

# Bharat Petroleum Corporation Limited

Investor Presentation

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December 2021

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# Table of Contents

1

**Corporate Overview**

**Page 4**

2

**Business Overview**

**Page 9**

3

**Industry Overview**

**Page 29**

# 1. Corporate Overview

2nd

India's **2nd largest Oil Marketing Company** (OMC) with standalone domestic sales volume of over 38.74 MMT and Market share of 23% during FY21

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**

7th

India's **7th largest** company by turnover

1.2  
Lakh  
Cr

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

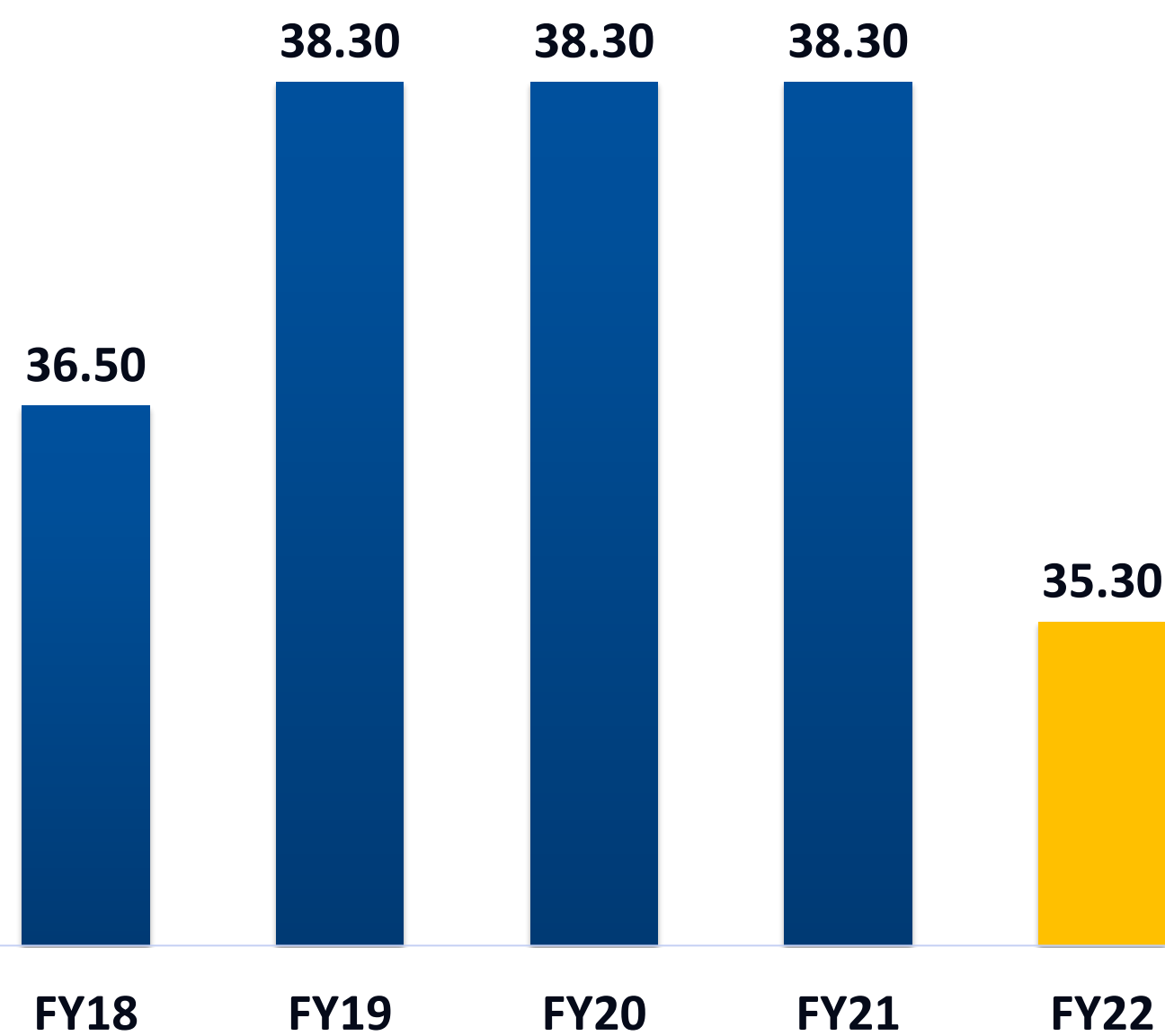
Recipient of **Oil Marketing - Company of the Year** in 2019 by FIPI

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

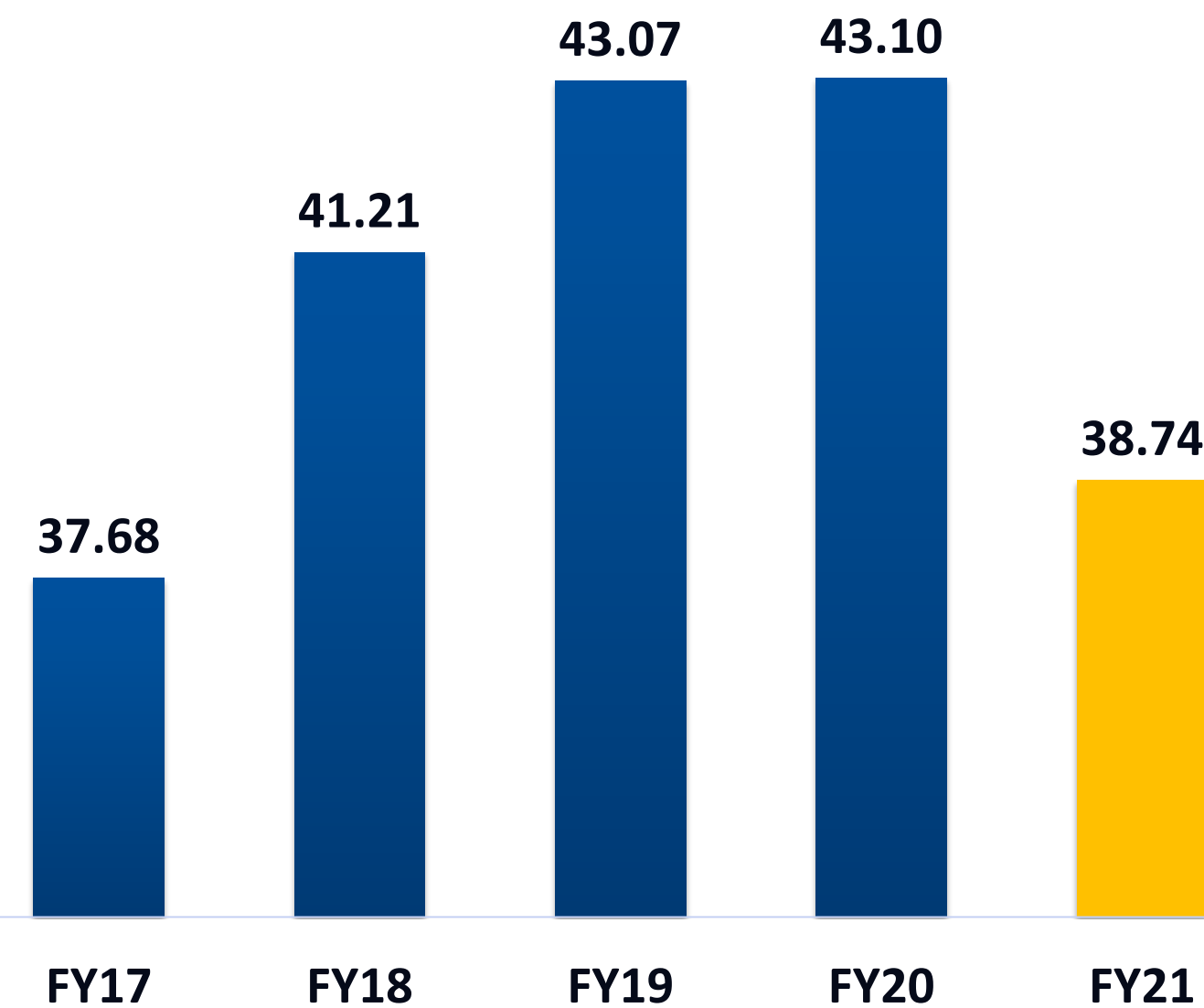
Balanced portfolio with **Strategically located Refineries and Marketing Infrastructure**

# BPCCL 5 Year Key Physical Indicators

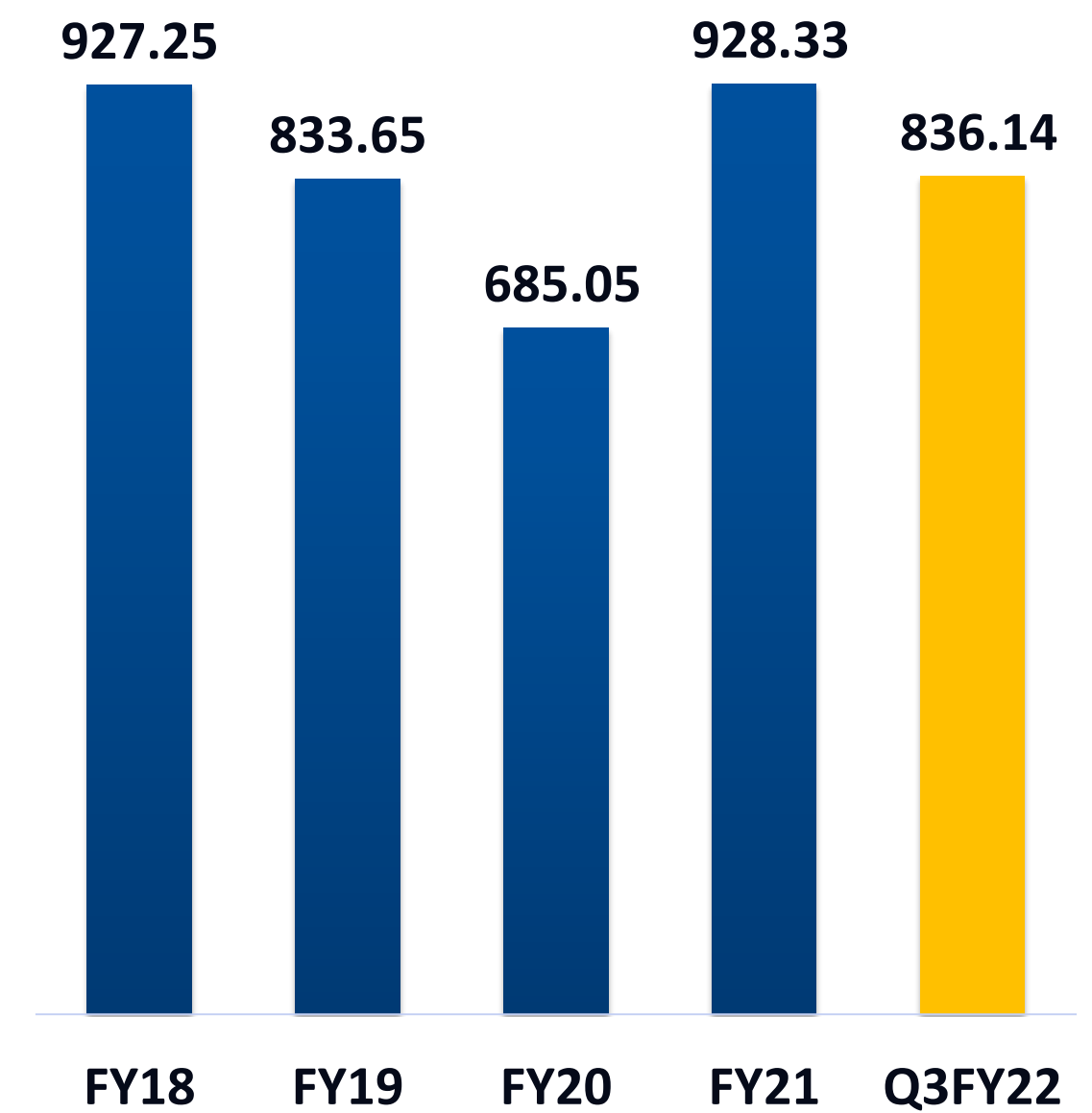
## REFINING CAPACITY (MMT)



