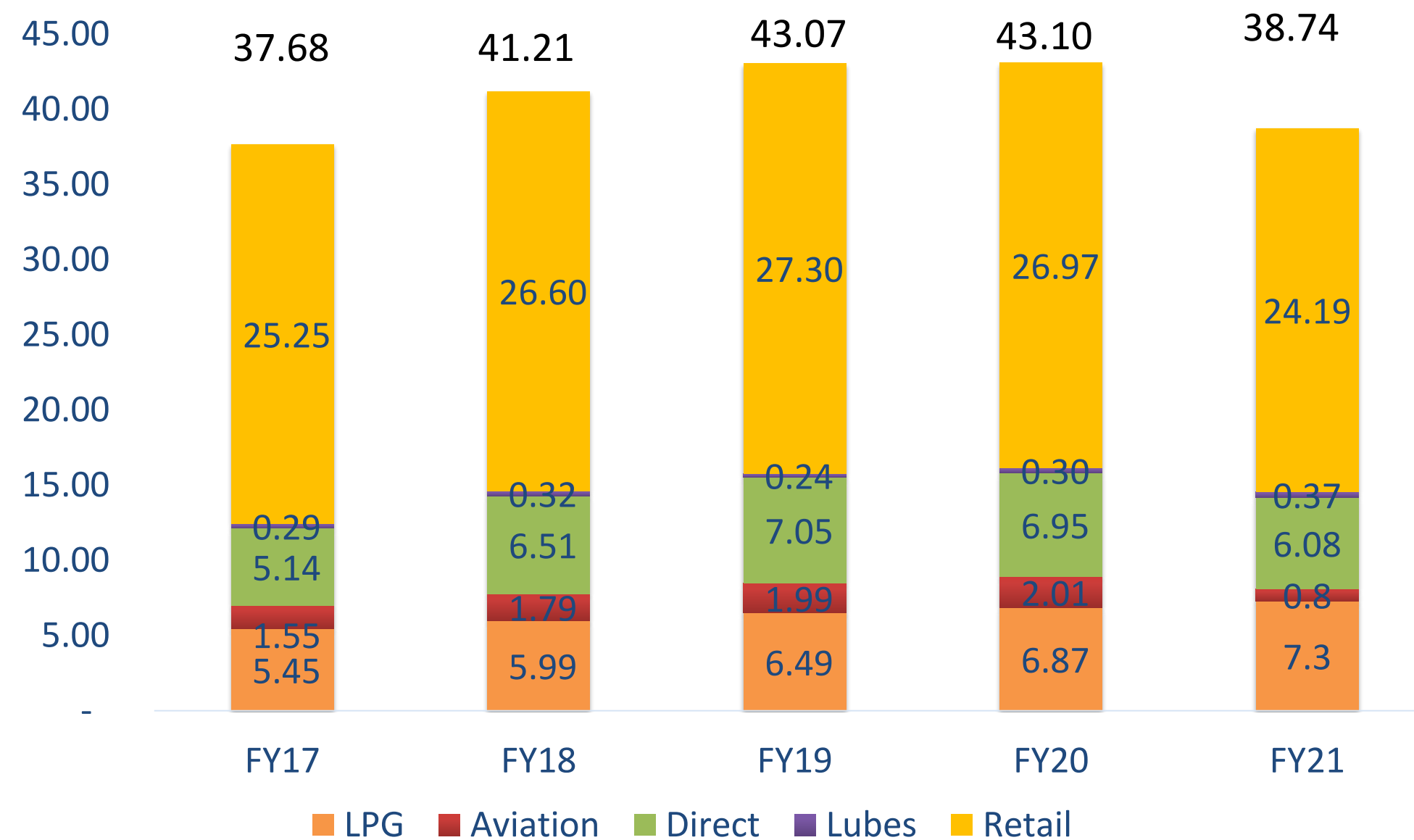


- API Range: 28 to 60
- Hydrocracker
- Delayed Coker unit for bottom upgradation

- Bharat Oman Refineries Limited (BORL) – 7.8 MMT Refining capacity at BINA
- State of art technologies - High Nelson Complexity Index 11.76
- Associated Facilities – SPM, Crude Oil Terminal, 937-km cross country crude oil pipeline from Vadinar to Bina (VBPL)
- Bina Kota Pipeline for evacuation of products
- Low cost capacity expansion from 6 MMTPA to 7.8 MMTPA
- BPCL has acquired remaining 36.62% equity stake from OQ S.A.O.C. and has become 100% subsidiary w.e.f. 30<sup>th</sup> June 2021.

Bina refinery to consolidate refining portfolio required to support downstream retailing market in Northern and Central India

