



Bharat Petroleum Corporation Ltd.

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BPCL Group well positioned to improve earning with large downstream presence

	Mumbai - 240 kbpd
	Kochi - 190 kbpd
	BORL - 120 kbpd
	Numaligarh - 60 kbpd

FY 2010-11

Refining Share - 16.00%
(installed capacity)

Crude Thruput - 21.78 TMT

Market Share - 20.48%

Market Sales - 29.27 MMT

CGD

- Indraprastha Gas
- Central UP Gas
- Maharashtra Natural Gas
- Sabarmati Gas

Pipelines

- Petronet India Ltd.
- Petronet CCK Ltd.

LNG

- Petronet LNG Ltd.

Renewables

- Bharat Renewable Energy

Aviation

- Bharat Star Services

Bunkering

- Bharat Matrix Marine

Retail Outlets 9289

LPG Distributors 2452

Installations 12

Depots 75

Tankages (Mn KL) 3.40

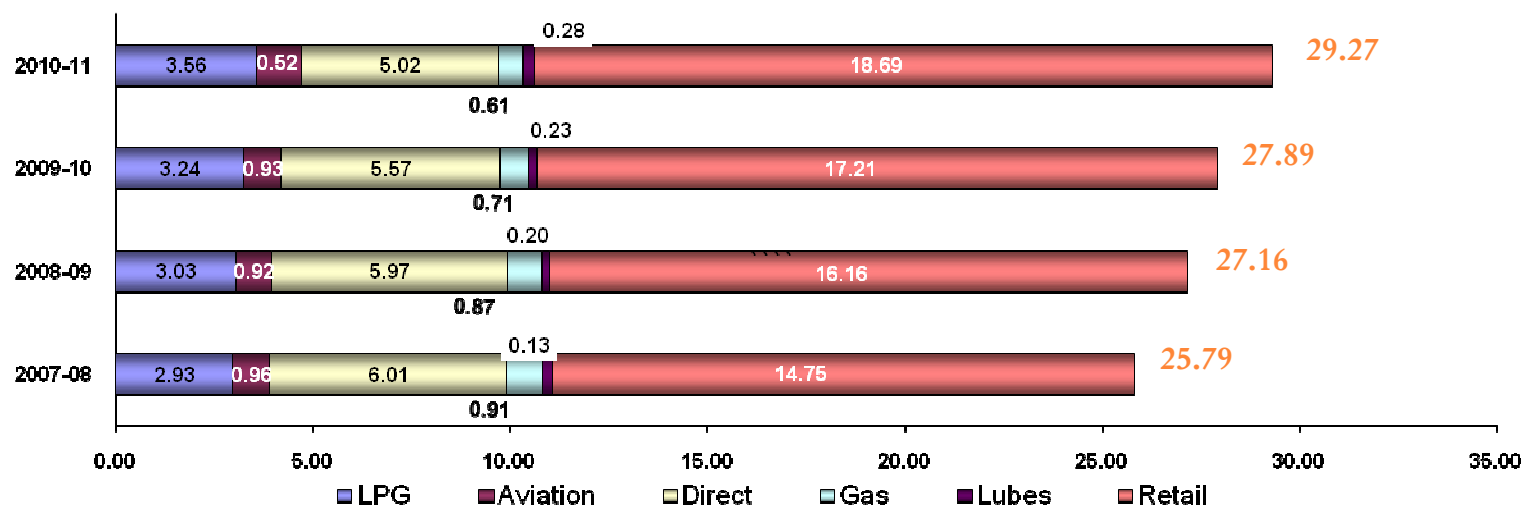
Aviation Service Stations 31

LPG Bottling plants 49

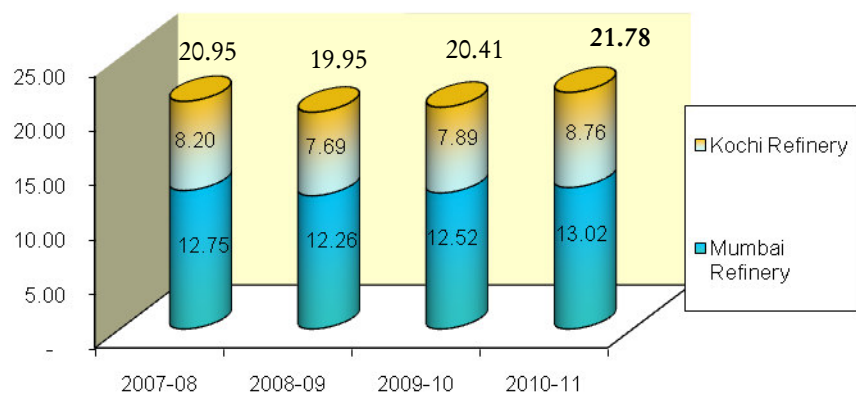
Pipelines (km) 1700

Market sales growth led by auto fuels, higher production to cater rising sales

Market Sales (MMT)



Refinery Thruput (MMT)

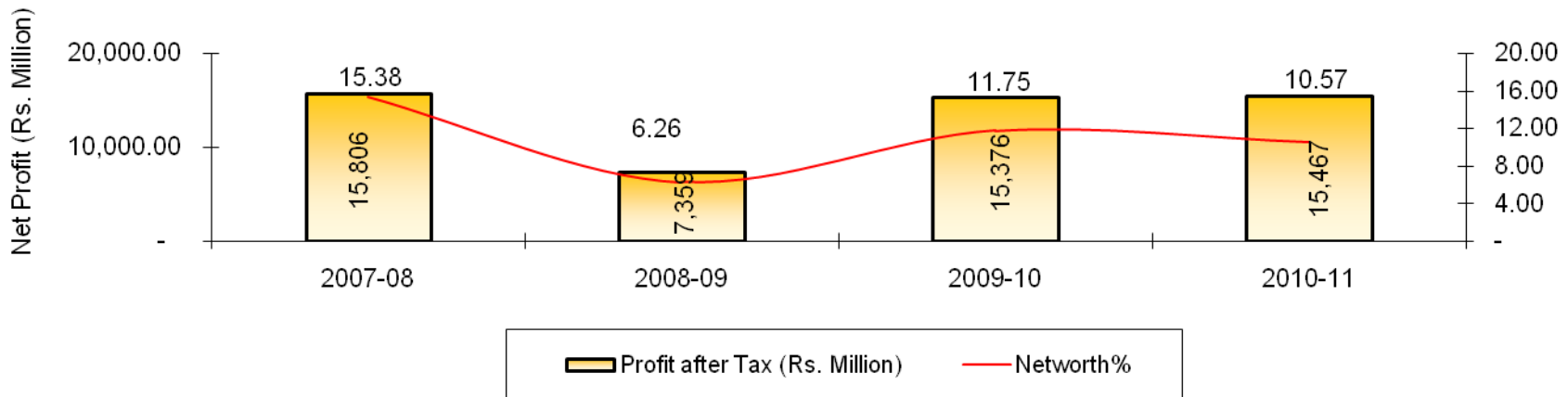


LPG Bottling Plant Capacity (TMT)

