

# Bharat Petroleum Corporation Limited

Investor Presentation

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March 2022

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# 1. Corporate Overview

2nd

India's **2nd largest Oil Marketing Company** (OMC) with standalone domestic sales volume of over 42.51 MMT and Market share of 25% during FY22

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**

6th

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

1.2  
Lakh  
Cr

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

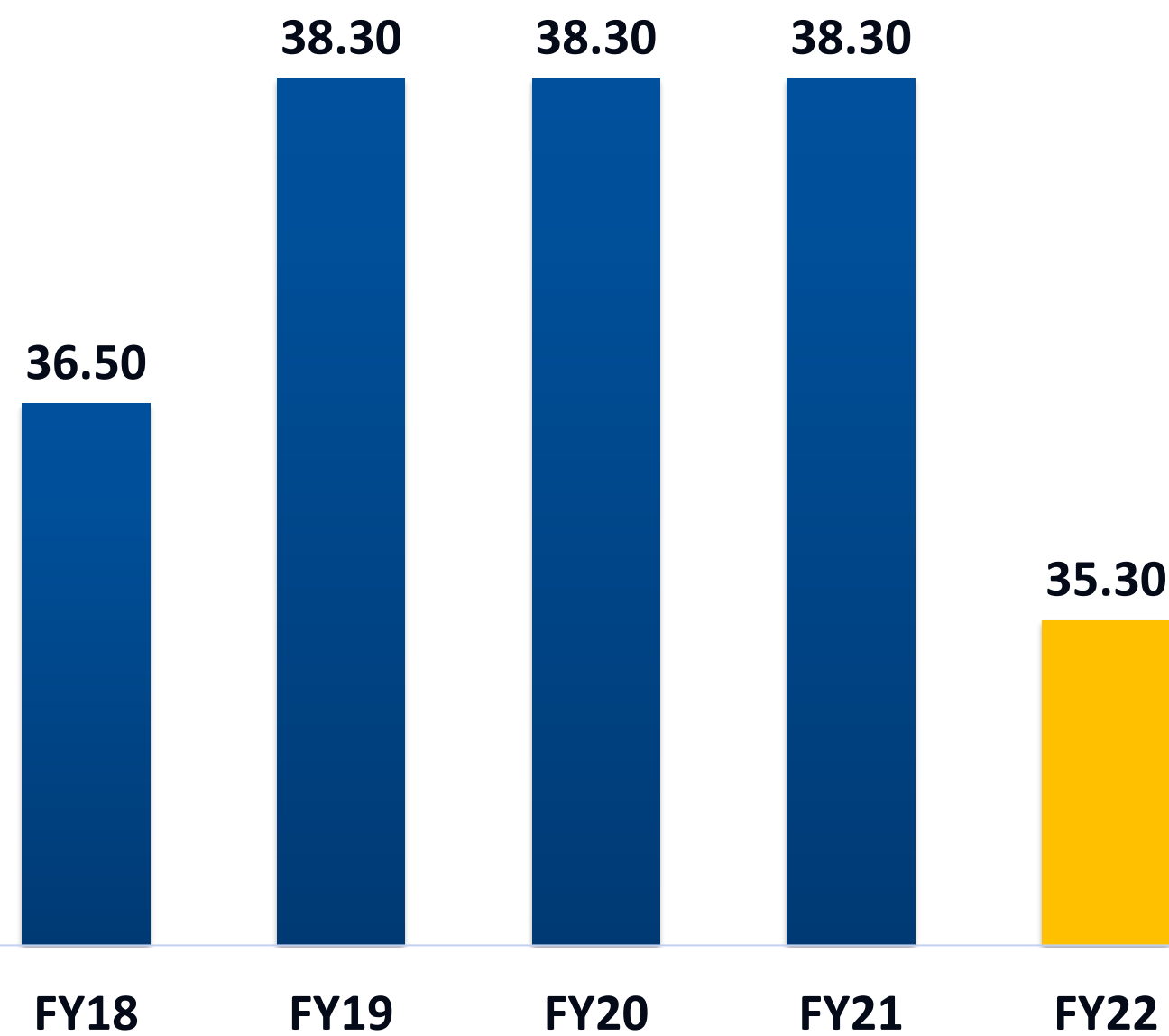
Recipient of **Oil Marketing - Company of the Year** in 2019 by FIPI

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

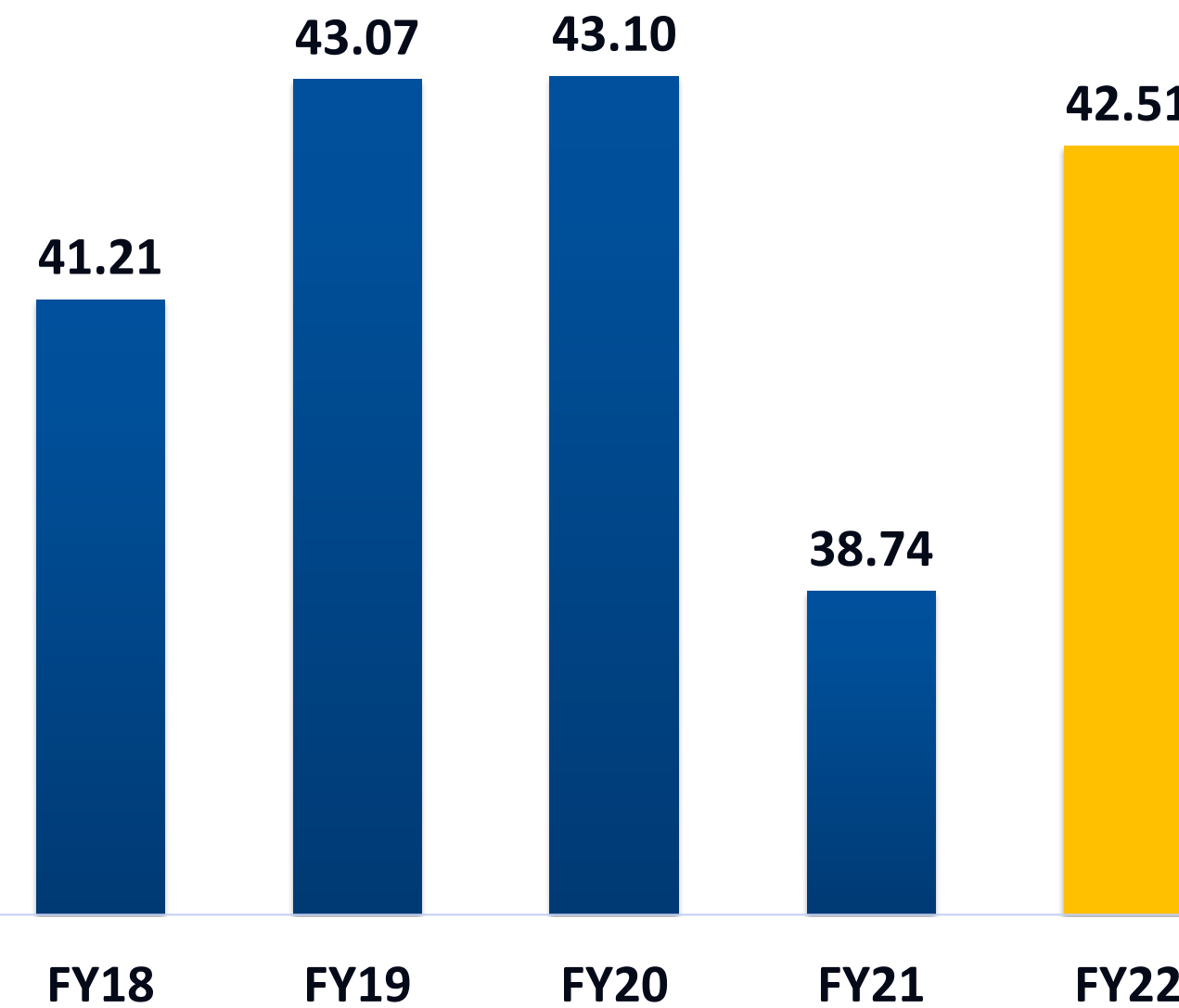
Balanced portfolio with **Strategically located Refineries and Marketing Infrastructure**

# BPCL 5 Year Key Physical Indicators

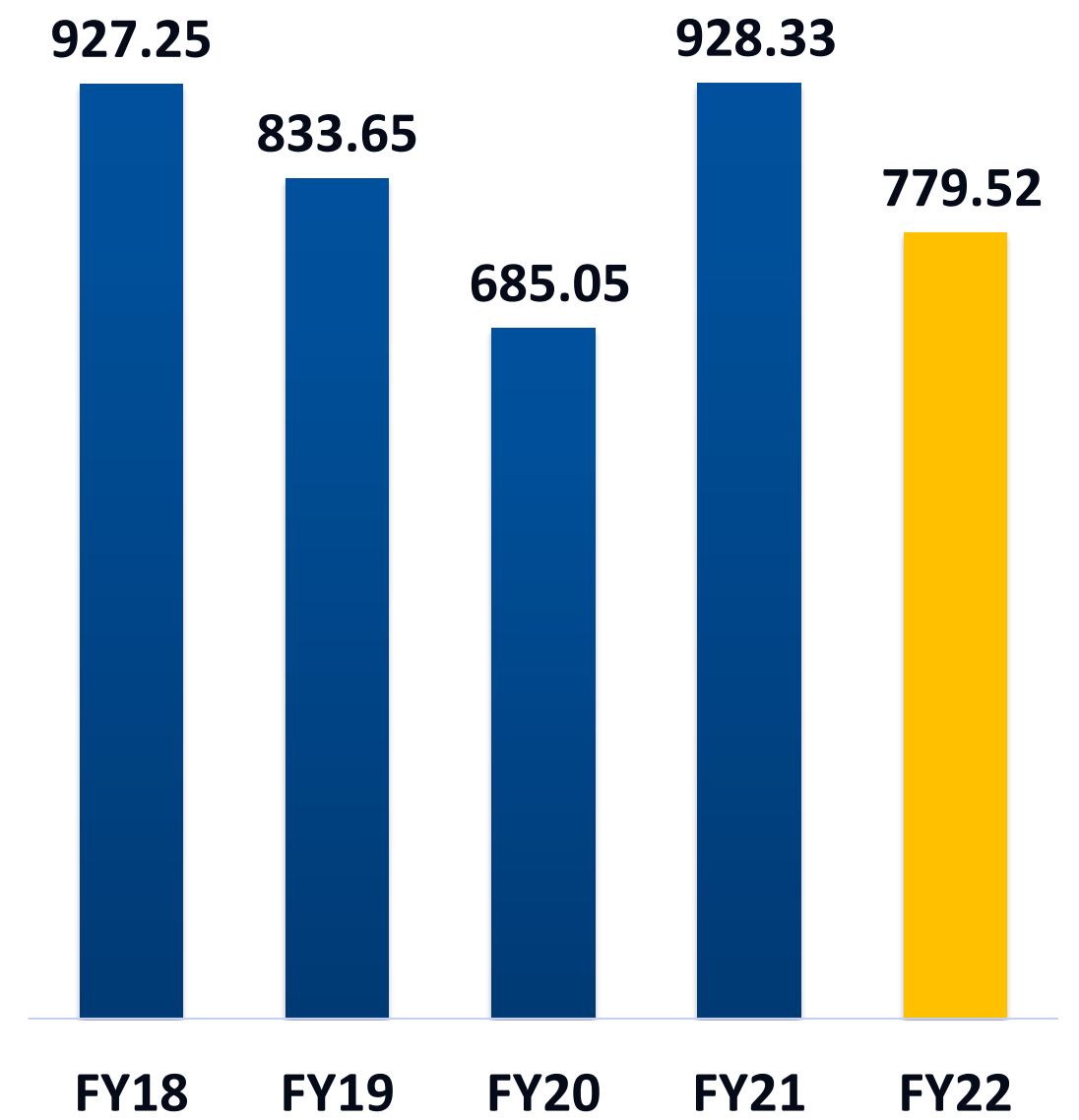
## REFINING CAPACITY (MMT)