## SBU Market Sales (MMT)

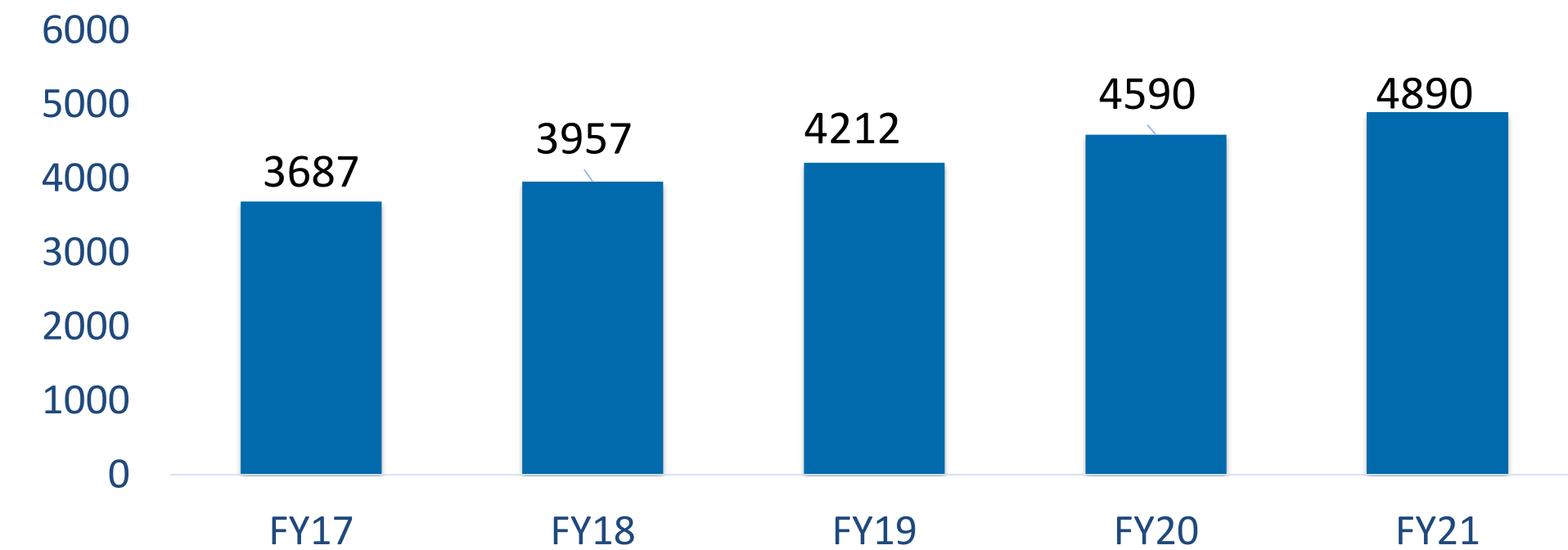


## Retail Market Share MS & HSD\*

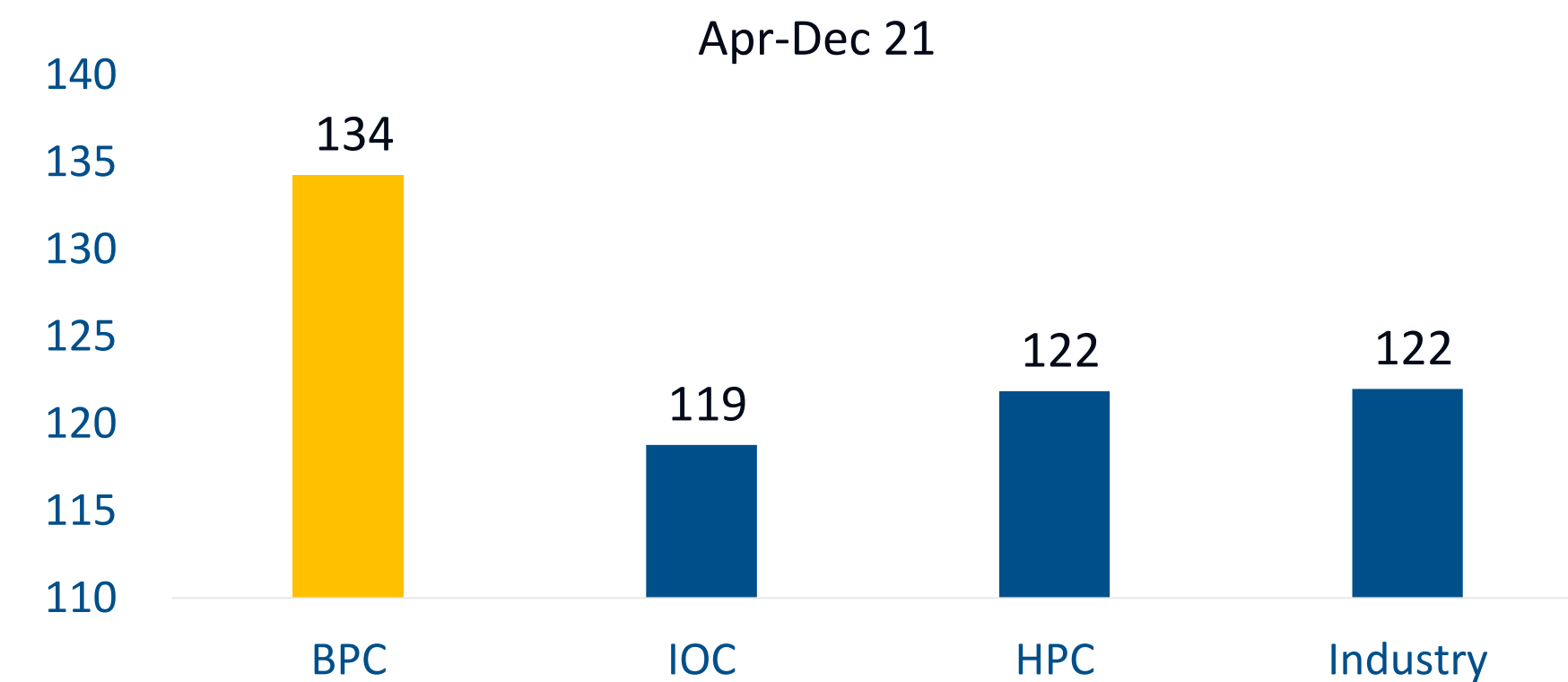
- MS - 28.67%
- HSD- 29.12%

\*Market share is PSU Market share on Apr-Mar 21

## LPG Bottling Capacity (TMTPA)



## Thru'put per Outlet BPC Vs. Industry (KL/month)

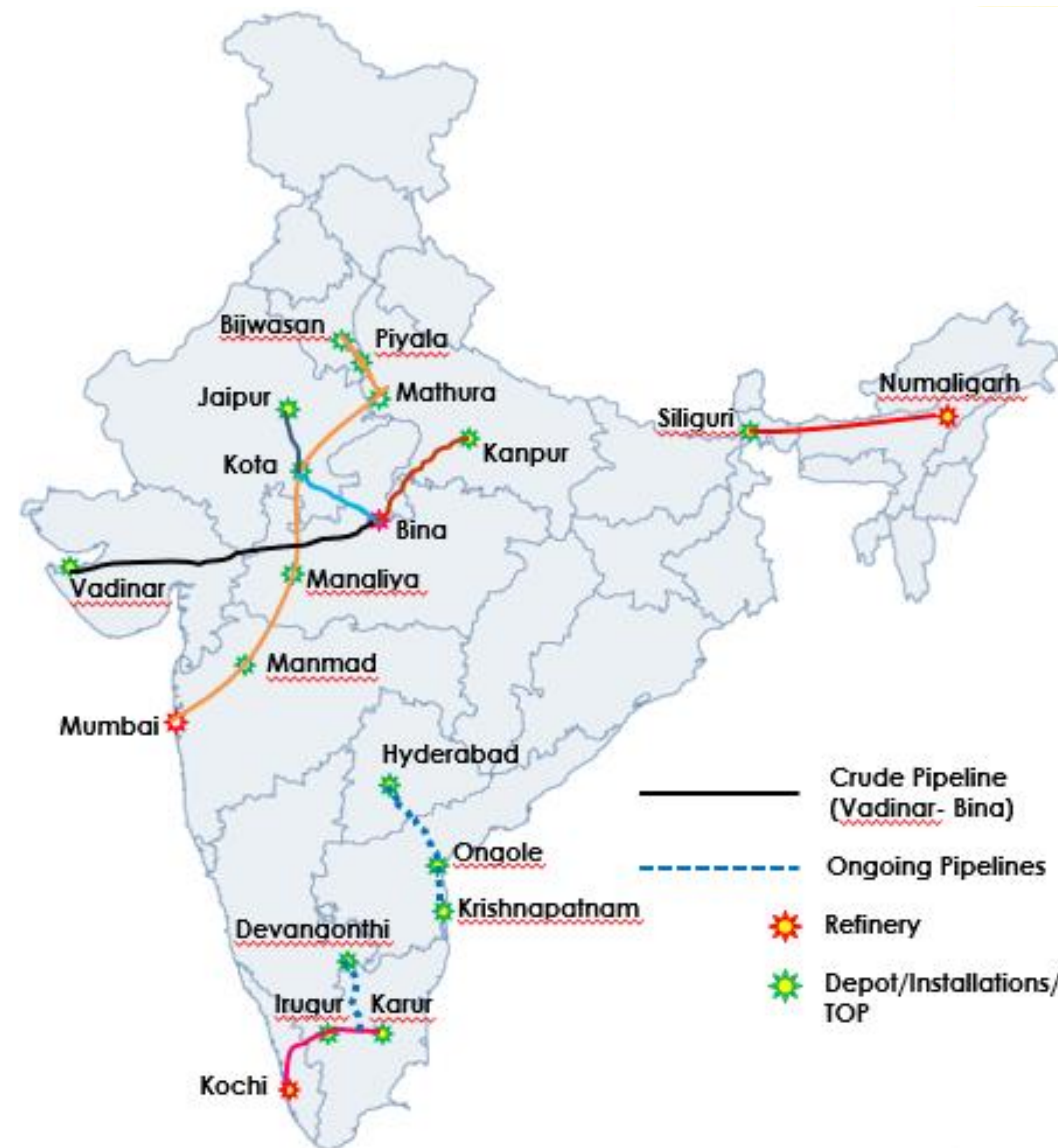


Leading Player with a Diversified product portfolio and a well-established Marketing and Distribution network



# Strategic Pipelines Network

- 3534 km long pipeline infrastructure (2597km- product + 937 km Crude Oil pipelines) with 30.8 MMT capacity (23MMT- Product + 7.8 Crude)
- Most optimized and efficient pipelines network with highest pipeline utilization in the PSUs
- Additionally, 100% access to Numaligarh – Siliguri product pipeline for evacuating NRL production



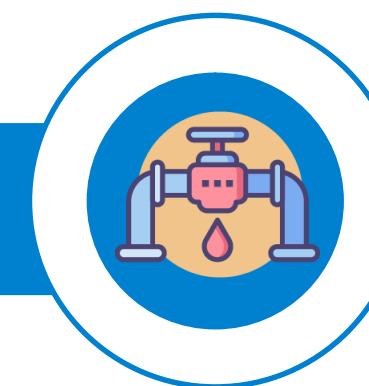
Kochi Refinery – MS Block Project for  
**BS VI grade gasoline and  
Maximization of Naptha to  
gasoline (₹ 32.89 Bn)**  
**(Commissioned)**

Augmentation of **LPG Cryogenic  
Facilities** at Uran (₹ 12.31 Bn)

Kochi – Diversification into **Niche  
Petrochemicals** PDPP Project- Acrylic  
Acid, Oxoalcohol, Acrylates  
(₹ 62.85 Bn)  
**(Commissioned)**



**Retail Infrastructure:** Coastal terminal  
at Krishnapatnam and Jammu  
Installation  
(₹ 12.57 Bn)



Bina Kanpur **Product Pipeline**  
(₹ 12.24 Bn)  
**(Commissioned)**



2G ethanol refinery at Bargarh  
Odisha  
(₹ 16.07 Bn)

# Upcoming Projects

## UPSTREAM



Investments in Mozambique – FID sanctioned. Project Financing agreement signed.

