

Bharat Petroleum Corporation Limited

Investor Presentation



June 2020

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1. Corporate Overview

2nd

India's **2nd largest Oil Marketing Company** (OMC) with standalone domestic sales volume of over 43.10 MMT and Market share of 22% during FY20

275

Ranking on **Fortune 500- 2019 global list**

3rd

India's 3rd largest in terms of **Refining Capacity** (**15.33 % of India's refining capacity**)

44

44th Rank on **Platt's Top 250 Global Energy** Company Rankings 2019

6th

India's **6th largest** company by turnover

**1.2
Lakh
Cr**

BPCL's Market Capitalization recently touched ₹ 1.2 Lakh Cr

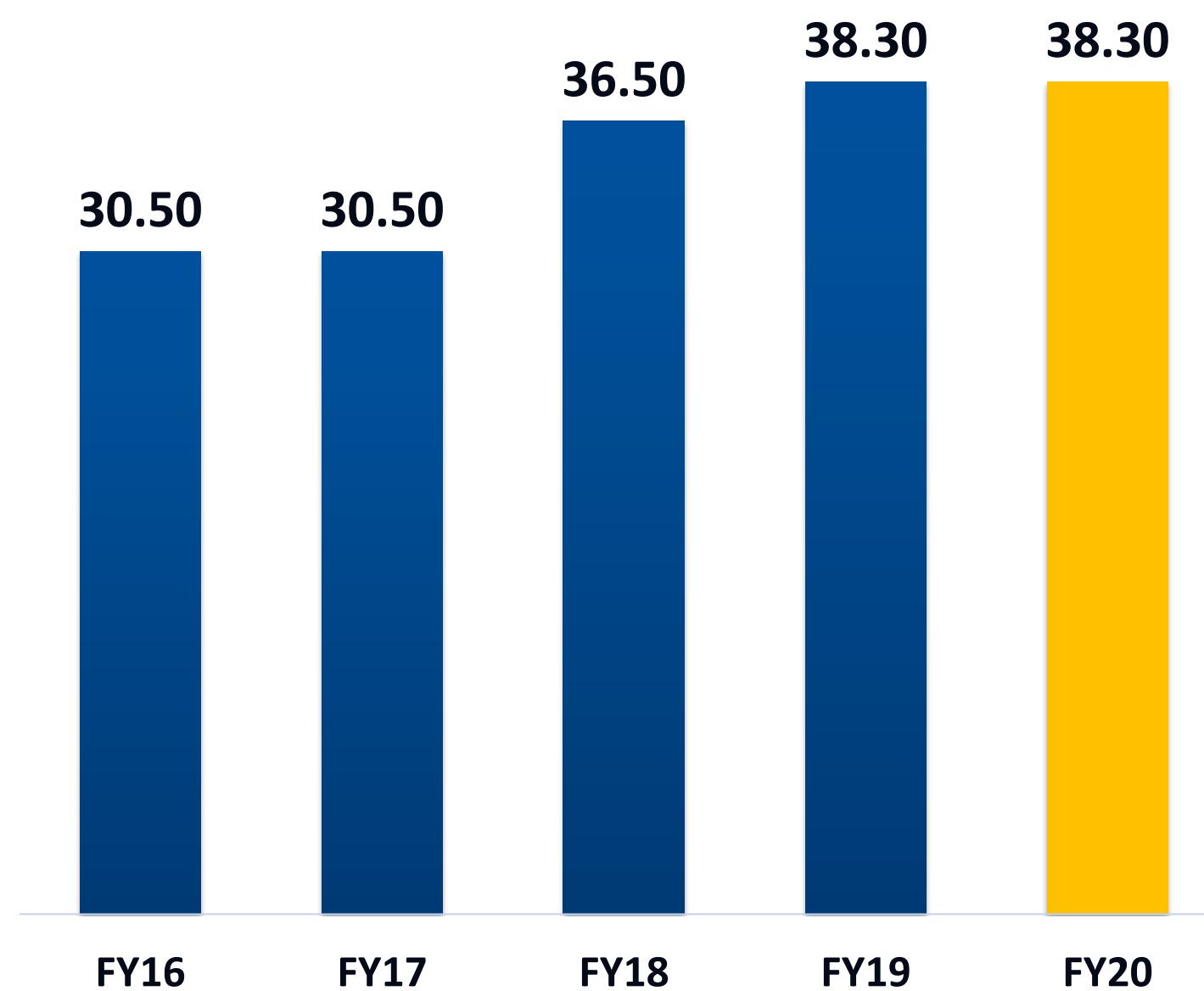
Recipient of **Star PSU Award** in 2018

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

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

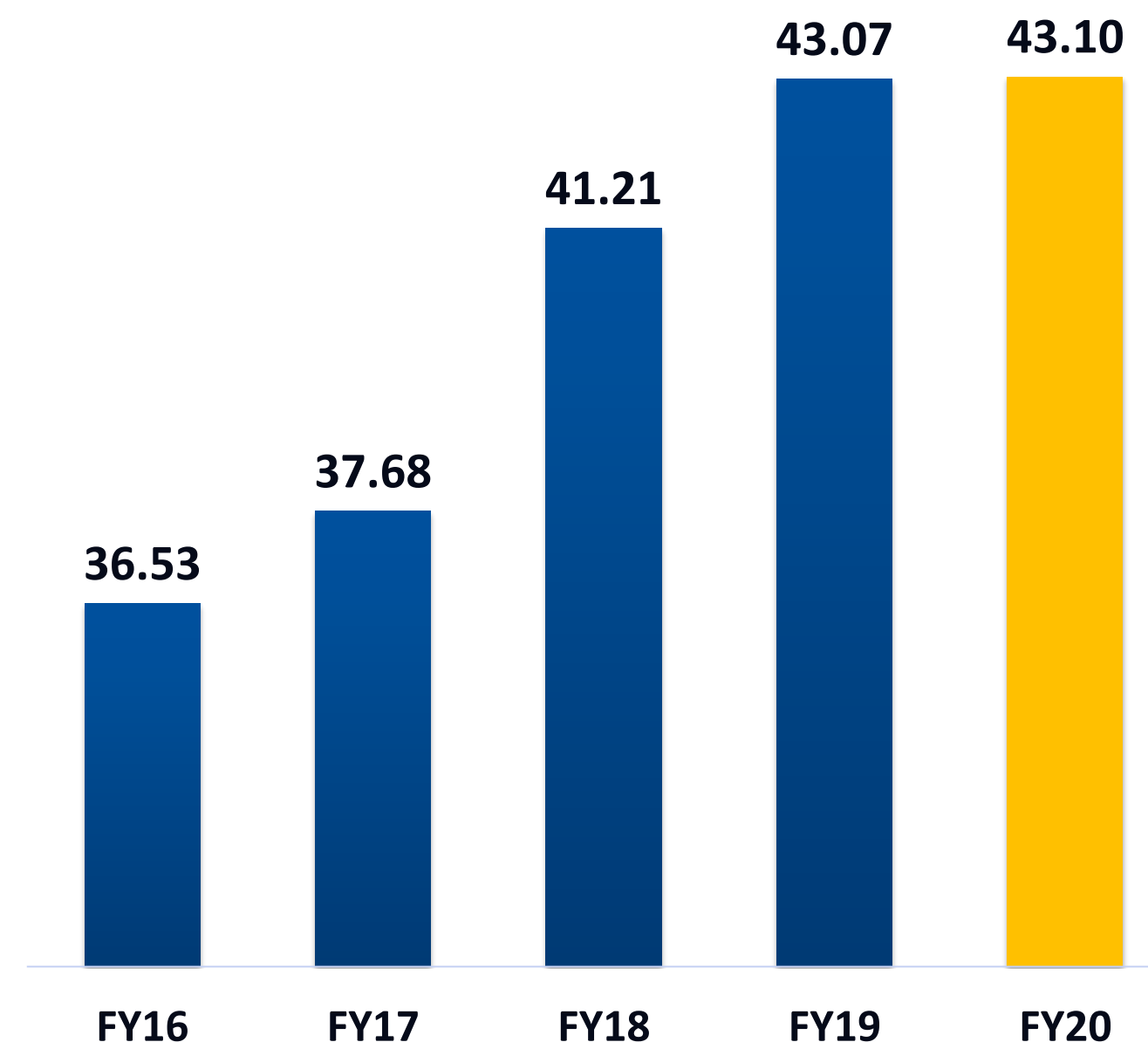
BPCL 5 Year Key Physical Indicators

REFINING CAPACITY (MMT)

