

Bharat Petroleum Corporation Limited

Investor Presentation

July 2026



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Overview**



SECTION 1

Corporate Overview



NURTURING THE CORE, FUTURE BIG BETS, MOVING TOWARDS NET-ZERO, DELIVERING SHAREHOLDER RETURNS



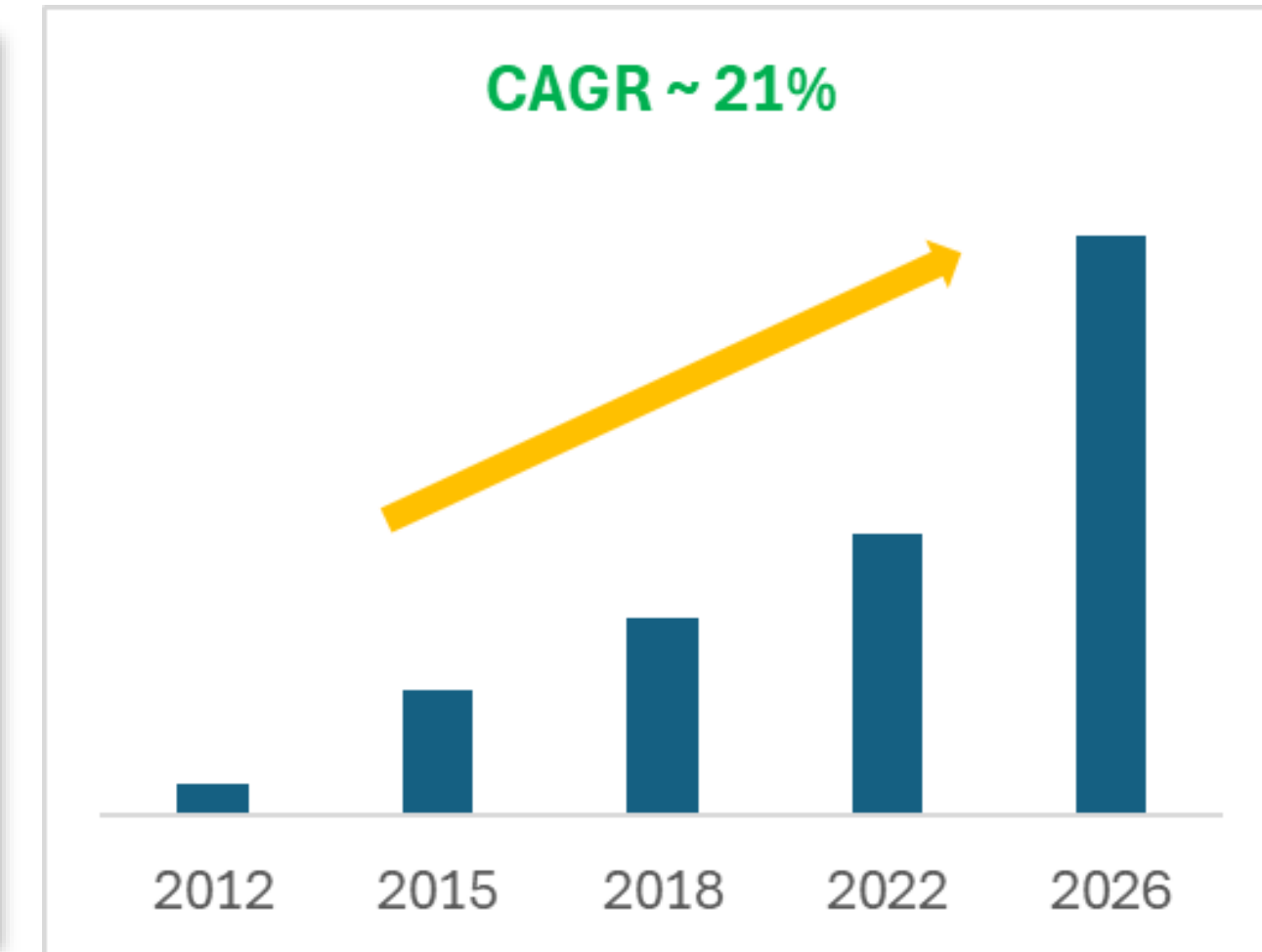
Best-in-class refining
assets and operational
performance



Strong retail assets and
pioneer in marketing
initiatives



Big bets on gas,
petrochemicals &
green energy



Sustained growth
in profit

Fueling the next wave of growth with a major investment push as part of “Project Aspire”

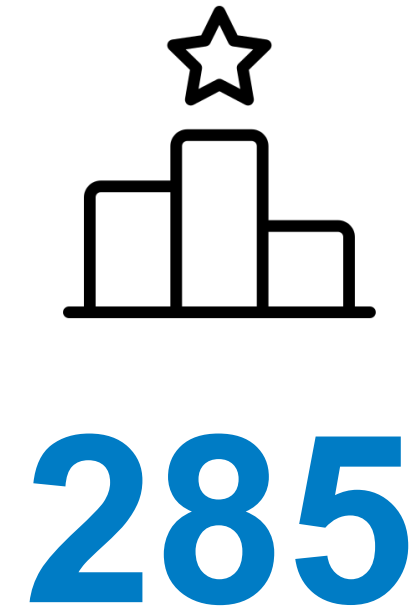
Enabled by prudent capital allocation and disciplined project execution

Introduction

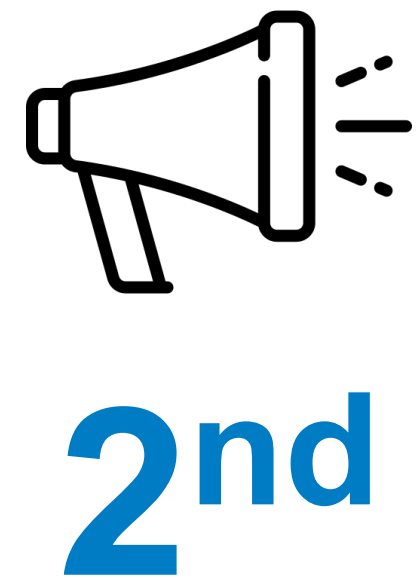
Conferred with “Maharatna”* status by GoI in 2017



India's 8th largest company by turnover in 2025 with revenue of ₹ 4.4 Lakh Cr \$



285 ranking on Fortune 500 – 2025 global list



India's 2nd largest Oil Marketing Company with domestic sales volume of ~54.2 MMT and market share of 27.27%# during FY26



India's 3rd largest Refining Capacity (about 14% of India's refining capacity in 2025)



Recipient of **SCOPE Eminence Award Awards 2022-23** in August 2025

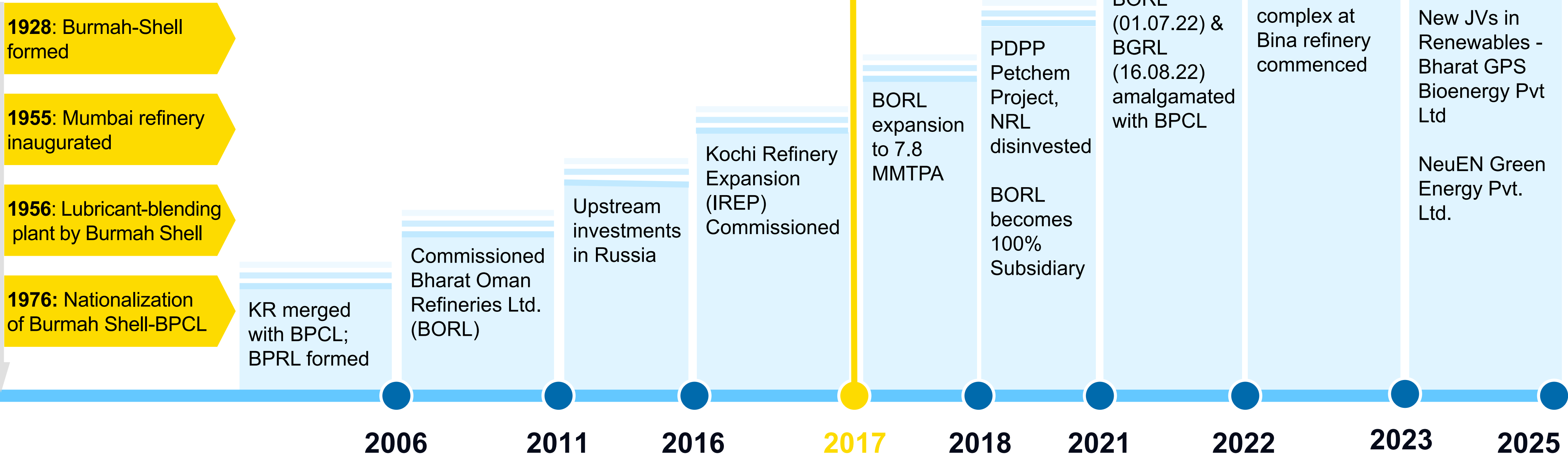


Gold Award for overall digital transformation at FICCI Industry 4.0

Our Journey



Our History



Consistent growth in the last 15 years

Consolidated

Revenue

PAT

₹ Cr

5,22,820

25,843

2026

9.5%

26%

CAGR
(2012-2026)

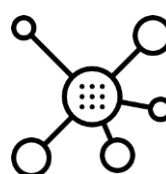
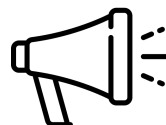
1,33,749

781

2012

Asset Portfolio



Refining & Petrochemicals		Assets	3 Refineries Strategically located		35.3 MMT Refining Capacity		0.83 MMT Petrochemicals capacity				
Storage		Infrastructure	81 Retail Depots		57 LPG Bottling Plants		5 Lube blending plants				
Distribution		Pipeline Network	3,962 km (including 937 km Vadinar Bina Crude Pipeline) Specific & Multi Product Pipeline Network including Crude Pipelines				31.3 MMTPA Design capacity of Pipeline Network				
Marketing		Customer access	25,485 Retail Outlets	6,279 LPG Distributors	2,625 CNG outlets	52 Gas GAs including JVs	8k+ Industrial Customers	79* Aviation Service Stations			
Upstream		Presence	6 Countries Russia, Brazil, Mozambique, UAE, Indonesia, India		15 Blocks Along with Equity Stake in 2 Russian Entities		12+ Global Partners Total Energies, ONGC, Rosneft, Mitsui, OIL, BP, ADNOC, Petrobras etc.				
Green Energy		Assets	451 MW 251 MW operational, 200 MW under construction	5 MW Green hydrogen plant in Bina refinery	26 CBG plants planned in near term		200 KLPD 1G+2G 100 KLPD each Bioethanol plants in Bargarh, Orissa				
Digital		Customer Touchpoint	Hello BPCL Smartfleet Avg. 31 Lacs transactions monthly ~ Rs. 5000 Cr		Ufill - Avg. 1 Cr monthly Transactions worth Rs. 400 Cr		Urja AI Chatbot Avg. 50k interactions per day – 9.5+ Lakh unique users per month.				
			SBUs		9	SUBSIDIARIES & JV		28	EMPLOYEES		9,443

Major Subsidiaries, JVs & Associates



Our CSR Initiatives



~₹ 1926 Crores spent in last 12 years (FY15-26)



Health and Sanitation



Education



Skill Development



Community
(Rural and Slum development)



Environmental Sustainability

Beneficiaries

108.8L+

6.6L+

45.5K+

31L+

18L+

H
I
G
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- **70k+ beneficiaries** screened across **700 cancer camps**
- **2.5L+ beneficiaries** screened on anemia/ related interventions.
- **2.2L+ patients across 13 locations** treated by Life-line Express (Hospital on Wheels)
- **Providing breakfast to 3L+ students** in 176 schools
- Creating infrastructure & providing equipment for healthcare

- **Project Akshar:** Enhancing learning in language, science, mathematics, **4L+ children impacted**
- Setting up **smart classrooms** in 4 states
- Establishing space labs in 75 schools in 18 states & 1UT.
- **1000+ students** benefit from Multiple **Scholarship Programs**

- **Skill Development Institutes:** Kochi, Ahmedabad, Guwahati, Raebareli, Vizag & Bhubaneswar
- Skilling programs with focus on **women and youth** at Varanasi, Sagar & Howrah
- Project Pragati- empowering 10,000 mechanics
- Supported **set-up of ITI** in Nagapattinam, Tamil Nadu

- **1050+ Solar lights** in various parts of the country
- **2.7L+ beneficiaries** of integrated development activities in **Gadchiroli**, Maharashtra, including **water harvesting, school libraries**
- **Sports scholarships** for over 200 sportspersons

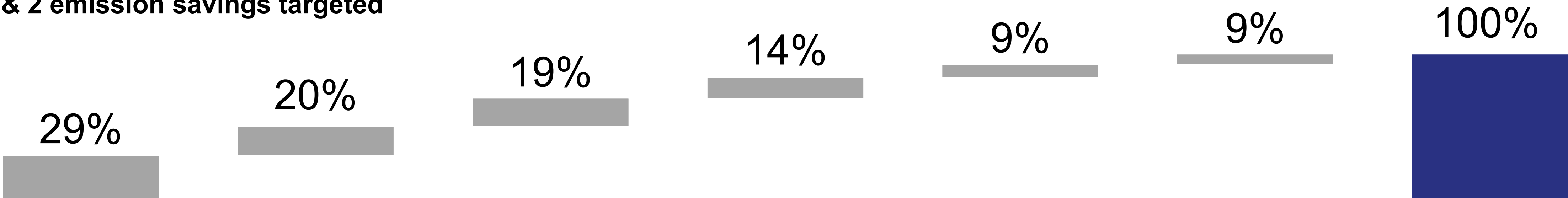
- **6 lakh+ seed bombings** and **1.5 lakh+ trees** planted.
- **252 Villages** transformed to **‘water-positive’** status under **Project Boond**
- Desiltation of **74 Malgujari tanks** to enhance water storage capacity of 37.913 Mcft.

BPCL Net Zero Roadmap



Our target is to achieve Scope 1 and Scope 2 net-zero emissions by 2040

% Scope 1 & 2 emission savings targeted*



	Bio-CNG	Renewable Energy	CCUS	Green Hydrogen	Energy Efficiency	Offsets	Total
Actions Undertaken / in-progress	BPCL is setting up 26 CBG plants through direct investment/JV partnerships. Commissioned 5.6 TPD CBG plant at Kochi Refinery	251 MW operational, 200 MW under construction	15 TPD CO₂ capture demonstration unit is being established at Bina Refinery in collaboration with M/s UrjaNovaC.	Commissioned 5 MW electrolyser with a production capacity of 2.1 TPD of green hydrogen at Bina Refinery.	Specific Energy Consumption (MBN): Mumbai (60.9), Kochi (63.8) and Bina (62.8) refineries in 2025-26	Offsets are needed for hard to abate sector emissions which remain due to operational constraints	
	6 Plants currently under construction (~ 40 TPD combined capacity)	More than 19000 Retail Outlets solarized		200 Nm³/hr green hydrogen refueling station near Kochi Airport commissioned.	100 % Energy Efficient Lighting (EEL) across BPCL implemented		
	Approx. 10-12 plants will be setup through direct investment and 14-16 plants through JV partnerships.	Dealer subsidies to incentivise solarization	Developing cost-effective novel energy-efficient processes like adsorption based simulated moving bed and absorption based Hi-Gee Rotating Packed concept.	Won bid under SIGHT scheme for 2KTPA of green hydrogen under biomass pathway at ₹ 30/ kg subsidy.	Achieved GHG emission reduction of 1,20 TMTCO ₂ e through 31 ENCON initiatives across refineries in 24-25	Purchase offsets based on internal targets for Balance Quantity of Emissions	
	JV agreement signed with GPS Renewables to setup CBG plants.	Entered into JV with M/s Sembcorp Singapore to Enhance Renewable Portfolio.					