## MARKET SALES (MMT)



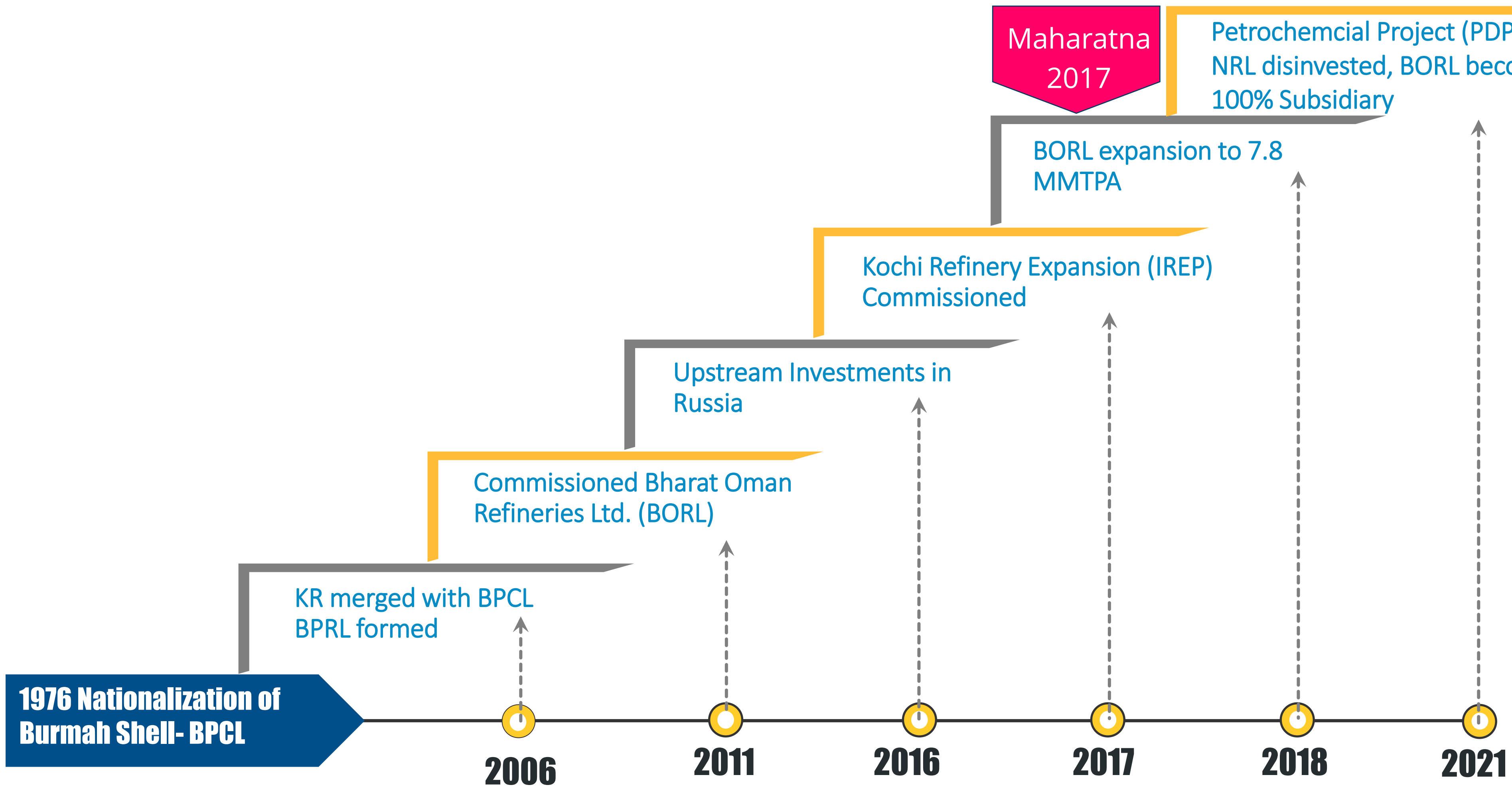
## Market Capitalization (INR billion)



*Market Capitalization figures as on period end*

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

# BPCL Evolution

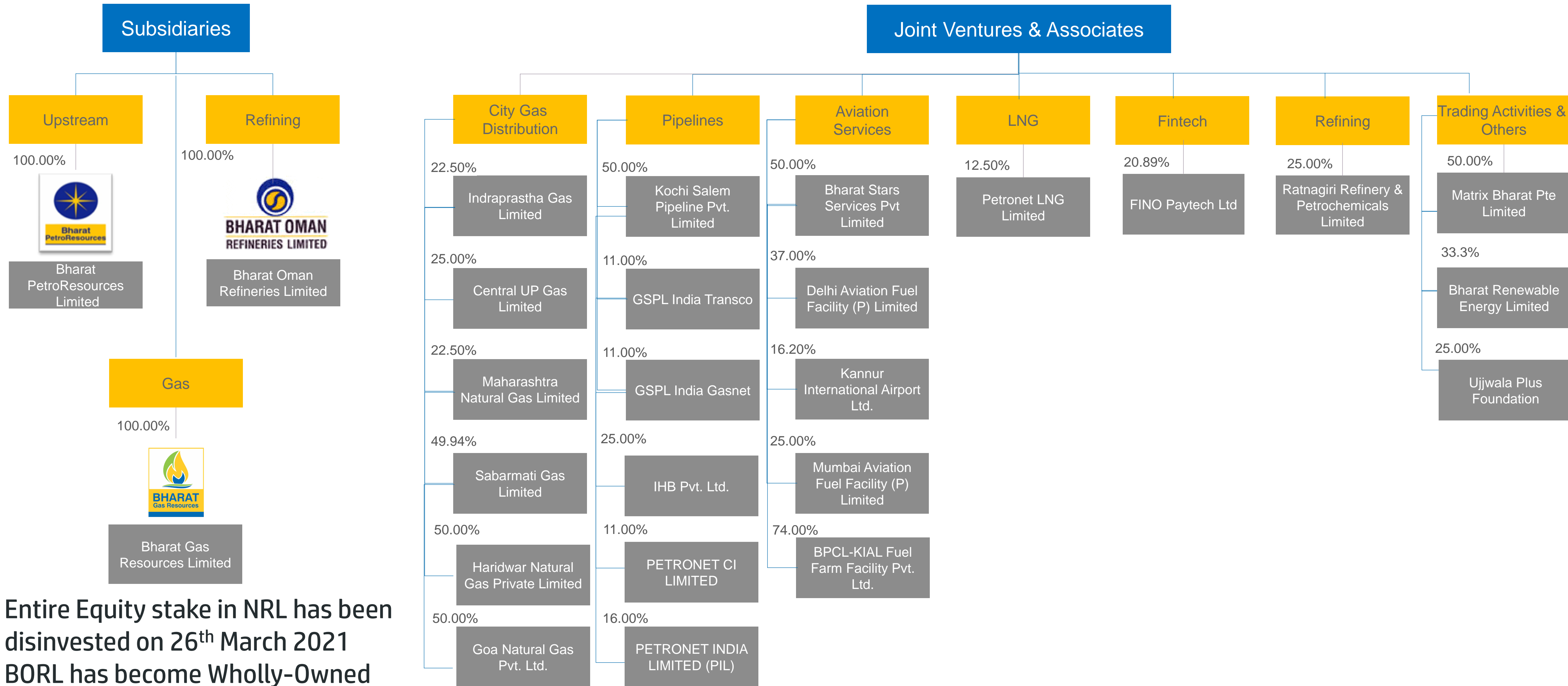


## CONSOLIDATED

REVENUE	PAT*	
(₹ Cr)		
432570	12084	2022
304274	16045	2021
329797	4254	2020
340879	7355	2019

\*Incl. Minority Interest

# Major Subsidiaries, JVs & Associates

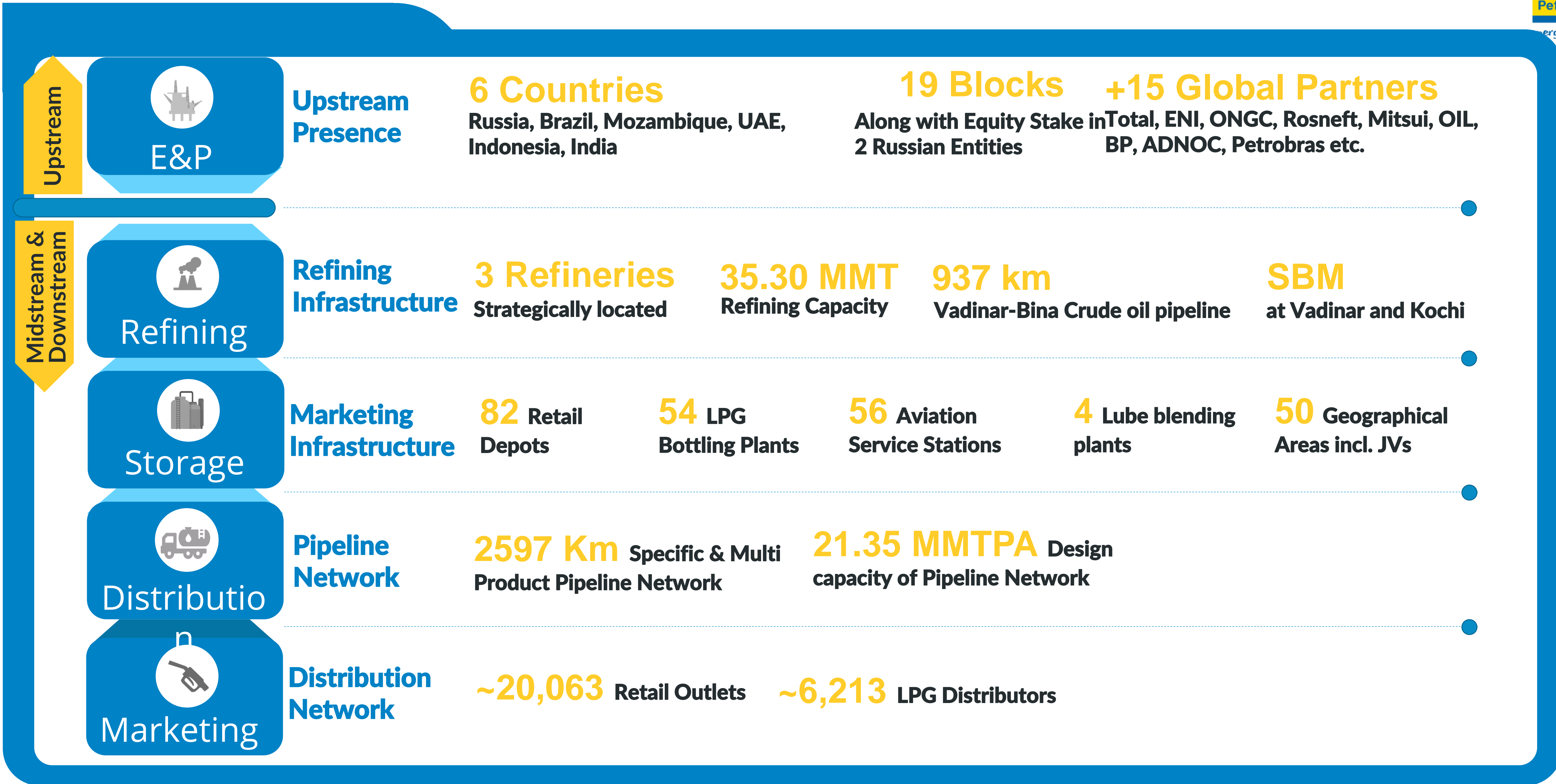


- Entire Equity stake in NRL has been disinvested on 26<sup>th</sup> March 2021
- BORL has become Wholly-Owned Subsidiary w.e.f. 30<sup>th</sup> Jun 2021