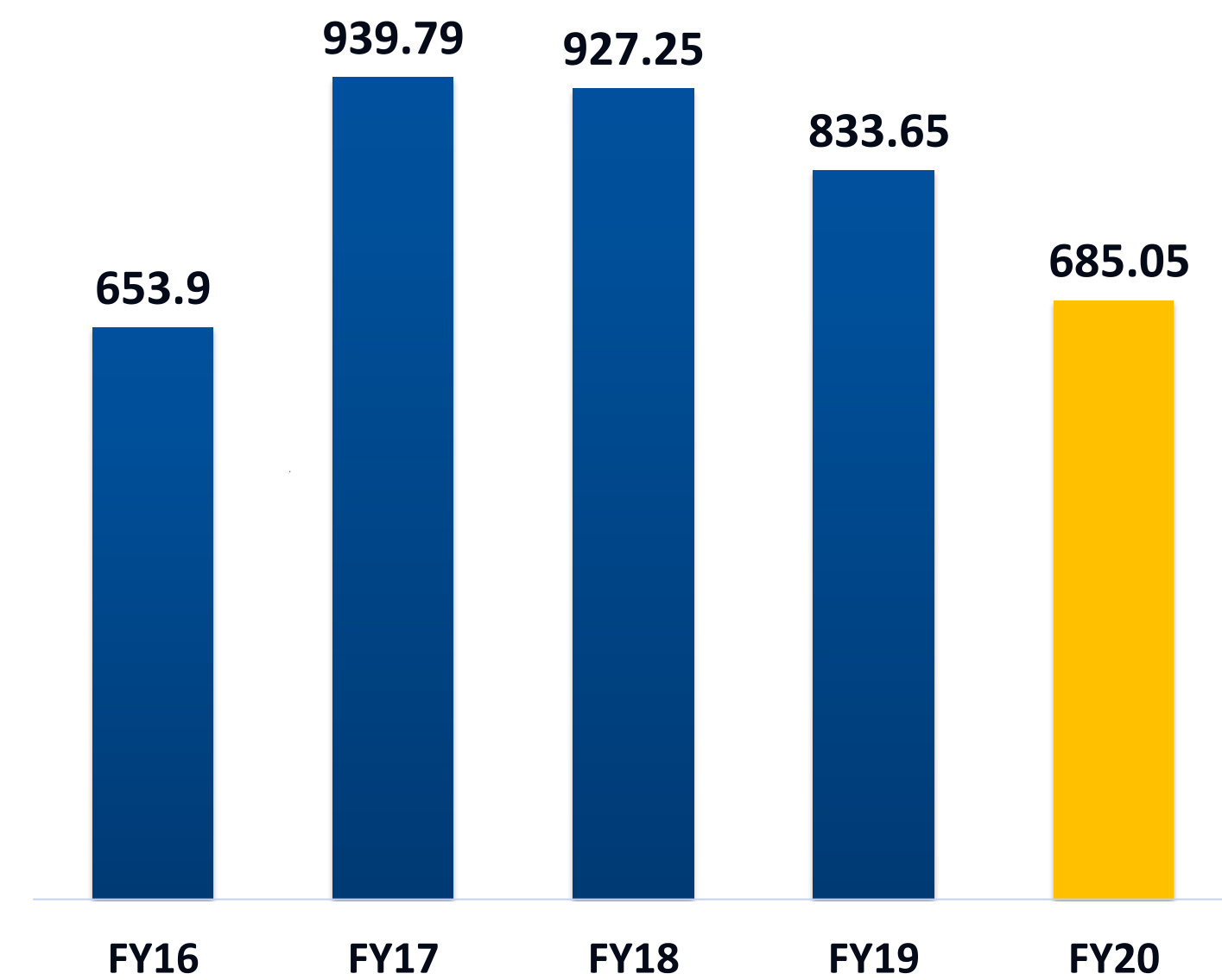


Entire throughput/capacity of Bina Refinery & NRL have been considered

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

Gol acquired Burmah Shell Refineries. Name changed to BPCL in 1977



BPCL and GAIL formed a JV, IGL, for distribution of Natural Gas in entire capital region



BPCL entered the LNG market by signing a gas sales purchase agreement with Petronet LNG



Entered into upstream business and formed Bharat Petro Resources Limited (BPRL)



Kochi Refinery capacity enhanced to 9.5 MMTPA



CCR¹ unit at Mumbai Refinery commissioned in March 2014

Formation of Bharat Gas Resources Limited for focus on Gas business
Bina capacity enhanced to 7.8 MMTPA

conferred with "MAHARATNA" status in Sep 2017

KR modernized and capacity enhanced to 15.5 MMTPA

Acquisition of upstream assets in Russia
Integrated Refinery Expansion Project (IREP) at Kochi

Commissioned Energy Efficient CDU IV with replacement of CDU I & II at Mumbai Refinery
Commissioned Kota Jobner Pipeline and Terminal

Refrigerated LPG storage and handling facility at JNPT and Uran LPG plant commissioned

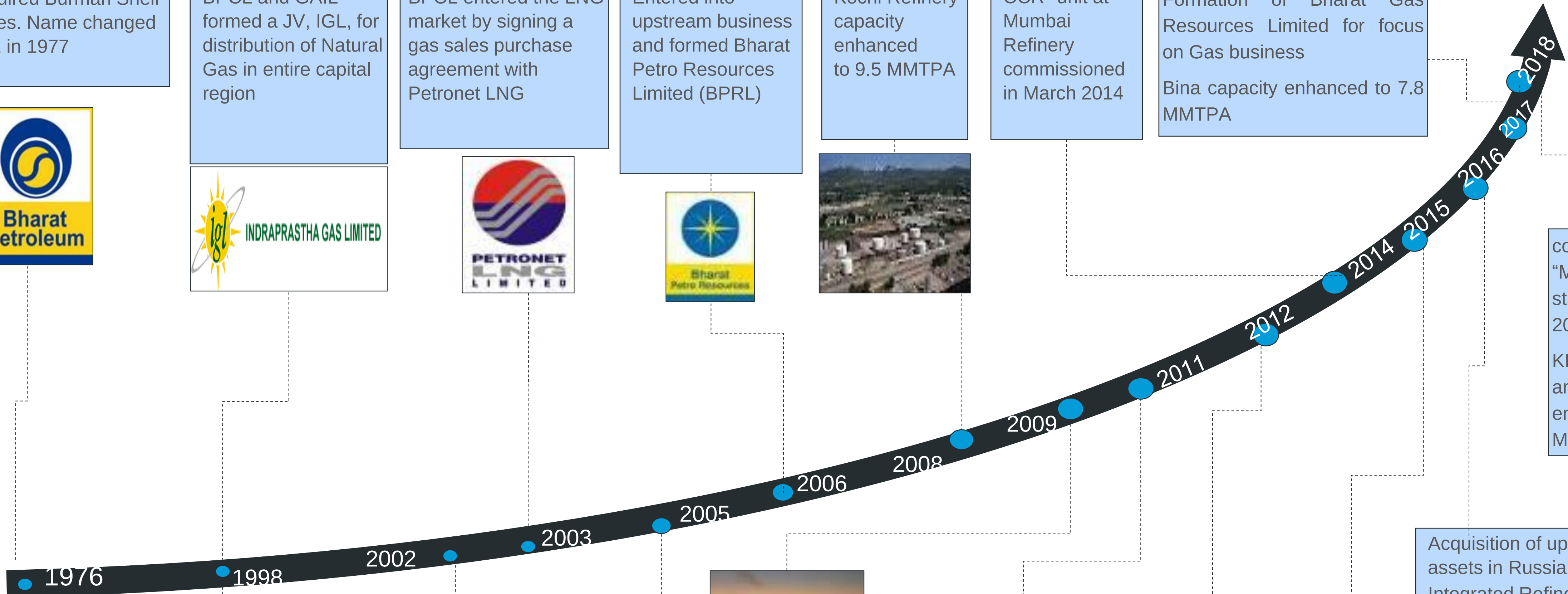
Commissioning of 6 MMTPA Bina Refinery

Started operations at its Bina refinery by launching its crude distillation unit
Euro III / IV products launched at Mumbai and Kochi Refinery

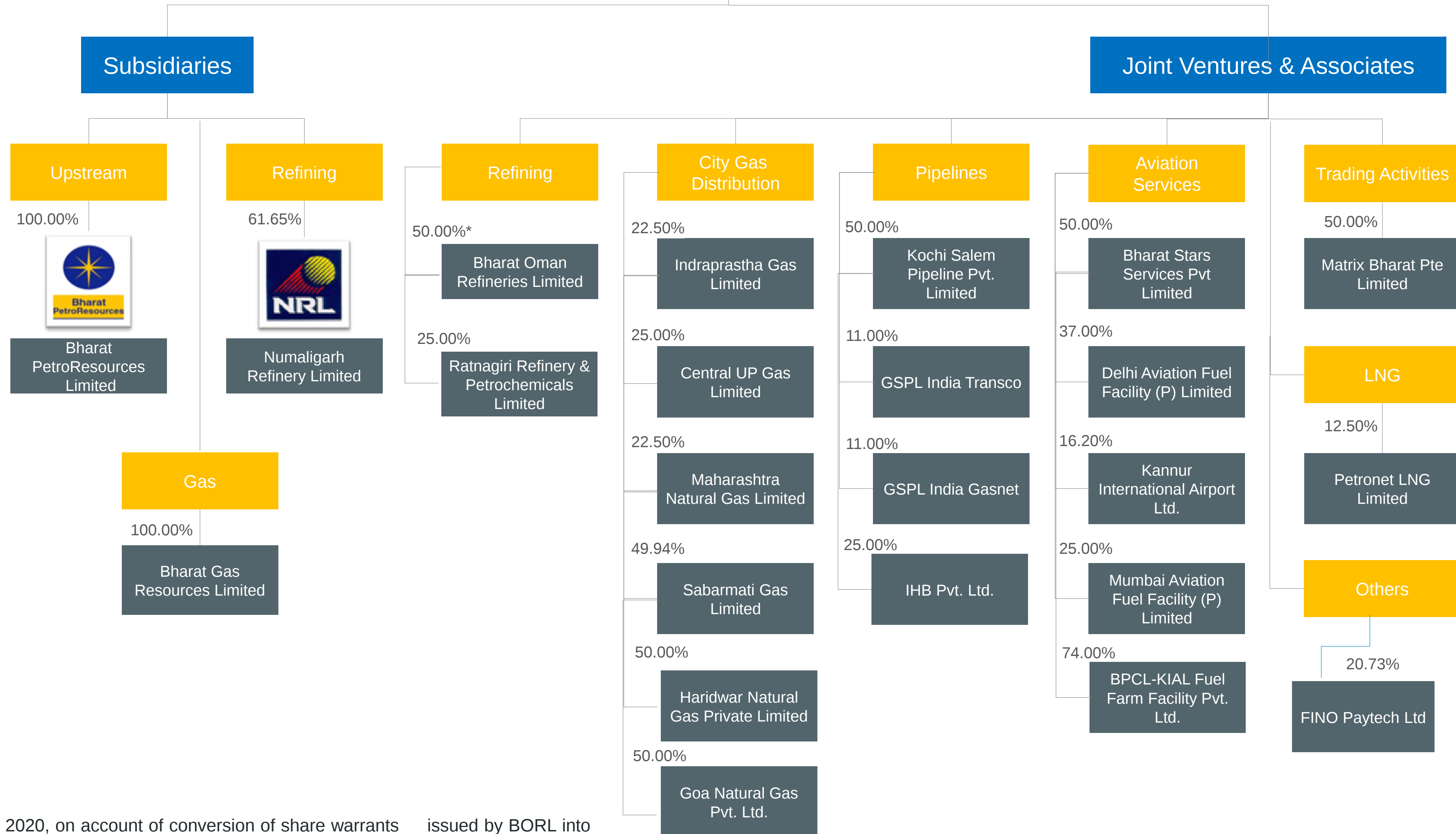
Mumbai Refinery capacity enhanced to 12 MMTPA