## INVESTMENTS IN GAS



BPCL has been awarded 11 GAs in 9th round and 2 GAs in 10th round of bidding

## MARKETING INFRASTRUCTURE



Expansion of marketing infrastructure across all business verticals

## PETROCHEMICALS



Petrochemical Project at Kochi

## PIPELINES



Cross country LPG pipeline from Kandla to Gorakhpur through a JV

## RASAYANI

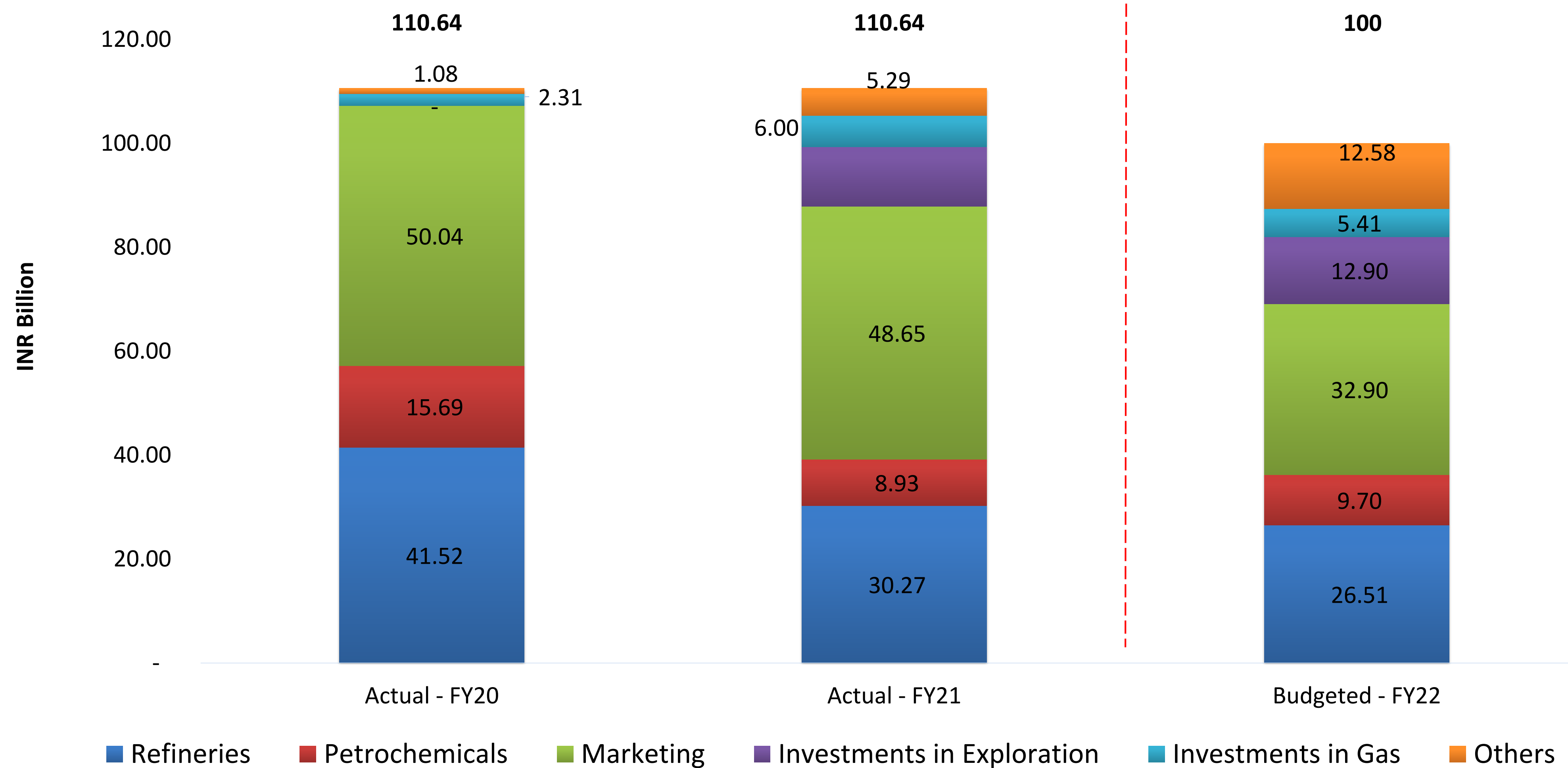


