

Profile

IndianOil is India's flagship national oil company with business interests straddling the entire hydrocarbon value chain – from refining, pipeline transportation and marketing of petroleum products to natural gas and petrochemicals. It is the leading Indian corporate in the *Fortune* 'Global 500' listing, ranked at 98th by sales turnover for the year 2011.

IndianOil and its subsidiaries have a dominant share of the petroleum products market, national refining capacity and downstream sector pipelines capacity in India. With over a 34,000-strong workforce, IndianOil has been helping meet India's energy demands for over five decades now. At IndianOil, operations are strategically structured along business verticals - Refineries, Pipelines, Marketing, R&D and Business Development - E&P, Petrochemicals and Natural Gas.

IndianOil controls 10 of India's 20 refineries with a group refining capacity of 65.7 MMTPA. Its cross-country network of crude oil, product and gas pipelines, spanning 10,899 km with a capacity of 75.2 MMTPA, is the largest in the country. With a throughput of 68.5 million tonnes, it meets the vital energy needs of the consumers in an efficient and environment-friendly manner.

IndianOil has a formidable network of customer touch-points dotting the landscape across urban and rural India. With a countrywide network of sales points, backed for supplies by bulk storage terminals and depots, aviation fuel stations and LPGas bottling plants, IndianOil services every nook and corner of the country, every hour of the day. Indane LPGas is present in almost all markets through a vast network of distributors. A large network of consumer pumps are also in operation for the convenience of bulk consumers, ensuring products and inventory at their doorstep.

IndianOil has a portfolio of powerful and much-loved energy brands that include Indane LPGas, *SERVO* lubricants, XtraPremium petrol, XtraMile diesel, Propel petrochemicals etc. Validating the trust of millions of motorists, IndianOil has been voted the Most Trusted petrol station brand in the country for the year 2010-11. IndianOil's ISO-9002 certified Aviation Service commands the largest market share in the aviation fuel business, successfully servicing the demands of domestic and international flag carriers, private airlines and the Indian Defence Services. The Corporation also enjoys a dominant share of the bulk consumer, industrial, agricultural and marine sectors.

With a steady aim of maintaining its position as a market leader and providing best quality products and services, IndianOil is investing over ₹ 47,000 crore in a host of projects for augmentation of refining and pipeline capacities, expansion of marketing infrastructure and product quality upgradation.

IndianOil has a world-class R&D Centre that is the finest in Asia. It conducts pioneering work in lubricants formulation, refinery processes, pipeline transportation and alternative fuels. The Centre holds 212 active patents, with over 100 international patents.

Some of the in-house technologies and catalysts developed by IndianOil include the INDMAX technology (for maximising LPGas yield), Oilivorous-S bio-remediation



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technology (extended to marine applications), Diesel Hydro Desulphurisation (DHDS) catalyst, a special Indicat catalyst for Bharat Stage-IV compliant Diesel, IndVi catalyst for improved distillate yield and FCC throughput, and adsorbent based deep desulphurisation process for gasoline and diesel streams.

Having set up subsidiaries in Sri Lanka, Mauritius and the United Arab Emirates (UAE), IndianOil is simultaneously scouting for new business opportunities in the energy markets of Asia and Africa. IndianOil's business development initiatives continue to be guided by its corporate vision of becoming a diversified, transnational and integrated energy company. Its business strategy focuses primarily on expansion across the hydrocarbon value chain, both within and outside the country.

To enhance upstream integration, IndianOil has been pursuing exploration & production activities in collaboration with consortium partners. In Exploration & Production, IndianOil's domestic portfolio includes 11 oil and gas blocks and 2 Coal Bed Methane blocks while the overseas portfolio consists of 10 blocks spread across Libya, Iran, Gabon, Nigeria, Timor Leste, Yemen & Venezuela.

Over the years, natural gas has emerged as the 'fuel of choice' across the world. Natural gas marketing is another thrust area for IndianOil with special focus on City Gas Distribution (CGD) business. The Corporation has entered into franchise agreements with several CGD players to market Compressed Natural Gas through its retail outlets. Green Gas Ltd., IndianOil's joint venture with GAIL (India) Ltd., is already operational in

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Agra and Lucknow in the state of Uttar Pradesh and is further expanding to cater to the increased demand in various sectors.

IndianOil is setting up a LNG import, storage & re-gassification terminal at Ennore (outskirts of Chennai). This LNG Terminal would be the first of its kind on the East coast of India. Furthermore, in consortium with GSPC, HPCL and BPCL, IndianOil has won gas pipeline bids for Mallavaram to Bhilwara and Vijaypur via Bhopal, Mehsana to Bhatinda and Bhatinda to Jammu and Srinagar.

IndianOil has forayed into alternative energy options such as wind, solar, bio-fuels and nuclear power. A wind power project is operational in the Kutch district of Gujarat. A solar power initiative is being spearheaded on a pilot basis in Orissa, Karnataka and the Northeast and a pan-India phased roll-out is underway. IndianOil has one of the largest captive plantations for bio-fuel production, in the States of Chattisgarh and Madhya Pradesh.

IndianOil has a concerted social responsibility programme to partner communities for health, family welfare, education, environment protection, providing potable water, sanitation, and empowerment of women and other marginalised groups. IndianOil has always been at the forefront in times of national emergencies. IndianOilPeople have time and again rallied to help victims of natural calamities, maintaining uninterrupted supply of petroleum products and contributing to relief and rehabilitation measures. IndianOil has successfully combined its corporate social responsibility agenda with its business offerings, meeting the energy needs of millions of people everyday, across the length and breadth of the country.

