चेन्नै पेट्रोलियम कॉर्पोरेशन लिमिटेड
(भारत सरकार का उद्यम और आईओसीएल की समूह कंपनी)
Chennai Petroleum Corporation Limited
(A Government of India Enterprise and Group Company of IOCL)
सी पी सी एल
CPCL

CS:01:100

07th May, 2025

The Secretary
BSE Ltd.
Phiroze Jeejeeboy Towers
25th Floor, Dalal Street
Mumbai – 400 001

National Stock Exchange of India Limited
Exchange Plaza, 5th Floor
Plot No.C/1, G-Block
Bandra Kurla Complex, Bandra (E)
Mumbai – 400 051

BSE Scrip Code: **500110**
ISIN: **INE178A01016**

NSE Trading Symbol: **CHENNPETRO**

Dear Sir,

Sub: Transcripts of Post Results Conference Call - Q4 (FY 2024-2025)

Further to our earlier communication vide our letter dated 28.04.2025 & 02.05.2025 and Please find enclosed the transcripts of the Post Results Conference Call of the Company – Q4 (FY 2024 – 2025) conducted on 2nd May 2025 (Friday).

This information is also available on the Company's website at https://cpcl.co.in/investors/financials/exchange-intimations/.

This is for your information and record please.

Thanking you,

Yours faithfully,
for ***Chennai Petroleum Corporation Limited***

PARAMESWARAN SHANKAR
Digitally signed by PARAMESWARAN SHANKAR
Date: 2025.05.07 16:53:46 +05'30'

P.Shankar
Company Secretary

Encl: a/a

आई एस ओ 9001:2008, आई एस ओ 14001:2004, बी एस ओ एच एस ए एस 18001:2007 प्रमाणित कम्पनी / An ISO 9001:2008, ISO 14001:2004, BS OHSAS 18001:2007 Certified company
कम्पनी की सी आई एन एल 40101 टी एन 1965 जी ओ आई 005389 / The CIN of the Company is L 40101 TN 1965 GOI 005389
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पंजीकृत कार्यालय : 536, अण्णा सालै, तेनाम्पेट, चेन्नै - 600 018 / Regd. Office : 536, Anna Salai, Teynampet, Chennai - 600 018. फोन / Phone : 24349232, 24349833, 24349294, फैक्स / Fax : +91-44-24341753

"Chennai Petroleum Corporation Limited Q4 FY25 Earnings Conference Call"

May 02, 2025

MANAGEMENT: **SHRI ROHIT KUMAR AGRAWALA – DIRECTOR (FINANCE)**
SHRI ANIL SAHNI – CGM (TECHNICAL SERVICES)
SHRI A DHARMARAJ – CGM (FINANCE)
SHRI SRIKANTH V – CGM (TECHNICAL)

MODERATOR: **MR. HARSHRAJ AGGARWAL – YES SECURITIES**

Moderator: Ladies and gentlemen, good day and welcome to the Q4 FY'25 Earnings Conference Call of Chennai Petroleum Corporation Ltd. hosted by YES Securities.

As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing '*' then '0' on your touchtone phone. Please note that this conference is being recorded.

I now hand the conference over to Mr. Harshraj Aggarwal from YES Securities. Thank you and over to you, sir.

Harshraj Aggarwal: A very good evening to everyone. I would like to extend a very warm welcome to all the participants and the top Management of Chennai Petroleum.

So just to highlight to you who all are present, we have with us Shri Rohit Kumar Agrawala – Director (Finance), Shri Anil Sahni – Chief General Manager (Technical Services), Shri A Dharmaraj – Chief General Manager (Finance) and Shri Srikanth V – Chief General Manager (Technical).

I would like to hand over the call to the Management for opening remarks and post that we can move on to Q&A session.

Rohit Agrawala: Good evening, everyone. I am Rohit Agrawala – Director (Finance), Chennai Petroleum and with me my senior colleagues Mr. Anil Sahni – Chief General Manager (Technical Services), Mr. Dharmaraj – Chief General Manager (Finance) and Mr. Srikanth – Chief General Manager (Technical).

First, I must thank you all for joining this call today. On behalf of CPCL team, I welcome you all to this post-Quarter 4 Financial Year 2024-25 Result Con Call.

Before we begin, I would like to mention that some of the statements that we will be making during this Con Call are based on our assessment of the matter and we believe that these statements are reasonable. However, the result would be different depending on the number of events and uncertainties.