# 2. Business Overview

# Asset Portfolio



**STRATEGIC BUSINESS UNITS** 9

**Subsidiaries & JV** 26

**EMPLOYEES** 8,594

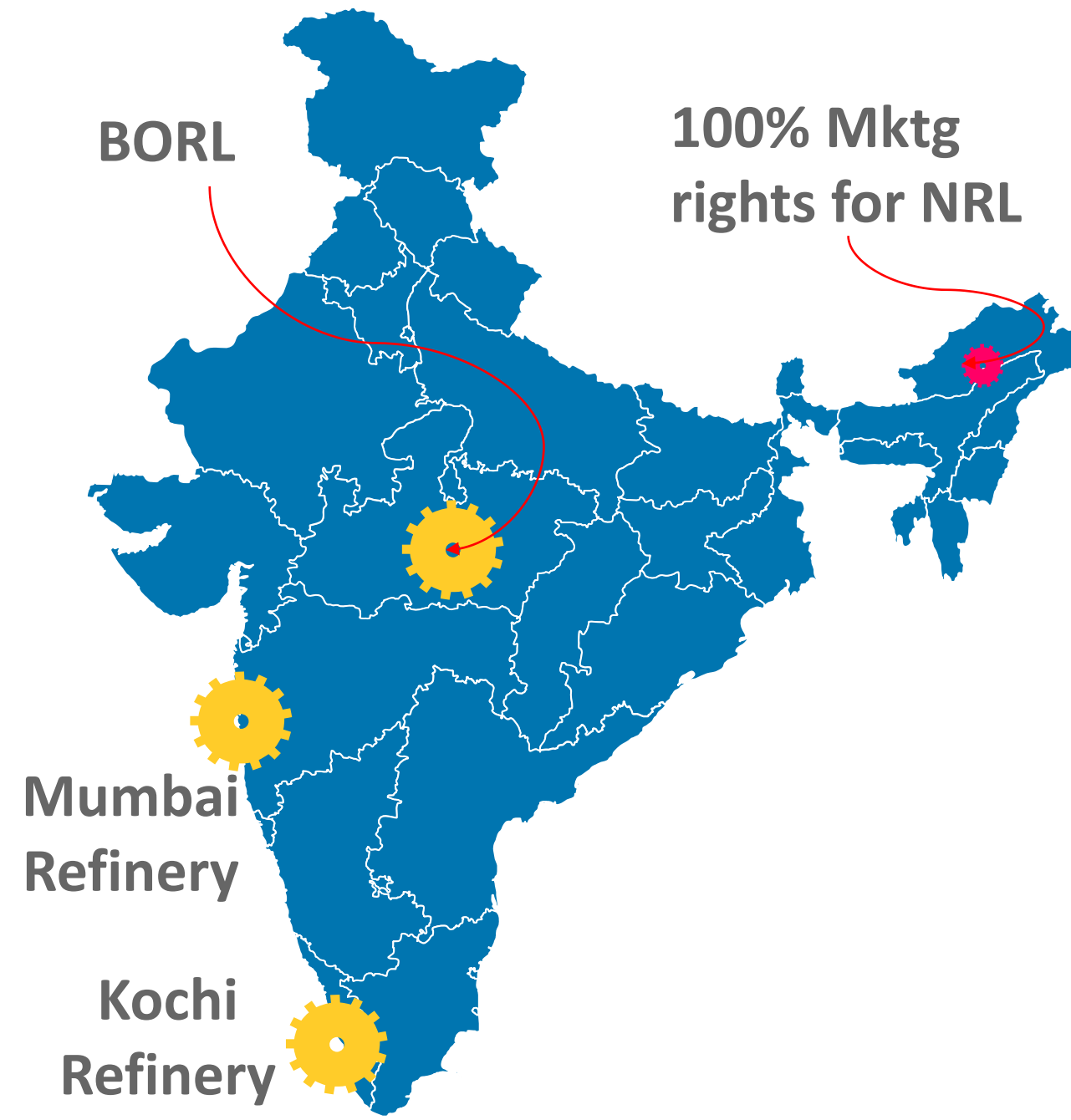
# Diversified Product Offering and Presence Across Value Chain

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>• 26.23% market share<sup>1</sup></li> <li>• ~20,063 retail outlets</li> <li>• 82 depots /installations</li> </ul>	 <ul style="list-style-type: none"> <li>• 26.95% market share<sup>1</sup></li> <li>• Currently over 6213 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>• 21.00% market share<sup>1</sup> in ATF</li> <li>• 56 Aviation service stations</li> </ul>	 <ul style="list-style-type: none"> <li>• 24.58% 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, KIA Motors, 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 8.84 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 50 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

# Refining Coverage



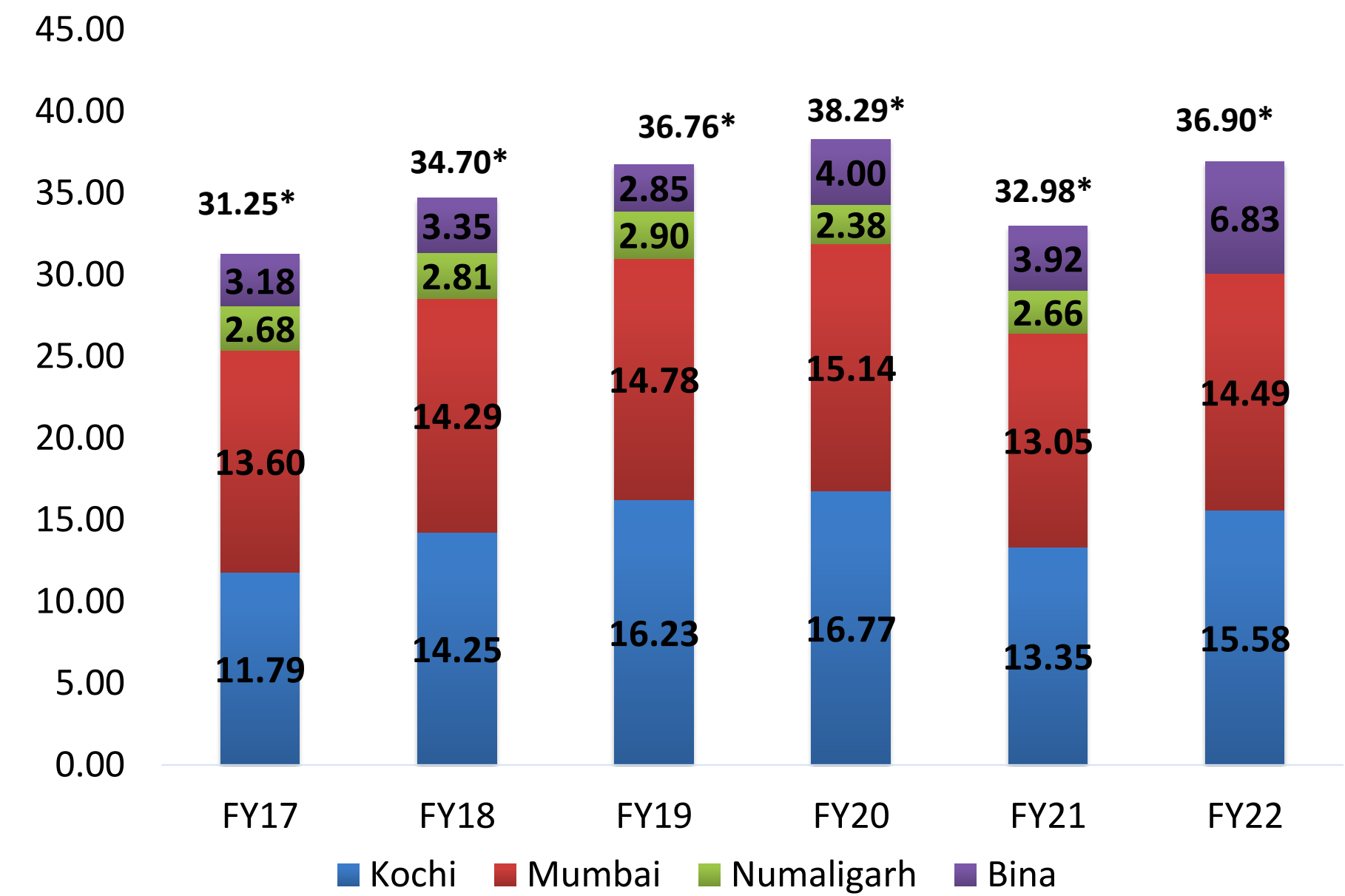
## Installed Capacity

### Refining Capacity



Bina Refinery throughput is considered 63.38% in Q1 22  
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 11.40**
- **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



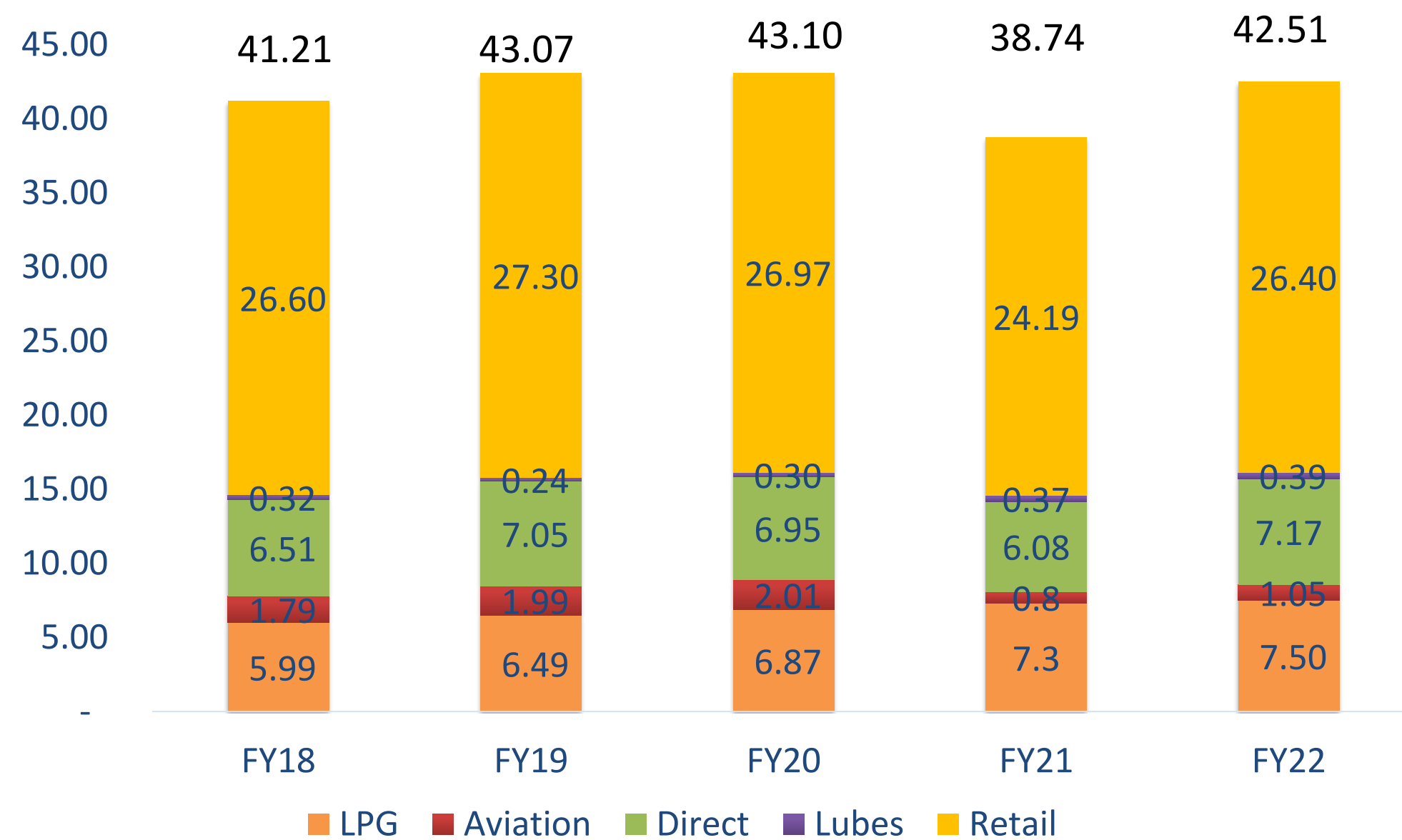
- **API Range: 28 to 60**
- **Hydrocracker**
- **Delayed Coker unit for bottom upgradation**