Note: *Emission savings over 2019-20 base considered; TP - Tons of CO2 per day, LOI – Letter of Intent, CBG – Compresses Biogas, CCUS – Carbon Capture Utilization and Storage, KTPA – Kilo Tonnes Per Annum, RPB – Rotating Packed Bed; EEL – Energy Efficient Lighting



SECTION 2

Strategy Overview



Our strategic framework for FY24-FY29 to fuel growth



Grow share in India's energy mix

Net-zero by 2040

1

Nurture the Core

A Refining

Expansion of Bina refinery by **3.2 MMTPA** underway

Potential to expand capacity to 45 MMTPA with creeping expansion of **Mumbai** and **Kochi** refineries

Board Approval Received for Land Procurement and DFR studies for **Andhra Refinery**

Improve **operational efficiency**

B Marketing

Market leadership in retail

Brand building and extensive communication

Premiumization focus across product portfolio

Competitive value proposition around quality and **customer experience**

Opening **new product & services portfolio**

C Upstream

Commercialization of upstream asset base by moving them to **production**

Achieve **profitability** and **positive cashflow** for upstream business

2

Future Big Bets

A Gas

Tripling footprint by FY29

Optimal **infra build-out** in CGD

Explore acquisition of **high opportunity GAs**

Expand **LNG storage & regasification infra**

Develop **trading and diversified sourcing** capabilities

B Petrochemicals

~3.2 MMT capacity & 8% product portfolio share from Petchem by FY29

World-scale capacity cracker in Bina

400 KTPA **Polypropylene plant** in Kochi

Opportunistic expansion of PDPP in Kochi

C Green Energy

10 GW RE by 2035

30 KTPA Green Hydrogen by 2030

Increase Energy Stations to 7000+— focused on **highways**

Setup pilot **SAF plant**

Operationalize **26 CBG plants** by 2030

D Non-fuel

Convenience Store, QSR in own **retail outlets**

GHAR, BeCafé, wayside amenities, across highway retail outlets

Women empowerment in **rural areas** - "URJA Devi"

E Digital Ventures

'**Digital energy ventures**' initiative to serve as an **incubator** for future unicorns in energy space

Scale up **in-house breakthroughs** and **innovations**

Enablers

Disciplined capex execution - ₹ 1.7 Lakhs Crores

R&D

Digital

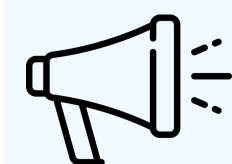
Partnerships

Organization and Talent

Strong competitive moats leading to solid outcomes (1/3)



Refineries



Marketing

Outcomes

Asset capacity: 35.3 MMTPA currently, potential to expand to 45 MMTPA

Operational excellence and high quality of assets:

Superlative GRM (11.74 \$/bbl in FY26) and **Distillate yield** (84.54%) amongst **PSU refineries**

Amongst highest **capacity utilization** (116% in FY26) in the industry

Highest ever domestic market sales (**54.18 MMT in FY26**) and a **market share** of **27.27%** amongst PSUs

Throughput per outlet: Highest (139 KL/ month) vs peers for FY26

Strong **retail network** of ~25k outlets, including **11k+** ROs on highways

Increased **aviation presence** with **81 AFS**

Recognized as “**Prestigious Brand of Asia 2026**” (**BARC Asia**) and “Global Safety Award in Retail Operations” **2026** by GEEF

Key highlights/differentiators

Continued **operational excellence** across all refining assets

Resilient Infrastructure:

Continuous **upgradation** and installation of **advanced tech** in refineries

Refinements to allow processing of **100+ variety of crude** oil across **wide API range**

Processed 8 new crudes across 4 geographies in FY 26

Crude sourcing:

Flexibility and **cost optimization** with increase in spot market procurement from 30% in FY19 to 45-50% currently

Digital interventions: Advanced digital solutions (AI/ ML, RPA, digital twins) to **enhance operational efficiency**

Access: Access to **strategic markets** via efficient logistics (**pipelines, rail, retail outlet network**)

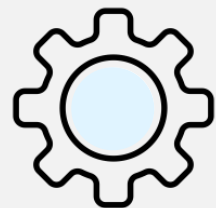
Brand: Strong brand value, loyalty programs (SmartFleet, PetroCard), Brand ambassador - **Mr. Rahul Dravid**

Premiumization: New product launches with **high value-addition** (“Speed”, DAS, MAK SMARTKOOL, MAK SUPREME SYNTH etc.)

R&D: Launched new formulation for premium fuel “**Speed**”

Customer experience: Digital customer engagement & **omnichannel experience** via **HelloBPCL app**

Strong competitive moats leading to solid outcomes (2/3)



Upstream



Gas

Outcomes

Diversified portfolio: Investments across **15 blocks** spanning 6 countries

Russia, UAE and India blocks: Production of 1.68 MMT of oil and 0.96 BCM of gas in FY26

Mozambique: Force Majeure lifted by Nov’25. Development activities resumed.

Brazil: FPSO Tender finalized. Award expected in Q1 FY26 and work commenced for development.

Upward growth trajectory: 2x **CGD sales volume growth** in FY26

Market share: BPCL and its JVs account for **25% geographical area** and **31% volume market share** in CNG

CGD JVs: ₹ ~ 26k Cr revenue and ₹ ~ 2k Cr profit across 6 CGD JVs covering **26 GAs** across in FY26

Key highlights/differentiators

Long-term backward integration: Investments via wholly owned subsidiary, **BPRL**

Partnerships with 12+ global players including TotalEnergies, ONGC, Rosneft, Mitsui, OIL, BP, ADNOC, Petrobras etc.

52 GAs – 26 with BPCL, 26 with JVs

Strategic acquisitions of GAs with strong industrial growth (Ahmednagar, Aurangabad, Rohtak, Jaipur etc.)

Operationalized **25 out of 26 GAs** in standalone

Supply security: ~2.89 MMTPA through long term and 0.5 MMTPA through medium term agreements

Strong competitive moats leading to solid outcomes (3/3)



Petrochemicals



Green Energy

Outcomes

Petrochemicals capacity: Target to increase from **~0.83 to ~3.2 MMTPA** (8% share in product portfolio)

Niche Petrochemical plant at Kochi – 329 KTPA Annual Capacity – Acrylic Acid, Acrylates and Oxo-Alcohol

Construction and installed capacity: 451 MW
(251 MW operationalized; 200 MW under construction)

Number of Energy stations(incl. battery swapping) : **~6823 stations** as of FY26

Green H2 capacity: 5MW in Bina refinery and **200 Nm³/hr** refueling station near Kochi airport commissioned in FY 26.

Biofuel ethanol blending: Highest ever blending rate of **19.87% in FY26**

Key highlights/differentiators

Ethylene cracker plant and Petchem complex in Bina at ~₹ 50K Crores

Tie-up with **reputed tech providers**

Self sufficiency for Naphtha feedstock using captive feedstock from refinery. Bina **capacity expansion** from 7.8 to 11 MMTPA to meet feedstock requirements

Likely to be one of the **most economic Petchem producers** in Central India

16 MoU with prospective petrochemical customers for securing substantial value from **Kochi PDPP**
- Only **BIS certified** plant in India

Polypropylene project in Kochi at ~₹ 5000 Cr

RE: Setting up **solar & wind projects** for captive consumption

EV charging: Focus on **highway corridors** and **MoU with private players** for setting up fast charging stations

Green Hydrogen: Green hydrogen production of 1.5KTPA and 0.5 KTPA through bio-mass based pathways in Bina and Kochi Refineries respectively

Biofuels: Signed **CBG offtake agreements** and **5 new CBG plants** under commissioning

Capex plan of ~₹ 1.7 Lakh crores

	Planned Capex	CAPEX committed*
Refineries & Petrochemicals	75k Cr	75k Cr [#]
CGD/ Gas	25k Cr	15k Cr
Upstream ^{##}	32k Cr	32k Cr ^{**}
Marketing	20k Cr	20k Cr ^{***}
Green Energy	10k Cr	3.8k Cr
Pipeline Network	8k Cr	8k Cr
Total	1.7 lakh Cr	1.54 lakh Cr

Key capex guardrails

- ◆ Differentiated **long term bets** with measurable goals, **linked to future cash flows**
- ◆ Prudent capital allocation, tied to a **positive business case and returns (12-15% threshold project IRR at portfolio level)**
- ◆ **Disciplined project execution with minimal delays**
- ◆ Peak **D/E ratio at 1.0** on a standalone basis considering current margin levels

Major Refinery Projects in Progress



Ethylene Cracker Project at Bina Refinery

- Ethylene cracker and downstream petrochemical plants with **~₹ 50k Crores Investment**
 - Expected to be **commissioned by 2028**
 - Technology vendor finalized
- **2.2 MMTPA capacity** of bulk petchem
- Key products include **HDPE, LLDPE and Polypropylene**



Polypropylene Project at Kochi Refinery

- Polypropylene Project with **~₹ 5k Crores Investment**
 - Expected to be **commissioned by 2027**
- **400 KTPA capacity** of Polypropylene
- Wide applications in downstream industries such as **automobiles, pipes, packaging films, boxes, containers, etc.**



PRFCC Revamp project At Mumbai Refinery

- Petro Resid Fluidized Catalytic Cracking (PRFCC) Unit **~₹ 14k Crores Investment**
 - Expected to be **commissioned by 2029**
- Replacement of 40+ year old CCU & FCC units
- Residue **upgradation for better efficiency**
 - Valorise low-value Vacuum Residue to high-value products - Propylene, MS and HSD
- Flexibility to process **more high-sulphur (HS) crudes**

Major Projects in progress – Pipeline



Major Pipeline Projects

Pipeline Project	Capacity (MMTPA)	Investment (₹ Cr)	Expected Completion
Krishnapatnam – Hyderabad Multiproduct	2.6	1,926	Commissioned in January 2026
Irugur – Devangonhi Multiproduct	3.5	1,725	September 2026
Piyala Terminal – Jewar Airport ATF	4.5	138	Completed in Q4 2026 – Commissioning in progress
Jetty pipelines – replacement and extension for Kochi Refinery	-	622	Completed in Q4 2026 – Commissioning in progress
Mumbai Refinery – Rasayani Terminal	6.5 (Multi-product) 0.65 (LOBS/DAS)	2,585	December 2026
Vadinar – Bina Pipeline Enhancement	7.8 → 11.15	1,016	May 2028



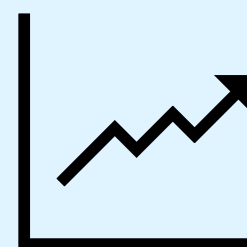
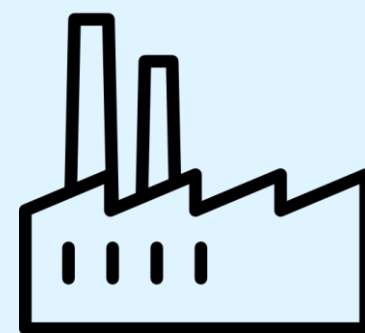
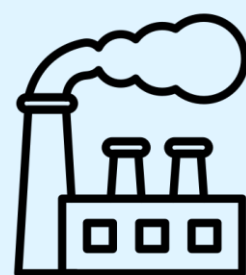
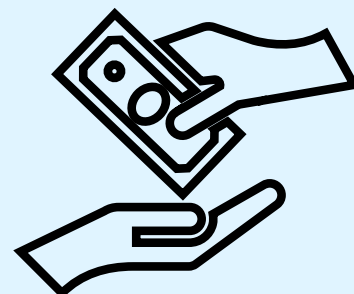
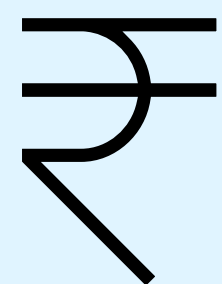
SECTION 3

Performance Overview

Q1 FY27 - Key Highlights



Q1 FY27



₹ (3,962) Cr
Standalone Profit /
(Loss) in Q1 FY27

₹ 18.30 k Cr
Total standalone
borrowings as of Q1
FY27

10.15 MMT
Refinery crude
throughput

116% utilization
in Q1 FY27

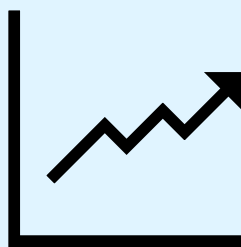
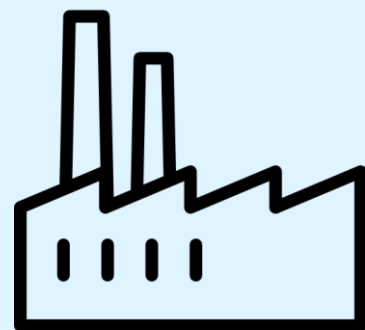
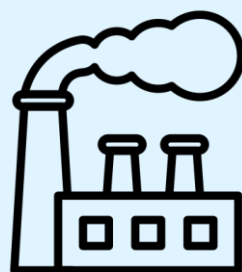
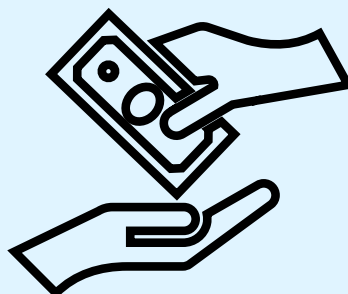
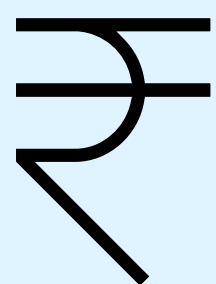
**157 KL/
month**
throughput per
outlets, highest
among OMCs

14.13 MMT
Market sales in
Q1 FY27

FY26 - Key Highlights



FY26



₹ 23,303 Cr

Standalone profit in
FY26

₹ 10.48k Cr

Total standalone
borrowings as of
FY26

41.15 MMT

Refinery crude
throughput

\$11.74 /bbl

Refinery GRM in
FY26, highest among
PSUs

54.2 MMT

Highest ever
Market sales in
FY26

116% utilization
in FY26

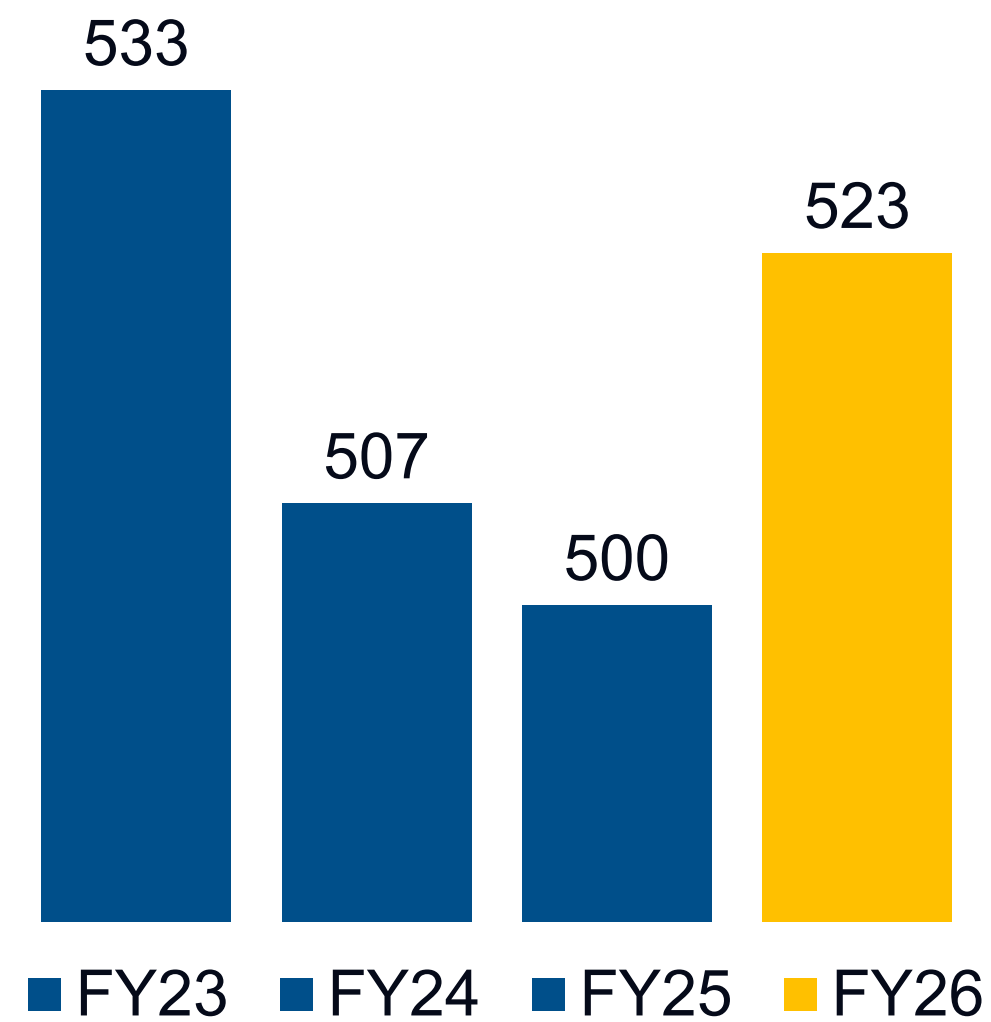
139 KL/ month
throughput per
outlets, highest among
OMCs