First in the Indian Oil Industry to roll out ERP Solution

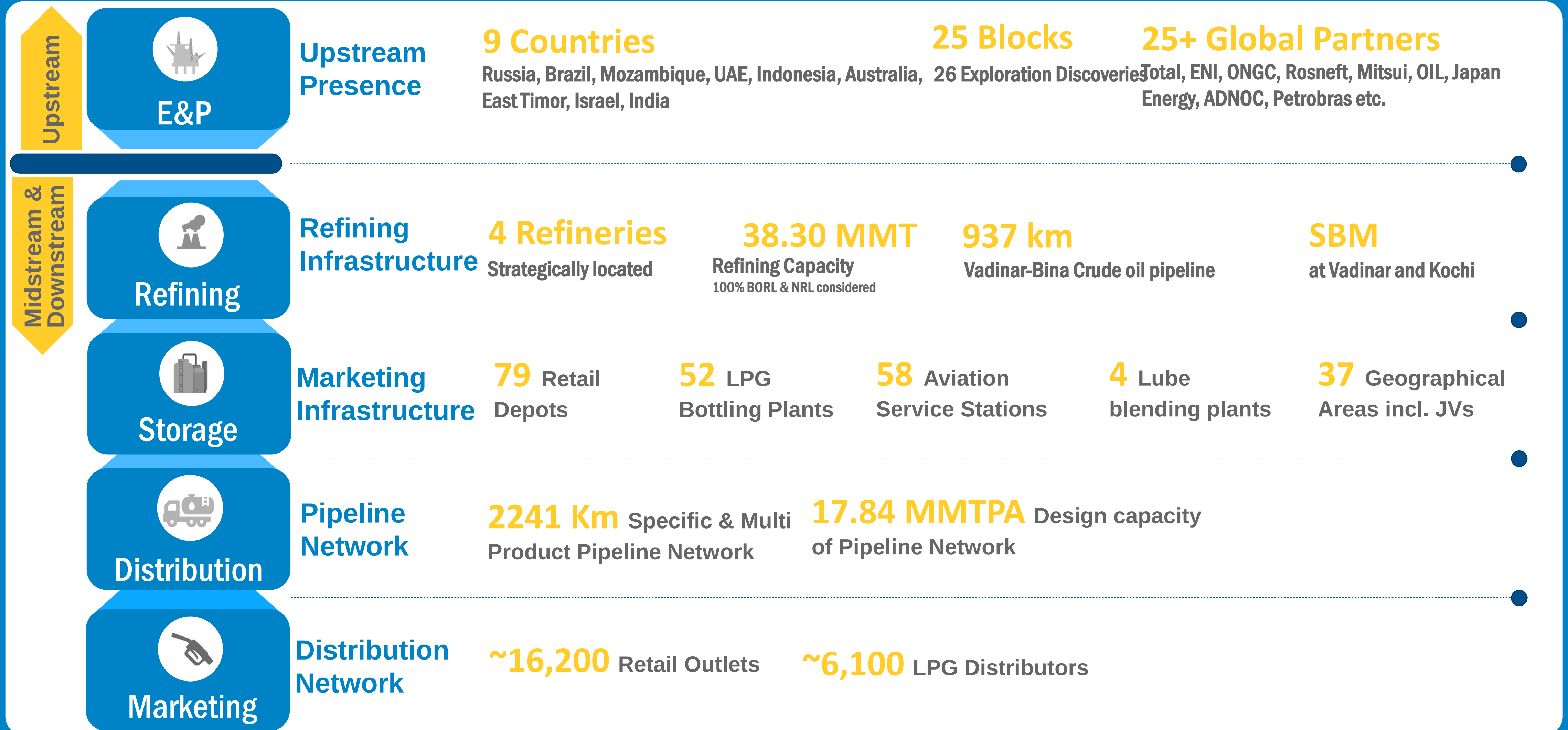
Restructured business into corporate centre, Strategic Business Units (SBU) and Shared Entities



Major Subsidiaries, JVs & Associates



2. Business Overview



STRATEGIC BUSINESS UNITS

7

ENTITIES (Support Functions)

23

EMPLOYEES

11,246

*Numbers in the slide are for period ending 31st March 2020

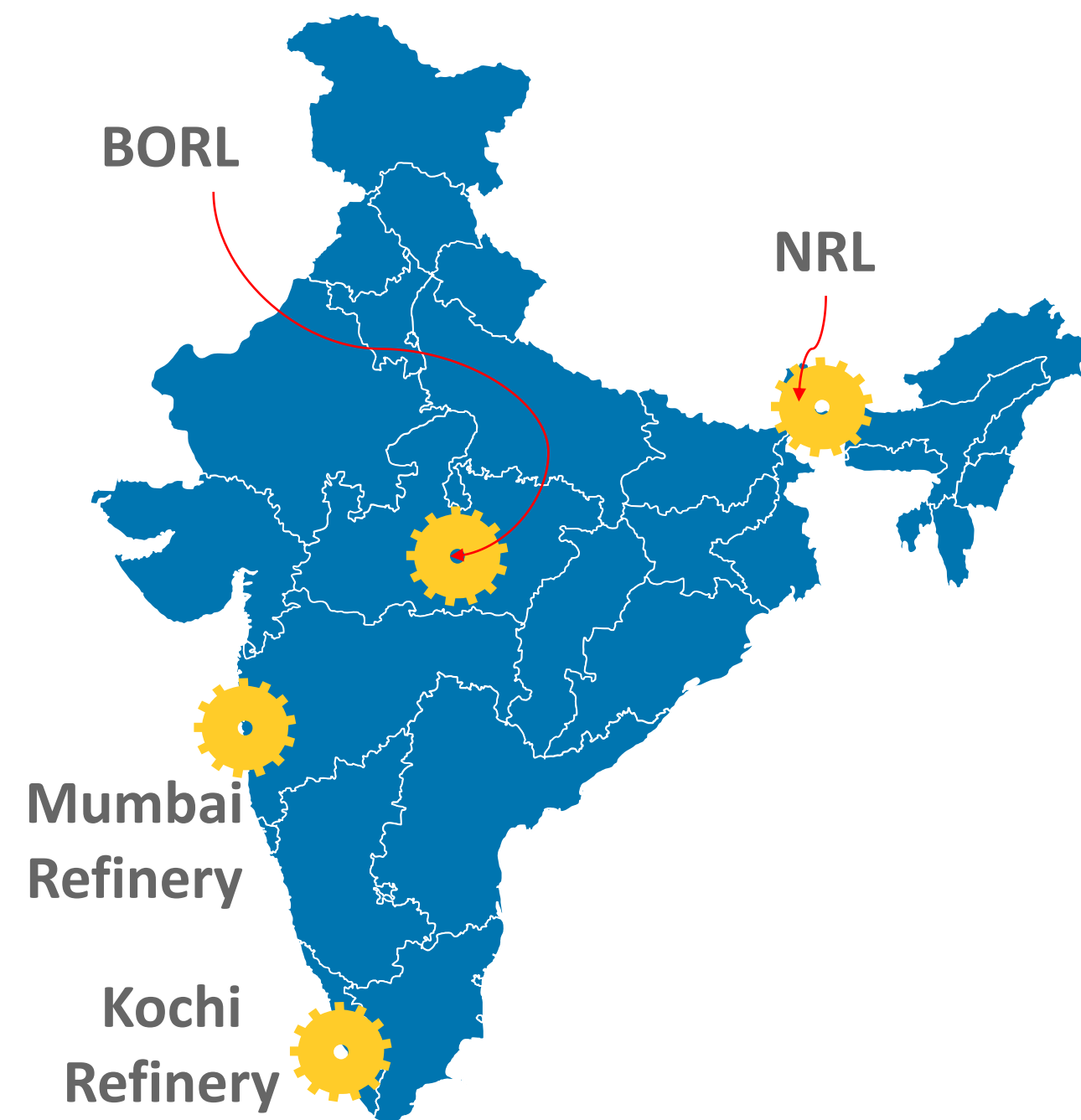
Diversified Product Offering and Presence Across Value Chain

Refinery	Retail	LPG	Industrial/ Commercial	Aviation	Lubricants	Gas
 • Refining capacity of 38.3 MMTPA • 15% of the country's refining capacity	 • 25.70% market share¹ • ~16,200 retail outlets • 79 depots /installations	 • 25.90% market share¹ • Currently over 6100 distributors • 52 LPG bottling plants	 • Currently 8,000+ customers	 • 25.10% market share¹ in ATF • 58 Aviation service stations	 • 21.20% market share¹ • Currently 18,000+ customers • More than 400+ grades of products	 • 50+ major LNG customers
• Strategically located refineries	• Pan India presence across products	• Various Innovative offerings with ventures in allied business	• Reliable, innovative and caring supplier of I&C products	• Present at all the major gateways and airports for into plane services	• Major OEM tie ups such as Tata Motors, Honda, Genuine Oil, TVS etc.	• Emerging Markets
• Four refineries in Mumbai, Kochi, Numaligarh and Bina	• Pioneer in branded retail outlets, branded fuels ex: Speed	• Current Domestic customer base 8.27 Crores	• Pioneer in IT integration and Supply Chain Management	• Fuel Farm Operations through MAFFFL and DAFFL	• Product customization	• 100% subsidiary BGRL for focus on Gas business • Interest in 37 GAS

1. Market share includes sale by PSU as well as private oil marketing companies. All figures as of 31st March 2020. For Lubricants it represents on PSUs share.

