



Bharat Petroleum Corporation Ltd.

No information contained herein has been verified for truthfulness completeness, accuracy, reliability or otherwise whatsoever by anyone. 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 BPCL 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.

The information in this presentation is subject to change without notice, 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.

BPCL Group well positioned to improve earning with large downstream presence

Refining Capacity

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

FY 2011-12

Refining Share - 15.07%
(installed capacity)

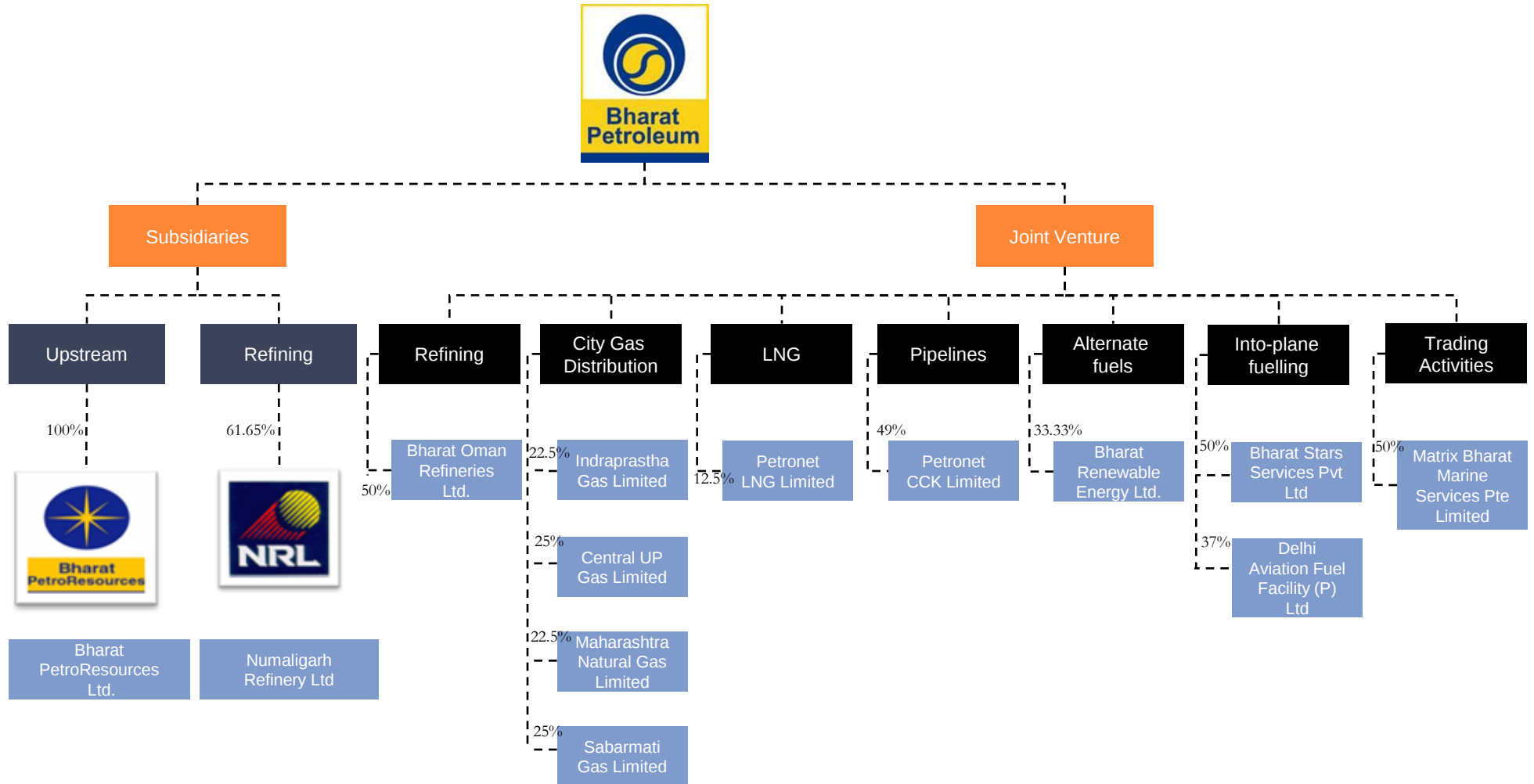
Crude Thruput - 26.72 MMT

Market Share - 20.65%

Market Sales - 31.48 MMT

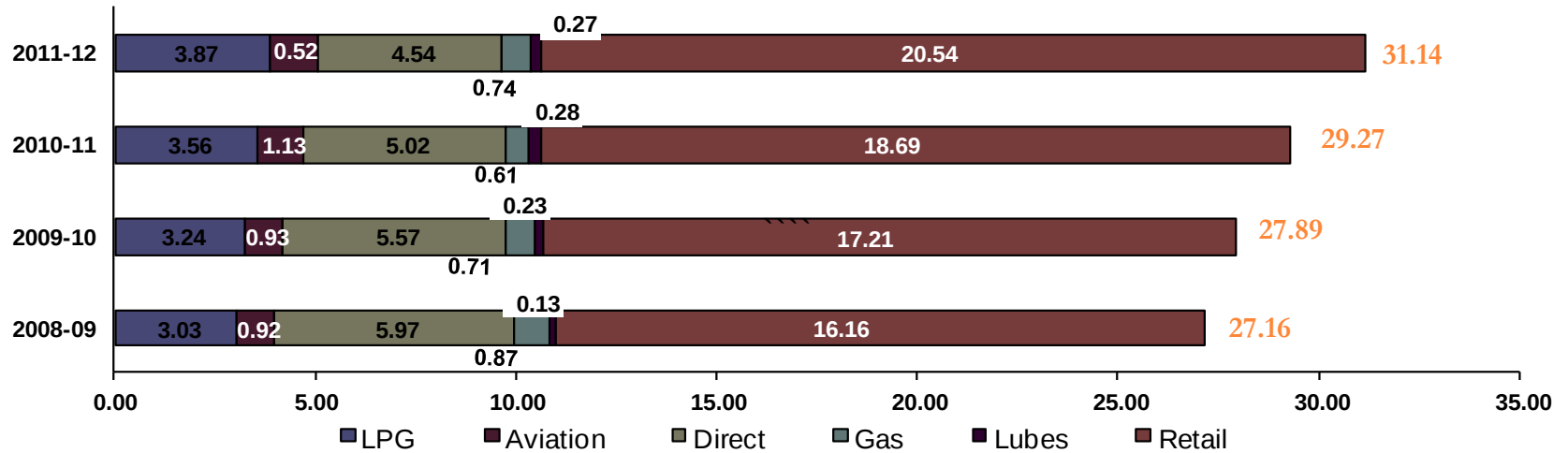
Retail Outlets	10310
LPG Distributors	2658
Installations	12
Depots	71
Tankages (Mn KL)	3.43
Aviation Service Stations	35
LPG Bottling plants	49
Pipelines (km)	2836