Financial Performance - Standalone



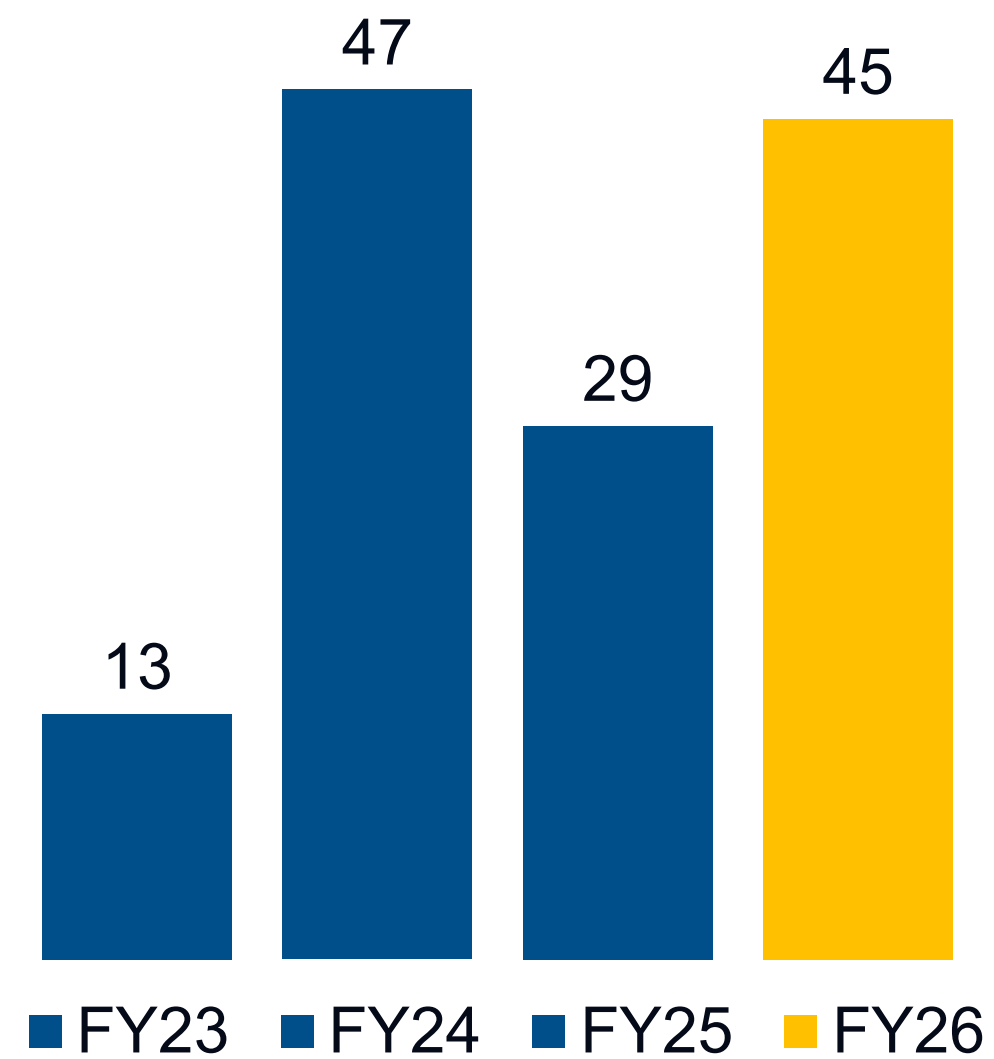
Revenue

₹ k Cr



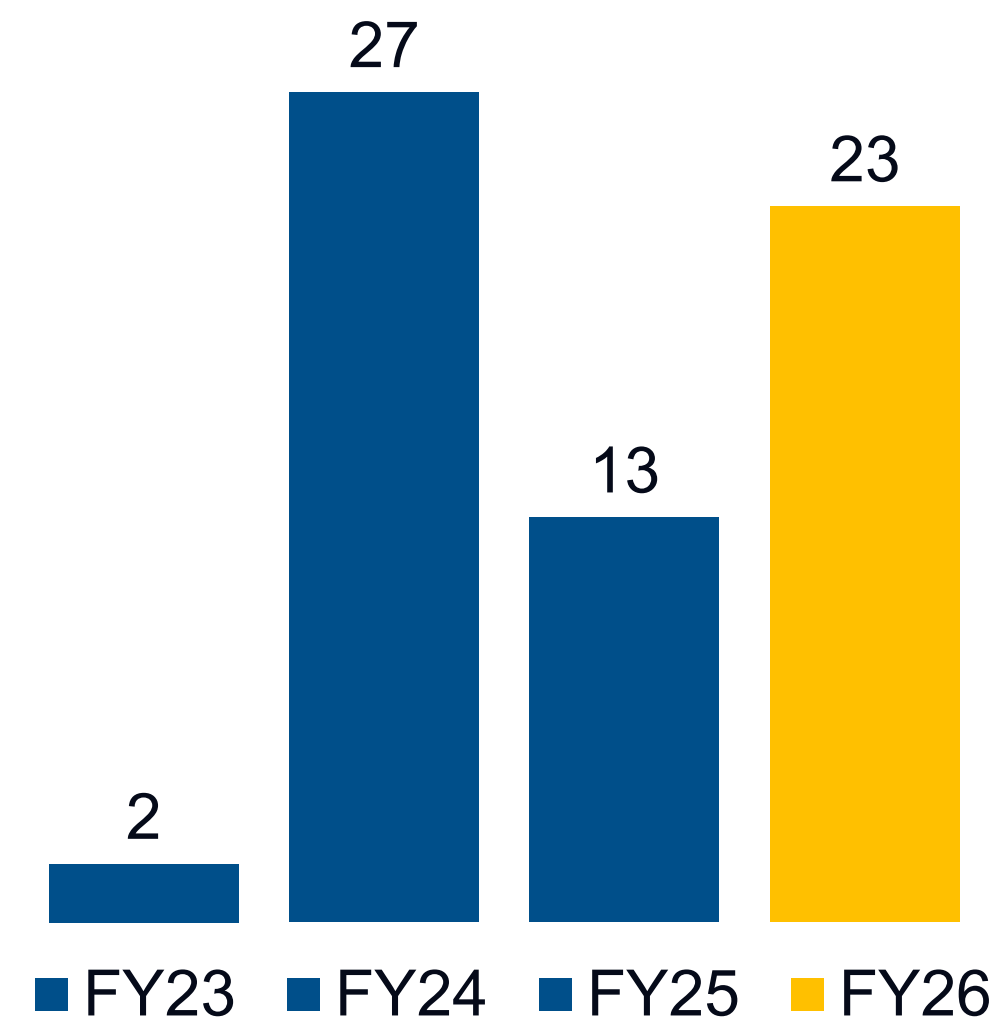
EBITDA

₹ k Cr



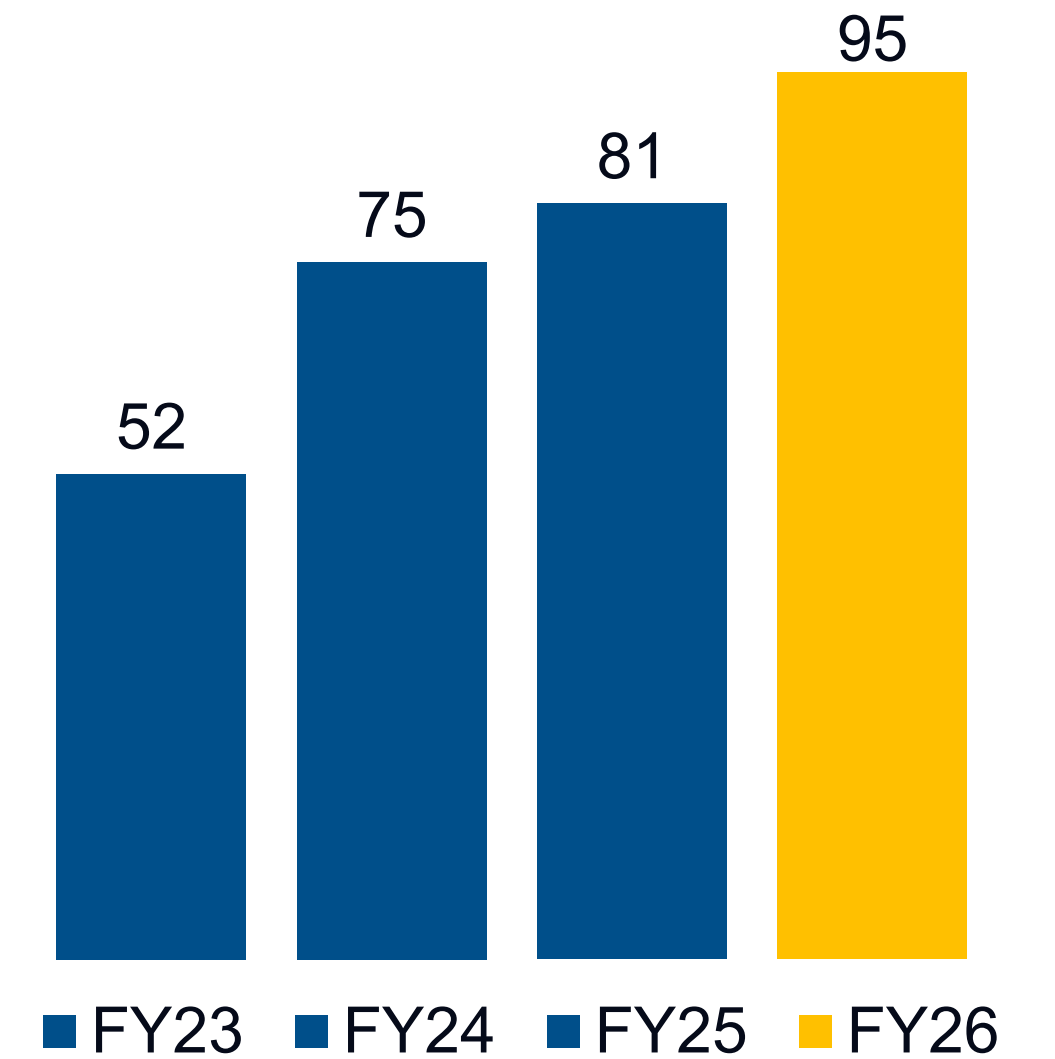
Profit after Tax

₹ k Cr



Net Worth

₹ k Cr



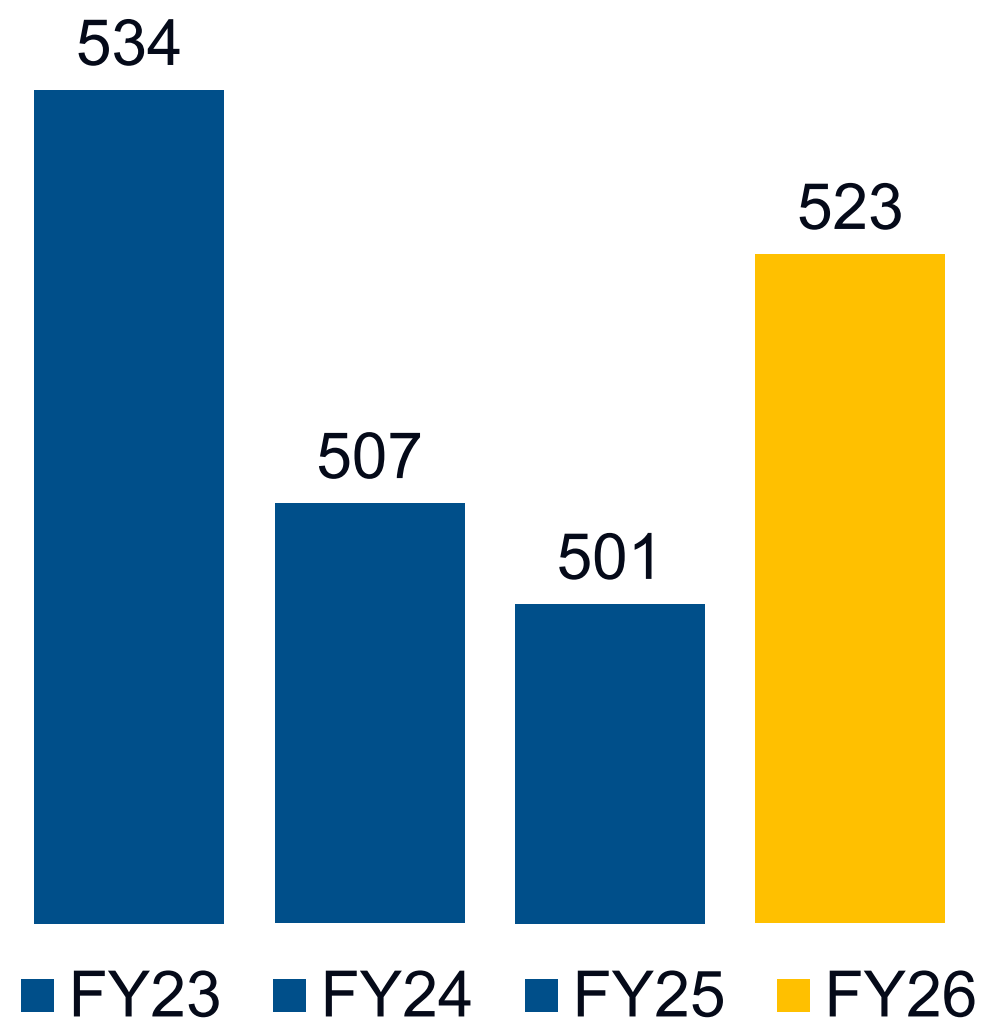
Financial Ratios	FY 23	FY 24	FY 25	FY 26
Total Debt-Equity	0.69	0.25	0.29	0.11
Operating Margin	0.26%	6.89%	3.27%	6.07%
Net Profit Margin	0.35%	5.26%	2.65%	4.46%
Return on Capital Employed	7.80%	44.23%	22.74%	39.33%