2. Source : Ministry of Petroleum and Natural Gas.

3. Numbers in the slide are for period ending 31st March 2020

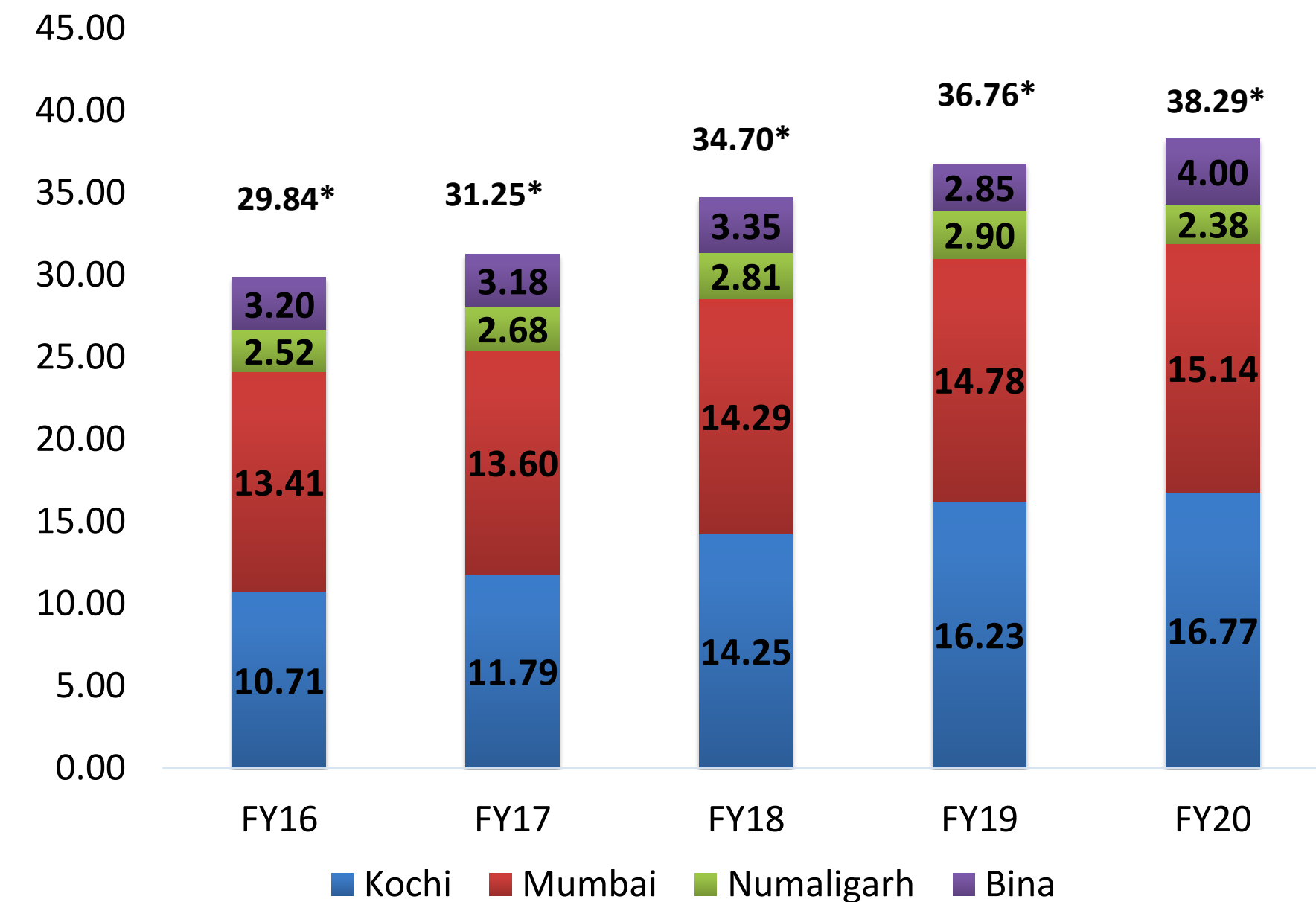


Installed Capacity

Refining Capacity



Refining Throughput



* Bina Refinery throughput is considered proportionately because it's a 50:50 JV. From 31st March 2020, on account of conversion of share warrants issued by BORL into equity shares, BPCLs paid up share capital in BORL has increased from 50% to 63.38%

Four Strategically located refineries across India

Refinery Utilization rates above name-plate capacities

Refineries are BS VI & IMO Compliant

Flexibility to process low & high sulphur Crude

937-km cross country pipeline to source crude to BORL



- Processed 19 types of crudes
- API Range: 28 to 40
- Hydrocracker
- Delayed Coker unit for bottom upgradation

- Bharat Oman Refineries Limited (BORL) – BPCL Interest 50%* with 7.8 MMT Refining capacity at BINA
- State of art technologies - High Nelson Complexity Index 11.5
- 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
- GRM of \$5.6/bbl during FY 20 and \$9.8/bbl during FY19

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

*. From 31st March 2020, on account of conversion of share warrants issued by BORL into equity shares, BPCLs paid up share capital in BORL has increased from 50% to 63.38%



- Numaligarh Refineries Limited (NRL) – BPCL Interest 61.65% with 3 MMT Refining capacity in the north-eastern state of Assam
- Largest producer of paraffin wax in the country
- GRM of \$7.99/bbl during FY 20 and \$11.80/bbl during FY19

Expansion Plans

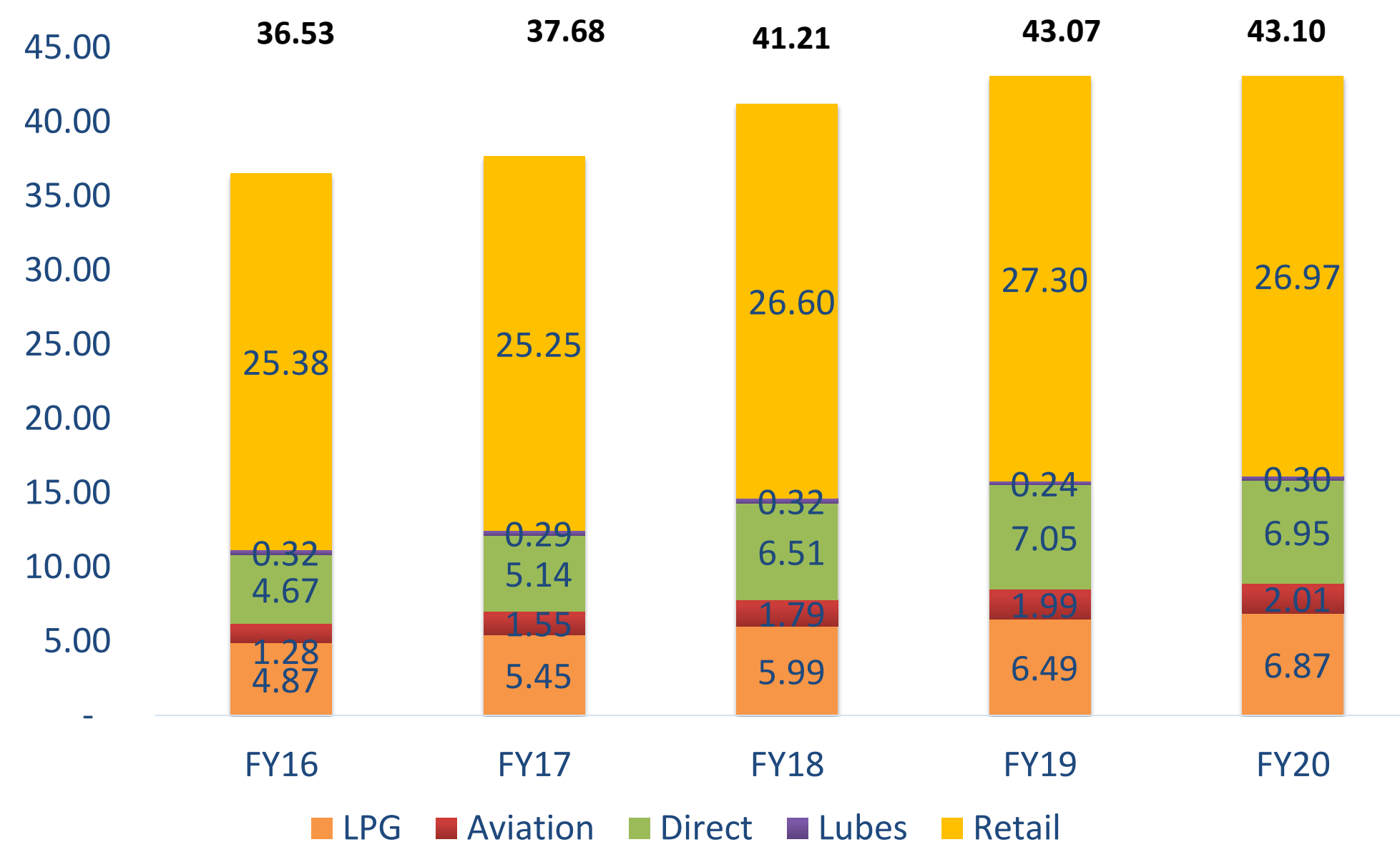
- Capacity expansion from 3 to 9 MMTPA
- Total Project Cost of Rs.22,594 crores
- Integrated with an 8 MMTPA 1,398 km crude pipeline from Paradeep to Numaligarh
- Integrated with a 6 MMTPA 650 km product pipeline from Numaligarh to Siliguri

Other Projects

- Diesel Hydro-treater Project with capex of Rs.1031 crores completed in Jan 2018
- Bio-refinery through JV planned at a cost of Rs.1,259 crores at Numaligarh
- 129.5 km India Bangladesh Product Pipeline at a cost of Rs.346 crores including Government Grant-in-Aid of Rs.285 crores

Numaligarh refinery to consolidate refining portfolio required to support downstream retailing market in North-eastern India

SBU Market Sales (MMT)

