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1. Corporate Overview
## Introduction

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<tr>
<th>Rank</th>
<th>Description</th>
<th>Facts</th>
</tr>
</thead>
<tbody>
<tr>
<td>2nd</td>
<td>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</td>
<td>BPCL’s Market Capitalization recently touched ₹1.2 Lakh Cr</td>
</tr>
<tr>
<td>3rd</td>
<td>India’s 3rd largest in terms of Refining Capacity (15.33 % of India’s refining capacity)</td>
<td>44th Rank on Platt’s Top 250 Global Energy Company Rankings 2019</td>
</tr>
<tr>
<td>6th</td>
<td>India’s 6th largest company by turnover</td>
<td>The Govt. of India conferred BPCL with “MAHARATNA” status in Sep 2017</td>
</tr>
</tbody>
</table>

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

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

The Govt. of India conferred BPCL with “MAHARATNA” status in Sep 2017
BPCL 5 Year Key Physical Indicators

**REFINING CAPACITY (MMT)**

<table>
<thead>
<tr>
<th></th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>Q2FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capacity</td>
<td>30.50</td>
<td>36.50</td>
<td>38.30</td>
<td>38.30</td>
<td>38.30</td>
</tr>
</tbody>
</table>

**MARKET SALES (MMT)**

<table>
<thead>
<tr>
<th></th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>36.53</td>
<td>37.68</td>
<td>41.21</td>
<td>43.07</td>
<td>43.10</td>
</tr>
</tbody>
</table>

**Market Capitalization (INR billion)**

<table>
<thead>
<tr>
<th></th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>Q2 FY21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Capitalization</td>
<td>939.79</td>
<td>927.25</td>
<td>833.65</td>
<td>685.05</td>
<td>765.75</td>
</tr>
</tbody>
</table>

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

*Market Capitalization figures as on period end*

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

GoI 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

2008
Commissioning of 6 MMTPA Bina Refinery

2009
Mumbai Refinery capacity enhanced to 12 MMTPA

2010
First in the Indian Oil Industry to roll out ERP Solution

2011
Restructured business into corporate centre, Strategic Business Units (SBU) and Shared Entities

2012
Refrigerated LPG storage and handling facility at JNPT and Uran LPG plant commissioned

2013
Commissioned Energy Efficient CDU IV with replacement of CDU I & II at Mumbai Refinery
Commissioned Kota Jobner Pipeline and Terminal

2014
Acquisition of upstream assets in Russia
Integrated Refinery Expansion Project (IREP) at Kochi

2015
Commissioned Energy Efficient CDU IV with replacement of CDU I & II at Mumbai Refinery

2016
Formation of Bharat Gas Resources Limited for focus on Gas business

2017
Commissioned CCR¹ unit at Mumbai Refinery in March 2014

2018
KR modernized and capacity enhanced to 15.5 MMTPA

2019
Conferred with “MAHARATNA” status in Sep 2017

2020
Formation of Bharat Gas Resources Limited for focus on Gas business
Bina capacity enhanced to 7.8 MMTPA

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Formation of Bharat Gas Resources Limited for focus on Gas business
Bina capacity enhanced to 7.8 MMTPA
2. Business Overview
Asset Portfolio

**Upstream Presence**
- **9 Countries**
  - Russia, Brazil, Mozambique, UAE, Indonesia, Australia, East Timor, Israel, India
- **26 Blocks**
  - 26 Exploration Discoveries
- **25+ Global Partners**
  - Total, ENI, ONGC, Rosneft, Mitsui, OIL, Japan Energy, ADNOC, Petrobras etc.

**Midstream & Downstream**

**Refining Infrastructure**
- **4 Refineries**
  - Strategically located
- **38.30 MMT**
  - Refining Capacity
  - 100% BORL & NRL considered
- **937 km**
  - Vadinar-Bina Crude oil pipeline
- **SBM**
  - at Vadinar and Kochi

**Marketing Infrastructure**
- **78 Retail Depots**
- **54 LPG Bottling Plants**
- **58 Aviation Service Stations**
- **4 Lube blending plants**
- **37 Geographical Areas incl. JVs**

**Pipeline Network**
- **2241 Km**
  - Specific & Multi Product Pipeline Network
- **17.84 MMTPA**
  - Design capacity of Pipeline Network