Financial Performance - Consolidated



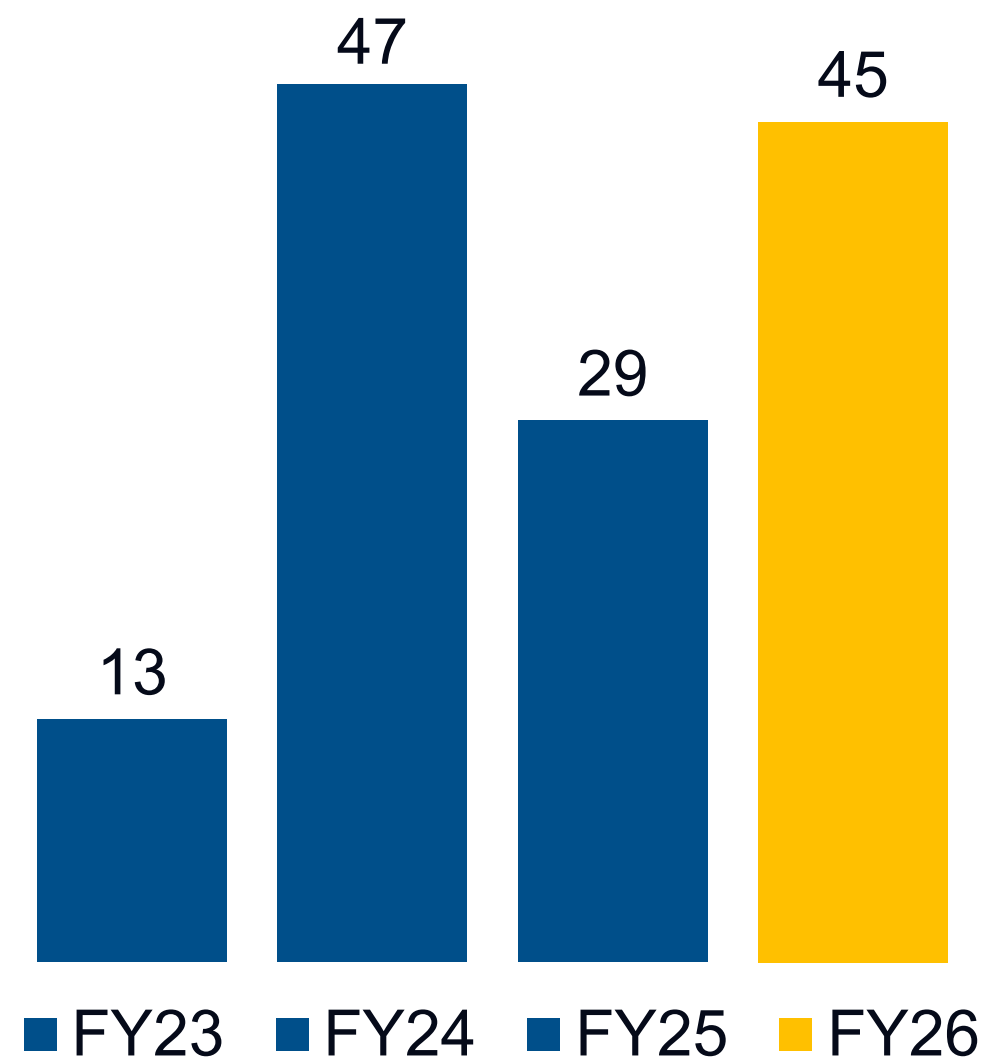
Revenue

₹ k Cr



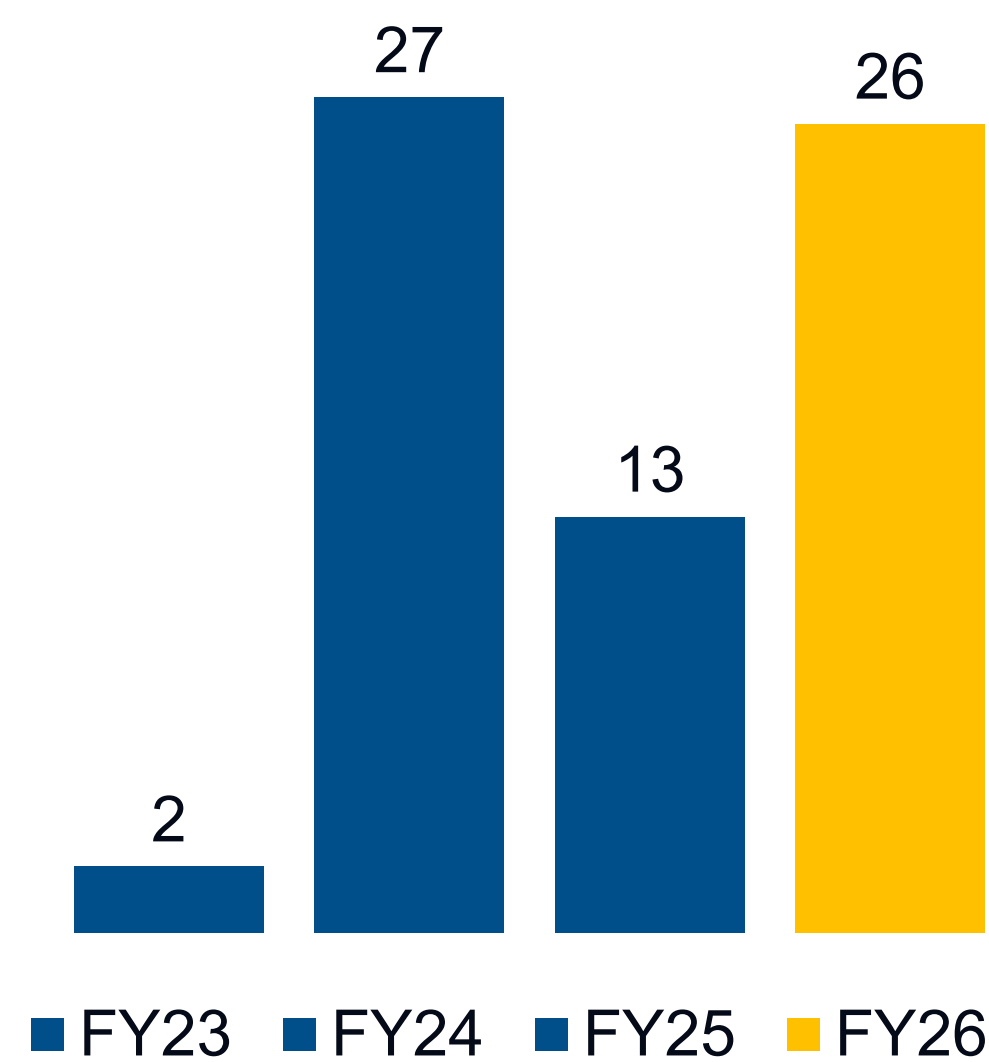
EBITDA

₹ k Cr



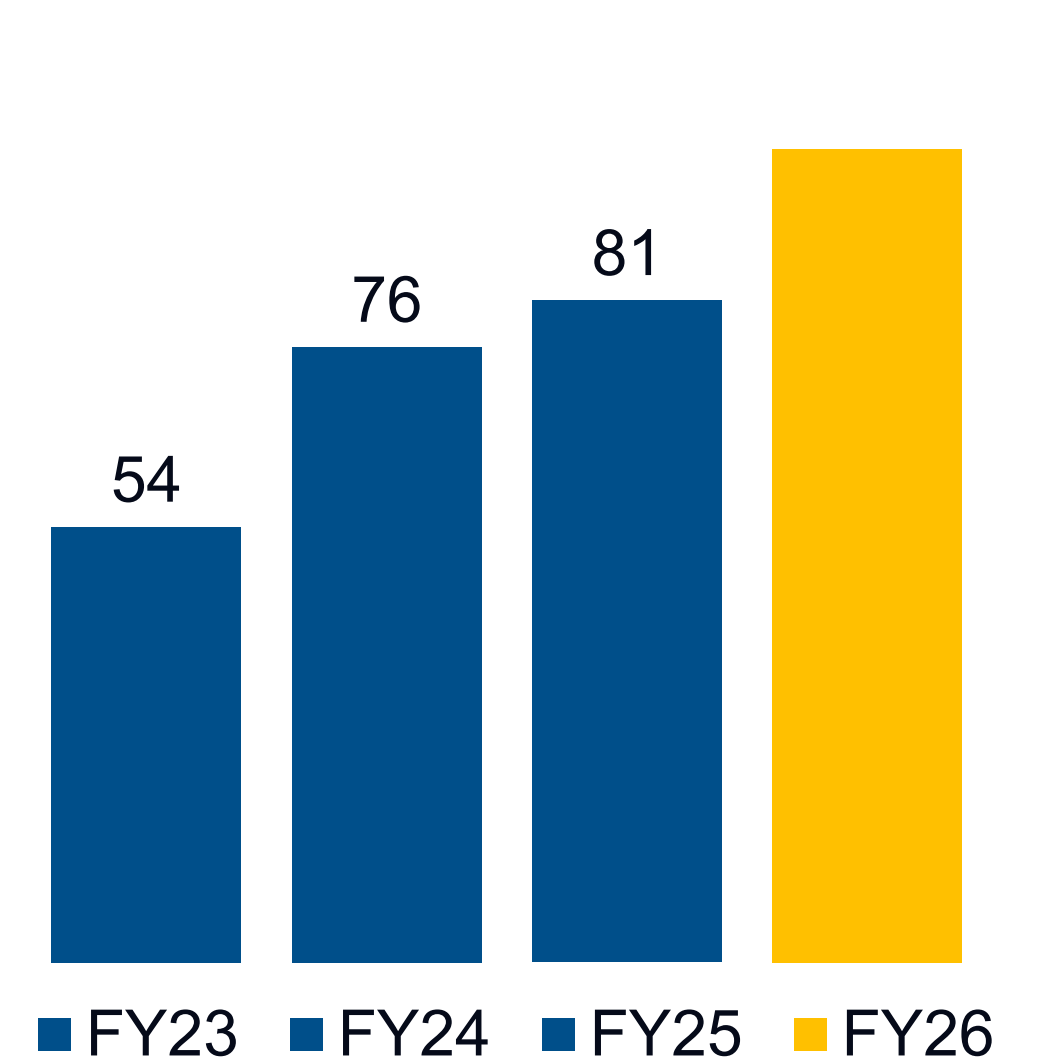
Profit after Tax

₹ k Cr



Net Worth

₹ k Cr



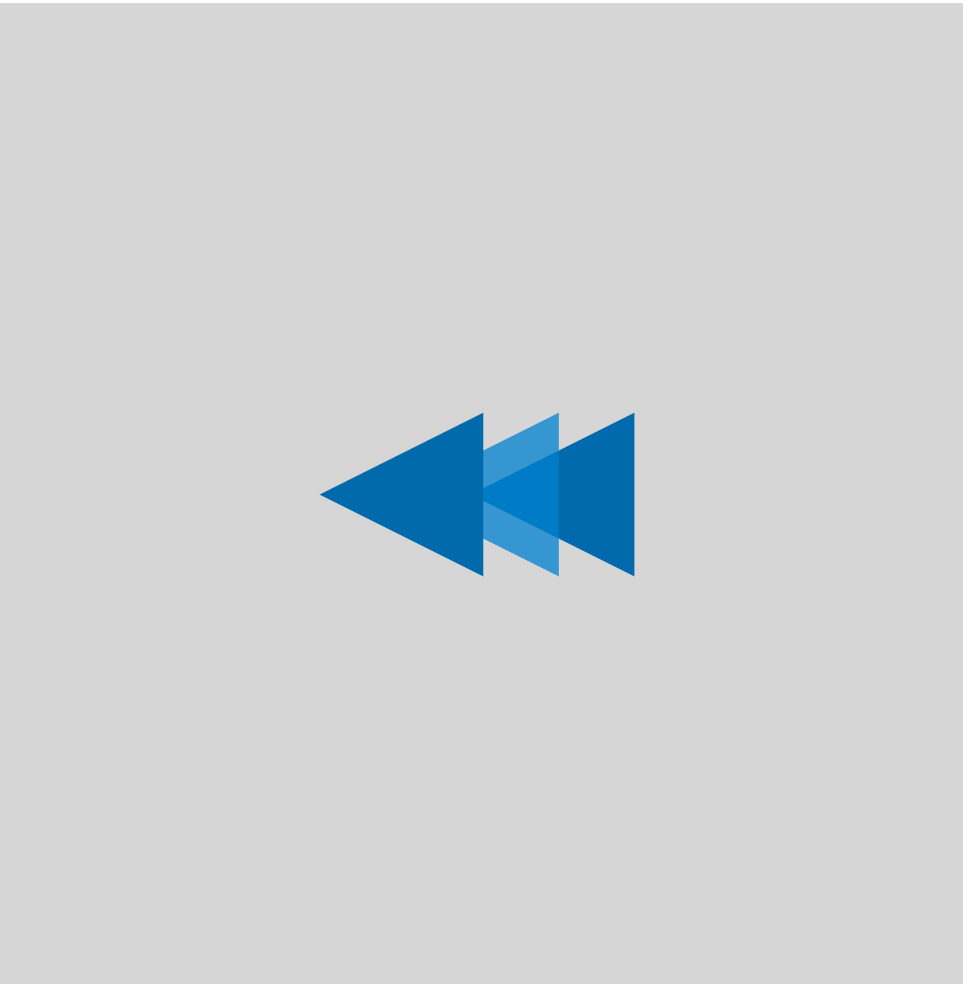
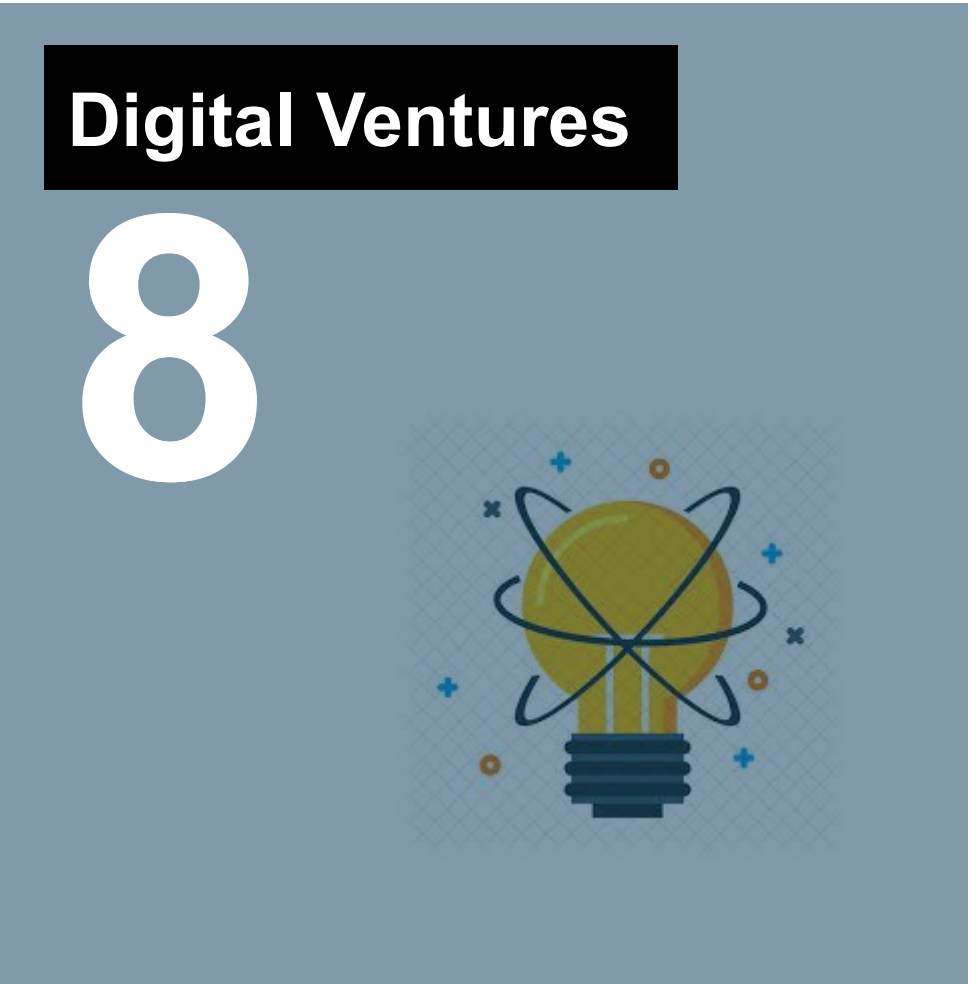
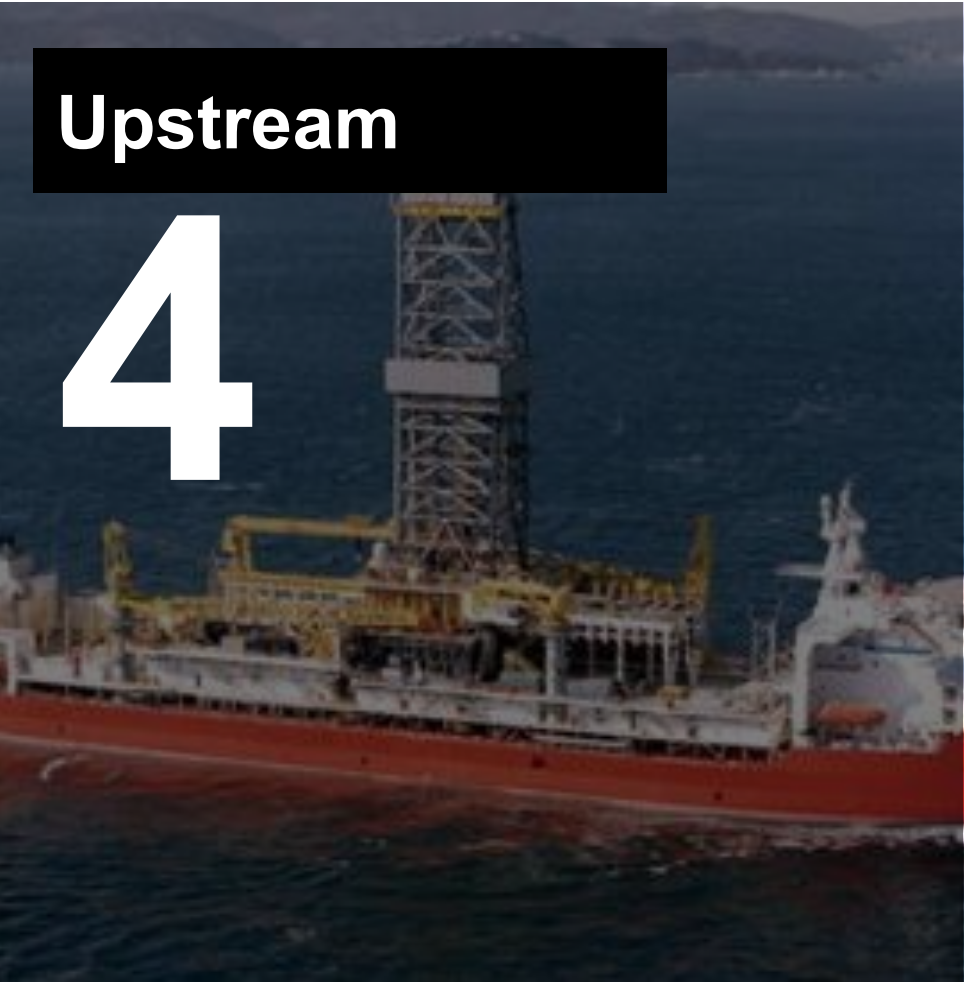
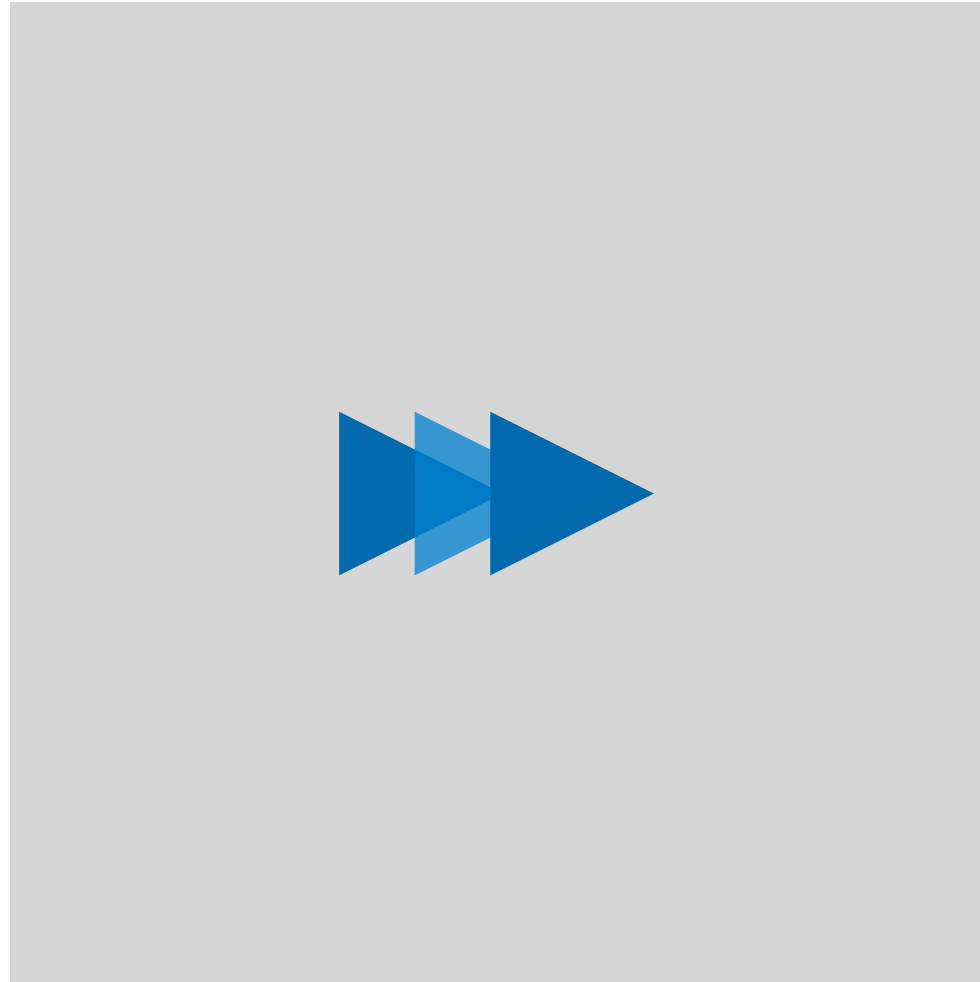
Financial Ratios	FY 24	FY 24	FY 25	FY 26
Total Debt-Equity	1.13	0.60	0.63	0.43
Operating Margin	0.46%	6.75%	3.17%	6.10%
Net Profit Margin	0.40%	5.30%	2.66%	4.94%
Return on Capital Employed	6.92%	37.95%	19.90%	33.00%