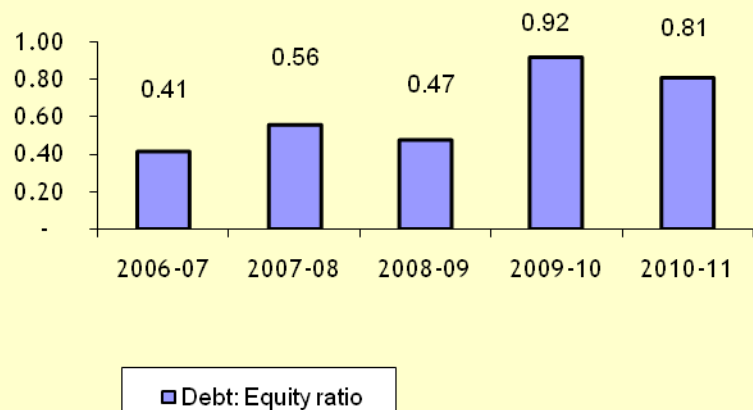


Financial Performance

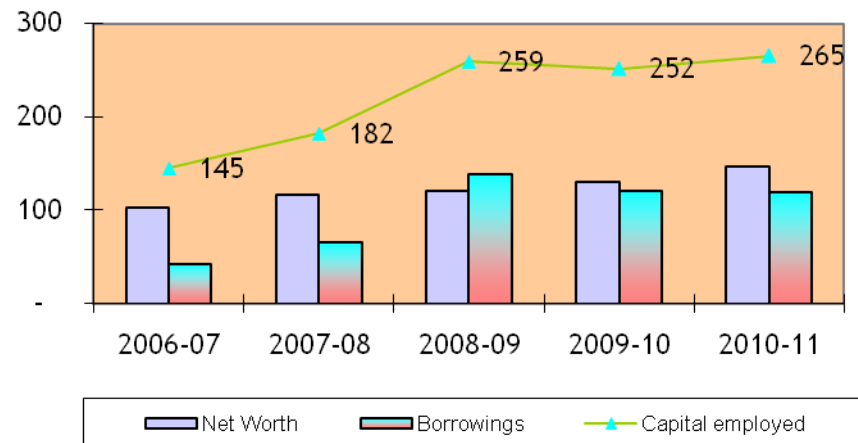
PAT (Rs. Million)/Networth (%)



Adjusted Debt-Equity Ratio



Adjusted Capital Employed (Rs. Billion)



Financial Performance

Financial parameters		2010-11					2009-10	
		Q4	Q3	Q2	Q1	FY 2010-11	Q4	FY 2009-10
Profit before tax	Rs crores	1376	415	2340	(1718)	2413	1208	2366
Profit after tax	Rs crores	935	188	2142	(1718)	1547	703	1538
Inventory gain/(loss)	Rs crores	292	319	(79)	472	1004	99	817
Net under-recoveries on sales of petroleum products	Rs crores	(742)	530	(1304)	3100	1584	(1399)	1237
Forex Fluctuation gain/(loss)	Rs crores	27	(18)	299	(338)	(31)	195	557
Interest expenditure	Rs crores	316	275	278	232	1101	206	1011
Debt Position	Rs crores	18972	19398	20970	20101	18972	22195	22195
GRM	US \$/bbl	6.94	4.62	2.82	3.57	4.47	3.73	2.97

Physical Performance

Operational parameters		2010-11					2009-10	
	<i>Unit</i>	Q4	Q3	Q2	Q1	FY 2010-11	Q4	FY 2009-10
<i>Refinery Crude Throughput</i>	MMT	5.58	5.02	5.60	5.57	21.78	5.69	20.41
MR	MMT	3.35	2.97	3.43	3.26	13.02	3.31	12.52
KR	MMT	2.23	2.05	2.17	2.31	8.76	2.38	7.89
<i>Sales volume</i>	MMT	8.45	8.03	7.29	7.94	31.88	8.33	30.40
Domestic	MMT	7.76	7.40	6.60	7.34	29.27	7.30	27.89
Exports	MMT	0.69	0.63	0.69	0.60	2.61	1.03	2.51
<i>Petroleum products sales volume</i>	TMT							
MS	TMT	968	994	957	1005	3924	909	3564
HSD	TMT	3830	3191	3201	3820	14042	3488	13298
LPG (Domestic)	TMT	850	817	768	716	3151	779	2881
SKO	TMT	369	375	376	368	1488	368	1491

Group Performance Highlights

Physical Performance	2010-11	2009-10
Crude Throughput (in MMT)	24.03	23.03
Market Sales (in MMT)	29.58	28.25
₹ Crores		
Sales/ Income From Operations	166,039	133,749
PBDIT	5,986	5,341
Less: Depreciation	1,891	1,445
Less: Interest	1,247	1,125
Profit/(Loss) Before Tax	2,848	2,772
Less: Tax	1,106	1052
Profit/(Loss) after Tax	1,742	1720
Less: Minority Interest	107	88
Net Profit/(Loss) for the Group	1,635	1,632
Earnings per Share (₹)	45.22	45.15