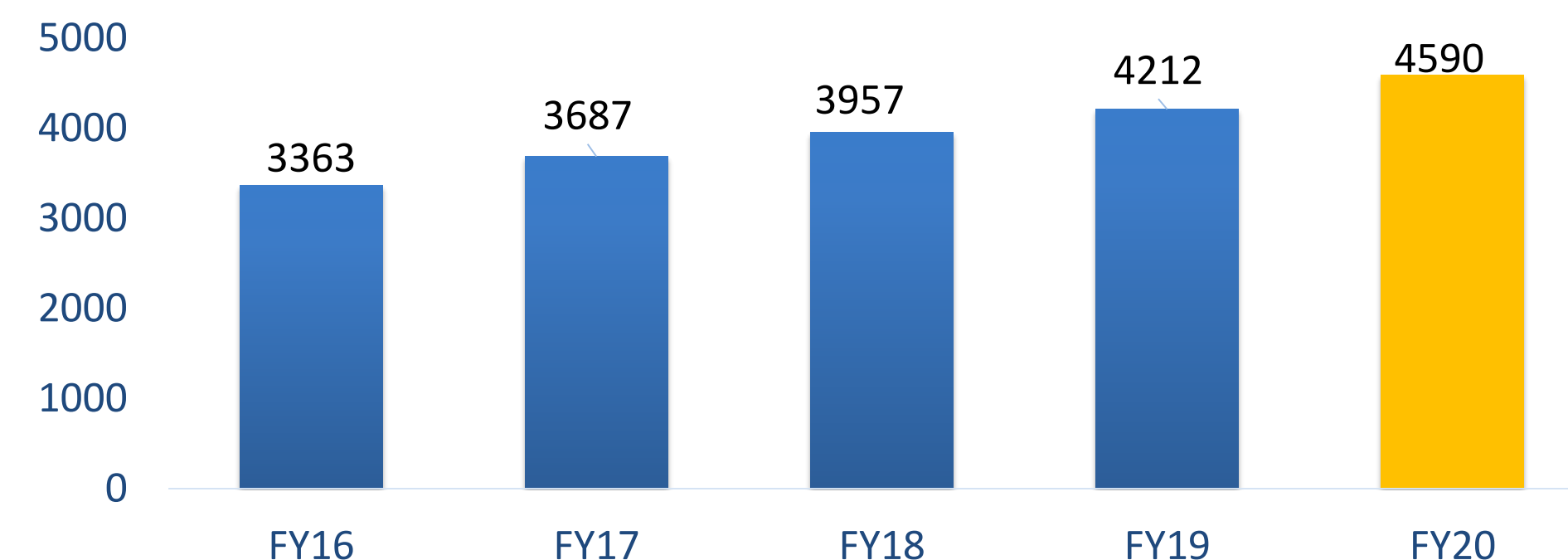


Retail Market Share MS & HSD*

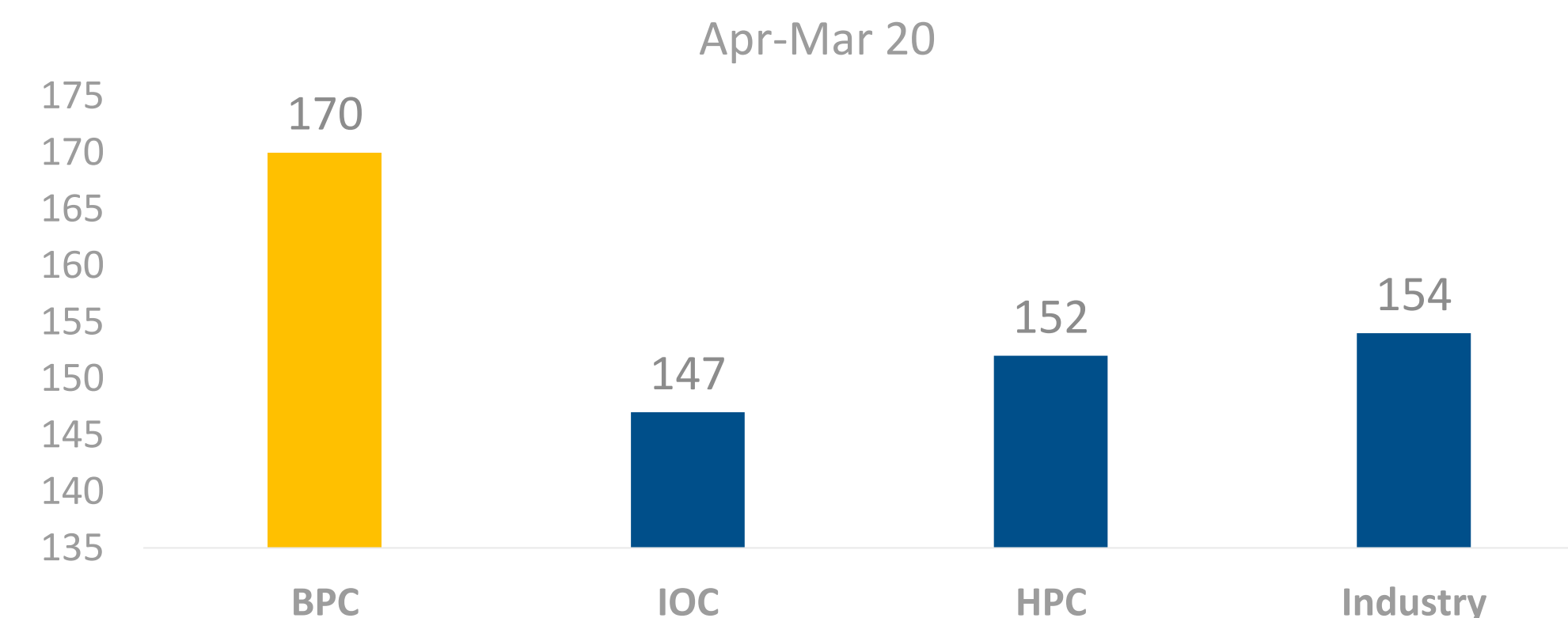
- MS > 28.71%
- HSD > 28.95%

*Market share is PSU Market share on Mar 20

LPG Bottling Capacity (TMTPA)



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



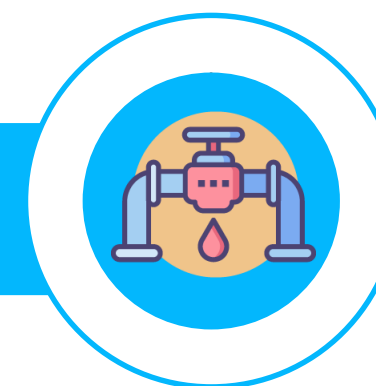
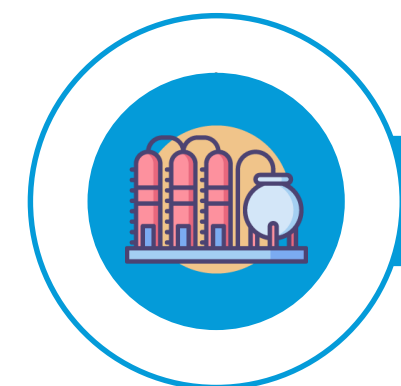
Leading Player with a Diversified product portfolio and a well-established Marketing and Distribution network

Ongoing Projects

Kochi Refinery – MS Block Project
for **BS VI grade gasoline** and
**Maximization of Naptha to
gasoline**

LPG import terminal at Haldia,
West Bengal

Kochi – Diversification **into Niche
Petrochemicals** PDPP Project-
Acrylic Acid, Oxoalcohol, Acrylates



Retail Infrastructure: POL
Terminal with Railway Siding at
Pune, Gulbarga, & Coastal
terminal at Krishnapatnam

Bina Kanpur **Product
Pipeline & other pipelines**

2G ethanol refinery at Bargarh
Odisha

Upcoming Projects

UPSTREAM



Investments in Mozambique – FID sanctioned

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 including around 2500 new retail outlets in the next two years

PETROCHEMICALS



Petrochemical Project(Polyols) at Kochi to manufacture Propylene Glycol, Ethylene Glycol, Polyol