SECTION 4

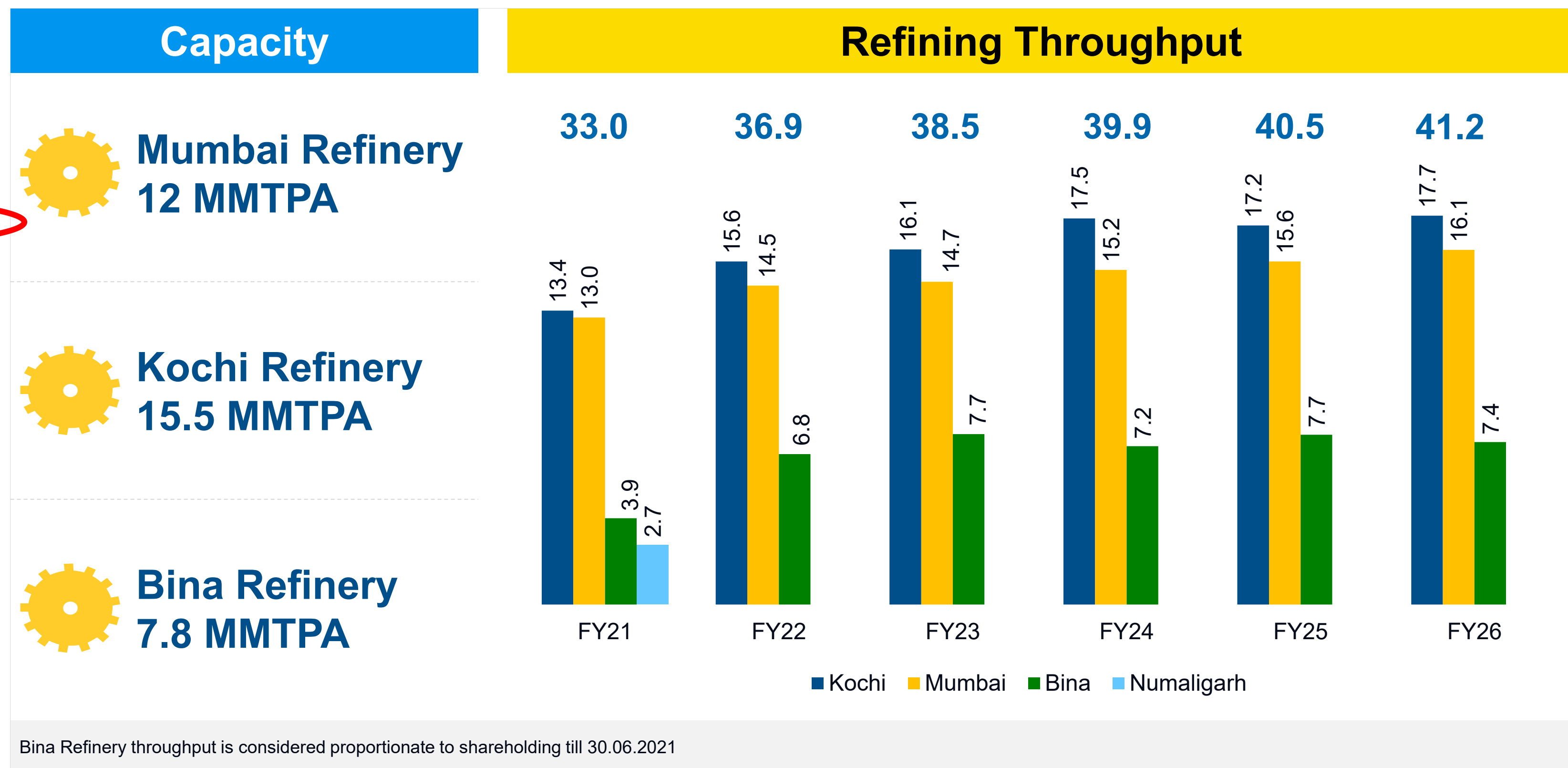
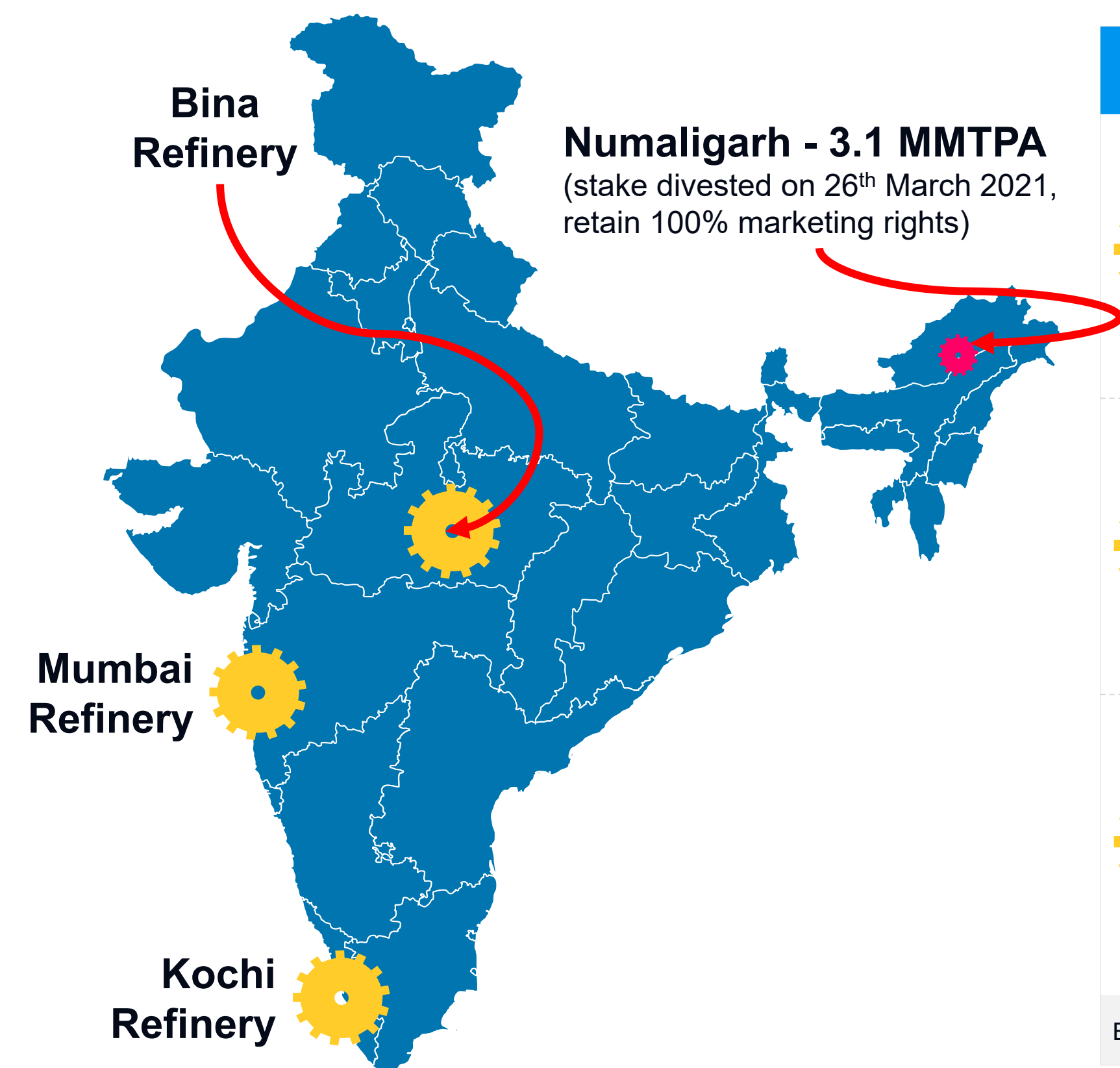
Business Segments Overview



Update on key BUs for BPCCL as on 31st March 2026



1 Refining Coverage



Strategically
located refineries

Best-in-class in terms of
asset quality and
operational performance

Refinery utilization rates
above name-plate
capacities
(>108% in last 3 years)

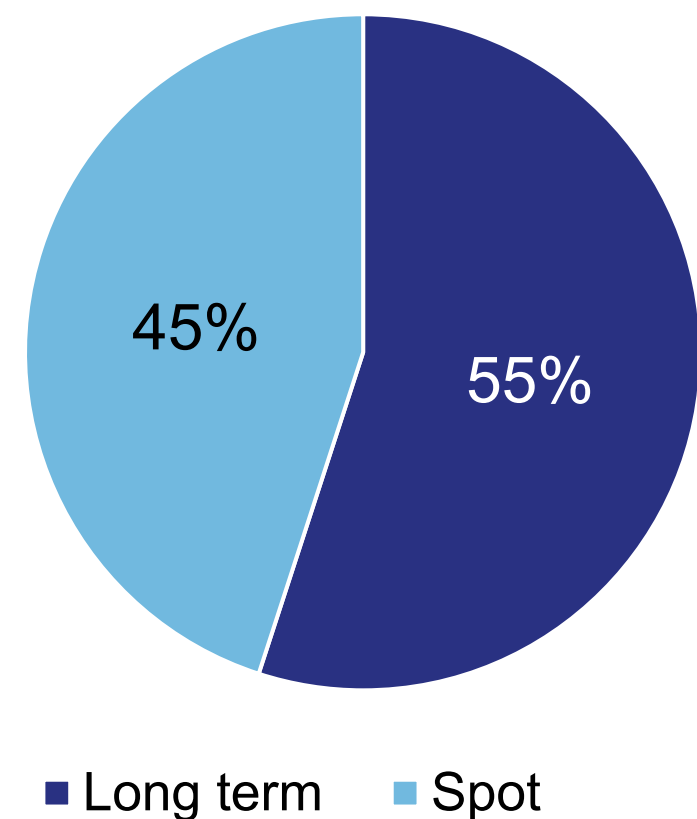
Cost advantage from
pipeline integration

Ability to process high
Sulphur crude

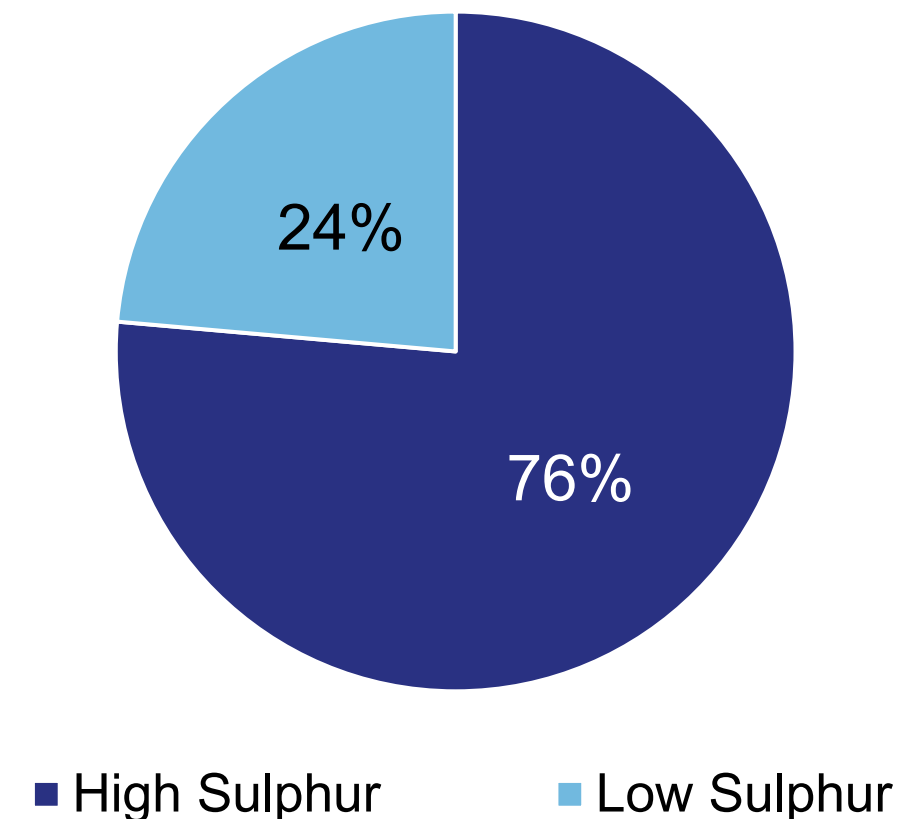
1 Refining – Crude sourcing and GRM

Flexibility in crude sourcing and Sulphur mix for refineries

FY26 Crude Sourcing



FY26 Sulphur Mix



Strong capabilities in **optimizing crude sourcing** with mix of long term and spot market purchase

Share of **spot market purchase** increased from ~30% in FY19 to ~45-55% currently

Setting up **Global crude oil trading desk** – being **operationalized in FY 27**; Potential to **reduce crude import costs** by locking in the best price and quality