Marketing Infrastructure & other facilities at Rasayani near Mumbai

**Capex expenditure of INR 93.46 Bn in Apr-Dec 22 (Incl. investment in Subsidiaries/JVs)**

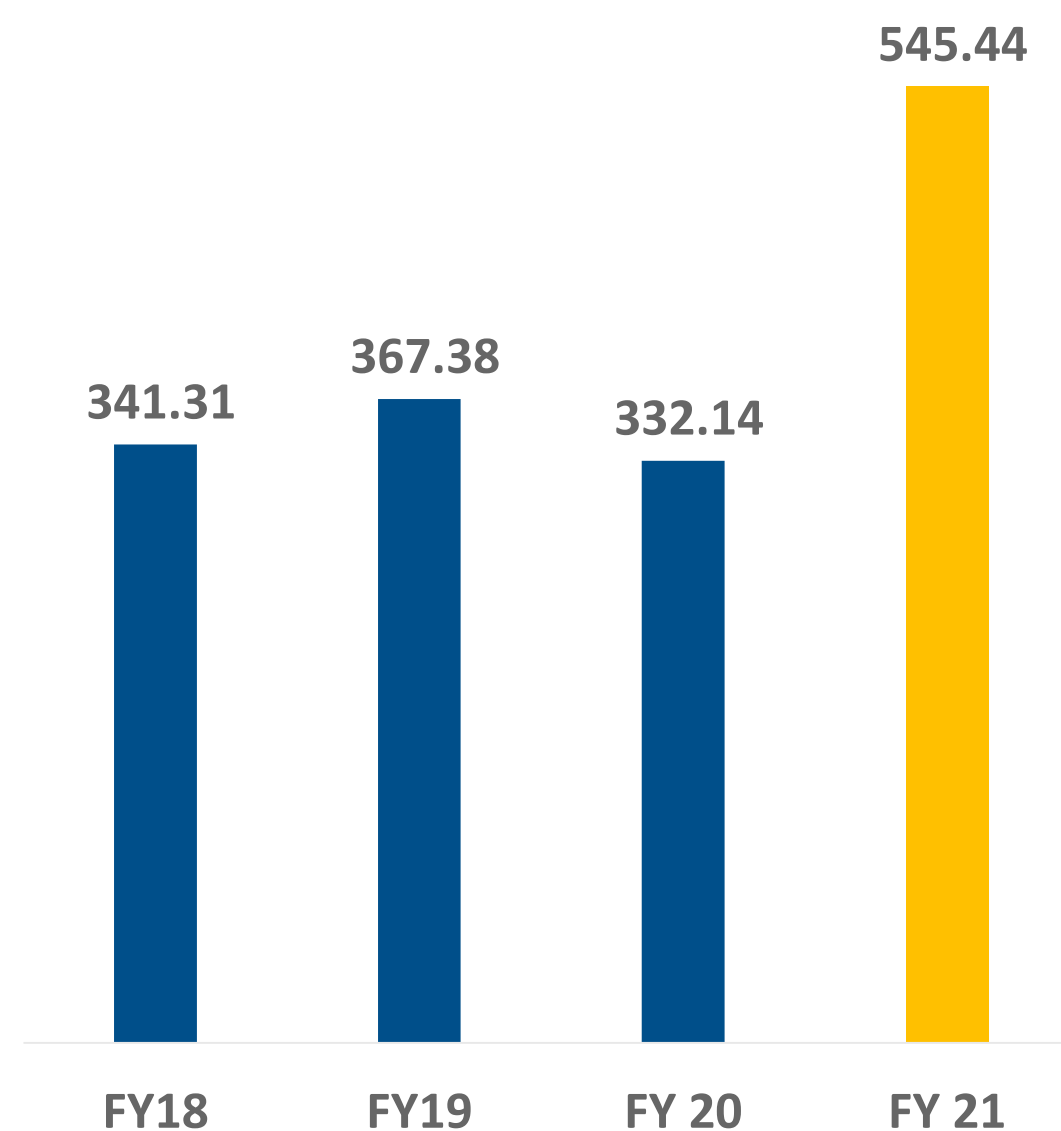


# CAPEX Strategy

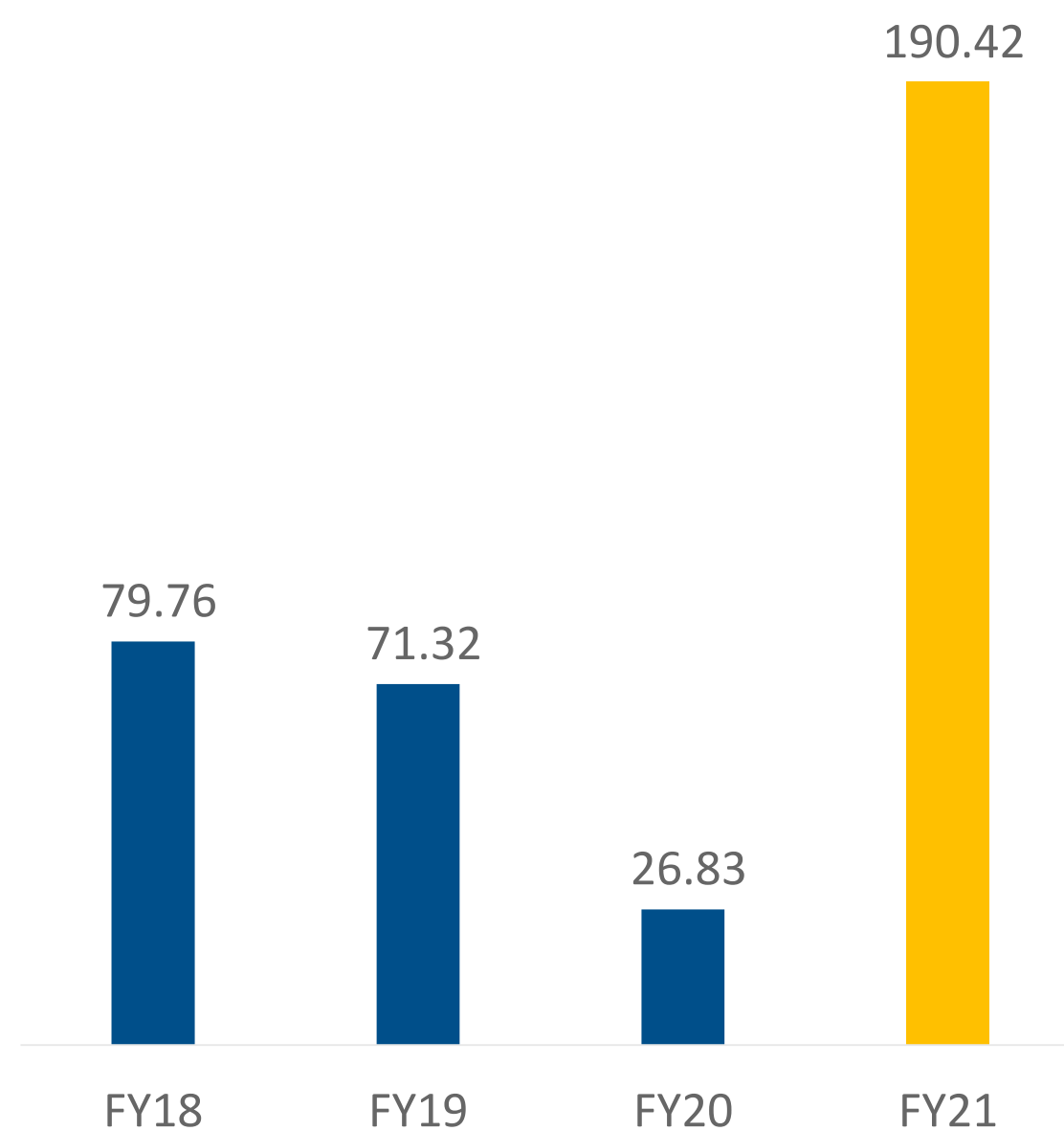


Significant Expansion in Upstream and Downstream business to drive future growth

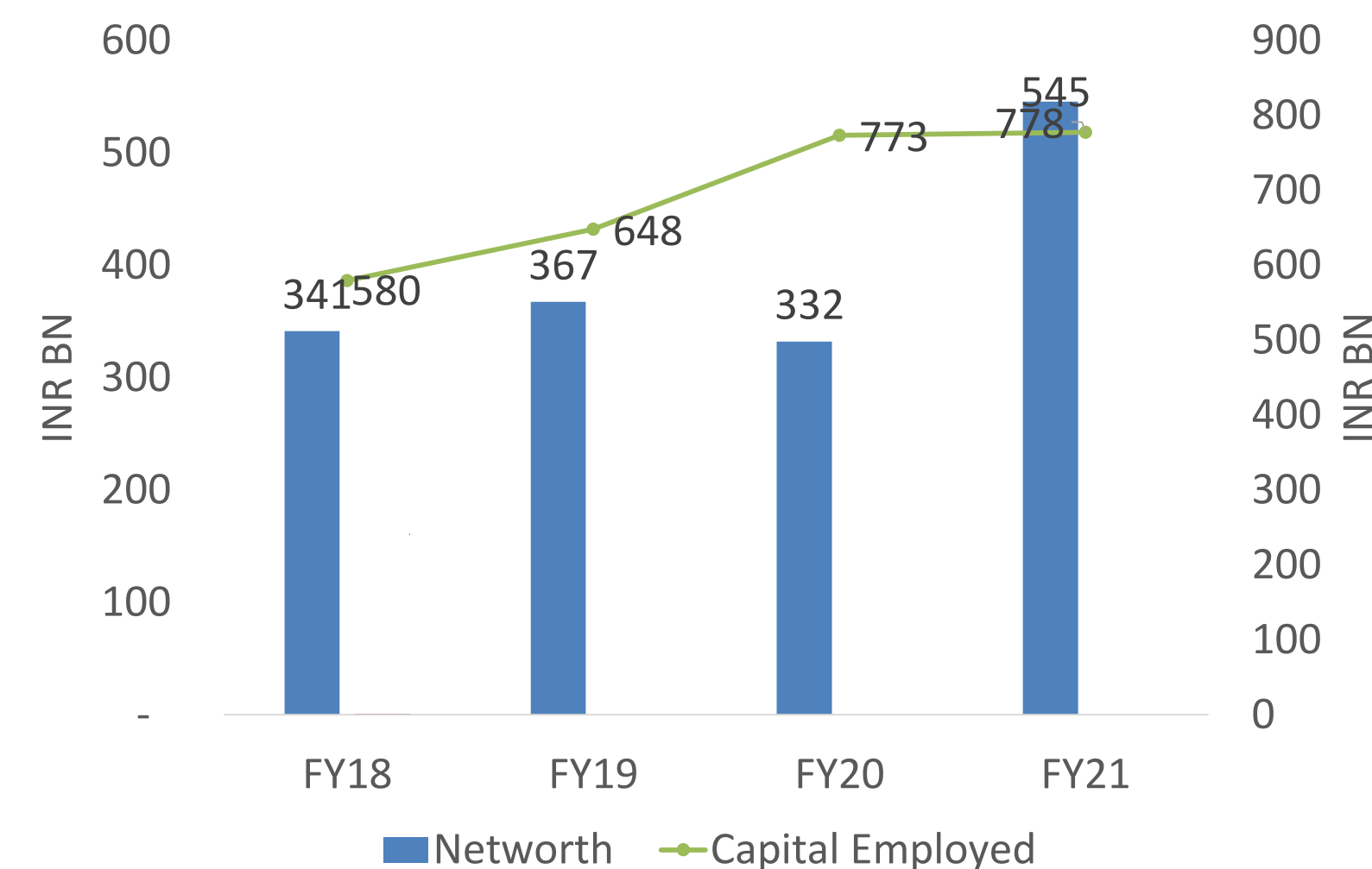
## NET WORTH (INR Billion)