## 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

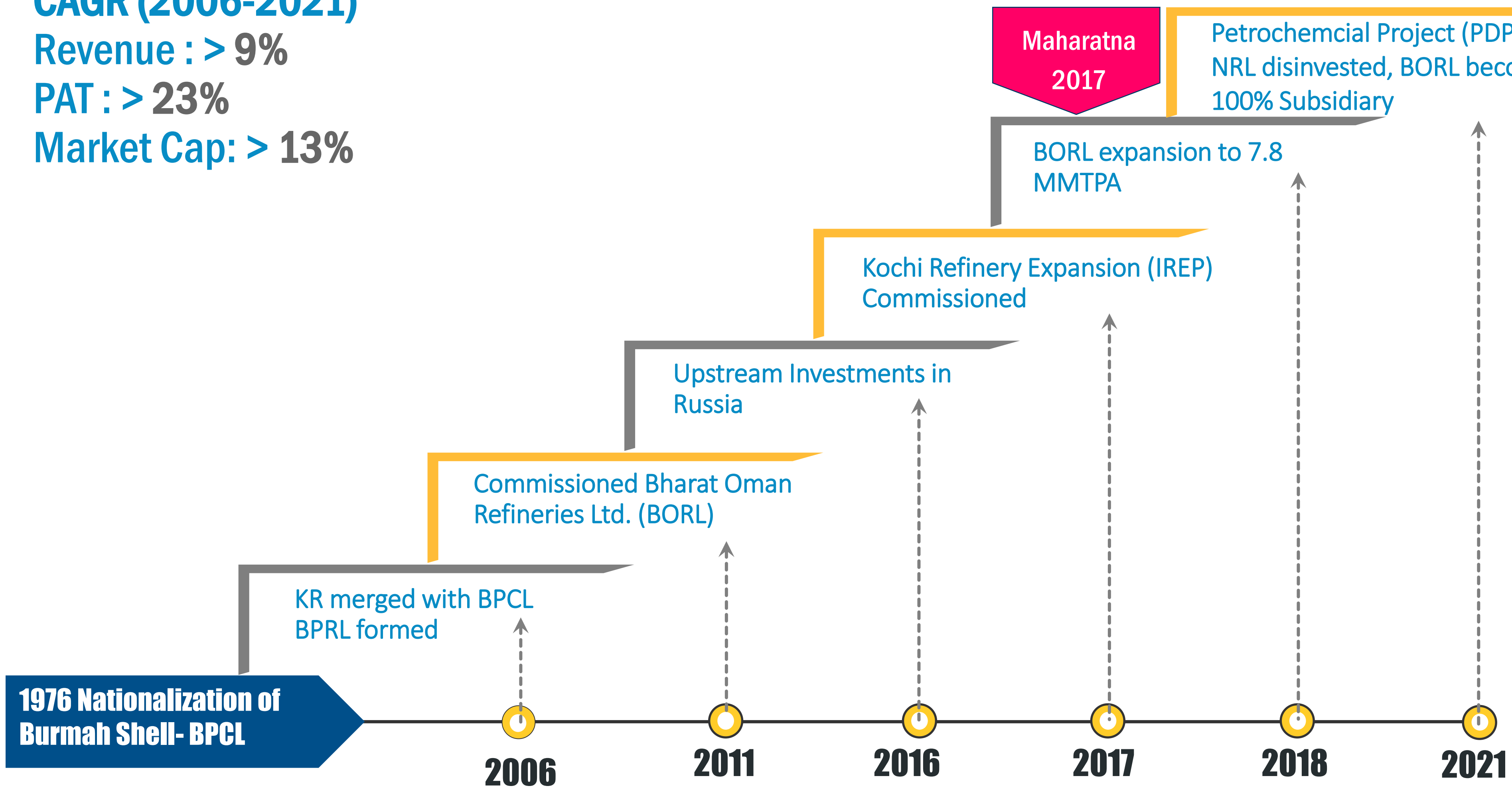
# BPCL Evolution

## CAGR (2006-2021)

Revenue : > 9%

PAT : > 23%

Market Cap: > 13%

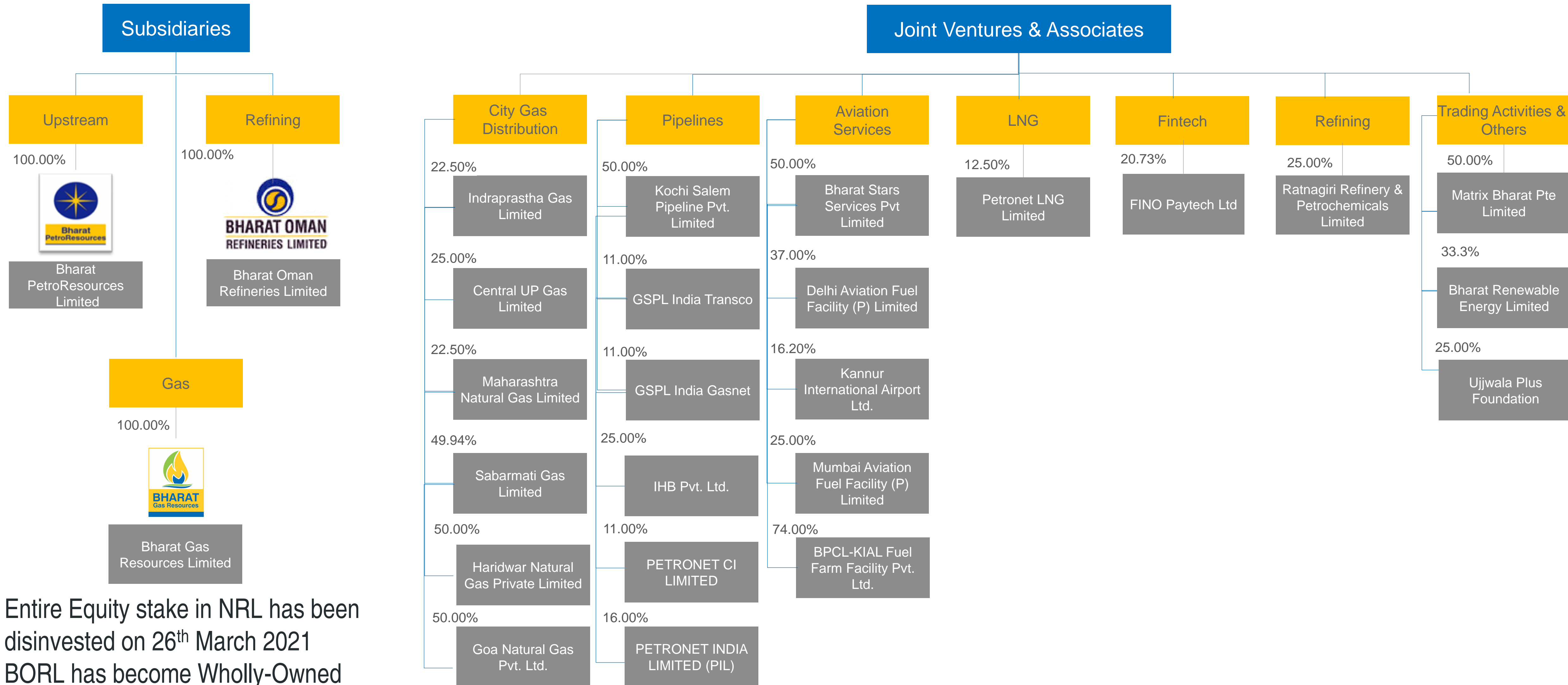


## CONSOLIDATED

REVENUE	PAT*	
(₹ Cr)		
304266	16045	2021
329797	4254	2020
340879	7355	2019
188651	8643	2016
166039	1742	2011
86223	704	2006