Our Quarter 4, 2024-25 Results are with you for quite some time now. I hope all would have gone through and would have done their own analysis and during this call, I will be happy to take questions based on the same.

To start with brief highlights from my side:

During this quarter, our refinery continued its stellar performance both on physical as well as financial parameter. I would like to highlight some significant developments as this being our diamond jubilee year:

CPCL has been upgraded from Schedule-B to Schedule-A Central Public Sector Enterprise by Government of India during August 2024 which will strengthen the management and expedite the decision-making process and also enable us to obtain Navaratna status, whereby the board will be empowered with financial autonomy going forward.

Now, let me start with the physical performance:

CPCL achieved a crude throughput of 10.45 MMT, equivalent to 99.5% of our installed capacity and this must be seen with respect to the turnaround that has happened during the year and if you take that into consideration , you will find that this performance is quite comparable to the previous year's performance where CPCL clocked 111% capacity utilization and coming on to Quarter 4, the crude throughput was 2.974, which is 113% of installed capacity. This again reinforces that performing much beyond our rated capacity is now a norm and CPCL is capable of that repeating year after year.

The next I would like to state, the lowest ever Energy Intensity Index registered during the year further underlines the optimized energy utilization. I must place it that if you remember our Energy Indexes and our Fuel and Loss Indexes were quite high 2-3 years back and we went to a roadmap where we said on a sustained basis, we will bring it down to very efficient levels and in that context, the fuel and loss has come down to 8.51% for the year as a whole. The MBN is at around 72.0. The best EII figure of 87.4 has been clocked in the current year, 2024-25.

With respect to value-added product comprising food grade hexane, we have now added pharma grade hexane of equal capacity and that has also reflected in our sales where products like hexane, MTO, lean butane have registered its highest volume of sales in this current year.

With respect to RLNG and our commitment to net zero, RLNG consumption during the year FY 2024-25, was 527 TMT as against 441 TMT in the previous year. It must also be highlighted here that the previous year was our best till date and much above earlier years. So, we look constantly at this space and based on our economics, we try to increase the RLNG quotient for overall profitability and environmental sustainability.

During the financial year, we have processed almost 64% - 65% of high sulfur. Our long-term sourcing remains at around 55% - 60% and the remaining through spot and the opportunity crudes depending on individual economics, and we try to harness and increase them to keep profitability at the best.

Pharma-grade hexane is a new product that we introduced during the year which gives us inroads into a new market altogether.

We also did a trial run of SAF (sustainable aviation fuel). We will be one of the few players who will have an early role who has the possibility of an early rollout of SAF.

Safety is critical in an industry like us. Again, we are happy to share that the zero-fire incident is continuously monitored & upgraded, and we continue to have it. Now, it is almost 1884 fire-free days as of March 31st, 2025.

To summarize the physical performance, we are committed to develop new schemes on energy efficiency, take the fuel and loss reduction roadmap further lower and then develop enhanced production of value-added products as well going forward.

Now, I turn to financial performance:

The GRM for 2024-25 for a full year basis is $4.22 per barrel as compared to the previous year $8.64 per barrel, but if you compare it to Singapore benchmark which was $3.79 per barrel in the current year, we have performed better. We all know that product cracks have reduced as compared to previous year in the international market, but our endeavor to better the benchmark continues.

On Quarter 4, our GRM was $6.22 per barrel. Again, if I compare the previous year same quarter, it was $7.7 per barrel, but if I compare it to Singapore benchmark, which was only $3.1 per barrel. So, the efficiencies would be evident and when we go further, we will also explain where from these efficiencies are coming.

We have been continuously achieving a premium GRM earnings over Singapore GRM and if you ask why it is coming, post our scheduled shutdown maintenance M&I, our refinery production has come back to better reliability and efficiency levels.

Our fuel consumptions are at the lowest possible on incremental Quarter-on-Quarter basis. Fuel and losses are at the lowest possible and then efficiencies are to the max.

When I turn to leverage position, the debt equity position as on March 31, 2025, is 0.39 compared to 0.32 in the previous year. At an absolute level, the debt stands at Rs. 3,100 crores as compared to Rs. 2,762 crores as on March 31, 2024. Net worth is at Rs. 7,939 crores as on March 31, 2025.

With the above, the Board has also recommended a dividend of Rs. 5 per equity share that is 50% of face value for the current year and as we all know, this is subject to approval at AGM, which will happen in the due course.