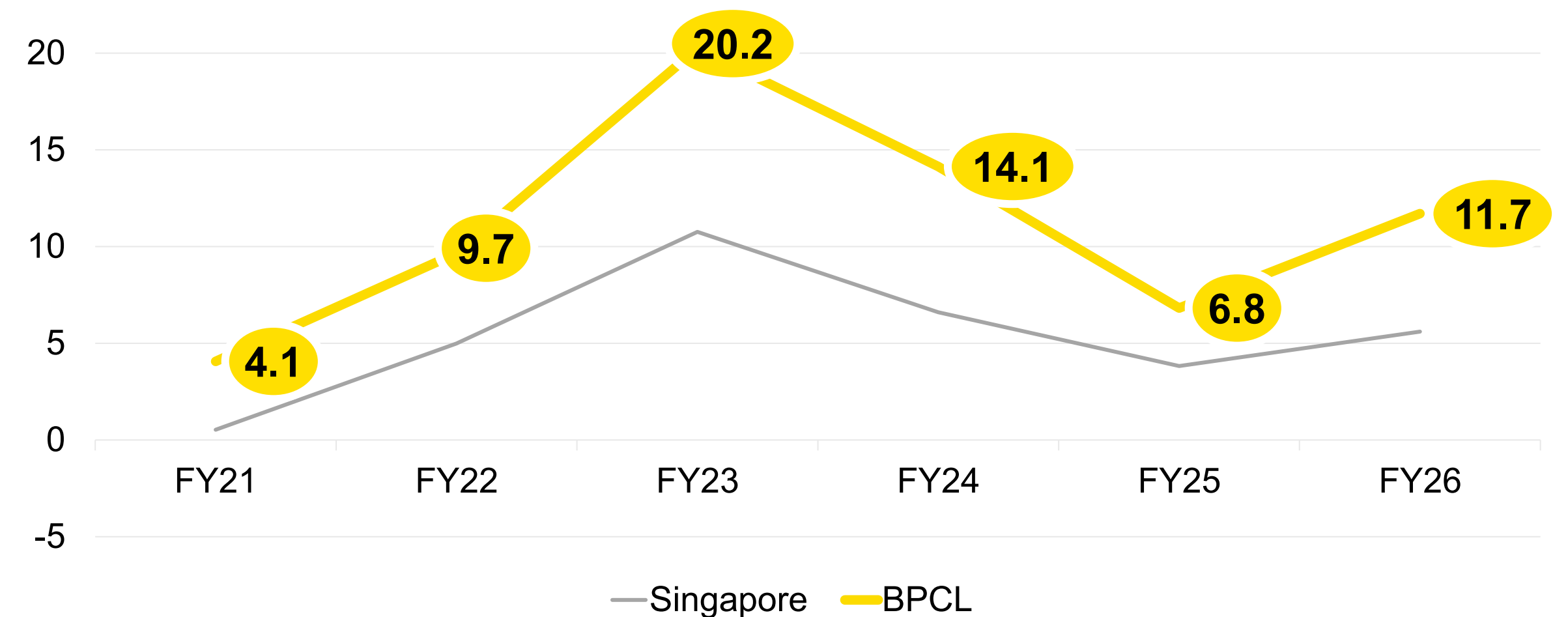
Assets with **wide API range**, supporting the ability to handle both low & high Sulphur crude

Kochi Refinery: 27-48; **Mumbai Refinery:** 32-52; **Bina Refinery:** 24-60

Capturing value from refining with competitive GRM performance

Gross refining margin (US \$/barrel)

Numbers indicate BPCL GRM



- BPCL's GRMs have been **at a premium to benchmark Singapore GRMs** for the past four financial years

BPCL crude sourcing and processing flexibility enables its higher GRM vs peers

1 Refining – Kochi Refinery



Key Highlights

Capacity: **15.5 MMTPA**

Nelson Index: **11.22**

API Range: **27 to 48**

Utilization: **113% (FY26)**

2 FCCU + 2 DHT + 2CCR + ISOM + DCU

Petrochemicals Refinery

Capacity and throughput

- Largest PSU refinery with **15.5 MMTPA capacity** with throughput consistently **exceeding designed capacity (>100%* over last 5 years)**
- Potential for **expansion to 18 MMTPA**

Crude source and product flexibility

- Designed to process **100 % HS Crude oil, 100+ types of crude**
- Ability to **swing between producing MS & HSD on demand.**

Product portfolio

- **Diversified product portfolio** with Niche Petrochemicals PDPP Project commissioned in 2021-22; New **400 KTPA PP** project expected to be **commissioned by 2027-28**

Location advantage

- Strategically located on the **coast**, providing access to **key southern markets**
- Equipped to receive **crude oil in VLCCs** with **Single Point Mooring**
- 57% evacuated via pipeline; Dedicated **ATF pipeline** to **Kochi airport**

Kochi Refinery provides access to key markets, enhanced feedstock & product flexibility and supports diversification into petrochemicals

1 Refining – Mumbai Refinery



Key Highlights

Capacity: **12 MMTPA**

Nelson Index: **9.84**

API Range: **32 to 52**

Utilization: **134% (FY26)**

Hydrocracker + 2 FCCU + 2 DHT + CCR + ISOM

Lubricants Refinery

Capacity and throughput

- **12 MMTPA capacity**, with throughput consistently exceeding nameplate capacity (>120%* over last 5 years)
- Potential for **expansion to 16 MMTPA**
- **Lowest SOX emission** refinery of country (< 10 T/d)

High value product portfolio

- High value products generated including:
 - Lubricants – **80% of BPCL's Base Oil lubricants** are processed at Mumbai
 - **Specialized products** like DAS, Propylene, Food Grade Hexane, Benzene, Toluene etc.

Cost advantage driven by location & logistics setup:

- **Strategically located** on the west coast, **low transportation costs** for feedstock and **proximity to high-growth markets**
- **Cost advantage** from product **transportation via pipeline** (>70% of products evacuated via pipeline)
- **ATF line** dedicated to **Mumbai airport** from the refinery

Safety & digital

- Versatile state of the art **monitoring tools** covering for safety and operations

Mumbai refinery is a strategic refinery underpinned by operational excellence, low transportation costs and high value product portfolio

1 Refining – Bina Refinery



Key Highlights

Capacity: **7.8 MMTPA**

Nelson Index: **11.76**

API Range: **24 to 60**

Utilization: **95%* (FY26)**

HCU & DHT units and 3-Drum DCU

Capacity and throughput

- **7.8 MMTPA** refinery – under expansion to reach **11 MMTPA capacity**
- **~80%** of throughput is transportation fuel – MS,HSD, ATF

Diversification to petrochemicals

- New **2.2 MMTPA Petrochemicals complex** (~₹ 50k Crores investment) to be commissioned by 2028
- Petrochemicals complex to focus on **polymers(LLDPE, HDPE, PP) & aromatics**

Location advantage

- Access to **northern and central markets** with 77% of products evacuated via **pipeline** (Bina-Kota-MMPL, Bina-Kanpur)

Technology advantage

- State of art technologies supporting **High Nelson Complexity Index of 11.76**
- Designed to process **100% high sulphur crude**
- **Bottom upgradation** to provide **valorisation benefits**
- First refinery in country to have:
 - **Integrated HCU & DHT units** to improve **energy efficiency**
 - **3-Drum DCU** to improve **throughput**

Bina refinery augments BPCL's refining portfolio required to support downstream retailing market in North, Central India; New capex investments in Bina refinery to drive diversification into Petrochemicals

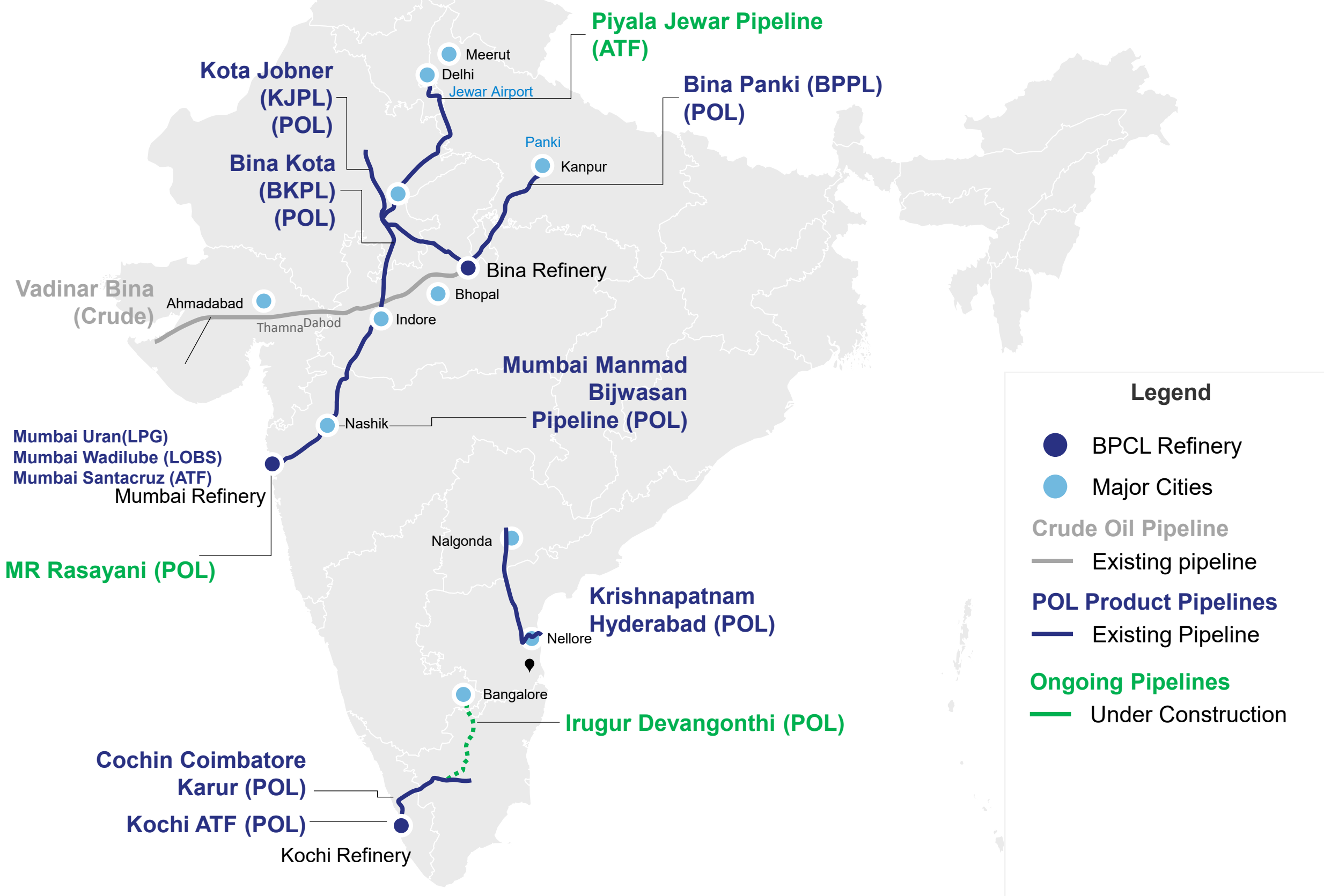
2 Strategic Pipelines Network

3962 km

long pipeline infrastructure

(**3,025 km** - Product + **937 km** Crude Oil pipelines) with 31.3 MMTPA Design capacity

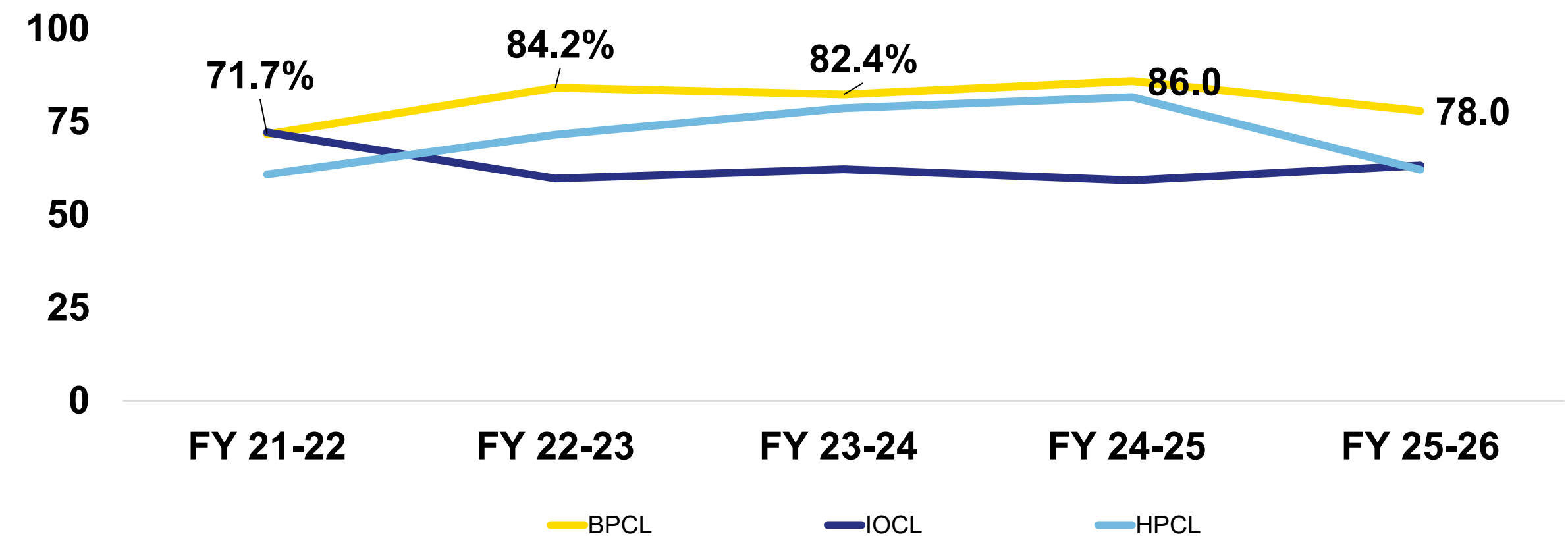
(**23.5 MMT** - Product + **7.8 MMT** Crude)



Key advantages & differentiators

Capacity Utilization for POL Pipelines (%)

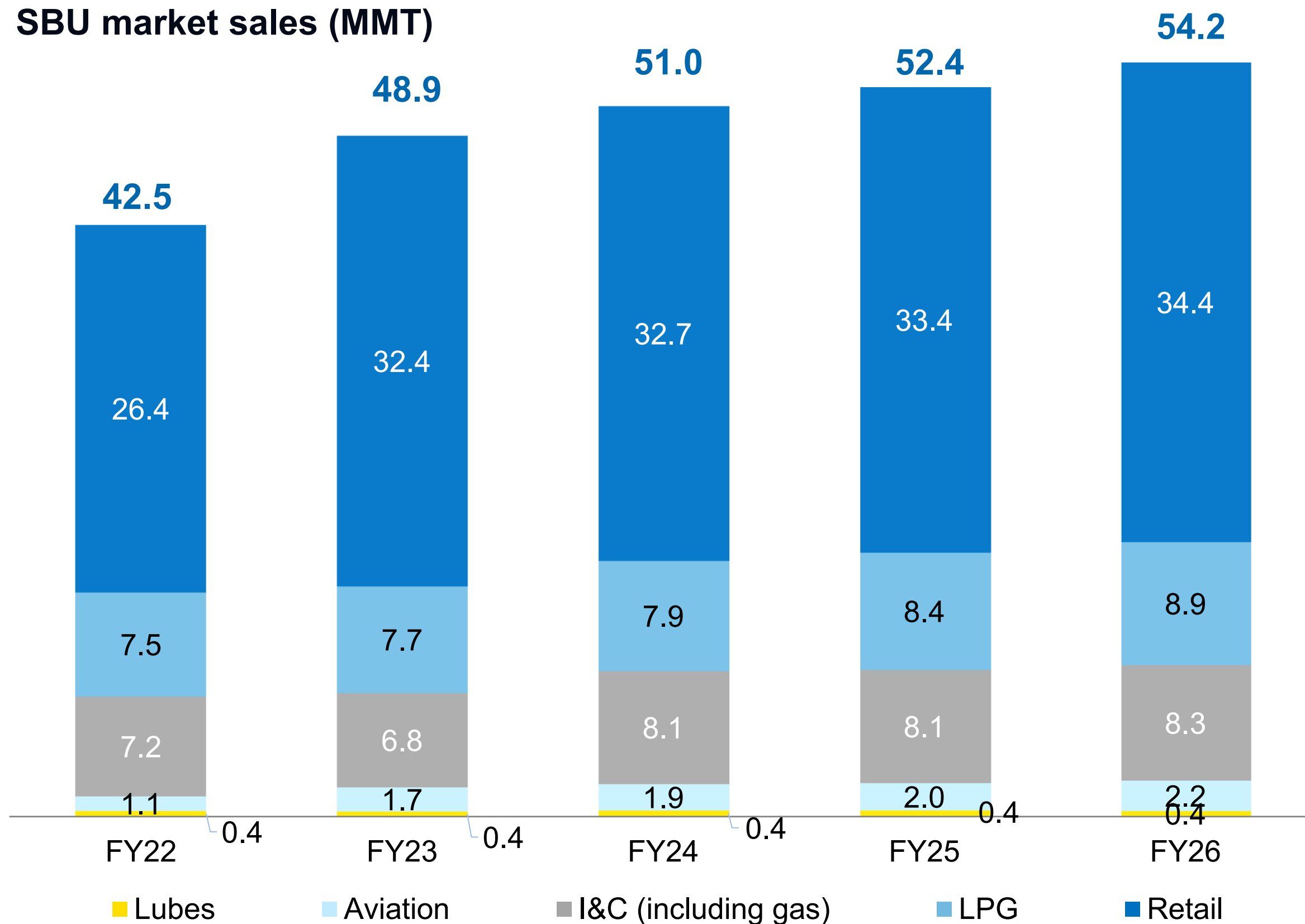
Numbers indicate BPCL utilization rates



- Strategic pipeline networks** connecting refineries to **key markets**
 - Mumbai refinery's access to **Northern markets** via pipelines to **Kota, Mathura, Piyala**
 - Bina refinery's connection to key markets via **Bina-Kota-MMPL & Bina-Kanpur** pipelines
 - Kochi refinery's access to **TN market** via **pipeline to Karur** and **AP/Telangana access via KHPL Pipeline**.
- Significantly **reduced logistics cost** due to pipeline network
- Higher utilization** and **lower operational cost** of pipeline assets vs peers
- All multi-product pipelines are commissioned with **Pipeline Intrusion detection system (PIDS)** which can detect real-time intrusion attempts on pipeline