\*Incl. Minority Interest

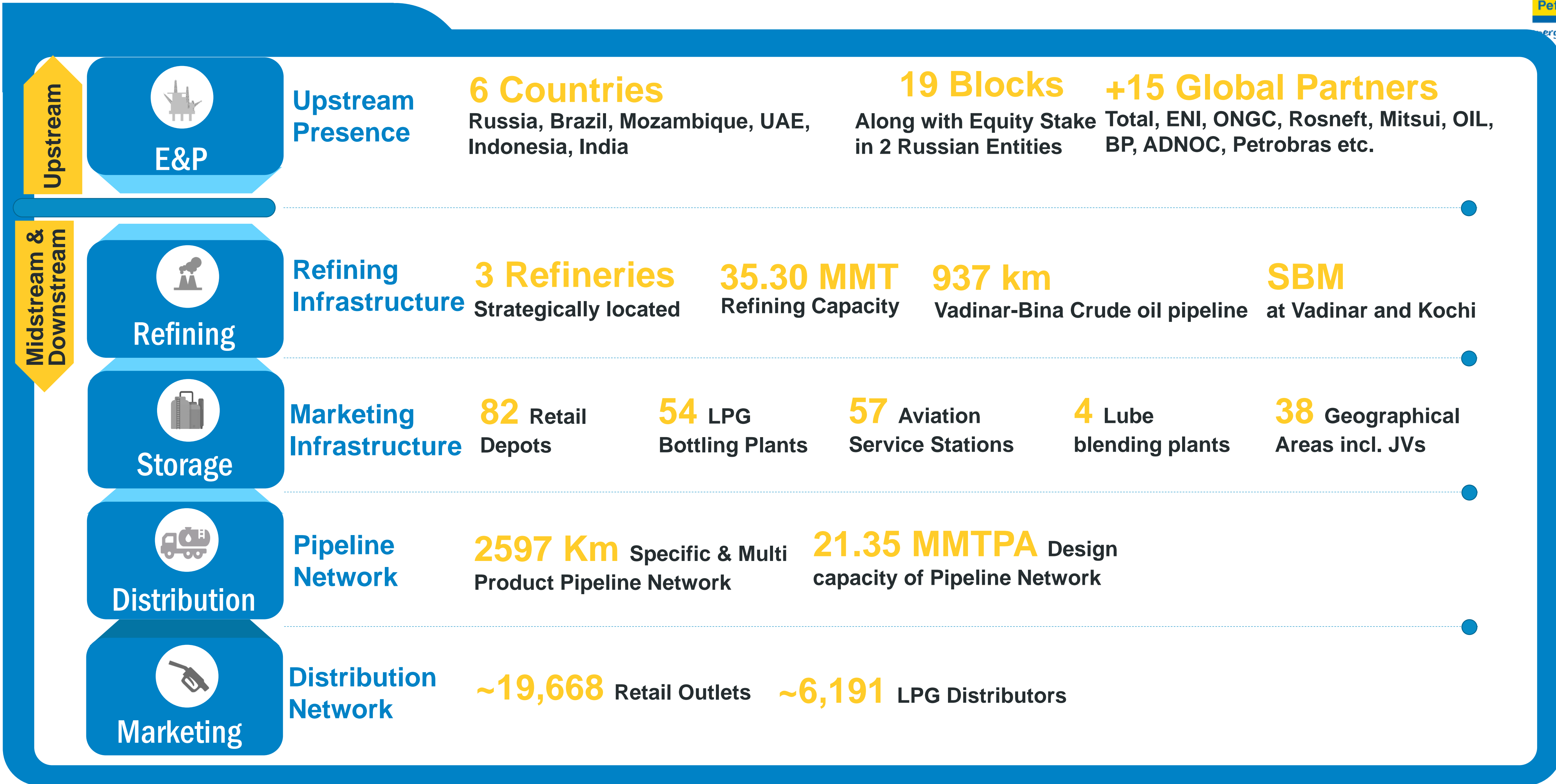
# Major Subsidiaries, JVs & Associates



- 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



**STRATEGIC BUSINESS UNITS** 9

**Subsidiaries & JV** 26

**EMPLOYEES** 8,733

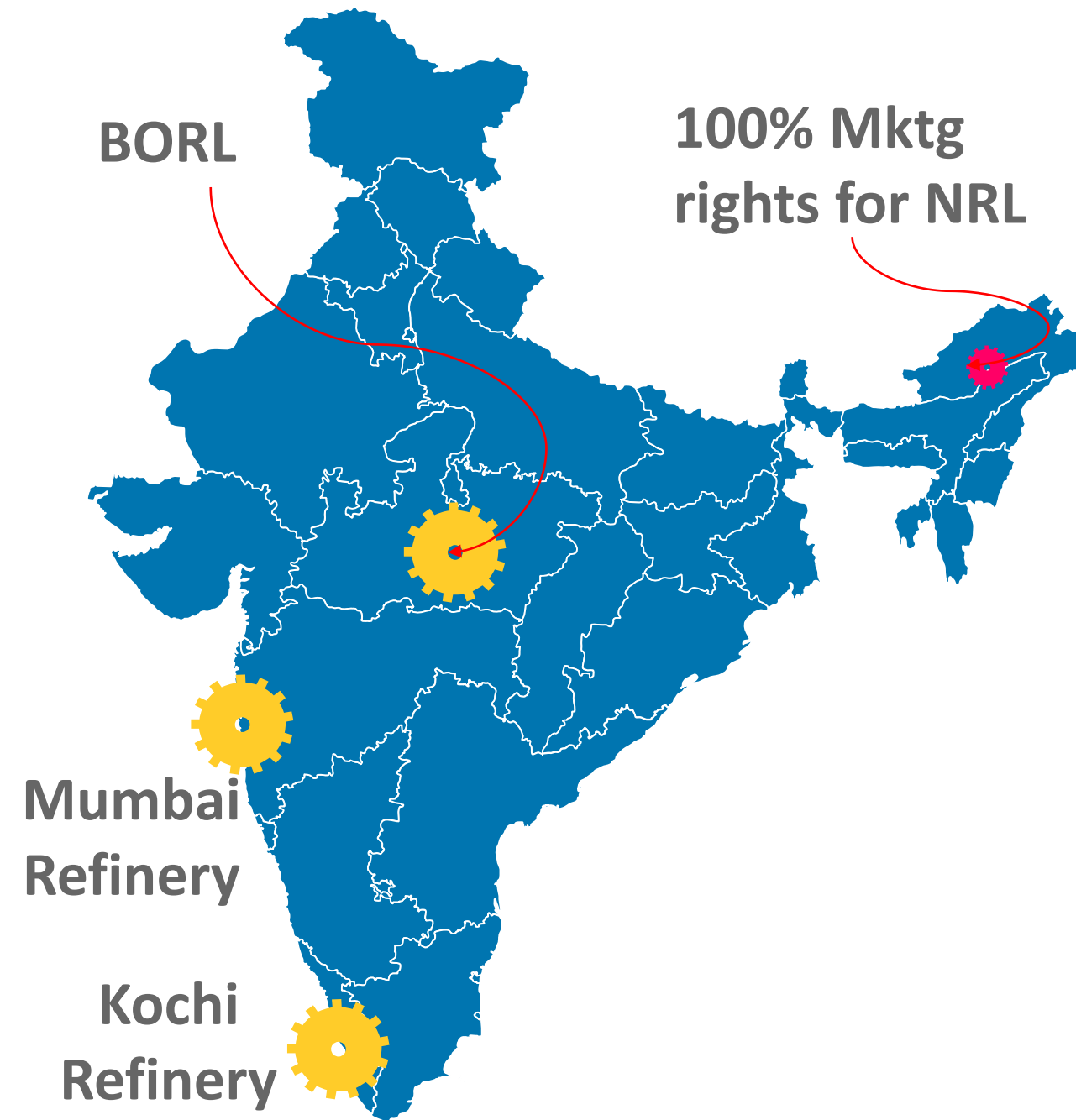
# Diversified Product Offering and Presence Across Value Chain

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>• 26.07% market share<sup>1</sup></li> <li>• ~19,668 retail outlets</li> <li>• 82 depots /installations</li> </ul>	 <ul style="list-style-type: none"> <li>• 26.87% market share<sup>1</sup></li> <li>• Currently over 6191 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>• 20.61% market share<sup>1</sup> in ATF</li> <li>• 57 Aviation service stations</li> </ul>	 <ul style="list-style-type: none"> <li>• 25.41% 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, 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 8.80 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 38 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



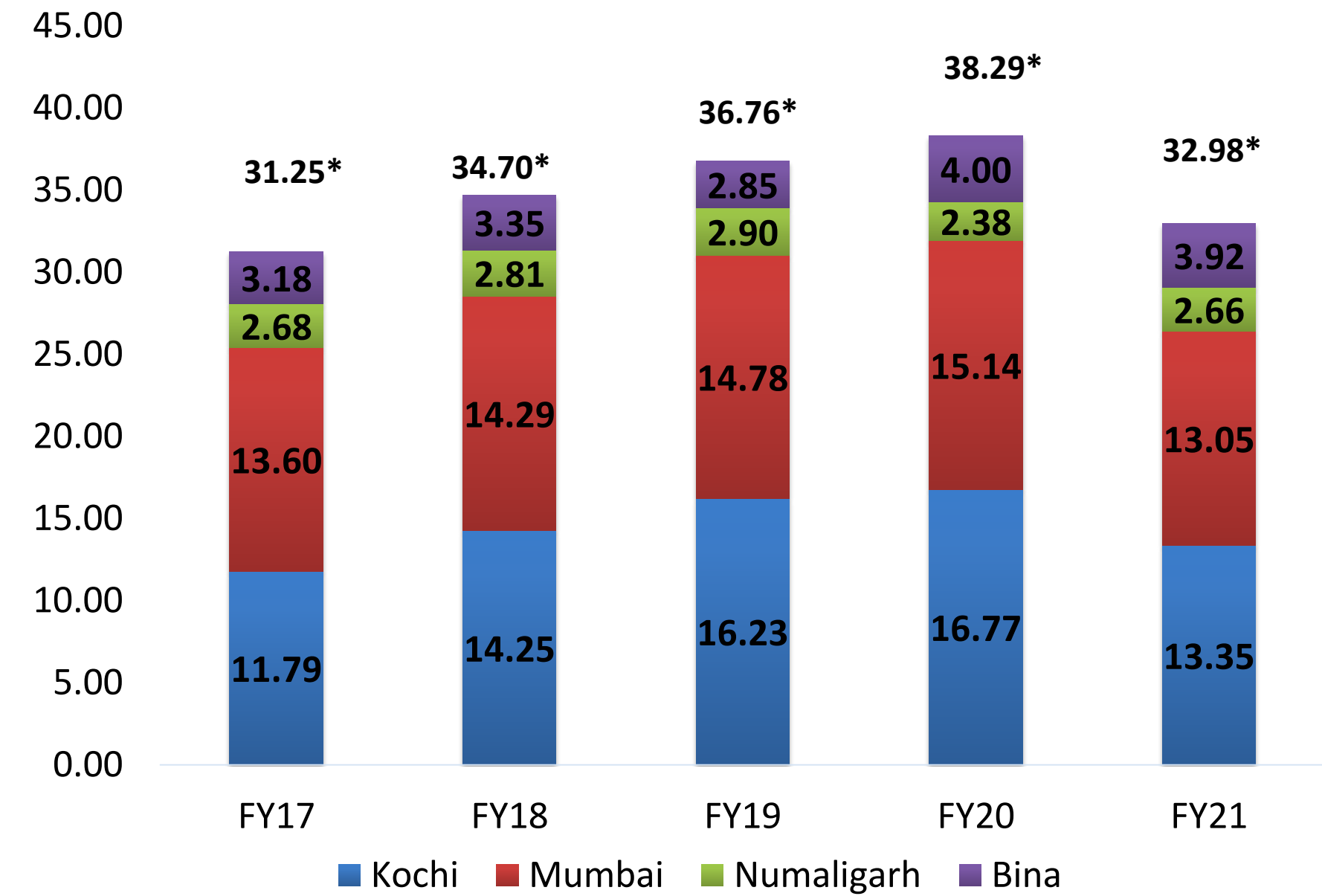
## Installed Capacity

### Refining Capacity



Bina Refinery throughput is considered 63.38% in FY 21  
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 11.25**
- **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



