



INDUSTRIAL AND COMMERCIAL

The Industrial & Commercial (I&C) SBU at BPCL is the dedicated Business to Business (B2B) arm, serving over 7.32 MMT of fuel and petrochemical products to a diverse industrial clientele of 8,000+ customers across sectors such as the Army, Cement, Power, Railways and Petrochemicals.

Key Highlights

7,320 TMT

Sales in FY 2024-25
(Highest-ever Till Date)

137 TMT

Export/Import Portfolio Built as
of March 31, 2025

- ⦿ Commissioned TFM at 5 Railway Consumer Depots (RCDS) and 47 new consumer pumps, with a total volume potential of 122 TMTPA.
- ⦿ Successfully launched the industry's first biofuel High Flash High-Speed Diesel (HFHSD) bunker in Mumbai.
- ⦿ Developed Environmental protection agency (EPA-Grade) HSD and presented it for trials to major OEMs.
- ⦿ Executed multi-modal packed bitumen rake transport from Kochi refinery to dhobi bitumen depot.
- ⦿ MoA signed with the Indian army for scattered tankage of 400 KL in J&K.
- ⦿ MoA signed with the Indian army for scattered tankage of 320 TKL in Sikkim.
- ⦿ 55 depots bagged from Rajasthan State Road Transport Corporation (RSRTC) and Uttar Pradesh State Road Transport Corporation (UPSRTC) with a potential of 167TKL HSD.
- ⦿ Signed MoU with Mumbai port authority (MBPA) and Mumbai port sustainability foundation (MPSF) to develop a green fuel ecosystem in Mumbai.