**Distribution Network**
- **~17,125 Retail Outlets**
- **~6,150 LPG Distributors**

**Strategic Business Units**
- **7**

**Entities (Support Functions)**
- **23**

**Employees**
- **10,832**

*Numbers in the slide are for the period ending 30th Sept 2020.*
# Diversified Product Offering and Presence Across Value Chain

<table>
<thead>
<tr>
<th>Refinery</th>
<th>Retail</th>
<th>LPG</th>
<th>Industrial/Commercial</th>
<th>Aviation</th>
<th>Lubricants</th>
<th>Gas</th>
</tr>
</thead>
<tbody>
<tr>
<td>• Refining capacity of 38.3 MMTPA&lt;br&gt; • 15% of the country's refining capacity&lt;sup&gt;2&lt;/sup&gt;</td>
<td>• 25.20% market share&lt;sup&gt;1&lt;/sup&gt;&lt;br&gt; • ~17,125 retail outlets&lt;br&gt; • 78 depots /installations</td>
<td>• 25.80% market share&lt;sup&gt;1&lt;/sup&gt;&lt;br&gt; • Currently over 6150 distributors&lt;br&gt; • 54 LPG bottling plants</td>
<td>• Currently 8,000+ customers</td>
<td>• 22.70% market share&lt;sup&gt;1&lt;/sup&gt;&lt;br&gt; • Present at all the major gateways and airports for into plane services</td>
<td>• 21.40% market share&lt;sup&gt;1&lt;/sup&gt;&lt;br&gt; • Currently 18,000+ customers&lt;br&gt; • More than 400+ grades of products</td>
<td></td>
</tr>
<tr>
<td>• Strategically located refineries</td>
<td>• Pan India presence across products</td>
<td>• Various Innovative offerings with ventures in allied business</td>
<td>• Reliable, innovative and caring supplier of I&amp;C products</td>
<td></td>
<td>• Major OEM tie ups such as Tata Motors, Honda, Genuine Oil, TVS etc.</td>
<td>• 50+ major LNG customers</td>
</tr>
<tr>
<td>• Four refineries in Mumbai, Kochi, Numaligarh and Bina</td>
<td>• Pioneer in branded retail outlets, branded fuels ex: Speed</td>
<td>• Current Domestic customer base 8.36 Crores</td>
<td>• Pioneer in IT integration and Supply Chain Management</td>
<td>• Fuel Farm Operations through MAFFFL and DAFFFL</td>
<td>• Product customization</td>
<td>100% subsidiary BGRL for focus on Gas business&lt;br&gt; Interest in 37 GAs</td>
</tr>
</tbody>
</table>

---

1. Market share includes sale by PSU as well as private oil marketing companies. For Lubricants it represents on PSUs share. All figures as of 30<sup>th</sup> Sept 2020.
2. Source : Ministry of Petroleum and Natural Gas, PPAC
3. Numbers in the slide are for period ending 30<sup>th</sup> Sept 2020
Refining Coverage

Installed Capacity

- **Mumbai** – 12 MMTPA
- **Kochi** – 15.5 MMTPA
- **BORL** – 7.8 MMTPA
- **Numaligarh** – 3 MMTPA

Refining Throughput

- FY16: 29.84*
- FY17: 31.25*
- FY18: 34.70*
- FY19: 36.76*
- FY20: 38.29*

* 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, BPCL's 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
**Mumbai Refinery - MR**

- Commissioned in 1955 with processing capacity of 2.2 MMTPA now augmented to 12 MMTPA.

- Flexibility to process low & high sulphur Crude, 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 and Reformer Feed Unit Revamp, Kerosene Hydro Treating Unit

- 12 MMTPA Capacity

- Processed ~94 types of crudes

- API Range: 37 to 39.8

- Lubes refinery

- Hydrocracker & 2 FCCUs

MR is one of the most versatile refineries in India with state of the art monitoring tools covering entire functions of refinery.
Kochi Refinery - KR

- 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
- Ongoing Projects - PDPP and POPP (Niche Petrochemical Products), MSBP (MS production enhancement)

• 15.5 MMTPA Capacity
• Processed ~95 types of crudes
• API Range: 31.8 to 37.4
• Petrochemical FCCU & FCCU
• Delayed Coker unit for bottom upgradation

KR to meet fuel demand of the Indian Market and create synergy for diversification into petrochemical products
- Bharat Oman Refineries Limited (BORL) – BPCL Interest 63.38%* with 7.8 MMT Refining capacity at BINA
- State of art technologies - High Nelson Complexity Index 11.58
- 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 $11.4/bbl during Q2FY 21 and $4.7/bbl during Q2 FY20.