On the CAPEX front, in the current year, we have spent Rs. 673 crores as CAPEX for the current year. Our maintenance CAPEX remains Rs. 200-250 crore range, and the next year forecast also, we feel the CAPEX will be in that range. The maintenance CAPEX will be at around Rs. 200-250 crore range and depending on value added projects approvals, the actual will be a little different.

On the Governance front:

I am happy to share that we have successfully implemented the Information Security Management System, ISMS and certified for ISO 27001.2022 enhancing our system security robustness. The relevance of me pointing out this here is we are very aware that in the present systems beyond the normal safety of the plant, the system safety, cyber security are of importance and the company gives proper attention to that.

Another highlighting factor on the Governance front I would like to highlight is CPCL started with the Integrated Reporting-Annual Report within the IR framework in FY 2022-23. Immediately in the next Financial Year 2023-24, we were among the select few who got it assured by an independent assurance provider. I am happy to share that now we are also part of the S&P Global ESG score and CPCL has achieved a score of 46 for the year 2024 which is well above the Indian average ESG score in this field. And the point that I would like to highlight is that this is a journey that we have started. Transparency in governance is one of our cornerstones and we will keep this momentum forward.

Finally, the uncertainties due to volatility of crude prices do pose a challenge. Though these broader factors may drive volatility, we remain focused on things we control that is fuel efficiency, capacity utilisation and operating our refinery efficiently in a safe, reliable, and environmentally responsible manner and continue to focus on key metrics of controlling the operating cost as well as maintaining capital discipline by adhering to optimum return on value added and growth projects and thereby honouring our commitment to create long-term value for shareholders.

To summarize, we continue to deliver resilient operational and financial performance and see the momentum to continue in the new financial year as well.

Thank you once again. Now we are open for questions.

Moderator: Thank you very much. We will now begin the question-and-answer session. The first question is from the line of Yogesh Patil from Dolat Capital.

Yogesh Patil: Your GRM is premium to Singapore, is there any inventory gain during the quarter which help you to post the better GRM?

Rohit Agrawala: Yes, the inventory gain is not very significant for the quarter. It is only $ 0.66 per barrel. And in absolute rupee terms, it is Rs. 125 crores only. But on an overall annual basis, the inventory would be a loss that is $ 0.06 per barrel, Rs. 40 crores in amount.

Yogesh Patil: My second question, as you mentioned, your long-term crude sourcing is 55%-60%. Can you provide us some details from which countries you are getting a long-term crude sourcing and any discounts you receive from the same?

Rohit Agrawala: Broadly, what is happening, we use in our long-term a lot of Basrah heavy, Basrah medium grade crude from IRAQ and then Arab grades from Saudi ARAMCO. The premium/discount is based on Official Selling Price (OSP) declared by the supplier monthly. Looking into our configuration we have optimised it on an overall economics angle also and these are the best suitable crudes for us and that is how we have kept them in our long-term basket.

Yogesh Patil: Basrah is an Iraqi crude and generally Iraqi provides $2-$3 per barrel kind of discounts to the Indian crude market or general benchmarks, if I am not wrong, correct me.

Rohit Agrawala: It may not be exactly same and they vary from month to month. But as I said, more than the discount, the type of crude suits us in our economics based on our configuration plays the significant role. That is how we have kept them in our long-term basket, and we prefer them considering the overall economics.

Yogesh Patil: My third question is about the refinery expansion plans at Cauvery. Can you update us on the revised project cost, the completion, the commissioning timeline, and post-completion of this refinery project? How refinery product slates will change?

Rohit Agrawala: Let me tell you about some updates on the project. On the CBR update, in the last year we revised the capital cost as well as the capital structure. The revised capital cost is at Rs. 36,354 crores with a 25:75 equity holding between CPCL and Indian oil respectively. The most important updates with respect to the project is now we have full custody of the land. So, about 600 acres, which was already with CPCL and another 600 acres, which was acquired in the process, both is in our possession and the pre-project activities of boundary wall construction, and all those things are almost at a big stage. We are awaiting CCEA approval, that process is on, and we expect it in few months. Some more updates will come in that respect. With respect to product slate, this new refinery had a 6% PP i.e. petrochemical index of 6%. Others were broadly in line with normal standard only. This did not have any NAPHTHA, or the slate did not have any NAPHTHA. That was on the product slate side.

Yogesh Patil: 6% petrochemical index includes which petrochemical products, any broader idea on that term?

Rohit Agrawala: PP, polypropylene.

Yogesh Patil: Lastly, the post-completion of this refinery, what kind of debt levels or debt to equity levels we can expect?