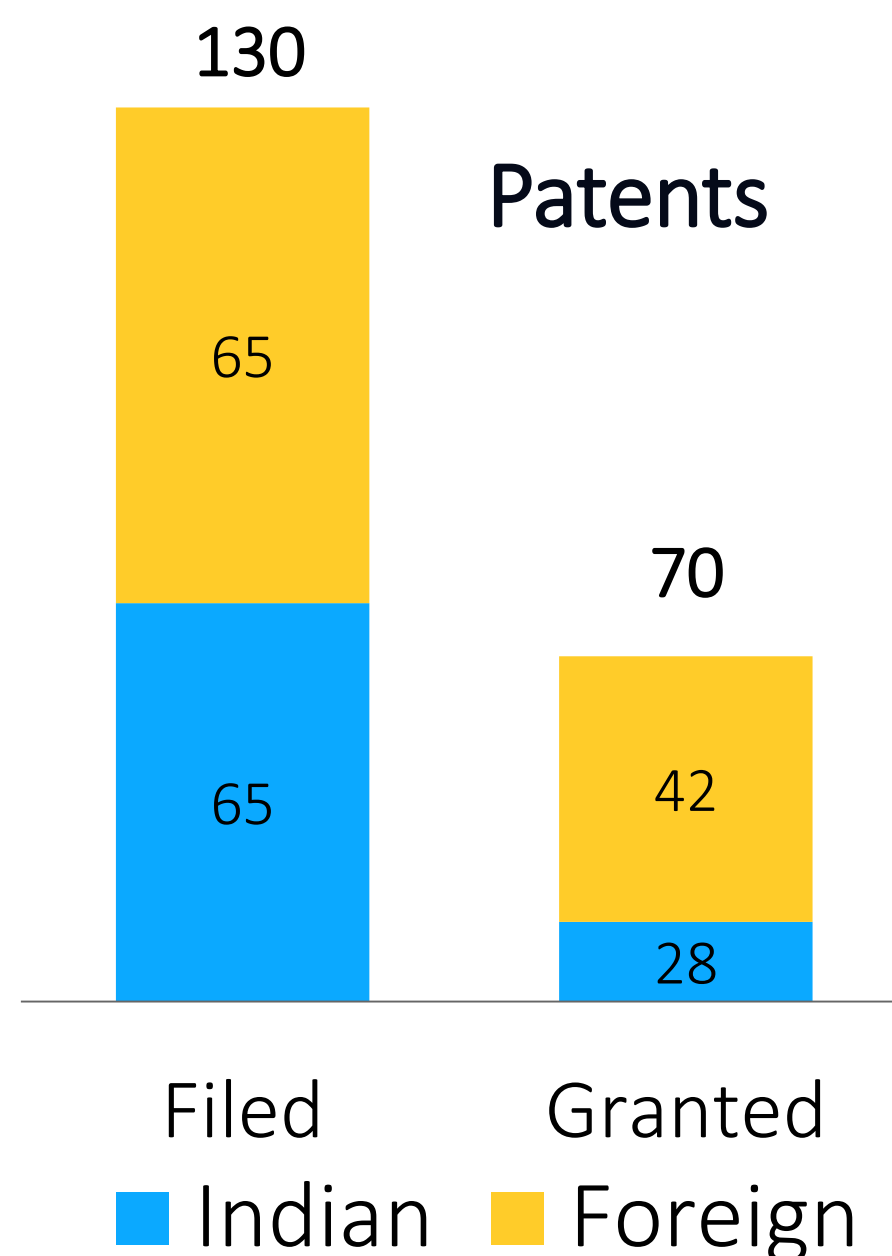
## PROFIT AFTER TAX (INR Billion)



## CAPITAL EMPLOYED (INR Billion)

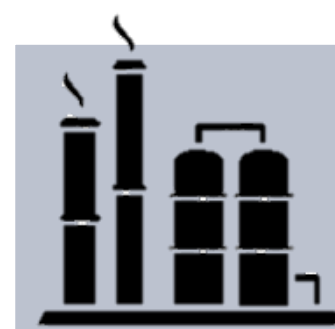


Financial Ratios	FY19	FY 20	FY 21	Q3 FY 22
Total Debt-Equity	0.79	1.26	0.48	0.50
Net Profit Margin Ratio	2.12	0.82	6.33	2.08
Basic Earnings per Share (Rs.)	36.26	13.64	96.44	11.56



Over 200  
Research Articles

5  
Book Chapters



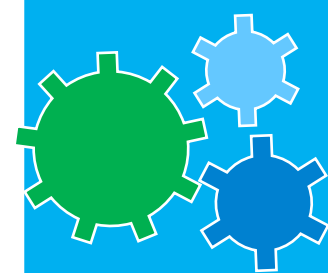
## Operational Excellence

- Crude oil evaluation
- Modeling & Simulation
- Corrosion & fouling
- Advanced analytical support
- Optimal catalyst selection
- Solar Energy



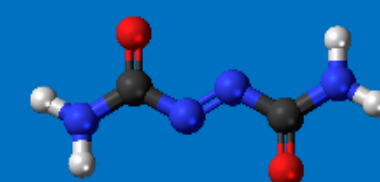
## Cost efficient and Innovative Products

- K Model
- BPMARRK®
- WDP
- BMCG 2nd GEN
- Ecochem: ethanol corrosion inhibitor
- HiCAT: dewaxing catalyst
- GSR CAT: Sulfur reduction catalyst
- High performance LPG burner



## Process Design / Process Intensification

- Divided Wall Column
- HiGee Separations
- Cross flow reactor
- Low grade energy utilization
- Delayed coking
- H<sub>2</sub> separation through membrane



## Polymers & Petrochemicals

- SAP / Agri-SAP
- Polyols
- Methacrylic acid
- Novel catalysts
- Biphenyl process



## Bio-fuels / Environment

- Bioremediation
- Bio-ethanol process
- Bio-butanol process
- Efficient cellulose enzyme complex
- Waste plastic road
- Refinery sludge valorization



## Supply

- LNG supply security:
  - Long term tie ups of 0.85 MMTPA valid till 2028 at Dahej
  - 0.56 MMTPA valid till 2036 at Kochi
  - 1 MMTPA LNG tied up from Mozambique starting 2024 for 15 years.
- Also, Short Term /Spot volumes ranging from 0.80 to 1.0 MMTPA are tied up based on demand.