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

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 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 $37.95/bbl during Q2 FY21 and $24.83/bbl during Q2 FY20 (including ED Benefit)

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

SBU Market Sales (MMT)

<table>
<thead>
<tr>
<th>Year</th>
<th>LPG</th>
<th>Aviation</th>
<th>Direct</th>
<th>Lubes</th>
<th>Retail</th>
</tr>
</thead>
<tbody>
<tr>
<td>FY16</td>
<td>25.38</td>
<td>4.67</td>
<td>5.14</td>
<td>5.55</td>
<td>4.87</td>
</tr>
<tr>
<td>FY17</td>
<td>25.25</td>
<td>5.45</td>
<td>5.99</td>
<td>6.49</td>
<td>6.87</td>
</tr>
<tr>
<td>FY18</td>
<td>26.60</td>
<td>6.51</td>
<td>7.70</td>
<td>6.95</td>
<td>7.63</td>
</tr>
<tr>
<td>FY19</td>
<td>27.30</td>
<td>7.05</td>
<td>7.15</td>
<td>6.95</td>
<td>7.63</td>
</tr>
<tr>
<td>FY20</td>
<td>26.97</td>
<td>6.95</td>
<td>7.15</td>
<td>6.95</td>
<td>7.63</td>
</tr>
</tbody>
</table>

LPG Bottling Capacity (TMTPA)

<table>
<thead>
<tr>
<th>Year</th>
<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>Thru'put per Outlet BPC Vs. Industry (KL/month)</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Year</th>
<th>BPC</th>
<th>IOC</th>
<th>HPC</th>
<th>Industry</th>
</tr>
</thead>
<tbody>
<tr>
<td>Apr-Sept 20</td>
<td>124</td>
<td>111</td>
<td>113</td>
<td>116</td>
</tr>
</tbody>
</table>

Retail Market Share MS & HSD*

- MS - 28.45%
- HSD - 29.48%

*Market share is PSU Market share on Apr-Sep 20

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 (₹ 32.89 Bn)

LPG import terminal at Haldia, West Bengal (₹ 10.98 Bn)

Kochi – Diversification into Niche Petrochemicals PDPP Project- Acrylic Acid, Oxoalcohol, Acrylates (₹ 52.46 Bn)

Retail Infrastructure: POL Terminal with Railway Siding at Pune, Gulbarga, & Coastal terminal at Krishnapatnam (₹ 10.69 Bn)

Bina Kanpur Product Pipeline & other pipelines (₹ 19.74 Bn)

2G ethanol refinery at Bargarh Odisha (₹ 16.07 Bn)
Investments in Mozambique – FID sanctioned. Project Financing agreement signed.

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

Expansion of marketing infrastructure across all business verticals including 1550 new retail outlets in the current year.

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

Cross country LPG pipeline from Kandla to Gorakhpur through a JV.

Marketing Infrastructure & other facilities at Rasayani near Mumbai.

Capex outlay of INR 80.76 Bn for FY21 (Incl. investment in Subsidiaries/JVs)
Significant Expansion in Upstream and Downstream business to drive future growth
### Financial Performance

#### Net Worth (INR Billion)

<table>
<thead>
<tr>
<th></th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>296.68</td>
<td>341.31</td>
<td>367.38</td>
<td>332.14</td>
</tr>
</tbody>
</table>

#### Profit After Tax (INR Billion)

<table>
<thead>
<tr>
<th></th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>Q2 FY 21</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>80.39</td>
<td>79.76</td>
<td>71.32</td>
<td>21.85</td>
<td>1.70</td>
</tr>
</tbody>
</table>

#### Capital Employed

<table>
<thead>
<tr>
<th></th>
<th>FY17</th>
<th>FY18</th>
<th>FY19</th>
<th>FY20</th>
<th>Q2 FY 21</th>
</tr>
</thead>
<tbody>
<tr>
<td>2017</td>
<td>736</td>
<td>774</td>
<td>800</td>
<td>380</td>
<td>773</td>
</tr>
</tbody>
</table>