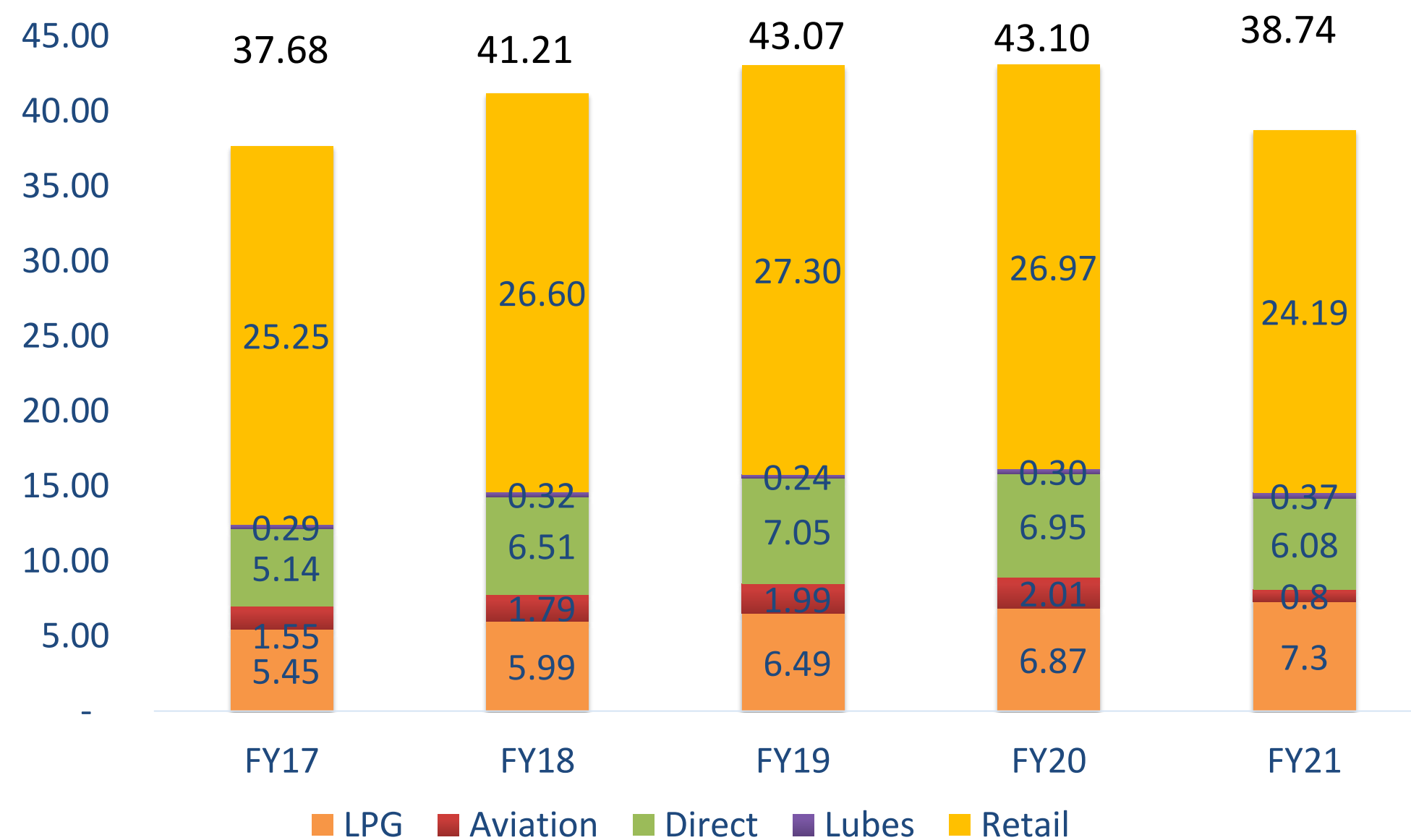
- **API Range: 28 to 60**
- **Hydrocracker**
- **Delayed Coker unit for bottom upgradation**

- **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)

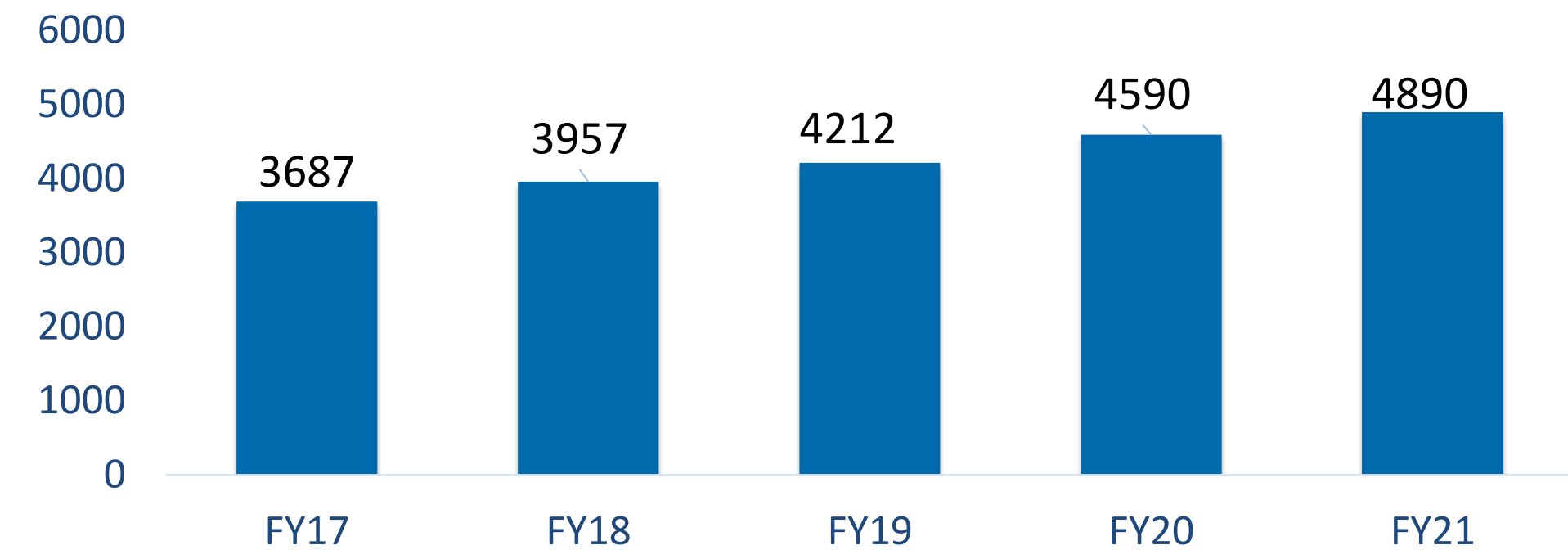


## Retail Market Share MS & HSD\*

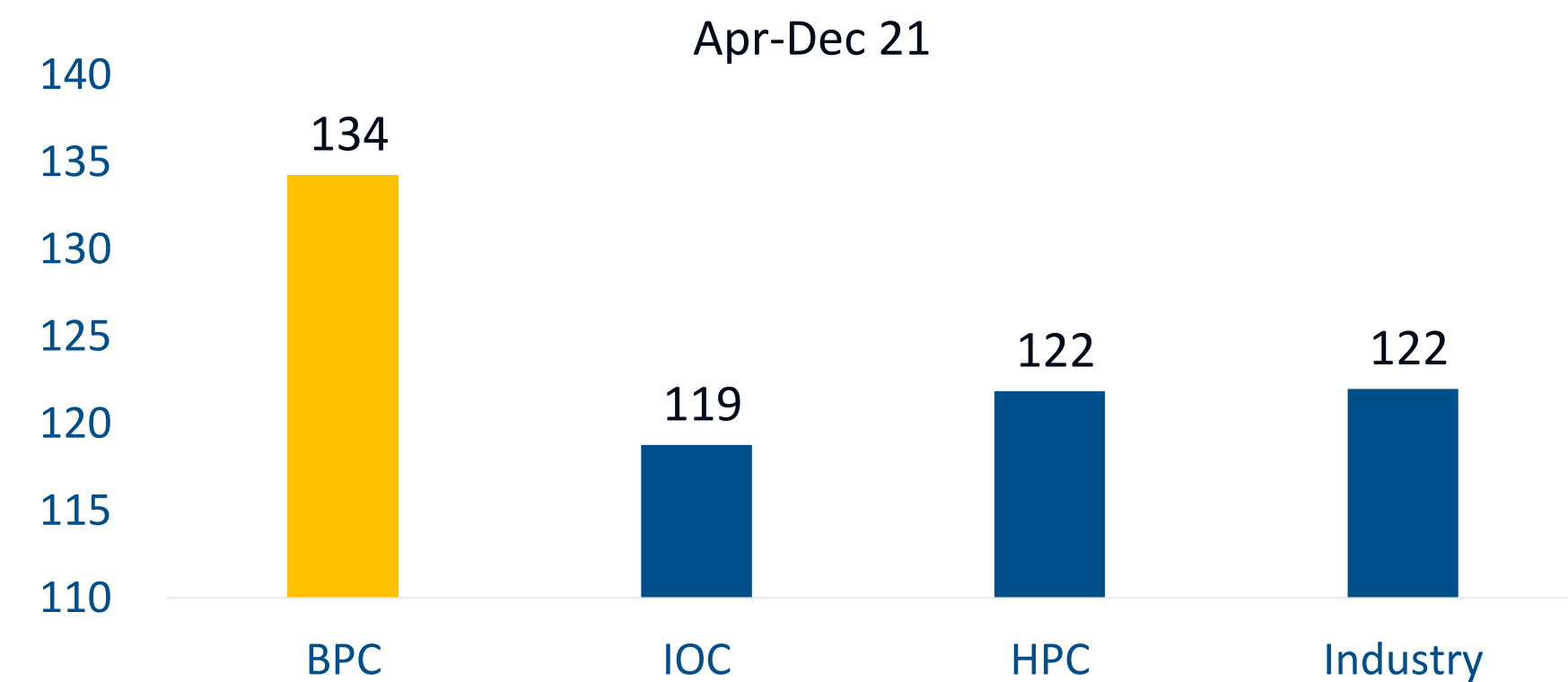
- MS - 28.67%
- HSD- 29.12%

\*Market share is PSU Market share on Apr-Mar 21

## LPG Bottling Capacity (TMTPA)



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

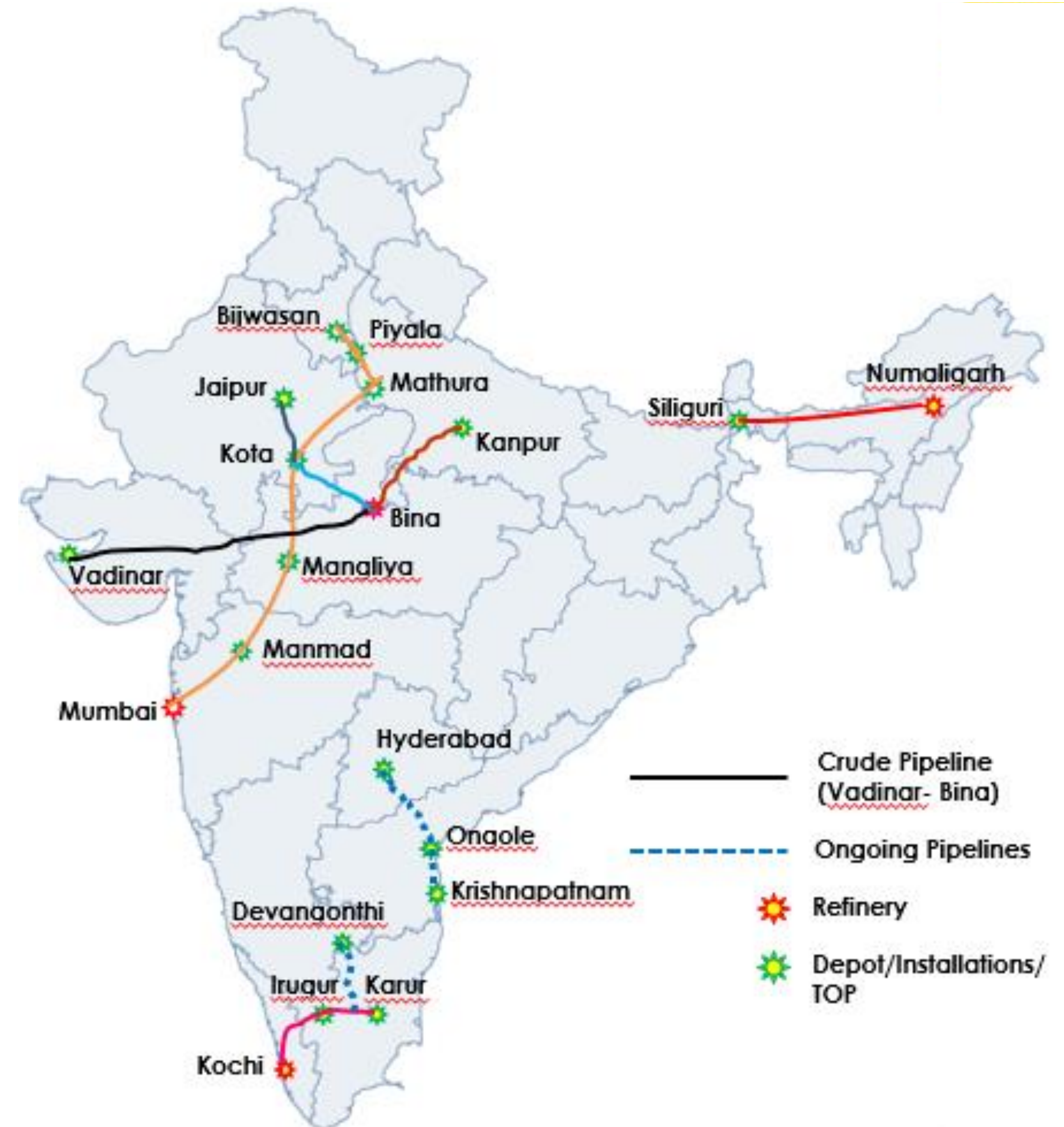


Leading Player with a Diversified product portfolio and a well-established Marketing and Distribution network