- **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

# Marketing Operations and Efficiencies

### SBU Market Sales (MMT)

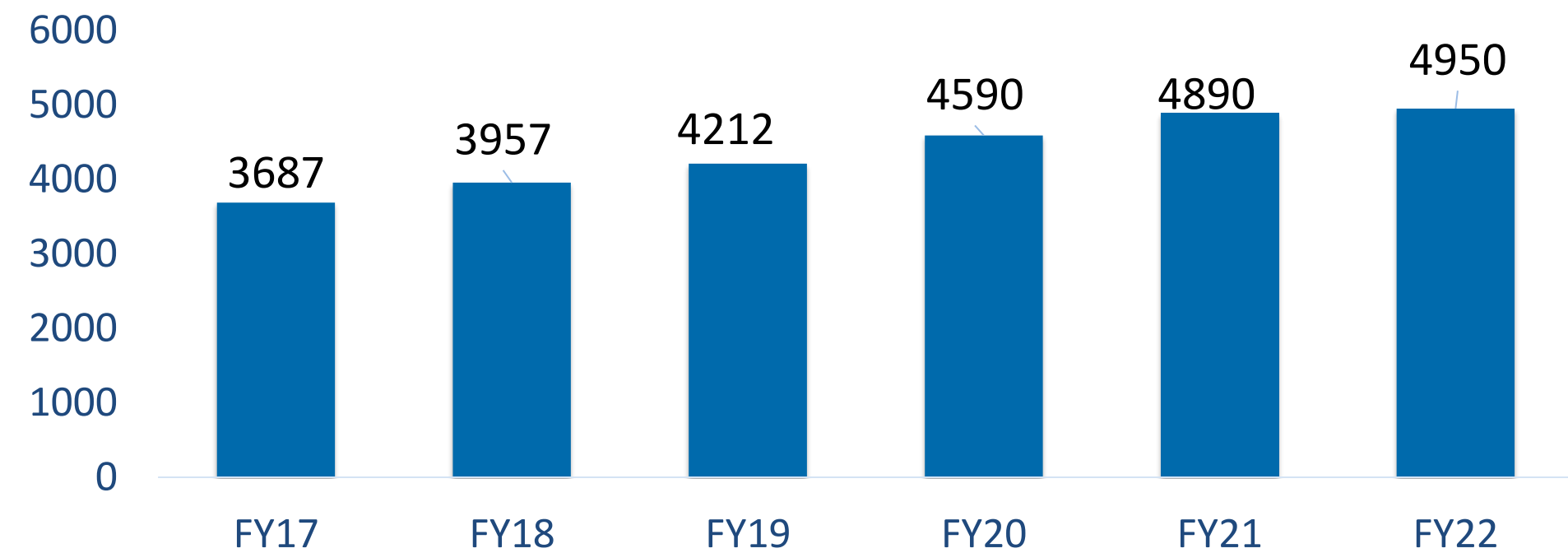


### Retail Market Share MS & HSD\*

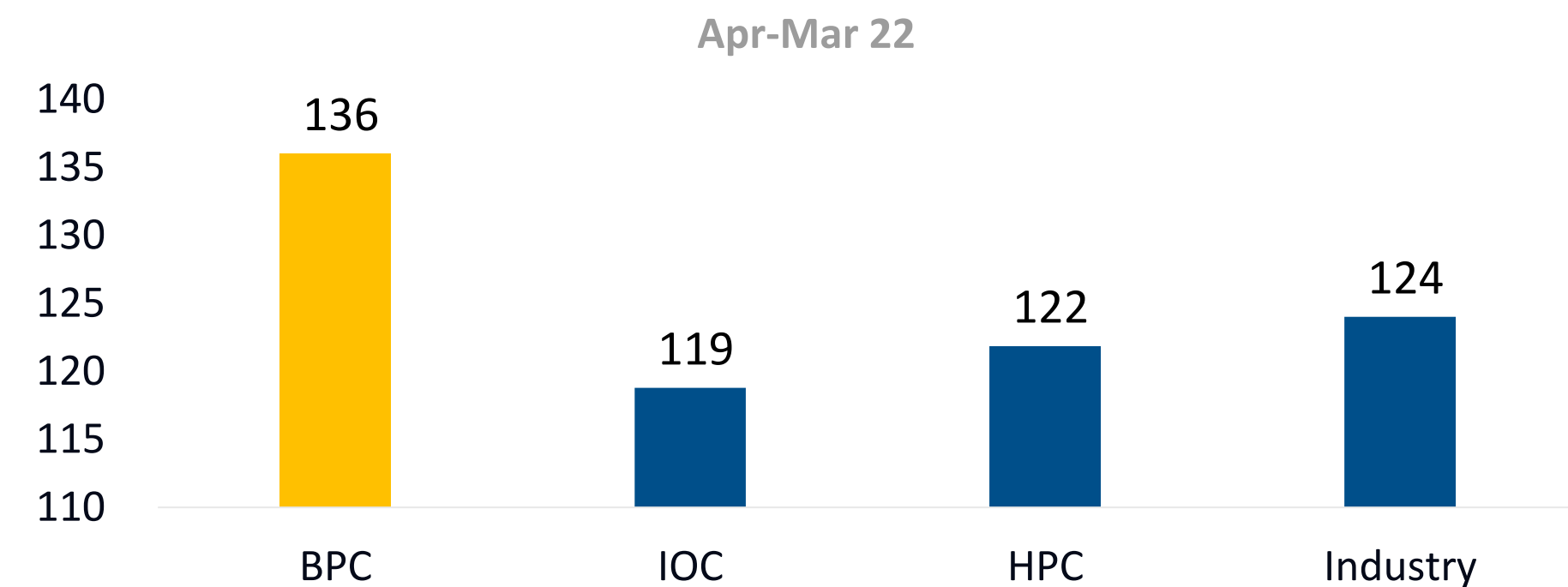
- MS – 29.23%
- HSD- 29.46%

\*Market share is PSU Market share on Apr-Mar 22

### LPG Bottling Capacity (TMTPA)



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

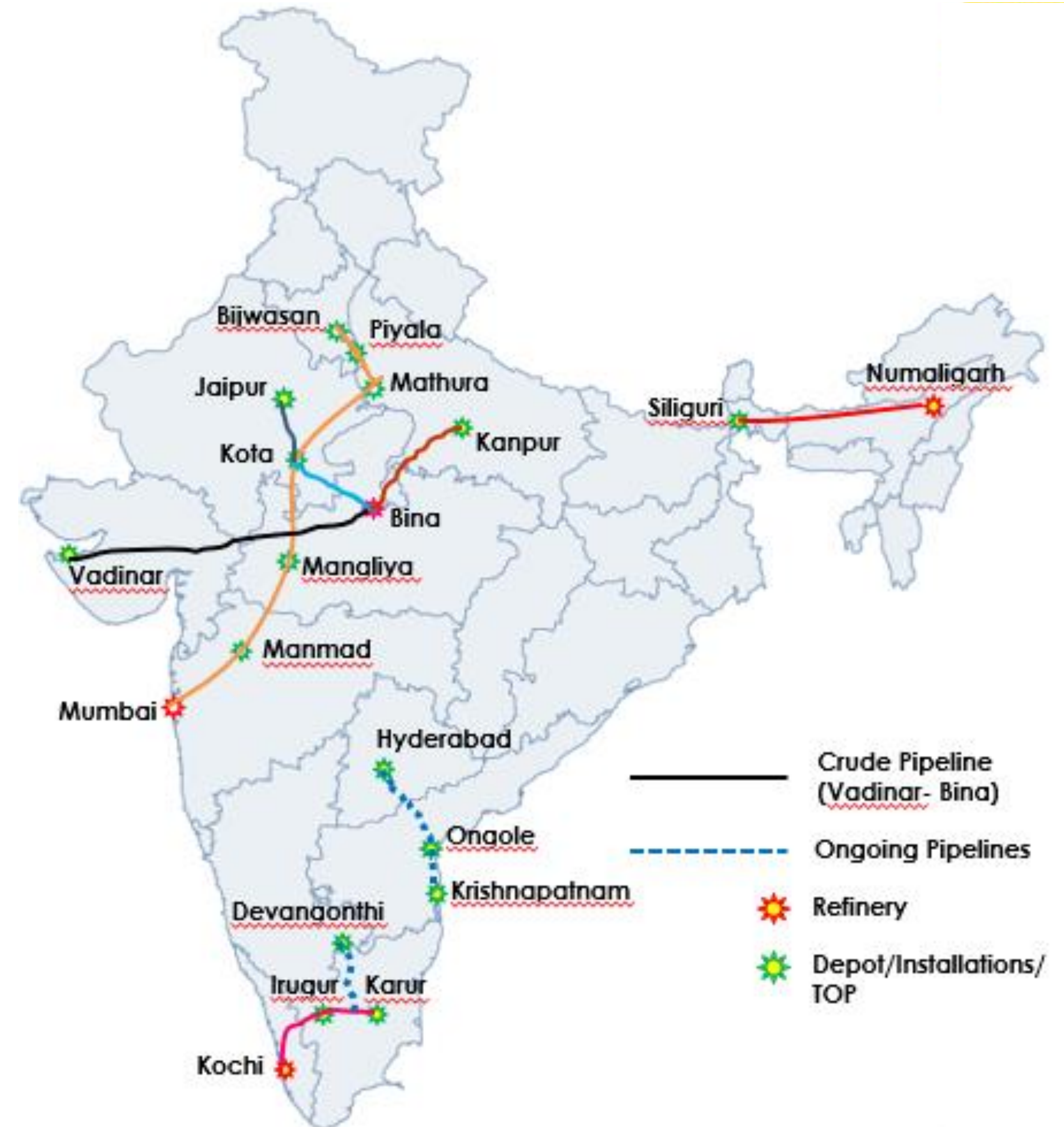


Leading Player with a Diversified product portfolio and a well-established Marketing and Distribution network



# 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



# Recent Projects

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



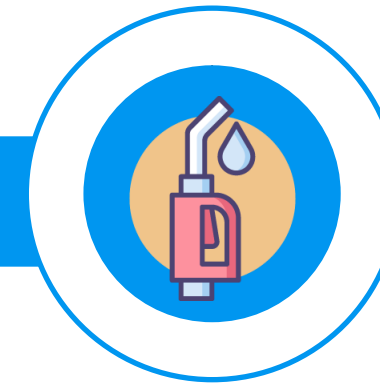
Augmentation of **LPG Cryogenic  
Facilities** at Uran (₹ 12.31 Bn)