BPCL Group well positioned with wide network

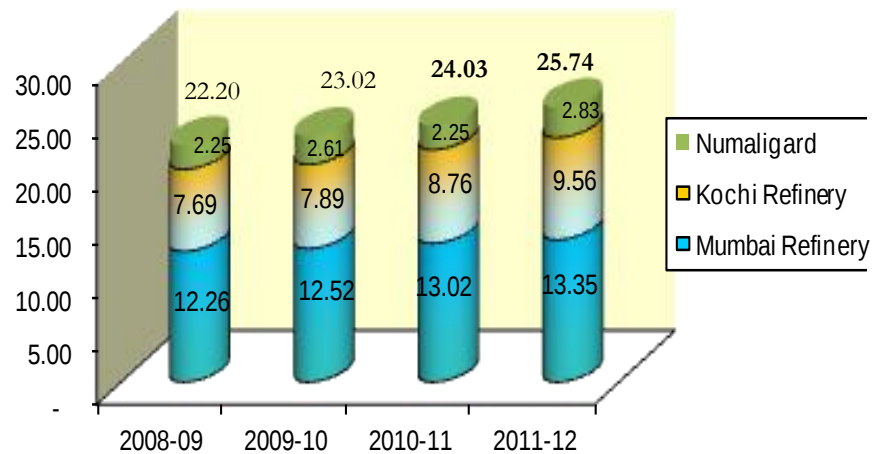


Market sales growth led by auto fuels, higher production to cater rising sales

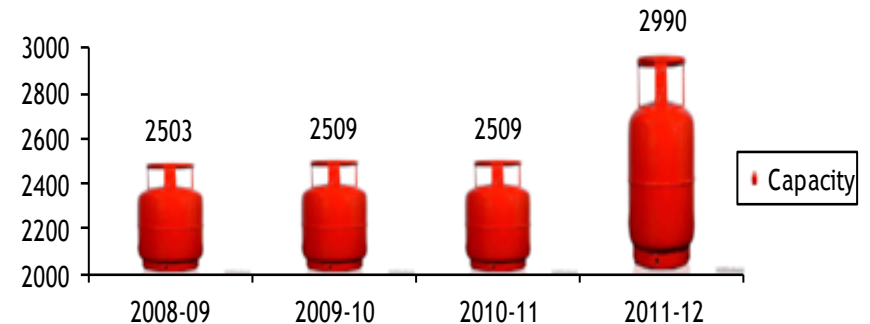
Market Sales (MMT)



Refinery Thruput (MMT)

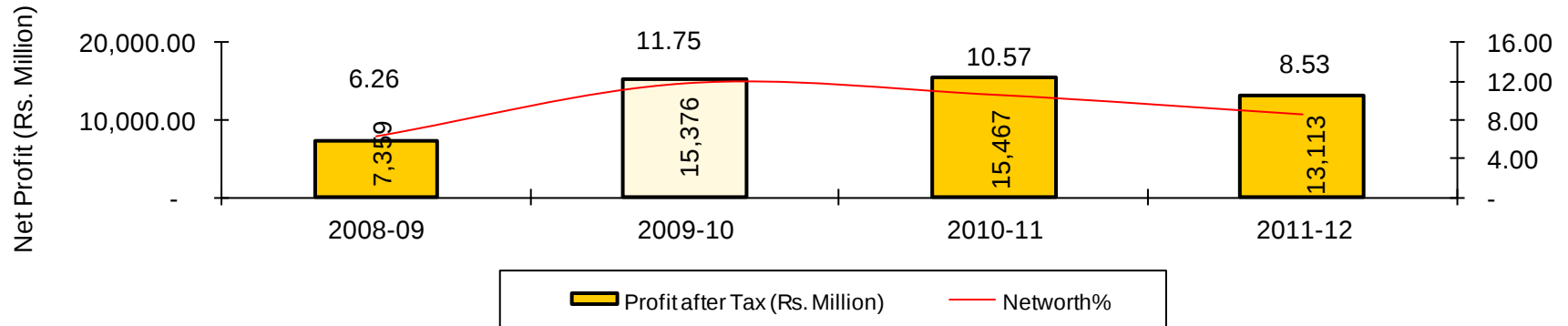


LPG Bottling Plant Capacity (TMT)