# 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



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



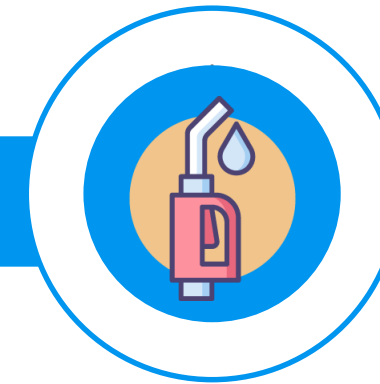
Augmentation of **LPG Cryogenic  
Facilities** at Uran (₹ 12.31 Bn)



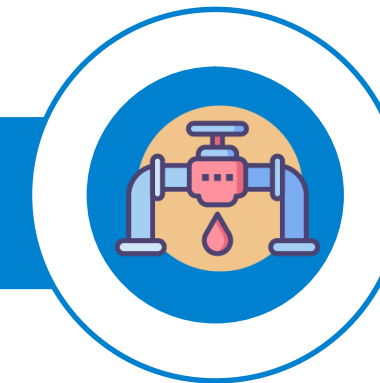
Kochi – Diversification into **Niche  
Petrochemicals PDPP Project-** Acrylic  
Acid, Oxoalcohol, Acrylates  
(₹ 62.85 Bn)  
(Commissioned)



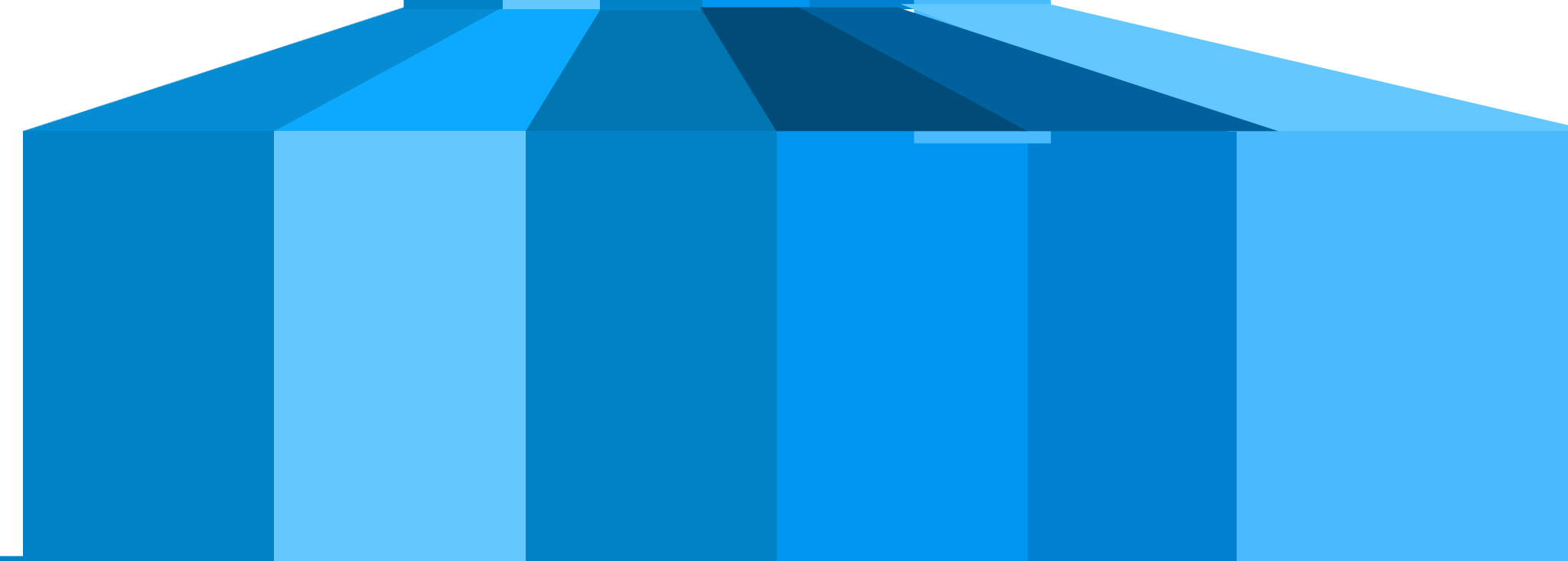
**Retail Infrastructure:** Coastal terminal  
at Krishnapatnam and Jammu  
Installation  
(₹ 12.57 Bn)



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 11 GAs in 9th round and 2 GAs in 10th round of bidding