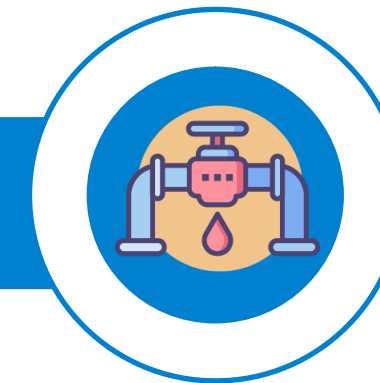
Kochi – Diversification into **Niche  
Petrochemicals PDPP Project-** Acrylic  
Acid, Oxoalcohol, Acrylates  
(₹ 62.85 Bn)  
(Commissioned)



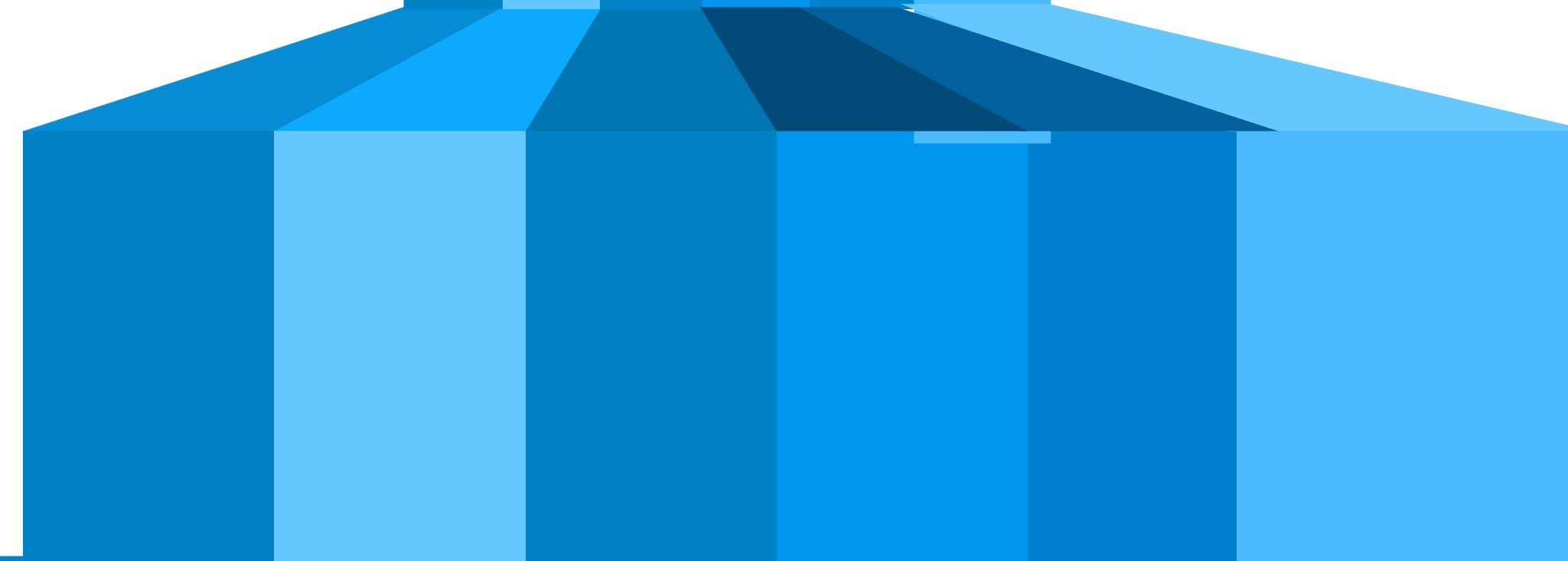
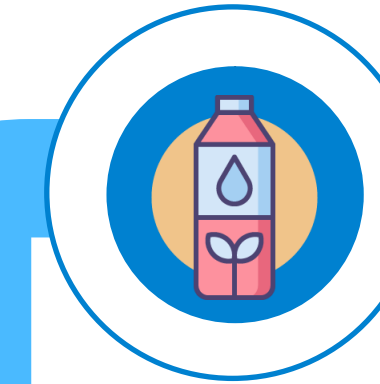
**Retail Infrastructure:** Coastal terminal  
at Krishnapatnam and Jammu  
Installation  
(₹ 12.57 Bn)



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 8 GAs in 11th and 11<sup>th</sup> A round of bidding

## MARKETING INFRASTRUCTURE



Expansion of marketing infrastructure across all business verticals

## PETROCHEMICALS



Petrochemical Project at Kochi and Bina

## PIPELINES



Cross country LPG pipeline from Kandla to Gorakhpur through a JV

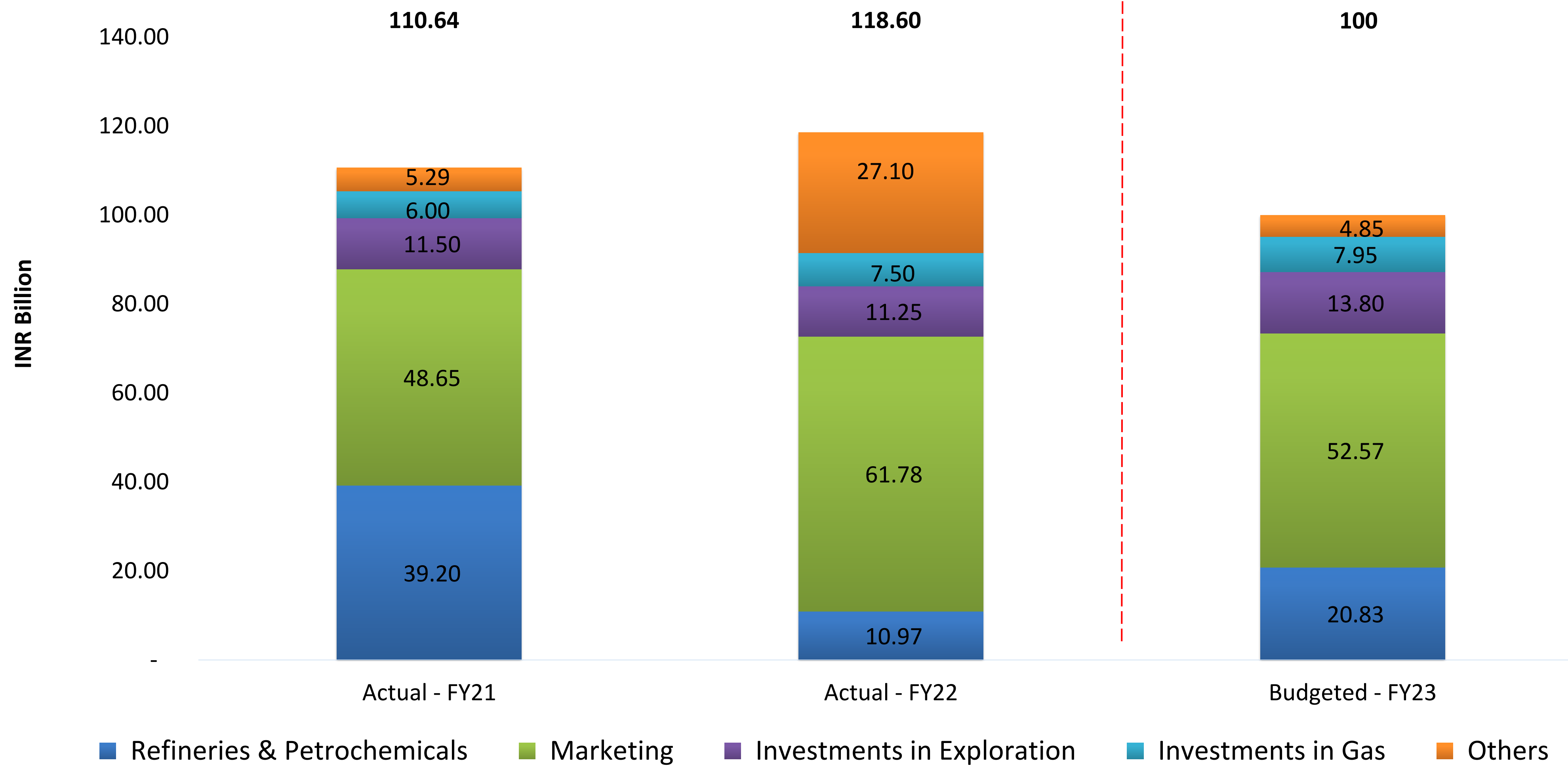
## RENEWABLES



Build 1 GW capacity by 2026 and 10 GW by 2040

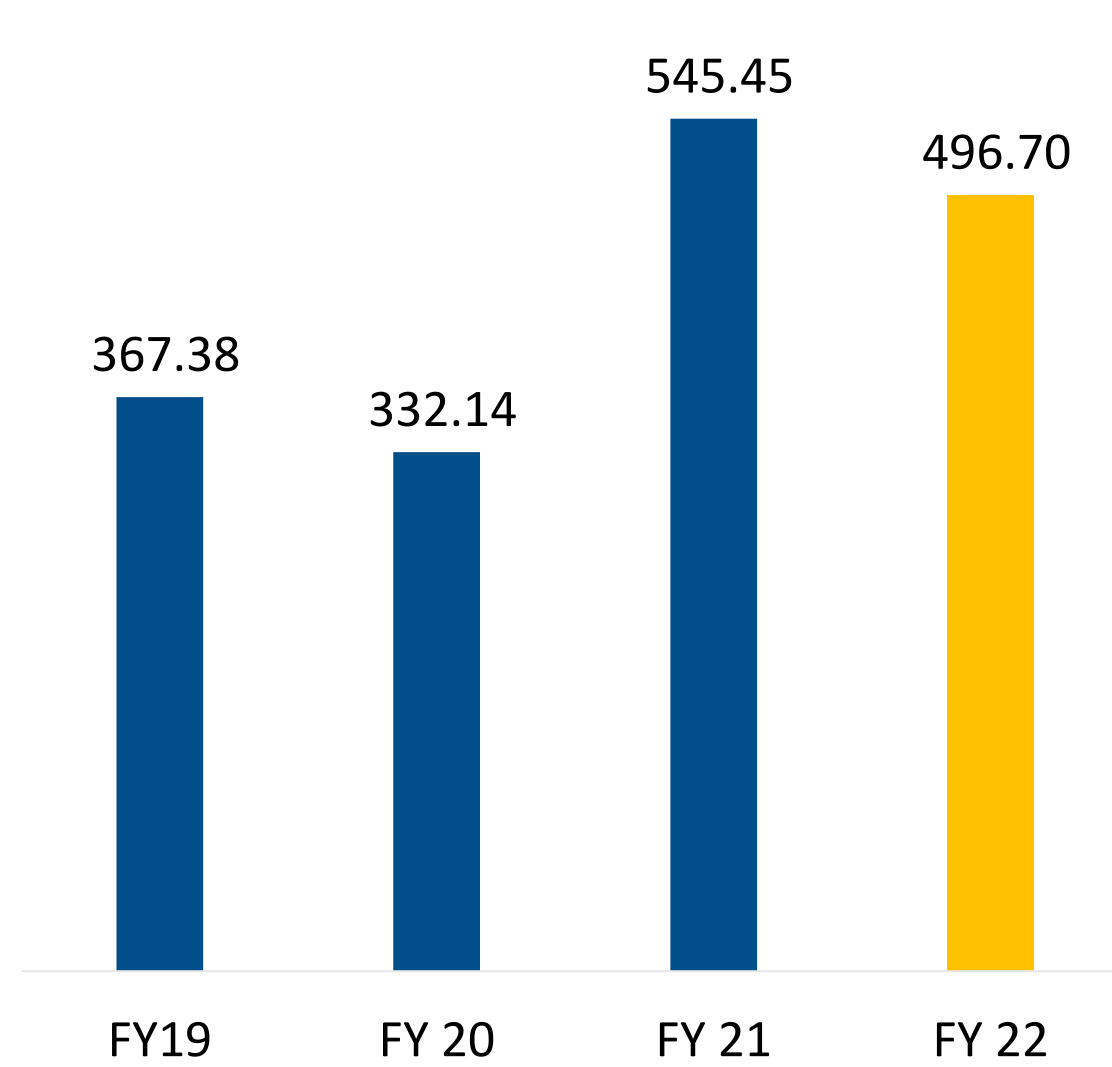
**Capex expenditure of INR 118.60 Bn in Apr-Mar 22 (Incl. investment in Subsidiaries/JVs)**