Rohit Agrawala: This is separate JV. So, the JV will have a separate debt equity and financials. Presently, we are working with a 2:1 debt equity for this JV.

Yogesh Patil: Thank you.

Moderator: Thank you. The next question is from the line of Krishna Mundra from Dam Capital.

Krishna Mundra: Can you highlight if there are any expansion plans in your existing refinery, whether in the form of expansion or petrochemical integration?

Rohit Agrawala: So, because this is a very old refinery, a significant capacity expansion may not be on the radar immediately. But as you may be aware, multiple units exist within our refinery. There are lot of schemes with de-bottlenecking, which may improve the capacity. Though, in quantity terms it may not be much. But I would like to highlight one more thing, LOBS i.e. Lube Oil Based Stock, Group-II and III, the proposal is at a very advanced stage on approval, wherein NAPHTHA and HSD will be upgraded to LOBS Group-II and III. This seems to be a very profitable project, and we are geared up. Based on approvals we can take up this project quickly. And that should be profit margin accretive.

Krishna Mundra: In that context, can you highlight your CAPEX guidance for the next two years? And would that CAPEX guidance also include the earlier discussed LOBS project?

Rohit Agrawala: The normal maintenance CAPEX for the next two years would be around Rs. 250 to Rs. 300 crores, maintenance CAPEX plus small regular CAPEX normally. And with this project, another Rs. 400 to Rs. 500 crores you can add for each of the year. So, without this project, about Rs. 300 crores per year. With this project, about Rs. 700 to Rs. 800 crores per year.

Krishna Mundra: Thank you.

Moderator: Thank you. The next question is from the line of Sumit from KPL.

Sumit: A couple of questions here. One, when is the next major refinery maintenance scheduled? And what was the expense in the major maintenance that happened in September-October last year?

Rohit Agrawala: In 2025, our refinery crude unit 1 which caters to lubes will go into maintenance around August, September. But yes, for more detail, I will ask Mr. Anil to talk about the current M&I, which happened in FY 24-25, which you asked as well as some details about this maintenance.

Anil Sahni: Good evening. In 2024-25, we had a maintenance shutdown of one of our crude units. We have three crude units. One of our crude units and some important secondary units like Delayed Coker, FCC, etc., went for scheduled maintenance and that has been successfully completed. In the current financial year 2025-26, one of the other crude units will go for maintenance along with the lubes block as such.

Sumit: Other question is, are there any plans to upgrade low-value products like pet coke to higher-value products?

Rohit Agrawala: As we said, that is a journey we engage in continuously. Last year, we upgraded another capacity in terms of pharma grade hexane. Now, we are looking at SAF, again for premium. So, similarly, we have a few more products; but LOBS is at an advanced stage, and that is what I mentioned. But yes, as a refinery, we are continuously in work for various other value-added products which are in the fray.

Sumit: And other question is regarding the dividends, like, is the inventory loss and the maintenance shutdown the only reasons why the dividend has come down so much?

Rohit Agrawala: No, dividend has not come down because of maintenance shutdown or any other factor. Dividend has come down because of the profits. When we compare the last year profits and current year profits, there is a significant change. The primary reason is the international cracks. The cracks which were there at about close to \$13 to \$15 per barrel in HSD and other products has come down to 10 or sub-10 level in the current year. And that is not a specific phenomenon with respect to CPCL. That is the industry phenomena which had happened.

Sumit: Thank you.

Moderator: Thank you. The next question is from the line of Yash Nandwani from IIFL.

Yash Nandwani: Sir, I am not sure if this was shared earlier. Could you please confirm the share of Russian crude in 4th Quarter of FY25 and how it is trending in 1st Quarter of FY26?

Rohit Agrawala: I'll term it as an opportunity crude. And opportunity crude, I think on a full year basis was around 30% not very significantly different from earlier years. But going forward, the opportunity crude basket may not change, but the composition of opportunity crude basket may change because now we are getting some good offers in other opportunity basket like US, African and others. So, because we have about 55%-60% term, that leaves us another 40%. And normally we keep around 30% (+/-4% to 5%) for our opportunity crude evaluation. Depending on whatever crude is most beneficial in economics terms, suiting our technical requirement we optimize that type of crude.

Yash Nandwani: Sir, also could you provide some color on the discounts on opportunity crude in 4th Quarter?