MARKETING INFRASTRUCTURE



Expansion of marketing infrastructure across all business verticals

PETROCHEMICALS



Petrochemical Project at Kochi

PIPELINES



Cross country LPG pipeline from Kandla to Gorakhpur through a JV

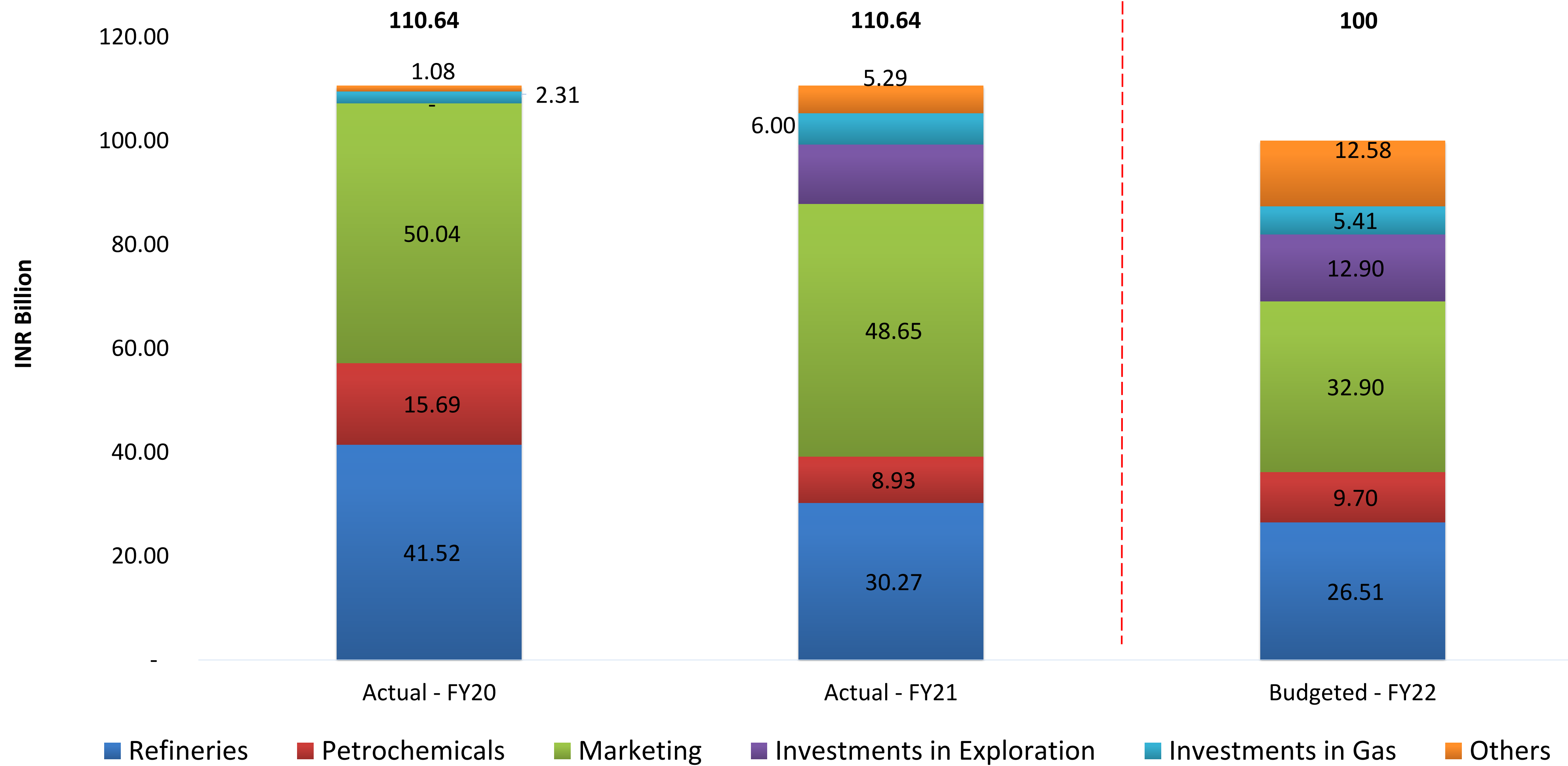
RASAYANI



Marketing Infrastructure & other facilities at Rasayani near Mumbai

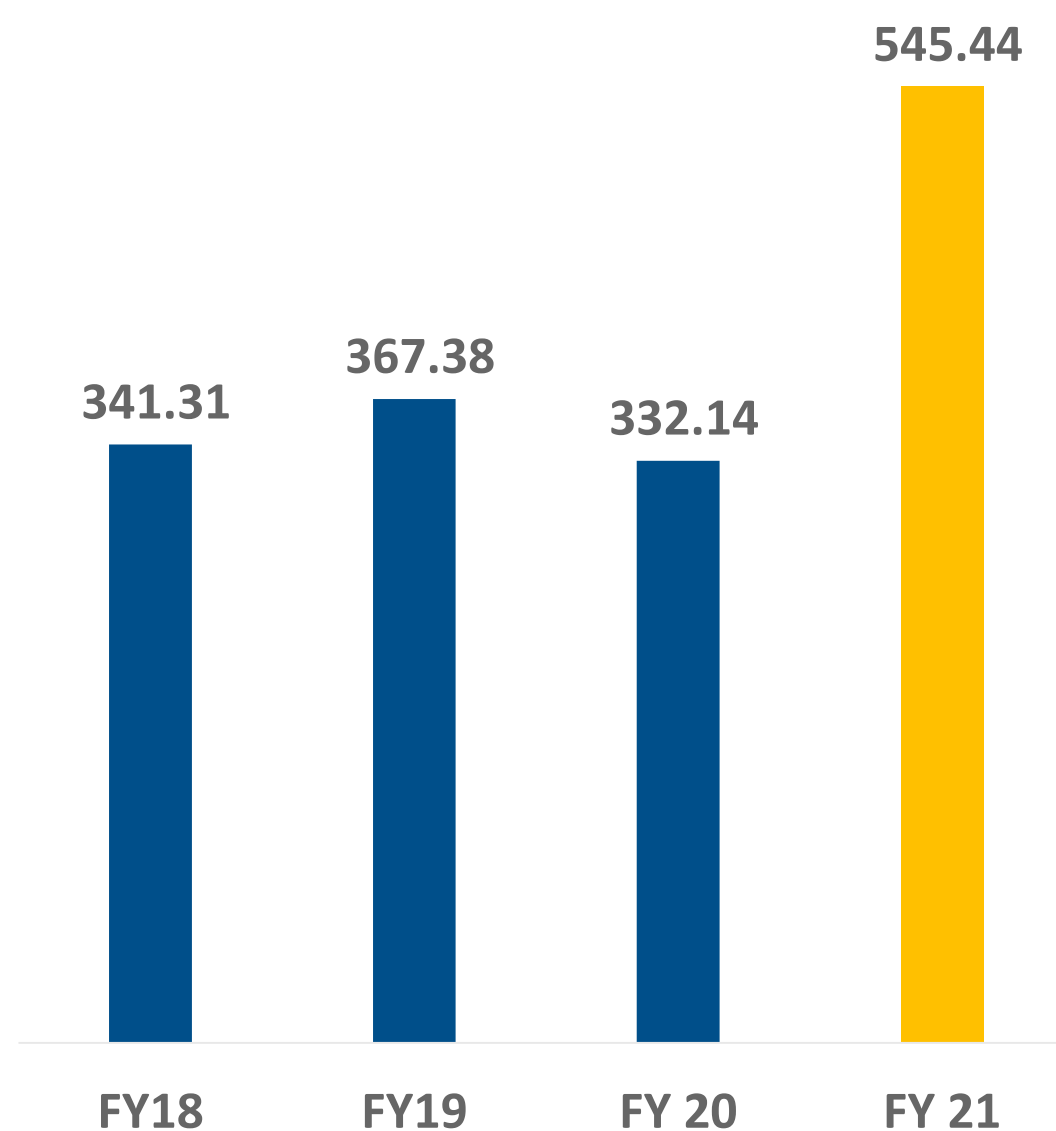
**Capex expenditure of INR 93.46 Bn in Apr-Dec 22 (Incl. investment in Subsidiaries/JVs)**

# CAPEX Strategy

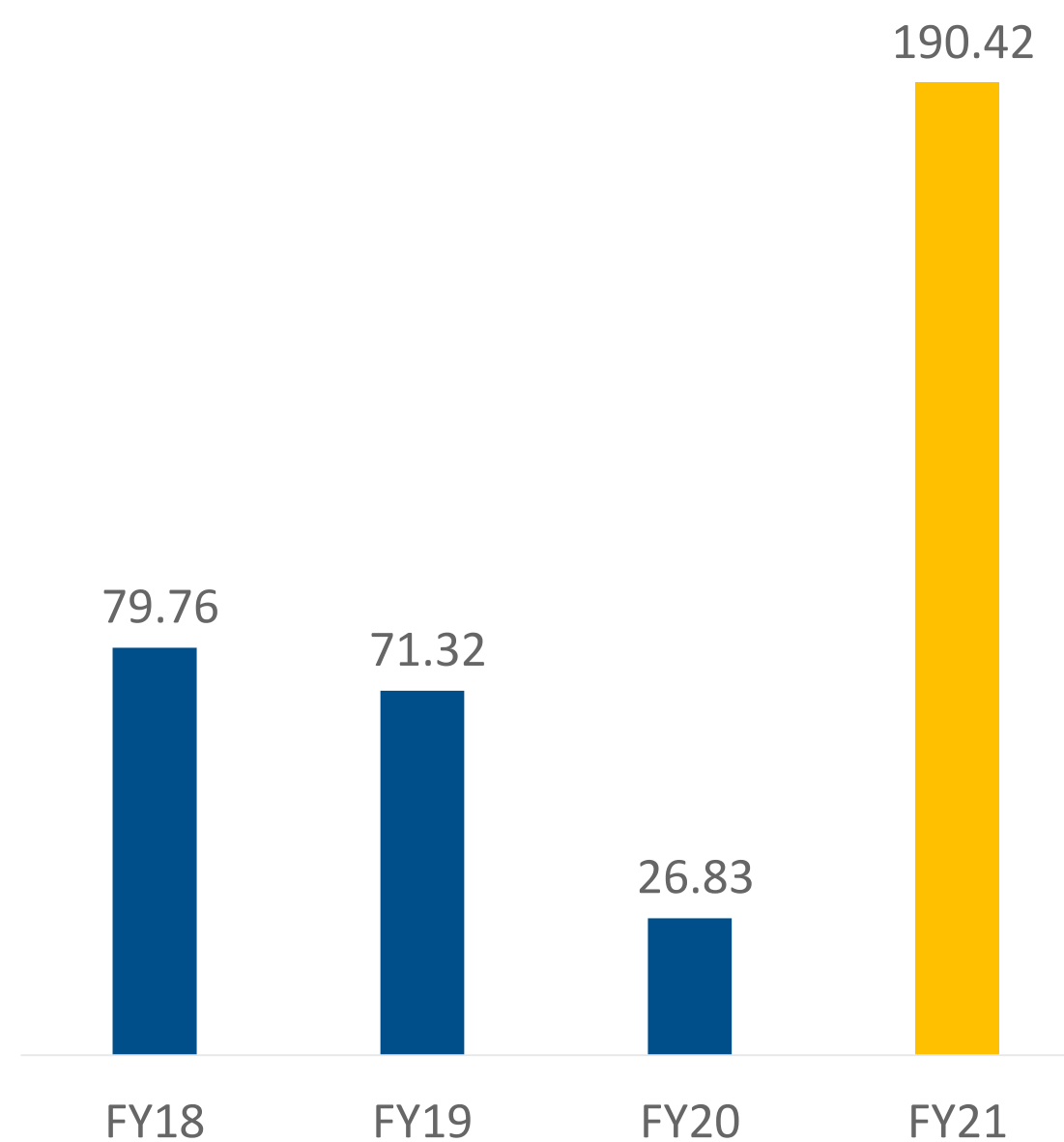


Significant Expansion in Upstream and Downstream business to drive future growth

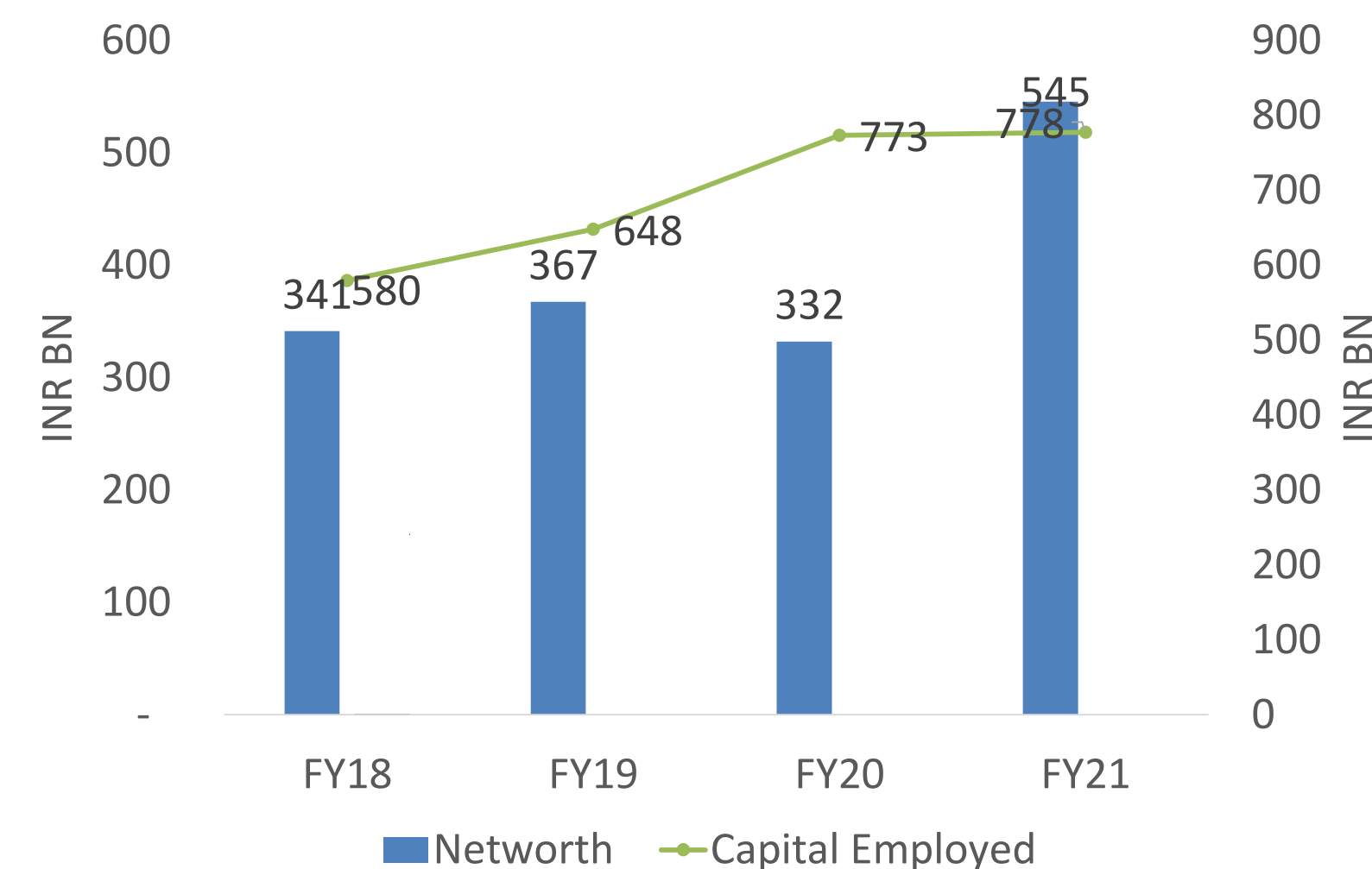
### NET WORTH (INR Billion)