Strong marketing assets with superior sales performance

SBU market sales (MMT)

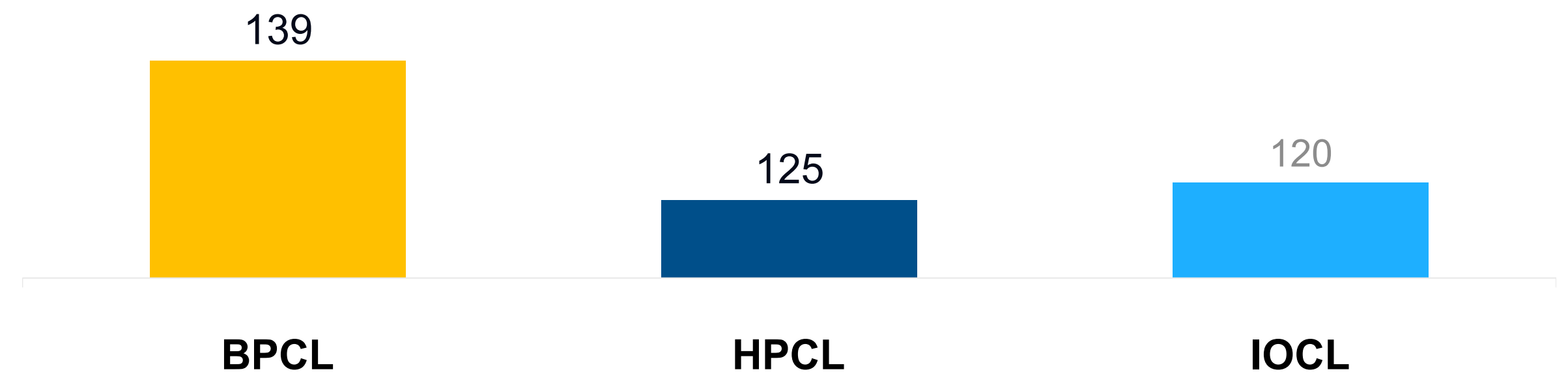


Retail Market Share FY26 MS & HSD*

MS – 29.8% HSD – 29.9%

Key outcomes

Throughput per outlet vs. Peers (KL/Month) in FY26



- **Retail:** Highest throughput per outlet v/s OMC peers and highest market share growth among OMCs during last 5 years.
- **LPG:** Highest ever bottling of **8348 TMT**;
- **Aviation:** Achieved **Highest Ever sale of 2192 TMT**, with overall market share of 26.55% amongst OMC peers with **11.3%** sales growth YoY
- **Gas:** Highest ever market Bulk sales of **1.3 MMT**

3 Marketing – Key Highlights and Differentiators

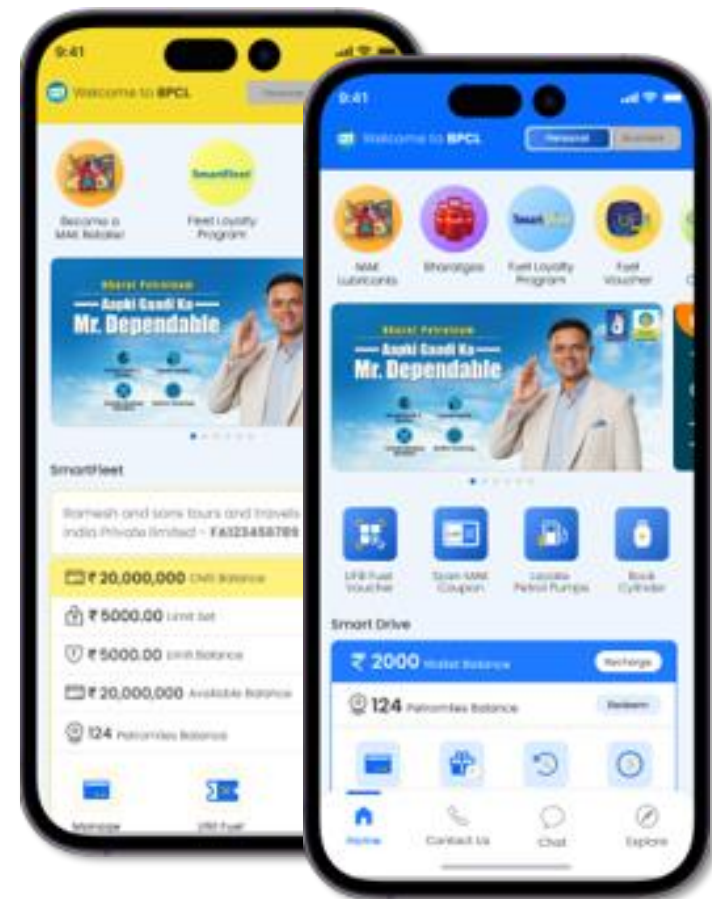
	Retail	LPG	I&C	Aviation	Lubes
Highlights	- Highest ever market share amongst PSUs of 29.81% in MS - Achieved highest ever Ethanol Blending of 19.87% for FY 26 - UFill 2.0 – 15+ Cr Transaction (26% Growth YOY) - Speed conversion reached to 3.2% in Mar 26 (up from 1.4%) - Network leadership in CNG with 2625 stations	- Achieved highest ever bottling volume of 8.3 MMT - Commissioned two new LPG bottling plants – Kalaburgi and Haldia. 55 LPG Plants certified under “Zero Ka Dum” the quality challenges for plant	- First Ever supply of All weather / Xtreme Grade Diesel to Indian Army - Highest Ever bunker fuel sale of 456 TMT with 12.5% growth - MOU with Cochin Port Authority and Adani Vizhniyam Port Pvt Ltd for Bunkering of LNG fuel	- Sales of 2.2 MMT and market share of 26.6% amongst PSUs with growth of 11.3% in industry - Record growth of 12% in Non Scheduled Business - Market Leader at the Newly commissioned Navi Mumbai Intl. Airport	- Achieved growth of 6.1% on Core Channels - Commissioned highest number of MAK Serve Garages (1509) during the year - Successfully launched MAK SMARTKOOL – Next gen Single Phase Liquid Server Immersion Coolant - Global foray of MAK – new distributors in Qatar and Kuwait
Differentiators	Brand Building - Speed & MAK Media campaigns featuring brand ambassadors Rahul Dravid - Improved customer experience Wayside Amenities launched in 11 during the year (31+ Functional & 61 in progress) and 101 Becafes commissioned during the year (Network of 212) Digital Transformation - Customer-centric solutions: HelloBPCL App, UFill 2.0 and BPCL SBI Card (4 Million + cards)	Customer Relationship - Gen AI Voicebot for post delivery feedback collection mechanism - Ujjwala Sakhi Initiative – Scaled up in 8 states. Digital Transformation - Customer engagement via HelloBPCL app and “Urja” conversational AI/NLP chatbot - Biometric e-KYC via Face ID (on HelloBPCL app) - SalesBuddy CRM for Inspections and Licensing management	Customer Relationship - Launched First ever Hello BPCL B2B integration with M/s Asian paints - B2B Embedded Finance Model with Amex - India’s first portable service station (SMTD) for Sugar Industry customer Digital Transformation - One stop portal for I&C customers in Hello BPCL for online indenting of invoices, order tracking, pricing simulation, QC reports etc.	Customer Relationship 6 New International Airline business added in FY25-26 , - All major existing International Airline contracts renewed. Pipeline infrastructure - Dedicated ATF pipeline to Mumbai and Kochi airports - Dedicated ATF Pipeline laying in progress for upcoming Jewar Airport, Noida, - PNGRB has awarded BPCL to lay a dedicated pipeline from Malkapur to Hyderabad Airport	ESG - New packaging introduced using re-cycled plastic, bamboo bottles and tin-cans Digital Transformation - MAKconnect: integrated secondary sales management platform for distributors, retailers, DSRs - Mak QR Code integrated supply chain solution enabling bottle tracking, disbursing rewards for end customers

3 Marketing – Digital initiatives across segments



HelloBPCL

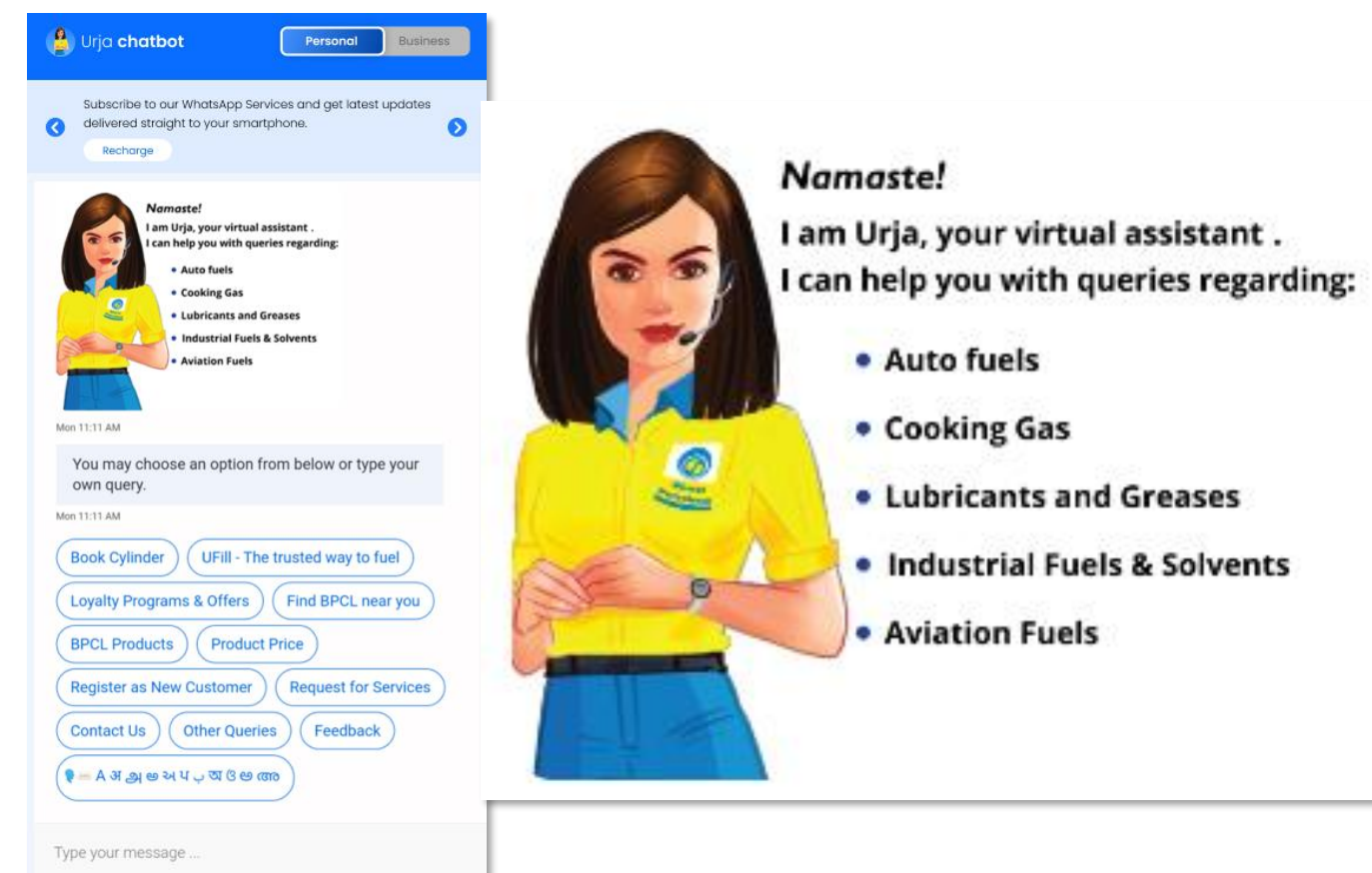
Unified mobile application as one-stop shop for sales and service activities for all BPCL customers



- **Crossed 70 Lakh Customers** active installations of Hello BPCL App in.
- **Loyalty volume of 6500 TKL** achieved through HelloBPCL
- **22% growth in LPG refill bookings on HelloBPCL** (1.2 crore bookings)
- **Over 57 Lakh Lubes coupons** worth ₹ 21 Cr scanned and instantly credited through HelloBPCL

Urja

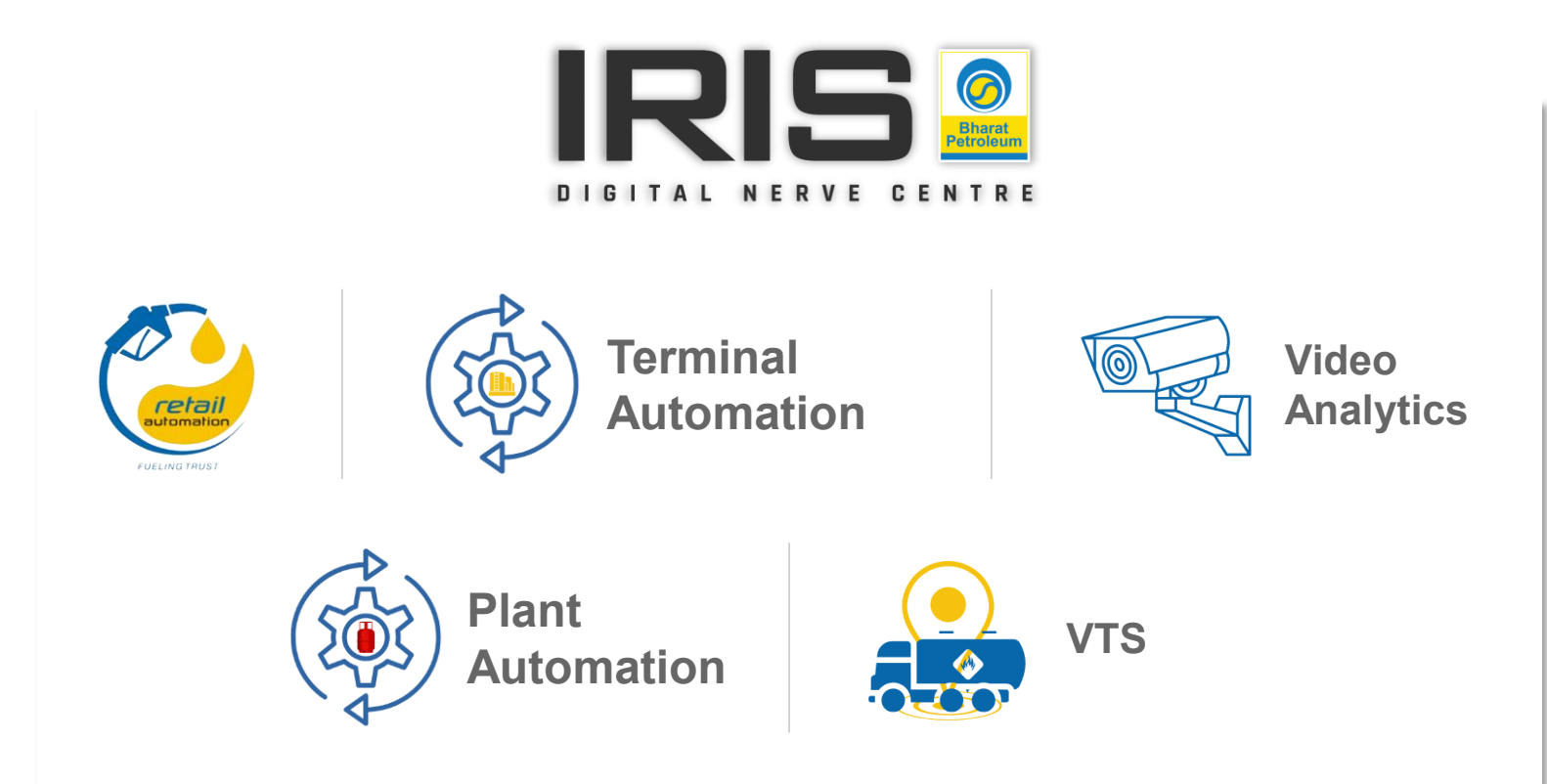
Conversational AI Chatbot unifying customer interactions into a consistent omnichannel conversation across BUs.