PIPELINES

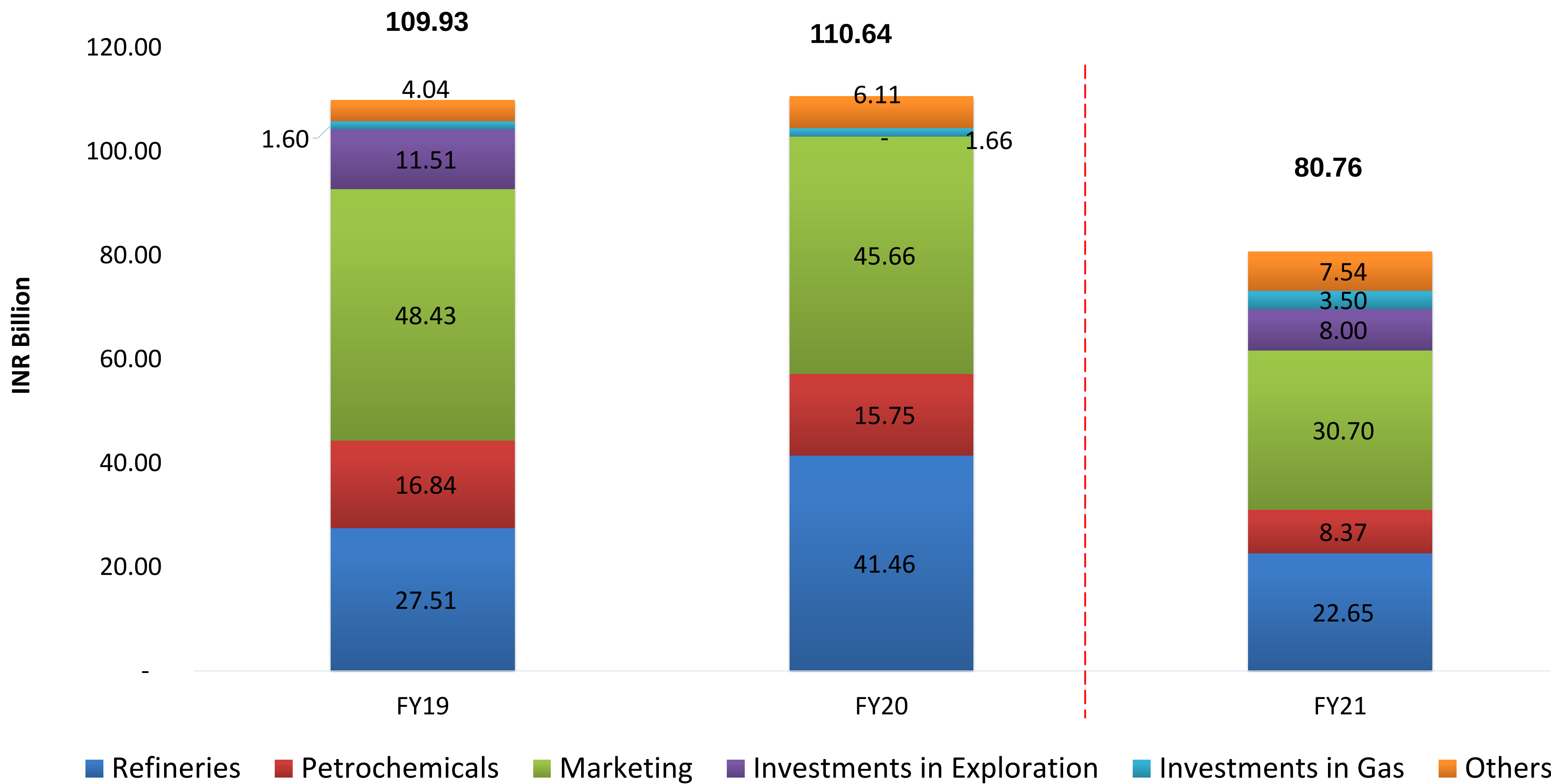


Cross country LPG pipeline from Kandla to Gorakhpur through a JV

RASAYANI

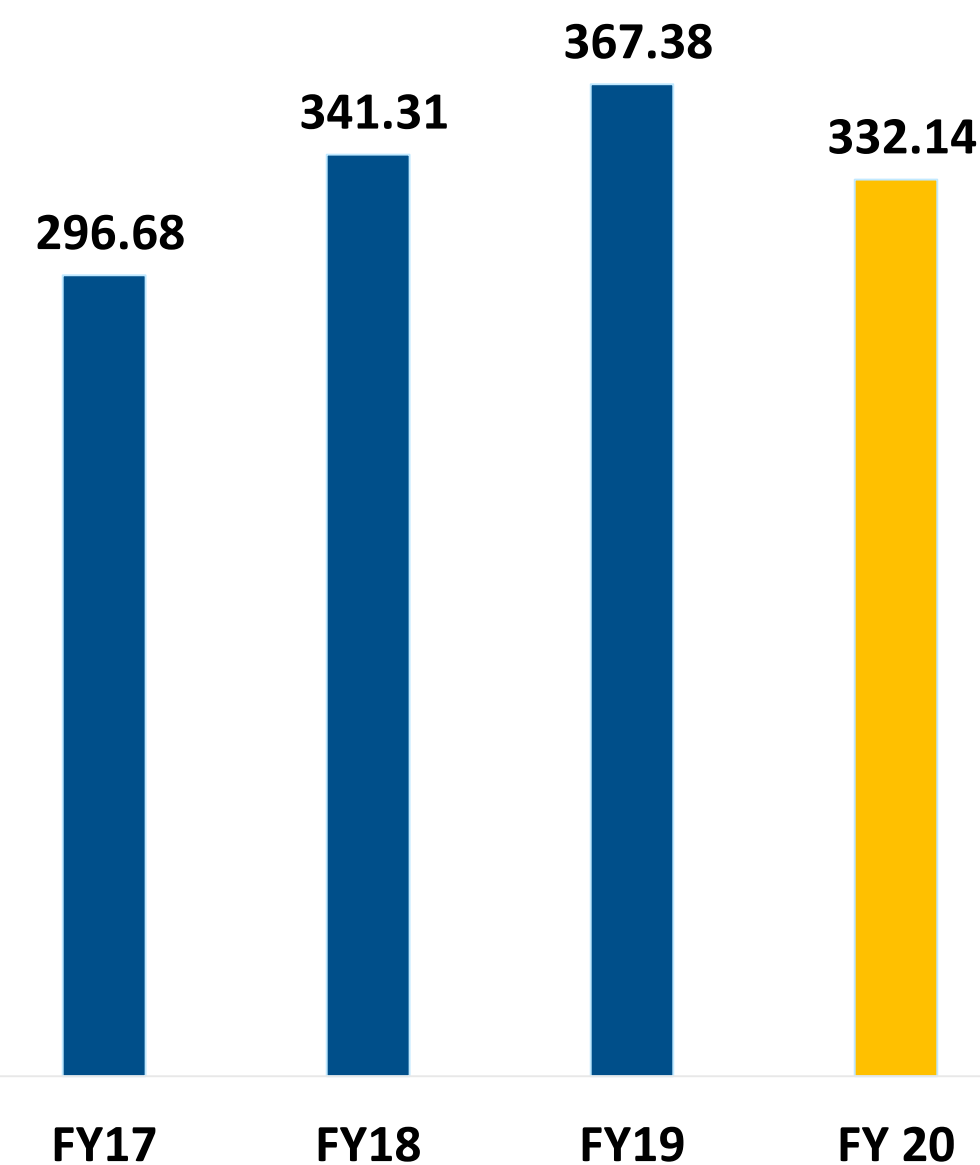


Marketing Infrastructure & other facilities at Rasayani near Mumbai

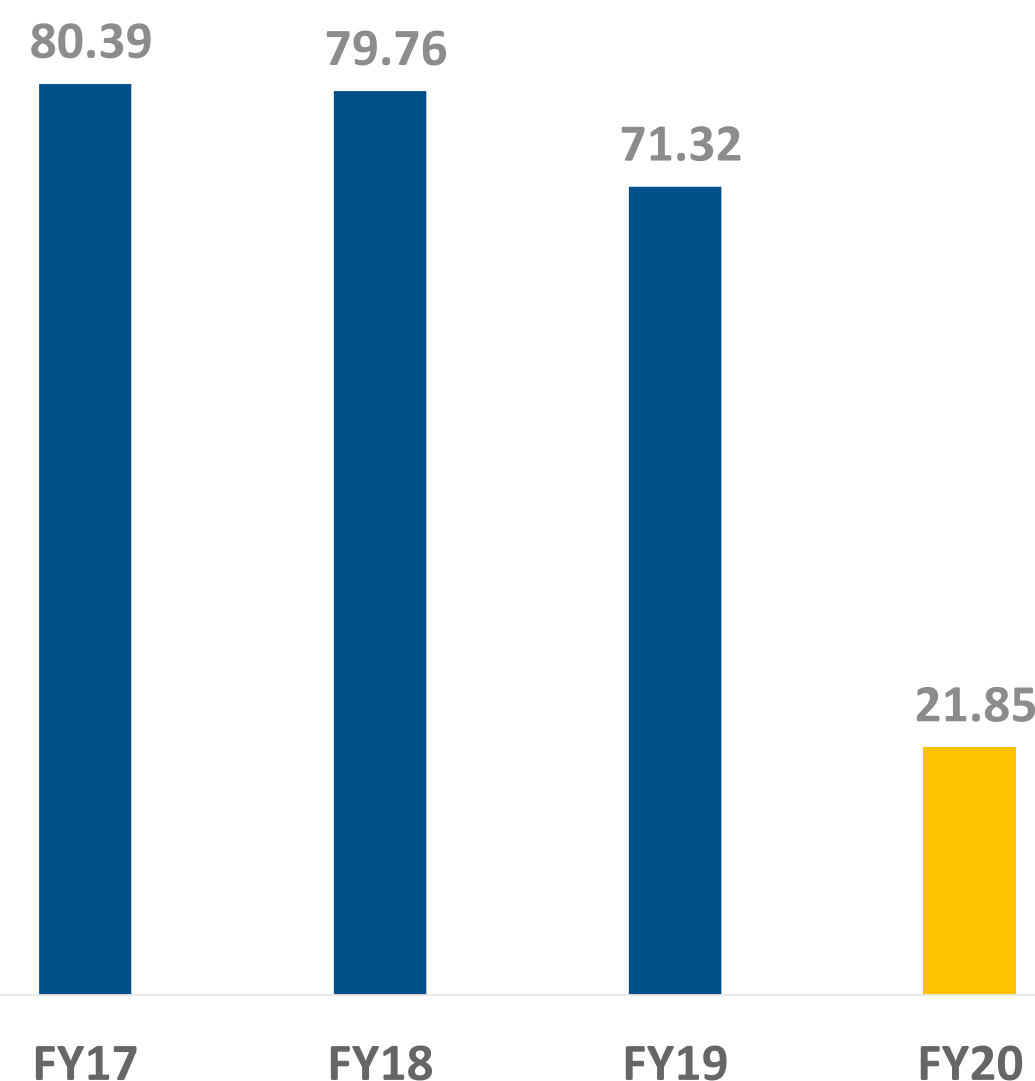


Significant Expansion in Upstream and Downstream business to drive future growth

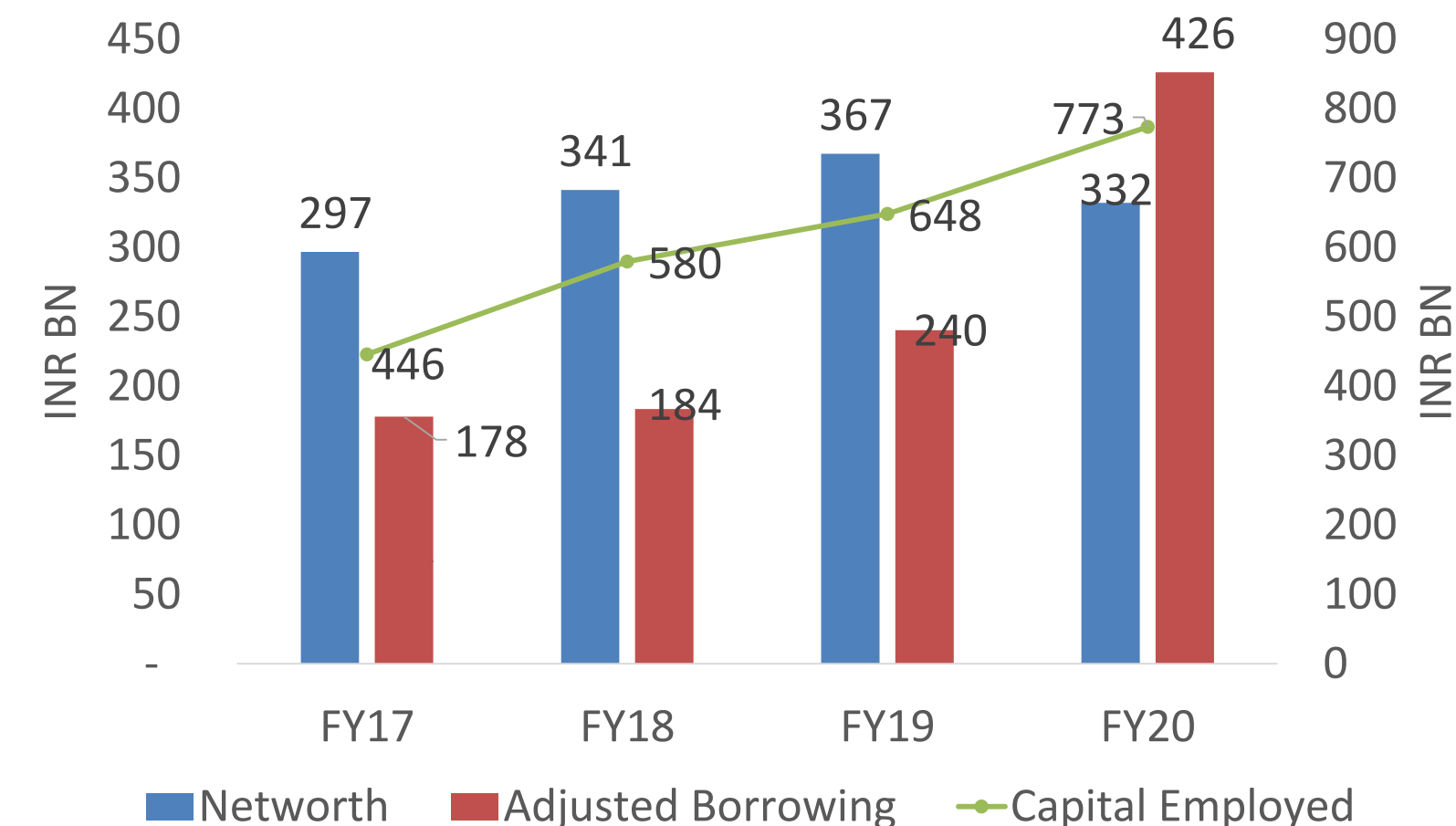
Net Worth (INR Billion)



PROFIT AFTER TAX (INR Billion)