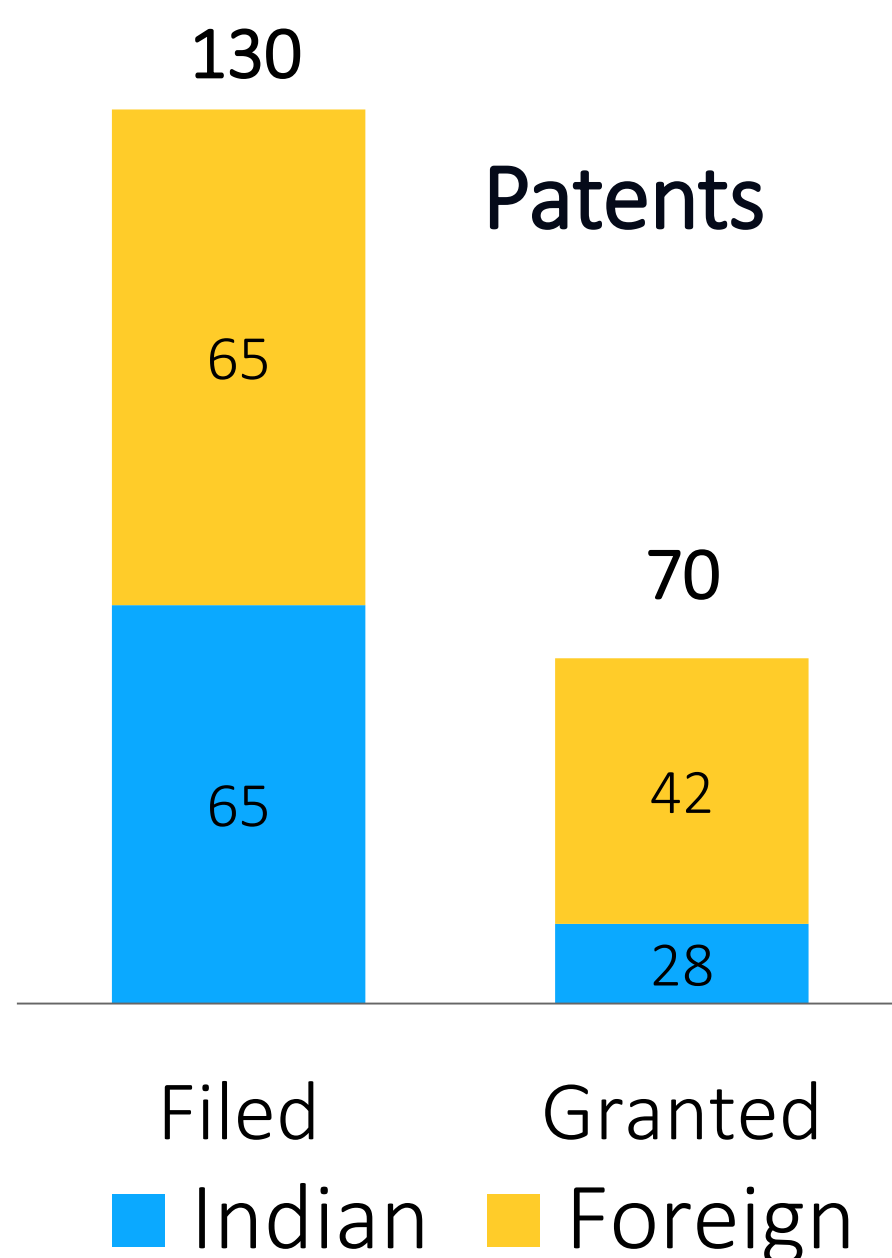
### PROFIT AFTER TAX (INR Billion)



### CAPITAL EMPLOYED (INR Billion)



Financial Ratios	FY19	FY 20	FY 21	Q3 FY 22
Total Debt-Equity	0.79	1.26	0.48	0.50
Net Profit Margin Ratio	2.12	0.82	6.33	2.08
Basic Earnings per Share (Rs.)	36.26	13.64	96.44	11.56



Over 200  
Research Articles

5  
Book Chapters



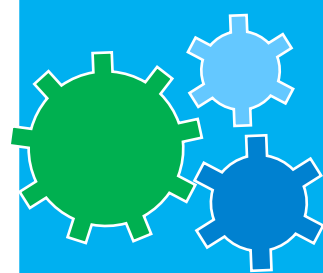
### Operational Excellence

- Crude oil evaluation
- Modeling & Simulation
- Corrosion & fouling
- Advanced analytical support
- Optimal catalyst selection
- Solar Energy



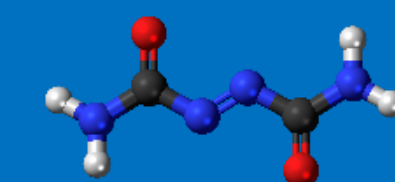
### Cost efficient and Innovative Products

- K Model
- BPMARRK®
- WDP
- BMCG 2<sup>nd</sup> 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
- H<sub>2</sub> 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