Rohit Agrawala: On an annual basis, if you ask me, the average would be little less than \$2 per barrel. In the last quarter, it would be less than \$1 per barrel. But intermittently, there were \$3- \$4 per barrel also. And what is happening now, again that \$1-\$2 per barrel seems feasible with little bit of whatever we have done now in the current year.

Yash Nandwani: So, current discounts are close to \$2?

Rohit Agrawala: Not on all, some of the time. At times we are getting even \$ 0.5 per barrel; at times we are getting \$1 per barrel. Even \$2 per barrel is feasible.

Yash Nandwani: Okay, thank you.

Moderator: Thank you. The next question is from the line of Nalin Shah from NVS Brokerage.

Nalin Shah: First of all, I think the Q4 results were quite encouraging, but we just failed to understand that how do we actually project, once we look at FY'23-24 performance versus FY'24-25, it is a vast difference. So, we are unable to really understand. And as you mentioned that it is the cracks which decides the profitability of the company. So, if you can just give us some guideline that current year, how do we expect something on the FY'23-24 or it could be FY'24-25 kind of a situation?

Rohit Agrawala: I will try my best and I will give you some broad guidelines, how to evaluate CPCL and how to project our earnings. So, one point, whatever I said, and you also reiterated is very true that what a refinery earns is the difference between crude and product prices internationally because our prices are at international parity prices. And normally people take HSD as a benchmark because that is almost close to 50% of the product slate. HSD, ATF, MS, these are three prominent products. And if international cracks are higher the profits will be much higher and if it is lower, the profit will be lower. The second factor, which is very important is M&I shutdown. If there are large M&I shutdown that much of product processing availability is under maintenance, that affects profitability. Plus, every M&I shutdown also involves startup and shutdown cost. So, the operating cost also remains little elevated. Now, if I compare the previous-to-previous year and last year for CPCL, in year 2023-24 we ran into a full capacity, because the maintenance shutdown happens in a cycle of 3-5 years for a particular unit. There was no maintenance shutdown of any of the units in 2023-24 but in 2024-25, as CGM Technical Mr. Anil explained, we had few primary and few secondary units which went on maintenance shutdown that affects efficiency and availability of processing and availability of product. Now, when you look forward 2025-26, the impact of shutdown that will happen in the current year is lower than that in the previous year. There is one unit shutdown, one primary unit. If you make a single index, it will be lower than what happened last year. So, you can expect a throughput which is higher than last year on the operational part. On the pricing part we started April in a muted fashion in line with Q4 or March, something like that. May'25 prices seem to be better than April'25. But on the pricing, the volatility is so high. Every month it is changing drastically. And every $1-$2 of crack impacts the profit because there is a constant operating cost. So, I think taking a guess on the cracks will not be feasible. But yes, on the operational side, we intend to improve further on a capacity utilisation levels, on energy intensity index and fuel efficiency, we would improve on a continuous basis.

Nalin Shah: Thank you very much. It was a wonderful explanation. And one more question I have is that since you are going in for a JV company with a huge new refinery, is it that you will be able to offer some kind of opportunity by way of a rights issue or otherwise to the shareholders of CPCL?

Rohit Agrawala: At this stage, no decision has been taken. But as you know, when we are finalizing the equity part, there will be multiple options which will be evaluated.

Nalin Shah: Yes, whether any participation, we will be able to participate through a right issue of CPCL or anything.

Rohit Agrawala: At this point of time, we have decided the debt equity at 2:1, but all these are tentative. Closer to the event, we will take all capital structure-related decisions. We have not firmed up anything as of now. But any decision that is in the interest of the shareholders would be taken-up and communicated.

Nalin Shah: Sir, what is the final estimate of the refinery's capacity and the cost structure?

Rohit Agrawala: The new refinery capital cost is Rs 36,000 Crore approximately, 9 million metric ton capacity and petrochemical intensity of 6% and which is PP, polypropylene.

Nalin Shah: Thank you very much.

Moderator: Thank you. The next question is from the line of Achal Shah from Ambit Capital.

Achal Shah: As you said about the 30% sourcing from alternative sources like where we are getting discounts, how much of that is Russian and how much is from other parts? Can you give a breakup of that? Opportunity crude sir.

Rohit Agrawala: Opportunity crudes in the past two years are predominantly represented by Russian crudes and since we have the capability to process more than 150 grades of crudes broadly consisting of various regions like West Africa, US and other crudes from middle east this may vary depending on overall economics.

Achal Shah: Following up, the average discount for this opportunity crude will range in what \$3 to \$4.