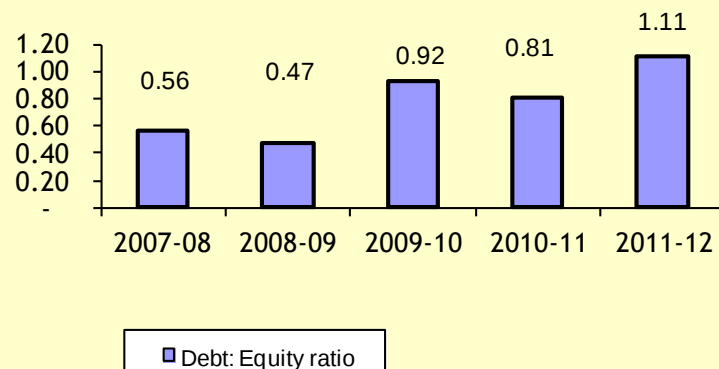


Financial Performance

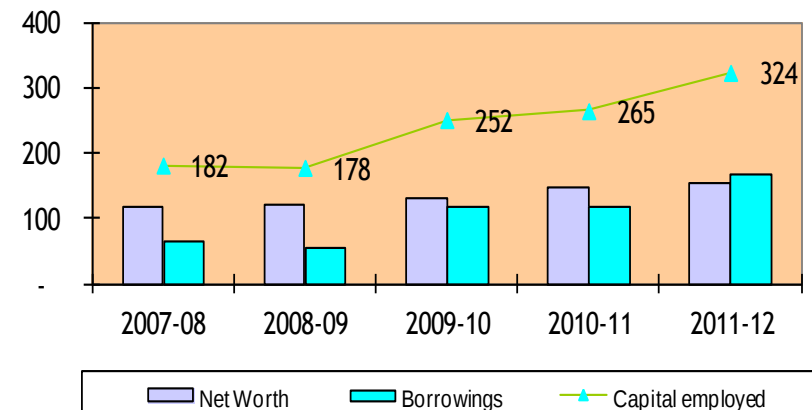
PAT (Rs. Million)/Networth (%)



Adjusted Debt-Equity Ratio



Adjusted Capital Employed (Rs. Billion)



Group Performance Highlights

Physical Performance	2011-12	2010-11
Crude Throughput (in MMT)	26.72	24.03
Market Sales (in MMT)	31.48	29.58
₹ Crores		
Sales/ Income From Operations	223,139	165,968
PBDIT	6,269	5,986
Less: Depreciation	2,411	1,891
Less: Interest	2,229	1,266
Profit/(Loss) Before Tax	1,599	2,829
Less: Tax	748	1,087
Profit/(Loss) after Tax	851	1,742
Less: Minority Interest	70	107
Net Profit/(Loss) for the Group	781	1,635
Earnings per Share (₹)	21.60	45.22

Upcoming projects – Investment of over Rs. 40,000 crores over next 5 years

- Kochi Refinery Expansion & Upgradation
- Kochi - Foray into Niche Petrochemicals
- Funding for upstream developments and new assets
- Mumbai Refinery – Upgrade/de-bottlenecking
- Bina Refinery – Creeping Expansion
- Investments in Gas
- Retail : Network expansion with infrastructure growth and upgradation
- Expansion of marketing infrastructure across all business areas

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
- Refrigerated LPG storage and Handling facilities at JNPT & Uran LPG plants commissioned

Consolidation in retail fuel segment has led the market share growth

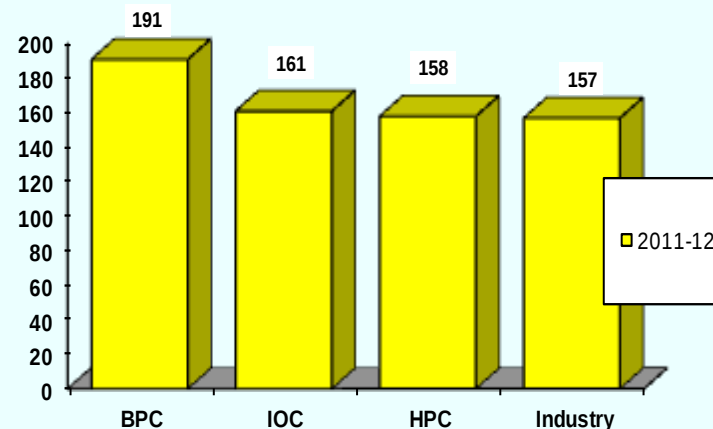
Achievements

- FY 2011-12 sales 20.54 MMT of retail fuels, Growth of 9.88% YOY
- Throughput per outlet of 191 KL / month during 2011-12, and 1838 outlets achieved throughput of > 300 kl/pm (13% 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 > 27.80%
- HSD > 27.80 %

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



- Petro Card Customers > 1.115 mn
- Smart Fleet Card Customers > 1.314 mn
- Annual Turnover > Rs. 15,888 crore



- 182 In & Out stores
- Annual Turnover growth of 6.60% to Rs. 173 crore



- Allied Retail Business (ARB) annual growth by 2.10 %, with a turnover of Rs. 385 crore
- ARB covers C-Stores, Quick Service Restaurants, Financial and travel related services
- 470 ATMs in alliances with 28 banks
- The 108 ARB restaurants
- 34 ARB restaurants with turnover of more than Rs. 50 lacs