Projects completed to deliver better quality fuels

KOCHI CEMP - Rs. 4,600 crore

- Production of auto fuels conforming to Euro III – IV norms
- Capacity expansion by 40,000 bpd (2 MMTPA)
- All units are commercially commissioned

OTHER PROJECTS

- Bina Dispatch Terminal
- Bina Kota Pipeline

Consolidation in retail fuel segment has led the market share growth

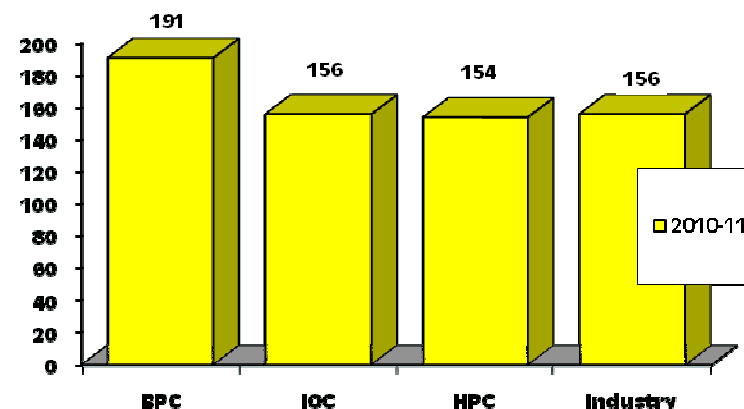
Achievements

- FY 2010-11 sales 18.69 MMT of retail fuels, Growth of 8.59% YOY
- Throughput per outlet of 191 KL / month during 2010-11, and 1625 outlets achieved throughput of > 300 kl/pm (14% higher than previous year)
- Market leaders in alternate fuels

Strategies

- Strategic expansion on highways
- Concentrated focus on rural expansion
- Commissioning of new outlets in high growth markets
- Premium fuels, Loyalty programs, value added services

Thruput per Outlet BPC Vs. Industry (KL)



Market Share of MS & HSD

- MS > 27.75%
- HSD > 26.92 %

Initiatives driven by innovative ideas - Able to capture customer imagination and build brands



- Petro Card Customers > 1.081 mn
- Smart Fleet Card Customers > 1.314 mn
- Annual Turnover > Rs. 13,086 crore