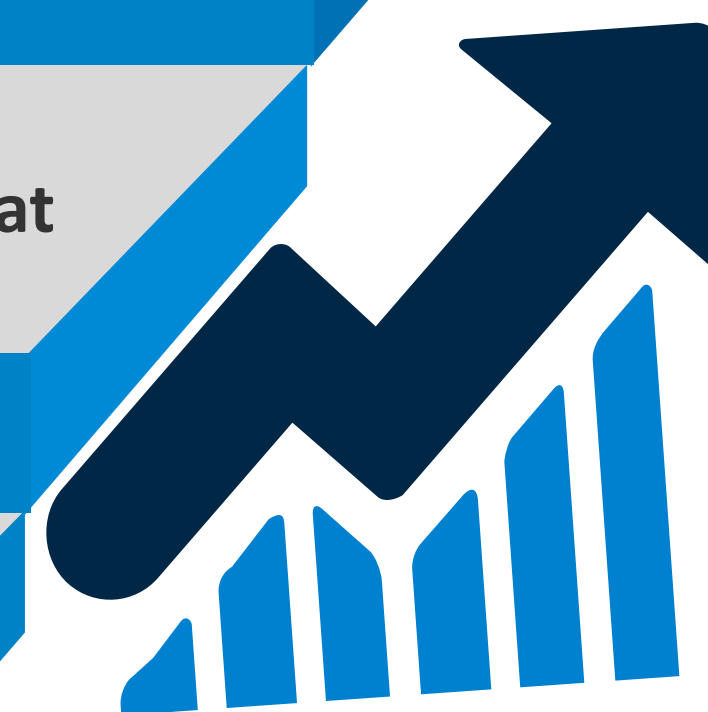
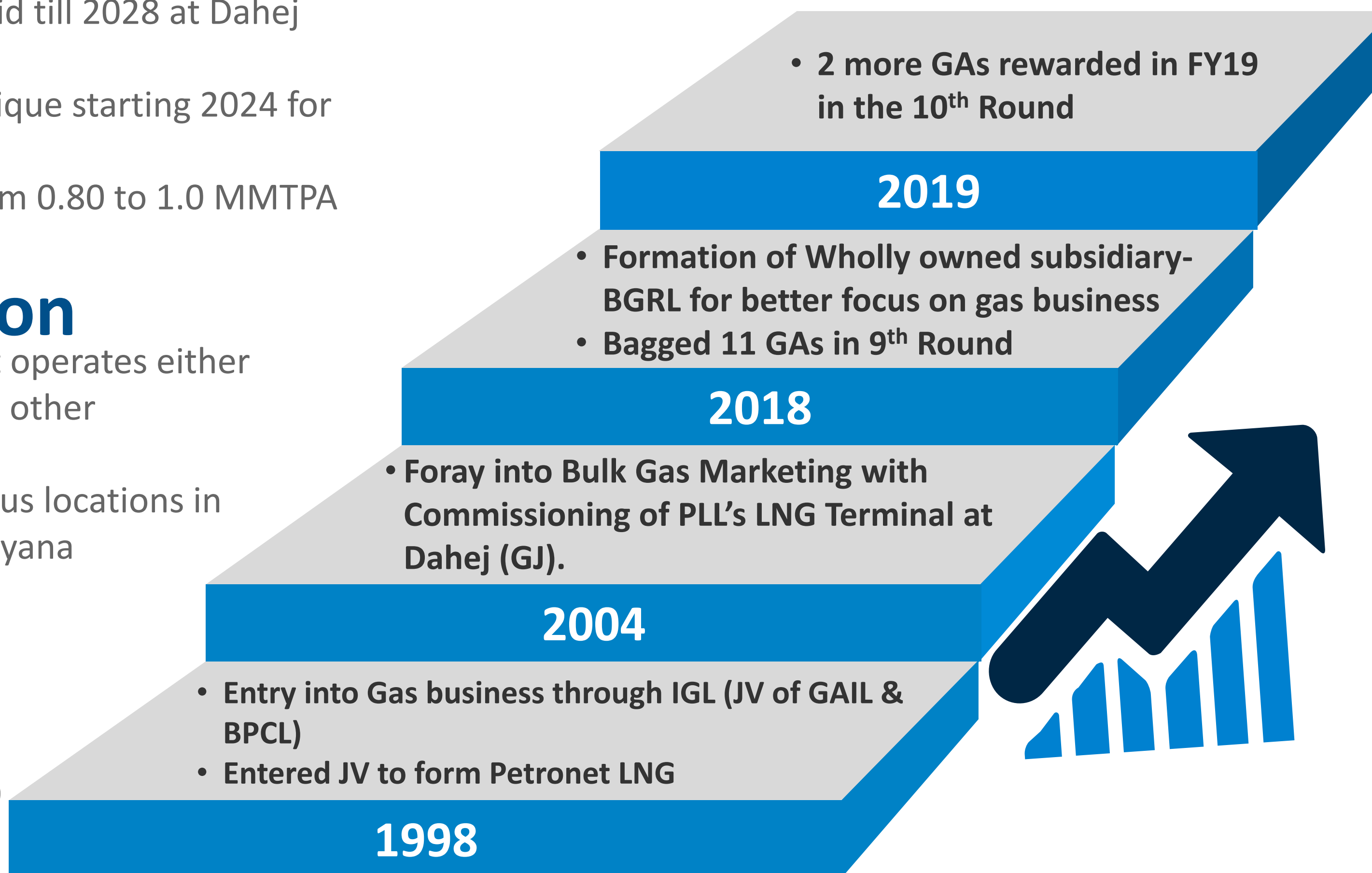
## City Gas Distribution

- 38 Geographical Areas (GAs) which it operates either as wholly-owned or through JVs with other companies.
- CNG and PNG commissioned in various locations in Maharashtra, UP, HP, Punjab and Haryana

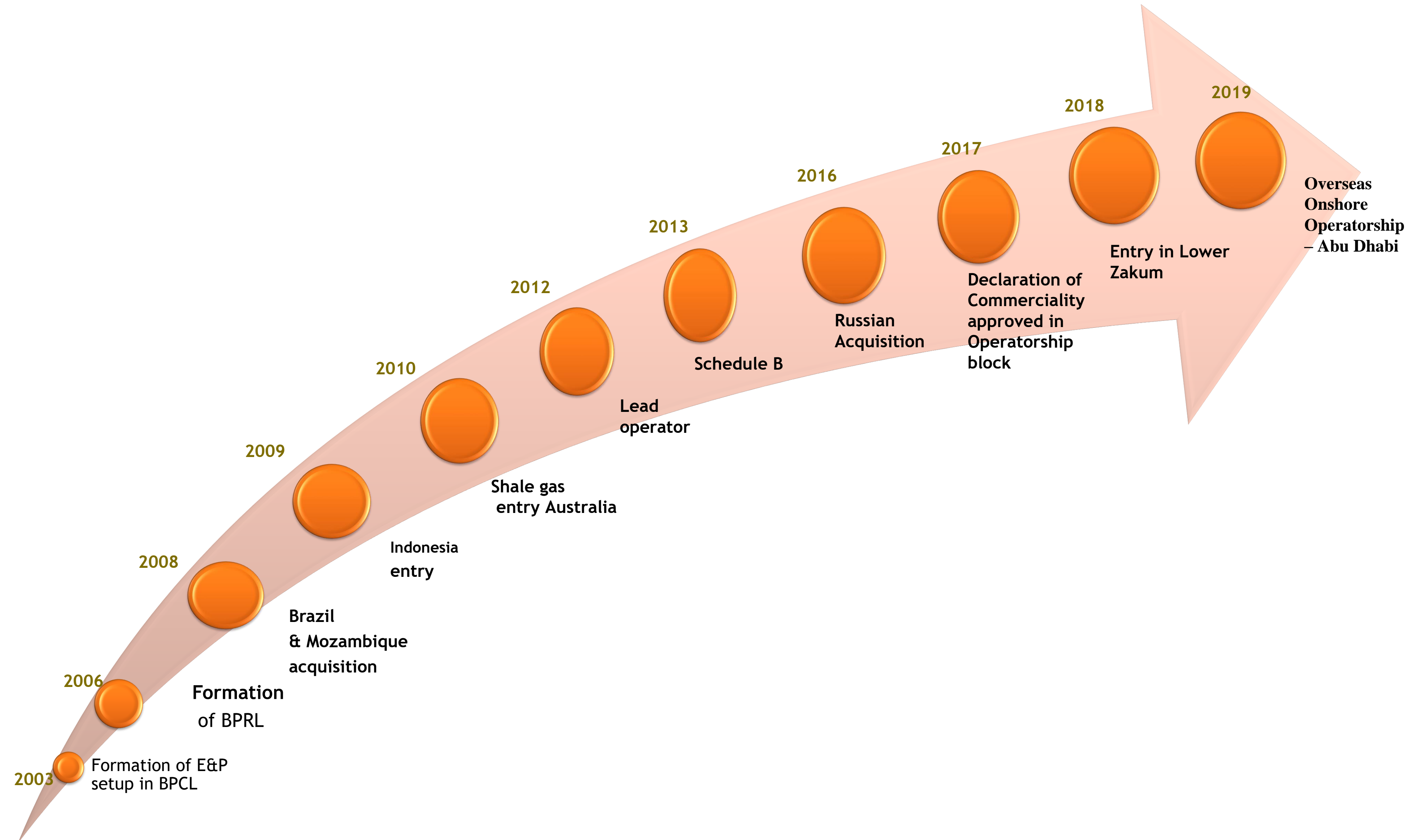


## Completed Project

- Liquefied-CNG Pilot Project at Aurangabad, Maharashtra (commissioned in March, 2021)