# CAPEX Strategy

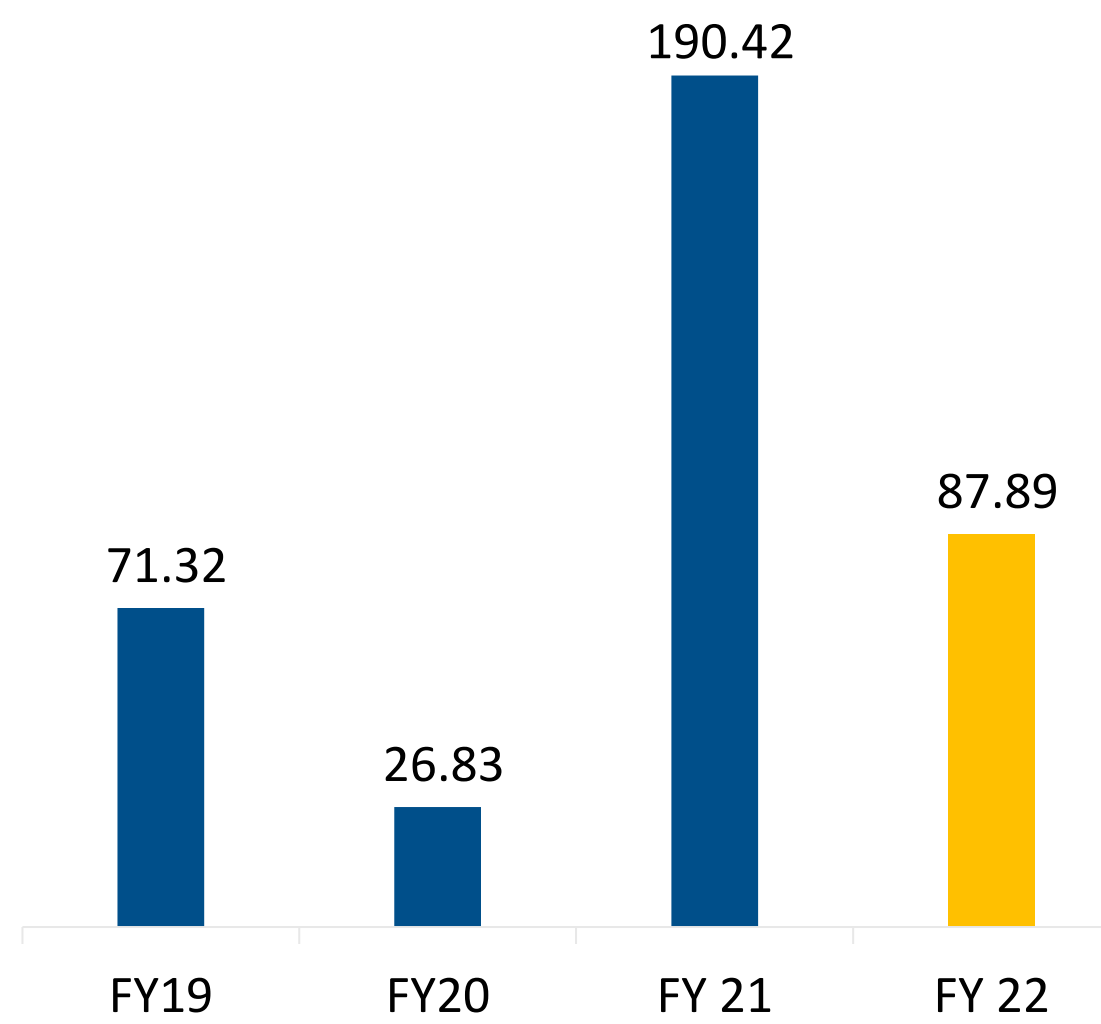


Significant Expansion in Upstream and Downstream business to drive future growth

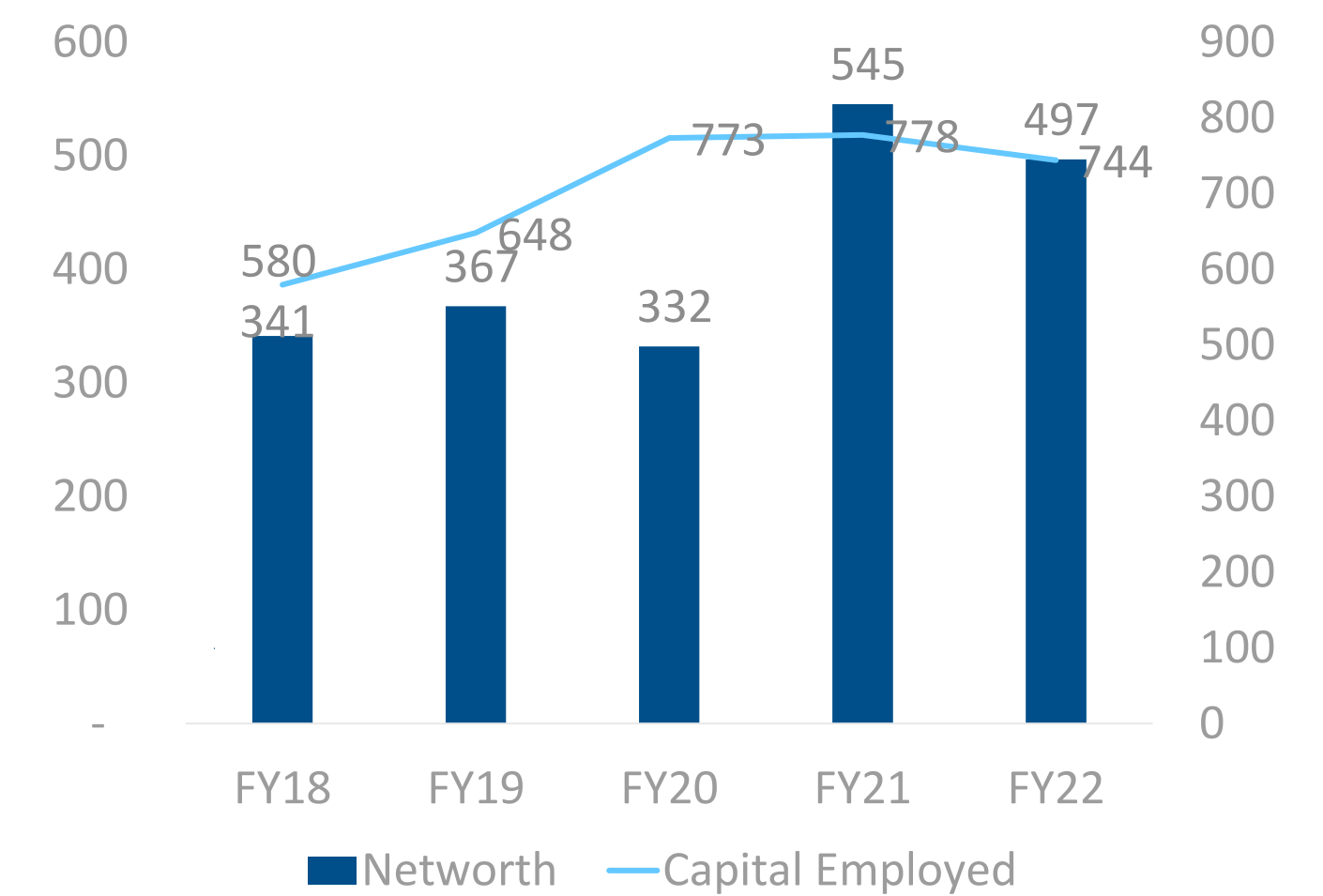
### NET WORTH (INR Billion)



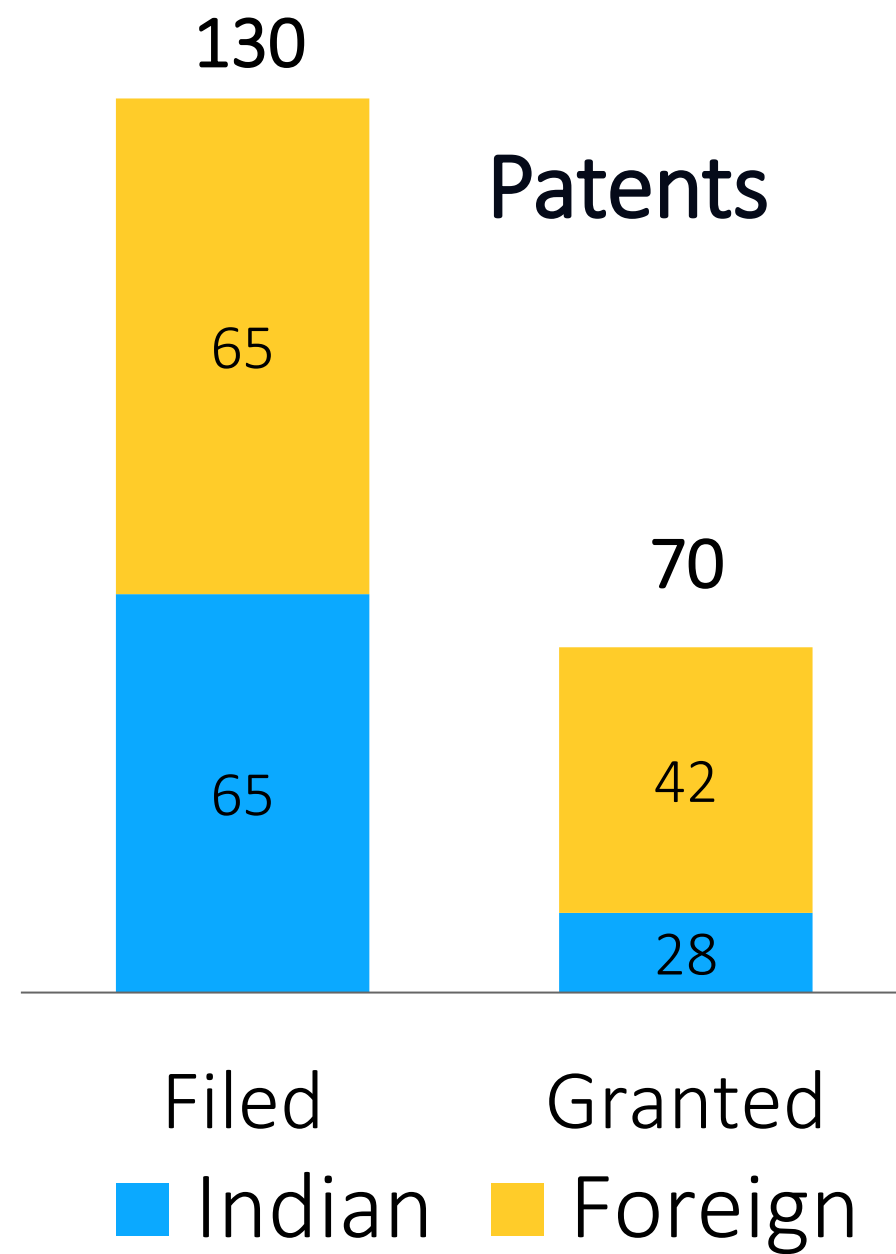
### PROFIT AFTER TAX (INR Billion)