- 209 In & Out stores
- Annual Turnover growth of 11.4% to Rs. 163 crore

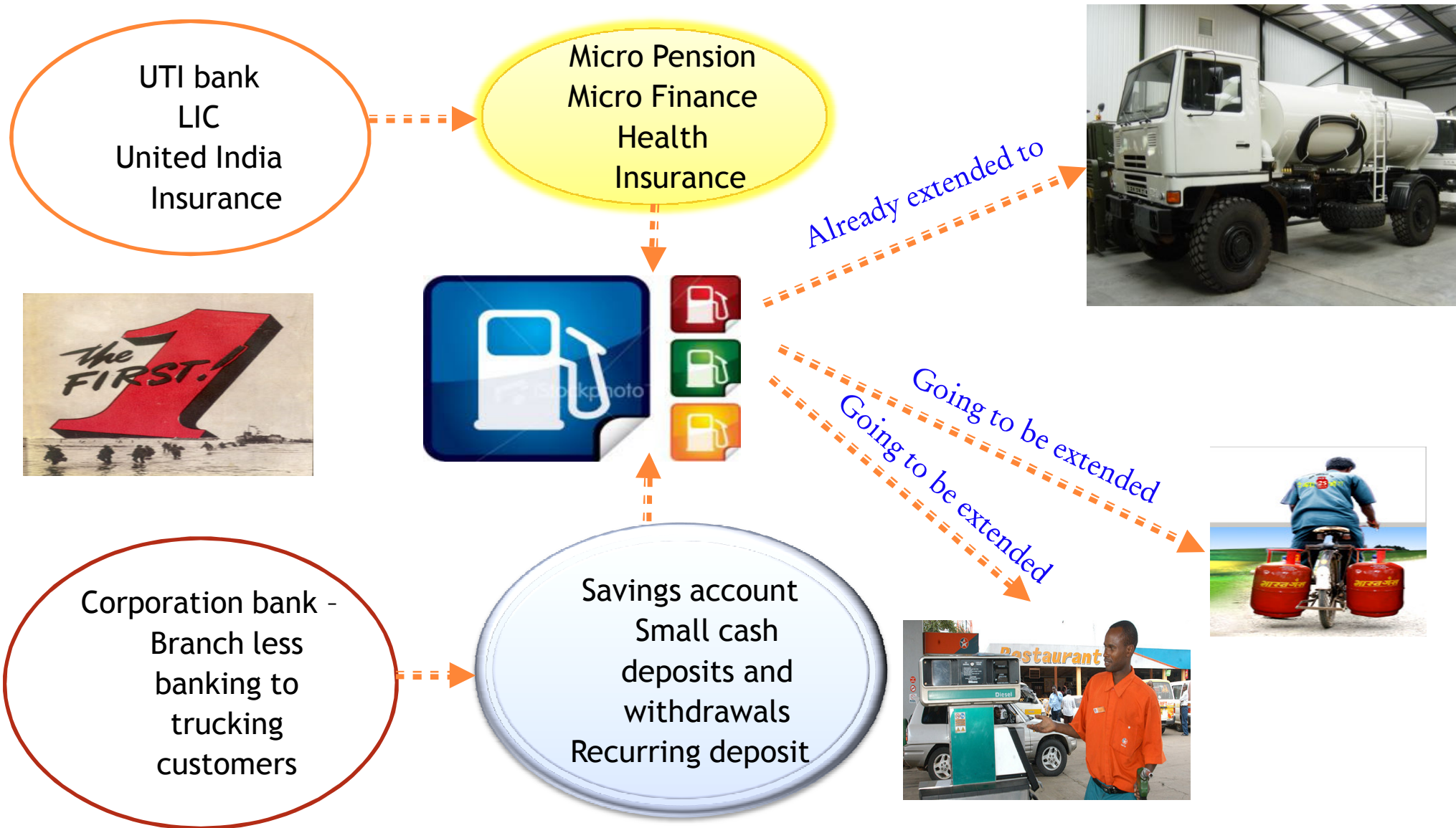


- Allied Retail Business (ARB) annual growth by 5.13 %, with a turnover of Rs. 380 crore
- ARB covers C-Stores, Quick Service Restaurants, Financial and travel related services
- 404 ATMs in alliances with 25 banks
- The 99 ARB restaurants

LPG

- Domestic LPG customers crossed 31.1 million mark
- Auto LPG sales – annual turnover of 56 TMT
- Beyond LPG registered Turnover of Rs. 800 crore during 2010-11 against Rs. 700 crore during 2009-10
- Selling large variety of non-fuel products

Financial Inclusion Program for our small distance commercial vehicles



Bina Refinery – Inaugurated by Prime Minister of India

- Bharat Oman Refineries Limited (BORL) - BPCL Interest 49% with 120,000 bpd (6 MMT) Refining capacity at BINA
- Project cost Rs 12200 crores
- State of art technologies - High Nelson Complexity Index 9.1
- SPM, Crude Oil Terminal, 935-km cross country crude oil pipeline from Vadinar to Bina (VBPL) have been commissioned
- Majority of processing units have been commissioned
- Full-fledge production approaching fast



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

Move forward in its endeavors to consolidate its presence in the upstream oil and gas sector

Bharat Petro Resources Limited (BPRL)