LPG

- Domestic LPG customers touched 34.5 million mark
- Auto LPG sales – annual turnover of 54 TMT
- Beyond LPG registered Turnover of Rs. 900 crore during 2011-12 against Rs. 800 crore during 2010-11
- Selling large variety of non-fuel products

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
- 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
- Currently operating at around 90% capacity utilization and full fledge utilization expected from Q2FY13 onwards

Pipelines :



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

Global upstream Footprint.... BPRL Today

- 28 Blocks (11 in India & 17 overseas)
- 7 Countries
- 15 Geological Basins
- 10 Operators

Global Presence



- Investment : Rs 3300 crs
(India : Rs 325 crs)
- Commitment : Rs 7800 crs
- Total Outlay : Rs12,500 crs
(till 15-16)

Investments



- **9 Discoveries**
 - 6 in Mozambique
 - 2 in Brazil
 - 1 in Indonesia
 - **5 successful appraisals**
 - **2 successful flow tests**

Discoveries

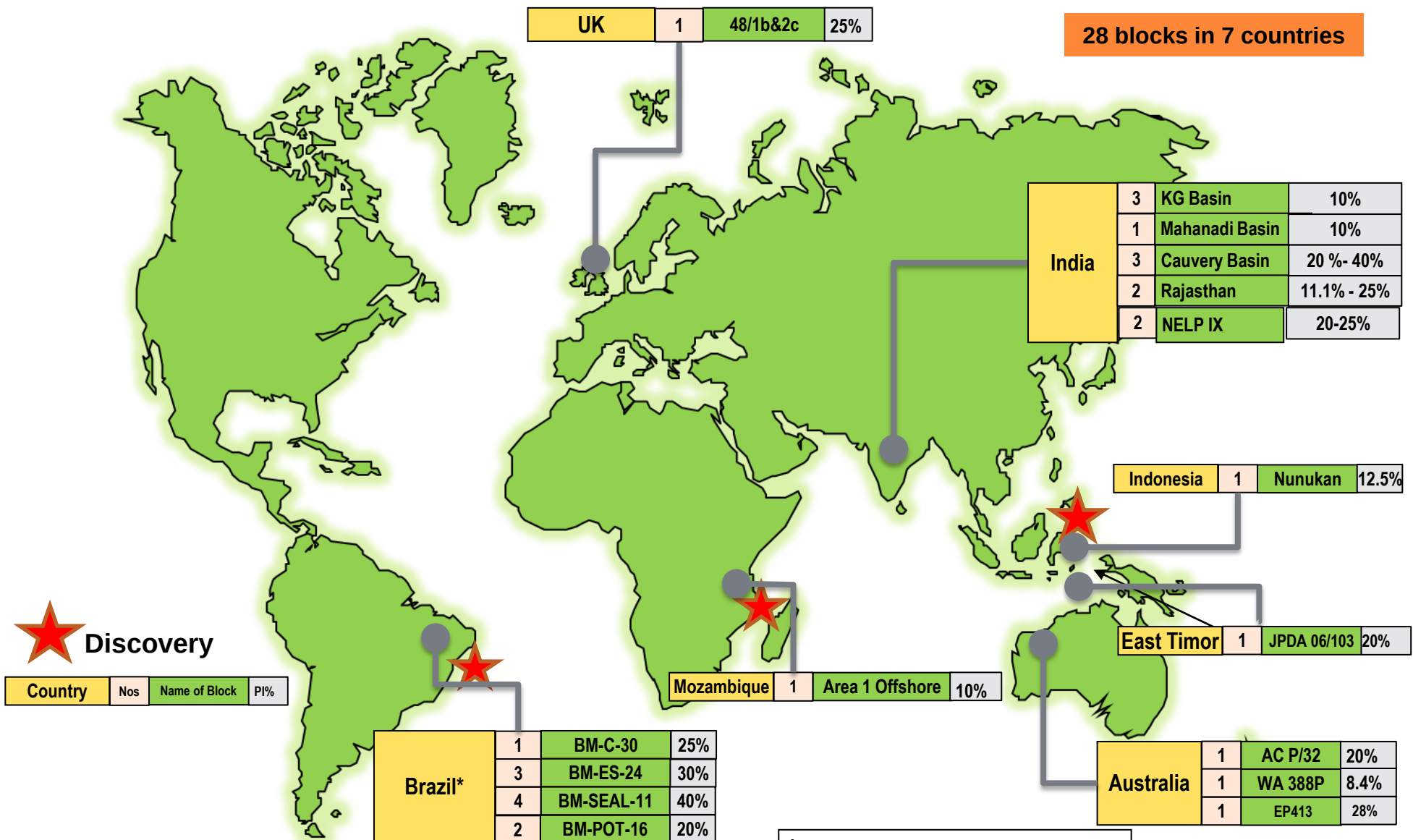


- Mozambique moving toward monetization : 5 discoveries being appraised.
- Pre-FEED Study on LNG Terminal
- Brazil – 2 discoveries under appraisal

Monetization



BPRL's spread around the world



* Held through 50-50 JV with Videocon Ind

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

Country	 Brazil	 Mozambique	 Indonesia
Basin (Well)	Campos & Sergipe-Alagoas	Rovuma	Nunukan – Tarakan
HC Type	 Oil and Light HC	 Gas	  Oil and Gas
Pay zones	Wahoo : 65 mts of light Oil Barra : 34 mts of light hydrocarbons	1. "Prosperidade" Complex: 17 to 30 plus TCF Recoverable Resources 2. Golfinho : 7 to 20 plus TCF Recoverable Resources 3. Tubarao : 34 mtrs of pay	Badik 1 : More than 40 mtrs of pay

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
 - LPG import facilities , Retail Depots and tankages
 - Refinery expansions and upgradation
 - Well planned upstream investments
 - Kochi - Niche entry into Petro-chem business

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 272nd ranking during 2011 in the prestigious list of Fortune Global 500

BPCL Corporate website bagged the first prize in the category 'Most user friendly website' (editors choice) in the India eGov 2.0 Awards 2010.

Bharat Petroleum Brand was valued at \$ 2.95 billion and placed at 7th position among top Ten Company Brands of India