# BPRL's Upstream Story over the years...

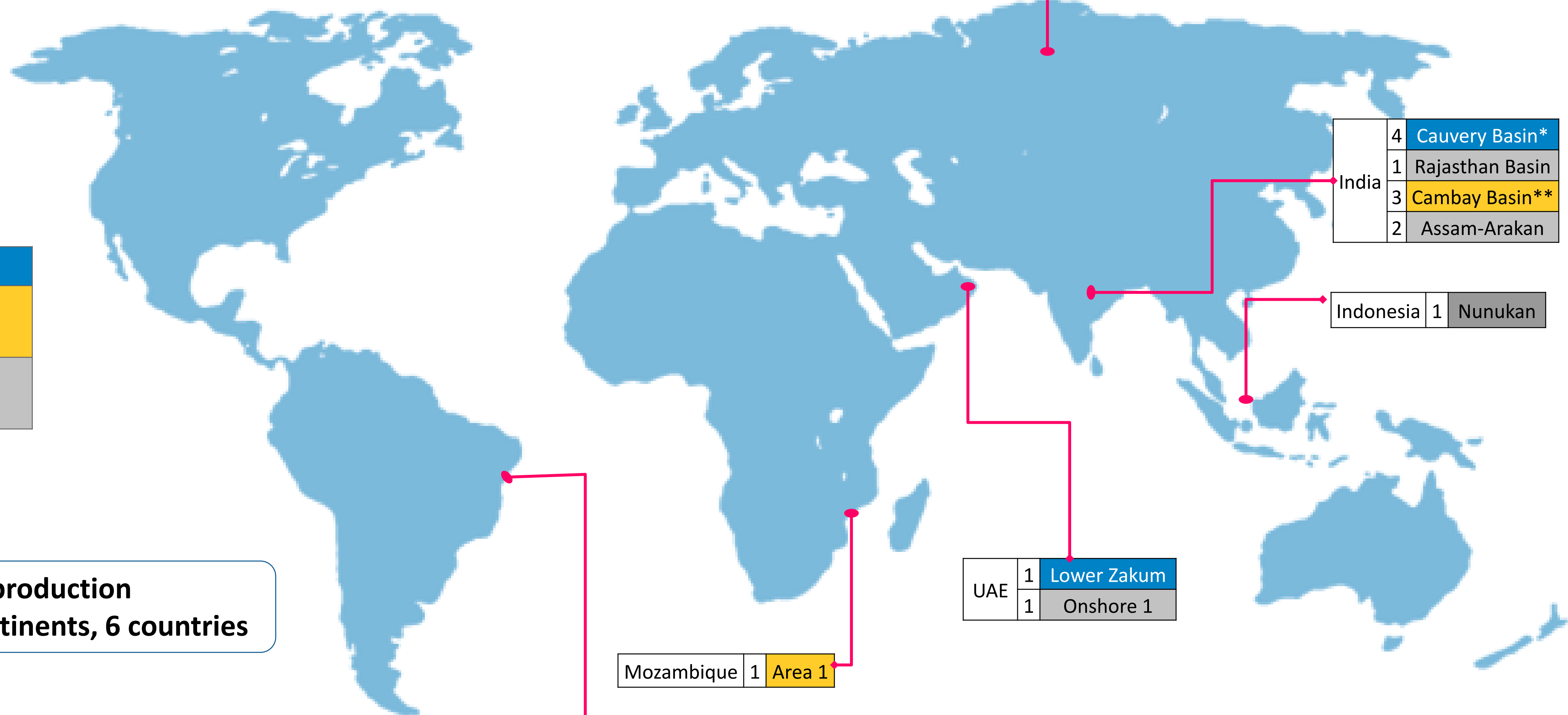




# Upstream - Global Spread

Production
Development
Exploration / Appraisal

- 2.5 MMToE eqv. production
- Presence in 4 continents, 6 countries



\* 1 block in in Cauvery Basin is in Production, the rest are in Exploration / Development / under relinquishment

\*\* 1 block in Cambay Basin in in Development, the rest is in Exploration / under relinquishment

# Global Upstream Footprint

Partnership with established Oil and Gas operators expected to generate optimal returns for BPCL.

Within India			
Block	Operator	BPCL Stake	Other Partners
<b>NELP—IV</b>			
CY/ONN/2002/2	ONGC	40.0%	ONGC
<b>NELP—VI</b>			
CY/ONN/2004/2	ONGC	20.0%	ONGC
<b>NELP—VII</b>			
RJ/ONN/2005/1	HOEC	33.33%	IMC
<b>NELP—IX</b>			
CB/ONN/2010/11	GAIL	25.0%	EIL, BIFL, MIEL
AA/ONN/2010/3	OIL	20.0%	ONGC
CB-ONN-2010/8	BPRL	25.0%	EIL, BIFL, MIEL
<b>DSF</b>			
CY/ONDSF/KARAIKAL/2016	BPRL	100%	-
<b>OALP</b>			
CB-ONHP-2017/9	BPRL	60%	ONGC
CY-ONHP-2017/1	ONGC	40%	-
AA-ONHP-2017/12	OIL	10%	IOCL, NRL

Brazil			
Block	Operator	BPCL Stake	Other Partners
BM-SEAL-11 (2 blocks)	Petrobras	20.0%	IBV
BM-C-30 (1 block)	Petro Rio	17.85%	IBV
BM-POT-16 (2 blocks)	Petrobras	10.0%	IBV, Petrogal, BP

Mozambique			
Block	Operator	BPCL Stake	Other Partners
Mozambique Rovuma Basin	Total	10.0%	PTTEP, Mitsui, ENH, OVRL, BREML

United Arab Emirates			
Block	Operator	BPCL Stake	Other Partners
Lower Zakum	ADNOC	3%	CNPC, INPEX, ENI, Total
Onshore 1	Urja Bharat	50%	

Russia			
Block	Operator	BPCL Stake	Partners
Vankorneft (2 licenses)	Vostok Oil	7.887 %	VIPL, ONGC
TYNGD (2 licenses)	Rosneft	9.867 %	BP, TIPL

Indonesia			
Exploration Block	Operator	BPCL Stake	Other Partners
Nunukan PSC	Pertamina	16.2%	



# Strategic Aspirations 2022-27

**~1.75 MMT** Petchem  
**Capacity generation** for  
petchem products

**Investment of ₹ 38000 Cr**

De-risking Refineries, Reduce  
Imports

More than **Tripling** footprint  
in GAS up from **2.1 to 7.5**  
**MMTPA.**

**₹2.9K Crs EBIT**  
**Contribution from Gas**

**1 GW Green Energy**  
Capacity(Solar) up from  
present **43 MW**

Growing **Bio-fuels** portfolio  
(especially **1G Ethanol**)

**₹777 Cr EBIT**

**Digital Transformation**  
improving customer ease of  
living; operational efficiencies  
& competitive edge.

delivering **₹1k+ Cr** gross  
benefits in 5 yrs

**Mozambique, Brazil,**  
**Russia, UAE**

Continued presence

Increasing **Non-fuel online +**  
**in-shop commerce** business  
to **10k+ sites,**

Generating  
**₹1000 Cr EBIT**

**7000 'Energy Stations'**  
Dispensing MS, HSD, CNG,  
Flexi fuels, Electric, Hydrogen

**R&D focus areas**  
Petchem, Biofuels,  
Renewables, Hydrogen, EVs,  
Engine studies





Among top 20 Global Oil and Gas refining and marketing Cos



Oil Marketing - Company of the Year 2019



Sustainability Award for the Best Green Product Petrochemical sector 2019



Winner under Process Innovation Leadership Awards -  
*Frost & Sullivan PERP 2019*



Digital PSU Award at the 7th PSU awards- *Governance Now*



Integrated Refinery Expansion Project – the Top Refining Project of the Year 2019- *Hydrocarbon Processing journal*.