### CAPITAL EMPLOYED (INR Billion)


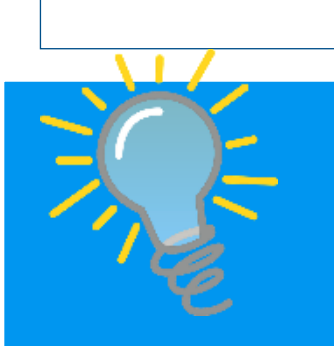
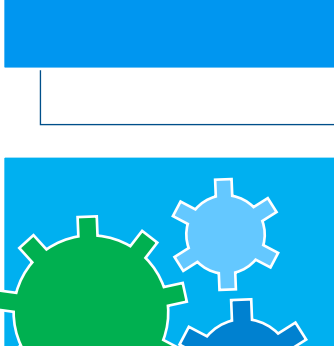
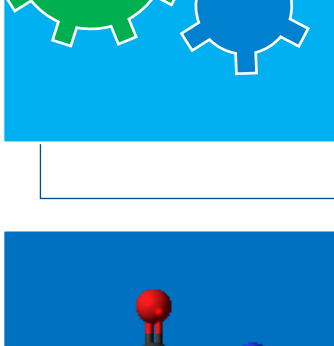
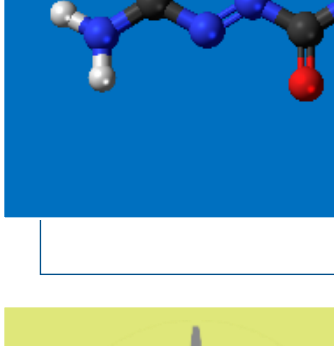


Financial Ratios	FY19	FY 20	FY 21	FY 22
Total Debt-Equity	0.79	1.26	0.48	0.49
Net Profit Margin Ratio	2.12	0.82	6.33	2.03
Basic Earnings per Share (Rs.)	36.26	13.64	96.44	41.31



Over 200  
Research Articles

5  
Book Chapters

	<h3>Operational Excellence</h3>	<ul style="list-style-type: none"> <li>• Crude oil evaluation</li> <li>• Modeling &amp; Simulation</li> <li>• Corrosion &amp; fouling</li> </ul>	<ul style="list-style-type: none"> <li>• Advanced analytical support</li> <li>• Optimal catalyst selection</li> <li>• Solar Energy</li> </ul>
	<h3>Cost efficient and Innovative Products</h3>	<ul style="list-style-type: none"> <li>• K Model</li> <li>• BPMARRK<sup>®</sup></li> <li>• WDP</li> <li>• BMCG 2<sup>nd</sup> GEN</li> </ul>	<ul style="list-style-type: none"> <li>• Ecochem: ethanol corrosion inhibitor</li> <li>• HiCAT: dewaxing catalyst</li> <li>• GSR CAT: Sulfur reduction catalyst</li> <li>• High performance LPG burner</li> </ul>
	<h3>Process Design / Process Intensification</h3>	<ul style="list-style-type: none"> <li>• Divided Wall Column</li> <li>• HiGee Separations</li> <li>• Cross flow reactor</li> </ul>	<ul style="list-style-type: none"> <li>• Low grade energy utilization</li> <li>• Delayed coking</li> <li>• H<sub>2</sub> separation through membrane</li> </ul>
	<h3>Polymers &amp; Petrochemicals</h3>	<ul style="list-style-type: none"> <li>• SAP / Agri-SAP</li> <li>• Polyols</li> <li>• Methacrylic acid</li> </ul>	<ul style="list-style-type: none"> <li>• Novel catalysts</li> <li>• Biphenyl process</li> </ul>
	<h3>Bio-fuels / Environment</h3>	<ul style="list-style-type: none"> <li>• Bioremediation</li> <li>• Bio-ethanol process</li> <li>• Bio-butanol process</li> </ul>	<ul style="list-style-type: none"> <li>• Efficient cellulose enzyme complex</li> <li>• Waste plastic road</li> <li>• Refinery sludge valorization</li> </ul>