#### Financial Ratios

<table>
<thead>
<tr>
<th>Ratio</th>
<th>FY17</th>
<th>FY18</th>
<th>FY20</th>
<th>Q2 FY 21</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total Debt*/EBITDA</td>
<td>1.58</td>
<td>1.95</td>
<td>5.53</td>
<td>1.97</td>
</tr>
<tr>
<td>Total Debt-Equity</td>
<td>0.68</td>
<td>0.79</td>
<td>1.44</td>
<td>0.90</td>
</tr>
<tr>
<td>Adjusted Debt-Equity**</td>
<td>0.54</td>
<td>0.65</td>
<td>1.28</td>
<td>0.76</td>
</tr>
</tbody>
</table>

*Includes Lease Liability  
**Adjusted for the bonds O/s during the period

Stable Earnings and Sound Financial Leverage driving Credit Strength
# Innovative Solutions

## 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
- H₂ 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

## Patents
- Filed: 130
- Granted: 65 (Indian: 65, Foreign: 70)

## Research Articles
- Over 200
- Book Chapters: 5
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

- 37 Geographical Areas (GAs) which it operates either as wholly-owned or through JVs with other companies.
- CNG commissioned in Rohtak District and CNG & PNG commissioned in Rupnagar District

Upcoming Project

- Liquefied-CNG Pilot Project being undertaken at Aurangabad, Maharashtra (commissioning by December, 2020)
Formation of E&P setup in BPCL

2003

Formation of BPRL

2006

Brazil & Mozambique acquisition

2008

Indonesia entry

2009

Shale gas entry Australia

2010

Lead operator

2012

Schedule B Acquisition

2013

Russian Acquisition

2016

Declaration of Commerciality approved in Operatorship block

2017

Entry in Lower Zakum

2018

Overseas Onshore Operatorship – Abu Dhabi

2019

Russian Acquisition

Declaration of Commerciality approved in Operatorship block

2018

Entry in Lower Zakum

2019

Overseas Onshore Operatorship – Abu Dhabi

BPRL’s Upstream Story over the years…

BPCL Evolution

BPRL’s Upstream Story over the years…

Formation of E&P setup in BPCL

2003

Formation of BPRL

2006

Brazil & Mozambique acquisition

2008

Indonesia entry

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2019

Russian Acquisition

Declaration of Commerciality approved in Operatorship block

2018

Entry in Lower Zakum

2019

Overseas Onshore Operatorship – Abu Dhabi
BPCL pursues its Upstream Business through its wholly owned Subsidiary Company – Bharat Petroresources Limited

* 1 block in Cauvery Basin is in Production, the rest are in Exploration/Development
** 2 blocks in Cambay Basin 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% | - |
| CB-ONHP-2017/9 | BPRL | 60% | - |
| CY-ONHP-2017/1 | ONGC | 40% | - |
| AA-ONHP-2017/12 | OIL | 10% | - |

| Brazil |
|----------------|----------------|---------------|-------------|
| Exploration Block | Operator | BPCL Stake | 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, Petrolag, 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 Oil3, 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 |
| JPD 06-103 | Oilex | 20.0% | GPSC, Videocon, Japan Energy, Pan Pacific Petroleum |
| EP-413 | Norwest | 27.8% | AWE Perth Pty Limited |

| Russia |
|----------------|----------------|---------------|-------------|
| Block | Operator | BPCL Stake | 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 |
BPCL’s Strategic Vision

Most Admired Global Company

Go-GDP Approach to Excellence

GO GLOBAL
- Expanding global footprints in Lubes, Retailing, aviation, bunkering, trading, Consulting Services
- Export Lubes to 25+ countries by 2025

GO GREEN
- EV Charging solution
- Biogas generation from waste
- Solar & Wind Energy for captive power (10% energy requirement)

GO DIGITAL
- Digitalization of refineries through AR/VR, AI
- Digitally driven unified customer experience to drive cross/upsell

GO PETCHEM
- Mfg. niche petchem products as import substitutes
- Expanding petrochemicals portfolio further

Leveraging
- Technology
- Infrastructure
- People
- Safety & Service

Go Global
Go Green
Go Digital
Go Petchem

Approach to Excellence
Awards & Recognition

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*
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

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<th>Country</th>
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<th>FY16</th>
<th>FY17</th>
<th>FY18</th>
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Source: BP Statistical Review of World Energy 2019

Indian Oil Demand
Million Tonnes

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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