CAPITAL EMPLOYED



Financial Ratios

Total Debt/EBITDA

FY 17

1.72

FY18

1.58

FY19

1.95

FY 20

5.53

Total Debt-Equity

0.78

0.68

0.79

1.44

Adjusted Debt-Equity*

0.60

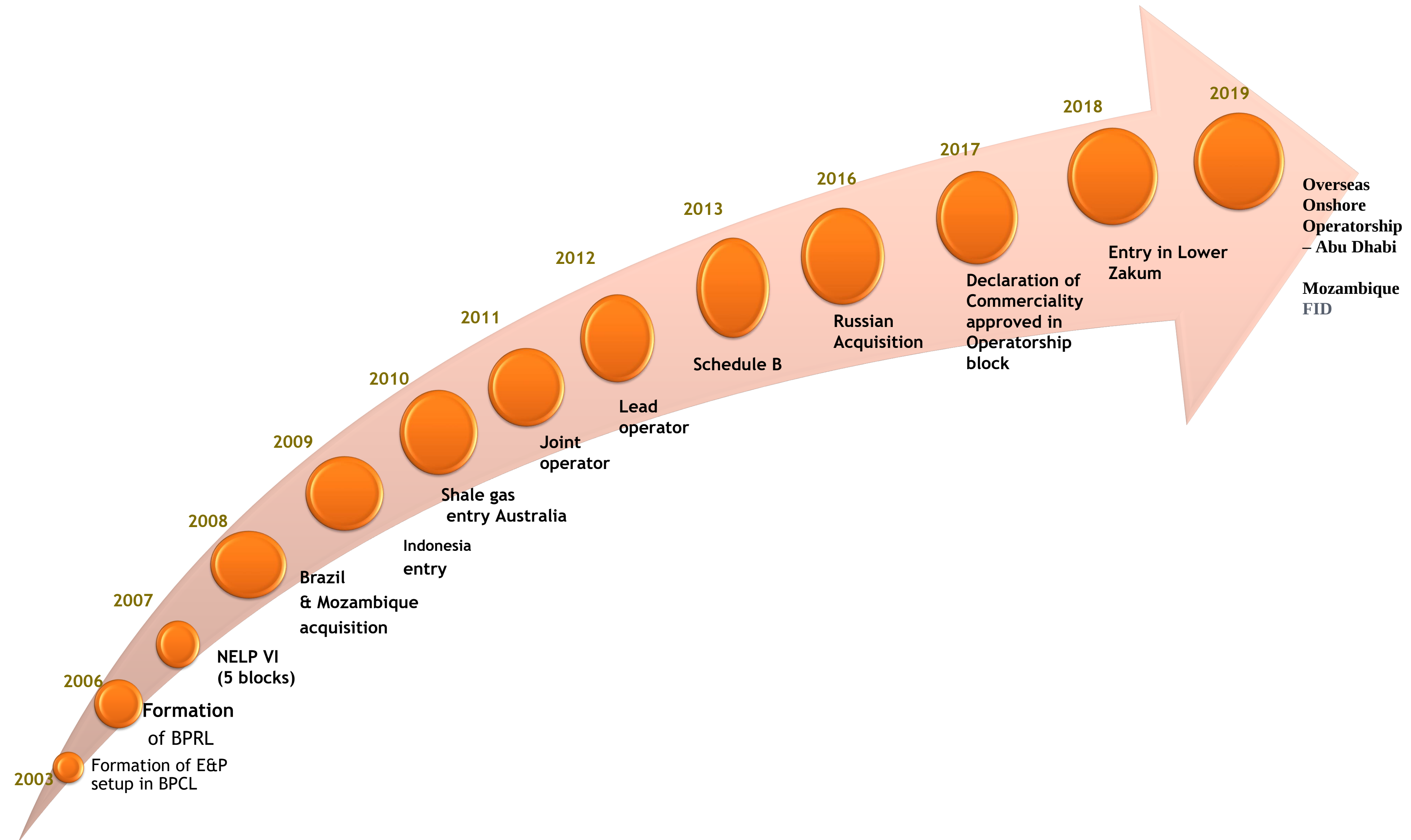
0.54

0.65

1.28

*Adjusted for the bonds O/s during the period

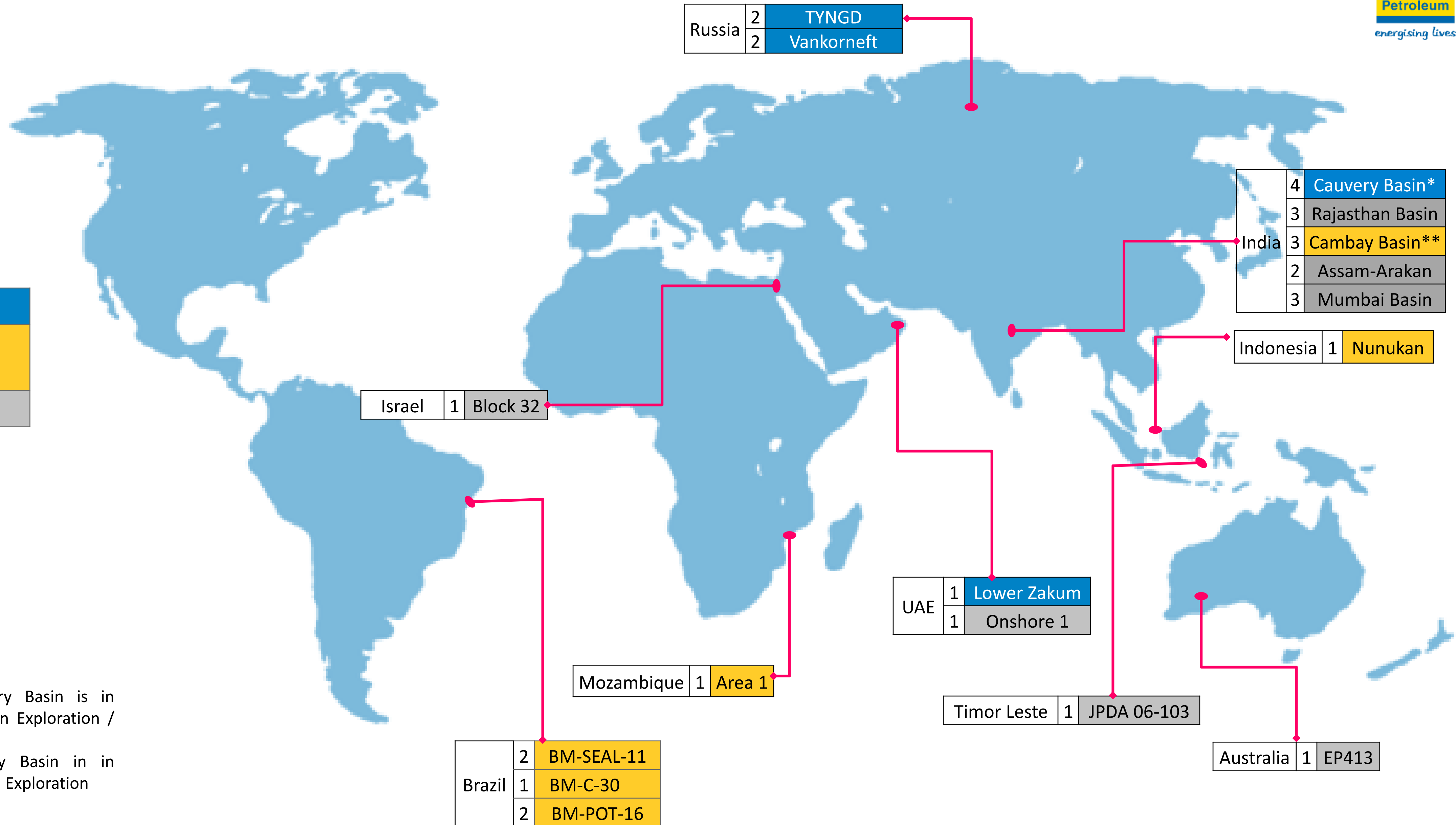
BPRL's Upstream Story over the years...



Upstream - Global Spread

Production
Appraisal / Development
Exploration

* 1 block in in Cauvery Basin is in Production, the rest are in Exploration / Development
 ** 2 blocks in Cambay Basin in in Development, the rest is in Exploration



Global Upstream Footprint

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

Within India			
Exploration Block	Operator	BPCL Stake	Partners
NELP—IV			
CY/ONN/2002/2	ONGC	40.0%	ONGC
NELP—VI			
CY/ONN/2004/2	ONGC	20.0%	ONGC
NELP—VII			
RJ/ONN/2005/1	HOEC, BPRL	33.33%	IMC
NELP—IX			
CB/ONN/2010/11	GAIL, BPRL	25.0%	EIL, BIFL, MIEL
AA/ONN/2010/3	OIL	20.0%	ONGC
CB-ONN-2010/8	BPRL, GAIL	25.0%	EIL, BIFL, MIEL
MB-OSN-2010/2	OIL	20.0%	HPCL
DSF 2016			
CY/ONDSF/KARAIKAL/2016	BPRL	100%	-
RJ/ONDSF/BAKHRI TIBBA/2016	BPRL	100%	-
MB/OSDSF/B15/2016	BPRL	100%	-
RJ/ONDSF/SADEWALA/2016	BPRL	100%	-
MB/OSDSF/B127E/2016	BPRL	100%	-
CB-ONHP-2017/9	BPRL	60%	-
CY-ONHP-2017/1	ONGC	40%	-
AA-ONHP-2017/12	OIL	10%	-

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

Mozambique			
Exploration Block	Operator	BPCL Stake	Partners
Mozambique Rovuma Basin	Total	10.0%	PTTEP, Mitsui and Co., ENH, OVL, BREML (OVL+OIL)

United Arab Emirates			
Block	Operator	BPCL Stake	Other Partners
Lower Zakum	ADNOC	3%	CNPC, INPEX, ENI, Total, Falcon Oil ³ , IOCL
Onshore 1	Urja Bharat	50%	(50:50 SPV of BPRL & IOCL)

1. BPCL's effective stake held through 50:50 JV with Videocon.
2. BPCL's effective stake held through SPV with OIL & IOCL
3. BPCL's effective stake held through SPV with ONGC Videsh & IOCL

Australia and East Timor			
Exploration Block	Operator	BPCL Stake	Partners
JPDA 06-103	Oilex	20.0%	GSPC, Videocon, Japan Energy, Pan Pacific Petroleum
EP-413	Norwest	27.8%	AWE Perth Pty Limited

Russia			
Block	Operator	BPCL Stake ²	Partners
Vankorneft (2 Blocks)	Vankorneft	7.887 %	Rosneft, OIL, IOCL, ONGC
TAAS- Yuryakh (2 Blocks)	TYNGD	9.867 %	Rosneft, BP, OIL, IOCL

Israel			
Exploration Block	Operator	BPCL Stake	Partners
Block 32	ONGC Videsh	25%	IOCL, OIL

Indonesia			
Exploration Block	Operator	BPCL Stake	Partners
Nunukan PSC, Tarakan Basin	Pertamina	12.5%	Videocon Industries

Meet the Leadership Team



N Vijayagopal
Director (Finance)

- Vast experience of 32 years in financial management
- He has held various senior positions in BPCL including its upstream and pipeline subsidiary companies and handled various areas of finance covering Refinery/ Corporate Accounts, Treasury Management, Risk Management, Taxation and Budgeting, Fund Management etc.