Mumbai Refinery has achieved a unique and enviable record of getting the "Performance Excellence Award" under the Ramkrishna Bajaj National Quality Award (RBNQA) consecutively for 5 times in a row, every time improving the overall score for the seven criteria that are evaluated.

BPCL bagged the 'CIDC Vishwakarma Award' for the second time in a row for Corporate Social Responsibility.

BPCL Mumbai Refinery was declared as the winner of the "Nasscom IT User Awards 2012" under the "Energy - Oil & Gas Sector" category for implementation of the "Business Performance Management and Intelligence" system.

BPCL was presented with the EFI National Award for Excellence in Employee Relations -2011.

BPCL won the SAP Ace Awards 2011 in the 'Best Run - Supply Chain' category.

BPCL has been awarded the 'Aqua Excellence Award 2011' for 'Outstanding Contribution towards the cause of water - Public Sector' at the V World Aqua Congress

BPCL was awarded a Commendation Certificate by CII-EXIM Bank for their 'Strong Commitment to Excel on the Journey Towards Business Excellence.'

Our Loyalty Programs, PetroBonus and SmartFleet, were awarded in the 5th Loyalty Awards as the best amongst the loyalty programs in the Oil & Gas Sector at the Loyalty Summit partnered by AIMIA, LoyaltyOne and PAYBACK, major international loyalty marketing companies.

Bagged the coveted award of the "Industry Contributor" at the Prepaid Awards India ceremony in recognition of the efforts in maintaining world class initiatives which enhance the customer experience.

Mr. R. K. Singh, was awarded the OceanTEX 2012 Leadership & Excellence Award for outstanding achievement in oil refining. The Award was in recognition of the efforts to propel BPCL into a whole new era of growth and help the country move closer to the goal of becoming Asia's refining hub

BPCL walked away with two prestigious Communication Awards at the Annual Association of Business Communicators of India (ABCI) Awards, lifting the Bronze Awards for our Inhouse Publication, Journeys and our Corporate Brochure.

BPCL has been conferred with the 7th BML Munjal Award for excellence in learning and development

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.



energising lives

www.bharatpetroleum.in