Rohit Agrawala: Last year, that is the Financial Year'24-25, the average was around \$1.5-\$2. But it has gone to a high of \$3-\$4 and to a low of less than \$1 also.

Achal Shah: Thanks for your reply.

Moderator: Thank you. The next question is from the line of Harshraj Aggarwal from YES Securities.

Harshraj Aggarwal: We are present in the southern market, and we are aware that the market is in the shortfall. If you could cover some part of it, what is the shortfall and how it is going to pan out in the next few years given the demand is growing.

Rohit Agrawala: I will tell you something which is very clear and crisp. MS in southern market, there is a clear shortfall so, the production is less than demand. It is close to about 20 TMT per month. So, that is how, if you see in CPCL strategy whatever little flexibility is there, we have continuously tried to increase MS, so that we can take advantage of the demand scenarios and we can increase our margins. As far as others are concerned, we have seen the southern market to be mostly aligned to the national growth projection. Like MS, they are projecting 6% and here we see around 4%-5%. HSD we see at 3% growth forecast, as against 2.5% odd here. So, in others we do not see much of a difference. But yes, in MS products are moving from other market to here. So, that is how we have made constant effort to increase our production of MS where-ever there is growth opportunity as well as the product is in shortfall in the region.

Harshraj Aggarwal: I have another question is on the RLNG piece. So, we are consuming RLNG as a feedstock. So, at what prices are they viable versus the alternative fuel like FO or NAPHTHA?

Rohit Agrawala: I am happy to share with you, we do not consume RLNG as compulsion. So, if you have seen 2 years before, whatever was RLNG consumption, almost we have doubled in 2 years. We have kept dual feed system in most of our operations. Our compulsion is very minimal. It is based on economics, period to period basis. Cost of the feed, alternative feed, export realisation and the net cost, delivered cost of RLNG these determine our RLNG consumption. So, if I have increased more, it means we have felt this is beneficial on economics angle. Also, we need to keep in mind that close to our coast, is a RLNG terminal and we are connected to it directly through pipelines. The southern coast is close to the international sea route so, all those advantages accrue to us when we account for our RLNG delivered cost.

Harshraj Aggarwal: One last question, I wanted to understand your view on the defining market now. We have some shutdowns, some capacity reduction, some capacity is going out. And in the Indian scenario, you have seen lot of capacity that is coming up. You have a HPCL Rajasthan refinery; you have expansion at IOCL. So, how do you see that market panning out over the next two years, the domestic one and the global in terms of the cracks?

Rohit Agrawala: Let me start with the domestic market first. As you have yourself said, no capacity is coming immediately. Maybe it will span over 2 years, or little after that, those capacity will come up. All these capacities are based on the demand, the foregoing demand. So, capacities are coming in line with demand, and they will not come immediately, they will come after two years. And with respect to short-term shutdowns and all, the kind of monthly fluctuation that happens in GRM and others are based on short-term demand supply gaps. Short-term demand supply gaps do take care into short-term surplus or deficit of product. Internationally also, though there are some capacities that are coming in Africa predominantly, but there may be some other capacities that will go off in some of the developed countries. So, again I will say when people put up large capacities, long-term investment, it is based on long-term demand projection. And long-term demand projection for the last some time is closely watched. So, I feel that it may not have a significant impact on immediate or near immediate or mid-term, medium-term, with respect to margins or GRM. But yes, margins and GRMs are not affected by a single factor, that is affected by multiple factors which change swiftly even within a short gap.

Harshraj Aggarwal: Thank you, sir. That was all the questions we had. I think, if anything, you want to summarize for the participants.

Rohit Agrawala: I think it was very interactive. The only thing I will tell is that CPCL refinery is perhaps one of the most complex refineries in India. It is the only refinery which has liquid fuel, which has LOBS based stock and wax. And because of our uniqueness, we have some easiness where we are able to come up with new products quickly. Our team is well-connected with other research institutes, and we look forward to new product development. And operationally for the last 3-4 years we have taken a path of aggressive improvement in efficiency levels. Otherwise, you will not find out where in a short span of 2-3 years, the fuel & loss will come down by 1% to 2% kind of stuff. But yes, because we have taken an aggressive stand, we have been continuously improving. That is how these parameters are achieved. Our team is highly motivated, and they will continue to contribute their best in their respective domain to improve the operational excellence further.

Moderator: Thank you. Ladies and gentlemen, on behalf of YES Securities, that concludes this conference. Thank you for joining us.