## 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.



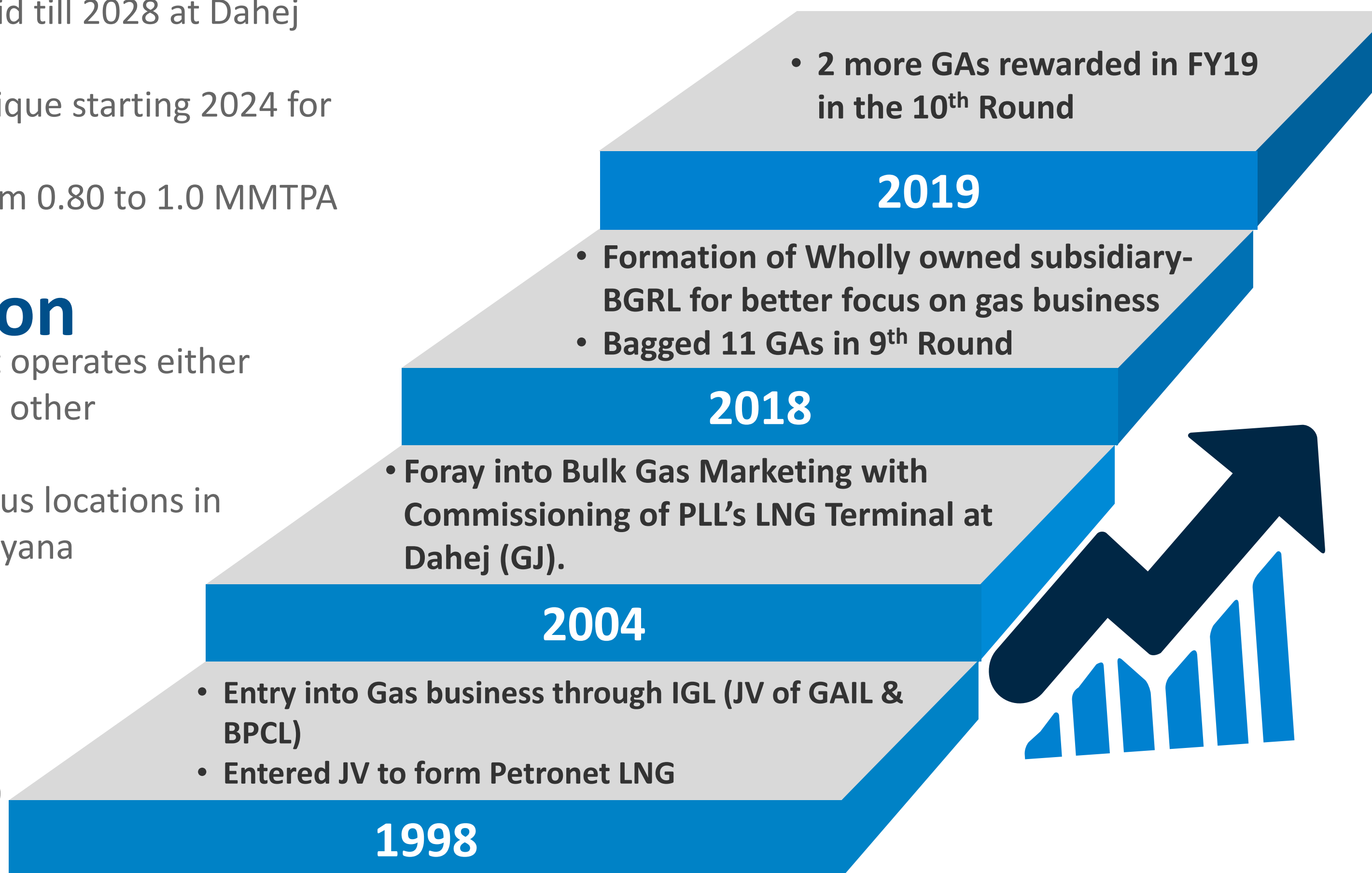
## City Gas Distribution

- 38 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

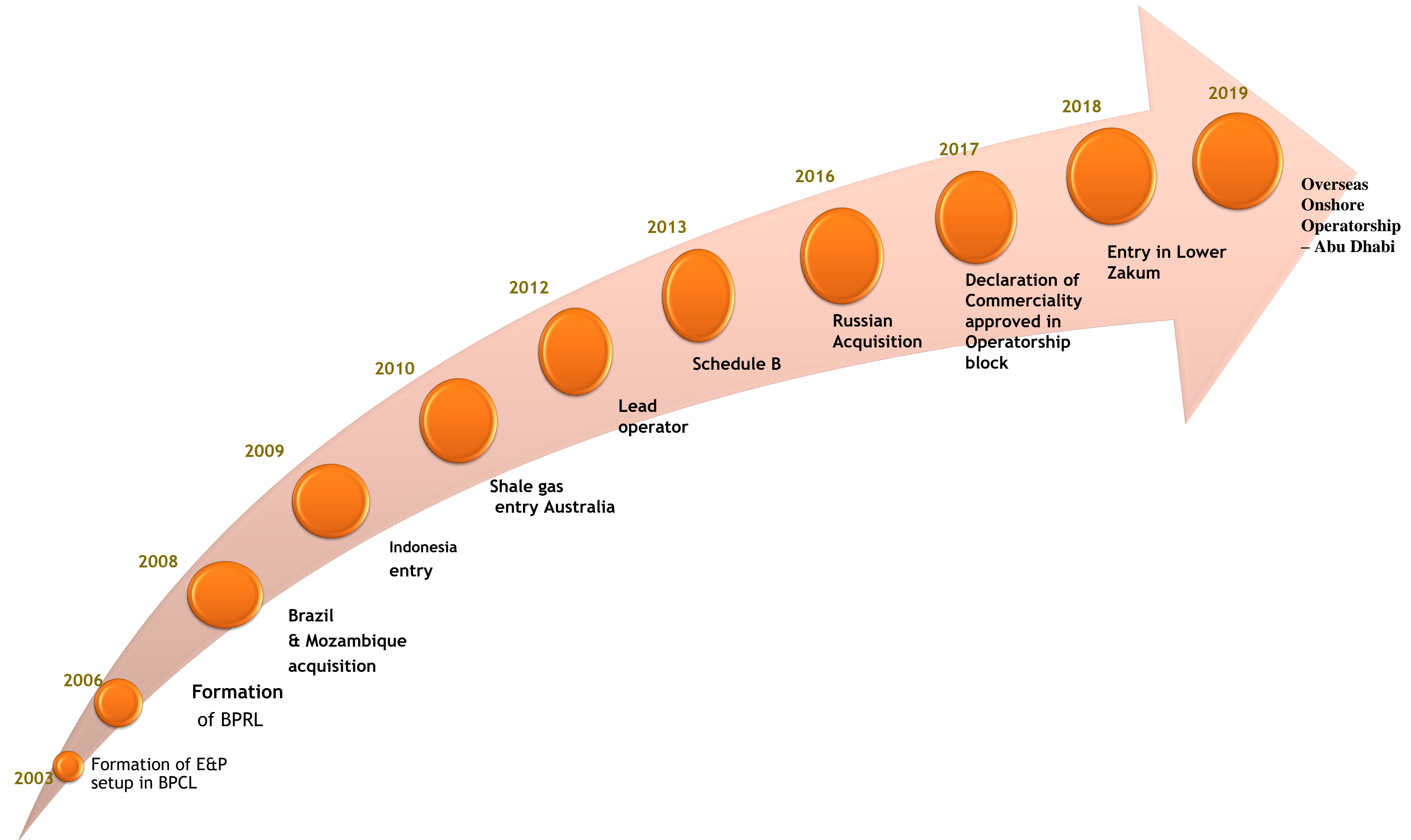


## Completed Project

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



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

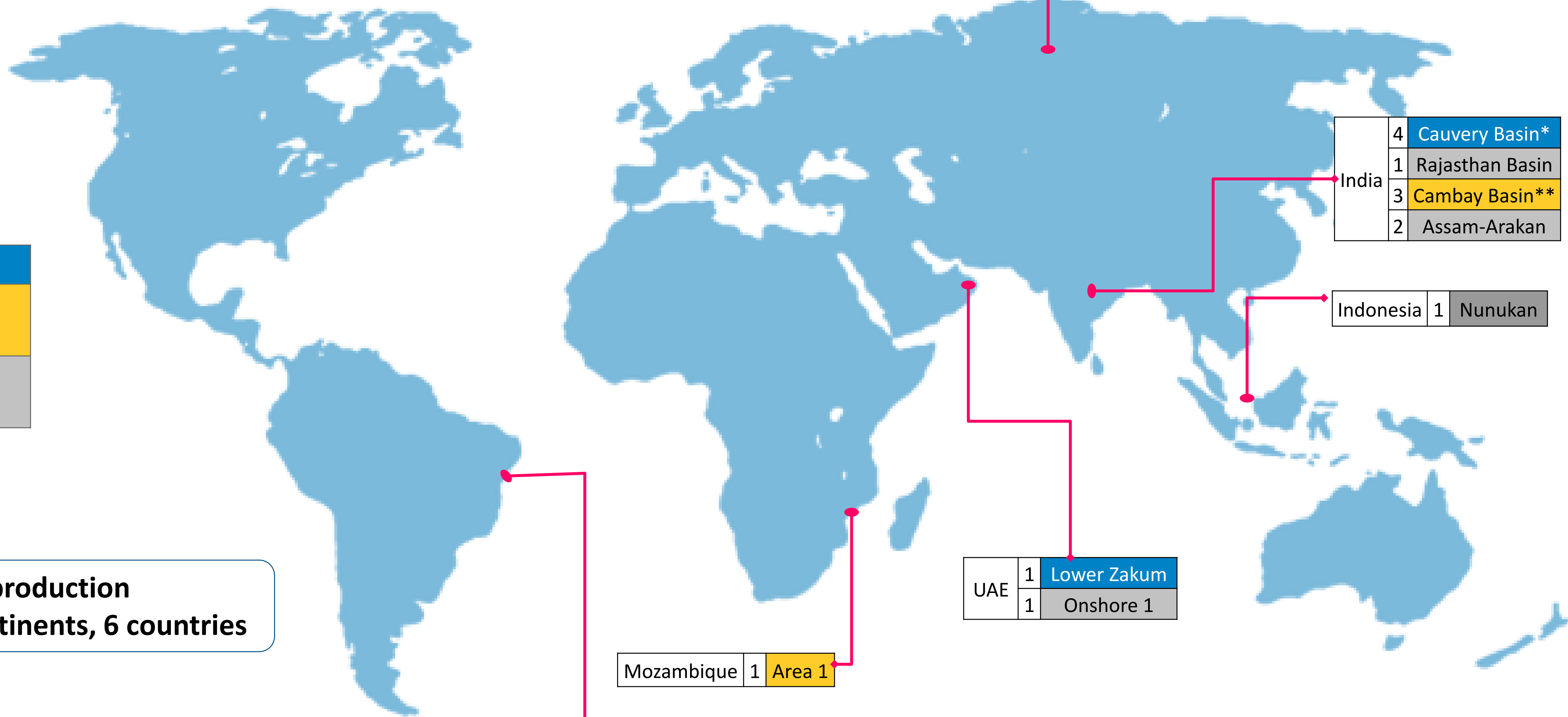




# Upstream - Global Spread

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
-----------	---	---------

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

~**1.75 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!



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\*

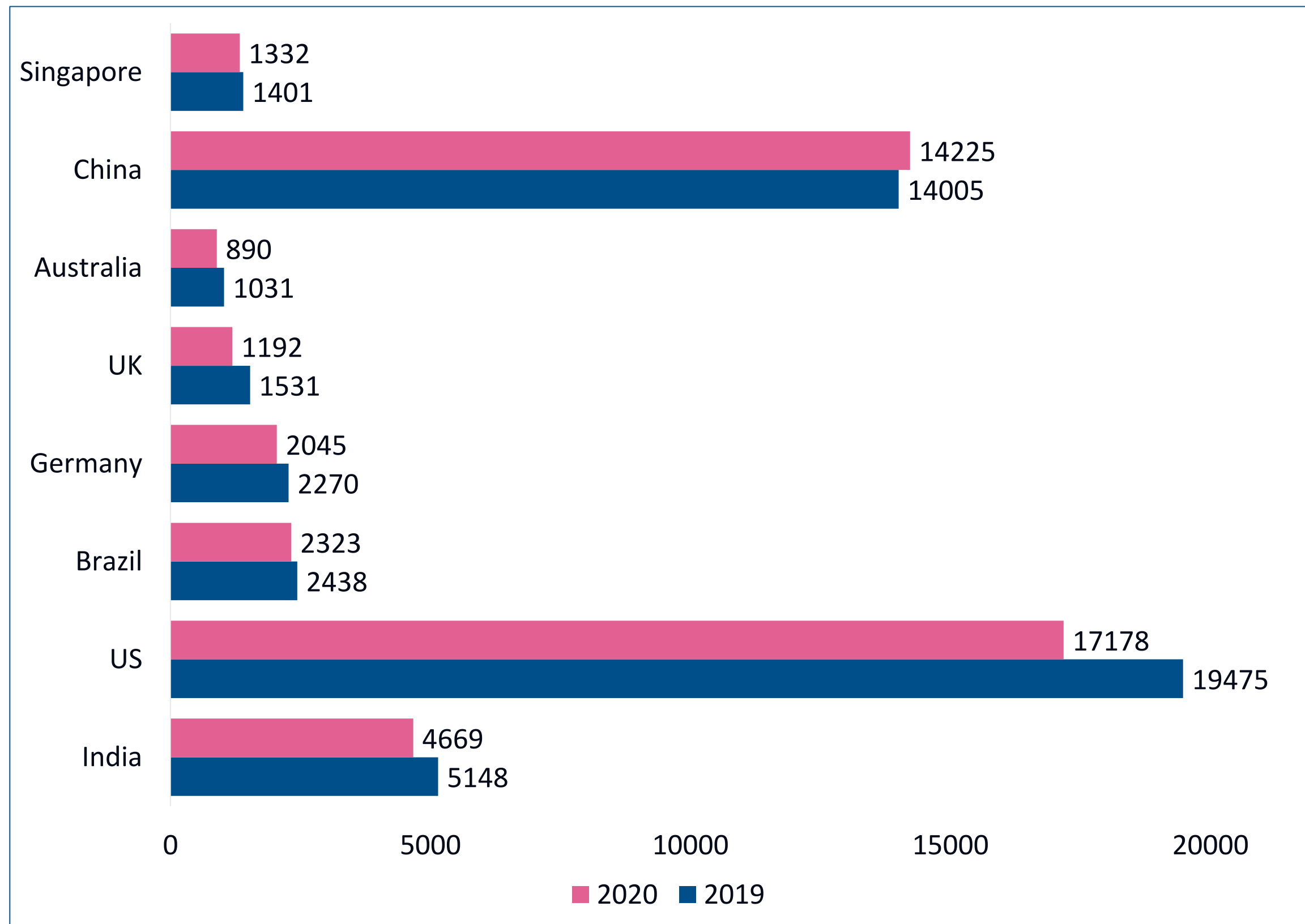
## Thank you!

# 3. Industry Overview

# India – Attractive Industry Dynamics

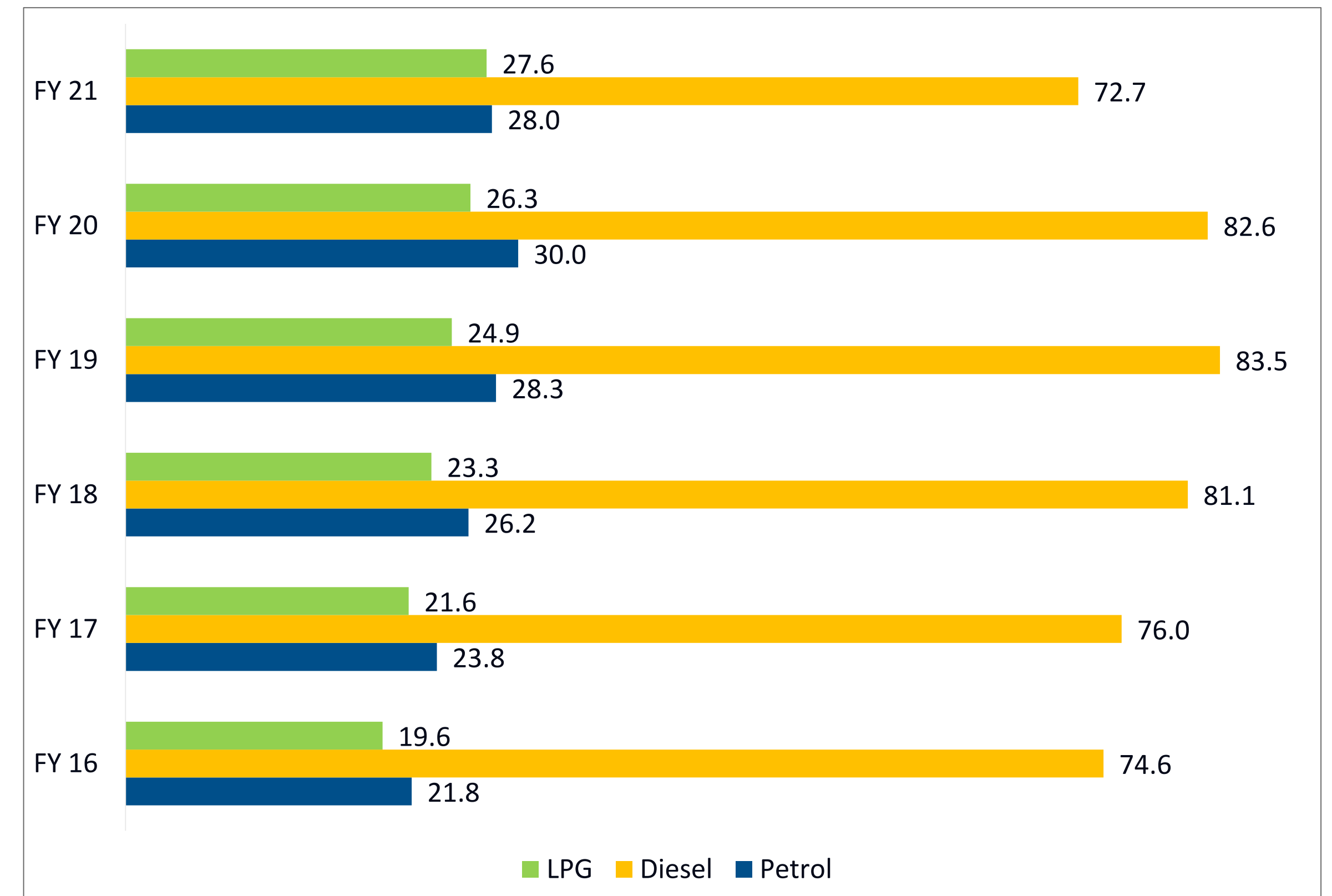
Significant potential for domestic O&G companies given low per-capita oil consumption

**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