R Ramachandran
Director (Refineries)

- Over 34 years of industry experience
- Has previously held the post of MD, Bharat Oman Refineries Limited
- Has experience across refinery operations, product planning, technical services, project conceptualization and project financing

D Rajkumar
Chairman & Managing Director

- He has been acclaimed as **one of the top 100 “Most Influential CEOs”** in the world, by the CEOWORLD Magazine July’19
- He has over 33 years of experience out of which 15 years of experience as MD of BPCL’s JV & Subsidiary companies
- Has experience across integrated upstream and downstream oil sector

Arun Kumar Singh
Director (Marketing)

- Over 34 years of experience in Oil Marketing
- Director on the board of Bharat Gas Resources Ltd.
- Previously held posts of Chairman, Indraprastha Gas Ltd. & President, BPRL looking after Africa and Australasia.
- He has headed various Business Units and Entities in BPCL viz. Retail, LPG, Pipelines and Supply Chain Optimization etc

K Padmakar
Director (HR)

- Over 35 years of experience with BPCL having worked across the entire Human Resource Management landscape
- He has also held various positions of responsibility encompassing HR Policy and strategy and was responsible for Organizational Learning & Talent Management



Best Public Sector Organisation 2018¹

CII Leadership in HR Excellence Award.



**Largest Corporate Brand Engagement Programme
In Asia.**



Best Project Management Company 2018²

Excellent Corporate Governance 2018³

Best Oil Marketing Company 2019



**Leaders in Sustainability 4.0 award- Frost & Sullivan
and TERI.**



SKOCH GROUP
GROWTH | LIVELIHOODS | EQUITY

SKOCH award for market leadership and CSR.

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*

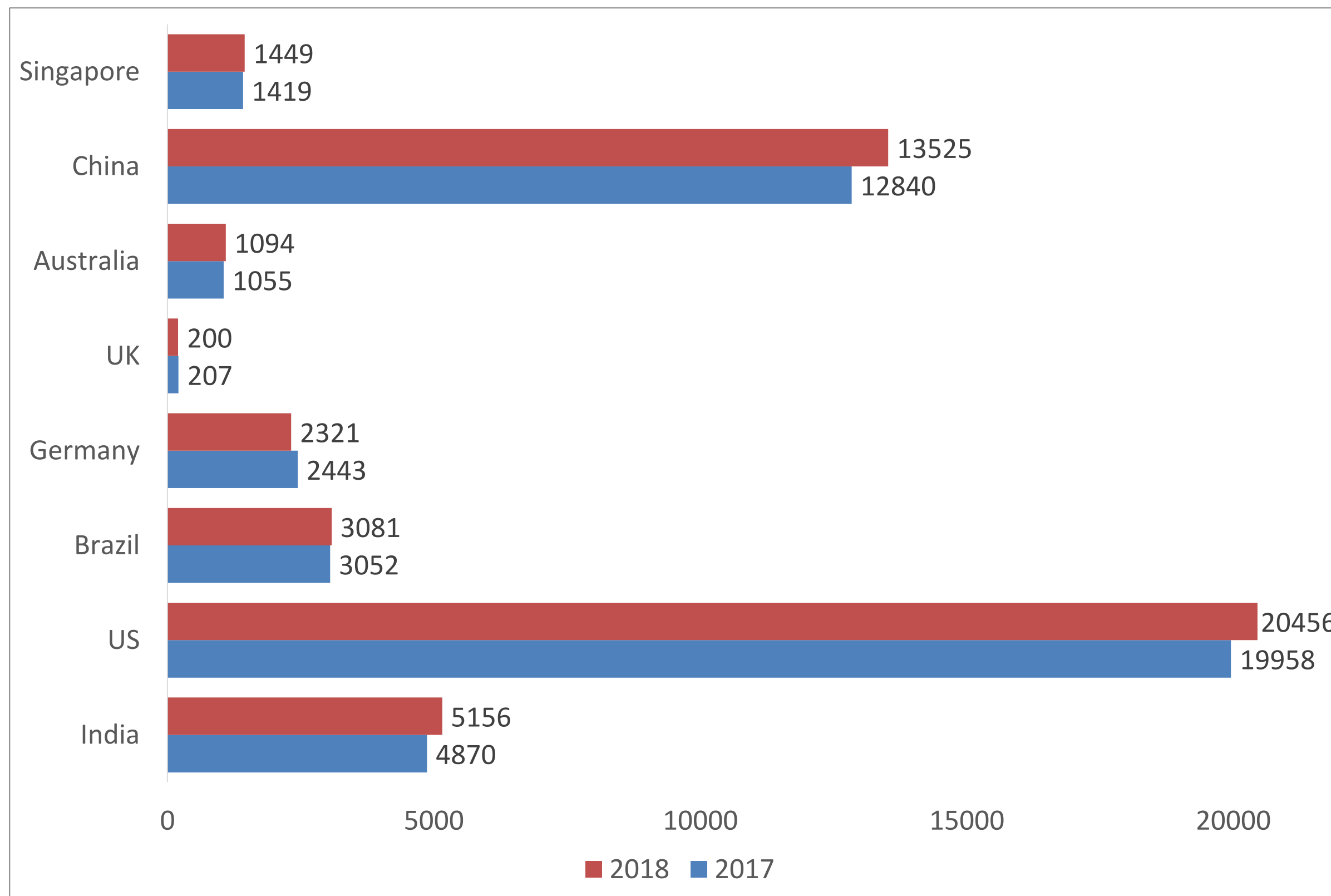


3. Industry Overview

India – Attractive Industry Dynamics

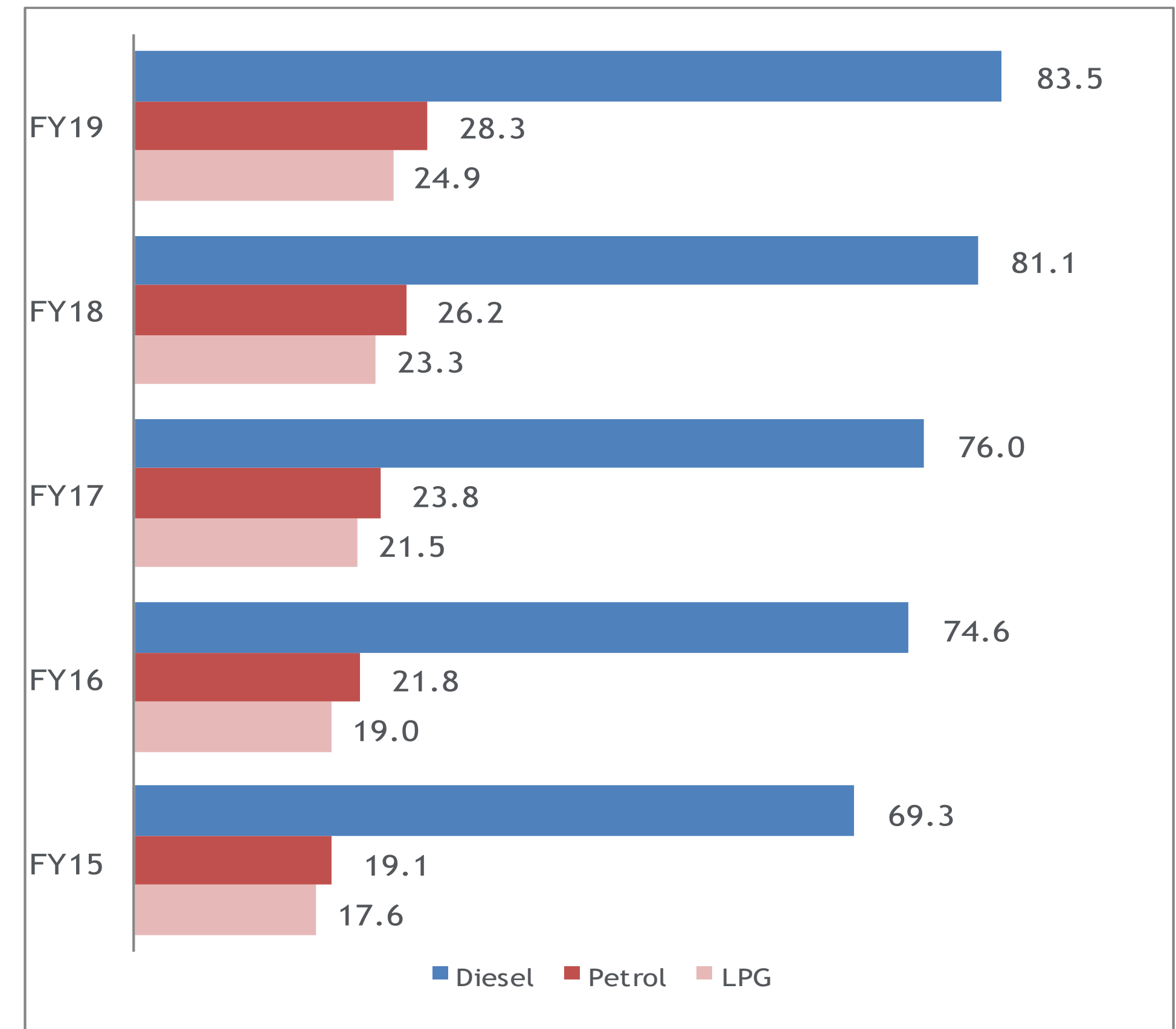
Significant potential for domestic O&G companies given low per-capita oil consumption and growing demand.

Oil: Consumption in thousands of barrels per day*



Source: BP Statistical Review of World Energy 2019

Per Capita Oil Consumption
bbl/day per 1,000 People



Source: PPAC



Positive Policy actions

- Petrol Prices De-regulated completely
- Gasoil (Retail) – Deregulation announced effective 19th 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