- **Over 28 Lakh LPG bookings per month**, via Urja bot available on Whatsapp and BPCL website .
- **900+ use cases and 13 languages** that Urja is trained in
- **Over 34 lakh unique monthly active users achieved**,

IRIS

Tech-driven Remote Management System of field locations, along with associated tank trucks, using AI/ML and video analytics to alert exceptions



- **22k+ ROs, 96+ terminals, 55+ LPG plants and 14k+ tankers** integrated with IRIS to provide a view of the entire operating value chain
- **More than 3 Million inputs per minute** can be accepted from local automated systems, cameras, and IoT devices deployed at key locations along with the associated Tank Trucks for product delivery.

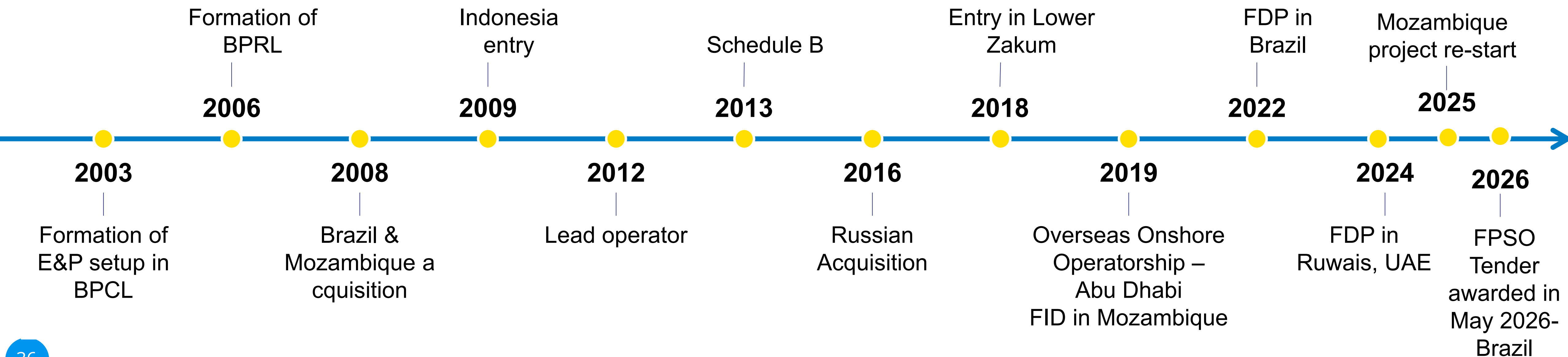
4 Upstream - BPRL's Story over the years...



BPCL pursues its **upstream investments** through wholly owned subsidiary called **BPRL**

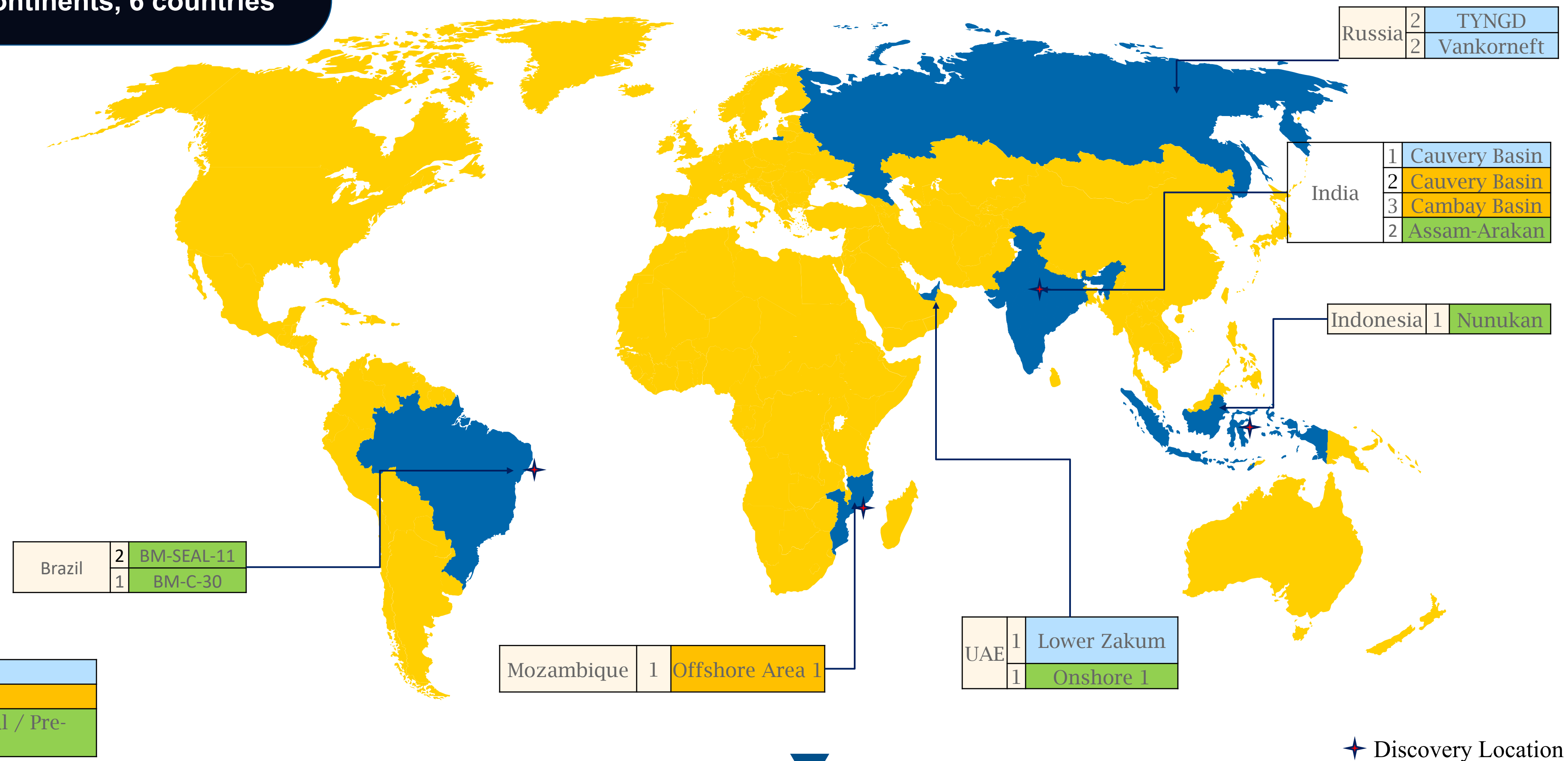
Diversified portfolio with investments across **15 blocks** along with Equity Stake in 2 Russian Entities spanning 6 countries at various stages of exploration / development / production

Partnerships with **12+ global players** including Total Energies, ONGC, Rosneft, Mitsui, OIL, BP, ADNOC, Petrobras etc.



4 Upstream – Global Spread

- ✓ 0.62 mmtoe production for Q4 FY26
- ✓ 2.64 mmtoe production for FY26
- ✓ Presence in 4 continents, 6 countries



BPCL pursues its Upstream Business through its wholly owned Subsidiary Company – Bharat PetroResources Limited

6.7%¹ → 15%

2023

2030

India's target for increase in share of gas in energy mix

BPCL FOOTPRINT* ASPIRATION 3x footprint by FY29

₹ 15K Crores

Capex over next 5 years committed by BPCL

Key JVs

Major JVs



INDRAPRASTHA GAS LIMITED



Maharashtra Natural Gas Limited



Sabarmati Gas Ltd.
(A Joint Venture of GSPC and BPCL)



Goa Natural Gas Pvt. Ltd.
A Joint Venture of GAIL Gas Ltd & BPCL



Central U.P. Gas Limited



HNG

Infrastructure build out

52 GAs

- Covers **19% of India's population**, **25% of geographical area**, **31% of volume**
- 26 standalone with BPCL, of which **25 have been operationalized**

2650

CNG outlets pan-India as of FY26

300+

Industrial customers contributing to 1.4+ MMTPA sales; Major customers include **JSPL, MRPL, NEL, Suzuki, IFFCO, JSW, Minda, BRPL** etc

Supply security

0.85 MMTPA

- Tie-up valid till 2028
- Renewed for another **20 years** from 2028

0.56 MMTPA

Tie-up **valid till 2036** at Kochi (additional 0.48 MMTPA to start 2026 onwards for 15 years)

0.5 MMTPA

Tie-up valid **till 2029**

1 MMTPA

Tie up **valid for 15 years** **

Performance highlights



PETRONET LNG LIMITED

- FY26 Revenue: ₹ **44.3k Cr** & PAT: ₹ **3.9kCr**
- Operates **Kochi & Dahej LNG Terminal**



INDRAPRASTHA GAS LIMITED

- FY26 Revenue: ₹ **18k Cr** & PAT: ₹ **1.4kCr**
- Operates **12 GAs** across 20 districts



Maharashtra Natural Gas Limited

- FY26 Revenue: ₹ **4.3kCr** & PAT: ₹ **539Cr**
- Operates **6 GAs** across 15 districts

Petrochemical Capacity

FY24

0.83 MMTPA

FY29

3.2 MMTPA

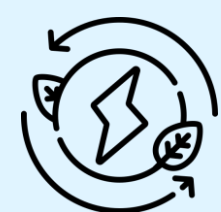
Market outlook

- **Indian demand** for polymers is expected **grow ~5% until 2040**, driven by rising consumer income, and infrastructure investment
- India's petrochemical **per capita consumption** at 10-12 kg compared to global average of 30-35 kg, leaving considerable **headroom for growth**
- Government of India is **committed** to make India a **self-reliant & globally competitive petrochemical manufacturing hub**

Our Plan

- Plan to setup **3.2 MMTPA** capacity by FY29 (**~2.2 MMTPA** Petrochemical complex at Bina Refinery, **~₹ 50k Cr** capex and **~400 KTPA** Polypropylene plant at Kochi)
- Target of **~8%** share of petrochemicals in our **product portfolio** by **FY29** from **~2.4%** in **FY24**
- Long-term **Strategic Advantages** for Ethylene cracker + Petchem complex in Bina Refinery
 - **Self sufficiency** for Naphtha feedstock
 - **Centrally located** with **access to core markets** in central India

Plans to invest ~₹ 10k Cr in the business as capex in next 5 years



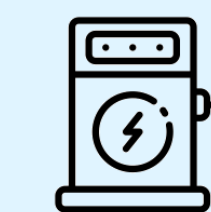
Renewable Energy



Green Hydrogen



Biofuels



EV Charging

India ambition

- India aims for **500 GW** RE Capacity by **2040**

- Indian govt. has set a **production target** of **5 MMPTA** by **2030**

- India achieved **20% ethanol blending** by **2025** - **Targets 15 MMTPA CBG** by **2030**

- Govt. announced a target of **EV30@2030** – 30% new private cars, 40% buses, etc. to be electric by 2030

BPCL ambition

- 10 GW** Renewable Energy capacity by **2035**

- We aim for **30 KTPA Green Hydrogen** in our refineries by **2030**

- We achieved **20% ethanol blending** target by **2025**
- We plan to setup **26 CBG projects** in next 2-3 years

- We target setting up **7,000+ energy stations** by FY26

Our progress

- 251 MW** installed, **200 MW** under construction
- Setting up **50 MW wind** projects each in MH and MP
- Setting up **100 MW wind** project in MPPMCL.

- Commissioned up a 5MW **Green Hydrogen Plant** at **Bina Refinery**
- 200 Nm³/hr** green hydrogen refueling station at CIAL commissioned
- Green hydrogen production of **1.5KTPA and 0.5 KTPA** through bio-mass based pathways in Bina & Kochi in progress

- Achieved **highest-ever ethanol blending** of **20% in Q4 FY26**
- Commissioned integrated **1G & 2G Ethanol** Project in Q4 26.
- Signed **CBG offtake agreements** to achieve **1% CBG blending**

- 6,800+** EV charging stations setup
- Fast charging stations along **120+** highway corridors
- MoU with major private players to install **EV charging stations**

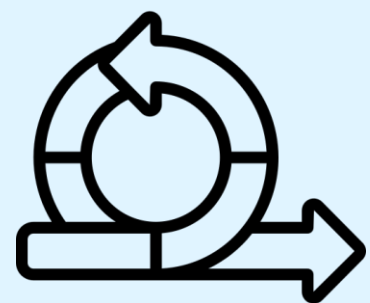
Winning formula



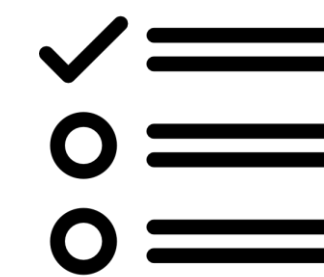
Break traditional mindsets to liberate new talent



Build a separate culture conducive for start-up



Develop agile methods for competitive edge



Options being considered

BPCL as incubator for future unicorns in the energy space (atleast **\$1B** market cap in 5 years)

Explore various modes for **scaling up in-house innovations/ breakthroughs** by leveraging existing talents

BPCL R&D – Key Highlights



R&D Achievements (till FY26)

Patents filed



234

Patents granted



146

Publications



200+

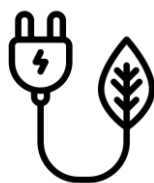
research articles

Recognitions, FY26



- **CII Industrial IP Award 2025** for excellence in IP creation and management.
- **CII Industrial Innovation Award 2025** for Net Zero RO, Bharat GSR Cat, Hi-Star Stove, SP Chem.
- **CII Innovation Award 2025** — Digital Tools
- **Sustainability Summit Award 2025** — Net Zero
- **Sustainability Summit Award 2025** — Best Sustainability Project
- **Sustainability Summit Award 2025** — Best Initiative of the year

Net-Zero R&D



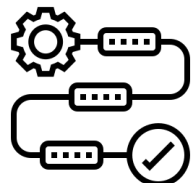
- 2G ethanol
- Clean Fuels
- Compressed Biogas
- Renewable energy from ocean waves
- BARC electrolyzer technology scale up for Green Hydrogen production
- Green H2 for mobility application
- Sustainable Aviation Fuel (SAF)
- Carbon Capture and Utilization

Innovative Products



- **X-treme Winter Grade Diesel** — for extreme cold weather mobility
- **Winter Grade LPG** — Designed specifically for high altitude applications
- **Bharat-Shakti** — LPG-based cooking gas with improved thermal efficiency
- **Green Silica from Boiler Ash** — Sustainable by-product valorisation for sustainable 2G biorefinery operation
- **Bioplastic from DDGS** — Waste-to-value conversion

Novel Processes



- **15 TPD CO₂ Capture** demonstration at refinery
- **Membrane-based H₂ Recovery** at Low Pressure
- **HiGee Deaeration Technology** demonstration
- **Catalytic CO₂ Conversion** to formic acid, methanol, and SAF
- **Electrolyzer-Free Green H₂ Production**
- **Bio-IBA production pathway**
- **BPMARRK®-Aspen Hysys®** Digital Twin for Real Time Optimization of Crude Distillation Units
- **Enriched Fermented Organic Manure Process** — to support sustainable CBG plant operations



THANK YOU !