## Thank you!



1. PRSI: Public Relations Society of India
2. Federation of Indian Petroleum Industry- \*Best Project Management Company 2018\*
3. Golden Peacock (Institute of Directors) awarded BPCL \*Excellent Corporate Governance 2018\*

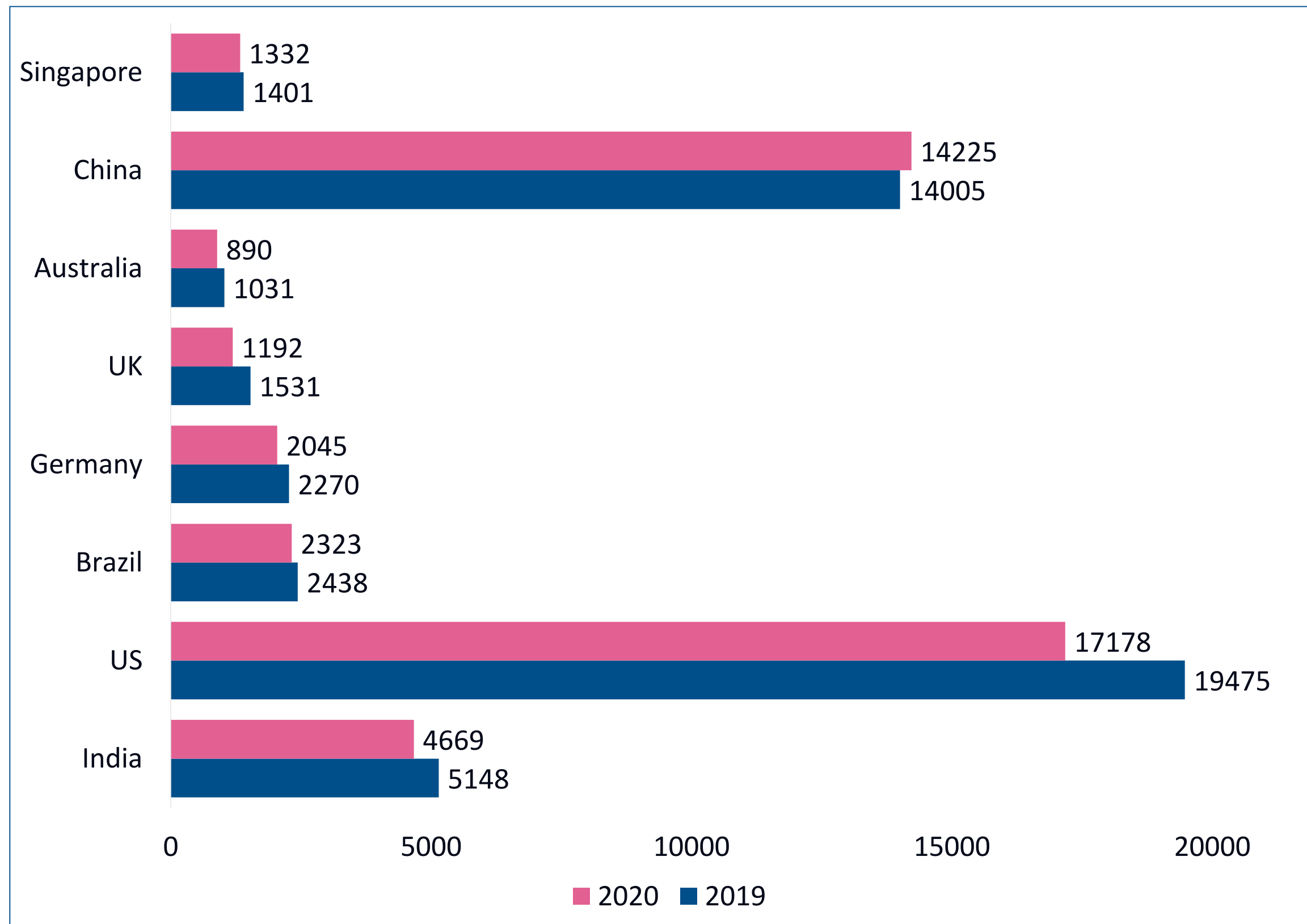
## Thank you!

# 3. Industry Overview

# India – Attractive Industry Dynamics

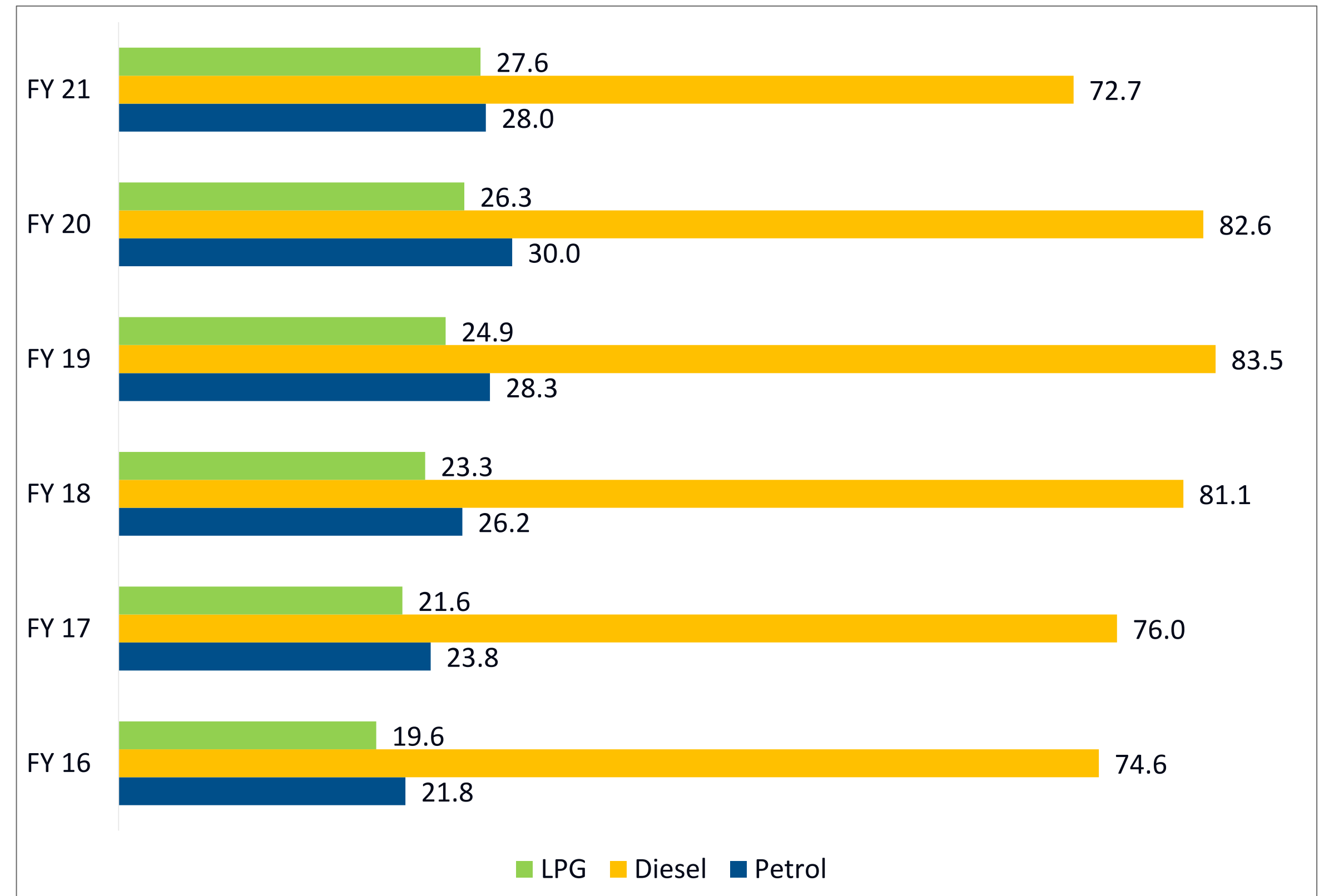
Significant potential for domestic O&G companies given low per-capita oil consumption

Oil: Consumption in thousands  
of barrels per day\*



Source: BP Statistical Review of World Energy 2021

Indian Oil Demand  
Million Tonnes



Source: PPAC



## Positive Policy actions

- Petrol Prices De-regulated completely
- Gasoil (Retail) – Deregulation announced effective 19<sup>th</sup> October 2014
- Gasoil – Bulk sales completely deregulated since January 2013
- Restricted supply/Targeted subsidies for cooking fuel products
- LPG DBTL scheme - Domestic LPG fully enrolled
- SKO PDS DBTK scheme – launched on pilot basis in 4 districts and now implemented in the state of Jharkhand
- Govt. has consistently compensated OMCs including BPCL for under recoveries and ensured reasonable profitability

# Thank You