## 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.



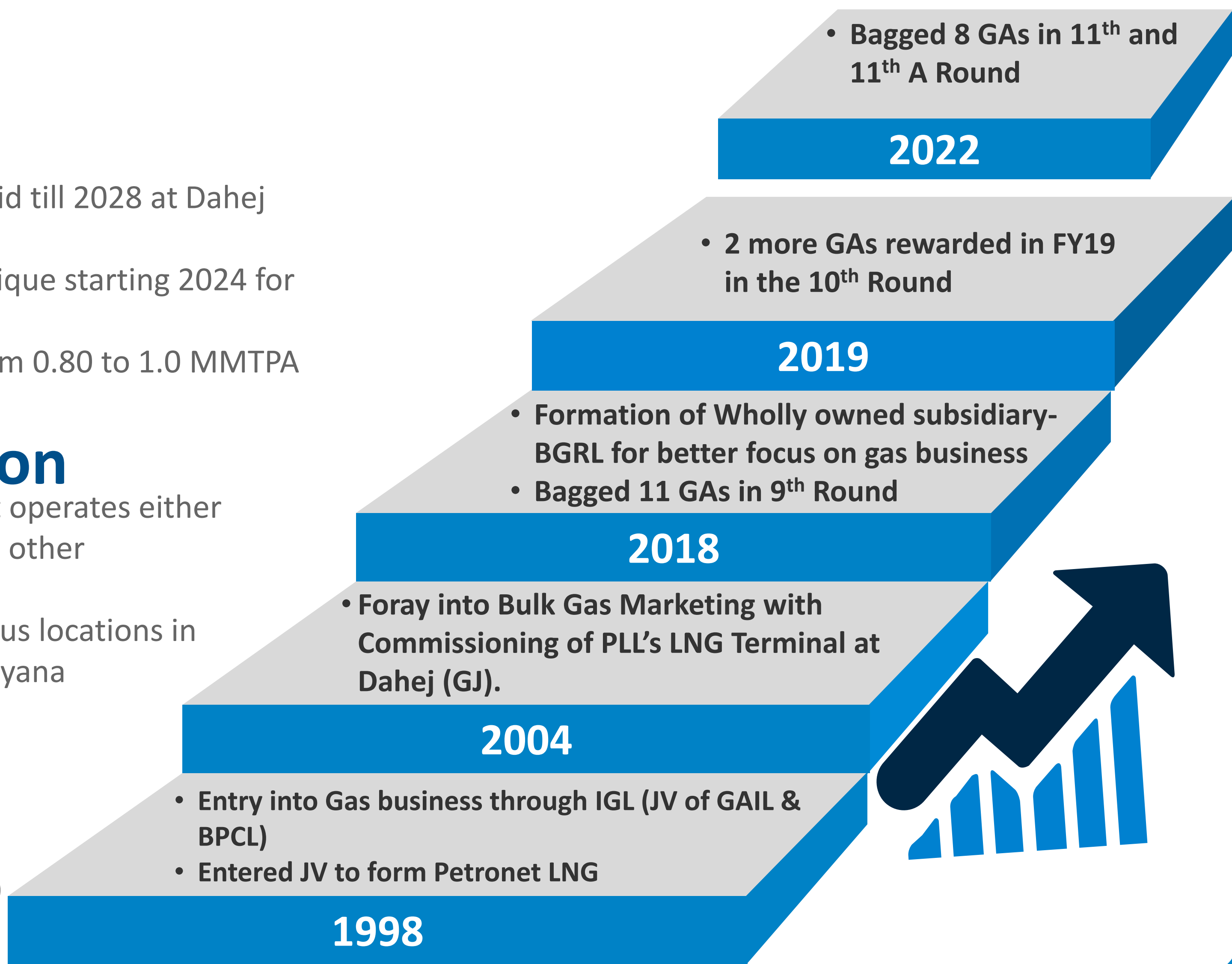
## City Gas Distribution

- 50 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

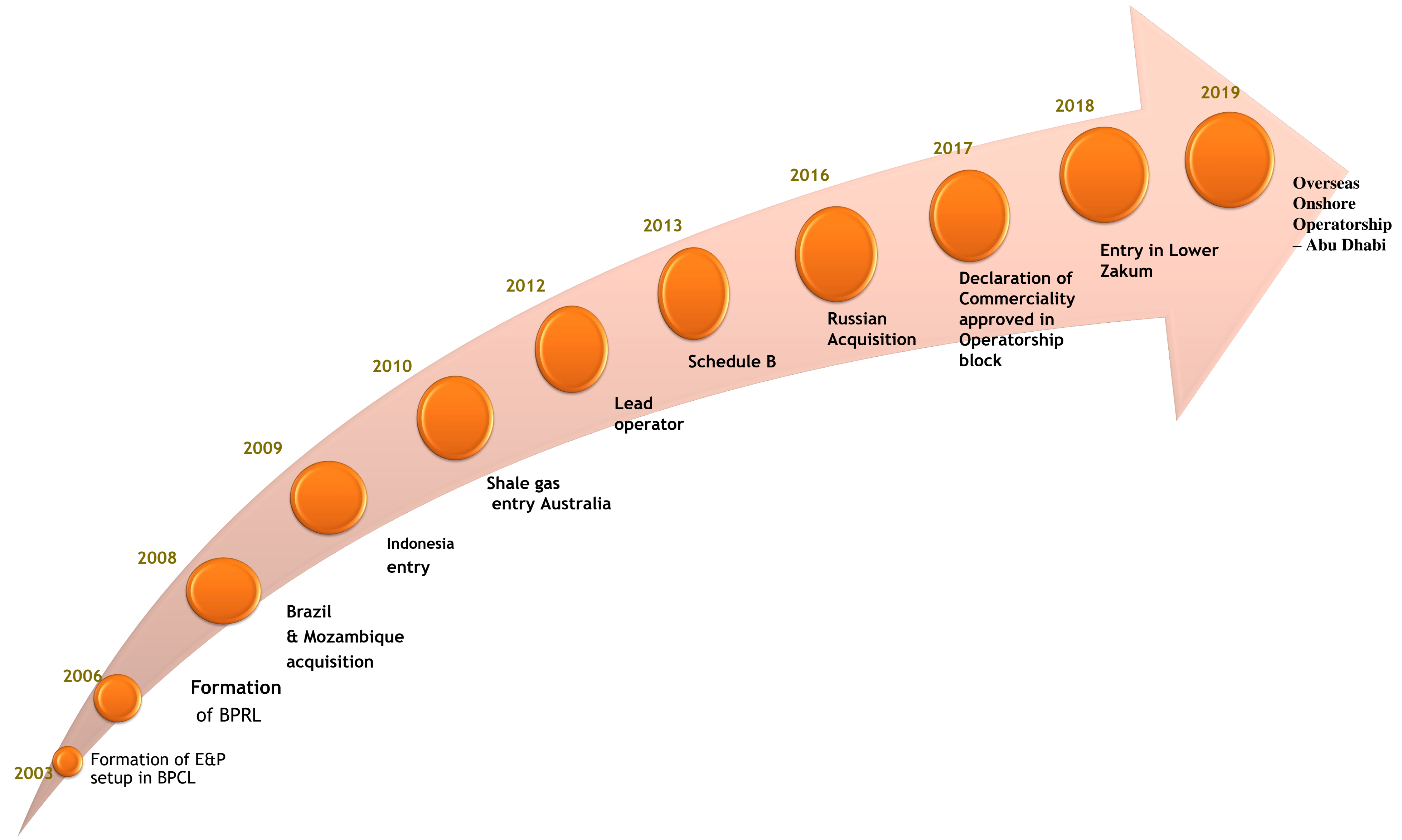


## Completed Project

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



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

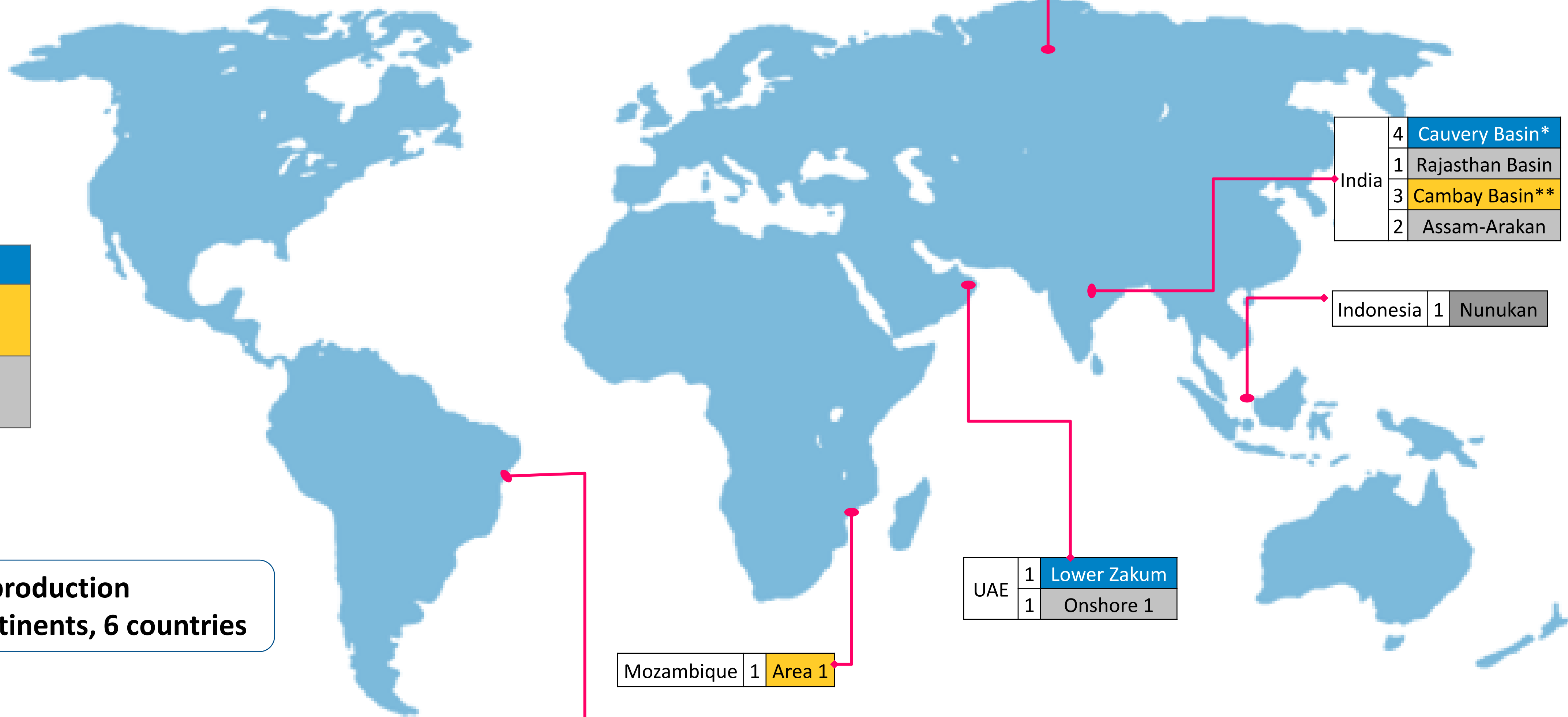




# Upstream - Global Spread

Production
Development
Exploration / Appraisal

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



Russia	2	TYNGD
	2	Vankorneft

India	4	Cauvery Basin*
	1	Rajasthan Basin
	3	Cambay Basin**
	2	Assam-Arakan

Indonesia	1	Nunukan
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UAE	1	Lower Zakum
	1	Onshore 1

Mozambique	1	Area 1
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Brazil	2	BM-SEAL-11
	1	BM-C-30
	2	BM-POT-16

\* 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

**~2.8 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!

## Thank you!



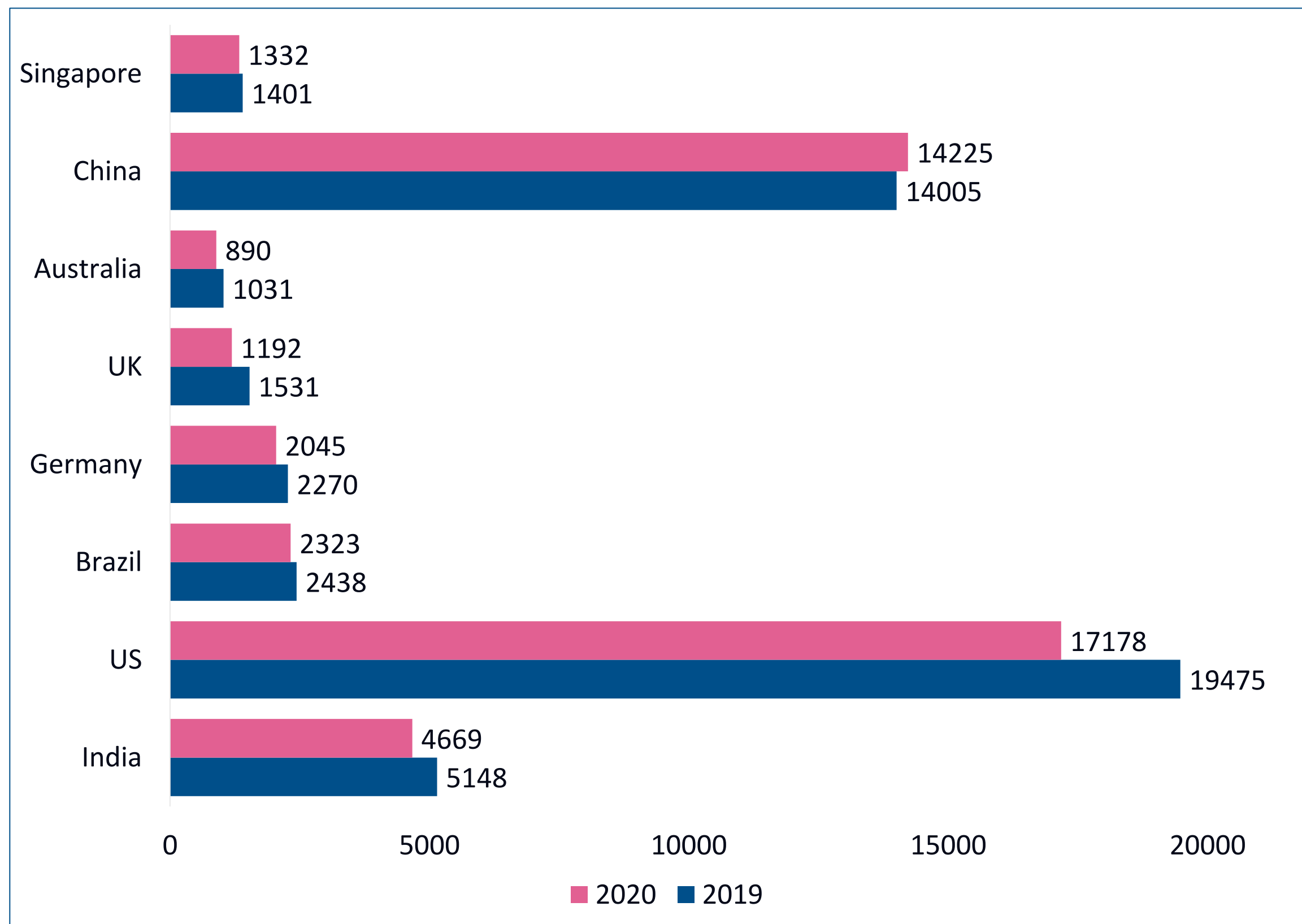
1. PRSI: Public Relations Society of India
2. Federation of Indian Petroleum Industry- \*Best Project Management Company 2018\*
3. Golden Peacock (Institute of Directors) awarded BPCL \*Excellent Corporate Governance 2018\*

# 3. Industry Overview

# India – Attractive Industry Dynamics

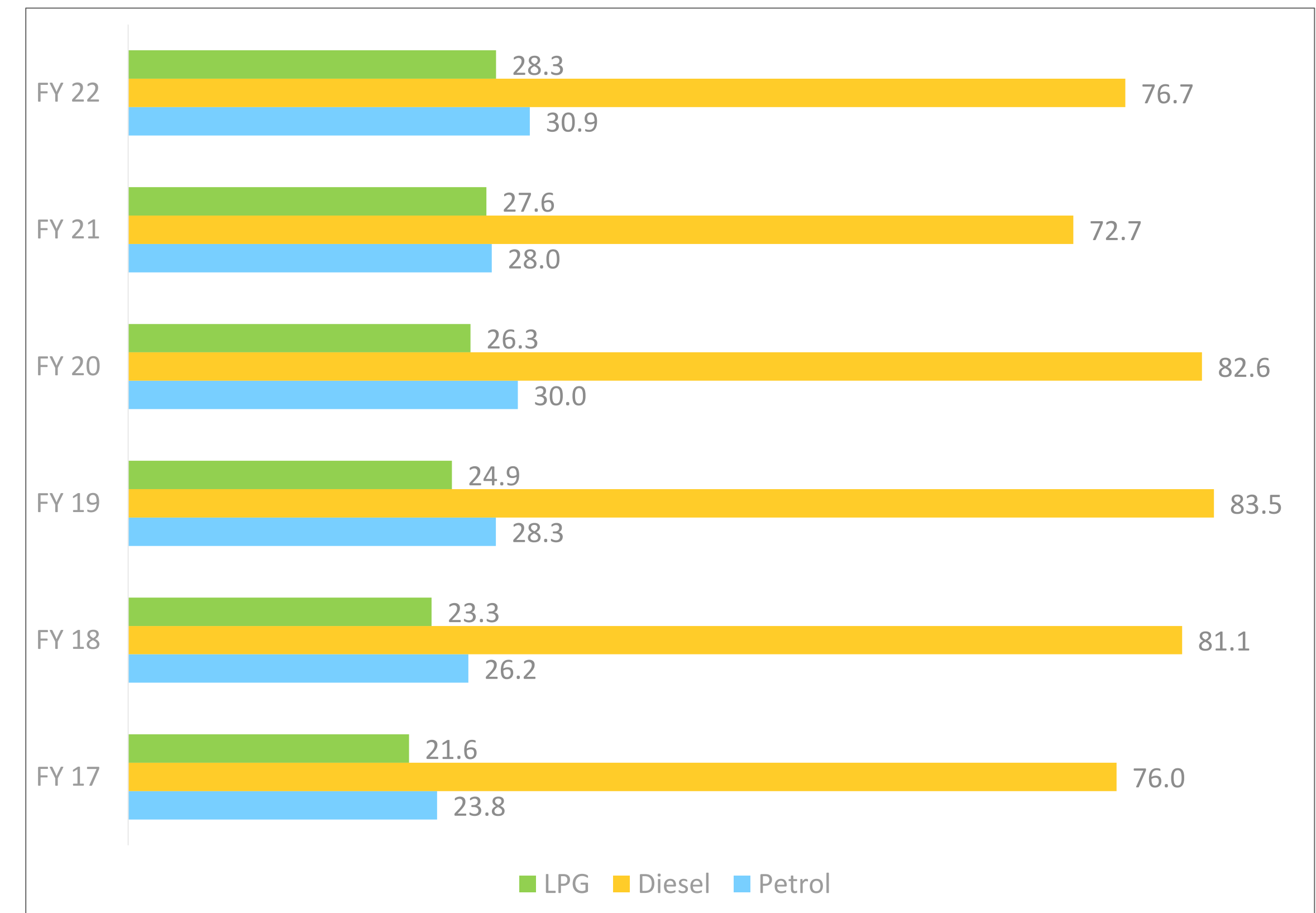
Significant potential for domestic O&G companies given low per-capita oil consumption

**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