Strategy

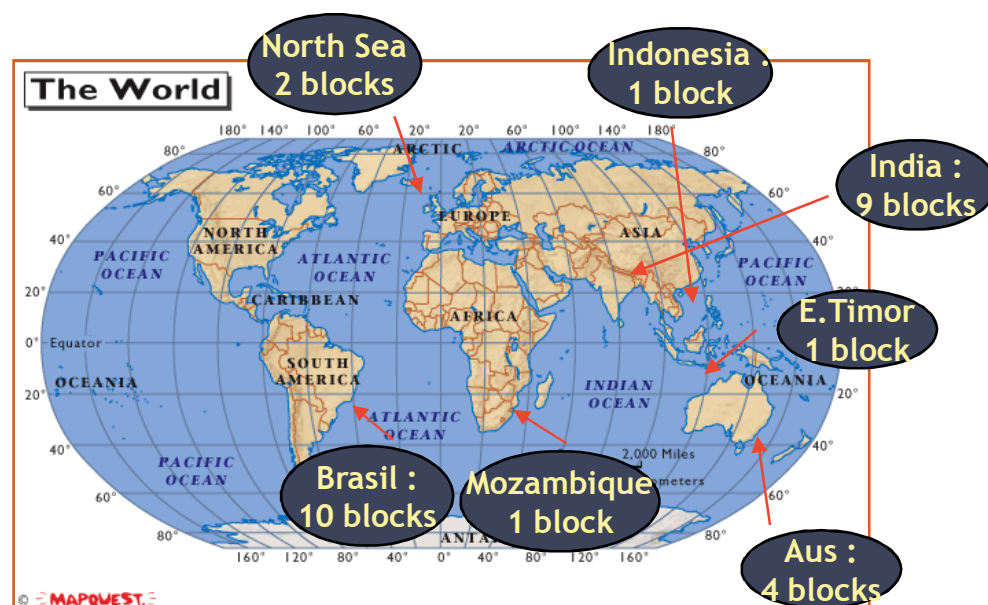
Balanced portfolio of risks & opportunities

Investment of Rs. 10,000 crores by FY15

Plans to Drill 16 wells by the end of FY 2012

New Initiative – Shale Gas in Australia

Entered operator-ship in On-shore blocks



Today BPCL is firmly on the E & P map, exploring opportunities world over.



Success story in the upstream oil and gas sector with more to come

Worldwide spread and potentials – Successful discoveries under appraisal mode

Mozambique

- Windjammer
- Lagosta
- Barquentine
- Tubarao

Brazil

- Wahoo block
- Barra block

Success story to continue.....

Bio-Fuels

- Bharat Renewable Energy Limited
 - Joint Venture of BPCL
 - Jatropha plantation through NREG in state of UP
 - Target Area 1 million acres
 - Target Jobs 1 million
 - Target bio-diesel production 1 million Tones
- Model can be replicated in other states
- Non-agriculture land utilized for Jatropha cultivation



Strategic changes are ongoing.....

- Fine tune organizational structure, people processes and organizational energy, mindsets and behaviour - Project Caliber
- Project WIN - Build cost competitiveness and value DNA across BPC
- Dream Project - Paving way for infrastructure growth
 - Pipelines
 - Depots and tankages
 - LPG import facilities and tankages
 - Well planned upstream investments
 - Capex plan of Rs. 40,000 crore over next 5 year as against Rs. 25,000 crore in past 5 years

BPC fully poised to participate in the overall economic growth and financially secure to take major investment decisions



International Awards and Accolades

- BPCL has secured 307th ranking during 2010 in the prestigious list of Fortune Global 500
- BPCL Brand was valued at \$ 2.95 billion and placed at 7th position among top Ten Company Brands of India
- BPC is honored with Marketing Company of the Year Award
- BPCL has been awarded with 'Consumer Super brand 2009'
- BPCL has received the 'Platt's Award' in recognition of outstanding global financial and industrial performance. Ranked 7th in Refining & Marketing globally
- The Corporation has been achieving an "Excellent" performance rating from Ministry of Petroleum & Natural Gas since 1990-91
- BPCL has won the Boston Strategies International 2009 Oil, Gas & Energy Industries Award for Exemplary leadership in Supply Chain Synchronization.

Conclusion



NATURAL
GAS



Backward
integration in
Upstream



Consolidate Existing
Business

BIO
FUELS



New Refining Capacity

*BPCL is well poised to
have a bigger play in
the energy sector*

Thank You



*deliver...
innovate what will be.*

*"It is because we dream we discover, because we discover we design and because we design we deliver...
At BPCL, it's all about dreaming and delivering"*


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